

PRICE CHANGES - 2024

Dear customers and partners,

Although less intense than the year 2022, the year 2023 still brought us several surprises. We have witnessed several raw material costs stabilize or decrease, while others, such as sugar, have skyrocketed. We are still facing an international context of uncertainty, along with a certain pressure on labor costs in general. Nevertheless, we are pleased to see the issues related to the supply chain gradually resolving and a better availability of raw materials in the market.

In this context, **Produits Alimentaires Berthelet Inc. and W.T. Lynch Foods Inc.** have conducted a review of their pricing for their entire portfolio. You will notice price increases in certain product categories, stability in others, and even reductions in some.

Price changes will take effect on February 1, 2024, for the Lynch division and on February 5, 2024, for the Berthelet division.

We will allow the purchase of a maximum of one week's worth of additional inventory above your normal purchase volume.

Our prices will be guaranteed for a period of three months unless there is a force majeure event. **Produits Alimentaires Berthelet Inc. and W.T. Lynch Foods Inc.** reserve the right to make short-term price adjustments with justification for the increase.

Our sales team will provide you with all the relevant information regarding your new pricing structure.

Thank you for your loyalty to **Produits Alimentaires Berthelet Inc. and W.T. Lynch Foods Inc.** I greatly appreciate our partnership.



Guillaume Dubois

President, Solina Canada