



Date: June 7, 2019

To: U.S. Acuity Brands Customers

Subject: Price Increases

On May 30, 2019, President Trump indicated new tariffs will be imposed upon any and all material imported into the United States from Mexico, without exception. The schedule currently indicated by the administration for implementation of these tariffs is as follows:

Tariff Rate	Effective Date
5%	June 10, 2019
10%	July 1, 2019
15%	August 1, 2019
20%	September 1, 2019
25%	October 1, 2019

**As a result of these proposed tariffs, as well as additional tariffs expected on certain China-sourced products, we are announcing the following price increases to be implemented and effective on the dates listed below:**

1. Mexico-Tariff Impacted Products. An initial price increase on all Mexico-tariff impacted products of up to 10% effective on July 1, 2019. **The last day for entry and shipping release of orders for impacted products at current prices is Friday, June 28, 2019. Additional price increases will go into effect every thirty (30) days, consistent with the tariff implementation schedule outlined above.** Follow-up communications setting forth entry and shipping release deadlines in connection with the implementation of each additional tariff will be provided.
2. "List 4" China-Sourced Products. The USTR has also released a "List 4" of China-sourced products, which may be impacted by a 25% tariff. The "List 4" products were exempt from previous tariff lists. If enacted, this is expected to impact a limited portion of the Acuity portfolio. Follow-up communications setting forth entry and shipping release deadlines as well as the increase effective date will be communicated once confirmed.

**All orders entered or released for shipping after the dates specified above will be invoiced at the new prices, without exception.** Price increase levels by product family and updated customer stock price sheets will be communicated ahead of the implementation dates through subsequent communications from your Acuity sales contact.

We will continue to monitor the Trump Administration's actions and communicate any changes to tariff rates, implementation dates, or scope of items that would affect this announced increase and future increases accordingly. We understand that this is a uniquely challenging pricing environment and one we have not

previously had to navigate together. We appreciate your support as we jointly work through these dynamic times.

Best Regards,



Sero Cardamone  
SVP, Global Sales



Amra Boucher  
VP, Customer Engagement



Mike DeBlois  
VP, Pricing Operations