

30th March 2020

Dear Valued Customer,

We wish to inform you of a price increase as well as a minimum order value increase for various products supplied from HellermannTyton to our local customers.

Certain products will incur a price increase as of the 1st May 2020.

This price increase is due to the current exchange rate which has decreased significantly over the last year.

Our FIS (free into store) will also move from \$150.00 to \$200.00 due to freight increments.

Our last price increase was in Sep 2019 at a rate of AU\$1.48 to US\$1.00.

This rate has now dropped to AU\$1.72 to US\$1.00 which is a 16% decrease.

Unfortunately, HellermannTyton can no longer absorb these price increases. Therefore, with effect from **1st May 2020, we will implement a 9% price adjustment increase for most items.** This increase is way below the rate increase as mentioned above.

Our sales force will be in close contact with you to explain further the situation if needed.

Beside this situation we wish to continue to develop the strong relation we have built together over the past years.



Yours Sincerely

Richard Da Silva
HellermannTyton Australia
General Manager