

Hansgrohe, Inc.

10/1/2019

Re: 2020 AXOR and Hansgrohe Price Books

Dear Valued Partner:

Hansgrohe, Inc. is excited to announce new, innovative products for 2020 and pleased to provide you with the 2020 price file for AXOR and Hansgrohe products. The effective date of price changes is January 1, 2020.

New products for 2020 include:

- Joleena Collection – A USA exclusive, transitional full line of kitchen, bath and shower products
- Rainfinity- the ultimate in showering indulgence
- Aquino Select and Talis N kitchen faucets
- Further expansion of AXOR MyEdition: we now offer Satin Black and Satin Black / Brushed Bronze finishes as standard options

Pricing Adjustment:

In keeping with our goal to be easier to work with, we have adjusted the pricing for our standard finishes to conform to an easy to remember, structured format. Starting January 1, 2020, our standard finishes (not FinishPlus) will follow the below structure:

- Polished finishes: 22% upcharge from the chrome price
- Brushed, matte, and rubbed bronze finishes: 27% upcharge from the chrome price

As we are committed to offering innovative products with trend-setting designs, we continue to invest in Research & Development, our domestic production facility, best in class logistics, and the people who serve you on behalf of Hansgrohe. Therefore, we are implementing a price increase averaging 2.5% as outlined in the 2020 price books.

We thank you for your support and loyalty to Hansgrohe, Inc. and we look forward to a great year together in 2020 and beyond!

Sincerely,



Oliver Bahr  
President  
Hansgrohe, Inc.