



PRIVILEGED & CONFIDENTIAL NOT FOR DISTRIBUTION

July 28, 2021

Dear Valued Customer,

I'm writing to inform you of some important changes to our pricing for the remainder of 2021 and thereafter.

For more than a year now, multiple industries, including ours, have experienced significant supply chain volatility and disruption; and more recently, issues like rising freight costs, limited availability of component parts, raw material cost inflation and labor shortages have caused challenges for many businesses to meet product demand. At Inogen, we have worked hard to manage through the challenges and adjust our supply chain to minimize disruption to customers, while adopting new safety procedures to protect our business partners and employees through the pandemic.

For the first time in at least five years, we will be implementing a price increase across all our product portfolio. This increase will be 10% for all product lines, including accessories and spare parts, except the G3 System and batteries, which will see a 15% increase. The new prices will go into effect on September 1, 2021 and will be effective until further notice. This price increase does not cover all the increases we are seeing in our costs but has become a necessity to continue to serve our customer base and patients.

Any purchase orders made under the previous pricing structure prior to September 1 will be honored and we will continue to fulfill orders consistent with the product allocation program currently in place.

We thank you for your ongoing partnership and look forward to continuing to provide patients with industry-leading oxygen therapy solutions.

If you have questions, please do not hesitate to reach out to your account representative.

Best,

A handwritten signature in black ink, appearing to read "Bob Fary", with a long, sweeping tail extending to the right.

Bob Fary  
Vice President, Strategic Alliances  
949-394-4386