



March 25, 2022

Dear Valued Quaker Houghton Customer,

The current Geo-Political conditions throughout the world along with challenging macro-economic conditions continue to impact our operating costs with higher than expected escalation on raw materials, packaging, utilities and transportation costs in North America. Raw material and Trucking availability also remains extremely unpredictable in the region given global supply-demand imbalances, domestic and international supply chain delays, and ongoing allocations/force majeure from several large producers in the Chemical Industry.

We continue to do everything possible to ensure our ability to supply Quaker Houghton customers. Our team is taking proactive actions such as committing to supplier production ahead of time, sourcing material from alternate suppliers, making payments in advance as well as making spot purchases of materials when available to ensure we anticipate and support your product demands from Quaker Houghton.

Effective April 20, 2022, Quaker Houghton is increasing prices across all product lines in the United States and Canada.

Our decision on the price increase is in light of the significant cost inflation and rising fuel costs have proven to be more than a temporary market fluctuation. Details of new pricing for products you purchase will be sent to you in the coming days. Your local Quaker Houghton Account Manager will be contact shortly and will provide additional details and answer any follow-up questions.

Thank you for your understanding and support in these difficult times. We truly value and appreciate our partnership and are committed to serving your needs today and in the future.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jeewat Bijlani", with a horizontal line underneath the name.

Managing Director, Americas
Jeewat Bijlani