

Subject: Genlyte Solutions' Update Regarding Tariff Developments

Date: March 10, 2025

Dear Valued Customer:

Genlyte Solutions, a Signify business ("Genlyte") remains committed to providing competitive pricing while navigating the evolving tariff landscape.

Since our earlier announcement on February 7, 2025, the new tariffs announced on March 4, 2025, include a **20% tariff on goods imported from China** and a **forthcoming 25% global tariff on steel and aluminum imports**. These measures directly impact material costs across our industry, and as a result, our pricing and order policies must change.

Genlyte will take the following actions:

- **Select Professional LED Lamps, Electronics, Luminaires (including Poles & Brackets) & Controls products will have a 5%-8% average price increase.**
- **Select Conventional Lamps & Electronics products will have an up to 20% price increase.**
- **Targeted price increase on select products will be effective March 24, 2025:**
 - Due to the unexpectedly short tariff implementation period, the last day for entry and shipping release of orders for impacted products at the current prices is **March 21, 2025**. All orders of affected products entered after this date will be invoiced at the new prices, without exception.
 - Price lists for the affected products are being updated and will be available by **March 24, 2025**.
 - Genlyte reserves the right to modify prices of any products at any time based on new or additional tariffs becoming effective in the future.

We continue to keep a close watch on these evolving trade policies. Our goal is to continue to offer competitive pricing while minimizing the impact of these changes to your projects. We value your business and appreciate your partnership as we navigate these changes together.

If you have any questions or need additional information, please contact your Genlyte salesperson or local manufacturer's representative.

With kind regards,



Christy Tilton
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