

To: All FUJIFILM Data Storage Customers

Date: May 1st, 2024

From: Sales & Marketing Department

Re: LTO Ultrium Price Increase

Due to significant increase of raw materials costs, Fujifilm will increase the price of FUJIFILM LTO Ultrium 9 Data Cartridge effective July 1, 2024.

- **FUJIFILM LTO Ultrium 9 Data Cartridge +15%**

Concurrently, the price of older generation LTO-7 and LTO-8 products will be updated as follows:

- FUJIFILM LTO Ultrium 8 Data Cartridge +40%
- FUJIFILM LTO Ultrium 7 Data Cartridge +40%

*Please note: On all bid activity, FUJIFILM reserves the right to revise bid pricing based on a change in the FUJIFILM pricing structure.*

All purchase orders accepted at the current price will be honored, provided that the customer takes delivery before July 1<sup>st</sup>, 2024.

Fujifilm remains committed to the development of tape technology to ensure that data tape continues to be the most cost-effective and energy-efficient storage solution available.

Please direct any questions regarding this price increase to your Fujifilm Sales Representative.

Thank you for your continued support of FUJIFILM Data Storage Solutions.