



List Price Adjustment for Year 2027

October 23rd, 2026

Dear Valued Customer,

We hope this message finds you well. We would like to share some updates with you.

At Hilti, we value the trust you place in us and remain committed to supporting your business with high-quality products, reliable services, and expert support.

General inflation in Malaysia is forecasted at approximately 2.8% and Construction related inflation is forecasted at approximately 4% in 2027. In addition, we continue to experience sustained cost pressures across multiple areas of our business including rising energy, logistics and supplier costs, these factors continue to impact our operations and supply network.

After a thorough review of our cost structure and continued efforts to improve efficiencies internally, we have taken measures to absorb a significant portion of these increases. To ensure we can continue delivering the quality, reliability and support our customers expect from Hilti, we will implement a **List Price Adjustment (LPA) of approximately 4%, effective 1 December 2026.**

We understand that pricing adjustments require careful planning, and we appreciate your understanding and continued partnership. Should you require any clarification or assistance in planning ahead, please do not hesitate to contact your dedicated Hilti Account Manager or our Customer Service Hotline at 1-800-88-0985.

Thank you for your understanding and continued trust as we navigate these evolving market conditions together.

Yours sincerely,

A handwritten signature in blue ink, appearing to read "Kranthi", with a stylized flourish at the end.

Kranthi Mudula
Managing Director
Hilti (Malaysia) Sdn. Bhd