

Pass, 1st February 2023

Customers of the company SMC  
Industrial Automation Polska Sp. z o.o.

### **INFORMATION ON THE PLANNED INCREASE OF PRICES FROM 1ST MARCH 2023**

Dear Customers,

In the past year, we have observed record highs for the EUR currency. The weakening zloty and high foreign currency exchange rates have resulted in an increasing cost of purchasing products and services, and thus operating costs.

Even though SMC strives to absorb cost increases as much as possible and maintain the policy of trying to reduce the impact to the customers, we can't further balance it internally.

Therefore, to keep profitability and maintain the quality of service, we are forced to announce a price increase, which will amount to 6,7% on average and will cover all products.

A new pricelist will be available on the purchase platform SMC eShop from 1st March 2023. New prices will be applicable for all orders placed from 1st March and in case of contract prices the date for implementing the rise will be consistent with the provisions of the applicable agreement.

### **INFORMATION ON LOGISTIC CHANGES FROM 1 MARCH 2023**

Simultaneously, to ensure the best possible fluency of supplies to you, as of 1 March 2023 we are switching to part shipments to deliver the available order items to you as quickly as possible.

Additionally, for customers with a previous transport fee of PLN 12,73 net added to each parcel sent, we are changing to a fixed, one-time fee of PLN 25,00 net (EUR 5,30) to each order, regardless of the number of parcels sent for a certain order. This is a logistics fee which will be added to each order below PLN 10.000 (EUR 2.100).

We therefore encourage you to place accumulated orders so that the fee will be charged at a smaller frequency. In addition, for orders over PLN 10.000 (EUR 2.100), there will be no charge at all, and SMC will cover the transport costs of such an order.

If you would still prefer consolidated deliveries, please contact Customer Care at: [sales@smc.pl](mailto:sales@smc.pl)

In case of any doubts, questions or the need of support from us, please contact your local Representative of SMC or Customer Care Department.

On behalf of SMC I would like to thank you for your continued support, understanding and loyalty.

Yours Sincerely,



Łukasz Jałmużna  
Commercial Director



Katarzyna Żarnawska  
Head of Customer Care