



List Price Update 2022

April 13, 2022

Dear Valued Customer,

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

Due to the impact of COVID-19 and unprecedented circumstances across the globe, the cost of raw materials, components & electronics and transportation costs have increased significantly since 2020. The unstable supply chain environment in particular, are driving up our transportation costs by more than 3 times the post-COVID rates despite our efforts to optimize our supply network. As such, in order for us to continue to deliver industry-leading innovative solutions that contribute to your productivity, we have no alternative but to revise the prices of our solutions to reflect the new external realities.

Effective May 1st, 2022, Hilti Far East Pte Ltd will increase the prices of our electronic, power tools by an average of 8%, and fastening solutions by an average of 4.5% (actual increase varies across product categories). Quotations made prior to this letter will only be valid if delivery is made in April 2022 subject to stock availability.

We truly hope that the external conditions will stabilize so that we can avoid any additional measures and business disruptions in 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 you for the trust you have placed in us, and we are committed to serving you to the best of our ability.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Sonia Mokdad".

Sonia Mokdad
General Manager
Hilti Far East Pte Ltd