This presentation contains forward-looking statements within the meaning of federal securities laws. Forward-looking statements generally relate to future events or the future financial or operating performance of Switch, Inc. and Switch, Ltd. ("we", "us", or "our"). In some cases, you can identify forward-looking statements because they contain words such as "may," "will," "should," "expects," "plans," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "potential," or "continue" or the negative of these words or other similar terms or expressions that concern our expectations, strategy, plans or intentions. Forward-looking statements in this presentation include, but are not limited to, Switch’s anticipated operating results and capital expenditures for the year ending December 31, 2020, growth in its portfolio of hyperscale facilities, including projected timeframes for operational facilities, cabinet and power capacity and target dates for development milestones; Switch’s beliefs regarding its financial model, including its predictable and recurring revenue stream, capital efficient growth and low capital at risk; Switch’s expectations regarding developments in its Prime campus locations, including expectations regarding anticipated capital investment in infrastructure across the four Prime campus locations; Switch’s expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to inherent risks, uncertainties and changes in circumstance that are difficult or impossible to predict. The risks and uncertainties that could affect Switch’s financial and operating results and cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation include, without limitation (i) our ability to successfully implement our business strategies and effectively manage our growth and expansion plans; (ii) delays or unexpected costs in development and opening of data center facilities; (iii) any slowdown in demand for our existing data center resources; (iv) our ability to attract new customers, realize the anticipated benefits of our new contracts and achieve sufficient customer demand to realize future expected returns on our investments; (v) our ability to effectively compete in the data center market; (vi) our ability to license space in our existing data centers, including the new Keep Campus; (vii) the geographic concentration of our data centers in certain markets; (viii) local economic, credit and market conditions that impact our customers in these markets; (ix) the impact of delays or disruptions in third-party network connectivity; (x) developments in the technology and data center industries in general that negatively impact us, including development of new technologies, adoption of new industry standards, declines in the technology industry or slowdown in the growth of the Internet; (xi) our ability to adapt to evolving technologies and customer demands in a timely and cost-effective manner; (xii) our ability to obtain necessary capital to fund our capital requirements and our ability to continue to comply with covenants and terms in our credit instruments; (xiii) fluctuations in interest rates and increased operating costs, including power costs; (xiv) significant disruptions, security breaches, including cyber security breaches, or system failures at any of our data center facilities; (xv) loss of significant customers or key personnel; (xvi) the impact of future changes in legislation and regulations, including changes in real estate and zoning laws, Americans with Disabilities Act, environmental and other laws that impact our business and industry; (xvii) risks related to the COVID-19 pandemic, including, but not limited to, the risk of business and/or operational disruptions, disruption of our customers’ businesses that could affect their ability to make payments to us or supply chain disruptions; in addition to those under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operation” and elsewhere in Switch’s Annual Report on Form 10-K for the year ended December 31, 2019 and in Switch’s other reports filed with the Securities and Exchange Commission.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. We are under no duty to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations, except as required by law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this presentation. Moreover, except as required by law, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements contained in this presentation. This presentation contains certain supplemental financial measures that are not calculated pursuant to accounting principles generally accepted in the United States of America ("GAAP"). These non-GAAP financial measures are in addition to, and not a substitute or superior to, measures of financial performance prepared in accordance with GAAP. A reconciliation of GAAP financial measures to non-GAAP financial measures is contained in the appendix to this presentation.
Switch IS A TECHNOLOGY INFRASTRUCTURE COMPANY POWERING THE SUSTAINABLE GROWTH OF THE CONNECTED WORLD
The World’s Only Tier 5® Platinum Hyperscale Data Center Ecosystems

THE CITADEL
Campus

THE CORE
Campus

NORTHWESTERN LATENCY ZONE

NORTHEASTERN LATENCY ZONE

SOUTHWESTERN LATENCY ZONE

SOUTHEASTERN LATENCY ZONE

THE PYRAMID
Campus

THE KEEP
Campus

THE FOUR SWITCH PRIMES
NORTH AMERICA’S PRIMARY LATENCY ZONES
Switch STACK: Nationwide Multi-Cloud & Telecommunications Network
THE WORLD’S #1 RATED DATA CENTERS

• The world’s only Class 5® data centers
• Switch PRIMES: world’s largest hyperscale technology ecosystems
• PRIME retail colocation, Switch Edge, and build-to-suit solutions
• Industry-leading resiliency, efficiency, operations, and security
• Worlds most powerful Telecom **auditing** and **purchasing** cooperative

• 50+ carrier telecom purchasing cooperative (CORE)

• 950+ clients with combined market cap over $7 trillion

• Offering 1,10 & 100 Gbps point-to-point circuits throughout North America

• 30-50% savings on telecom spend through Switch CORE
Switch EDGE: UNIQUE TIER 4 EDGE DESIGNS

- Air transportable modular micro edge data center design
- System + System (2N) cooling, power, and infrastructure
- 24x7x365 monitored by Switch MISSION CONTROL
- Phases deployed incrementally based upon customer need
- Rapid deployment, operational in as few as 6 months

Switch MOD 15 | MICRO EDGE DATA CENTER
INNOVATIVE, PATENT-PROTECTED TECHNOLOGIES

Redundant Data Center Roofing System
Switch SHIELD

Power Distribution Corridor
Switch POWER SPINE

100% Hot Aisle Containment
T-SCIF (Thermal Separate Compartment Facility)

Exterior Wall Penetrating Multi-Mode HVAC Units
Switch TSC 500, 600, 1000
LOWER COST OF OWNERSHIP FOR CUSTOMERS

Data centers designed for efficiency
- More power and more gear per rack
- Customers’ gear can run better and last longer

Strategically located PRIMES®
- Favorable Tax Policies
- Low cost of power
- Low risk of natural disaster

Switch CORE®
- Aggregates customers’ buying power
- Can significantly lower customers’ connectivity costs

= Lower long-run cost of ownership
### SWITCH VALUE PROPOSITION

| The Quality Factor | • Most resilient and secure data centers in the colocation industry  
|                    | • Facilities engineered to the highest standards, patent protected designs  
|                    | • Zero downtime since company inception (2001) |
| Power Density      | • Designs support power densities of up to 80 kw per cabinet at scale  
|                    | • Enables reduced physical footprint and lower expenditures on customer gear  
|                    | • Portfolio wide PUE of 1.28 enables highly efficient cooling / heat removal |
| Lowest Long Term Total Cost of Ownership | • Power: 20%-60% potential cost savings vs. adjacent markets; 100% green power  
|                                         | • Connectivity: CORE purchasing cooperative reduces customer telecom spend by 30%-50%  
|                                         | • Taxes: 0%-2% sales & use tax on customer gear purchases (plus QOZ benefits) |
| 100% Green Power   | • Switch data centers powered by 100% renewable energy sources  
|                    | • Sources include solar, geothermal, hydroelectric, wind |
| Massive Campus Scale | • Ability to scale existing campus locations up to 14 million square feet and 1,345 MW of power  
|                    | • Eliminates capacity constraints and enables multi-decade roadmap for customer growth |
### Track Record of Organic Top-Line Growth
- 5-year revenue CAGR of 17% (all organic)

### Predictable and Recurring Revenue Stream
- Long term licenses (typically 3 to 5 year contracts) with ability to escalate rates
- Stable monthly recurring revenue
- 3-year average annual revenue churn of 0.6%

### Capital Efficient Growth
- Patent-protected technology enables just-in-time capex deployment and low cost construction
- Vertical integration creates additional capital efficiencies with less dependence on supply chain
- Low maintenance capex – approximately 1%-3% of revenue historically

### Low Capital at Risk
- Switch MOD® enables the company to build and open new sectors to meet customer demand

### Powerful Network Effects
- Powerful network effects from 950+ customers and CORE Telecom purchasing cooperative
DATA CENTER INDUSTRY ARCHITECTURE

**PRIME**
- Primary mission critical workloads
- Highest resiliency and security
- Up to 1,000 cabinets per location
- Up to 80 kw per cabinet power density
- Located in lowest cost regions
- e.g. Switch and Enterprise owned

**EDGE**
- Network-dense, carrier-neutral
- Lowest latency requirements
- 1-50 cabinets deployed per location
- 5-10 kw per cabinet power density
- Located in highly populated Tier 1 metros
- e.g. Equinix, CoreSite, Interxion

**CLOUD**
- Commodity compute and storage
- Highly elastic with low resiliency
- High volume and low unit cost
- 4-7 kw per cabinet power density
- Locations varied, widely dispersed
- e.g. AWS, Azure, GCP, IBM, Oracle
Switch SALES OVERVIEW

NATIONAL SALES TEAM | Senior Sales Specialists
- Seasoned, experienced sales professionals with established enterprise relationships
- Operate under sales goals and quotas, compensated on commissions
- Targeting larger transactions; can sell to any client, anywhere

LOCAL SALES TEAM | Ecosystem Experience Engineers
- Showcase the Switch technology ecosystem and deliver an amazing tour experience
- Deep understanding of the design, engineering, and technical aspects of the data center
- Work RFPs to support deal closure for the S3 National Sales Team

CHANNEL SALES TEAM | Channel Collaboration Coordinators
- Manage existing channel, vet and onboard new channel partners
- Provide support on channel deals and RFPs to advance deal closure
- Targeting larger transactions; can sell to any client, anywhere
Switch SUSTAINABILITY

All Switch data centers are run on 100% renewable energy.

Switch is leading the colocation industry in energy efficiency. Each new campus around the globe will be rated utilizing one full year of operation.
Switch DATA CENTER CAMPUS LOCATIONS
Las Vegas, Tahoe Reno and Grand Rapids

MOST DATA CENTER LOCATIONS
Dallas, Los Angeles, San Francisco, Chicago, New York and Phoenix

1 carrier node to connect to hundreds of clients in a Switch Data Center costs the carrier approximately $2 million.

16 carrier nodes to connect to hundreds of clients in a Switch Data Center costs the carrier approximately $32 million.
Switch MOD: MODULAR OPTIMIZED DESIGN

BUILDING 1-A | PHASE 1

BUILDING 1-B | PHASE 2

BUILDING 2-A | PHASE 3

BUILDING 2-B | PHASE 4
Switch MOD – FULL BUILDOUT