Welcome

ED MEYERCORD
President and CEO

Extreme®
Agenda

5:00 PM
Welcome: Ed Meyercord, President and CEO
Overview: Norman Rice, Chief Marketing, Development and Product Operations Officer
The Changing IT Landscape: Bob Laliberte, ESG
Digital Transformation & the Edge: Dan Dulac, VP of Solutions Strategy
Delivering High Density Wi-Fi Solutions: John Brams, Director, Sports & Entertainment
Q&A

6:20 PM
Walk to Stadium

6:45 PM
Stadium Technology Tour: Justin Warren, Giants VP of Information Technology

7:15 PM
Suite and Field Access

8:20 PM
Kickoff of Giants v. Eagles!
Corporate Overview

NORMAN RICE
Chief Marketing, Development and Product Operations Officer
Extreme Networks

Software-Driven Networking Solutions from the Enterprise Edge to the Cloud

History of Innovation

- Founded 1996
- 20+ year pioneer in networking
- **Industry’s first** Gig-E / 10 Gig-E Switch
- Extensive patent portfolio
- Networking **Solutions** for Enterprise and Cloud
- #1 **Ranked, 100% insourced** service and support

Global Strength

- Revenue: $1 Billion
- 2,700+ employees
- NASDAQ: **EXTR**
- HQ in **San Jose, CA**
- Business in 80+ countries
- 30,000+ customers
- 6,000+ partners
Age of Acceleration: Driving Digital Transformation

11.6 BILLION MOBILE-CONNECTED DEVICES BY 2020

1.7MB OF DATA CREATED EVERY SECOND, FOR EVERY PERSON BY 2020

40% OF IT STAFFS WILL BE GENERALISTS BY 2021

49 EXABYTES MONTHLY MOBILE DATA TRAFFIC BY 2021

95% OF NEW PRODUCTS TO CONTAIN IOT BY 2020

NETWORKING IS THE LAST TO TRANSFORM

Sources: Gartner, Forbes, Capterra
Play to Strength

Enterprise Networking

Management Software
Analytics
Fabric
Cloud Management
Controls
High-End Data Center/Multi-Cloud

Smart OmniEdge
- Wired + Wireless
- 1G centric
- Wave 2 - 2.5G/5G
- 802.11ax

Automated Campus
- 10G/25G/40G/100G
- Fixed Form Factor
- VMware – to OpenStack
- L3 Scalable
- VxLAN options

Agile Data Center
- VDX/MLX Switching & Routing
- SLX Next Gen Platform
- Network Visibility
- Automation & Orchestration

Vertical Markets
- Healthcare
- Government
- Education
- Hospitality/Public Venues
- Manufacturing
- Transportation & Logistics
- Retail
- Cloud Service Provider
Gartner also ranks us as a Challenger in the 2018 data center magic quadrant. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from https://extr.co/2upPsQQ

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Gartner also ranks us as a Leader in the 2018 LAN/WAN magic quadrant. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from https://extr.co/2KOk7BI

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Industry Verified

As of September 30, 2018
Extreme Networks has an Overall Rating of 4.8 out of 5 in the Data Center Networking market based on 128 ratings.

#1 Ranked Service/Support – Gartner

89% of reviewers would recommend Extreme Networks.

82% would recommend Cisco.
80% would recommend HPE.

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Ease of Deployment</th>
<th>Timeliness of Vendor Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extreme</td>
<td>4.4</td>
<td>4.6</td>
</tr>
<tr>
<td>Cisco</td>
<td>4.0</td>
<td>4.4</td>
</tr>
<tr>
<td>Hewlett Packard</td>
<td>4.3</td>
<td>4.4</td>
</tr>
</tbody>
</table>

Extreme is one of the highest rated and most reviewed of the 22 vendors listed.

See the reviews at: [https://www.gartner.com/reviews/market/data-center-networking](https://www.gartner.com/reviews/market/data-center-networking)
Trusted by Over 50% of the Fortune 50

Healthcare
Government
Education
Hospitality
Manufacturing
Transportation and Logistics
Retail
Cloud Service Provider

[Logos of various companies]
### Dynamic Growth Opportunity

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Wireless LAN</strong></td>
<td>$6.5B</td>
<td>9.4%</td>
<td>$4.5B</td>
<td>8.8%</td>
</tr>
<tr>
<td><strong>Premise Managed</strong></td>
<td>$5.2B</td>
<td>6.1%</td>
<td>$3.6B</td>
<td>5.5%</td>
</tr>
<tr>
<td><strong>Cloud Managed</strong></td>
<td>$1.3B</td>
<td>20.9%</td>
<td>$0.9B</td>
<td>20.3%</td>
</tr>
<tr>
<td><strong>Data Center</strong></td>
<td>$13.4B</td>
<td>5.9%</td>
<td>$9.5B</td>
<td>2.8%</td>
</tr>
<tr>
<td><strong>Rest of Enterprises</strong></td>
<td>$3.6B</td>
<td>-17.1%</td>
<td>$3.6B</td>
<td>-17.1%</td>
</tr>
<tr>
<td><strong>Large Enterprises/Private Cloud</strong></td>
<td>$3.0B</td>
<td>11.3%</td>
<td>$3.0B</td>
<td>11.3%</td>
</tr>
<tr>
<td><strong>CSP</strong></td>
<td>$2.9B</td>
<td>12.7%</td>
<td>$2.9B</td>
<td>12.7%</td>
</tr>
<tr>
<td><strong>Others</strong></td>
<td>$4.0B</td>
<td>14.2%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Ethernet Switching and Campus LAN</strong></td>
<td>$11.7B</td>
<td>2.5%</td>
<td>$7.7B</td>
<td>0.8%</td>
</tr>
<tr>
<td><strong>Enterprise Edge</strong></td>
<td>$9.8B</td>
<td>3.4%</td>
<td>$6.5B</td>
<td>1.7%</td>
</tr>
<tr>
<td><strong>Enterprise Core</strong></td>
<td>$1.9B</td>
<td>-2.5%</td>
<td>$1.3B</td>
<td>-3.9%</td>
</tr>
</tbody>
</table>

**Notes:**
- Based on Extreme estimates utilizing Gartner, IDC, Dell’Oro Group and publicly available information
The IT Environment is Evolving...

- **Transformation**: 61% in process or beginning
- **IoT**: 43% launching in next 12 – 24 months
- **Multi Cloud**: 46% cite running production apps
- **Streamline**: 32% Network is the #2 response behind storage to streamline infrastructure and operations
- **IT Justification**: Improved:
  - Security: 36%
  - Employee Productivity: 31%
  - Customer Satisfaction: 29%

...the network is more relevant

Source: ESG Research Report 2018 IT Spending Intentions, Jan 2018
The Stadium Market Opportunity

Total Hospitality Market is ~$700M/Year
End Market Growing Low-single Digits

US Market Profile
- **Stadiums and Arenas**: >2,850
- **Addressable Market Opportunity**: $800M
  - Professional Stadium and Arena Venues (NBA, NHL, NFL, MLB): 120
  - Division One University Stadiums and Arenas: >400
- 98% penetration for Analytics in the NFL

European Market Profile
- **Large Stadiums and Arenas**: ~455
- **Addressable Market Opportunity**: $660M
  - Soccer/Olympic and Other Stadiums: 270
  - Indoor Areas (Music/Hockey/Other/Under Construction): 185

Average Product Sale
- Stadium Venues (Wi-Fi, IDFs, Core): $1.3M-$2.5M
- Arena Venues (Wi-Fi, IDFs, Core): $350k
Digital Transformation
Transforming the Edge Experience

DAN DULAC
VP, Solutions Strategy
The digital world has radically changed consumer behavior and expectations.
What is Digital Transformation [DX]?

Human Needs

Obtain

DX

Analyze

Real-Time Data

Protect

Utilize

IoT
A Platform to Enable Digital Transformation
Smart OmniEdge

Pervasive Intelligence

Business Adaptive

Intrinsically Secure

Transforming the Edge Experience
Unified Applications – Shifting From Traditional

- Security
- Orchestration
- ML/AI
- Location
- Guest/BYOD
- IoT
- Analytics
Smart OmniEdge - Machine Learning Example

- Extreme’s first machine learning solution
  - Works with private cloud on-premise and public cloud deployments
- Self-optimization and autonomous-correction from learned history, events, users, devices, and environments
- Incredible KPI’s to validate and prove performance gains!
Delivering High-Density Wi-Fi Solutions

JOHN BRAMS
Director, Sports and Entertainment
Sports and Entertainment Business Unit

2012
First Stadium Win

2013
Wi-Fi Analytics Provider

2015
HD Wi-Fi Solutions for 10 Sports Venues (US)

2018
HD Wi-Fi Solutions for over 25 Sports Venues (US)

2012
Sports and Entertainment Business Unit Formed

2014
Official Wi-Fi Provider

2017
Recording-Breaking Super Bowl LI
Reaching Extreme Heights

Collegiate Market

- University of Florida
- Ben Hill Griffin Stadium
  - Largest stadium with 91,000+ in Seating
    - Full solution portfolio including
      - Smart OmniEdge
      - ExtremeAnalytics

- Brigham Young University
- LaVell Edwards Stadium
  - Full solution portfolio including
    - Smart OmniEdge
    - ExtremeAnalytics
International Market

- FIFA 2018, Russia: Switching, Network Management
- Stadiums Include:
  - Ekaterinburg Stadium
  - Volgograd Stadium
  - Kaliningrad Stadium
  - Novgorod Stadium

- Borussenpark, Mönchengladbach
- Borussia Football Club
- Smart OmniEdge, Agile Data Center, Automated Campus
- Additional German Stadiums:
  - Olympiastadium, Berlin
  - Signal Iduna Park, Dortmund
  - Volksparkstadion, Hamburg
NFL Average Data Transferred and Peak Throughput

- **Avg Data Transferred (TB):**
  - 2015: 2.3 TB
  - 2016: 2.79 TB
  - 2017: 3.29 TB
  - 2018: 4.1 TB

- **Avg Peak Throughput (Gbps):**
  - 2015: 0.8 Gbps
  - 2016: 1.3 Gbps
  - 2017: 2.1 Gbps
  - 2018: 2.9 Gbps
Apps Everywhere — The Challenge

How Do I Get True Visibility?

Typical Wi-Fi Visibility

- # of Wi-Fi Clients
- Client IP Addresses
- HTTP=Port 80
- HTTPS=Port 443

Typical Visibility of Carrier Network

Reports from Carrier