

**Chart for 15% off when upgrading: Sonos One, Sonos One (Gen 2), Beam (Gen 1), PLAY:1, PLAY:3, PLAY:5 Gen 2, PLAYBAR, and PLAYBASE**

<b>Core Products</b>	<b>MSRP</b>	<b>End User Discounted Price</b>	<b>Discount to End User</b>
Arc	\$899.00	\$764.15	\$134.85
Beam (Gen 2)	\$499.00	\$424.15	\$74.85
Sonos Five	\$549.00	\$466.65	\$82.35
Sonos One (Gen 2)	\$219.00	\$186.15	\$32.85
Amp	\$699.00	\$594.15	\$104.85
Era 300	\$449.00	\$381.65	\$67.35
Era 100	\$249.00	\$211.65	\$37.35
Sub (Gen 3)	\$799.00	\$679.15	\$119.85
Sub Mini	\$429.00	\$364.65	\$64.35
Move	\$399.00	\$339.15	\$59.85
Ray	\$279.00	\$237.15	\$41.85
Roam	\$179.00	\$152.15	\$26.85
Sonos One SL	\$199.00	\$169.16	\$29.85
Port	\$449.00	\$381.65	\$67.35
Sonos Architectural In-Ceiling (Pair)	\$659.00	\$560.15	\$98.85
Sonos Architectural In-Wall (Pair)	\$659.00	\$560.15	\$98.85
Sonos Architectural Outdoor (Pair)	\$879.00	\$747.15	\$131.85
<b>Accessories</b>			
Boost	\$99.00	\$84.15	\$14.85
Wall Mount for Arc	\$79.00	\$67.15	\$11.85
Wall Mount for Beam	\$49.00	\$41.65	\$7.35
Sonos Shelf for One/One SL	\$59.00	\$50.15	\$8.85
Sonos Stands for One/One SL	\$249.00	\$211.65	\$37.35
Wall Mount pair for One/One SL	\$99.00	\$84.15	\$14.85
Sonos Wall Mount for One/One SL	\$59.00	\$50.15	\$8.85
Sonos Angled Power Cable (Standard)	\$24.99	\$21.24	\$3.75

Sonos Angled Power Cable (Short)	\$19.99	\$16.99	\$3.00
Sonos Angled Power Cable (Long)	\$29.99	\$25.49	\$4.50
Sonos Straight Power Cable (Standard)	\$24.99	\$21.24	\$3.75
Sonos Straight Power Cable (Short)	\$19.99	\$16.99	\$3.00
Sonos Straight Power Cable (Long)	\$29.99	\$25.49	\$4.50

## Chart for 30% off when upgrading: CR200, PLAY:5 Gen 1, CONNECT, and CONNECT AMP

Core Products	MSRP	End User Discounted Price	Discount to End User
Arc	\$899.00	\$629.30	\$269.70
Beam (Gen 2)	\$499	\$349.30	\$149.70
Sonos Five	\$549.00	\$384.30	\$164.70
Sonos One (Gen 2)	\$219.00	\$153.30	\$65.70
Amp	\$699.00	\$489.30	\$209.70
Era 300	\$449.00	\$314.30	\$134.70
Era 100	\$249.00	\$174.30	\$74.70
Sub (Gen 3)	\$799.00	\$559.30	\$239.70
Sub Mini	\$429.00	\$300.30	128.70
Move	\$399.00	\$279.30	\$119.70
Ray	\$279.00	\$195.30	\$83.70
Roam	\$179.00	\$125.30	\$53.70
Sonos One SL	\$199.00	\$139.30	\$59.70
Port	\$449.00	\$314.30	\$134.70
Sonos Architectural In-Ceiling (Pair)	\$659.00	\$461.30	\$197.70
Sonos Architectural In-Wall (Pair)	\$659.00	\$461.30	\$197.70
Sonos Architectural Outdoor (Pair)	\$879.00	\$615.30	\$269.70
<b>Accessories</b>			
Boost	\$99.00	\$69.30	\$29.70
Wall Mount for Arc	\$79.00	\$55.30	\$23.70
Wall Mount for Beam	\$49.00	\$34.30	\$14.70
Sonos Shelf for One/One SL	\$59.00	\$41.30	\$17.70
Sonos Stands for One/One SL (Pair)	\$249.00	\$174.30	\$74.70
Wall Mount pair for One/One SL	\$59.00	\$41.30	\$17.70
Sonos Wall Mount for One/One SL	\$59.00	\$41.30	\$17.70
Sonos Angled Power Cable (Standard)	\$24.99	\$17.49	\$7.50
Sonos Angled Power Cable (Short)	\$19.99	\$13.99	\$6.00
Sonos Angled Power Cable (Long)	\$29.99	\$20.99	\$9.00
Sonos Straight Power Cable (Standard)	\$24.99	\$17.49	\$7.50
Sonos Straight Power Cable (Short)	\$19.99	\$13.99	\$6.00
Sonos Straight Power Cable (Long)	\$29.99	\$20.99	\$9.00