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December 1, 2016

Dear Valued Franke Partner,

On behalf of us all at Franke, thank you for your continued partnership this past year. It is this partnership that affords us the opportunity to continue to build a portfolio of brands in the US market by maintaining a focus on our passion of delivering innovative, solutions based products while maintaining a world class customer experience.

In 2016, we've been able to bring to market a number of new and exciting products. Franke granite sinks, some featuring our patented integral ledge, the Franke Cube hand fabricated sink line, numerous Franke faucets, and 5 families under the new KWC Bath collection are some of the more notable 2016 launches. 2017 will be another exciting year as we launch the innovative and patented Franke Chef Center, additional Franke and KWC faucets, additional Franke stainless and granite sinks, and more.

In support of our continued investment in our collective growth, we unfortunately must institute a price increase in 2017. Franke branded products will increase an average of 3%. KWC products will see an average increase of 4%. Details can be found in the attached 2017 list price file. New pricing is effective on January 1, 2017.

Should any questions arise regarding these adjustments, please do not hesitate to reach out to your Franke or KWC representative.

Thank you in advance for your continued support and partnership.

Sincerely,

A handwritten signature in black ink, appearing to read "Oliver Bahr". The signature is stylized and cursive.

Oliver Bahr  
Vice President Sales