

February 2, 2024

April 1, 2024, KALLISTA Price Adjustment

Dear Valued KALLISTA Customer:

KALLISTA would once again like to thank you for your partnership, support, and consistent loyalty. We want to continue to expand our product and finish offerings to provide a variety of product solutions that will help bring your client's vision to life. 2024 is turning out to be the most exciting year for Kallista as we launch a portfolio of iconic new products, both in faucets and fixtures. New products include:

- Three new full brassware collections are launching throughout 2024, including handle upgrades that extend beyond lavatory faucets to include shower trims and bath faucets. These stunning upgrade materials include stone, quartz and other artisan applications prized for their beauty and craftsmanship.
- The re-launch of the popular Vir Stil collection by Laura Kirar.
- Introducing the new polished and brushed graphite finish on select kitchen & bath collections. This warm rich neutral finish brings drama and quiet luxury to lighter spaces, creating a sophisticated layered look.
- Offering a beautiful new black matte color on the Argile fixtures collection.
- The new Artistic Showering collection, Bandeau. Bandeau is the new high-luxe collection of sculptural showerheads that will offer artistic form and functionality.
- The addition of single control faucets to our legacy bathroom collections: One, Central Park West, Per Se, Pinna & Pure Paletta, Vir Stil and Vir Stil Minimal.
- A more robust offering in the brushed nickel finish including Central Park West, Pinna & Pure Paletta, Script, and supporting foundationals.

Effective April 1, 2024, KALLISTA will enact a 5% weighted average price increase.

This price increase is necessary to keep up with the continued global impact of external cost pressures on our business including additional increases in raw materials and to ensure that we continue to fund the key growth initiatives that will result in improved sales and increased market share for our showroom partners. We will also be implementing a slight increase in delivery fees by category to align with the increased fuel costs. Please refer to the attached pricing file for an overview.

- All non-quoted orders (by KALLISTA) received before April 1, 2024, will receive pricing in effect at that time.
- Non-quoted stock orders received before April 1, 2024, that request delayed shipment will be subject to pricing on the date of shipment.
- Any non-quoted orders received on or after April 1, 2024, will reflect new pricing.

Please see the updated Excel pricing file attached.

An electronic version of the new price guide (1032765-0124) will be available to download in the following locations from April 1, 2024.

- KCIC Site: Pricing Tab, Price Books
- KOHLER Literature Fulfillment Site: [KOHLER.com/literature](https://www.kohler.com/literature) (PDF only)
- KALLISTA Digital Literature Site: [KALLISTA.com/media/literature](https://www.kallista.com/media/literature)

Simplified customer delivery charges are attached. Free delivery for our Flagship and Diamond customers, and free delivery on all orders over \$8,000 net.

On behalf of the entire KALLISTA team, we thank you for your continued partnership, understanding, and support.

Best regards,

Alexander Dornbracht

Managing Director KALLISTA
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