

11/1/2017

TO: Hansgrohe, Inc. Customers — USA

RE: Electronic 2018 AXOR and hansgrohe Price Book file

Dear Valued Customer:

Hansgrohe, Inc. is excited to embark on a brand new year with you and we are pleased to provide you with the 2018 electronic AXOR and hansgrohe price book file. We would like to direct your attention to the following key points:

hansgrohe Metropol: We are pleased to announce the launch of an exciting new product line for the hansgrohe brand: Metropol. Metropol faucets and tub fillers feature a square body design and a refined modern look. A deep assortment with faucets in a range of heights, as well as freestanding tub fillers. Metropol products are available in chrome and brushed nickel, and all products are available with lever or loop handles.

AXOR Montreux additions: The AXOR Montreux collection, originally launched in 2006, now has an expanded offering, including attractive single-hole faucets, and widespread faucet versions with a shorter spout height, for more versatile applications. Lastly, the all-new AXOR Montreux kitchen line includes Semi-Pro, HighArc, Prep, and Bar faucets, ready to complete your most ambitious projects.

Further Expansion of Efficient Showering Products: Hansgrohe, Inc. continues to expand our efficient showering products, with many new 2.0 and 1.8 GPM shower products for both the AXOR and hansgrohe brands. Also, all of our 4-Hole Roman Tub Sets and Freestanding Tub Fillers now feature either a 2.0 or a 1.8 GPM handshower.

MAP Policy: Certain additional hansgrohe-branded products are now MAP covered, and denoted accordingly with the MAP “umbrella” logo in the 2018 hansgrohe Price Book. Also, all products marked “Phase Out” are now exempt from the MAP policy.

Pricing Adjustment: Hansgrohe, Inc. is committed to offering innovative products with trend-setting designs and continues to invest in Research & Development, production facilities, logistics, and people. We are implementing a price increase averaging 2.8% in the 2018 price books. Both price books are effective January 1, 2018.

We thank you for your support and loyalty to Hansgrohe, Inc., and we look forward to a successful 2018 together.

Sincerely,



Sibylle Mair
Vice President of Finance and Controlling / Interim President