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Dear Brilliant Lighting Customer,

Subject: New 2020 May Price List and price changes

In the last 9 months Brilliant has been impacted with a considerable number of cost increases to its business. This has occurred due a number of factors, the greatest of these being the movement of the AUS Dollar vs USD.

As Brilliant strives to provide the best possible prices for its customers we have absorbed the majority of the impact to date, however, we are now in the position where we cannot sustain the decrease in Australian \$ and its direct effect on our cost of products. Hence, we are notifying you of the implementation of a price rise as effective 1st May 2020.

The new price list file will be sent to you in the coming week for system implementation.

Some of the impacts on our pricing have included:

A\$ depreciating against US\$ from approximately US\$0.69 cents (previous price list) to currently US\$0.61 cents. This equates to **over 12.0% currency devaluation** or **12.0% increase** in our costs.

- Increased shipping and distribution costs, both locally and internationally.

This new price list is to become **effective as of May 1st 2020** and all **contract pricing agreements** will need to be reviewed with your Brilliant sales support contact in anticipation of the pending price rise.

Please note: we will honour any current quotes received within the last 30 days, and also any contractual implementation periods for price changes where applicable. (as per trading agreements).

The price rise average is approximately 10% across all categories, although some items will have less and some slightly more.

WE know this is larger than our traditional increases but these are difficult times and the business cannot absorb the currency declines sustainably any longer.

We do suggest though, that for all volume and project quotes going forward, you seek updated pricing from your Brilliant Representative.

We trust that you understand and accept this action, and this is a uniform increase to all customers and channels of our business. We thank you for your valued support and we will continue to provide you the latest products at the most competitive prices.

****NOTE: The May 2020 Price list will supercede all previous price list files.**

Regards,

Colin Goldman | Chief Executive Offer