



July 1, 2025

Re: Notice of HALYARD* CPT and MPKT Price Changes

Dear Valued Distributor,

At Owens & Minor, we remain committed to delivering high-quality medical products that support healthcare professionals in providing the best possible care for their patients. This includes our Custom Procedure Trays (CPTs) as well as our Minor Procedure Kits and Trays.

As you are aware, shifting global trade policies and supply chain dynamics are creating widespread challenges across industries, including healthcare. Over the past several months, we have taken proactive steps to mitigate the impact of these changes such as securing domestic suppliers and optimizing our onshore and near-shore production. While these efforts have helped, the scale and persistence of global tariffs are now creating cost pressures that can no longer be fully absorbed.

Tariff-Related Price Increase

Effective August 1, 2025, a tariff-related price increase will be applied to both our HALYARD* Custom Procedure Trays and Minor Procedure Kits and Trays. This will include updates to the list price and end-user agreement prices. The list price changes are attached with this notice. End-user agreement prices will be communicated via the standard process.

Due to the high degree of customization and variability in these products, tariff impacts are unavoidable. We will continue to closely monitor the global trade environment and will make further pricing adjustments as warranted by changes in tariffs or supply conditions.

Thank you for your continued partnership and trust in Owens & Minor. If you have any questions or would like to discuss the details of these changes, please reach out to your Owens & Minor account representative.

Sincerely,

A handwritten signature in black ink, reading 'Andrea M. Harrison'.

Andrea Harrison
Senior Vice President, Products & Solutions
Owens & Minor, Inc.

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