



Information for our trading partners on the price development 2022

Dear Sir or Madam,

For 24 months now, COVID-19 has influenced the promotional products industry like no event before. Simultaneously, markets are facing the most severe commodities and material shortages of recent years. There is a shortage of materials everywhere, producers in China are rationing energy supplies, global logistics chains are collapsing, and transport costs are spiralling out of control. We are facing massive price increases in all areas.

As a reliable partner to the trade, we see it as our duty to pursue a thoroughly balanced approach to pricing for you as far as possible, and would like to continue offering you fair prices in the future. In contrast to the general market trend, we had refrained from an overdue price adjustment in late summer in the interest of our customers. A small portion of the price increases from our suppliers was able to be absorbed by increased order quantities and the resulting price effects. Unfortunately, we are no longer in a position to forego price increases altogether for 2022. Since the underlying price situation varies greatly from item to item, we, unfortunately, do not see ourselves in a position to communicate a uniform adjustment. We can, therefore, assure you, our valued customers, that the upcoming price increase will be moderate. We will publish the prices valid for 2022 at the beginning of the new year. As per the current situation, it is impossible to identify further price developments beyond December or January. Due to this set of circumstances, it may occur that we will have to make another price adjustment in the spring. As we would like to continue publishing catalogues with prices, we have decided to get the ball rolling in January with a "News, Best-of & Classics Catalogue" on a reduced scale.

In spring, we are also planning to publish our new brand catalogues for REEVES®, RETUMBLER®, RETIME® and RE98®.

We hope you enjoy a successful close to the 2021 business year, as well as a wonderful festive period.

Warm regards,

Meinhard Mombauer
Managing Director

Peter Leseberg
Marketing and Sales Manager