

October 2020

Dear, Valued Druck Ltd Customer

While negotiations are still underway on the terms of the UK exit from the EU, we would like to emphasise that our drive is to ensure minimal disruption is felt by our Customers through this un-precedented event.

We remain focussed on our ability to deliver to our Customers throughout this period and are well-positioned to minimize the impact of a “no-Deal” Brexit.

There are three options available to trade with Druck Limited after the 1<sup>st</sup> January 2021 that we would like to inform you of:

**1. Direct Buy from Druck Limited UK with “FCA Groby” INCOTERM**

With this option, Druck Limited will provide export documentation and UK export clearance. We are aware that for many of our Customers, the process for importing goods from non-EU countries is well known and will already be prepared to import directly from the UK.

**2. Purchase through local Baker Hughes offices, with “CPT Buyer location” INCOTERM**

You may choose to purchase through one of our sales offices in France, Germany, Italy or the Netherlands. If you choose this option, you will need to ensure that the local Baker Hughes office is listed as a supplier in your system and that purchase orders are directed to the local Baker Hughes office.

**3. Direct buy from Druck Limited UK with “CPT Buyer location” INCOTERM**

This option will involve your shipment being bulk processed by Druck’s couriers and the Druck UK team being the importer of record. Goods will be supplied under an EU VAT registration.

These options are offered for your information only. The appropriate delivery terms for a specific transaction may vary. Customers should assess these and other delivery options available. The options presented here do not vary the agreed-upon delivery terms in existing contracts with Druck or its affiliates, or otherwise create a binding commitment on Druck.

We will continue to keep you informed on our efforts to limit the impact of changes on your business.

Yours sincerely

**Mark Singleton**

Sales Leader

Europe, Russia/CIS