



makes a difference

Subject: Pricing Notification

November 28th, 2025

Dear Valued Dealer Partner,

Since our last price adjustment in April 2025, the global trade and cost environment has shifted significantly. In particular, recent U.S. tariff expansions and reciprocal trade measures have reshaped North American supply chains, impacting raw material and finished goods costs.

Key external drivers include:

- Global tariffs: The U.S. has implemented a 10% "Liberation Day" baseline tariff on most imports, followed by higher emergency tariffs on certain countries (Brazil 40%, India 25%) and increased tariffs on Canadian non-USMCA-compliant goods (35%).
- Currency pressures: Continued volatility of the Canadian dollar against the U.S. dollar and Euro increases the landed cost of imported machinery, batteries, and electronics.
- Freight and logistics: Elevated shipping and transportation costs remain well above pre-pandemic levels.
- Service and labour costs: Rising Canadian labour and technical support costs continue to affect warranty and after-sales service infrastructure.

Throughout 2025, Kärcher Canada has absorbed as much of these cost increases as possible, offsetting global pressures through internal efficiencies and careful cost management. However, the scale and persistence of these factors now require us to take further action.

To ensure ongoing alignment with Kärcher North America and maintain a fair competitive landscape across borders, Kärcher Canada will implement a 4% price adjustment effective February 1, 2026.



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This adjustment will allow us to:

- Protect and support our dealer network by maintaining consistent pricing across North America.
- Continue investing in innovation, service infrastructure, and sustainable technologies such as lithium-ion platforms and water-efficient cleaning systems.
- Provide the long-term value and reliability that Kärcher Professional customers expect.

We remain committed to your success as our dealer partner and appreciate your understanding as we navigate these global challenges together. Your Kärcher Canada representative will be in touch to review details and answer any questions.

Also, fluctuations in currency (USD and EUR) against the Canadian dollar are evaluated each quarter and Kärcher Canada then sets the CAF (Currency Adjustment Factor). As a result, starting January 1st, 2026 the Currency Adjustment Factor will be increased to 5.00%.

We will continue to monitor and evaluate the Canadian dollar to revise the CAF next quarter if necessary.

Thank you for your continued partnership and support.

Kind Regards

A handwritten signature in black ink, appearing to read "Paul Frechette". The signature is stylized with a large, sweeping initial "P" and a long, horizontal stroke extending to the right.

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