

February 2019

To Whom It May Concern,

The Pfannenberg Group has supported UK businesses for over 25 years and made the commitment for the United Kingdom to be its first international subsidiary. This same commitment to the UK market is still in place today.

Brexit will clearly pose a risk to business disruption and currently the form it will take is unknown and out of our control.

However, it is reasonable to assume that there will be disruption in getting shipments into the UK at least in the short term as a new process is implemented by Governments.

Although the issues surrounding Brexit are out of our remit we have implemented a strategy to mitigate them as far as possible.

- **Currency fluctuations**
This is not a new topic for the GBP on the fiscal markets and Pfannenberg will continue to manage this as in the past with a long term view.
- **Trade Tariffs**
There is no proposal currently on what these are or even what they might be. The majority of Pfannenberg's product is manufactured in the EU and at present the UK enjoys zero tariffs. However we expect this to change and will make a decision when we are accordingly informed.
- **Shipping**
We anticipate a short term delay with ports and movement of goods akin to a road system at rush hour. We have increased the stocks in the UK warehouse based on communication with our customers and the support of the factory to cover this hurdle. Once the new process is known we expect this initial phase to subside and normal service to begin.

With regards to addressing future shipping we have a team in Hamburg and UK to work through the process when it is known. As a Global company with factories on three continents we are well versed in varied protocols for shipping globally.

Sharing Competence has been the Pfannenberg motto for over a decade where we invite suppliers, customers and future customers to share knowledge, collaborate and understand. This principle will serve us well to support each other through the Brexit process. The more we share, learn and understand today the better prepared we all are for tomorrow.

If you have a concern, a demand or future requirements please contact us today so we can to achieve a positive outcome for all.

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Yours faithfully

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