



H.B. Fuller Company
1200 Willow Lake Boulevard
St. Paul, Minnesota 55110-5101
Phone: (651) 236-5900

March 1, 2021

Dear Valued Customer,

We write to notify you of recent developments affecting availability of essential raw materials for some of our products.

From the beginning of the pandemic, H.B. Fuller has worked diligently to ensure the supply of our adhesive and sealant products. We successfully kept all of our 72 manufacturing sites open and have navigated the volatility of global raw material supply chain and logistics imbalances. Over the past six months, we have seen inflationary pressure on raw materials, adjusted accordingly, and done our best to manage supply imbalances.

The chemical raw material supply imbalance has now been severely exacerbated by the recent extreme and historic cold weather on the U.S. Gulf Coast. Texas and the surrounding coastal states are the source for many of the chemical raw materials (or feedstock materials) used in our adhesive and sealant formulations. The recent unprecedented cold weather resulted in many major chemical plants having to shut down.

While utilities are slowly being restored, it is not clear what long-term damage has been done to these chemical facilities, and it will take several weeks, or longer, for many of these facilities to return to normal production levels.

Many of our chemical raw material suppliers have declared force majeure and reduced or ceased supply, or have advised us of ongoing raw material shortages. The full impact on the supply of raw materials to H.B. Fuller remains unclear, and we are currently assessing the situation. In addition, we are receiving notices of raw material cost increases, with more forecasted, so we are currently evaluating the impact on our pricing as well.

Due to the above extraordinary conditions currently impacting the availability of essential raw materials, we are notifying you that our ability to fill your orders may be affected. We will be reaching out to you to discuss the impact on your orders and provide appropriate updates as the situation becomes clearer. We are making extraordinary efforts to meet the needs of our customers. We would encourage you to only order the product that you need and to provide us a two- to three-month demand forecast so we may evaluate more clearly the impact of tight raw material supply over the next three to six months.

We appreciate your patience, collaboration and flexibility as we work through these challenging times together. If you have any questions, please do not hesitate to contact your local sales or customer service representative.

Sincerely,

A handwritten signature in black ink, appearing to read "Ted Clark", written over a light blue horizontal line.

Ted Clark
Executive Vice President and Chief Operating Officer