



28th of February 2017

Dear Channel Partner,

Please find below the changes to our supplies list prices, effective 1st of March 2017.

LaserJet Print Cartridges (PL5T, GJ, GN, GO, GK, GP)

HP is adjusting the list prices of selected original HP LaserJet cartridges effective as of March 1st, 2017. The price adjustments for are 5% depending on product number. Please see details in your partner pricelist.

Pagewide Cartridges (PLK6)

HP is adjusting the list prices of selected original HP Pagewide cartridges effective as of March 1st, 2017. The price adjustments for are ranging from 3% to 10% depending on product number. Please see details in your partner pricelist

Small Format Ink Cartridges (PL1N)

HP is adjusting the list prices of selected original HP Ink cartridges effective as of March 1st, 2017. The price adjustments for HP Inkjet cartridges (PL1N) in EMEA range from 2,5% to 12% for Euro list prices. Please see details in your partner pricelist.

Large Format Ink Cartridges (PLUK)

No change.

Small Format Media (PL AU)

HP is adjusting the list prices of selected original HP Value Packs effective as of March 1st, 2017. The price adjustments for HP Value Packs (PLAU SF) in EMEA apply to those Value Packs that include Inkjet cartridges that are affected by the price increase, and range from 5% to 10% for Euro list prices. Please see details in your partner pricelist.

The following product will be introduced on Live CPL in selected EMEA countries:

| Product Number | Product Name | PL | live date |
|----------------|------------------------------------|-------|-----------|
| W4Z13A | HP ZINK® Sticky-Backed Photo Paper | AU SF | Mar-17 |

Please see your partner pricelist if your country is eligible.

Large Format Media (PL AU)

No change.

Large Format Production Supplies (PL TX)

No change.

Specialty Printing Systems Supplies (PL UR)

No change.

Sincerely,

Your PPS Printing Team, EMEA

27 February, 2017

Dear Channel Partner,

With effect from March 1st 2017, Epson will increase the prices of selected consumer ink cartridges and consumer media.

Price increases vary from +3% to +10% depending on the SKU (average +5%).

Price changes have been applied at SKU level and take into account competitive and market positioning as well as economic factors including exchange rate movements.

The new Recommended Reseller Price list will be available from the Epson Channel Partner portal.

In case of you have any questions, do not hesitate to ask your Epson contact.

Best regards,

EPSON