



December 21, 2022

Cascades PRO North America price increase effective as of March 1, 2023

Dear Valued Customer,

Cascades PRO will be increasing prices up to 8% on hand towels, household towels, bath tissue, facial tissue, napkins, wipers and universal dispensers as of March 1, 2023. Note that select products and sub-categories may be increasing more than 8%.

This increase will be effective for into-stock prices on March 1, 2023. Prices listed in billback offers expiring on or after March 1, 2023 will be adjusted in accordance with the terms specified in each offer. Until further notice ("UFN") prices listed in a billback offer will be increased on March 1, 2023.

Orders received through February 28, 2023, calling for shipment no later than March 15, 2023 will be invoiced at pre-increase pricing levels. All orders placed on or after March 1, 2023, will be invoiced at the new pricing levels. Orders that exceed average monthly case quantities will be denied.

Billback offer claims for distributor shipments to end users made through February 28, 2023, will be calculated based on pre-increase pricing levels. Billback offer claims for distributor shipments to end users made on or after March 1, 2023, will be calculated based on post-increase pricing levels.

Revised price lists and billback offers will be issued as soon as possible, no later than January 30, 2023.

In addition, Cascades PRO will be updating its General sales terms. We will be increasing our pallet charges to \$10 USD for US customers and \$12 CAD for Canadian customers per non-returnable white pallet. Notwithstanding the date on which the General sales terms are updated, this change will be enforced for all customers starting March 1, 2023. Revised General sales terms will be sent in a separate communication.

Your Cascades PRO account manager is available should you have any questions or require additional information.

Thank you for your continued support of Cascades PRO. Wishing you and your family a wonderful Holiday Season.

Sincerely,

A handwritten signature in blue ink, appearing to read "F. David".

François David
Vice President Sales PRO, Marketing & Innovation
Cascades Tissue Group, a division of Cascades Canada ULC

cascades.com

Cascades Tissue Group
A division of Cascades ULC
77 Marie-Victorin Blvd
Candiac, QC
Canada J5R 1C2