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May 31, 2019

Dear Valued Lutron Customer:

Thank you for your continued partnership with Lutron. We have enjoyed many successful years in business by following Lutron's principles:

- Take care of the customer with superior goods and services
- Take care of the company
- Take care of the people
- Innovate with high quality
- Deliver value to the customer

In order to continue to deliver on our principles, given recent trade announcements, Lutron will be implementing a price adjustment effective July 14, 2019. Due to the evolving nature of the trade situation, we will be solidifying the impact on various products/families over the next two weeks.

If trade and market conditions return to pre-May 2019 conditions, it is our intention to return pricing to pre-May 2019 levels.

Detailed pricing information will be available on or before June 15, 2019 via Customer Service and residential design platforms. IDW and Trade Services files will be available for extraction by June 15, 2019.

We remain committed to maintaining our investment in innovation, and product performance, while providing you with the highest levels of service and quality. Our 50+ years of quality, service and innovation continue to set industry standards, add value to our customers, and enable our valued partners to expand the market and grow their sales. These investments are good for all of us.

We will continue to evaluate pricing for other product families and will advise of any changes with the appropriate lead time.

Thank you for your continued support. We look forward to another successful year together through 2019 and beyond.

A handwritten signature in black ink, appearing to read "R. Mehrganpour", is written over a large, light blue oval background.

Ramin Mehrganpour
Executive Vice President



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