

1 April 2021

Dear valued customer

## Ongoing cost pressures

By now I am sure you're aware of the significantly higher cost of materials in particular steel and substantially higher freight costs in both international shipping and domestic freight.

**Despite these ongoing increases, for the last 3 years, the Profast Group (Profast Pty Ltd and Profast WA Pty Ltd) has not increased product pricing.**

However, due to the following factors, as of the 1st of May 2021, Profast will have to increase its pricing on a range of products.

- Increases in supplier manufacturing costs;
  - Increased labour.
  - Increased materials.
  - Various countries implementing environmental and COVID-19 restrictions limiting operational hours and staff availability.
- Ongoing annual increases in freight costs and port charges.

To date, the rising manufacturing costs and increasing cost of freight were somewhat offset by the improved dollar and greater efficiencies by Profast. However, with the recent decline, there is no alternative but to increase pricing.

For project, contract and bulk orders, we will continue with current pricing until the end of the agreed period.

We appreciate your support and look forward to continuing business with you in the years ahead.

Best regards,



DAVID SLYKERMAN | General Manager