



Bandwidth

June 2019



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This presentation includes forward-looking statements. All statements contained in this presentation other than statements of historical facts, including statements regarding our future results of operations and financial position, our business strategy and plans and our objectives for future operations, are forward-looking statements. The words “anticipate,” “believe,” “continue,” “estimate,” “expect,” “intend,” “may,” “will” and similar expressions are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the future events and trends discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

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This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither we nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.



Develop & Deliver the Power to Communicate

..... Platform



VOICE



PHONE NUMBERS

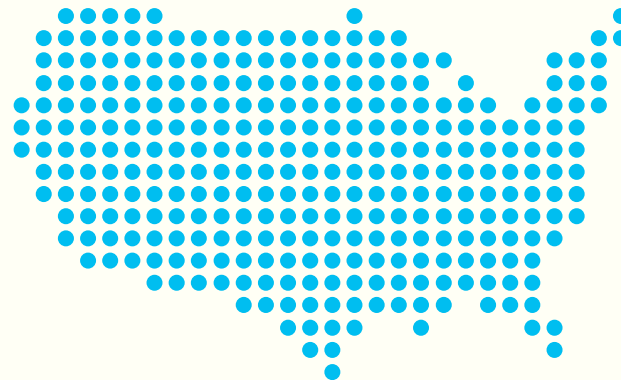


MESSAGING



9-1-1 ACCESS

..... Network



Own & Operate one of the
LARGEST IP VOICE NETWORKS⁽¹⁾

..... Enterprise Support



White glove service & support
FOR EVERY CUSTOMER

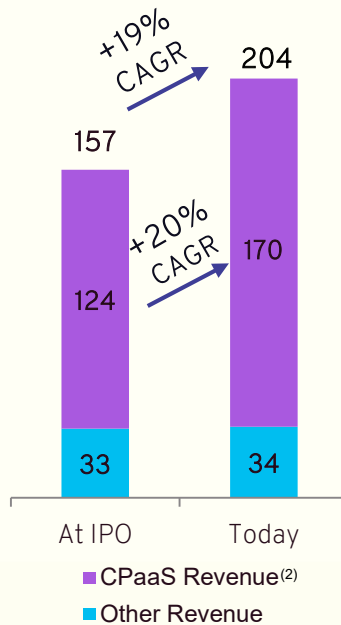
TRUSTED BY: Top enterprise brands



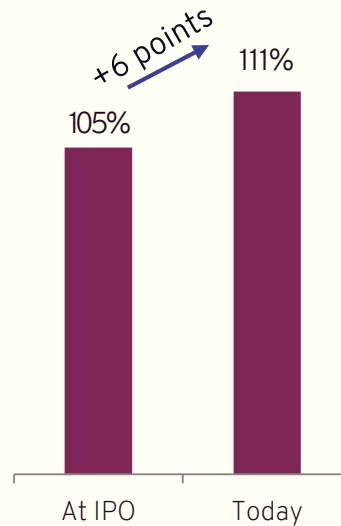


CONTINUED MOMENTUM SINCE IPO

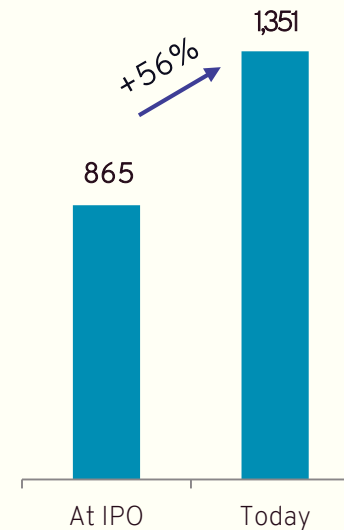
LTM Revenue (\$MM)



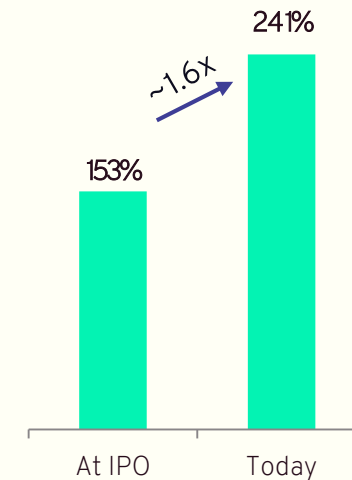
Dollar-based Net Retention Rate⁽³⁾



Active CPaaS Customer Accounts



Sales & Marketing Efficiency⁽⁴⁾



Notes:

1. At IPO reflects financials as of 6/30/2017; Today reflects financials as of 3/31/2019
2. CPaaS = communications platform as a service
3. DBNRR reflects most recent quarterly data At IPO (6/30/2017) and Today (3/31/2019); DBNRR is obtained by dividing the CPaaS revenue generated from that cohort in a quarter by the CPaaS revenue generated from that same cohort in the corresponding quarter in the prior year
4. Bandwidth S&M efficiency At IPO (6/30/2017) calculated as (Q2'17 LTM CPaaS revenue - Q2 '16 LTM CPaaS revenue) divided by Q2'16 LTM sales and marketing expense; Today (3/31/2019) calculated as (Q1 '19 LTM CPaaS revenue - Q1 '18 LTM CPaaS revenue) divided by Q1'18 LTM sales and marketing expense