

TO: Greenheck International Representatives
FROM: Akash Agarwal
Managing Director - Asia
DATE: January 6, 2021
SUBJECT: Upward Price Adjustment Effective Feb. 9, 2021



I hope you and your family members are well and healthy during these challenging times. We thank you for the continued business support and wish that with the vaccine now in place we all will soon be seeing some decent recovery in our respective markets.

As you may already know, there has been some unrepresented increases in metal prices. Steel prices increased by almost 60% while copper prices dramatically increased by 70% since March 2020. We are continuing to do all that we can to prevent or minimize the increases, but the recent rise in commodities prevents us avoiding this action.

Effective February 9, 2021 Greenheck India will implement an upward price movement as per the below table. The pricing adjustments will be managed by a multiplier increase on current list prices.

Product	Price Increase (%)
RA / RA3	15%
CDB Series	15%
CSB	15%
BSQ / SQ-M	20%
Damper with Actuators	13%
Damper without Actuators	30%

We appreciate your understanding in this matter and encourage you to kindly review all your existing quotations and unreleased orders and reach out to your respective teams for the required re-pricing.

As always, thanks for your efforts, good luck and good selling!

Akash