



Hewlett-Packard Europe B.V.
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10th of January 2018

HP PPS Supplies Pricing Pre-announcement

Dear Channel Partner,

Effective as of **1st of February 2018** HP will adjust the list prices in Euro currency of selected HP inkjet cartridges, HP Value Packs and HP Large Format Supplies. Adjustments will vary by product and product line, please details below:

- **Small Format Ink Cartridges (PL 1N)**
Effective 1st of February 2018 HP will adjust the list prices of selected inkjet cartridges. The list price adjustments are ranging from -10.4% to 9.5% in Euro currency depending on product number, an average of 3.7% across EMEA.
- **Small Format Media (PL AU)**
Effective 1st of February 2018 HP will adjust the list prices of the HP Office Value Packs and HP Photo Value Packs. The list price adjustments are ranging from 0% to 10% in Euro currency depending on the product number.
- **HP PageWide Cartridges (PL K6)**
Effective 1st of February 2018 HP will adjust the list prices of selected PageWide cartridges. The list price adjustments are ranging from 0% to 9% in Euro currency depending on product number.
- **HP LaserJet Cartridges (PL 5T, GJ, GK, GL, GM, GN, GO, GP)**
No change.
- **HP Large Format Ink Cartridges (PL UK)**
Effective 1st of February 2018 HP will adjust the list prices of selected large format ink cartridges. The list price adjustments are ranging from 0% to 10% in Euro currency depending on product number.
- **HP Large Format Production Supplies (PL TX)**
No change.

Attached to this communication you will receive the **list of products** affected by the list price change including the % change. HP shall not be liable for technical or editorial errors or omissions contained herein and/or in the attached document.

These list price adjustments are the result of HP's standard portfolio management process, in which HP regularly reviews pricing for all its products and makes adjustments accordingly.

As a consequence of such increase, any customer deals which have been approved by HP prior to 1st of February 2018 may be supported, as applicable, via the HP List Price Protection (PP) provision in the respective Program Terms, such as in the Supplies Big Deals (SBD) or in the Managed Component Program Guide.

Please contact your HP Supplies contracted Partner and/or other HP supplies partner you purchase from for information regarding specific pricing and availability. All HP Partners are free to set their own resale prices.

HP is looking forward to continuing doing business with you.

Sincerely,

Your HP Supplies Team, EMEA