

To: All Superpack customers
Subject: Price adjustment

November 2,2021

Dear valued customer,

We appreciate your business and will continue to work each day towards improving our brand promise of quality, service and the experience you have come to rely upon from Superpack. Over the last months, the single cell's raw materials price increase sharply as follows,

Major raw materials of single LiFePO4 cell	Raw materials cost(Unit price: CNY/Kg)			Increase ratio	
	January 2021	August 2021	October 2021	Compared with August	Compared with January
LiFePO4(cathode)	33.00	55.00	85.00	54.55%	157.58%
Electrolyte	38.00	107.00	130.00	21.50%	242.11%
PVDF(binder)	215.00	600.00	820.00	36.67%	281.40%
Graphite(anode)	20.00	45.00	52.00	15.56%	160.00%

Because of the global shortage of electronic components such as ICs, MOSFETs and chipset, Superpack has to adopt domestic ICs, MOSFETs, but we cannot find domestic chipsets to replace BQ series chipsets which are widely used in our ST, BL, LB & LT series batteries. It affected the lead time a lot and the BMS price increased 20% at least already.

The impact of raw materials price increase beyond our ability to absorb through traditional cost reduction, productivity gains and preparation of raw materials in advance.

In order to continue aggressive investments in product improvement and development to better serve your requirements, we must pass along a price increase between 10% and 15%. Your prices will remain in effect for all orders placed prior to November 30th, 2021.

If you have contract pricing or system special pricing in place our sales representatives will be in touch to help you understand any specific impacts.

As always, do not hesitate to reach out to Superpack if you have any question, comment or concern.

Sincerely,

Marketing

Guangdong Superpack Technology Co., Ltd.