



**List Price Update and
New Handling &
Delivery Charge 2022**

Singapore, December 1, 2021

Dear Valued Customer,

We hope you; your family and your employees are staying safe and healthy through these challenging times.

We have witnessed unprecedented market situation over the last months with costs of raw materials skyrocketing to all-time high including the supply chain cost rising globally. We have carefully monitored the situation doing our utmost to optimize our supply networks to reduce impact on cost of our products as much as possible. We have also absorbed already some of the cost increases. Unfortunately, to be able to continue delivering industry leading innovative solutions and continuously contribute to increased productivity of our customers in the spirit of true partnership, we are forced to reflect the new reality and revise prices of our solutions.

Effective Jan 1st, 2022 Hilti MO Singapore will have to increase prices of our electronic, power tools by an average of 7% and fastening solutions by an average of 12-20% (actual increase varies across product categories).

In addition, we would like to inform of the update in Handling & Delivery charge as follows:

Orders criteria	Handling and Delivery (H&D) cost
Orders of invoice value below \$10,000	2% of invoice value (with delivery option) For customers doing self-collection, this new charge is not applicable for the time being
Orders of invoice value from \$10,000 and above	S\$200 flat charge (delivery/self-collection option)

We truly hope that the external conditions stabilize, and we can avoid any additional measures and business disruptions in the course of 2022.

Should you have any questions or need further information, please do not hesitate to contact your dedicated Hilti Account Manager or our Customer Service Hotline at 6777-7887.

We sincerely thank for the trust You place in us and are committed to serve You to the best of our ability.

Yours faithfully,

Sonia Mokdad
General Manager
Hilti Far East Pte Ltd