



May 22, 2019

Dear U.S. Customers,

Two weeks ago, I shared with you that Extreme would raise prices on select products should the United States increase the tariff on certain networking hardware products manufactured in China and imported and sold in the U.S.

On May 10, the U.S. officially announced the increase of this tariff to 25%; subsequently, and as a follow up to our prior communications, we will increase the prices of select products into the U.S. by an additional 10%, effective June 1, 2019. All purchase orders submitted after 12:01 a.m. Eastern Daylight Time on that day will be subject to the Extreme price increase.

Please reach out to your sales representative with any questions regarding which products are affected.

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