

20<sup>th</sup> of December 2019

Dear ROBUS Customers,

## **ROBUS Pricing - Effective 1<sup>st</sup> of February 2020**

We would like to take this opportunity to thank you for your continued business and support during 2019.

During the past year, The LED Group ROBUS has been working hard to improve our processes and implement strategies to manage our currency risks and absorb cost increases. We've left our overall pricing unchanged up to now, however the sharp devaluation of the Australian dollar during 2019 has forced us to revise and adjust our prices for 2020.

The Led Group ROBUS will issue a new pricelist with a minor price increase on certain product lines, effective from the 1<sup>st</sup> of February 2020. We have endeavoured to keep the adjustments to a minimum and looked at our internal processes to limit this to an effective increase of 6% on average.

These upward adjustments are necessary for The LED Group ROBUS to continue to be a viable supplier to the Lighting Industry and provide high quality, innovative products. We're expecting that the growing demand for ROBUS products will remain constant, resulting in profit growth to our customers.

Finally, we believe in the strength of our brand, the growth potential of the lighting industry and the actions that we're taking in 2020 and beyond. We thank you for your support and hope that you continue your journey with us.

If you have any questions, please contact your local Sales Representative for further information.

Yours Sincerely,



**Niel De Jager**

Managing Director (Australia and New Zealand)