



日期: 2021 年 6 月 7 日

Date: June 7, 2021

关于: 自 2021 年 7 月 5 日起上调价格的通知

Subject: Price Increases Effective July 5, 2021

尊敬的客户

Dear Valued-Customer

相信您和我们一样都注意到, 当前整个市场遭遇到了近几年极为少见的大幅变动和挑战。泰科电子 (TE) 在此感谢您在这非常时期对我们的持续支持。

As we all know, the entire market has been experiencing volatility and challenges which are unprecedented in recent times. TE Connectivity (TE) wants to thank you for your continuous support in these extraordinary times.

TE 始终致力于减轻市场变化对客户造成的影响。但尽管我们一直在努力优化运营成本, 这些市场变化仍给 TE 带来了巨大的挑战。我们已经无法再自行消化大幅上涨的成本, 而只能通过调整产品价格以缓解成本上涨压力。

TE remains committed to limiting the impact to our customers; however, despite our continuous efforts to optimize operational costs, these impacts have brought significant challenges to TE. We are no longer capable to absorb all cost increases as we have done in the past. We have no other option than to increase prices to help offset these headwinds

以下是我们采取的调价方案:

Please note the following pricing actions:

- 上调产品表价, 新的表价自 6 月 7 日起可通过 TE.com 查询。  
Book prices are being adjusted and will be available from TE.com starting June 7th.
- 上调协议价格, 相关细节将会在本周内发给您。  
Agreement prices impacted will be shared the week of June 7th
- 2021 年 7 月 5 日起 (含当天) 所下订单将适用新价格。  
Orders placed on or after July 5, 2021 will reflect the new prices.
- 就 7 月 5 日之前按照原协议价格所下的订单, 如交货时间在 7 月 5 日之后的, 也将适用新价格。  
For those customers with agreement-priced purchase orders as of July 5th with original schedule commit dates after July 5th will be adjusted to the new pricing.

我们将在本周内和您沟通更多相关细节以及这些调价方案带来的影响。

You will receive further details and estimated impacts of these actions during the week of June 7th.

最后, 我们感谢您的耐心和支持, 也真诚期待您的配合协作, 以共同克服这些影响到我们所有人的挑战。如果您对本函通知的内容有任何的问题, 请与您当地的 TE 销售代表取得联系。

Finally, we thank you for your patience and support and ask for your collaboration so that together we can face these challenges, which has been affecting everyone. Should you have further questions regarding this communication, please contact your TE sales representative

此致,

Sincerely,

A handwritten signature in black ink, appearing to read 'JM' followed by a stylized flourish.

Jason Moore

全球销售&市场副总裁

VP of Global Sales & Marketing