

31st March 2021

An update on Network Connectivity Cable Pricing

Dear valued customer,

At Schneider Electric, meeting our customers' expectations is our key priority. We have been closely monitoring the global economic situation which has affected various industries, and we are continually assessing and responding to changes.

As you may be aware, the price of copper has significantly increased over the past few months. While we have made every effort to minimise costs, we have concluded that a price adjustment is now necessary in the current market environment to maintain our current levels of quality and service. As a result, we will be making below changes to our Network Connectivity Cable Pricing, effective May 1st, 2021.

These changes include:

- Moving to a pricing contract, revised on a monthly basis to reflect the latest copper price evolution
- Effective May 1st, 2021, we will be applying an increase of 12% on average across our Network Connectivity Cable portfolio
- We are also adjusting our quantity break to better reflect your ordering pattern.

Attached with this letter is your pricing contract, effective May 1st, 2021. Contract revision will be shared with you few days before the end of every month, effective on the first day of following month.

Please note that any orders unfilled by May 1st, 2021 will be cancelled and will need to be replaced at May 1st pricing.

Should you have any queries, please contact your Schneider Electric sales representative. We thank you for your continued partnership and support.



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Sales Director

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