

June 30, 2022

**RE: Direct Purchase Fee – B Braun Non-Capital Materials**

*This communication does not apply to Aesculap, Avitum, B Braun Interventional Systems and CAPS or orders placed directly with B. Braun for capital equipment and software.*

Dear Valued B. Braun Customer,

B. Braun has well-established relationships with all the major distribution partners that service our customers. Over the years, we have worked with you and our distribution partners to ensure that you've benefited from these relationships, however, we still have customers who order consumable products directly from B. Braun. Our warehouses are not set up or resourced to efficiently fill these direct orders. As a result, direct orders reduce efficiency, increase cost and delay other orders.

Accordingly, effective September 1, 2022, B. Braun will be implementing a Direct Purchase Fee of \$150 per order. Direct orders received after September 1, 2022, will be rejected unless the non-refundable Direct Purchase Fee of \$150 is included on your Purchase Order. You can avoid this fee by ordering through your authorized distributor. In the event that a product(s) is not available from your authorized distributor at time of order placement, you may request a drop-shipment through the distributor at your expense. The fee for drop ship orders is \$75.00.

We encourage you to contact your preferred distribution partner and work with them for supply of our products. Should any of the products be on allocation, please inform both B. Braun and your distributor of your intentions so that we can ensure that we increase the allocation to the appropriate distributor.

We sincerely appreciate your business and appreciate your support in helping us to optimize our operations to better serve you.

Thank you,

*Jeremy How*

Jeremy How  
Corporate Vice President, Sales Operations