

Advance Notice for Pricing Adjustment

关于海外价格调整的提前知会

by

深圳市瑞凌实业股份有限公司

SHENZHEN RILAND INDUSTRY CO., LTD.

To All Distinguished Oversea Customers of Riland,

尊敬的各瑞凌海外客户：

Firstly, thanks for your kindly supporting all the time.

首先，感谢您对瑞凌公司的一贯支持。

Due to the exchange rate of USD:RMB is already below Riland acceptable range in a period, and the cost of materials in China market from copper, steel, electronic components and packing cartons, etc. are rising constantly, Riland has been borne of heavy cost rising in a long time. Currently, this cost rising has been getting more tough, which is already reached Riland's limitation.

由于美元兑人民币的汇率已经超出瑞凌可承受范围已有一段时间，而中国市场的铜、铁、电子元器件、包装纸箱等原材料成本不断上涨，瑞凌公司一直承受着很大的成本上涨的压力。最近，这些成本上涨呈现加剧的趋势，已经达到瑞凌公司的承受极限。

Taking the international economy unstable factors into account, we decide to

inform every customer about the pricing adjustment beforehand. As for the exact timeline and adjustment details, we will inform each of you at least one week before in the near future.

鉴于考虑国际市场经济环境不稳定因素，我司决定在未正式涨价之前提前知会到您。至于具体的价格调整时间以及细则，我们会在不久之后提前一周知会给各位。

Your understanding and continuous supporting would be highly appreciated.

感谢您的理解和继续支持。

Best Regards,

Riland International sales Department

瑞凌国际销售部

2018/2/1