

SafeVision by HOYA Update on Tariffs

Dear Valued SafeVision Customer,

At SafeVision by HOYA, your employees' vision and your business success are always at the center of every decision we make. When it comes to the tariffs being imposed by the Federal government, we know many of you have questions and we would like to update you in the spirit of transparency and partnership.

HOYA is a lens specialist company, and we are being impacted by the tariffs. Raw lens inputs and safety eyewear frames are largely sourced outside of the United States, so while we have a robust manufacturing lab network based in the US, many of our input costs are affected by the tariffs. Since the initial announcements in February, our team has been working hard to adjust supply chains, operations, and other key areas to minimize the impact.

We would like to share some key highlights of our efforts over the past month:

1. HOYA is processing complete prescription safety eyewear orders at our labs in the United States. This allows us to reduce the overall impact of the tariffs as they are being assessed on the material inputs and not the entire Rx job.
2. We are sourcing required international frame and lens inputs from the countries subjected to the lowest possible tariffs and favoring domestically produced consumables and inputs when possible.
3. To be a strong partner to our valued customers, HOYA has been absorbing the additional tariff costs while we are adjusting and refining our supply chain and operations to this new trade policy.

SafeVision by HOYA will be finalizing the tariff impact and cost reduction approach so that we can communicate updates to our customers as soon as we are able. As we have more information to share, we will provide that to you as soon as possible. We are committed to being a transparent partner and communicating openly to better support your business and your patients.

Our priority remains continuing to support your business at the service level you need to best protect your employees. SafeVision by HOYA is a customer-first company, and we cannot be more thankful for the strong support our customers have shown us over the years.

Thank you for your business, your partnership, and your trust.

Bruce Scott
Vice-President, SafeVision by HOYA