



December 5, 2018

Dear Extreme Networks Customers and Partners,

Last week I wrote regarding an anticipated U.S. tariff rate increase from 10 percent to 25 percent on January 1, 2019 and a related Extreme Networks price increase on specific products subject to the tariff. As you may have heard, the U.S. government has postponed plans to raise tariffs for up to 90 days (from December 1st) and will no longer incrementally increase the tariff by 15 percent on January 1. We will monitor the situation as the United States and China continue to negotiate trade issues over the next several months. Depending on how the negotiations evolve, the tariff increase may be postponed further beyond the current March 1st date OR may be made effective on short notice.

Due to the government's postponement, the January 1st U.S. price increase I announced last week **will not** take effect at this time. We continue to monitor the situation and will advise if further changes in the tariff policy will impact our prices in the coming months.

We value our partnership and thank you for your continued support of Extreme Networks. If you have any additional questions, please contact your sales representative for more information.

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