



26th February 2019

Mr Martin Collins,
Western Hygiene Ltd
Curry
Cummer,
Tuam
Co. Galway

Subject: 2019 Price Increase

Dear Martin,

We would like to inform you that we will increase the prices of all Professional products 3% taking effect per 1st of July.

The price adjustments are necessary:

- As a result of the upward trend in the prices of crude oil, ethylene and propylene, whilst caustic soda prices still remain significantly above the levels of one year ago;
- To comply with European and local regulations and enhancing customer safety at all times, which leads to additional costs to meet the Biocides Product Regulation (BPR) and Eco-certification requirements;
- Due to higher transportation rates resulting from significant driver shortages in a context of increased economic activity, as well as from increased taxes and higher diesel prices;
- Due to higher energy costs, following a trend that has been in place for around two years;
- Due to rising packaging costs stemming from continuously growing demand in a heavily resized industry with increased bargaining power;
- Due to higher labour costs.

All of the above drivers are impacting the costs of our product solutions and services which we are not able to mitigate any longer.

We thank you for your understanding and continued support. We remain committed to honouring our supply commitments, to delivering superior results through our solutions and to helping create profitable and sustainable enterprises for a cleaner and healthier future.

If you have any questions, please do not hesitate to contact your account manager.

Yours sincerely,

A handwritten signature in black ink, appearing to read "John Surdo", written over a horizontal line.

John Surdo
Vice President and General Manager Diversey UK&I