



September 21st, 2023

Dear Vending Products of Canada,

LIPTON Teas and Infusions (previously named **ekaterra**, and previously Unilever's Tea business) is the world's largest global tea business, with over 150 years of experience in tea, operating in over 85 countries, and with over 30 brands, including Lipton®, TAZO®, Red Rose®, Salada®, and Pukka® in Canada, and it is this rich experience, global expertise, and sole focus on Tea, which enables us to drive the Tea category and constantly deliver new ways to delight tea lovers.

Effective November 1st, 2023, we have modified our program agreement with Vending Products of Canada by moving Vending Products of Canada into our North American Re-distributor Program. Admittedly, this change will result in a Net Price Increase compared to the current program. However, it is important to note that the current program was implemented by Unilever and a portion of the discount rate was attributed to Vending Products of Canada managing Unilever's direct to customer on-line ordering website, which is no longer active.

For any questions and/or concerns, please contact your sales representative.

We appreciate and value your business and thank you for your continued partnership.

Sincerely,

Mark Cooper

Director, OOH Canada

Lipton Teas and Infusions