

28<sup>th</sup> March 2022

Reference: Price Increases Effective 4<sup>th</sup> April 2022

Dear Valued Customer

The first quarter of 2022 has seen events within Europe and beyond that are unprecedented in modern history. As you will be aware, both from your own business and the media, these events have caused volatility, at times scarcity and frequently inflationary pressures within global supply chains.

Our procurement teams are successful in cushioning many of the inflationary increases we are confronted with, including hedging a large part of our energy costs to protect our customers from the biggest impacts. Despite this effort, we see costs from our supply base increasing at an unsustainable rate with our current pricing structure. For this reason, I must announce Europe wide price increases of the following:

- Fibre products (Blanket & bulk) - 7%
- Bricks – 7%
- Vacuum formed products – 2.5%
- Converted products (Boards, papers etc.) – 2.5%

Unfortunately, due to the pace of these price increases. We must enforce these increases for all orders originally requested to be delivered/made available on or after 4<sup>th</sup> April 2022.

Please rest assured, we do not pass on these increases lightly and will continue to make serving you, our customer our priority. Please reach out to your local sales representative with any questions you may have.

Thank you and Best Regards



Andy Bloomer  
Sales and Marketing Director – Europe  
Thermal Ceramics