



16 September 2022

Dear Valued Customer

Subject: Pricing adjustments from October 1, 2022

The instability of the external market conditions and their impact on Singapore persist, and pressure continues to be felt across the industry and the businesses that serve it. As a result of that pressure compounded with the volatility of raw materials and transportation costs, our operating costs have further increased over the past half year and since our last price update.

Despite the ups and downs within the market over the last 3 years, demand for construction endures. We value our partnership and have been trying to balance out those increases but are no longer in a position to maintain the current price structure to meet the needs of the industry and maintain the quality our customers have come to know and trust. We will therefore implement a price increase effective October 1, 2022.

Various product groups are impacted to different degrees; our list price increases are carefully adjusted by product and sit between 3% to 18% compared to current list prices. We understand that you and the entire industry are also challenged, but we are confident that our industry-leading innovative, safe, and productive Hilti solutions can help you and your business secure a competitive advantage.

Your account manager can provide more details on the affected items and pricing and is available to answer any questions.

On behalf of the Hilti Singapore management team, we thank you for your continued support and valued business.

Best regards

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

Nicolas Moossa
General Manager
Hilti Far East Pte Ltd