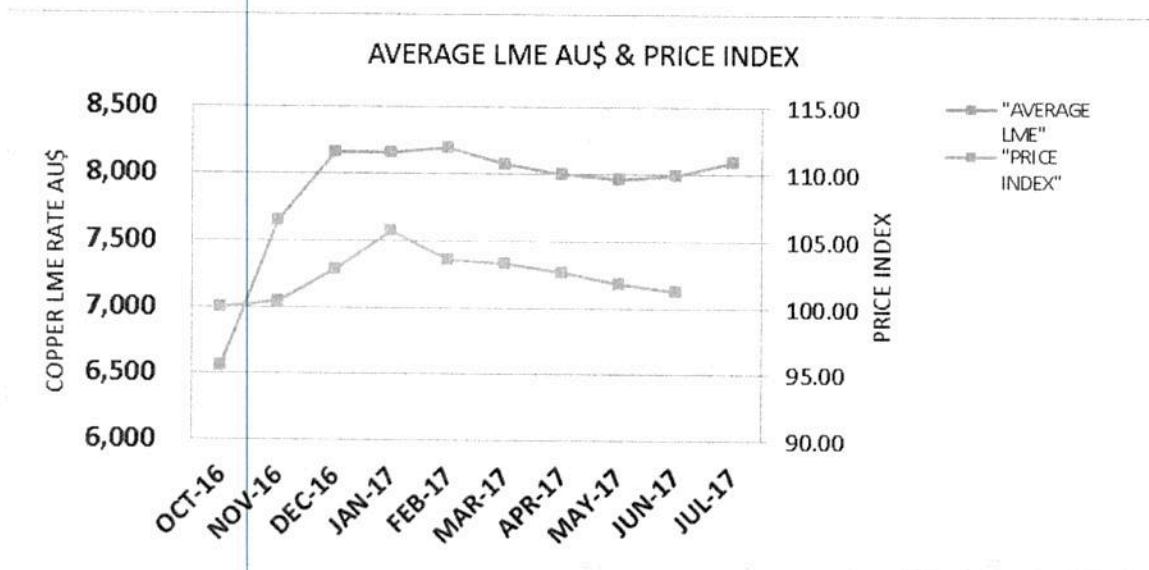


18th July 2017

Dear Valued Customer

Sub: Cable price increase notification

Referring to the chart below, whilst the copper rate has increased significantly since October last year, cable prices (referred to as Price Index) haven't followed this trend, making it unsustainable. As a result, Prysmian advises that effective 1st August 2017, cable prices will increase on average around 7%. All orders placed on or after 1st August'17 will be subject to the price increase.



Please do not hesitate to contact your local Prysmian Representative for any additional information or clarification.

Yours sincerely,
Hamavand Shroff
Commercial Director

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