



Dear Valued Customer,

We are all aware of the recent impact on exchange rates due to the Brexit referendum result in the UK and the further implications for our trade in Europe and the rest of the world.

At Alberti & Santi, we have taken the view that we would not change our tariff structure until such time as the economic situation had settled; we would not be taking precipitate action but try to act with caution.

However, with recent world events and the decision by the Bank of England to reduce the interest rate by 0.25 points, the value of Sterling has further been eroded compared to other currencies, especially to that of the Euro, and all the World Indicators and Institutions would seem to indicate that Sterling is not likely to recover to its former levels at least not in the near future. Therefore, as a consequence of such external forces we are unwillingly obliged to implement a Currency Adjustment Factor(CAF) on all sterling paid shipments.

For the sake of transparency and in order to work with you with regards to understanding how the ROE will affect the CAF charged to our tariff you can find below a quick '**ready reckoner**' that has been calculated on our consideration of our service costs in euro currency and having calculated 1.25 as the mean average ROE for the last twelve months. Please note that the CAF allows for the fact that a proportion of the costs are sterling paid and so do not reflect the total collapse in the value of Sterling since 24th June.

| £1 = € Range | Applied CAF %age |
|---------------------|-------------------------|
| 1.010 – 1.0299€ | 12.0% |
| 1.030 – 1.0499€ | 11.0% |
| 1.050 – 1.0699€ | 10.0% |
| 1.070 – 1.0899€ | 9.0% |
| 1.090 – 1.1099€ | 8.0% |
| 1.110 – 1.1299€ | 7.0% |
| 1.130 – 1.1499€ | 6.0% |
| 1.150 – 1.1699€ | 5.0% |
| 1.170 – 1.1899€ | 4.0% |
| 1.190 – 1.2099€ | 3.0% |
| 1.210 – 1.2299€ | 2.0% |
| 1.230 – 1.2499€ | 1.0% |

The relevant percentage of CAF will be applied when the sterling ROE is in the range indicated .
The CAF surcharge will be applied to all shipments collected on and after the 1st of November 2016 on both the northbound and southbound to all Sterling paid invoices.

We are sure, that like your goodselves, we all wish that some kind of normality and stability returns to the Sterling currency and that it will soon return to both a proper and stable exchange to the Euro and other currencies; in the meantime we will closely monitor the situation and keep you fully informed. In the mean time we thank you for your continued support and remain at your full disposal. Should you have any questions or wish to discuss this matter in more detail please do not hesitate to contact your local A&S Commercial Representative.

With Kind regards
Alberti & Santi Srl