



IMPERIAL TOBACCO AUSTRALIA LIMITED

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9 December 2016

Dear Customer

On behalf of Imperial Tobacco Australia I would like to thank you all for your ongoing support during a fantastic trading year in 2016. We are looking to continue partnering with you over the seasonal period with a focus on maximising sales through stock availability across our portfolio and competitive prices throughout December and January.

For this reason, we will not disrupt the marketplace over the busiest trading period with a price list release. Our next price list release will be in line with AWOTE in March 2017.

As always, we encourage you to speak with your dedicated Imperial Tobacco representatives to ensure mutual success leading up to March 2017.

Imperial Tobacco Australia wishes you all a happy and safe festive season and we look forward to working even closer with you in 2017.

Yours sincerely
IMPERIAL TOBACCO AUSTRALIA

A handwritten signature in black ink, appearing to read 'Patrick Ganguly', with a horizontal line underneath.

Patrick Ganguly
Market Manager - Australia