



March 10, 2025

Letter to Customers Regarding Changing Tariffs

Dear Valued Customers,

We hope this year is off to a good start for everyone. We are writing to inform you about the current changes in tariff regulations in the United States and how they may impact our business and your orders with E-Switch.

As you may be aware, the tariff situation has been very dynamic, with new updates and changes occurring frequently. At E-Switch, we are closely monitoring these developments to ensure that we stay informed and can act swiftly to mitigate any potential impact on our operations and our valued customers.

Our primary intent is to cover our tariff costs without adding any undue financial burden on our customers. We understand the importance of maintaining fair and competitive pricing, and we are committed to transparency in how these changes may affect you.

We will endeavor to try to minimize the number of changes we need to make to the tariff rate, which is currently added onto your invoice as a separate line item, but with the current political environment, multiple changes may be unavoidable for the foreseeable future. Whenever possible, we will strive to give you 30 days' notice to help you prepare for any coming changes.

In addition, E-Switch has been and will continue to search for alternate manufacturing locations as part of our risk mitigation plan.

We appreciate your understanding and continued support during this time of change. Our goal is to ensure that your experience with E-Switch remains positive and that our products and services continue to meet your expectations.

If you have any questions or concerns regarding this matter, please do not hesitate to contact our customer service team. We are here to assist you and provide any further information you may need.

Thank you for your attention to this important update. We value your business and look forward to continuing to serve you.

Sincerely,

Curt Bakken

President

E-Switch, Inc.