



June 17, 2020

Dear Valued Eye Care Professional,

I know many of you have taken steps to re-open your practices and serve your patients again. At this important time, I want to provide a brief update regarding how Bausch + Lomb Vision Care plans to support you in several key areas: Health & Safety, Practice Support, Patient Rebates and Innovation.

The programs and enhancements outlined below are in addition to those we previously communicated in April. If you have any questions or additional needs, please ask your Bausch + Lomb Vision Care representative or contact our customer service team at 1-800-828-9030 (soft contact lenses and lens care) or 1-800-253-3669 (custom lenses).

Health & Safety

- In March, Bausch + Lomb Vision Care transitioned to a remote support model. I know many of you have successfully engaged with your Bausch + Lomb representative remotely. We will continue to support and further develop this capability, including by offering remote speaker programs.
- Effective immediately, we are supplementing our remote support with in-person representative visits *where conditions permit and with your agreement*. We recognize conditions are different across the country and in-person visits may not be appropriate yet in all regions or states.
- All Bausch + Lomb representatives have been issued PPE, including face masks and hand sanitizer for use consistent with CDC guidelines. Safety remains our #1 priority and *use of company-issued PPE including face masks is required* for our representatives when they visit your practice. Thank you for your support.

Practice Support

- Given market conditions during the quarter, we are *waiving the growth requirement for our 2020 practice rebate programs from April through June 2020*. Rebate amounts will be calculated based only on volume during the quarter consistent with other terms of the program.
- To help support your cash flow, we will once again expedite these rebate payments following the end of the quarter on June 30, 2020 and anticipate mailing payments within 30 days (on or before July 31, 2020).
- To help you attract patients back to your practice, *the Bausch + Lomb REACH portal features new social and digital media assets*, including content to help reassure your patients about safe contact lens wear and COVID-19. Start using these free assets today by visiting www.bauschreach.com.

- We've enhanced the *Bausch + Lomb 360 Practice Pricing Program by reducing minimum performance requirements* from July 1, 2020 through December 31, 2020 to qualify for discounted pricing. This program provides discounted pricing to qualified customers without the upfront cash outlay of an inventory or bank program which may help alleviate cash flow concerns. Ask your Bausch + Lomb representative for details.

Patient Rebates

- We are *continuing to offer our high value annual supply rebates* through December 31, 2020. The national annual supply rebate is \$200 for Biotrue® ONEday and \$80 for Bausch + Lomb ULTRA® (\$40 for Bausch + Lomb ULTRA Multifocal for Astigmatism) for both new and existing patients.
- Effective July 1, we are *increasing our national rebate values for a 6-month supply* of Biotrue ONEday to \$80 and Bausch + Lomb ULTRA to \$30 (excluding Bausch + Lomb ULTRA Multifocal for Astigmatism) through December 31, 2020.

Innovation

- We recently announced *FDA clearance for Bausch + Lomb INFUSE®*, a new silicone hydrogel daily disposable contact lens. We plan to share more information regarding the commercial availability of this innovative new lens later this year.
- In Q3, we are *expanding the available parameters of Biotrue ONEday for Astigmatism with the introduction of a -2.75 cylinder power* standard and available in the fitting set.

As always, Bausch + Lomb values your business and we will continue to seek ways to support you and your patients throughout the recovery period. I wish you all the best for a successful re-opening. More than ever I believe we are all in this together.

Best regards,



John Ferris
Vice President & General Manager, Bausch + Lomb Vision Care
JohnM.Jr.Ferris@bausch.com