



# Extreme Networks FQ2'20 Financial Results

January 29, 2020

# Cautionary Statement on Financial Measures

## Non-GAAP Measures:

*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. Management believes these items allow readers to better correlate the Company's operating activities with 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 earnings press release, which is posted on the “Investor Relations” section of our website and to pages 11-14 and 18 of this presentation for the required reconciliation to the most comparable GAAP financial measures.*

## Forward-Looking Statements:

*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.*



# FQ2'20 Financial Results



# Financial Highlights – Financial Operations

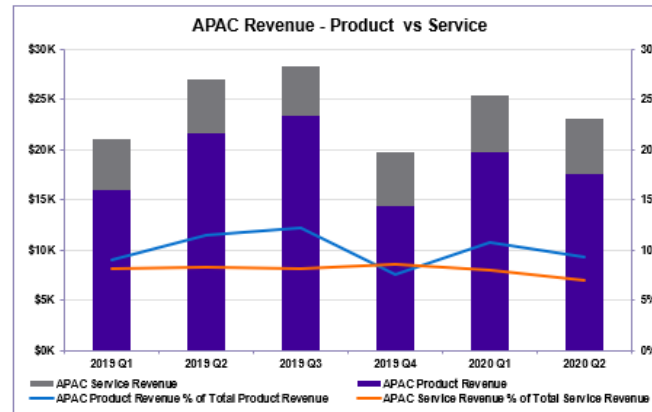
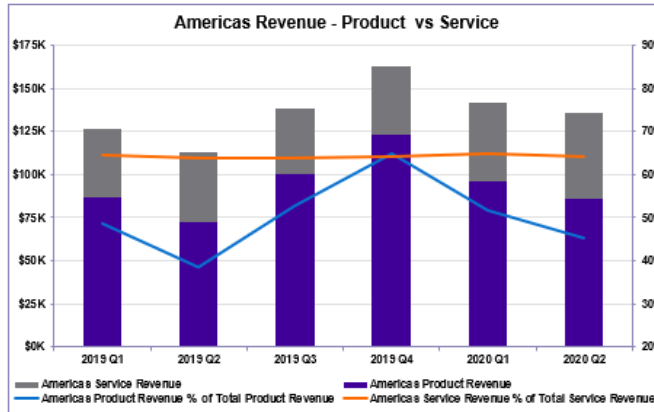
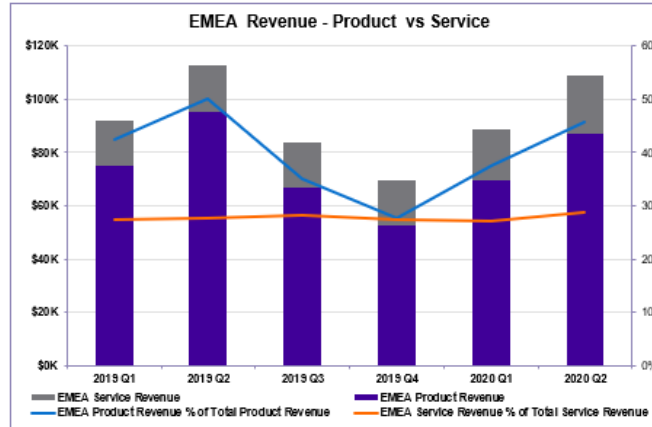
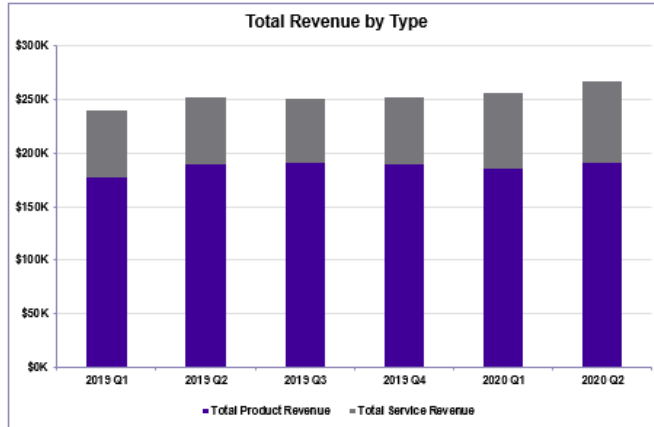
(in M's except EPS)

	FQ2'19	FQ1'20	FQ2'20
<b>GAAP</b>			
Product Revenue	\$189.6	\$185.1	\$190.5
Services Revenue	\$63.1	\$70.4	\$77.0
Total Revenue	\$252.7	\$255.5	\$267.5
Total GM %	55.9%	53.7%	55.6%
Operating Income (Loss) \$	\$4.8	(\$32.2)	(\$15.2)
Operating Margin %	1.9%	(12.6%)	(5.7%)
Net Income (Loss)	\$7.2	(\$37.7)	(\$23.5)
EBITDA	\$17.5	(\$16.1)	\$0.5
EPS	\$0.06	(\$0.31)	(\$0.20)
<b>Non GAAP<sup>1,2</sup></b>			
Product Revenue	\$189.6	\$185.1	\$190.5
Services Revenue	\$63.1	\$70.4	\$77.0
Total Revenue	\$252.7	\$255.5	\$267.5
Total GM %	58.2%	59.9%	60.0%
Operating Income \$	\$20.3	\$15.9	\$24.1
Operating Margin %	8.0%	6.2%	9.0%
Net Income	\$15.5	\$10.3	\$15.8
EBITDA	\$26.7	\$23.6	\$30.6
EPS	\$0.13	\$0.08	\$0.13

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



# Quarterly Results of Operations

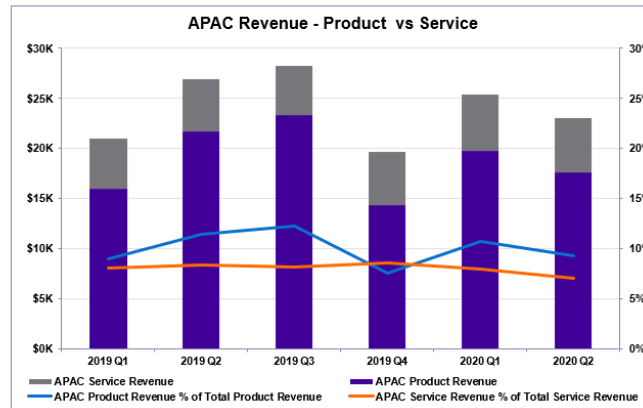
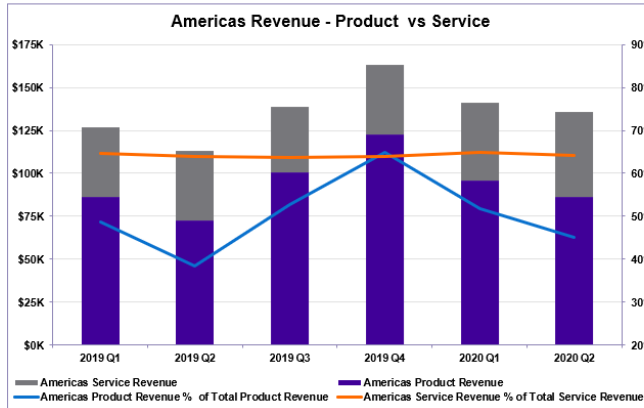
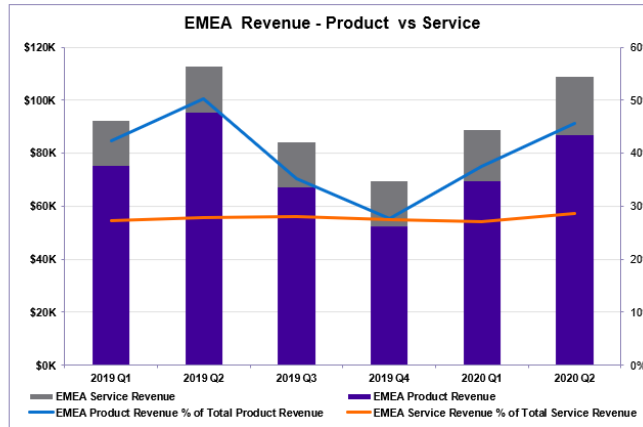
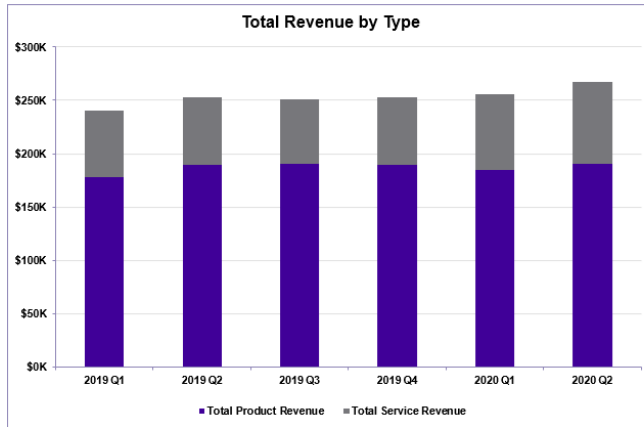


# Historical Revenue by Geography (GAAP):

	Quarter			YoY % Change	QoQ % Change
	FQ2'19	FQ1'20	FQ2'20		
<b>Product</b>					
Americas	\$ 72.8	\$ 95.7	\$ 86.0	18%	-10%
EMEA	95.1	69.6	86.9	-9%	25%
APAC	21.6	19.8	17.6	-19%	-11%
<b>Total Product</b>	<b>\$ 189.6</b>	<b>\$ 185.1</b>	<b>\$ 190.5</b>	<b>0%</b>	<b>3%</b>
<b>Service</b>					
Americas	\$ 40.3	\$ 45.7	\$ 49.5	23%	8%
EMEA	17.5	19.1	22.1	26%	16%
APAC	5.3	5.6	5.4	3%	-4%
<b>Total Service</b>	<b>\$ 63.1</b>	<b>\$ 70.4</b>	<b>\$ 77.0</b>	<b>22%</b>	<b>9%</b>
<b>Total Revenue</b>					
Americas	\$ 113.1	\$ 141.4	\$ 135.5	20%	-4%
EMEA	112.6	88.7	109.0	-3%	23%
APAC	26.9	25.4	23.0	-15%	-9%
<b>Total Revenue</b>	<b>\$ 252.7</b>	<b>\$ 255.5</b>	<b>\$ 267.5</b>	<b>6%</b>	<b>5%</b>



# Revenue by Type and by Geography



# Financial Highlights – Financial Position (GAAP)

	FQ2'19	FQ1'20	FQ2'20
Cash & Equivalents	\$140.6	\$131.4	\$140.4
Short Term Investments	-	\$29.7	-
Cash and Short Term Investments	\$140.6	\$161.1	\$140.4
AR	\$144.9	\$152.3	\$159.8
DSO	53	55	55
Inventories	\$58.3	\$82.4	\$79.7
DOI	62	83	80
Accounts Payables	\$35.0	\$63.5	\$66.0
DPO	37	64	66
Gross Debt Payable	\$185.3	\$380.0	\$375.3





# Non-GAAP Free Cash Flow

Extreme uses the non-GAAP free cash flow metric as a measure of operating performance. Free cash flow represents GAAP operating cash flows 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 (in thousands):

	FQ2'19	FQ1'20	FQ2'20
<b>Free Cash Flow</b>			
Operating Cash Flow	\$27.3	(\$0.2)	\$22.1
PP&E Capital Expenditures	(\$3.7)	(\$5.2)	(\$4.2)
Free Cash Flow	\$23.6	(\$5.4)	\$17.9



# Appendices- GAAP to Non-GAAP Reconciliations



# GAAP to Non GAAP Reconciliations

## Revenue & Gross Margin

	Quarters		
	FQ2'19	FQ1'20	FQ2'20
Product Revenue	\$ 189.6	\$ 185.1	\$ 190.5
Service Revenue	63.1	70.4	77.0
<b>Total Revenue - GAAP Basis</b>	<b>\$ 252.7</b>	<b>\$ 255.5</b>	<b>\$ 267.5</b>
<b>Gross Margin - GAAP Basis</b>	<b>141.3</b>	<b>137.2</b>	<b>148.7</b>
<b>Gross Margin % - GAAP Basis</b>	<b>55.9%</b>	<b>53.7%</b>	<b>55.6%</b>
Inventory Valuation Adjustments	-	4.8	(1.2)
Integration Costs in COGS	-	0.2	1.7
Amortization of Product Intangibles	4.8	6.4	6.9
Adjustment to Acquired Inventories	-	3.9	3.4
Stock Comp in COGS	0.9	0.6	0.9
<b>Gross Margin - Non GAAP Basis</b>	<b>\$ 147.0</b>	<b>\$ 153.1</b>	<b>\$ 160.4</b>
<b>Gross Margin % - Non GAAP Basis</b>	<b>58.2%</b>	<b>59.9%</b>	<b>60.0%</b>



# GAAP to Non GAAP Reconciliations

## Operating Income (Loss)

	Quarters		
	FQ2'19	FQ1'20	FQ2'20
<b>Operating Income (Loss) - GAAP Basis</b>	\$ 4.8	\$ (32.2)	\$ (15.2)
<b>Operating Margin- GAAP Basis</b>	1.9%	(12.6%)	(5.7%)
Adjustment to Acquired Inventories	-	3.9	3.4
Integration Costs in COGS	-	0.2	1.7
Amortization of Product Intangibles	4.8	6.4	6.9
Inventory Valuation Adjustments	-	4.8	(1.2)
Total Stock Comp	8.7	8.8	10.5
Restructuring Charges, net	0.5	6.1	6.6
Amortization of Non Product Intangibles	1.6	1.9	2.4
Litigation	-	-	-
Integration Costs in OpEx	-	15.9	9.0
Loss on Lease Contracts	-	-	-
<b>Operating Income - Non GAAP Basis</b>	<b>\$ 20.3</b>	<b>\$ 15.9</b>	<b>\$ 24.1</b>
<b>Operating Margin - Non GAAP Basis</b>	<b>8.0%</b>	<b>6.2%</b>	<b>9.0%</b>



# GAAP to Non GAAP Reconciliations

## Net Income (Loss)

	Quarters		
	FQ2'19	FQ1'20	FQ2'20
<b>Net Income (Loss) - GAAP Basis</b>	\$ 7.2	\$ (37.7)	\$ (23.5)
Shares - GAAP Basis	119.5	120.2	119.6
<b>EPS - GAAP Basis</b>	\$ 0.06	\$ (0.31)	\$ (0.20)
Adjustment to Acquired Inventories	-	3.9	3.4
Integration Costs in COGS	-	0.2	1.7
Amortization of Product Intangibles	4.8	6.4	6.9
Inventory Valuation Adjustments	-	4.8	(1.2)
Total Stock Comp	8.7	8.8	10.5
Restructuring Charges, net	0.5	6.1	6.6
Amortization of Non Product Intangibles	1.6	1.9	2.4
Tax Adjustment	(7.3)	-	-
Integration and Acquisition Costs in OpEx	-	15.9	9.0
<b>Net Non GAAP Adjustments</b>	<u>8.3</u>	<u>48.1</u>	<u>39.3</u>
<b>Net Income - Non GAAP Basis</b>	<u>\$ 15.5</u>	<u>\$ 10.3</u>	<u>\$ 15.8</u>
Shares - Non GAAP Basis	119.5	123.7	123.2
<b>EPS - Non GAAP Basis</b>	\$ 0.13	\$ 0.08	\$ 0.13



# GAAP to Non GAAP Reconciliations

## EBITDA

	Quarters		
	FQ2'19	FQ1'20	FQ2'20
<b>Net Income (Loss) - GAAP Basis</b>	\$ 7.2	\$ (37.7)	\$ (23.54)
Interest	2.4	4.5	5.8
Taxes	(5.3)	1.6	1.8
Depreciation/Amortization	13.2	15.5	16.5
<b>EBITDA - GAAP</b>	17.5	(16.1)	0.5
Net Non GAAP Adjustments	8.3	48.1	39.3
Income taxes included in Net Non GAAP Adjustments	7.3	-	-
Amortization included in Net Non GAAP Adjustments	(6.4)	(8.3)	(9.2)
<b>EBITDA - Non GAAP</b>	\$ 26.7	\$ 23.6	\$ 30.6



# FQ2'20 Financial Guidance



# FQ3'20 Guidance – GAAP (in M's except EPS)

	FQ2'20	FQ3'20 Consolidated Guidance
Revenue (\$M)	\$267.5	\$255.0 - \$265.0
Gross Margin %	55.6%	56.0% - 58.0%
Net Income (Loss)	(\$23.5)	(\$12.8) – (\$8.6)
EPS: GAAP	(\$0.20)	(\$0.11) – (\$0.7)





# FQ3'20 Guidance – Non GAAP (in M's except EPS)

	FQ2'20	FQ3'20 Consolidated Guidance
Revenue (\$M)	\$267.5	\$255.0 - \$265.0
Gross Margin %	60.0%	59.1% - 61.1%
Net Income (Loss)	\$15.8	\$13.1 – \$18.3
EPS: non-GAAP	\$0.13	\$0.11 – \$0.15



# FQ3'20 Guidance - GAAP to Non GAAP Reconciliation

	Gross Margin Rate	Operating Margin Rate	Earnings per Share
GAAP	56.0% - 58.0%	(1.8)% - (0.2)%	(\$0.11) – (\$0.7)
Estimated Adjustments for:			
Amortization of Product Intangibles	2.3%	2.3%	\$0.05
Stock Based Compensation	0.3%	4.0%	\$0.09
Restructuring	-	0.2%	-
Acquisition and Integration Costs	0.1%	2.4%	\$0.05
Adjustment to Acquired Inventories	-	-	-
Amortization of non product intangibles	0.3%	1.2%	\$0.03
Non-GAAP	59.1% - 61.1%	8.4% - 10.0%	\$0.11 - \$0.15

*\* The total of percentage rate changes may not equal the total change in all cases due to rounding.*





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