

August 1, 2022

Dear Customers,

Since the onset of the pandemic, Bently Nevada has experienced significant cost increase from our suppliers, primarily driven by the ongoing global supply chain challenges, inflationary pressure in electronic components and raw material, as well as increased labor and logistics costs.

Serving our customers has always been our top priority. Therefore, Bently Nevada continues to make significant spot purchases at higher price premiums, to ensure we continue to timely deliver our products with the level of quality you expect from us.

To be able to continue delivering the same quality in our product portfolio, we have implemented a 5% price increase on our sensors and sensor accessories, systems and software, effective 1 August 2022.

Please rest assured that we fully understand the challenging business environment we are all currently experiencing, and that this is a necessary step for us to continue to deliver the level of products Bently Nevada has been known for in the last 60 years.

Despite the challenging economic environment, Bently Nevada has continued to aggressively invest in product improvements and new product introductions. Through our continued investment in technology and services, we are dedicated to creating and supporting the best products and services available in our market today.

As a valued customer, I want to assure you we are constantly re-evaluating our offerings, making certain that you receive the highest value for your investment.

- ✓ Bently Nevada offers the **latest innovations and continuous improvement** in the world's best portfolio of machinery protection, condition monitoring and asset performance management products, services and training. Products like our System 1 and Orbit 60 highlight our commitment to our customers, and the rapidly developing technology around asset protection.
- ✓ We drive **quality rigor and manufacturing standards** that are second to none. The products we sell are **critical** to our customers' operations. Equipment failure carries significant cost, and our team is focused on delivering world-class offerings at a fair market price.
- ✓ **Industry leading customer support** allows us to be there whenever you need us. The Bently Nevada name has been synonymous with high quality machinery protection and condition monitoring for more than 60 years and we will continue to be the leader in our industry for years to come.
- ✓ **Customer Application Centers** situated around the globe allow our customers to experience our products firsthand in our facilities. We offer extensive training programs that ensure that our customer extract the highest value from their investment in Bently Nevada products.
- ✓ **The most comprehensive selection of solutions for customers' equipment reliability challenges** – all located in one place – to supply you with exactly what you need, when you need it, with available resources that are unmatched in our industry.

At Bently Nevada, we are committed to your critical assets being protected, your success is what motivates our organization, and we are taking all the necessary steps to make sure this happens.

Should you have any questions regarding Bently Nevada products, or services, please do not hesitate to contact me.

Sincerely,



Bently Nevada Sales