



Date: 22.03.2022  
Ref.: Dr. UP/MKo

## Temporary Supply Surcharge

Valued business partner,

During the past few days, there has been a further, unprecedented increase in wholesale prices, caused mainly by the crisis in Ukraine, especially in the areas chemicals, loading tackle, packaging etc. Especially in area of freights and transport the situation is getting more and more tight. Besides the high costs of fuel, the shortage of available freight capacity is getting a serious problem. Due to the situation in Ukraine, Europe is not only missing more than 100.000 truck drivers from Ukraine, but is also confronted with a rapid increase in gas- and energy costs. The speed and magnitude of the price increase in this dimension were unimaginable a few weeks ago and therefore completely disregarded in our offers.

We, as your reliable partner, have set several different actions in the course of the last months, in order to secure the supply of needed resources. This was only possible with high financial costs.

Thus, we are forced to pass on a part of these increases with immediate effect for all new orders. It will be quoted as **“Temporary Supply Surcharge”** in the amount of EUR 5/to. for goods in bulk and EUR 7/to. for palletized goods on our invoices.

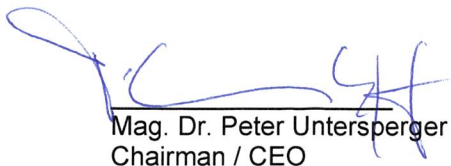
There is currently no relief in sight; considering the dynamic market conditions even a further increase in prices as well as shortages in supply chain cannot be ruled out. As soon as the cost situation is sustainably on regular level again, this surcharge will be reduced or skipped again.

The secure supply of our customers with evaporated salt is of great importance to the Salinen Group, and this responsibility alone makes a further price adjustment unavoidable.

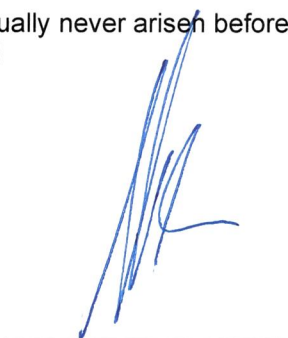
It is not easy for us, to charge this Temporary Supply Surcharge, however we, as your reliable partner, are firmly convinced, that only with such a measure we can secure the supply of our demand.

We ask for your understanding in this situation, which has actually never arisen before, and look forward to a continued good and successful business relation!

Best regards and GLÜCK AUF!



Mag. Dr. Peter Untersperger  
Chairman / CEO



Mario Kofler  
Head of Sales

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