

Kremsmünster, October 23, 2023

Subject: Notification of Price Increase

Dear Valued Customer,

we are still living in times of an insecure economy. On the one hand, the volatility of the raw material development and instability of supply chains during the COVID-19 pandemic is slightly settling down. On the other hand, the still ongoing war in Ukraine has added additional major challenges throughout the global economy, including the healthcare industry and manufacturers. Consequently, we are faced with still historically high inflation rates across many regions.

One of our current highest internal priorities at Greiner Bio-One is reducing our costs in order to keep our prices on a constant level. However, the ongoing price increases in recent months have reached a point where those costs can no longer be absorbed by all the measures set at Greiner Bio-One. Therefore, and despite our continued efforts to offset these costs, Greiner Bio-One has no choice but to pass on a fraction of the increased cost of our products to our customers in the form of price increases.

For this reason, we want to give you transparency and share some of the cost increases Greiner Bio-One is still facing:

Category	Cost Increase '23 vs '22*	Comments
Overall	+6,0%	
Personnel	+9,9%	Collective Agreement: https://www.gpa.at/kollektivvertrag/industrie/chemie
Electricity	+49,07%	Globally for all GBO facilities
Sterilization	+15,65%	
Components	+7,43%	Stoppers, Racks and Packaging
Third-Party Products		

**01/2023 compared with 01/2022 – internal cost development*

As always, Greiner Bio-One will make every effort to ensure and continually improve its services and product quality. We are committed to working with our customers to minimize the impact of these necessary price increases. Your assigned sales manager will be happy to answer any open questions you may have.

Sincerely,



Sabine Schinagl
Area Sales Manager Preanalytics