Date: October 13, 2021

Dear Valued Customer,

The following announcement applies to our U.S. and Canada business.

<u>Effective with shipments</u> beginning November 1, 2021 Outokumpu Stainless USA, LLC will implement the following price adjustments for all Non-Contract items.

- Cold Rolled material will have their discounts reduced by 3 discount points on the following grades:
  - 304 / 304L and 316L grades.
  - 200 series.
  - 300 series.
- Cold Rolled material will have their discounts reduced by 5 discount points on 430 grades.
- Cold Rolled material will have their discounts reduced by 6 discount points on all other 400 series.
- Continuous Mill Plate (CMP) on thickness ≥ 3/16" will increase by $8.00/cwt.
- Continuous Mill Plate (CMP) on thickness < 3/16" will increase by $13.00/cwt.
- An Extra of $8.00/cwt will be applied to 301 Si Grade Adder *(refer to section 1 - F in Extras Schedule)*.
- Temper Adder will change from $24.00/cwt as following *(refer to section 2 in Extras Schedule)*.
  - **A** - *1/8 and 1/4 hard* - no change.
  - **B** - *1/2 hard*   - $26.00/cwt
  - **C** - *3/4 hard*   - $28.00/cwt
  - **D** - *Full hard*   - $30.00/cwt
- 72" Wide Coil Adder will change from $20.00/cwt to $25.00/cwt *(refer to section 3 - D in Extras Schedule)*.
- 200 Series and 301 Grade Gauge Adder will change from $15.00/cwt to $18.00/cwt *(refer to section 3 - F in Extras Schedule)*.
- A change on Gauge Adder extra on all series except 200 series as following *(refer to section 3 in Extras Schedule)*
  - **G -** *Gauge Adder (20 gauge to 22 gauge)*, an increase of $2.00/cwt a new total of $12.00/cwt.
  - **H** - *Gauge Adder (23 gauge to 24 gauge)*, an increase of $2.00/cwt a new total of $14.00/cwt.
  - **I** - *Gauge Adder (25 gauge to 29 gauge)*, an increase of $3.00/cwt a new total of $18.00/cwt.
- All freight rates will be reviewed with changes effective November 1, 2021.

Please contact your local Outokumpu sales representative with any questions.

We thank you for your continued support.

Best Regards,

Carmen Pino
Senior Vice President Sales – BA Americas