



September 28, 2021

Dear Valued Customer,

Over the last 18 months, we have all experienced pandemic related concerns in operating our businesses. Balancing the challenges of an over-stressed supply chain while experiencing considerable growth in residential new construction continues to create inflationary pressures unlike anything Knauf has experienced over the past two decades. There have been a number of price increases this year which were implemented to offset inflation, however those increases fell far short of equalizing the true cost impact.

In addition to cost escalations driven by managing pandemic related safety protocols, Knauf Insulation North America has taken significant increases for key manufacturing inputs such as energy, transportation, and raw materials. We expect 2022 will continue to bring moderate to heavy inflation which will further impact costs across the supply chain. To ensure Knauf remains competitive while absorbing additional inflationary pressure, we are announcing a price increase on all Residential and Light Commercial fiberglass insulation products effective with shipments on or after December 3, 2021. Pricing will be increased per the following guidelines:

Residential and Light Commercial Products	% Increase
EcoBatt®	10%
EcoRoll®	10%
Manufactured Housing	10%
Inner-Safe™ Batts	10%
Basement Wall Insulation	10%
All Loose Fill Insulation	10%

In order to maintain adequate service levels, Knauf will continue operating under the previously communicated planned availability until further notice. These price increases will be implemented through new list prices and are a necessity to reduce the impact of inflation while ensuring we continue to provide you and your customers the highest quality products and service.

If you have any questions about this increase, please contact your Knauf Territory Manager. Thank you for your continued support of Knauf Insulation. We value your business and remain committed to *Enhancing Lives by Making the World More Comfortable*.

With Appreciation,

Nathan Walker  
Senior Vice President, Sales and Marketing