



Please have this information reviewed by your financial team. If you're not the person responsible for cash management, please forward this letter to your CFO, Treasurer, or Controller

Dear Valued Supplier,

Rochester Iron & Metal continuously seeks opportunities with our partners to improve the quality and efficiency of our Procure-to-Pay process. To meet that objective, we have partnered with LSQ, a leading supply chain finance provider, to establish an early payment program for our valued suppliers.

The program, called LSQ FastTrack, will now be the method we pay Suppliers for approved invoices. FastTrack will give our Suppliers visibility into all outstanding approved invoices, while also providing the option to receive early payment of approved invoices. You can improve your cash flow at rates often lower than other working capital solutions for a nominal fee. The program is completely flexible; you control which invoices to select for early payment, and once enrolled, you can also opt-in for all future invoices to be paid early automatically once they are approved.

While enrollment is required for payment, requesting early payment is entirely optional. We encourage you to look at the many benefits the LSQ FastTrack program provides:

- **Improved Visibility:** Get real-time information and visibility on all outstanding invoices, regardless if you select early payment or not.
- **Supplier Success Team:** You now have direct access to LSQ's Supplier Success team to answer any questions you have on payments.
- **No Obligation or Enrollment Fee:** There is no fee to enroll, no minimum usage fee, and no obligation to request early payment.
- **Faster Payments:** Bypass payment terms and access cash 1–2 business days after invoice approval.
- **Manage Cash Flow:** Control when you get paid, allowing for flexible forecasting and growth.
- **Lower Financing Costs:** Lower priced than most forms of financing, without adding debt.
- **Decaying Rate:** If you choose to request early payment, you have control of your rate based on how many days early you request payment
- **Reduced Risk:** Early payments eliminate the risk of future non-payments.
- **Stronger Financials:** Improve your balance sheet and other financial metrics.

Supplier enrollment will occur in waves in the next few months. To find out additional information on the program, or if you have a pressing need for working capital and would like to request early access— [please click here](#).

If you have any questions feel free to contact LSQ directly at success@lsq.com.

Thank you for your continued partnership with Rochester Iron & Metal and support of this initiative.

Dan Zeiger, COO

Rochester Iron & Metal, Inc.