



21 November 2024

Dear Valued Customer,

Subject: List Price Update Effective 1 February 2025

As we look forward to the future, we are grateful for your continued partnership and commitment to Hilti. We want to share some important updates regarding the current economic landscape and its impact on our pricing.

We are currently navigating an environment marked by ongoing high volatility and varied conditions across many regions. While material costs have shown some decreases, inflation remains elevated, impacting production and operational expenses. The uncertain geopolitical landscape is likely to lead to further supply chain disruptions, which increases pressure on supply chain costs to and in Singapore.

Your business is very important to us, and we deeply value the partnership we have shared over the years. While we have taken steps to manage rising costs internally, ongoing economic pressures make it necessary for us to adjust our prices **effective 1 February 2025**.

Given that various product groups are impacted to varying degrees, **our list price increases are carefully adjusted by product and sit between 0% to 6.5%** compared to current list prices.

We remain confident that our end-to-end productivity and safety solutions help your esteemed company create value to you, produce better project outcomes and strengthen your competitive advantage. We look forward to our continued partnership together.

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 thin horizontal line.

Nicolas Moossa
General Manager

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