



May 1, 2018

To our valued Manufacturer's Representatives:

We are extremely excited to announce that IOTA has officially become part of the Acuity Brands lighting family. The decision to acquire IOTA by Acuity's Executive team was based on enhancing the strategic assets of their existing portfolio of brands by adding the innovative legacy and industry-leading product lineup of the IOTA brand.

There exists a true sense of opportunity in joining our resources together to advance the Life Safety product offering to our industry, and we are more than eager to take on the task. During this acquisition, we will make our transition seamless as our Tucson facilities will remain fully intact and ready to serve our customers' needs. We would like to reiterate the following in the immediate days ahead:

- As we work through transitioning IOTA into the Acuity Brands family, business will proceed as normal for all functional departments within IOTA. Please continue to specify and submit your orders as usual, and work with your IOTA Customer Support and Technical Support contacts. Your Regional Sales Managers will continue to schedule and travel to support your growth goals as well as your regional industry events.
- With this acquisition, we will work together to incorporate Acuity's Power Sentry® and IOTA's product portfolio together in the next several months. Acuity and IOTA's teams will be working together to make any decisions about brand rationalization, structure changes and all other strategic decisions to ensure a successful go-forward plan.
- Your point of contact for any questions related to this acquisition should be directed towards either Steve Jensen or myself.

The coming weeks will include a lot of behind-the-scene activity, but we want to assure you that your day-to-day contacts will be focused on providing the best-in-class service you have come to expect from IOTA.

Sincerely,

Jeff Price  
Vice President, Sales & Marketing  
IOTA Engineering