

Business Communication: Price Adjustment Effective 01.01.2026

Dear Sir or Madam,

This letter serves to inform you of a necessary price adjustment for our UV lamps, effective **01.01.2026**. To ensure our high product quality and reliable supply capabilities in the future, we must increase our prices by an average of **7.3%**.

This decision results from sustained and significant cost increases for specialized raw materials, which we have absorbed independently since **2024**. The primary reasons are outlined below:

1. Recurring and Substantial Cost Increases for Specialized Materials

The production of our high-performance UV lamps requires highly pure and specific materials, sourced from only a few global suppliers. Their energy-intensive production processes, combined with global market shortages, have led to substantial price increases. A selection illustrating the development over the last 24 months is provided below:

Material	Cost Increase (%)
Quartz Glass	+18 %
Refractory Metals for Electrodes	+7 % to +33 %
End Caps and Contact Pins	+27 %
Specialty Gases and Chemicals	+5 %
Packaging Material	+15 %

These trends are supported by industry reports and raw material indices, which document rising global price curves for specialized industrial materials.

2. Structural Shortage Due to Technological Change in the Lighting Industry

A decisive factor is the global transformation within the lighting market. High-performance UV technology shares a range of critical precursor materials - such as special quartz components, refractory metals, specialty chemicals, and gases - with the conventional discharge lamp industry for general lighting. The rapid and ongoing shift towards LED technology has caused a structural collapse in the global demand for these shared base materials. Consequently, fewer manufacturers continue to produce these specialized components, leading to a market-wide shortage and significantly higher procurement costs.

3. Our Company's Long-Term Price Commitment

Despite these structural challenges, we have maintained stable prices since 2024 and have sought to offset cost pressures through internal efficiency improvements. However, the ongoing dynamics in material costs now make it unavoidable to pass on a portion of these additional expenses.

We are convinced that this moderate adjustment is fair and transparent compared to the actual cost development. It enables us to continue delivering the highest quality, reliability, and innovative strength - values that have defined our partnership for years.

For existing framework agreements, your account manager will contact you promptly to discuss the implementation individually.

We remain at your disposal for any questions.

Sincerely,

Dr. Karl R. Przybilla
CEO

Dipl.-Ing. Thomas Schmer
Head of Global Sales

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