

Siemens Healthcare Pty Ltd
Laboratory Diagnostics and Point of Care
ABN 83 604 853 938
Pricing Policy – February 2022

Document Name

Siemens Healthineers Laboratory & Point of Care Diagnostics Pricing Policy (external use).

Intended Use

To communicate Siemens Healthineers' policy to laboratory and point of care customers governing how prices are reviewed, changed and communicated.

Scope

This policy applies to the pricing of all products and delivery charges, and to the review, changing and communication of pricing for all products and delivery charges (including training). This policy does not apply to service and maintenance fees, which are covered within Service Agreements and / or Service Quotations.

Reviewing Prices

The price of all products and delivery charges will be reviewed on an annual basis. The review of pricing will take into account changes in the following factors since the previous year's price review:

- Change in the cost of living or Consumer Price Index per the Australian Bureau Statistics (Based on the March Qtr index all groups weighted average);
- Changes in the cost of complying with regulatory and other statutory body requirements;
- Changes in costs of manufacturing;
- Changes in the costs of transport internationally and locally;
- Changes in currency exchange rates,
- Other changes not foreseen in this policy may be included and will be communicated widely with customer at least 45 days before any price change is initiated.

As a general principle all factors listed above will be taken into account when reviewing prices.

As a general principle all customers will have their prices subject to the annual price review (unless otherwise determined by Siemens Healthineers or expressly ruled out in contracts).

**Under this policy benchmark currency exchange rates will be established on an annual basis (Quarter ending December) and based on the average rate observed during the past 12 months. Reserve Bank Benchmark rates will be set for the USA Dollar, British Pound, Euro and Japanese Yen. Future price changes will take into account, but not be exclusively based on currency exchange rate changes. As a general principle exchange rate changes will be managed by Siemens Healthineers Laboratory & Point of Care Diagnostics and form a minor part of the pricing review unless a change of more than 20% from the previous year's benchmark is observed.

Communicating Price Changes

Any price changes will be communicated in writing to customers at least 45 days prior to any change being implemented. The communication will detail:

- The percentage price change to be applied;
- The factors contributing to the price change;
- Any special factors contributing to the change.

Customers will be given a detailed breakdown of the new price for any product or service they have purchased in the preceding 12 months. This can take the form of a spreadsheet for upload into the customer's ERP system if requested.

Any pricing changes will be timed to coincide with the generally accepted annual budget setting period and usually to take effect from 1st July.

As far as possible customers will be contacted by a representative of the company prior to or at the time any written communication is sent to discuss the pricing changes. Customers have the right to negotiate pricing variations based on changed volume of business, length of contract or based upon specific currency exchange rate clauses in their contracts.

Implementing Price Changes

All price changes will be loaded into the Siemens ERP system prior to 1st July and set to go live on 1st July. Customers will need to ensure parallel changes are made to their ERP system and will receive new price books at least 40 days prior to 1st July. Siemens Healthineers will work with customers to ensure any changes are implemented smoothly and are in place to go live on 1st July each year.

After the implementation of any price changes if there are discrepancies between invoiced charges from Siemens Healthineers and what the customers' ERP system has loaded then the following resolution is put in place:

- If the discrepancy is deemed to be due to an error by Siemens, then the customer will be charged the lower price until the error is corrected.
- If the discrepancy is deemed to be due to a customer error, Siemens Healthineers reserves the right to levy a \$150 administrative charge for each invoice that needs to be re-issued.

Effective Commencement Date

This policy is effective from 1 April 2022.