



continuous innovation for pathology

Torrance, California, March 13, 2020

Sakura Finetek USA continues NOT to be affected by COVID-19 pandemic.

Dear Valued Customer,

COVID-19 is affecting supply chains all around the globe, and you may wonder if this situation will affect the delivery of Sakura Finetek products and services to your organization or you.

As of today, we are happy to share with you that we have no backorder situations caused by supply issues due to COVID-19.

We appreciate that, out of care for patients, some laboratories may want to preemptively counteract concerns about potential inventory supply issues in the future by placing large orders with a volume spanning several months of projected quantities. These actions may cause issues for many other laboratories as products may no longer be available to them, leading to an undesired backorder on our side which we may not be able to resolve immediately. Since the sources of our consumables are mainly located in the U.S.A. and Japan (primarily limited to Tissue-Tek Coverslipping Film®), we are confident that backorders under normal purchasing behaviors of our customers, will not occur in the future.

In the event that we notice customers placing large orders equivalent to multiple months of supply, especially for consumables belonging to closed systems, where no alternative is available, we will need to negotiate the ordering quantities with customers including a committed shipment schedule in order to ensure the continuous supply of products in our inventory. These actions are specific, but not limited to the following products:

- Tissue-Tek Xpress® x120: Pre-Processing Solution, Xpress Reagents, Paraffin
- Tissue-Tek AutoTEC® a120: Paraform® Cassette System, Paraffin
- Tissue-Tek Film® Coverslipper: Coverslipping Film, Cutting Blades

We would like to thank you for the long-lasting partnership and for the opportunity for Sakura Finetek to support your laboratory's efforts to provide uncompromised best patient care.

Best wishes

Erico von Bueren
Director of Marketing

MPRE0053 RevA

Sakura Finetek USA, Inc.
1750 West 214th Street
Torrance, CA 90501
U.S.A.

T. +1 310 972 7800
F. +1 310 972 7888
info@sakuraus.com
www.sakuraus.com