

Dear Valued Customer,

**Subject:** Cable Price increase June 2018

I would like to start this letter by thanking you, our customers, for your support over recent months with the increased volatility in the Copper and Aluminium markets. Prysmian strives to lessen the impact of the peaks and troughs but unfortunately at times we are required to increase prices to cover these changes.

As highlighted in our last letter, the increase in May was not accounting for the full impact of the Copper movement over the last 18 months. It is for this reason that we will be increasing our current prices on the **22<sup>nd</sup> June 2018 by up to 5%**.

Prysmian is also aware of the significant spike in Copper over the last week. We will continue to monitor this development over the coming weeks and review if this will further impact our pricing in the future.

I would also like to take this opportunity to highlight the current status of Aluminium prices. In our last letter, we highlighted a significant increase, close to 30% in the month of April. Since the start of May the Aluminium price has stayed relatively stable, hovering around the \$3,100-\$3,200 per/t rate. We will continue to monitor this commodity and keep you posted.

Prysmian remains a supplier of high quality Australian manufactured product and genuinely values the patronage we receive from the industry. We remain strongly committed to supporting our customers now and into the future.

If you have any questions or concerns please don't hesitate to contact me.



Kind Regards

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