



UPDATE OF OUR INFO FROM MARCH 25, 2019



BLU CONNECTION
INFORMATION
APRIL 5, 2019

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**2019 2ND QUARTER
AND OUTLOOK 2ND
HALF OF THE YEAR
FOR CUSTOMERS, RETAILERS AND
TO WHOM IT MAY CONCERN**

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PRICE OF DENIMBLU³⁰ WILL BE REDUCED BY 9 CENT FOR MAY AND JUNE ORDERS AND DELIVERIES.



due to unforeseen raw material price reduction we reduce our price for denimblu30 for may and june orders and deliveries accordingly.



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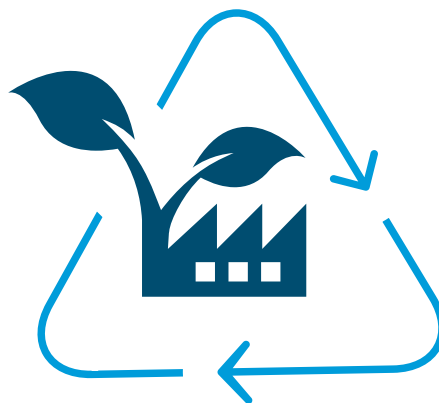
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THE FIRST ZERO DISCHARGE FACILITY IN THE WORLD, ESTABLISHED IN 2010 WITH SIGNIFICANTLY INCREASED CAPACITY



throughout 2018 we were facing indigo supply constraints. we still invested in denimblu30 capacity. our capacity in singapore is significantly increased - the first zero discharge facility in the world, originally established in 2010.



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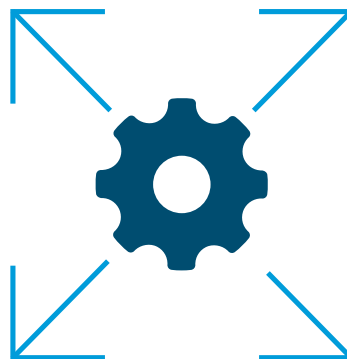
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SINGLE LARGEST CAPACITY OF PRE-REDUCED INDIGO IN THE WORLD TO COVER THE TOTAL DEMAND OF ALL OUR KEY ACCOUNTS



starting july 2019 we can cover the total demand of all our key customers globally. our new capacity is the single largest capacity of pre-reduced indigo in the world.



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5 YEARS GUARANTEE ON BLUCONNECT EQUIPMENT MANUFACTURED IN SINGAPORE



in july 2019 we will launch our new generation of bluconnect equipment manufactured in singapore with 5 years guarantee.



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INDIGO GRANULAR AND DENIMBLU³⁰ AVERAGE PRICE DEVELOPMENT

- 2019 jan – march supply remained on low level with prices for indigo granular ranging from 9.10 to 9.60 usd/kg (various qualities/strengths offered)
- price increases were lower than expected until march 2019
- present trend indicates slight raw material price reduction for may and june
- supply situation will slightly improve in the second quarter of 2019
- bluconnection will reduce denimblu30 prices by 9 cent for may and june orders and deliveries
- bluconnection expects indigo overcapacities in the second half of 2019
- prices may soften in the second half of 2019
- for the second half of 2019 we expect indigo supply to match bluconnection increased capacity
- we do not compromise our high environmental, safety & health standards. we continue to work in all areas of our company to improve further and to provide highest quality, cost – efficient and most environmentally friendly products.



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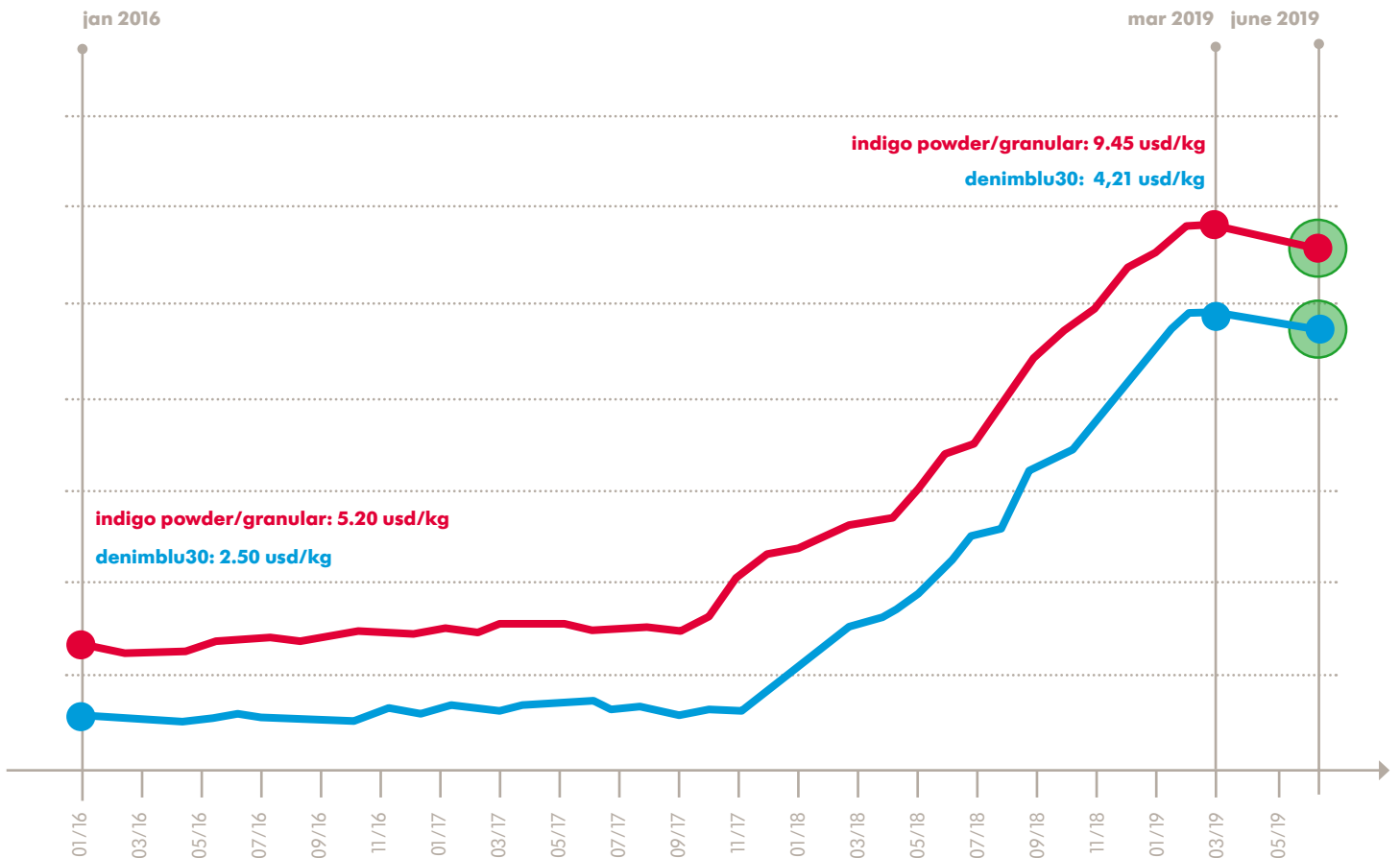
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01/2016 - 03/2019 ACTUAL - TREND Q2/2019

*index, actual prices may vary from country to country



- denimblu30
- indigo powder/granular

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