



Singapore, March 4, 2024

List Price Update – 1 April 2024

Dear Valued Customer,

Despite the booming economy and increased activity levels locally in our construction industry, **we continue to face a challenging macroeconomic context** with the continued rising local inflation, increased costs from unfavourable foreign currency exchange, and headwinds on logistics that we foresee will continue throughout the year. As a result, our operating costs over the past year have further increased and since our last price update.

Your business is important to us, and we value our partnership over the decades. We have been trying to balance out those increases by optimizing our costs, but given the continued pressure, are not able to maintain the current price structure. **We need to revise our prices with effect from April 1, 2024.**

Given that various product groups are impacted to varying degrees, **our list price increases are carefully adjusted with an average difference of 6%** from the current list prices. Individual adjustments vary across various product groups.

We recognize that your business is facing similar cost pressures to Hilti's. We remain confident that our productivity and safety solutions bring better project outcomes and savings to your business and secure your competitive advantage. We look forward to our continued partnership.

Should you have any questions or need further information, **please contact your dedicated Hilti Account Manager or our Customer Service Hotline** at 67777887.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Nicolas Moossa", is written over a horizontal line.

Nicolas Moossa
General Manager
Hilti Singapore