

2024 ONE MERCK PROGRAM

JANUARY 1 - DECEMBER 31, 2024

When you succeed so do we.

At Merck Animal Health, we are committed to the future of your cattle. Because when production thrives, so does our industry.

SELECT YOUR BUCKETS:

Product Buckets	Included Products	% of Tier Required
Implants	All Revalor [®] and Ralgro [®]	5%
Reproduction	Fertagyl [®] , Estrumate [®] , Bovilis [®] L5, Bovilis [®] Vista [®] 5 L5, Bovilis [®] Vista [®] 5 VL5, Bovilis [®] L5, Bovilis [®] VL5	10%
Anti-infectives	Nuflor [®] , Resflor Gold [®] , Zuprevo [®]	10%
Arovyn [®]	All Arovyn [®]	10%
Mastitis	Orbenin-DC [™] , Shutout [®] , Amoxi-Mast [®] , Bovilis [®] J-5	10%
Respiratory Vaccines	Bovilis [®] Vista [®] 5, Bovilis [®] Vista [®] Once [®] , All Bovilis [®] Nasalgen [®] , Bovilis [®] Vista [®] BVD, Bovilis [®] Once [®]	5%
Other Vaccines	All Bovilis [®] Vision [®] , Bovilis [®] Piliguard [®] Pinkeye, Bovilis [®] Guardian [®] , Bovilis [®] Coronavirus, Bovilis [®] Cavalry [®] 9, Bovilis [®] Covexin [®] 8	5%
SenseHub Dairy and ID	Dairy Monitoring and All Allflex [®] ID, Stock or Custom	5%
Safe-Guard [®]	All Safe-Guard [®] , Panacur [®] and Feed Products Including Blocks	5%

FIND YOUR TIER AND BUCKET*:

		TIER LEVEL					
		\$15,000	\$25,000	\$60,000	\$115,000	\$225,000	\$350,000
NUMBER OF PRODUCT BUCKETS	1	1%	2%	3%	4%	5%	7%
	2	2%	3%	4%	6%	7%	9%
	3	3%	5%	5%	7%	8%	11%
	4	4%	6%	7%	9%	10%	13%
	5	5%	7%	8%	10%	11%	14%
	6	6%	8%	10%	11%	12%	15%
	7	7%	9%	11%	12%	13%	16%

*Purchases of all Merck Animal Health biopharma products count towards the program for tier purposes. Rebate percentage is paid on all purchases.

TERMS AND CONDITIONS

Only those products and product categories that are expressly stated in this program and its supporting documents will be rebated. Non-rebated products will serve as volume builders. For a complete list of products please request a catalog from a Sales Representative, Animal Health Supplier, visit www.merck-animalhealthusa.com, or call 800-521-5767.

ELIGIBILITY

This offer is open to cattle producers using Merck Animal Health products, except for those producers who are signed up on an upfront pricing agreement. This program is not intended for buying groups as single entities unless they are able to legally document common ownership to achieve tier status. Participants must understand that the products rebated on this offer are for exclusive use of the enrolled account and shall not be for wholesale or resale. Merck Animal Health reserves the right to: decline the enrollment of any participant, refuse the payment of any rebates or recalculate any previous or future payments, at their sole discretion. To qualify for payment, participants must comply with all terms within this rebate, and any other applicable terms related to this offer. Offer is void where prohibited by law. Merck Animal Health reserves the right to modify, expand, reduce, extend, or cancel this program upon 30 days written notice to customers in the program.

ENROLLMENT PROCESS

All participants in the 2023 One Merck Producer Program that achieved Tier 1 or higher with a minimum of \$25,000 qualified purchases OR were enrolled in Tier 0 and reached at least \$15,000 are automatically enrolled for 2024. New enrollees, or accounts that did not participate in 2023 may join at any time by online submission by the Merck Animal Health sales rep only. Paper enrollments will not be accepted.

TIER LEVELS

Customers will be placed in an OMP tier based solely on overall 2023 annual purchases. EXAMPLE: Customer purchased at least \$60,000 but not greater than \$115,000 in 2023, that customer will be enrolled in tier 3.

Placement in the OMP grid will initially be based on the number of product buckets from which the customer made qualifying purchases* in 2023 minus 1 bucket.** Any combination of product purchases within a given bucket will count toward the achievement of that bucket.

*Qualified purchases are determined by the percent of a product bucket (either 5% or 10% depending on the bucket) times the overall tier level sales dollars. See sell sheet details for program product buckets with corresponding minimum annual purchases.

**If a customer purchases five buckets in 2023 and five buckets in Q1 2024 (meeting minimum thresholds), the customer will be trued up in his/her Q2 rebate payment on the additional bucket back to dollar one. The same logic will follow in the subsequent quarters.

REBATE CALCULATION AND PAYMENTS

Rebate amounts will be calculated using the total percent rebate and the invoice value. Rebate checks will be mailed annually for Tiers 1-4 and quarterly for Tiers 5-9. Quarter 1 payments will be made based on a customer's placement in the OMP grid. If a customer meets the minimum purchase requirements for additional buckets during a subsequent quarter, incremental rebate payments based on qualifying bucket purchases will be paid in the quarter following achievement. Rebates earned will accumulate until \$100 minimum check amount is reached. Rebates will be reconciled back to the beginning of the program and recalculated to achieved tier level at the end of the quarter, on a prorated basis. Allow six weeks for your rebate to be processed.

PROOF OF PURCHASES

Merck Animal Health prefers EDI data as proof-of-purchase. Approved proof of purchase* is final and binding to participants.

Specific information will be required when submitting a manual invoice. Invoices must also be clear and legible. Missing/illegible information will result in a delay in processing. Information that is ultimately not provided will result in the submission not being processed and the rebate payment not made. The following information is required for each invoice submission:

- Dates of all product purchase (all must fall within the dates of the respective quarter),

quantity (number of units) of product ordered, price paid for each product, dollar purchase total, and customer name and number (SAP #). Invoices must be generated by the seller of the product(s).

- Invoices should be submitted monthly, where possible, but must be submitted no later than the end of the month following the end of the quarter.
 - First quarter invoices (Jan - March) must be submitted no later than April 30.
 - Second quarter invoices (April - June) must be submitted no later than July 31.
 - Third quarter invoices (July - Sept) must be submitted not later than October 31.
 - Fourth quarter invoices (Oct - Nov) must be submitted no later than December 31.
 - All December 2024 invoices must be submitted no later than January 31, 2025.

- Customers who enroll in a One Merck program after the start of the year will be allowed to submit manual invoices outside of the noted time frames. For example, if a customer enrolls in September, he/she will be eligible to submit manual invoices from the first two quarters without penalty. This applies only to new enrollments. From the time of enrollment forward, the customer must submit invoices by the noted deadlines.

DISCLAIMERS

Merck Animal Health reserves the right, in its sole discretion, to:

- Refuse to enroll any account.
- Accept enrollment of any account.
- Refuse the payment of any rebates.
- Reconcile any previous payment.
- Modify, expand, reduce, extend or cancel the Program upon 30 days written notice to customers in the Program.
- Terminate its champion class of trade category and related privileges.
- Refuse participants' participation in other rebate offers.

For more information regarding this rebate offer and enrollment, contact your Merck Animal Health representative.

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