

Low & Bonar

Performance materials engineered
to help build your business

Low & Bonar PLC

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14 July 2015

Dear Partner

Since the beginning of 2015 the Low & Bonar Group, parent company of Bonar Yarns, has been working to realign and simplify our organization so that we can make it easier for you to do business with us and for us to bring more value to our customers. As the Group CEO of Low & Bonar I would like to take this opportunity to introduce myself and advise you of some changes that are taking place.

A little about myself first. Immediately before joining Low & Bonar last September I held the position of Chief Executive Officer of the Belgium-based LBC Tank Terminals Group from 2009 to 2014, whilst my earlier career was with the Dow Chemical Company for 23 years, in a variety of senior engineering, operational, commercial and business management roles in a number of regions including Asia, NA, Europe.

It is likely that your experience of Low & Bonar to date has been primarily focused on one specific division within the Low & Bonar family. Through closer working between the Low & Bonar businesses, working as One Low & Bonar, we believe that we can better leverage our people, knowledge base and also use our global technology and R&D capabilities more effectively to provide more efficient service to our customers, faster innovation and improved access to our global product portfolio.

Quite simply we have decided to realign our businesses to the 5 global market areas that we serve and put customers at the Centre of everything we do. The 5 Global Business Units (GBU's) will be led by a Global Business Director, reporting directly to me and will be focused on key markets:

Global Business Unit	Market Segments	Brands	Global Business Director
Building & Industrial (Bonar)	Filtration, Agro, Building and Roofing	Colback, Bonar Agro, Enka Solutions and Xeroflor	Clark Halladay
Civil Engineering (Bonar)	Geosynthetics and Construction Fibres	Enka Solutions, Bontec, Tiptex, Kortex, Armatex & Adfil	Neil Ryan (from 21 July 2015)
Coated Technical Textiles (Mehler)	Architecture, Container, Industrial, Lacquered tarpaulins, Sun protection, Boat & Pool, Un-lacquered tarpaulins, Print	Mehler TX, Valmex, Polymar, Airtex, Plastel, Corotex, Trainex	Axel Woltmann
Interiors & Transportation (Bonar)	Floor backings for Tufted Carpet Tiles, Coated flooring and Automotive applications	Colback	Marc Krauth
Sports & Leisure (Bonar Yarns)	A range of flooring and synthetic turf	Bonar Yarns, FB range, MN range, TX range	Bryn Lee

Each business unit is led by a customer focused sales and marketing team, focused on working in partnership with our customers and supported by a number of global (expert) functional teams, such as Operations, R&D, IT and Finance. Our group-wide purchasing function will continue to be led by Willy Glaude as Group Director of Purchasing.

This realignment of our business does not mean any changes today in your day-to-day dealings with us as your customer. Our goal is to provide our customers with exceptional value performance materials that enable them to win in their respective market place. We plan to achieve this by leveraging all of our capability and commitment, and through working closely with you, as a valued partner to our business.

I hope that you will find this new era of integration at Low & Bonar as exciting as we do and we look forward to building a strong partnership for success for the rest of 2015, and beyond.

Yours faithfully



Brett Simpson
Group Chief Executive