

28 February 2017

ICI Dulux (Pty) Limited
Price Increase 3rd April 2017

Dear Valued Customer,

Please be advised that we will be increasing the prices of our products, with effect from 3rd April 2017. We regret that it has been necessary to implement this increase. We have continued to experience price increases in our input costs, which we can no longer continue to absorb.

We constantly strive to ensure that our products represent excellent value for money for both you and for your customers. We are however glad to announce that despite the current challenging economic environment, our price increase for 2017 will be below the current inflation rate.

As a result, we will be increasing the prices of our products with effect from Monday 3rd April 2017. Please note that all orders invoiced either on or after 3rd April 2017, immaterial of the placement date of order, will be invoiced at the new invoice prices.

Your AkzoNobel Representative will be in contact with you to discuss % increase in due course.

The net result of this below inflation price increase will provide you, our valued customer, with a more competitive proposition in the market.

We would like to thank you for your understanding and on-going support and we look forward to working together to grow our mutually beneficial business into the future.

Kind Regards,



JOHANN SMIDT
Business Director Sub Sahara Africa
ICI DULUX (PTY) LTD

28 Februarie 2017

ICI Dulux (Edms) Bpk
Algemene Prysverhoging 3de April 2016

Gewaardeerde Klant,

Kommunikasie aangaande 'n prysverhoging op ons produkte met ingang 3 April 2016 word aan U gemaak. Daar was deurlopend verhogings in sommige van ons belangrikste rou materiale, ons verpakkings en ook vervaardigingskoste, wat nie langer geabsorbeer kan word nie. Ons is dus genoodsaak om pryse te verhoog.

Ons strewe is om ten alle tye te verseker dat ons produkte vir beide Usself en U klante van uitstekende waarde is. Ons is egter bly om aan te kondig dat ten spyte van die huidige uitdagende ekonomiese omgewing, ons prysverhoging vir 2017 onder huidige inflasie koers sal wees.

Neem dus kennis, dat daar met ingang Maandag 3 April 2017, 'n prysverhoging op ons produkte sal wees. Alle bestelling, gefaktureer op 3 April 2017 of daarna, ongeag die datum van plasing van die bestelling, sal teen die nuwe verhoogde prys gefaktureer word.

U AkzoNobel Verteenwoordiger sal spoedig met U in aanraking kom om die % verhoging te bespreek.

Die netto resultaat, van hierdie onder inflasie prysverhoging, sal jou, ons gewaardeerde klient, n meer mededingende aanbieding in die mark bied.

Dankie vir U getroue ondersteuning en ons sien uit daarna om saam met U te werk en gemeenskaplike belange te groei in 'n besigheid wat vir ons almal tot voordeel kan wees in die toekoms.

Vriendelike Groete,



JOHANN SMIDT
Besigheids Direkteur Sub Sahara Afrika
ICI DULUX (EDMS) BPK