



24th July 2017

Dear Valued Customer

RE: PRICING LEVELS IN AUGUST 2017

We have received numerous enquiries about pricing direction for August 2017 and are now writing to provide your business with some guidance in relation to this matter.

Due to increases in cost of metals and other inputs, Nexans Olex will be implementing a price increase effective 1st August 2017. That is, all orders placed on or after 1st August 2017 will be subject to increased price levels.

We are currently formulating our price list for August 2017, however, can confirm that price increases are **likely to range from 5% to 10% across all products**. Our Price List and Specials will reflect the changes in prices and these will be published on the 28th July 2017.

We wish to thank you for your ongoing business and hope that you will understand the necessity for this price increase. Should you have any questions, please contact your respective Account Manager.

Yours faithfully,

A handwritten signature in blue ink that reads 'Greg Stack'.

Greg Stack
General Manager – Sales & Marketing