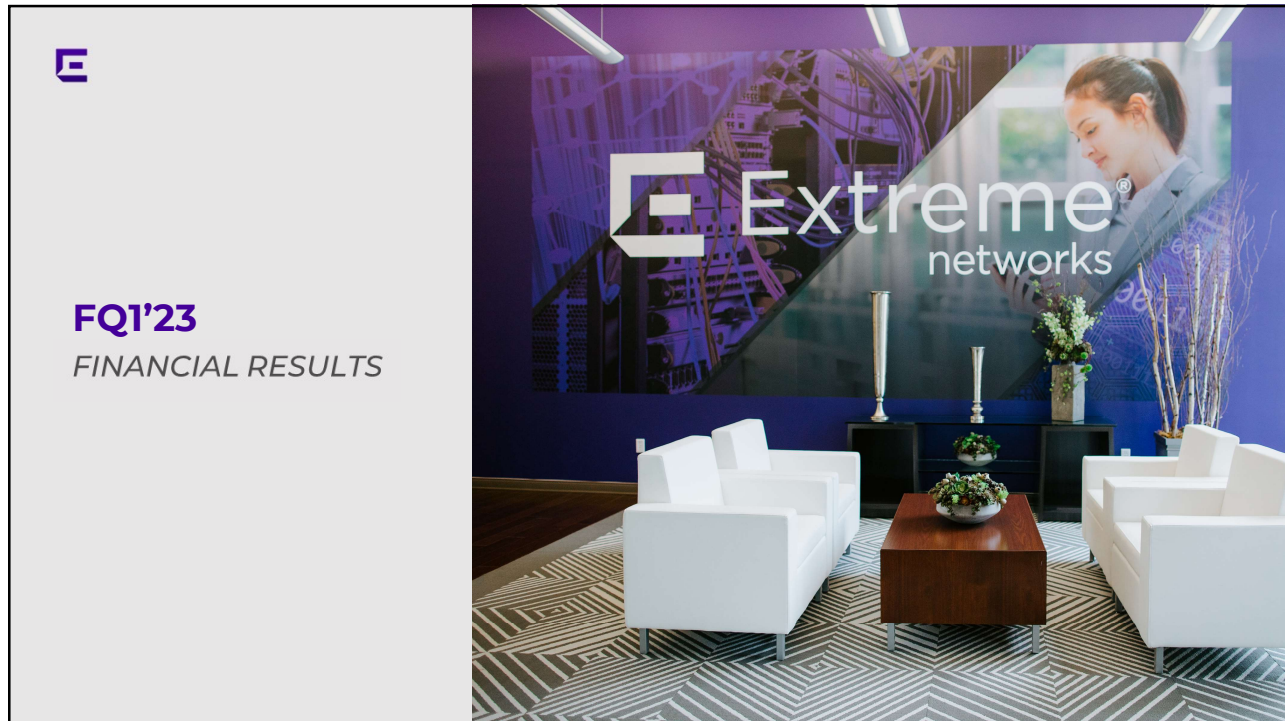




1

CAUTIONARY STATEMENT ON FINANCIAL MEASURES <span style="float: right;">E</span>	
<p><b>Non-GAAP Measures:</b></p> <p><i>In preparing the accompanying information Extreme Networks Inc. (the "Company") has excluded, where applicable, the impact of certain Non-GAAP costs as listed at the end of this presentation. The Company believes these Non-GAAP measures provide both management and investors with additional insight into its current operations, the trends affecting the Company, the Company's marketplace performance, and the Company's ability to generate cash from operations. Accordingly, management uses these Non-GAAP measures along with comparable GAAP information when evaluating the Company's historical performance and future business activities. The Company's Non-GAAP measures may be different than those used by other companies and should be considered in conjunction with, and not as a substitute for, the Company's financial information presented in accordance with GAAP. Please refer to our most recent earnings press release dated October 27, 2022, which is posted on the "Investor Relations" section of our website and to pages 19-22 and 26 of this presentation for the required reconciliation to the most comparable GAAP financial measures.</i></p>	<p><b>Forward-Looking Statements:</b></p> <p><i>This presentation contains forward-looking statements including, but not limited to: the expected financial performance of the Company. These forward-looking statements involve a number of risks and uncertainties which could cause actual results to differ materially from those anticipated by these statements. You should not place undue reliance on forward-looking statements, which are based on current beliefs, assumptions and expectations, and speak only as of the date of this presentation. We undertake no obligation to update these statements. For a detailed description of these risks and uncertainties please refer to our most recent reports on Form 10-K, Form 10-Q, and Form 8-K filed with the SEC.</i></p>
©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 2	

2



3

## FQ1'23 RESULTS SUMMARY

DOUBLE-DIGIT GROWTH FUELED BY STRONG DEMAND AND EXECUTION

<p style="text-align: center; font-weight: bold; margin: 0;">Continued Strong Growth</p>	<ul style="list-style-type: none"> <li>Continued Strong Bookings Growth Y/Y</li> <li>Record Revenue on 11% Y/Y Revenue Growth</li> <li>Product Backlog Grew to \$555 million</li> </ul>
<p style="text-align: center; font-weight: bold; margin: 0;">Cloud SaaS Subscriptions</p>	<ul style="list-style-type: none"> <li>Subscription Bookings Growth accelerated to 60% Y/Y</li> <li>Annualized Cloud SaaS Bookings of nearly \$190 million</li> <li>Ending ARR of \$111 million, up 41% Y/Y</li> </ul>
<p style="text-align: center; font-weight: bold; margin: 0;">Robust Profitability and Free Cash Flow</p>	<ul style="list-style-type: none"> <li>Strong 12.1% Non-GAAP Operating Margin</li> <li>Free Cash Flow of \$46.6M, Up 26% Y/Y</li> <li>Net Debt of \$73 million, down 47% Y/Y</li> </ul>


©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 4

4


## FQ1'23 HIGHLIGHTS E

### CLOUD ADOPTION


SaaS ARR<sup>2</sup> \$11M




**Recurring Revenue 29%**



**\$171M**  
SaaS Deferred Revenue<sup>2</sup>



Product Book to Bill Ratio  
**1.3x**



Service Book to Bill Ratio  
**1.4x**

### DRIVING GROWTH

Backlog	<b>\$555M</b>
Total Revenue Growth (Y/Y %)	<b>11.2%</b>
Product Revenue Growth (Y/Y %)	<b>11.4%</b>
Service & Subscription Revenue Growth (Y/Y %)	<b>10.8%</b>
SaaS Subscription Bookings Growth (Y/Y %)	<b>60%</b>
Large Customers <small>(Over \$1M in bookings for the Quarter)</small>	<b>37</b>


### PROFITABILITY AND CASH FLOW

Non-GAAP Gross Margin %<sup>1</sup> **57.6%**

**12.1%**  
Non-GAAP Operating Margin%<sup>1</sup>

**\$0.20**  
Non-GAAP EPS (\$)<sup>1</sup>

**\$46.6M**  
Free Cash Flow



**Net Debt**



**\$73M**

<sup>1</sup> See Appendices for GAAP to Non-GAAP reconciliation | <sup>2</sup> See Appendices for ARR & SaaS Deferred Revenue Definition ©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 5

5

## VERTICAL TRENDS AND CONTRIBUTION TO TOTAL BOOKINGS E

Bookings growth driven by strength in Government, Manufacturing, and Transportation / Logistics verticals





### GOVT + EDUCATION

**TAILWINDS:** Strong continued government spending across subsectors and higher ed

**HEADWINDS:** E-rate spending cycle stable

>40%





### HEALTHCARE

**TAILWINDS:** Rising demand and outlook on wireless and campus switching upgrades cycles

**HEADWINDS:** Some existing customers awaiting switching refresh coming in 2HCY22

~10%





### HOSPITALITY + VENUES

**TAILWINDS:** Continued new logo wins across venues and hospitality

**HEADWINDS:** Seasonality of sports venue deployments

<5%





### MANUFACTURING

**TAILWINDS:** Solid growth in manufacturing

**HEADWINDS:** Macroeconomic outlook

~10%





### RETAIL + TRANSPORTATION

**TAILWINDS:** Growth led by transportation / logistics

**HEADWINDS:** Retail demand is deal-driven

+10%



### SERVICE PROVIDER

**TAILWINDS:** 5G driven demand

**HEADWINDS:** Timing of 5G projects

~5%

6

3

## GAAP FINANCIAL HIGHLIGHTS – FINANCIAL OPERATIONS

(IN M'S EXCEPT PERCENTAGES AND EPS)



	Quarter		
	FQ1'22	FQ4'22	FQ1'23
<b>GAAP</b>			
Product Revenue	\$185.2	\$187.1	\$206.3
Services Revenue	\$82.5	\$91.1	\$91.4
Total Revenue	\$267.7	\$278.2	\$297.7
Total GM %	58.1%	55.4%	56.0%
Operating Income \$	\$18.3	\$10.5	\$17.4
Operating Margin %	6.9%	3.8%	5.8%
Net Income	\$12.7	\$5.4	\$12.6
EBITDA	\$30.2	\$19.7	\$26.8
EPS	\$0.10	\$0.04	\$0.09

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 7

7

## NON-GAAP FINANCIAL HIGHLIGHTS – FINANCIAL OPERATIONS

(IN M'S EXCEPT PERCENTAGES AND EPS)

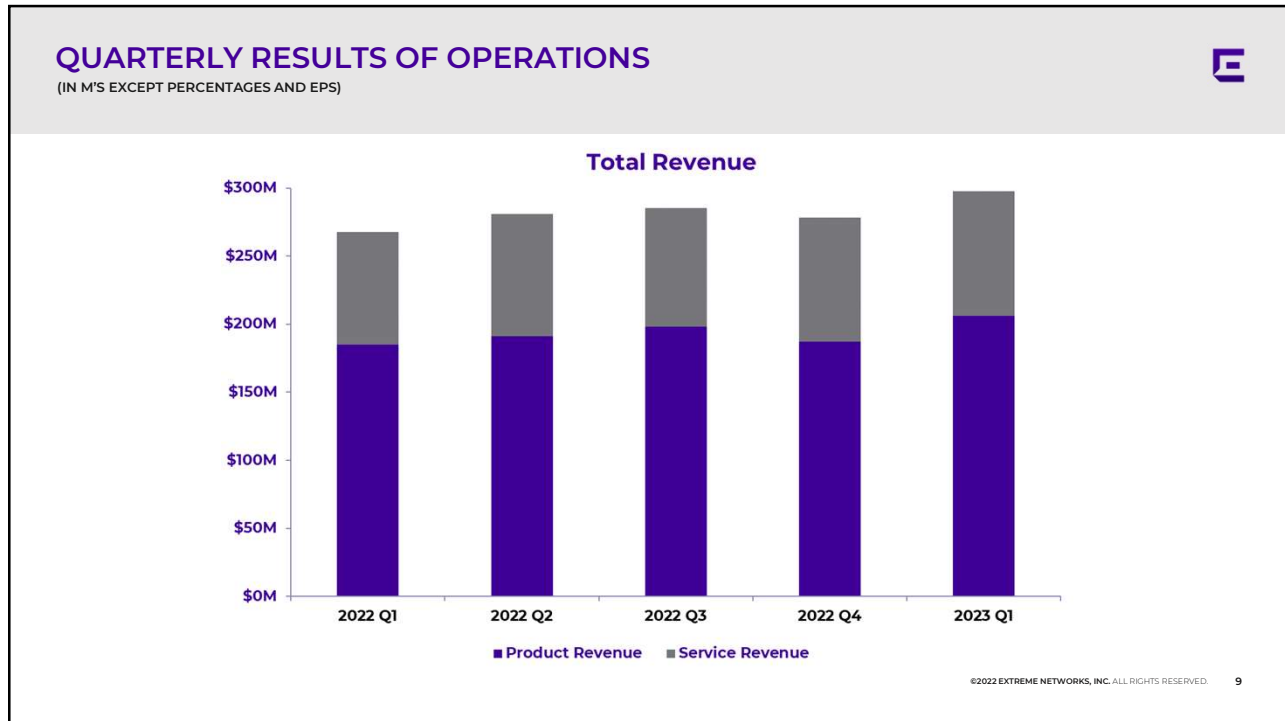


	Quarter		
	FQ1'22	FQ4'22	FQ1'23
<b>Non-GAAP<sup>1</sup></b>			
Product Revenue	\$185.2	\$187.1	\$206.3
Services Revenue	\$82.5	\$91.1	\$91.4
Total Revenue	\$267.7	\$278.2	\$297.7
Total GM %	60.3%	57.0%	57.6%
Operating Income \$	\$37.0	\$26.8	\$36.2
Operating Margin %	13.8%	9.6%	12.1%
Net Income	\$28.0	\$19.6	\$27.1
EBITDA	\$42.4	\$31.8	\$41.5
EPS	\$0.21	\$0.15	\$0.20

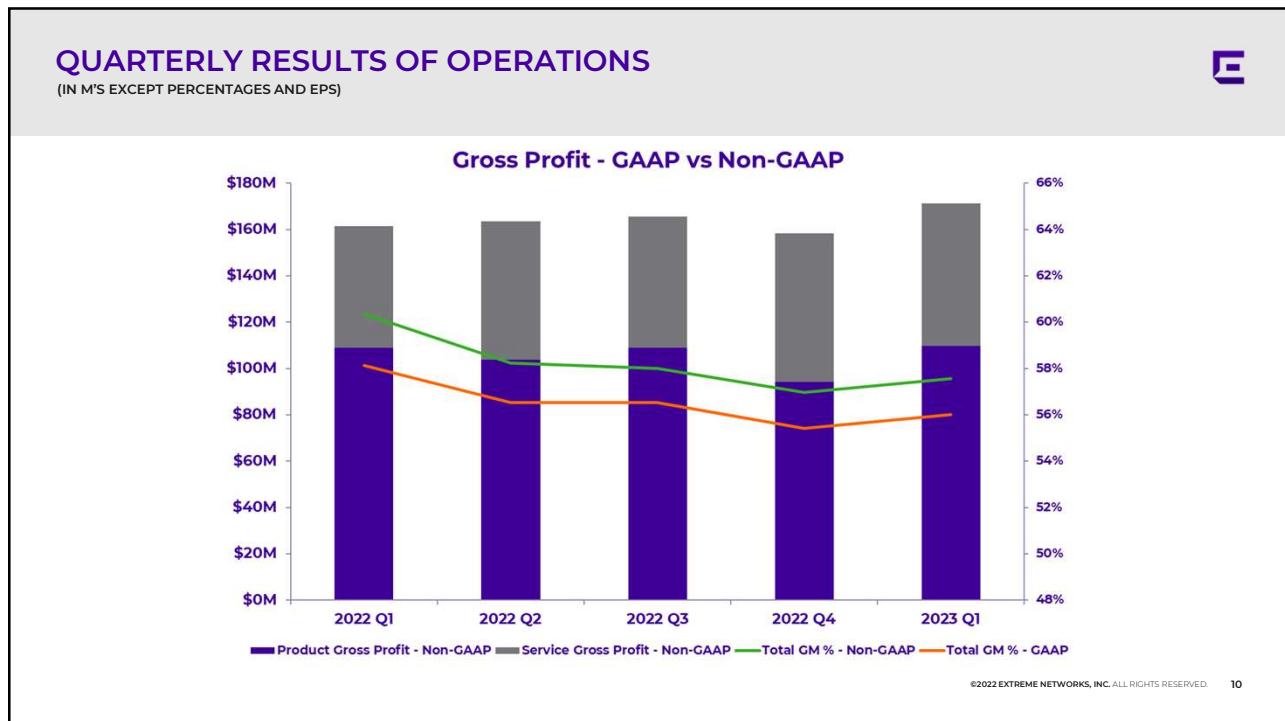
<sup>1</sup> See Appendices for GAAP to Non-GAAP reconciliation.

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 8

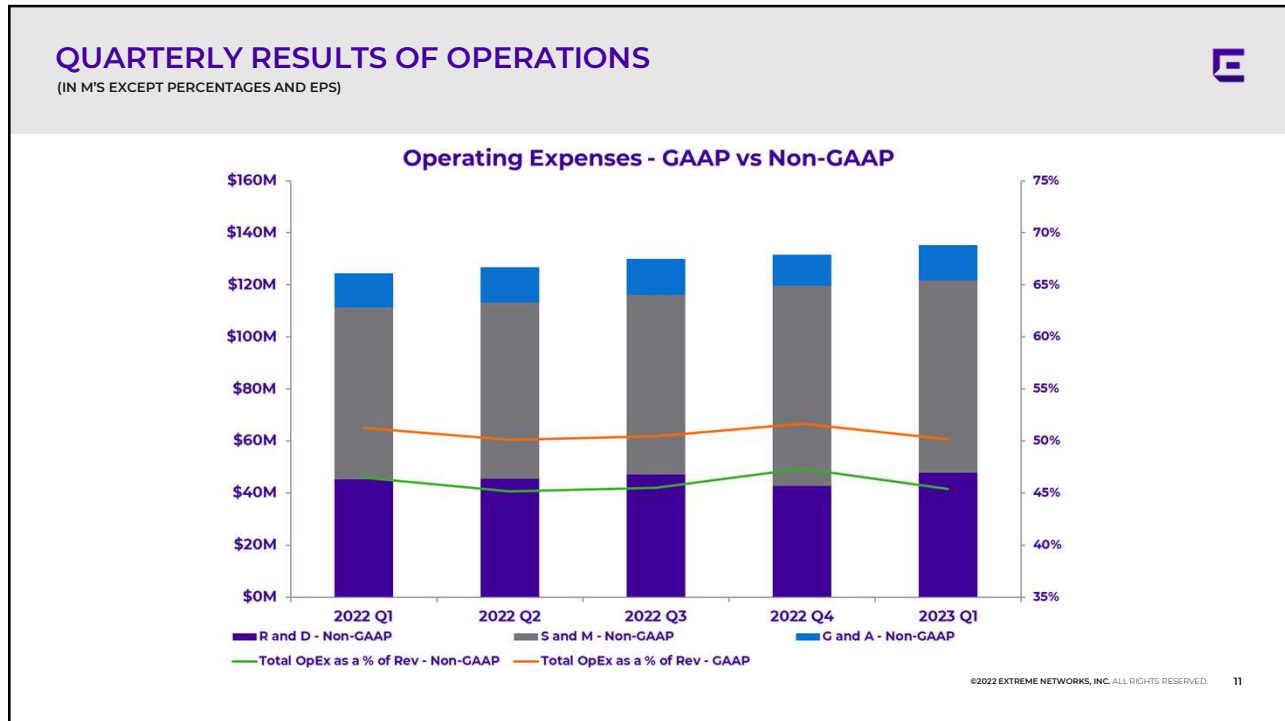
8



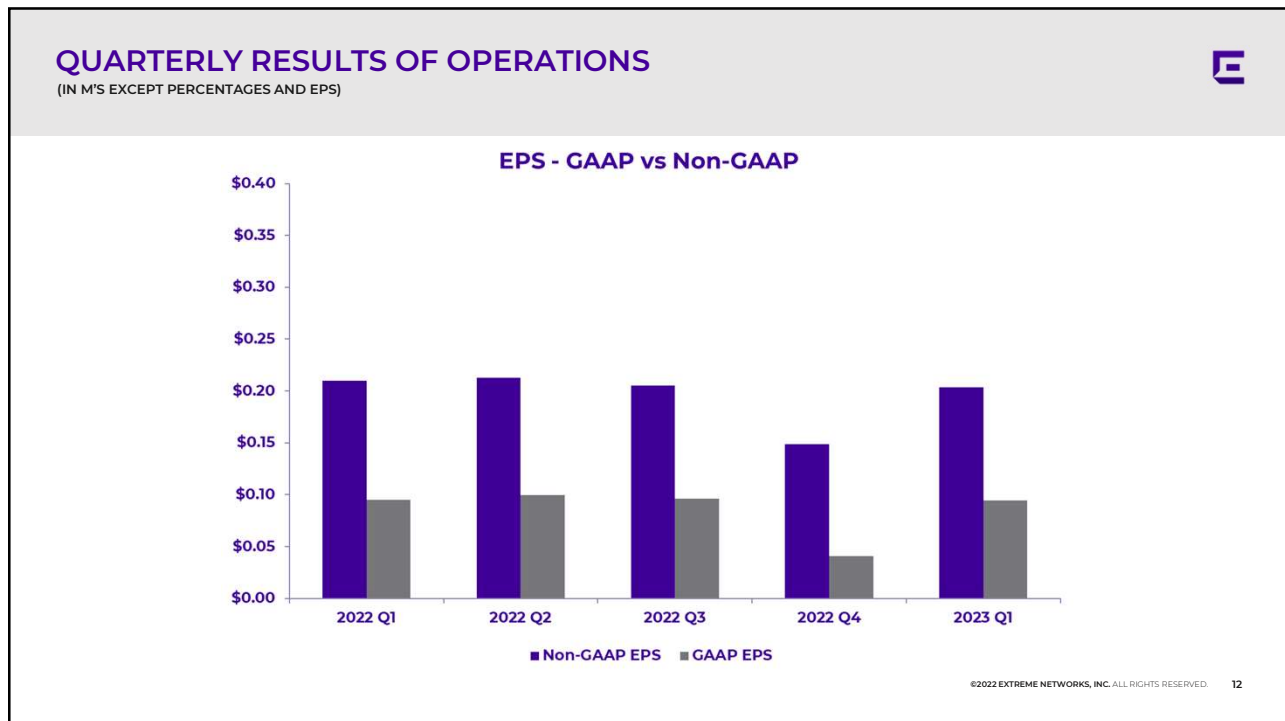
9



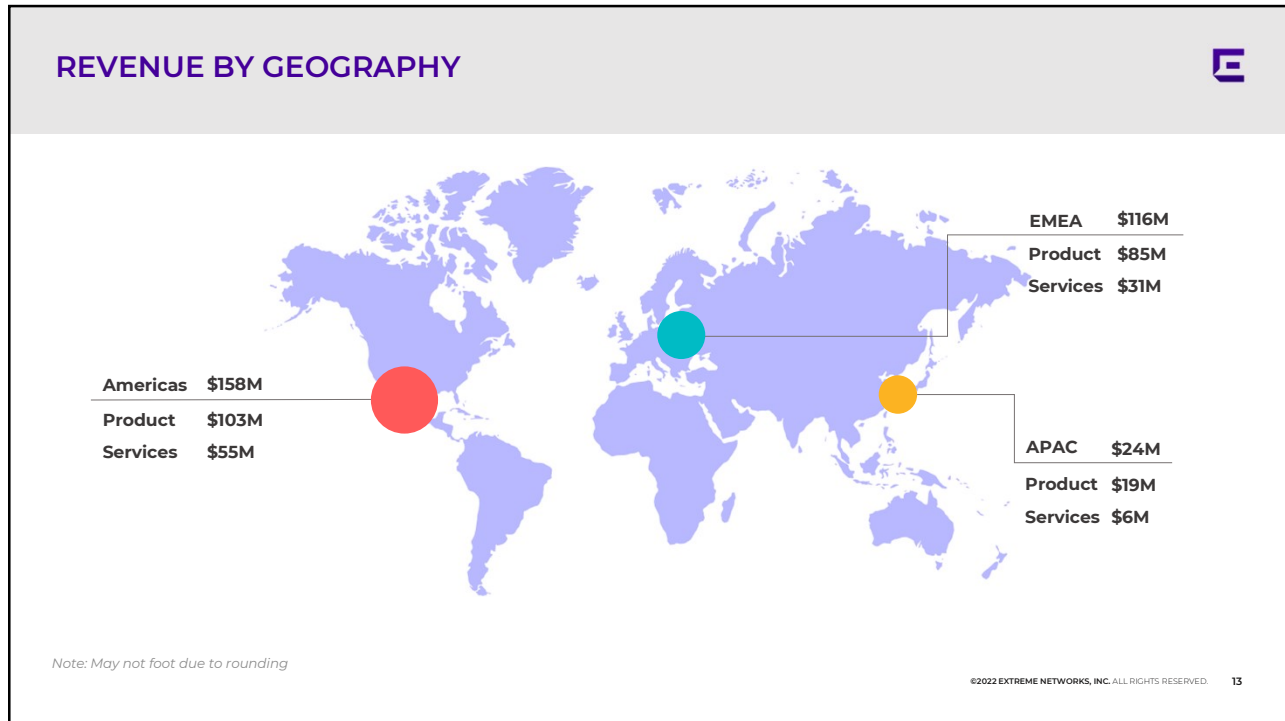
10



11



12



13

## FINANCIAL HIGHLIGHTS – BALANCE SHEET

(IN M'S EXCEPT DAYS)

Balance Sheet Highlights	FQ1'22	FQ4'22	FQ1'23
Cash	\$191.3	\$194.5	\$198.3
Accounts Receivable	\$129.6	\$184.1	\$158.7
Inventories	\$32.4	\$49.2	\$51.8
Accounts Payable	\$63.4	\$84.3	\$84.8
Gross Debt*	\$330.0	\$308.6	\$271.5
Net Debt**	\$138.7	\$114.1	\$73.2

Cash Conversion Cycle Table	FQ1'22	FQ4'22	FQ1'23
Days Sales Outstanding	45	60	49
Days of Inventory	37	47	48
Days Payable Outstanding	72	80	78
Cash Conversion Cycle	9	27	19

\*Gross Debt is defined as long-term and current portion of long-term debt as shown on the balance sheet plus unamortized debt issuance costs, if any.  
\*\*Net debt is defined as Gross Debt minus Cash.

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 14

14

## NON-GAAP FREE CASH FLOW

(IN M'S)

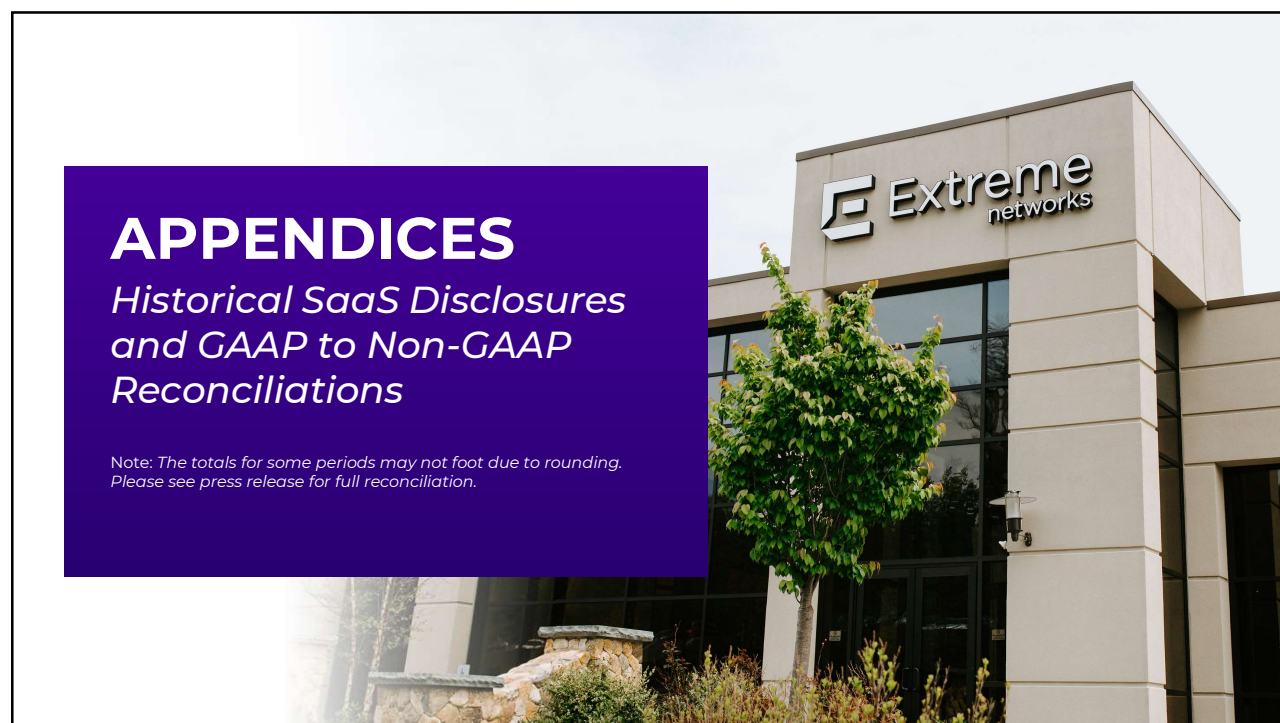


Extreme uses the non-GAAP free cash flow metric as a measure of operating performance. Free cash flow represents GAAP net cash provided by operating activities, less purchases of property, plant and equipment. Extreme considers free cash flow as useful information for management and investors regarding the amount of cash generated by the business after the purchases of property, plant and equipment, which can then be used to, among other things, invest in Extreme's business, make strategic acquisitions, and strengthen the balance sheet. A limitation of the utility of the non-GAAP free cash flow metric as a measure of financial performance is that it does not represent the total increase or decrease in the Company's cash balance for the period. As shown in the table below:

	FQ1'22	FQ4'22	FQ1'23
<b>Operating Cash Flow</b>	\$40.3	\$64.1	\$49.7
<b>PP&amp;E Capital Expenditures</b>	(\$3.4)	(\$4.3)	(\$3.1)
<b>Free Cash Flow</b>	<b>\$36.8</b>	<b>\$59.8</b>	<b>\$46.6</b>

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 15

15



16



## HISTORICAL SAAS DISCLOSURES

SAAS ARR & SAAS DEFERRED ENDING REVENUE (IN \$M'S)



Ending SaaS ARR<sup>1</sup>



Extreme uses SaaS annual recurring revenue ("SaaS ARR") to identify the annual recurring revenue of ExtremeCloud™ IQ (XIQ) and other subscription revenue, based on the annualized value of quarterly subscription revenue and term-based licenses. We believe that SaaS ARR is an important metric because it is driven by our ability to acquire new customers and to maintain and expand our relationship with existing customers. SaaS ARR should be viewed independently of revenue, deferred revenue and other U.S. GAAP accounting. SaaS ARR does not have a standardized meaning and therefore may not be comparable to similarly titled measures presented by other companies. SaaS ARR is not intended to be a replacement for forecasts of revenue.

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 17

17

## HISTORICAL SAAS DISCLOSURES

SAAS ARR & SAAS DEFERRED ENDING REVENUE (IN \$M'S)



SaaS Ending Deferred Revenue<sup>2</sup>



<sup>2</sup>SaaS Ending Deferred Revenue refers to the ending quarterly balance of advance payments received for SaaS goods or services that are to be delivered or performed in the future.

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 18

18

## GAAP TO NON-GAAP RECONCILIATIONS

REVENUE + GROSS MARGIN (IN M'S EXCEPT PERCENTAGES)



	Quarter		
	FQ1'22	FQ4'22	FQ1'23
Product Revenue	\$ 185.2	\$ 187.1	\$ 206.3
Service Revenue	82.5	91.1	91.4
<b>Total Revenue - GAAP</b>	<b>\$ 267.7</b>	<b>\$ 278.2</b>	<b>\$ 297.7</b>
<b>Gross Margin - GAAP</b>	<b>155.6</b>	<b>154.2</b>	<b>166.7</b>
<b>Gross Margin % - GAAP</b>	<b>58.1%</b>	<b>55.4%</b>	<b>56.0%</b>
Amortization of Product Intangibles	5.2	3.6	3.6
Share-Based Compensation in COGS	0.7	0.7	1.0
<b>Gross Margin - Non-GAAP</b>	<b>\$ 161.5</b>	<b>\$ 158.5</b>	<b>\$ 171.3</b>
<b>Gross Margin % - Non-GAAP</b>	<b>60.3%</b>	<b>57.0%</b>	<b>57.6%</b>

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 19

19

## GAAP TO NON-GAAP RECONCILIATIONS

OPERATING INCOME (IN M'S EXCEPT PERCENTAGES)



	Quarter		
	FQ1'22	FQ4'22	FQ1'23
<b>Operating Income - GAAP</b>	<b>\$ 18.3</b>	<b>\$ 10.5</b>	<b>\$ 17.4</b>
<b>Operating Margin - GAAP</b>	<b>6.9%</b>	<b>3.8%</b>	<b>5.8%</b>
Amortization of Product Intangibles	5.2	3.6	3.6
Total Share-Based Compensation	10.4	10.7	13.8
Restructuring Charges, net	0.3	0.8	0.5
Amortization of Non Product Intangibles	1.3	0.6	0.5
Integration Costs in OpEx	1.5	0.6	0.4
<b>Operating Income - Non-GAAP</b>	<b>\$ 37.0</b>	<b>\$ 26.8</b>	<b>\$ 36.2</b>
<b>Operating Margin - Non-GAAP</b>	<b>13.8%</b>	<b>9.6%</b>	<b>12.1%</b>

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 20

20

## GAAP TO NON-GAAP RECONCILIATIONS

NET INCOME (IN M'S EXCEPT EPS)



	Quarter		
	FQ1'22	FQ4'22	FQ1'23
<b>Net Income - GAAP</b>	\$ 12.7	\$ 5.4	\$ 12.6
Shares - GAAP	133.2	132.3	132.9
<b>EPS - GAAP (Diluted)</b>	\$ 0.10	\$ 0.04	\$ 0.09
Amortization of Product Intangibles	5.2	3.6	3.6
Total Share-Based Compensation	10.4	10.7	13.8
Restructuring Charges, net	0.3	0.8	0.5
Amortization of Non Product Intangibles	1.3	0.6	0.5
Tax Effect of non-GAAP Adjustments	(3.4)	(2.1)	(4.3)
Integration and Acquisition Costs in OpEx	1.5	0.6	0.4
<b>Net Non-GAAP Adjustments</b>	<u>15.3</u>	<u>14.2</u>	<u>14.5</u>
<b>Net Income - Non-GAAP</b>	<u>\$ 28.0</u>	<u>\$ 19.6</u>	<u>\$ 27.1</u>
Shares - Non-GAAP	133.2	132.3	132.9
<b>EPS - Non-GAAP</b>	\$ 0.21	\$ 0.15	\$ 0.20

21

## GAAP TO NON-GAAP RECONCILIATIONS

EBITDA (IN M'S)



	Quarter		
	FQ1'22	FQ4'22	FQ1'23
<b>Net Income - GAAP</b>	\$ 12.7	\$ 5.4	\$ 12.6
Interest	\$ 3.8	\$ 2.9	\$ 3.4
Provision for Income Taxes	\$ 2.1	\$ 2.2	\$ 1.7
Depreciation/Amortization	\$ 11.6	\$ 9.2	\$ 9.1
<b>EBITDA - GAAP</b>	<u>30.2</u>	<u>19.7</u>	<u>26.8</u>
Net Non-GAAP Adjustments	15.3	14.2	14.5
Interest included in Net Non-GAAP Adjustments	-	-	-
Income taxes included in Net Non-GAAP Adjustments	3.4	2.1	4.3
Amortization included in Net Non-GAAP Adjustments	(6.5)	(4.2)	(4.1)
<b>EBITDA - Non-GAAP</b>	<u>\$ 42.4</u>	<u>\$ 31.8</u>	<u>\$ 41.5</u>

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 22

22



23

**FQ2'23 GUIDANCE – GAAP**  
(IN M's EXCEPT PERCENTAGES AND EPS)

	FQ1'23	FQ2'23 Guidance
Revenue (\$M)	\$297.7	\$299.0 – \$309.0
Gross Margin %	56.0%	56.0% – 58.0%
Net Income	\$12.6	\$11.6 – \$18.2
EPS	\$0.09	\$0.09 – \$0.14

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 24

24

## FQ2'23 GUIDANCE – NON-GAAP

(IN M's EXCEPT PERCENTAGES AND EPS)



	FQ1'22	FQ2'23 Guidance
Revenue (\$M)	\$297.7	\$299.0 – \$309.0
Gross Margin %	57.6%	57.5% – 59.5%
Net Income	\$27.1	\$27.9 – \$35.0
EPS	\$0.20	\$0.21 – \$0.26

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 25

25

## FQ2'23 GUIDANCE – GAAP TO NON-GAAP RECONCILIATION



	Gross Margin Rate	Operating Margin Rate	Earnings per Share
GAAP	56.0% - 58.0%	5.9% - 7.8%	\$0.09 - \$0.14
Estimated Adjustments for:			
Amortization of Product Intangibles	0.8%	0.8%	\$0.02
Share-Based Compensation	0.4%	5.7%	\$0.13
Restructuring Charges, net	-	0.1%	\$0.00
Amortization of Non-product Intangibles	0.3%	0.5%	\$0.01
Non-GAAP Tax Adjustment	-	-	(\$0.04)
Non-GAAP	57.5% - 59.5%	13.0% - 14.9%	\$0.21 - \$0.26

©2022 EXTREME NETWORKS, INC. ALL RIGHTS RESERVED. 26

26

