



October 20, 2022

Dear valued Ashland customer:

This letter is in response to your request for the percent natural origin content of **n-hance™ c261 cationic guar**. Ashland performs ISO 16128 calculations to meet the needs of our customers and support growing consumer interest in natural and nature-derived ingredients. We have evaluated the natural and natural origin content of this product according to the ISO 16128 2:2017 standards.¹ Ashland calculates the percent natural origin of our products using molecular weight, formulation details for the product, raw material supplier data, and analytical data from production.

The result of this calculation for your product is as follows: 91 %

More information about Ashland's commitment to sustainability is available on our webpage: <https://www.ashland.com/sustainability/sustainability-overview>.

I thank you for your interest in Ashland products. Should you have any questions or need additional information, please contact your Ashland account representative.

Regards,

Sarah Phelan

Sarah Phelan

Sustainability Director

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¹ ISO 16128-2:2017; Cosmetics - Guidelines on technical definitions and criteria for natural and organic cosmetic ingredients – Part 2: Criteria for ingredients and products (2017).