

30 May 2022

Dear Valued Channel Partner:

Eaton, like other manufacturers in our industry, continues to experience additional cost increases in key commodities, logistics, labour, and other areas along with extended lead times from suppliers. Costs continue to rise to higher levels with demand outpacing supply.

Eaton Electric South Africa's Power Management and Control Component Business will be implementing a price increase on Industrial Control and Power Distribution product families that will be effective July 01, 2022.

- Overall minimum average increase of 5%; certain product lines with higher commodity content may vary.
- We will honour pricing for 30 days from date of this notification.
- We will honour current back orders as per pricing on the order acknowledgement.
- Call-Off Orders on our system will be changed to new pricing on 1<sup>st</sup> July 2022.
- Price lists will be made available mid-June 2022.

Additionally, due to continued logistics inflation and transportation surcharges, we will be reviewing and adjusting minimum order values.

We recognize that this deviates from historical practices and the challenges associated with the frequency of increases, but we have limited alternatives given the hyper-inflationary market. We remain focused on improving service commitments and managing current raw material supply chain challenges.

Thank you for your business and continued support.

Sincerely



Devan Reddy  
Field Product Manager  
Power Management and Control Components