



August 14, 2019

Dear US Customers and Reseller Partners,

In early August 2019, the United States Government announced it will impose a 10% tariff on an additional \$300B of goods manufactured in China when imported and sold in the US. When this tariff goes into effect, it will impact additional networking products that have not been previously subject to tariffs, including wireless access points and hardware optic products.

When the US Government implements this new tariff, which may occur on September 1, 2019, Extreme will increase its prices on its wireless access points and hardware optics products by 4% effective September 15, 2019. This increase would only apply to sales in the US; orders placed prior to September 15th would not be affected. Should this tariff be delayed, we will also delay the increase until a later day.

Please reach out to your account team with questions regarding specifically which products may be affected. All orders placed require a purchase order from an Extreme reseller, distributor or from Extreme directly.

Please take the information above into consideration as you assess your network purchasing plans. We continue to work with our supply chain to reduce and mitigate the impact of tariffs on our customers and partners. Thank you for your continued support of Extreme.

Sincerely,

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

Bob Gault

Chief Revenue and Services Officer
Extreme Networks