



## MIMAKI USA, INC.

Corporate HQ ○ 4851 Thurman Tanner Parkway ○ Flowery Branch, Georgia 30542

Phone: 678-730-0170 ○ Website: [www.mimakiusa.com](http://www.mimakiusa.com)

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08/03/2026

**TO:** All Authorized Mimaki Dealers

**DATE:** August 3, 2026

**SUBJECT:** Important Notice: Upcoming Price Adjustment Effective October 1, 2026

Dear Valued Dealer Partner,

As part of our commitment to transparency and supporting your business growth, we are writing to inform you of an upcoming price adjustment. Effective October 1, 2026, prices across our product catalog\* will increase by 4%.

Mimaki USA strives to minimize increases to our pricing, however, to continue our focus and commitment of creating value, through the development of new products, while also improving customer satisfaction, through continuous enhancements to our customer service initiatives, periodic adjustments to prices are necessary.

Although the price increase will be effective as of October 1, 2026, we are sharing this news early so you have ample time to prepare your teams and strategically leverage this advance notice. Specifically, this window gives you an opportunity to:

- Close open prospects: Secure commitments from customers currently evaluating or processing quotes or financing at existing price levels.
- Incentivize hesitant buyers: Create a clear sense of urgency for prospects who have been delaying their purchasing decisions.

To help you maximize inventory ahead of this change, please review the following policy details regarding pre-adjustment orders and backorders:

### Stocking Orders

You may place stocking orders at current pricing provided that:

1. Orders are submitted prior to our September order cutoff date – September 29, 2026.
2. Delivery is accepted and completed on or before September 30, 2026.



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### Backorder Policies

1. Price Lock: Any items placed on backorder prior to October 1 will be honored at current pricing for no more than 30 days from the order date.
2. Immediate Delivery Requirement: Inventory must be accepted immediately upon becoming available. If delivery is delayed or declined upon availability, the order will be repriced to reflect the +4% adjustment.

We value your continued partnership and remain dedicated to delivering the quality, service, and innovation your customers expect. Your territory account manager will be following up with you directly in the coming days to help you evaluate your inventory needs and optimize your sales strategies ahead of the deadline.

If you have any questions, please contact your Mimaki Sales Manager or send us an email at [usa.info@mimaki.com](mailto:usa.info@mimaki.com)

Thank you for your continued commitment to Mimaki.

Sincerely,

Naoya Kawagoshi  
President, Mimaki USA, Inc.

\*<sup>1</sup> Unless otherwise communicated in writing, this increase will be effective as of October 1, 2026, and apply for both MSRP and dealer purchase pricing for all products shipped. This price increase excludes parts and service fees such as installation, repair and training. Price Adjustment Exceptions - Sb411, Sb420, MLSB510 ink prices will not be affected. Any new products (hardware, inks, options, etc.) introduced between now and October 1<sup>st</sup>, 2026, will have the increase included in the MSRP.