



# Investor Presentation

May 2023



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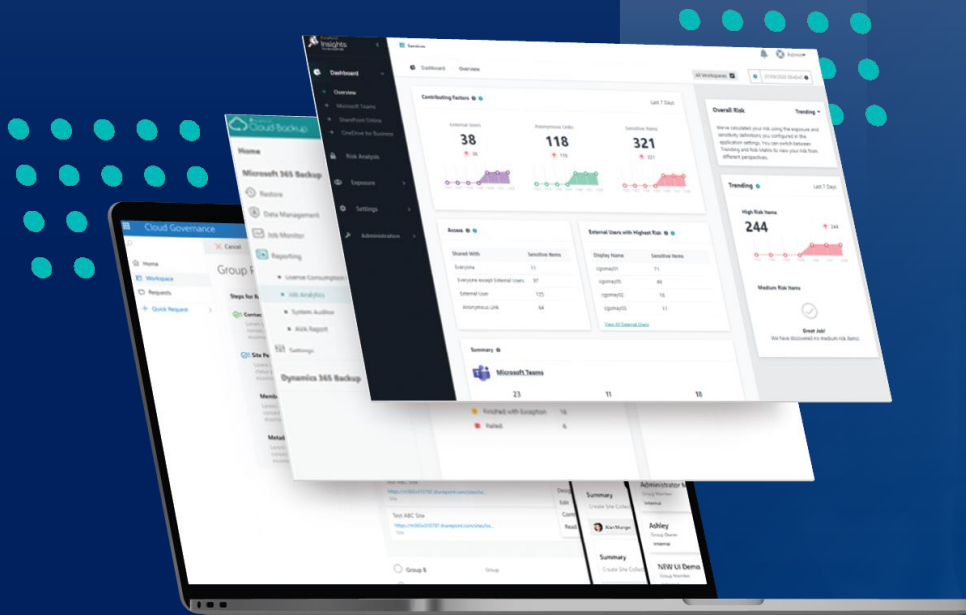


## OUR MISSION

To enable organizations to collaborate with confidence

## WHAT WE DO

AvePoint provides the most advanced platform to optimize SaaS operations and secure collaboration



# SHAREHOLDER VALUE

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**Advance**

Digital Workplace

**Capture**

Growing Markets

**Prioritize**

Profitable Growth



# Business Highlights



**\$222.4 million**  
Annual Recurring Revenue

**39%**  
SaaS revenue growth

**31%**  
ARR growth

**84%**  
Recurring revenue



**17,000+**  
Customers

**100+**  
Countries

**~ 2,100**  
Employees

**25**  
Global Offices

*ARR as of March 31, 2023. Growth metrics adjusted for the impact of FX. Recurring revenue mix is for Q1 2023.*



# Key Customers We Serve

## Communications



## Retail/Consumer



## Pharma & Health



## Financial Services



## Gov & Education



## High Technology



# Macro Trends are Tailwinds



## Proliferation of software and growth of data

- On average, organizations have **4-6 data platforms**<sup>1</sup>
- **10% of all data** will be produced by generative AI<sup>2</sup>
- **More than 75% of organizations** have a decentralized data architecture<sup>1</sup>



## Need for business optimization

- **Sustainable, profitable growth** by reducing costs and improving productivity
- Investments in **platform plays** built on **labor-saving technologies**
- Growing need to become more **digitally resilient**



## Evolving compliance and threat landscape

- Global Zero Trust security market **\$60.7 billion by 2027**<sup>3</sup>
- Average cost of a data breach is **~\$4.5 million**<sup>4</sup>
- **90% of company boards** regard cybersecurity as a business risk rather than an IT problem<sup>5</sup>

1. Starburst Strategy, March 22, 2022. 2. Satya Nadella, February 7, 2023. 3. Markets and Markets; December 12, 2022. 4. Security Magazine, October 17, 2022. 5. Gartner, November 18, 2021.



# Common Digital Workplace Challenges



## Disjointed collaboration and file sharing



Delays in development and implementation of content and ideas



Unreliable version control



Inefficient co-authoring and file sharing



Difficult to involve outside contributors



## Dispersed resources



Increased on-boarding time



Increased IT support workload



Lack of centralized hub for information



Tools used inconsistently across the organization



## Shadow IT creates security concerns



Lack of visibility



Incompatible security measures



Compliance violations



Integration challenges





# The AvePoint Confidence Platform™

## Resilience Suite

Effectively & efficiently comply with data protection regulation, preserve critical records, and ensure business continuity

**RESILIENCE**

Backup as a Service      Records Management


 AvePoint Cloud Backup       AvePoint Cloud Records

## Control Suite


Ensure operational capacity of the digital workplace by providing a ready-made framework for automated governance


**CONTROL**

Workspace Management

 AvePoint Cloud Governance

SaaS Management      Policy Management

 AvePoint Entrust       AvePoint Policies For Microsoft 365



 AvePoint Policies & Insights For Microsoft 365       AvePoint Cense



## Modernization Suite


Transform legacy data into modern SaaS platforms, legacy business processes into modern end-user business applications, and modernize the skills and experience of your workforce

**MODERNIZATION**

Data Transformation      Business Apps

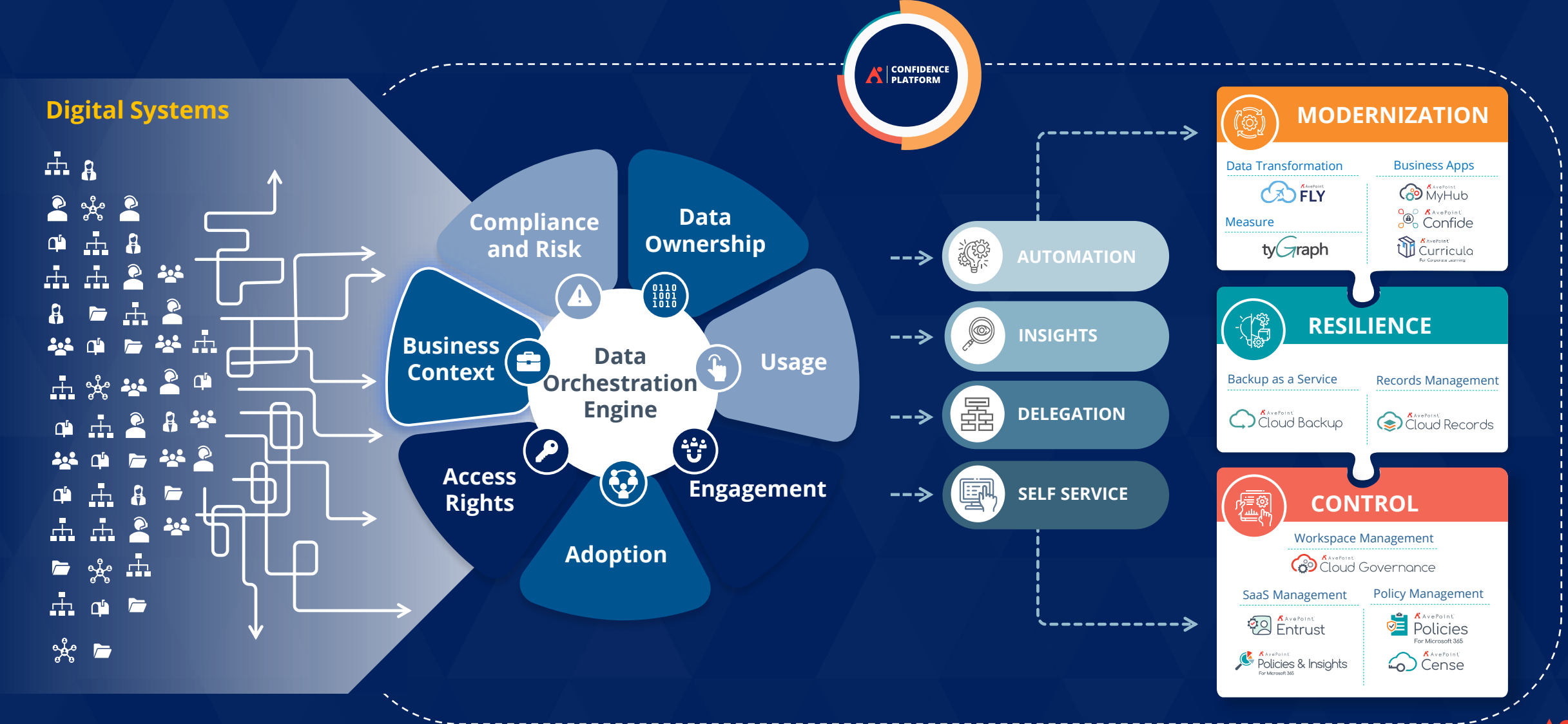
 AvePoint FLY       AvePoint MyHub

 AvePoint tyGraph       AvePoint Confide

 AvePoint Curricula For Corporate Learning



# Confidence Platform™ *Optimize the Digital Workplace*



# Platform Approach Benefits



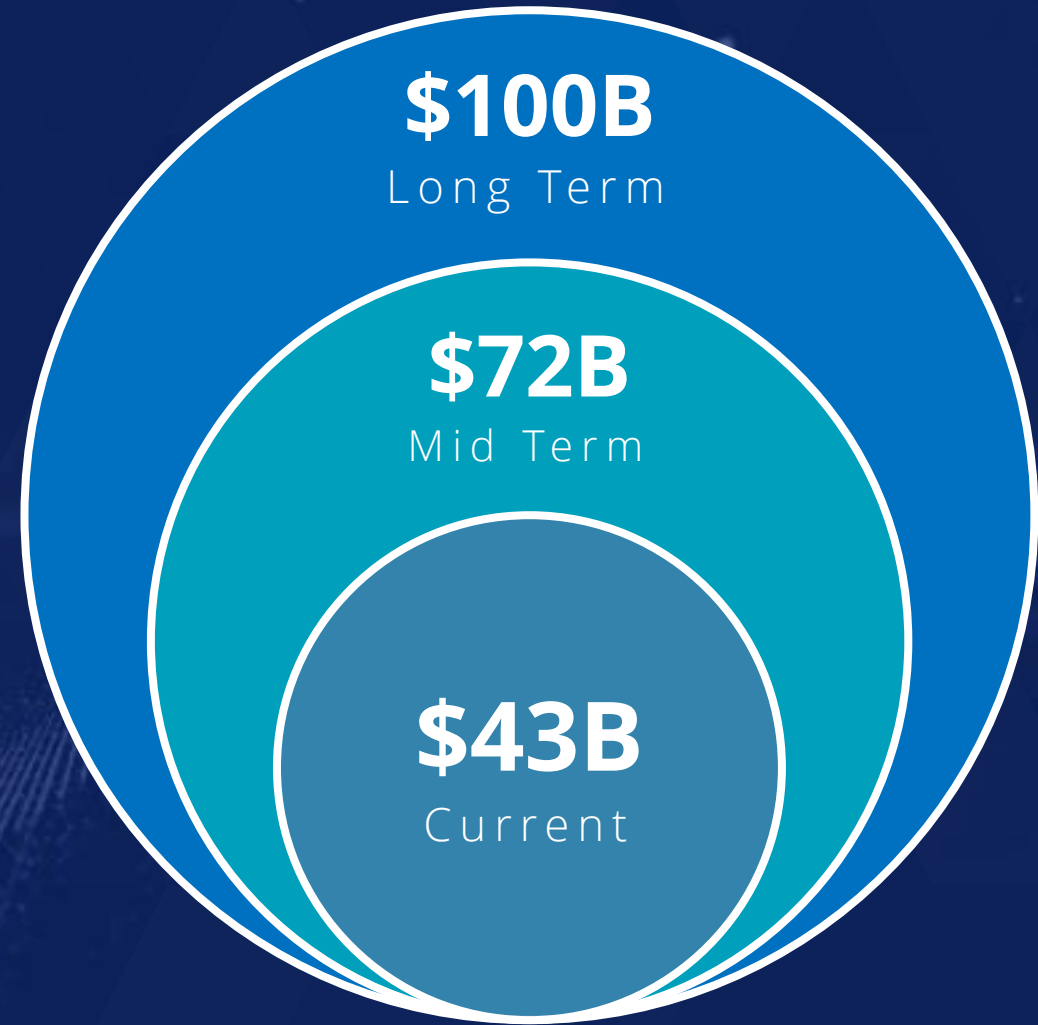
## Why we win

- ✓ **Lower time to value** for customers and partners in their Digital Workspace transformation
- ✓ **Enterprise scalability** to support customers with 100 employees or 100,000
- ✓ **Enhanced collaboration** with integrated business apps and cloud service delivery
- ✓ **High ROI** for organizations due to decreased management cost and complexity
- ✓ **Improved operational efficiency** with automated tasks for response and delivery



# Enormous Addressable Market Opportunity

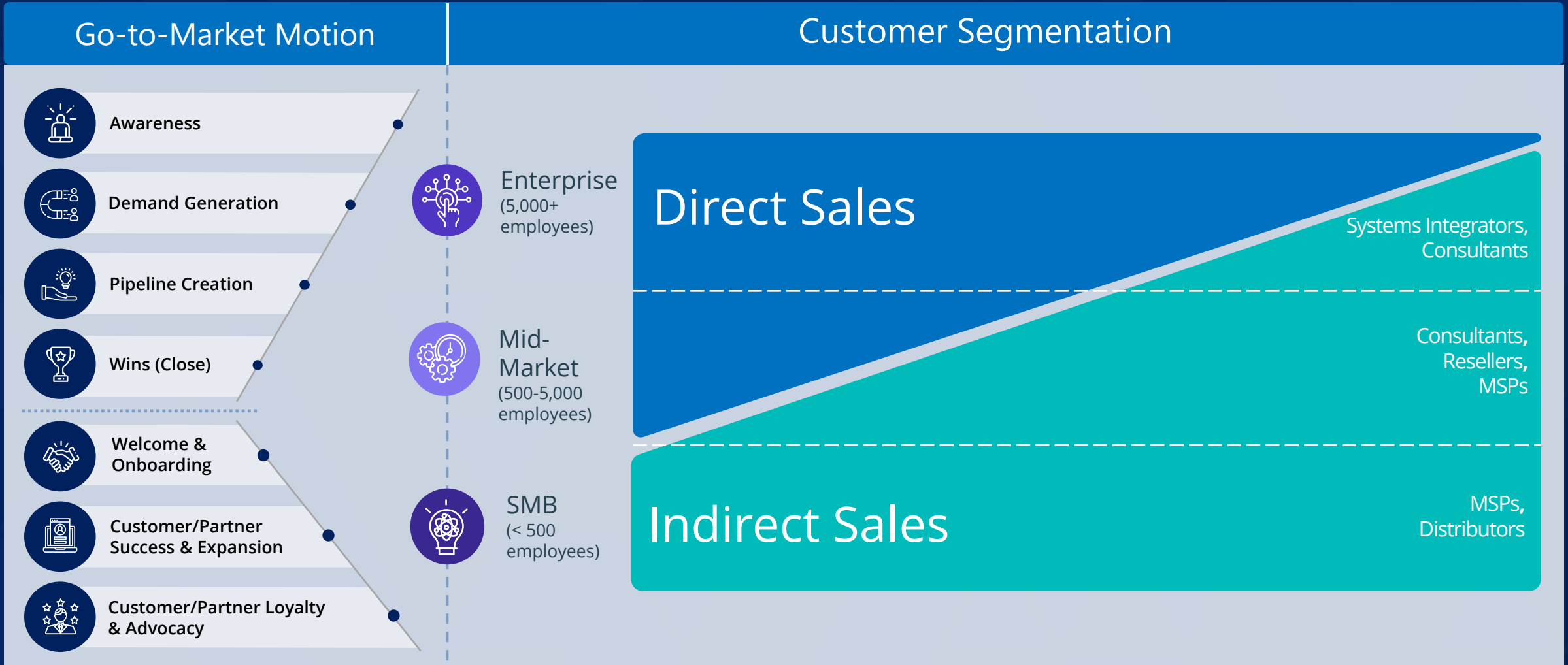
*(21% CAGR from 2023-2026)*



Source: Gartner Forecast Public Cloud Services, Worldwide, 2020-2026, 4Q22 Update



# Proven Sales Model



# Strategic Priorities



**Accelerate  
Customer  
Adoption**



**Expand  
Confidence  
Platform  
Offerings**



**Scale  
Channel  
Ecosystem**



**Broaden  
Market  
Presence**





# Business Highlights



## Overview Q1 2023 | *Business Highlights*

- Total ARR grew 26% YoY to \$222.4 million, 31% adjusted for FX
- SaaS revenue grew 34% YoY, 39% on constant currency basis
- Total revenue grew 18% YoY, 23% on constant currency basis
- Dollar based net retention rate was 106%, adjusted for FX
- Non-GAAP operating expenses grew only 3% YoY
- Named a winner for the 2023 Microsoft Singapore Partner of the Year awards in the Education Industry and Future of Work Transformation, Modern Work categories



# Overview Q1 2023

Revenue  
\$59.6M

Total ARR  
\$222.4M

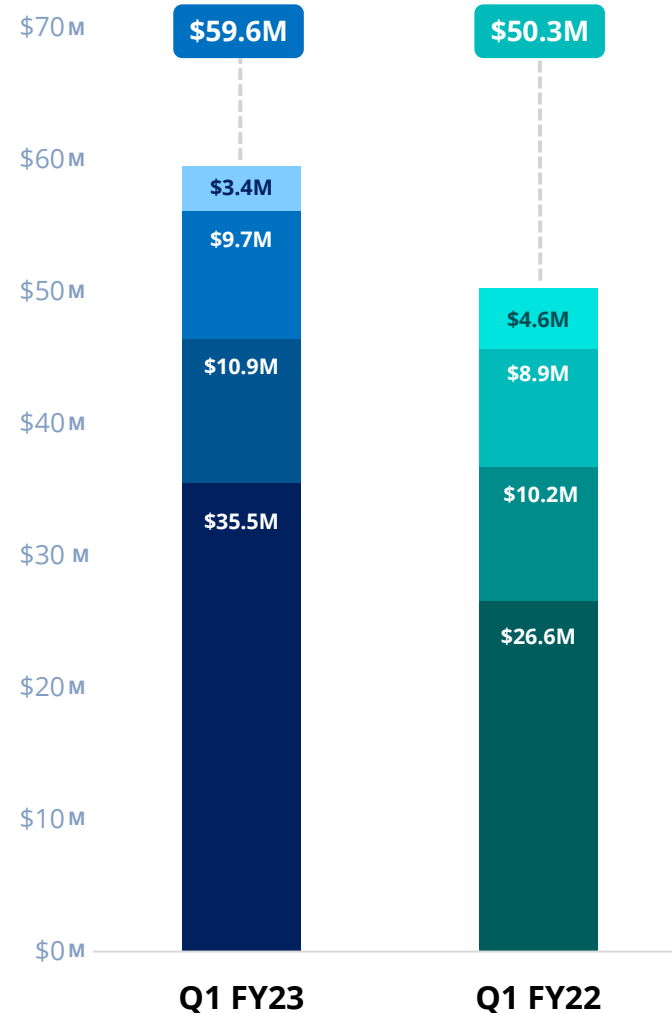
TTM Net Retention Rate  
106% adj. for FX

GAAP Operating Loss  
\$(8.8M)  
(14.8%) Margin

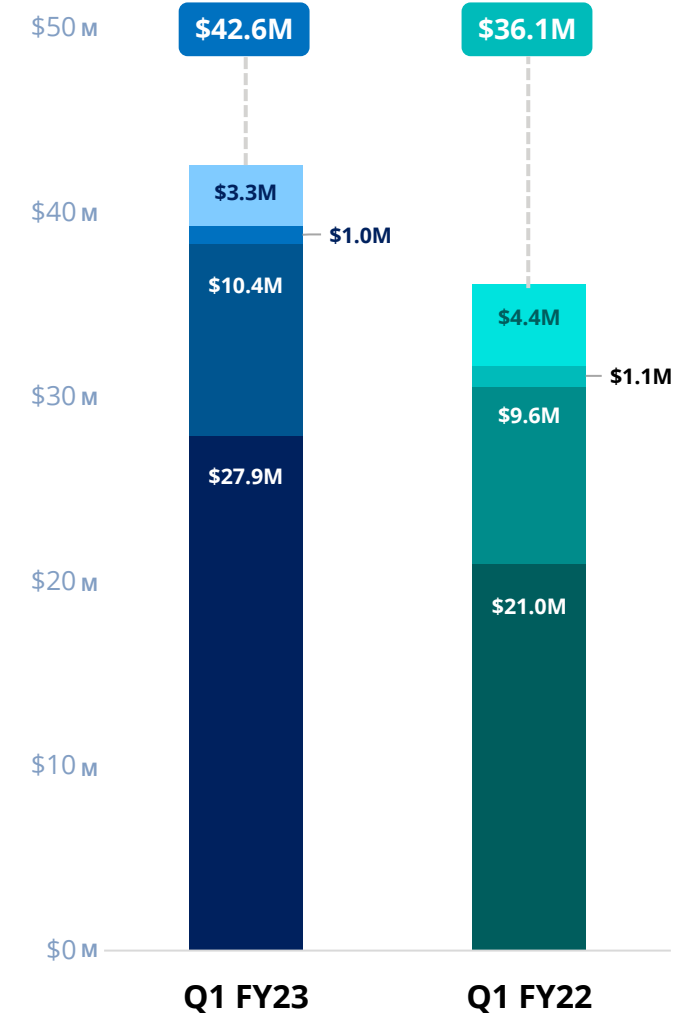
Non-GAAP Operating Loss  
\$(0.3M)  
(0.6%) Margin

Cash & Cash Equiv. and ST  
Investment  
\$231.7M

## Revenue



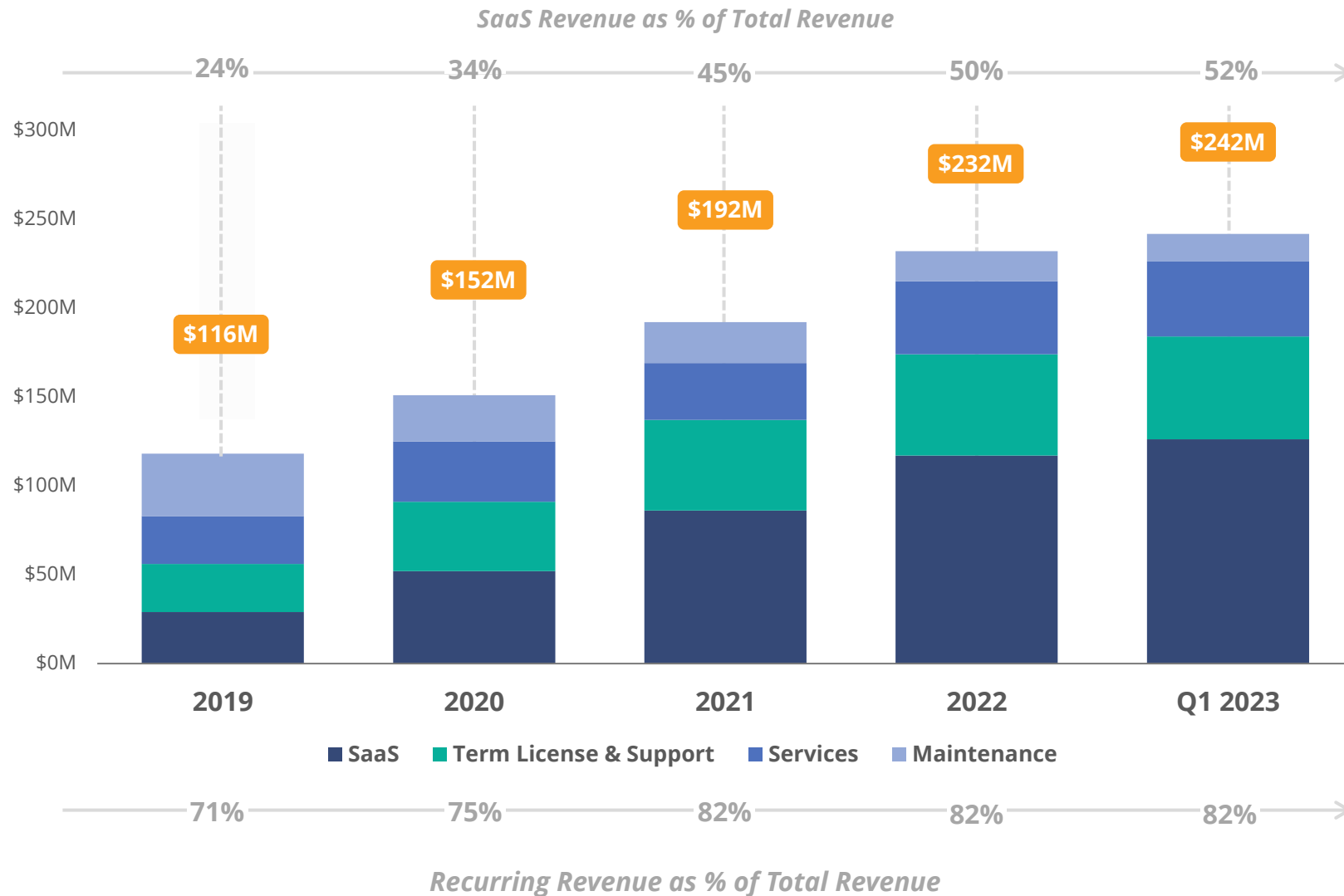
## Non-GAAP Gross Profit



Q1 FY23	<span style="color: #002060;">■</span> SaaS	<span style="color: #0056b3;">■</span> Term License & Support	<span style="color: #004a7c;">■</span> Services	<span style="color: #0072bc;">■</span> Maintenance
Q1 FY22	<span style="color: #006d6d;">■</span> SaaS	<span style="color: #008080;">■</span> Term License & Support	<span style="color: #009696;">■</span> Services	<span style="color: #00b0b0;">■</span> Maintenance



# TTM Revenue & Recurring Business

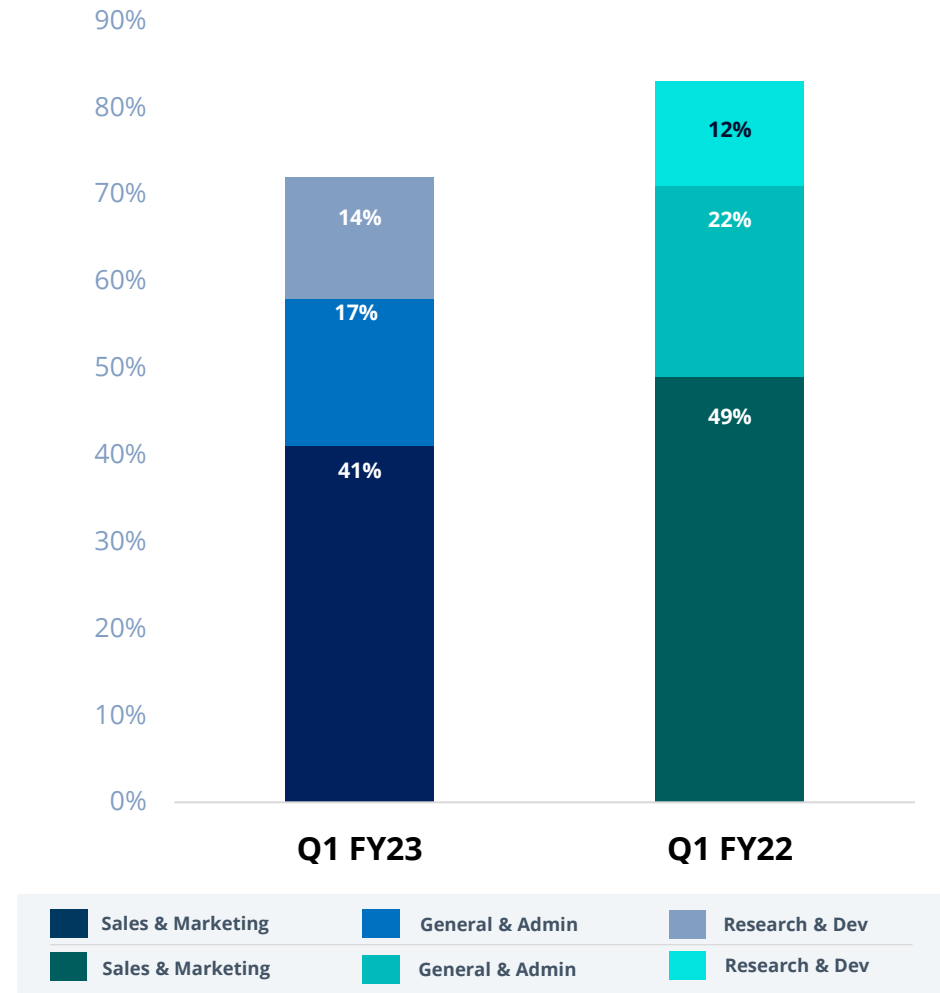


# Non-GAAP Operating Expenses

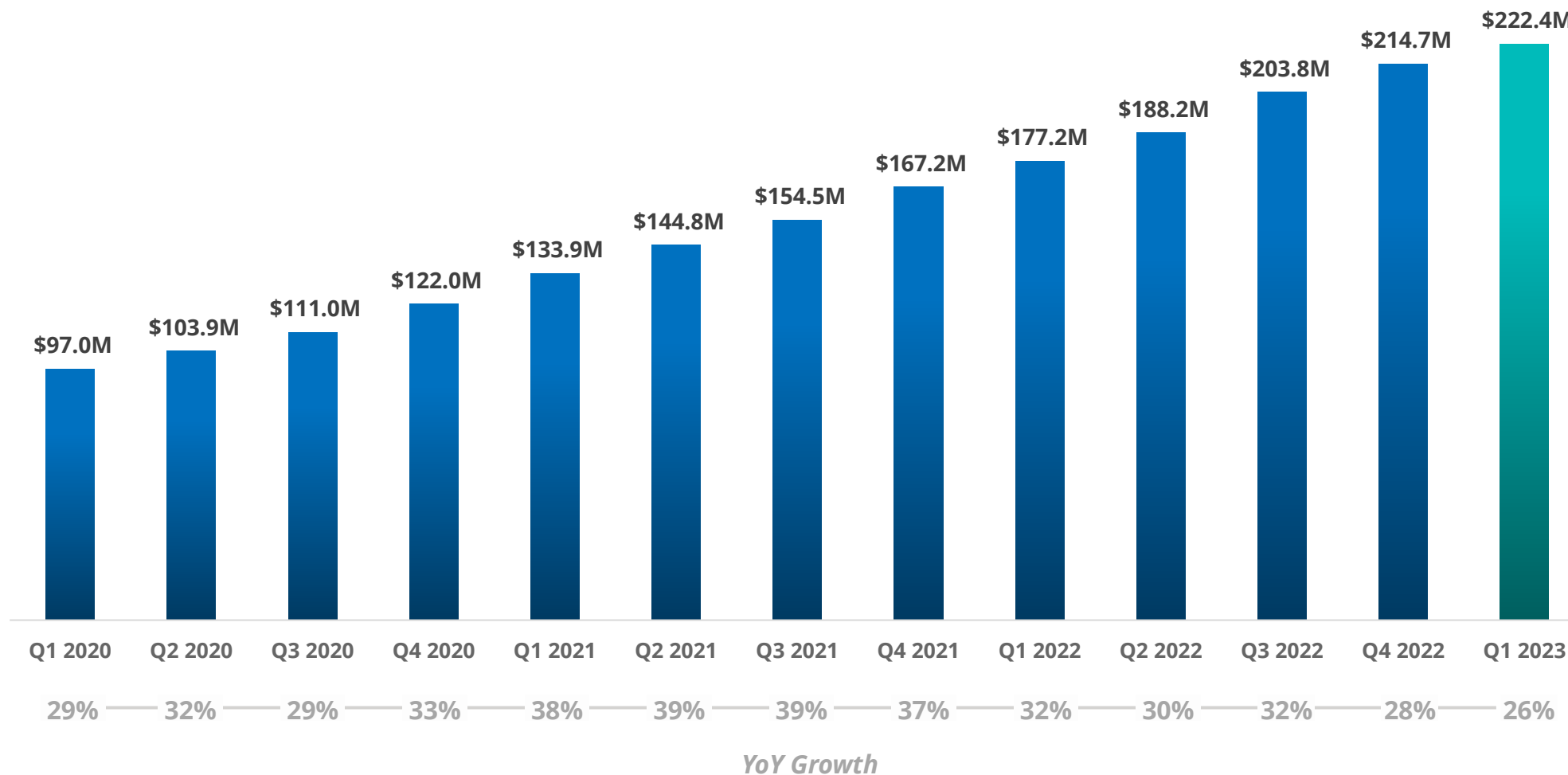
## OPEX – Breakout



## OPEX – % of Revenue



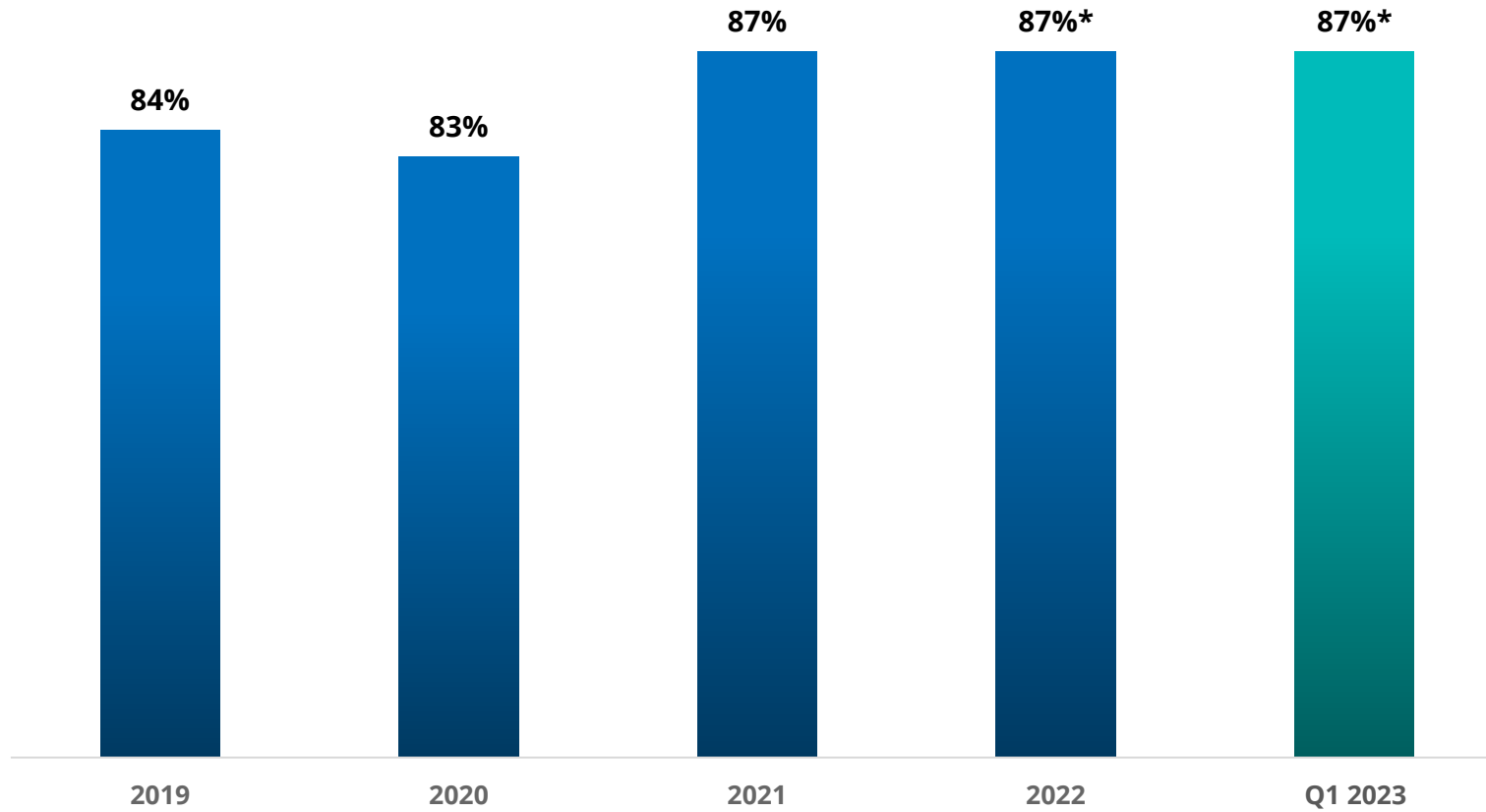
# Annual Recurring Revenue



Totals include the Company's migration products.



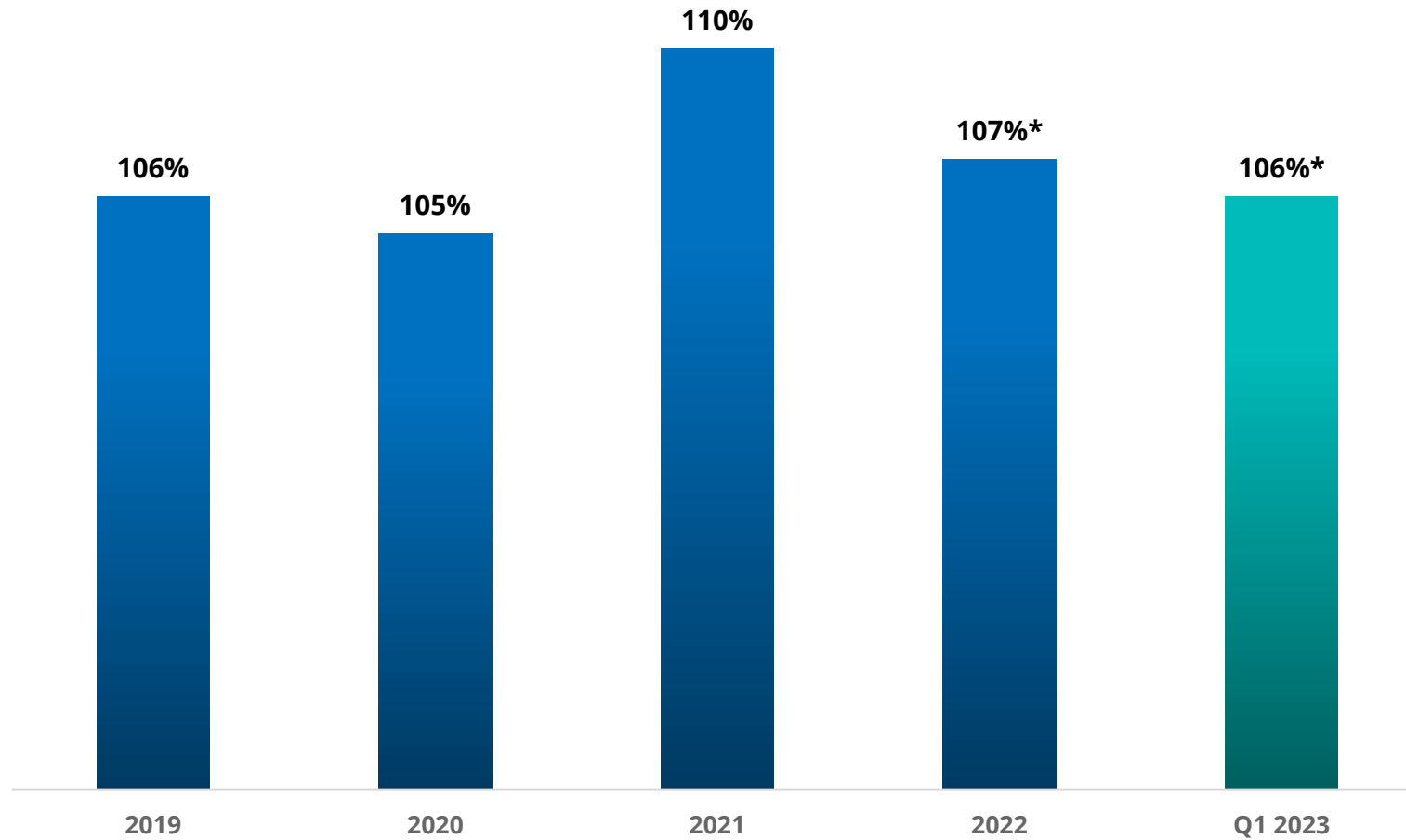
# TTM Gross Retention Rate



*\*Adjusted for FX Impact*



# TTM Net Retention Rate

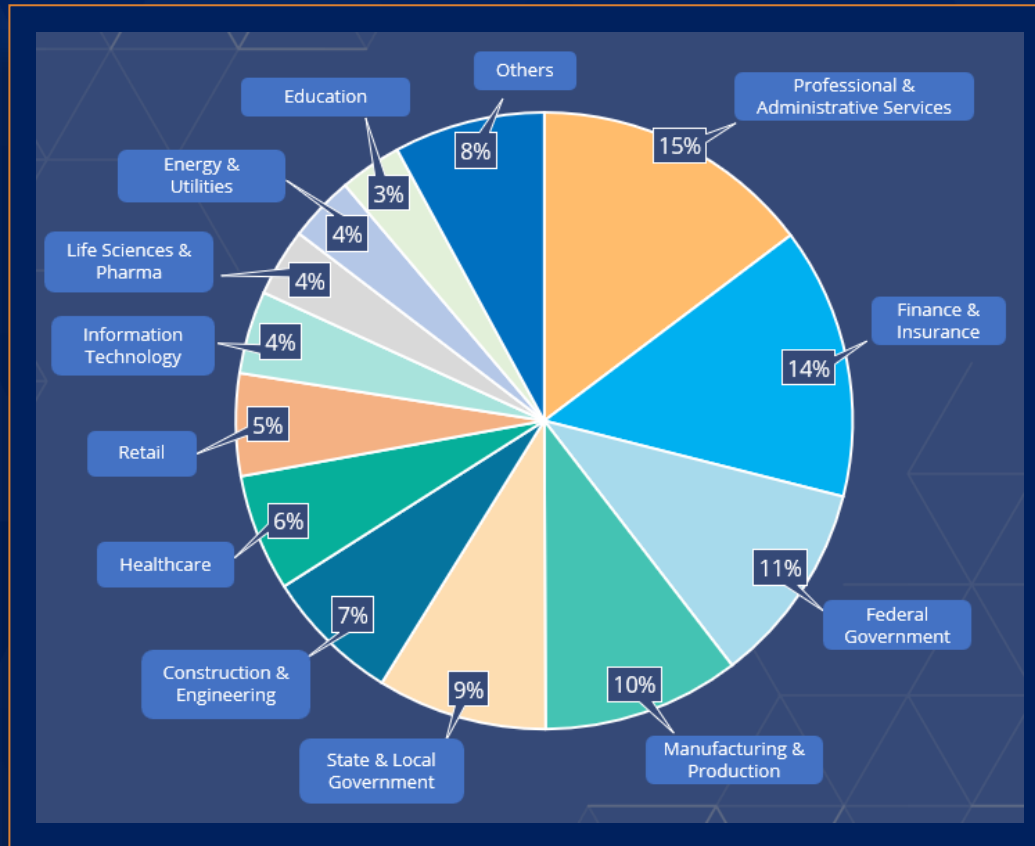


*\*Adjusted for FX Impact*



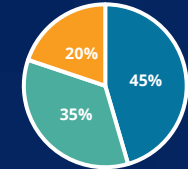
# Balanced ARR Contribution

## Industries



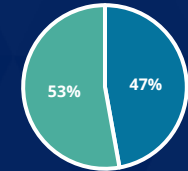
## Geography

North America 45% | EMEA 35% | APAC 20%



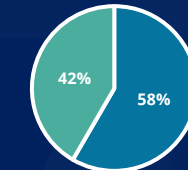
## Direct vs Channel

Direct 53% | Channel 47%



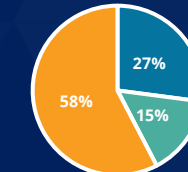
## New vs Existing

New 58% | Existing 42%



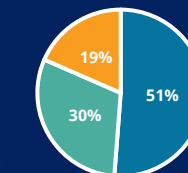
## Product Suites

Control 27% | Modernization 15% | Resilience 58%



## Customer Segment

Enterprise 51% | Mid-Market 30% | SMB 19%

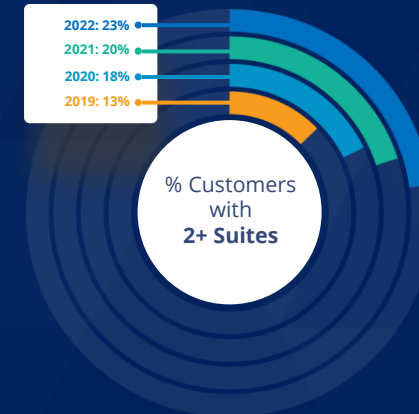


# Customer Attach Rates

## Product Attach Rates



## Suite Attach Rates





# Q2 & Full-Year 2023 Financial Guidance

(\$ in mil)	Q2 2023		FY 2023	
	Low	High	Low	High
Annual Recurring Revenue	-	-	\$255.0	\$261.0
Total Revenue	\$ 60.5	\$ 62.5	\$ 256.5	\$ 262.5
Non-GAAP Operating Income	\$ 0.8	\$ 2.0	\$ 13.9	\$ 16.2
<i>Non-GAAP Operating Margin %</i>	1.3%	3.2%	5.4%	6.2%



# Long-Term Non-GAAP Targets<sup>1</sup>

	FY 2021	FY 2022	Q1 2023	Long-Term Target
Gross Margin	74%	73%	71%	75%+
S&M as % of Revenue	44%	42%	41%	30%+
R&D as % of Revenue	8%	12%	14%	~10-15%
G&A as % of Revenue	18%	20%	17%	~10%
Operating Margin	3.1%	(1.2%)	(0.6%)	20-25%+

Source: AvePoint Management. 1) See "GAAP to Non-GAAP Reconciliation" slide for add-backs



# HEADLINES

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**2023**

Non-GAAP Profitable

**2025**

Rule of 40 Company

**2025**

GAAP Profitable



# Select Definitions



## Total ARR

AvePoint calculates annual recurring revenue (“ARR”) at the end of a particular period as the annualized sum of contractually obligated Annual Contract Value (“ACV”) from SaaS, term license and support and maintenance revenue sources from all active customers.



## Dollar-Based Net Retention Rate

This metric is calculated by starting with the ARR from all active customers as of 12 months prior to such period end, or Prior Period ARR. We then calculate ARR from these same customers as of the current period end, or Current Period ARR. Current Period ARR includes any expansion and is net of contraction or attrition over the last 12 months but excludes ARR from new customers in the current period. We then divide the total Current Period ARR by the total Prior Period ARR to arrive at the dollar-based net retention rate.



## Recurring Revenue

Total recurring revenue consists of revenue from SaaS, term license and support, and maintenance revenues.



## Non-GAAP Operating Expense

AvePoint defines non-GAAP operating expense as GAAP operating expense minus stock-based compensation and the amortization of acquired intangible assets.



# GAAP to Non-GAAP Reconciliation

For the Three Months Ended Mar 31

	2023	2022
<b>(\$ in mil)</b>		
GAAP gross profit	\$ 41.7	\$ 35.5
Stock-based compensation expense & amort. of intangible assets	0.9	0.6
Non-GAAP gross profit	\$ 42.6	\$ 36.1
<i>Non-GAAP gross margin</i>	71.5%	71.8%
GAAP operating expenses	\$ 50.5	\$ 49.4
Stock-based compensation expense & amort. of intangible assets	7.6	7.7
Non-GAAP operating expenses	\$ 42.9	\$ 41.6
<i>Non-GAAP operating expense as % of revenue</i>	72.1%	82.8%
GAAP operating income (loss)	\$ (8.8)	\$ (13.8)
Stock-based compensation expense & amort. of intangible assets	8.5	8.3
Non-GAAP operating income	\$ (0.3)	\$ (5.5)
<i>Non-GAAP operating margin</i>	(0.6%)	(11.0%)



*thank  
you*

*James Arestia,  
Investor Relations*

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Gracias	ευχαριστώ	Danke	Grazie	благодаря
Hvala	Obrigado	Kiitos	شكراً	Tak
Ahsante	Teşekkürler	متشكراً	Salamat Po	감사합니다
Cám ơn	شكريه	Terima Kasih	Dank u Wel	Děkuji
நன்றி	Köszönöm	ありがとう ございます	ඔබකූලකර්ෂ	Dziękuję
谢谢	Tack	Mulțumesc	спасибо	Merci
תודה	多謝晒	дядкую	Ďakujem	धन्यवाद