

台灣默克股份有限公司 函

日期	2022 年 5 月 1 日
事業體	生命科學
電話	02-21621111

2022 年 5 月 1 日起敝司價格調整，以此函正式通知貴單位，請查照。

親愛的客戶您好

感謝您歷年來對 Merck 產品的支持與愛護！

Merck 在生命科學領域一直擔任著最可靠的供應商、科學家最信任的策略夥伴以及研究人員最佳合作夥伴的角色。近幾年來，Merck 總部面臨在 COVID-19 的持續衝擊及 Omicron 的快速傳播威脅下，通貨膨脹率不斷增高，導致原料及航運成本不斷上漲的巨大壓力，為維持既有的服務與產品品質，敝司不得不再次調整相應產品的價格。

為此，台灣默克生命科學事業體 Science & Lab Solutions Commercial Taiwan 將於 2022 年 5 月 1 日起執行新價格，以確保我們能持續提升產品品質，並提供更優質的服務與各項創新方案。期望您能諒解價格調整的必要性，若有任何建議，請不吝來電指教。此聲明第二頁為原廠提供之英文版資訊，敬請參考。

順祝商祺

台灣默克股份有限公司
Science & Lab Solutions Commercial Taiwan
Life Science Business

Dear Valued Customers and Business Partners,

Our Life Sciences business is committed to providing you with the highest quality products and services.

2022 continues to be a challenge for all of us. Our principles throughout the pandemic have been to keep our employees safe, positively contribute to public health and ensure business continuity.

In October 2021, we made List Price adjustments. However, we need to take further pricing actions to ensure our business remains healthy and sustainable so that we can best serve our valuable customers for years to come. It's our role as a company dedicated to collaborating with the global scientific community to solve life science's toughest problems, ultimately accelerating access to health.

Acting now is imperative, as global economic forecasts continue to report increased inflation. We continue to face unprecedented cost pressures in utility costs, raw materials and logistics. Although our corporate purchasing teams are working hard to mitigate such increases, we must adjust the list prices of our products and services in order to continue to deliver on our promises to our customers.

We have been successful in:

- Minimizing disruption of supply** by identifying replacements for backordered products, implementing redundant inventory in our distribution centers and reviewing warehouse strategies to accommodate for locally enforced measures.
- Maintaining close contact with our suppliers** to review open purchase orders and assess safety stock levels. We are increasing stock of products sourced and activating our validated secondary suppliers in accordance with our quality procedures where necessary.
- Ensuring diligence in monitoring backlog** and the strategic use of all available trade lanes, as regions and industries across the globe recover.
- Accelerating innovation launch timelines for COVID-19 relevant products** and maintaining launch plans of planned key launches to continue accelerating science.
- Problem-solving alongside our customers** through changing demand patterns and lab challenges.

We face increasing price pressure in:

Utility Costs We continue to see significant increases in natural gas and electricity pricing in 2022.

Exceptionally high prices for gas – and by extension electricity – are likely to have a lasting negative impact beyond the current seasonal tension.

Raw Material Inflation Basic raw material prices continue to increase as demand picks up, but supply continues to face challenges due to Covid. Solvents, resins, and packaging in particular continue to soar in cost. Here you can find information on Chemical Manufacturing Producer Price Index and its continued rise in 2022

https://ycharts.com/indicators/us_producer_price_index_chemical_manufacturing

Freight and Logistics Suppliers are experiencing significant delays and continuing price increases due to demand on ocean freight. Our purchasing organization has used every resource possible to keep from passing these costs to our customers. Unfortunately, given continuing increased costs, we can no longer continue to fully absorb the impact of inflation. Beginning on May 1st, 2022, the Life Science business of [Merck KGaA, Darmstadt, Germany] [Merck]* will implement a list price increase for our products and services in the Science and Lab Solutions businesses. We want to continue working with you towards our shared goals – together, we impact life and health with science.

Sincerely