



November 28, 2018

Dear Extreme Networks Customers and Partners,

I'm writing to provide an update regarding recent tariffs and how they will impact you as Extreme customers and partners located in the United States. In September, the United States government imposed a tariff of 10 percent on certain networking products and components manufactured in China that are imported and sold in the United States. On January 1, 2019, we anticipate the tariff will increase an additional 15 percent to an aggregate 25 percent tariff. Many of Extreme's product lines fall into this tariff category.

Despite our actions to decrease the impacts of this policy on our customers and partners in the U.S., select product families will again be affected and will have higher prices to offset the direct expenses imposed by the tariff effective January 1, 2019. We do not expect that our wireless, optics and software products will be impacted by this latest price increase. In addition, any orders placed in the U.S. prior to January 1, 2019 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