

July 19, 2016



*A message from Steve Liu,
VP Strategic Sourcing & Purchasing,
Legrand North America:*

Dear Valued Supplier and Partner,

Legrand is a \$5.8 billion global company with 30,000 employees world-wide and products sold in 180 countries. As the leading provider of products and systems for electrical installations and information networks wherever people live and work, Legrand delivers an unequalled depth and breadth of innovative solutions for use in residential, commercial, and industrial buildings.

As Legrand's largest regional business entity, Legrand North America continues to aggressively expand its markets through acquisitions and organic growth. Our most recent acquisitions have broadened our market positions such as power distribution (Raritan), architectural lighting (Pinnacle), and wireless networking (Luxul). As we grow, we expect our business partners who are competitive and innovative to grow with us.

The relationship between Legrand and our suppliers is built on mutual trust, integrity, and commitment. We work with, as well as actively seek, suppliers who are able to collaboratively work together, drive operational supply chain excellence, and always look for innovative and sustainable product and service solutions.

Thank you,

Steve Liu