



#### Windhoek :

info@analab.com.na  
Tel + 264 61 210 132  
Cell + 264 81 144 3063  
ERF 270, Hansa Street, Lafrenz

#### Walvisbay :

walvisbaylab@analab.com.na  
Cell + 264 81 122 1588  
Unit 16 & 17, Ben Amathila Ave.



[www.analabnam.com](http://www.analabnam.com)

Windhoek, 19 February 2026

Dear Valued Client,

First and foremost, we wish to thank you for the confidence you place in Analytical Laboratory Services for your analytical needs. Our commitment to delivering accurate and reliable results on time is the foundation of our partnership, and we continually strive to maintain the highest standards of service.

In order to sustain this level of quality, we must inform you that, effective 1 March 2026, the fees for all analytical test services will be increased by **5 %** for the current calendar year. This modest adjustment reflects a range of factors that have risen sharply across the industry, despite recent declines in fuel prices and a weaker US dollar.

Over the past twelve months our primary suppliers have raised the cost of reagents, standards and consumables by between **7 % and 18 %**. These increases are driven by higher raw-material prices, tighter global supply chains and the need for more stringent quality controls, all of which directly affect the cost of the materials we use in each analysis.

Transportation and freight costs have also remained elevated. Although fuel prices have dipped, limited container space, ongoing port congestion and increased handling fees continue to push freight rates upward, making the delivery of critical supplies more expensive than before.

Utilities and energy consumption represent another significant cost component. The operation of high-purity water systems, climate-controlled environments and high-power analytical instruments has seen a modest but steady increase in electricity and water tariffs, adding to our overall operating expenses.

All of these elements combine to create a financial environment in which a small price adjustment is necessary to preserve the quality, reliability and timeliness you expect from us. The 5 % increase will allow us to continue investing in the people, technology and processes that underpin our service excellence, while still providing you with transparent and competitive pricing.

Thank you for your continued partnership and understanding. We look forward to supporting your analytical requirements throughout 2026 and beyond.

Yours sincerely,

Thomas Badenhorst  
Managing Director

#### Disclaimer and Confidentiality Notice

This letter is strictly confidential and is intended for use only for the individual or entity to whom it is addressed. Any sharing, distribution, copying or publishing of the contents to this email by the reader other than the intended recipient, hereof is strictly prohibited, unless the author hereof provides written authorization thereto. If you are not the intended recipient of this email, notify the sender by telephone or email and must not take any action based upon the contents.