

12 November 2021

## Price Increase Notice

Dear Partner,

Unfortunately, the Covid-19 pandemic continues to impact supply chains and almost all sectors worldwide. At Xerox in particular, we are experiencing shortages in components and raw materials, transportation challenges on land and at sea and as demand is outstripping supply, materials and logistics prices are inflating.

We understand and appreciate that the pandemic and its ongoing effects have been difficult for all of us. We have therefore absorbed increasing costs as much as we can for 18 months. Unfortunately, we cannot continue to absorb them as they continue to rise and we now need to implement price increases.

This letter serves as 30 days' notice of changes to the MEA price books. The changes will be effective as of 13 December 2021.

The price changes will be as follows:

- Consumables and Spares will be increased by 7%
- Entry equipment products will be increased between 5% and 10%. Please see details by model in Table 1
- Mid-Range equipment will be increased by 6%
- High-End Equipment will be increased between 3% and 6%. Please see details by model in Table 2
- ROWE: VarioFold Compact line items will have varying increases and ROWE Parts and Consumables will increase by 12%
- KIP: prices will be increased by 5% for all KIP print systems, start up toner, software option and accessories and 3.0% to 5.0% for parts and supplies

These price changes will be reflected in the price books that will be issued shortly.

Please note that EDFs will be reviewed as well and, as a minimum, the price increases detailed above will be applied to existing EDFs following the end of their current EDF validity period or the full use of the included quantity (whichever is earlier).

We recognize that you may want to place orders immediately on supplies and parts to minimize the impact of the announced price increases. To ensure maximum availability for placed orders and to minimize the risk of increasing availability shortages on supplies and parts, Xerox will only be able to accept orders that are in line with your Q4 target or 3 months usage patterns.

Please do not hesitate to contact us if you have any questions.

Your partnership and continued support as we all navigate through these current challenges are highly valued.

Yours sincerely,



Susann Abbott

*Head of Post-Sales and Commercial  
Xerox Middle East and Africa*

**Table 1 – Entry Equipment**

Part Number	Description	Price Increase %	
3020V_BI	Phaser 3020BI	10%	
3025V_BI	WorkCentre 3025BI (Print / Copy / Scan)	10%	
3025V_NI	WorkCentre 3025NI (Print / Copy / Scan / Fax / ADF)	10%	
3052V_NI	Phaser 3052NI	10%	
B210V_DNI	XEROX B210 PRINTER, UP TO 31 PPM, LETTER	5%	
B205V_NI	XEROX B205 MULTIFUNCTION PRINTER, PRINT/	5%	
B215V_DNI	XEROX B215 MULTIFUNCTION PRINTER, PRINT/	5%	
B230V_DNI	Xerox B230 A4 mono printer 34ppm. Duplex, network, wifi	5%	(SOT)
B225V_DNI	Xerox B225 A4 mono 3 in 1 MFP 34ppm. Duplex, Network, Wifi	5%	(SOT)
B235V_DNI	Xerox B235 A4 mono 4 in 1 MFP 34ppm. Duplex, Network, Wifi	5%	(SOT)
3330V_DNI	PHASER 3330 A4 40PPM WIRELESS DUPLEX	n/a	(SOT)
B310V_DNI	Xerox B310DNI A4 mono printer 40ppm. Duplex, network, wifi, USB, 250 sheet paper tray	5%	
B400V_DN	VersaLink B400 Printer, Up to 45ppm A4, 5" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, 150 sheet bypass tray, 220V	5%	
B600V_DN	VersaLink B600DN 55ppm mono SFP, 5" Touch Screen UI, USB/Ethernet, 1.05GHz Dual Core, 2GB, 550 sheet tray, 150 sheet bypass tray	5%	
B610V_DN	VersaLink B610DN 63ppm mono SFP, 5" Touch Screen UI, USB/Ethernet, 1.05GHz Dual Core, 2GB, 550 sheet tray, 150 sheet bypass tray	5%	
3335V_DNI	WORKCENTRE 3335 A4 33PPM WIRELESS DUPLEX	n/a	(SOT)
3345V_DNI	WORKCENTRE 3345 A4 40PPM WIRELESS DUPLEX	n/a	(SOT)
B315V_DNI		5%	
B405V_DN	VersaLink B405 Multifunction Printer, Up to 45ppm A4, 5" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, RADF, 220V	5%	
B605V_S	VersaLink B605S 55ppm mono MFP (3 in 1), 7" Touch Screen UI, Single pass DADF, USB/Ethernet, 1.05GHz Dual Core, 2GB, 550 sheet tray, 150 sheet bypass tray, 250GB Hard Disk Drive	5%	
B605V_X	VersaLink B605X 55ppm mono MFP (4 in 1), 7" Touch Screen UI, Single pass DADF, USB/Ethernet, 1.05GHz Dual Core, 2GB, 550 sheet tray, 150 sheet bypass tray, 250GB Hard Disk Drive	5%	
B605V_XL	VersaLink B605XL 55ppm mono MFP Long Neck (4 in 1), 7" Touch Screen UI, Single pass DADF, USB/Ethernet, 1.05GHz Dual Core, 2GB, 550 sheet tray, 150 sheet bypass tray, 250GB Hard Disk Drive	5%	
B615V_XL	VersaLink B615XL 63ppm mono MFP Long Neck (4 in 1), 7" Touch Screen UI, Single pass DADF, USB/Ethernet, 1.05GHz Dual Core, 2GB, 550 sheet tray, 150 sheet bypass tray, 250GB Hard Disk Drive	5%	

C230V_DNI	Xerox C230 A4 colour printer 22ppm. Duplex, network, wifi, USB, 250 sheet paper tray	5%	
C235V_DNI	Xerox C235 A4 multifunction printer 22ppm. Duplex, network, wifi, USB, 2.4" colour touch screen, 250 sheet paper tray	5%	
6510V_N	Phaser 6510 Color Printer, Letter/Legal, Up to 30ppm, USB/Ethernet, 250-Sheet Tray, 50-Sheet Multi-Purpose Tray, 220V	5%	(SOT)
6510V_DN	Phaser 6510 Color Printer, Letter/Legal, Up to 30ppm, 2-Sided Print, USB/Ethernet, 250-Sheet Tray, 50-Sheet Multi-Purpose Tray, 220V	5%	(SOT)
C310V_DNI	A4 Colour printer duplex, network, wifi 33ppm	5%	
C400V_DN	VersaLink C400 Colour Printer, Up to 35ppm A4, 5" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, 150 sheet bypass tray, 220V	5%	
C500V_DN	VersaLink C500 Colour SFP, Up to 43ppm A4, 5" Touch Screen UI, USB/Ethernet, Duplex, 550 Sheet Tray, 150 sheet bypass tray, 220V	5%	
C600V_N	VersaLink C600 Colour SFP, Up to 53ppm A4, 5" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, 150 sheet bypass tray, 220V	5%	
C600V_DN	VersaLink C600 Colour SFP, Up to 53ppm A4, 5" Touch Screen UI, USB/Ethernet, Duplex, 550 Sheet Tray, 150 sheet bypass tray, 220V	5%	
6515V_DN	WorkCentre 6515 Color Multifunction Printer, Print/Copy/Scan/Email/Fax, Letter/Legal, Up to 30ppm, 2-Sided Print, USB/Ethernet, 250-Sheet Tray, 50-Sheet Multi-Purpose Tray, 50-Sheet DADF (Single-Pass Duplex), 220V		
C315V_DNI	A4 Colour 4 in 1 multifunction printer duplex, network, wifi 33ppm	5%	
C405V_DN	VersaLink C405 Multifunction Printer, Up to 35ppm A4, 5" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, DADF, 220V	5%	
C505V_S	VersaLink C505 MFP, Up to 43ppm A4, 7" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, Single Pass DADF, 220V - Scan / Copy / Print	5%	
C505V_X	VersaLink C505 MFP, Up to 43ppm A4, 7" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, Single Pass DADF, 220V - Scan / Copy / Print / Fax	5%	
C605V_X	VersaLink C605 MFP, Up to 53ppm A4, 7" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, Single Pass DADF, 220V - Scan / Copy / Print / Fax	5%	
C605V_XL	VersaLink C605 MFP Long Neck, Up to 53ppm A4, 7" Touch Screen UI, USB/Ethernet, 550 Sheet Tray, Single Pass DADF, 220V - Scan / Copy / Print / Fax	5%	
C7000V_N	A3 Colour 35ppm / 1.05GHz Dual Core / 2GB RAM / CK2017	6%	
C7000V_DN	A3 Colour 35ppm / 1.05GHz Dual Core / 2GB RAM / CK2017 / Duplex Printing	6%	
C8000V_DT	A3 Colour Printer 45ppm / 5" Touch Screen UI / Ethernet & USB 3.0 connectivity / 1.6GHz processor / 1200 x 2400dpi / Duplex	6%	
C9000V_DT	A3 Colour Printer 55ppm / 5" Touch Screen UI / Ethernet & USB 3.0 connectivity / 1.6GHz processor / 1200 x 2400dpi / Duplex	6%	

**Table 2 – High End Equipment**

<b>Sub-Category</b>	<b>Current Models</b>	<b>Price increase%</b>
Entry Production Colour Low	Primelink C	6%
Entry Production Colour Mid	Versant 280	5%
Entry Production Colour High	Versant 4100	5%
Colour Press	Iridesse	4%
iGen	iGen	4%
High End Cut Sheet	Nuvera	3%
Cut Sheet Inkjet	Baltoro	5%