



November 3, 2016

Authorized Asmodee North America Specialty Retailers

RE: Notice of Asmodee North America Specialty Retailer Policy Changes

Dear Authorized Asmodee North America Specialty Retailer,

This letter serves as written notice and confirmation of two changes to the Asmodee North America Specialty Retailer Policy. These changes will be **effective** starting **November 7th, 2016**.

1. Definitions

The third paragraph of Section I, titled "ANA Product" is deleted in its entirety, and replaced with the following:

"ANA Product: Any product currently being sold by ANA as part of its active product listing (available upon request from Retailer's ANA representative), as well as any ANA product which is no longer actively sold by ANA, but which was actively sold within the last 12 months.

Replacements parts or individual components of products are not considered ANA Product, provided that such individual items are not sold, bundled, or repacked to constitute a material substitute for an ANA Product."

2. Retailer's Conduct

Section IV, Subsection B ("No Alteration of Product") is deleted in its entirety.

All other terms and conditions in the Asmodee North America Specialty Retailer Policy remain in effect. Retain this letter for your records. If you have any questions or concerns about these Policy changes, please contact your ANA Sales Representative.

Best Regards,

A handwritten signature in blue ink, appearing to read "John Grams", is written over a blue wavy line that extends across the page.

John Grams
Senior Vice-President of Business Development



November 2nd, Roseville, MN

Q&A to the Authorized Asmodee North America Specialty Retailer Policy Changes on Nov. 7th, 2016

Authorized Retailer Question: Per your new Authorized Asmodee North America Specialty Retailer Policy changes on November 2nd, 2016, does your sales policy prohibit me from selling spare parts, replacement parts, or individual components of ANA Products?

ANA Answer: No*.

Authorized Retailer Question: Does your sales policy have any channel-of-sale restriction on the resale of spare parts, replacement parts, or individual components of ANA products?

ANA Answer: No*

* There is one exception to this answer: Authorized Asmodee North America Specialty Retailers may not bundle a number of components to sell a collection of parts that would materially substitute an ANA Product.

For additional questions pertaining to the November 7th, 2016 Authorized Asmodee North America Specialty Retailer Policy changes, please contact your ANA sales representative. If you do not have an ANA sales representative, please contact Adam Staggs at astaggs@asmodeeNA.com.