

Frankfurt / Mainz, 5th May 2026

Business Transfer

Dear Dealer,

After nearly 70 years in business, Grahl & Nicklas GmbH is set to change hands.

This company is inseparably linked to the life's work of my grandfather, Hans-Lothar Grahl, and that of my father, Jürgen Grahl, who built up Grahl & Nicklas with great dedication, entrepreneurial courage and a great deal of passion. Over the decades, the Grahl/Pfletschinger family has had the privilege of working with you to forge a trusting partnership, one that has always been characterised by personal interaction and mutual respect.

The decision to hand over the business was not an easy one for us. However, given the general economic climate and the increasingly challenging market conditions, it was a necessary step. This made it all the more important for us to find a partner who would continue to manage our product range, uphold our values and maintain our customer relationships in line with our own principles. That is why we actively approached mds.

I am convinced that, in music distribution services GmbH, we have found a reliable and competent partner who will safeguard the future of our catalogue.

I would like to thank you from the bottom of my heart for your long-standing loyalty, your trust and the many personal encounters we have shared. I would be delighted if you would extend this trust to mds as well.

With best regards,

Christine Pfletschinger, Managing Director

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BUSINESS ACQUISITION

Dear Dealer,

We are pleased to announce that music distribution services GmbH (mds) will acquire Grahl & Nicklas GmbH on 1st of July, 2026.

This acquisition is part of a systematic consolidation of our range of music products and will enable us to offer you an even wider yet clearly structured selection in future.

For you as a retail partner, this means one thing above all: greater stability, greater efficiency and an expanded range of products from a single source. By consolidating our activities, you benefit from optimised stock availability, a clearly structured product range and our tried-and-tested cross-publisher consolidation of orders, invoices and shipments.

We have been working in this industry for many years and understand just how crucial trust, reliability and personal relationships are. That is why we place particular emphasis on continuity: not only are we taking over all catalogue data and the entire stock from Grahl & Nicklas, but we are also continuing to operate the existing Notenlink retail shop, which you may be familiar with, as a central component of our partnership. Additional retailer services, including your online orders, are offered via our website www.mds-partner.com. As always, we will continue to develop our processes and services with your best interests in mind.

We would like to thank Mr and Mrs Pfletschinger, Mr Grahl and the entire team at Grahl & Nicklas for the trust they have placed in us and for their cooperation and support during this transition.

We are all united by the common goal of ensuring that the music retail sector remains strong and vibrant in the future. Let us continue to work together to shape this journey.

Best regards

Arno Bicker, Managing Director