



September 18, 2018

Dear Extreme Networks Customer,

We're proud to call ourselves a Customer-Driven Networking™ company. We strive every day to make doing business with us easy and to earn your trust. Our focus on your success has resulted in industry recognition that our teams are very proud of, including our #1 rank in the industry for service and support (Gartner Peer Insights), our Leader position in the 2018 Gartner Magic Quadrant for Wired & Wireless LAN Access Infrastructure, and our Challenger position in the 2018 Gartner Magic Quadrant for Data Center Networking. None of this would be possible without your continued support.

As an important customer who may be impacted, I want to make you aware of a situation we are monitoring closely. As you may have heard, starting September 24th the United States Government will impose a 10 percent tariff on certain products that are manufactured in factories in China and are then imported and sold in the United States. On January 1st, the tariff will increase to 25 percent. Many of Extreme's product lines fall into this new tariff category and will be affected. The potential impact of this policy may be significant.

I want to share with you how we plan to handle this situation.

We are taking many proactive measures to mitigate cost increases the tariff will pose on our products and to our business, including proactively managing supply levels. We will do everything we can to alleviate any associated cost increases to you. However, given the uncertainty of the scale, duration and complexity associated with compliance, we may need to share tariff fees in the future.

Your account representative will keep you apprised of new information and we will provide updates as the situation unfolds. Thank you for your support of Extreme and our mission to serve your needs as a Customer-Driven Networking company.

Sincerely,

A handwritten signature in blue ink that reads 'Ed Meyercord'.

Ed Meyercord

President and CEO
Extreme Networks

Gartner, Magic Quadrant for the Wired and Wireless LAN Access Infrastructure, 11 July 2018.

Gartner, Magic Quadrant for Data Center Networking, 11 July 2018

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