

February 19, 2010

## Product withdrawal

### Deadlines for last orders for MLCCs

With the product withdrawal notification of June 26, 2009, EPCOS has already notified its customers that it will discontinue its own manufacture of MLCC products (multilayer ceramic capacitors including radial MLCCs as well as Arrays, MLSCs and HQFs, i.e. all products with ordering code B37\*) in calendar year 2010. We are now giving our customers binding information about the associated detailed procedures:

- 1. Items from the EPCOS-MLCC product range may only be ordered up to June 30, 2010.** Orders and calls from blanket orders of MLCC products received by EPCOS after June 30, 2010, can no longer be accepted.  
**The same applies to all requests received by EPCOS after June 30, 2010, for cancelling or changing delivery dates for EPCOS MLCC products.**  
**EPCOS also considers all estimates of requirements, delivery plans or forecasts (grouped together in the following as "forecasts") for EPCOS MLCC products that are received by EPCOS after June 30, 2010, as invalid, and these will not be accepted.** The delivery quantities and dates accepted by EPCOS before June 30, 2010, shall apply.
- 2. EPCOS cannot accept any delivery dates after December 31, 2010, even for orders and calls from blanket orders for EPCOS MLCC products received by EPCOS early enough before June 30, 2010.**  
**The same applies to any delivery date or forecast changes that are received by EPCOS by June 30, 2010, but have delivery dates after December 31, 2010.**  
However, EPCOS will bring delivery dates scheduled after December 31, 2010, forward to December 2010, as far as this is possible within the scope of available production capacities and where the customer agrees to such an advance. EPCOS will send out corresponding notifications to affected customers in July 2010.
- 3. We strongly urge you to find and release replacement solutions for the named products early enough.**
- 4. Both the EPCOS MLCC production ranges and the associated production capacities are already restricted. Customers are requested to place their last orders as soon as possible and not to wait until the final opportunity in June 2010.**

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## Further important notifications in this context

- Due to automated order processes that EPCOS cannot change, customers will receive automatically issued order confirmations for EPCOS MLCC products until the end of June 2010, which may acknowledge delivery dates after December 31, 2010, even though these are contrary to the deadline conditions stated in point 2 above. **Please note that automatically issued order confirmations which accept delivery deadlines for EPCOS MLCC products after December 31, 2010, are not legally binding.**

In order to remind customers once again of the above statement in the case of future automatically issued order confirmations, each of these will contain the following statement:

"If this notification confirms delivery dates for EPCOS MLCC products after December 31, 2010, it is not legally binding. Please refer to our UPtoDATE newsletter of February 19, 2010."

- **With some customers there are agreements, under which their orders, forecasts and/ or calls from blanket orders (grouped together in the following as "orders and calls") are considered as confirmed or acknowledged by EPCOS as long as EPCOS does not revoke these orders and calls, either absolutely or within a specific time frame after they have been received.**

As EPCOS is sure that neither orders and calls for EPCOS MLCC products will be confirmed or acknowledged after June 30, 2010, **EPCOS already declares to all customers affected by the above arrangements its revocation of all orders and calls for EPCOS MLCC products that it receives from these customers after June 30, 2010. To this group of customers, EPCOS also declares its revocation of all orders and calls for any EPCOS MLCC products that may be received by EPCOS before June 30, 2010, but whose delivery dates are after December 31, 2010.**

**Contact** Franz Stratz, PPD ML PM, Munich

**Customers should kindly address inquiries directly to their sales contacts.**