



November 10, 2021

Dear Novanta IMS Customer,

Please be informed that on January 1, 2022, Novanta IMS will implement a price increase on all standard and custom products per the schedule included with this letter. We have worked diligently on productivity improvements and cost control methods to avoid a price increase since the last increase in August 2018. However, we cannot completely mitigate the impact of cumulative cost increases which include raw materials, logistics costs and general business expenses.

All current pricing will be honored for new orders through December 31, 2021 and for open blanket orders. Recently negotiated pricing will be honored through the respective validity date in our system. Custom products defined in a CPAF will continue to be reviewed and updated based on the current pricing cycle. All tariff charges remain as defined in 2018 and are in effect for new orders until they are rescinded.

Should you have any questions or comments please contact your Regional Sales Manager or myself. We greatly appreciate your continued support of our products and solutions.

Sincerely,

A handwritten signature in black ink that reads "Eric Klein".

Eric Klein

General Manager

Novanta IMS



Novanta IMS Products	1/1/2022 Increase
NEMA 14 MDrive Plus	11.5%
NEMA 17 and 23 (MDrive Plus & LMD)	4.0%
NEMA 34 (MDrive Plus & LMD)	5.0%
Linear (Integrated and Motor only)	3.5%
LMD Electric Cylinder	8.0%
Mforce (Micro & Power)	4.0%
IB462He	40.0%
XIM481H	3.5%
XIM483H	9.5%
XIM805H	9.5%
LMM	2.0%
Motors - NEMA14 Rotary	6.0%
Motors - NEMA17 Rotary	8.0%
Motors - NEMA23 Rotary	11.5%
Motors - NEMA34 Rotary	14.0%
Cables	3.5%
Communication Converters	3.5%