



Wiesbaden, 17 May 2021

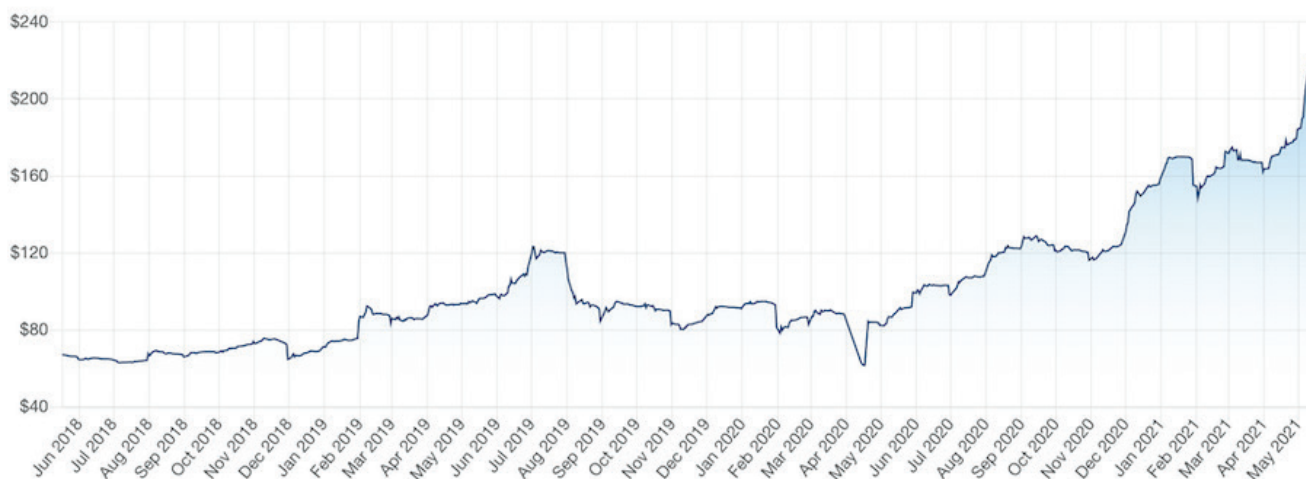
General price increase

Dear business partners,

We are writing to inform you about the current price development on the international commodity markets and the action we have been forced to take in response to this.

One essential component in all our products is iron powder. The iron ore price development index shown below gives you and us an idea of the current price development:

Iron Ore (Fe)



Graph showing the development of the prices for iron ore on the Australian Stock Exchange (accessed on 17 May 2021)

In addition to this price development, delivery conditions are also increasingly tense, and this is now impacting the production capacity of many of our suppliers. The decreasing production volumes at constant and even increased demand means we are seeing significant price increases and delivery dates being pushed back. In some sectors, materials are being traded at current daily prices (PVC), some commodity prices have already doubled (wood).

A change in the market situation is not foreseeable at present. We cannot continue to offset the continuous price increases of the last few months ourselves, so we are forced to respond with a **price increase of 15.20% on all our products from 1 June 2021.**



In addition to this, we are facing an extraordinary situation unprecedented in our almost fifty-year company history. The sharp rise in raw material prices has resulted in us currently not receiving offers from our suppliers, or only offers that are valid for a short period of time.

This means in turn that we can only provide offers that are valid for one week.

In terms of the shortage of raw materials, we have taken precautions and ordered sufficient stocks. Our team is taking all necessary and possible steps to inform you of delivery dates and to continue to supply you with all products in the quality you are accustomed to.

If you have any questions, please do not hesitate to contact us.

We look forward to continuing to work with you.

A handwritten signature in black ink, appearing to read 'C. Haas', written in a cursive style.

Christopher Haas, Managing Director