

Watertown, 28th of October 2024
Veghel, 28th of October 2024

Dear Exergen Customer and Distributor,

Exergen Corporation is reorganizing its US sales and distribution policy for the Industrial Division.

As of November 1st 2024 our global OEM and expert center CleverIR will be responsible for the marketing and sales of all Exergen Industrial products in the USA.

CleverIR has been responsible for the worldwide marketing and sales of Exergen Industrial products outside of the USA. Given the success of this approach, CleverIR will now also serve the US market.

Exergen's aim is to optimize customer service and support for increased customer satisfaction, and to increase marketing and sales efforts to allow customers and distributors to grow the business.

CleverIR is well equipped for the task with >25 years' experience, a sales and marketing team that pursues a lot of marketing- and promotion activities worldwide. In combination with their in-depth experience in the application of our IR technology in different industries (i.e. Textile-, Graphics and Paper-, Plastics-, Medical- and Semiconductor industries), and complementary product lines (IRt/c with analog outputs), this generates a lot of leads worldwide.

This will lead to more opportunities for our distributors and their network because this new approach will gain more exposure to the Exergen IR products lines and thus an increase on end-user and OEM demand.

Rest assured, for existing customers and distributors little will change:

- Exergen IRt/c and related products will remain available with unchanged lead times
- Products will remain to be built in, and shipped from, our facility in Watertown, MA, USA
- Inquiries or (technical) questions can be sent to CleverIR
- POs need to be sent to CleverIR and will be invoiced by CleverIR.

CleverIR will contact you shortly to explain what this new step means for your company, and how to ensure the continued growth and innovation of Exergen products worldwide. CleverIR will also send you the Exergen price list with the 2025 pricing for all IRt/c models and accessories with price adjustments for inflation rates.

Should you have any questions regarding this policy, please feel free to contact us.

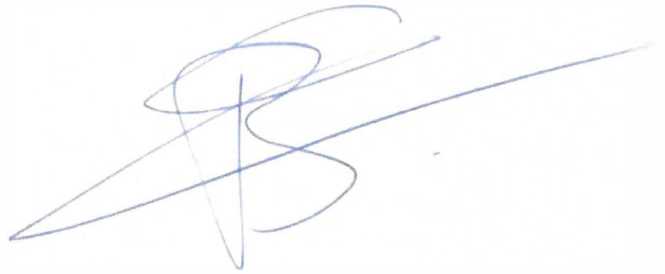
Yours Sincerely,



Dr. Francesco Pompei PhD.
CEO

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