



May 12, 2022

Dear Valued Lynx Partner,

Lynx €/€ Exchange Rate Guarantee

I hope this email finds you, and all of your family, well as it has been a challenging 24 months. With the brutal and lingering pandemic, supply chain disruptions, energy concerns and the conflict in Ukraine, turbulence has been the norm for some time now. Most recently the €/€ exchange rate has been volatile, with a trend downward. In an effort to alleviate some of the uncertainty, and allow you to aggressively quote Lynx packaged solutions with confidence, Lynx is re-instituting the €/€ exchange rate guarantee program through the remainder of 2022.

The exchange rate guarantee applies to Lynx Partners both inside and outside the Euro Zone. From now, until 12/31/2022, if the €/€ exchange is below 1.10 on the day your order is shipped, your invoice will be adjusted to reflect a €/€ exchange rate of 1.10. If the €/€ exchange rate is above 1.10 on the day your order ships, your invoice will remain unchanged and you will benefit from the favorable exchange rate.

Details of the €/€ Exchange Rate Floor program are as follows:

- Effective 05/12/2022 through 12/31/2022 the Lynx €/€ Exchange Rate Guarantee will be set to 1.10.
- The program is applied to all Lynx International Partners both inside and outside the Euro Zone.
- The €/€ Exchange Guarantee only applies to orders which include a Lynx Packaged Solution (i.e. Competition Package).
- The exchange rate evaluation/adjustment occurs on the day your order is shipped from Lynx.
- The exchange rate program is for Lynx products only and does not apply other charges such as shipping.
- If the €/€ exchange rate is below 1.10 on the day that your order is shipped, your invoice will be adjusted to reflect a €/€ exchange rate of 1.10.

Our intention is to provide you with the certainty, and confidence, necessary to continue aggressively promoting Lynx solutions. I've included several examples to help illustrate how the program works:

Example 1:

- Lynx products are shipped to a Lynx International Partner on June 2, 2022
- The products shipped include a Championship Package and accessory products totaling \$25,497 (shipping not included)
- The €/S exchange rate on June 2, 2022 is 1.05, which is below the €/S Exchange Guarantee of 1.10 so the invoice is adjusted to reflect an exchange of 1.10.
- New Invoice value = $\$25,497 * (1.05/1.10) = \$24,338$ resulting in an invoice reduction of \$1,159

Example 2:

- Lynx products are shipped to a Lynx International Partner on June 2, 2022
- The products shipped include a Championship Package and accessory products totaling \$25,497 (shipping not included)
- The €/S exchange rate on June 2, 2022 is 1.20, which is above the €/S Exchange Guarantee of 1.10, so there is no adjustment and the invoice remains at \$25,497

Example 3:

- Lynx products are shipped to a Lynx International Partner on June 2, 2022
- The products shipped include accessory products only and total \$2,300 (shipping not included)
- Since the shipment does not include a Lynx Packaged Solution, there is no adjustment to the invoice.

As always, please feel free to ask any questions you might have.

Best Regards,

Ed

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