

Gelest, Inc.  
11 East Steel Road  
Morrisville, PA 19067

Dear Valued Customer,

As a global leader in silicones, organosilanes, metal-organics, and specialty monomers technology, Gelest prides itself in offering quality innovative products at competitive prices. It is our goal to provide you with stable and predictable economics. As our commitment to delivering innovative products, we continuously invest in research and development. The expenses incurred in innovating and improving our products have contributed to the increased production costs. Over the past few months, we have also experienced significant upward pressure on our operational costs, particularly regarding labor expenses. We find it necessary to adjust our standard catalog products pricing to maintain the high level of quality and service.

We understand the potential concerns and inconvenience this price adjustment may cause and assure you that we have made every effort to keep the increase as minimal as possible. As a company, we are continuously working to explore cost-saving measures.

We appreciate your business and look forward to serving your needs in the future. Should you have any questions, please do not hesitate to reach out to Gelest distribution manager and customer service team.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jinping Wu', written in a cursive style.

Jinping Wu  
Director of Product Management