

FY21 REQUESTED PRICE INCREASE

Line Item	Item Description	Item Number	Old Price FY20	New Price FY21	% Increase
1	Heavy duty concentrated SOLID detergent, designed to remove oily soil like food and beverage soils. AQN2 SOLID DETERGENT 4-9LB	6101766	\$ 129.27	\$ 132.50	2.50%
2	Super concentrated destainer containing a wetting agent and water conditioners, automatically dispensed through an electronic dispenser. SOLID STAINAWAY NP 2-4LB	6113649	\$ 70.86	\$ 72.63	2.50%
3	Concentrated SOLID fabric softener and neutralizing agent designed to leave fabrics with a soft feel. SOLID NAVISOFT 2-6LB	6116001	\$ 82.50	\$ 84.56	2.50%
4	Dishwashing detergent compatible with aluminum ware and other soft metal. SOLID POWER XL 4-9LB	6100185	\$ 92.06	\$ 94.36	2.50%
5	Dishwashing rinse containing defoamer to give maximum rinse protection. SOLID BRILLIANCE 2-2.5LB	6125395	\$ 125.45	\$ 128.59	2.50%
7	Concentrated LIQUID emulsion laundry break and detergent booster containing the strongest built liquid alkali available. Ecolab Tri-Star Break III Xtra 1-5 Gal T-S BREAK III-XTRA 5GL	6116558	\$ 97.23	\$ 99.66	2.50%
8	Lime remover used to remove and cut residue, film, stains and scale on washable surfaces. LIMEAWAY 4X1 GAL	6101131	\$ 39.55	\$ 40.54	2.50%
10	A SOLID non-abrasive cleaning material suitable for cleaning the toughest baked on food soils on pots and pans. SOLITAIRE 2-5LB	6110884	\$71.92	\$73.72	2.50%

Dear Customer

I am writing to express our sincere appreciation for your business. I further want to inform you about our need to adjust our prices for 2020.

Novozymes A/S
Krogshøjvej 36
2800 Bagsværd

Looking back, Novozymes has experienced rising costs for wages, raw materials and utilities for several years. But the prices for our products have not followed this development.

Telefon: 44460000

Faced with this challenge, we have decided to increase prices by 5% across Novozymes' entire Household Care and Technical Industries division starting in 2020.

CVR: 10007127

We do this as part of Novozymes' ongoing commitment to invest in delivering state-of-the-art biological solutions and services to our partners around the globe.

We are deeply passionate about providing high-impact differentiation that makes a difference for our customers' business.

Again, thank you for your business, and we look forward to continuing the dialogue and our relationship.

Best regards,



Anders Lund
Executive Vice President
Novozymes Household Care and Technical Industries

To whom it may concern

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February 10, 2020

Price Change Notification

Dear Valued Lonza Customer,

Lonza will be implementing a price increase for Lonzabac™ 12. The adjustment is the result of a recent price increase from our supplier, due to increased raw material cost. New prices are effective for shipments on or after March 1st, 2020.

Prices will be adjusted as per the table below.

Lonza Product	Price Increase USD/lb.
Lonzabac 12™	\$0.30/lb.

Lonza reaffirms its commitment to the reliable supply of products, services and value to our customers.

If you have any questions please do not hesitate to contact your local Account Manager.

Thank you for your business.

Best regards,
Lonza, LLC

Michael DeGennaro
Head Commercial Operations - Americas
Microbial Control Solutions