

06 March, 2018

Price List Change Notification Effective 3 April 2018

Dear Valued Customer,

We would like to inform you of a pricing adjustment that will be implemented by ABB (Electrification Products) on 3 April 2018. You will see a varying level of adjustments across our different product ranges with the majority increasing by 4%. A copy of your new price file is attached to this communication, to allow you time to upload the data to your systems before 3 April 2018 and to address any queries you may have in relation to new file.

You will find additional adjustments for products that have been replaced with new ranges and adjustments of other ranges to meet current market prices. To support the amendments to our product ranges and selection, we will issue an updated version of our EP Product Book by May 2018 that will cover the entire EP Australia offering. If you would like to register your interest in receiving the updated version once it is completed please send an email to lp.communications@au.abb.com.

For customers that are using the ABB Business Online service (cBOL) your prices will automatically update on 3 April 2018 and be available in your account. For customers wishing to set up an ABB Business Online account please contact your local sales representative or send an email to lp.communications@au.abb.com requesting access.

Note: This price adjustment is for the EP products business, therefore includes the traditional ABB Low Voltage Products and the old Thomas & Betts Products, the attached new price file reflects this.

Should you have any questions regarding this price adjustment please contact your local ABB sales representative or call our Electrification Products Customer Service Team on 1800 60 20 20.

We thank you for your continued support to ABB Electrification Products and we look forward to growing our business together in 2017 and beyond.

Yours Sincerely,



Matt Saini
National Sales Manager
ABB Electrification Products Australia