



Università Ca' Foscari Venezia
Dept. Environmental Sciences,
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IT

23rd of March 2022

Contingency/Force Majeure for Neon and Neon Mixtures

Dear Marco Roman,

Please be advised that due to the war between Ukraine and Russia, as well as the sanctions imposed and being imposed on Russia, certain production facilities and sources that Linde and its affiliates (individually and collectively referred to as "Linde") operates and/or purchases neon from are no longer reliably available. In addition, distribution in and out of Russia and Ukraine has been severely compromised. Therefore, Linde is declaring a contingency or force majeure event with your company for supply neon and neon contained mixtures (collectively "Product").

Effective 23 March 2022, Linde will allocate Product to your company at 90% of your annual volume, calculated from the volume billed over the 12-month period from 1 January 2021 through 31 December 2021 ("Allocated Quantity"). Product will be supplied based in a manner consistent with your prior ordering patterns.

Linde is incurring significant additional production, sourcing and distribution costs to ensure ongoing supply at the Allocated Quantity noted above. Therefore, effective 23 March 2022 the price for product up to the Allocated Quantity will be adapted to reflect our cost increase.

Linde is also aggressively seeking options to deliver Product above the referenced Allocated Quantity by evaluating and pursuing alternative sources of supply for neon. If Linde can source additional Product above the Allocated Quantity, we will advise you with a separate notification. You can expect that such product will be made as available and on a best-efforts basis at a price reflecting the costs to source those alternative and spot products. Due to the unpredictable nature of the current neon supply situation, neither the volume nor the applicable price for any volumes above the Allocated Quantity can be reliably forecasted at this time. However, we will communicate with you immediately upon having such Product options reliably available for you.

Making our world more productive



As you know, the situation is very fluid and changing by the day. We understand that this is a difficult situation for all. Thank you for your patience and consideration. Should you have any questions, please call your Account Manager

Very truly yours,

A handwritten signature in blue ink, appearing to read "ppa. K. Beckmann".

Dr. Philipp Beckmann
Executive Director Packaged Gases, Germany

A handwritten signature in blue ink, appearing to read "i.v. Dornow".

Dr. Wolfgang Dornow
Director, Rare Gases