

1<sup>st</sup> September 2022

**MEMORANDUM**

To: All Fantech Trade customers  
Company:  
From: Mark Berenger and the pricing committee  
Subject: *Fantech Trade Price Rise effective 2<sup>nd</sup> November 2022*

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Dear Customer

To all price list holders,

Please be aware that Fantech will be applying a general price rise effective from Wednesday 2nd of November 2022.

Fantech has continued to receive further price increases from key partners and suppliers, mainly driven by increasing energy costs in Europe and the sustained electronic component shortages. These supply increases have directly impacted over 50% of our product range, and in some cases we have received multiple increases from single suppliers since our previous price update in April.

The current and forecasted energy situation in Europe heading into their winter is continuing to cause volatility in our supply chain, and while we have absorbed recent increases to date, we have again reached a point where this is no longer sustainable for some products.

In an effort to minimise the increases, the finalised Price Files will be sent out by Monday 3<sup>rd</sup> October to provide Fantech with more time to forecast and negotiate with our suppliers and partners.

I thank you all for your on-going support and encourage everyone to please continue to provide market and competitor feedback whenever possible so we can continue to manage the volatility within the market.

Kind Regards

Mark Berenger