



October 11, 2018

Dear Extreme Networks Customers and Partners,

I'm writing to make you aware of a situation we have been monitoring closely and want to bring to your attention. As you may have heard, the United States Government has imposed a tariff of 10% on products that are manufactured in China and then imported and sold in the United States. This tariff went into effect on September 24 and will potentially grow to 25% on January 1, 2019. Many of Extreme's product lines fall into this tariff category and are affected. Despite us taking actions to decrease the effects, the impact of this policy is significant to our business and will become more significant if the tariff increases.

Due to the tariff, the cost of select products will increase globally starting November 1, 2018. Any orders placed prior to November 1 will not be affected by this price increase. Please take this into consideration as you assess your network purchasing plans.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bob Gault', written in a cursive style.

Bob Gault

Chief Revenue & Services Officer
Extreme Networks