



November 7th, 2024

Dear Valued Dealers,

Hoping that this message finds you well, we want to take a moment to express our gratitude for your continued partnership and support during 2024. This year has tested our network's resilience and made us rediscover our sales, marketing and operational efficiency abilities.

As we look ahead to 2025, we want to inform you that there will be a **1% price increase** on our products, effective end of day (midnight) **Friday December 6, 2024**. Recognizing that we have a commitment to you and the success of your business, each of our teams have put forward their best effort in finding efficiencies to counter the pressures of cost increases across our industry. In doing so, we strive to maintain the elevated quality of our products and service that you expect from us while navigating the current market conditions.

We appreciate your understanding and support as we implement this change. Updated pricing sheets will follow in the coming weeks, and the online ordering system will automatically be updated for the December 6th change.

Thank you again for your continued partnership. If you have comments or questions, please contact your Solatube Representative.

Sincerely,

A handwritten signature in black ink, appearing to read 'Francisco J. Lopez', written in a cursive style.

Francisco J. Lopez

President