

Dear Extreme Partners,

The Coronavirus outbreak in China continues to evolve, causing challenges for international companies in nearly every industry, including Extreme Networks. Component suppliers and production facilities have extended shutdowns or are operating at limited capacity causing disruption to global supplies of critical materials.

As a channel partner, we will keep you informed on the situation, its impacts and the mitigation efforts that are underway to minimize any disruption to existing production schedules or related Extreme shipments.

At this time, we have enacted business continuity plans with our production partners to reduce risk of additional supply chain disruptions, including:

- Working with our suppliers who are also implementing their business continuity plans and managing around the current disruptions.
- Ensuring our suppliers have implemented appropriate measures to safely re-initiate production and secure material supply.
- Working with suppliers to support both raw material and production requirements from other locations outside of China as appropriate.
- Continually working with our freight providers to make sure they can support our logistical requirements.

Our objective is to minimize the impact on our customers and partners caused by this serious outbreak.

If you have any concerns about current or future quarter hardware availability, please work closely with our distribution partners and reach out to your local team about appropriate product substitutions. We are confident that by working together we can be successful in meeting our objectives through this challenging time.

Best Regards,

Jack Lyon, Senior Vice President, Operations