



TRITON

PHARMACARE CORPORATE

76 Lechwe Avenue,
Corporate Park South
Midrand

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1685

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1st April 2020

Dear Valued Customer,

CC. Category Managers

RE: TRITON PHARMACARE CORPORATE ANNUAL PRICE INCREASE

We had gone through a period of rand stability, however we have now entered a new period of rand and market volatility. We now have dollar based inflation on most raw materials. Local water and electricity tariff increases prevail. This remains key as major cost drivers. We are concerned about the lasting impact of Covid 19.

We remain committed in our responsibility to institute measures to save on costs and in many cases absorb them. One must appreciate that limitations do exist in this regard.

We have consequently, after much deliberation, decided to propose a **minimum increase of 7.6% for the 1st of July 2020 across our range**. Some of the influential factors we have detailed below in no way exhaustive have been outlined.

External Escalation in Costs breakdown aggregated at 19.5%

22% Energy Costs

- Electricity
- Water
- Fuel
- Associated and 3rd party Logistics

20% - 32% Raw Materials

- Plastic and petroleum derived products
- Glass



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- Solvent
- Ingredients & Flavours
- Print material

9.5% Labour, Licence, Legislative

- Legislative compliance/ GMP/CPA
- Compliance to new Companies act
- Labour costs as negotiated by CEPPWAWU/ Pharmaceutical Bargaining Council

This price increase will take **effect as of the 1st July 2020**. All orders delivered as **of the 1st July 2020** will be at the new price. Kindly adjust all future purchase orders. Please note that joint consideration is always an option, so feel free to contact us.

Thank you once again for the opportunity to be of service to you.

Please see the product below affected.

Sincerely,

Colin Levy
Managing Director

Daniel Mpande
Chief Operations Officer