



Investor Presentation

November 2023



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Investors and security holders of AvePoint are urged to read AvePoint's recent disclosure statements and other relevant documents that have been or will be filed with the SEC carefully and in their entirety when they become available because they will contain important information about AvePoint. Investors and security holders will be able to obtain free copies of such documents containing important information about AvePoint through the website maintained by the SEC at www.sec.gov. Copies of the documents filed with the SEC by AvePoint can be obtained free of charge by directing a written request to AvePoint Investor Relations at 901 East Byrd Street, Suite 900, Richmond VA 23213 or by emailing IR@avepoint.com.

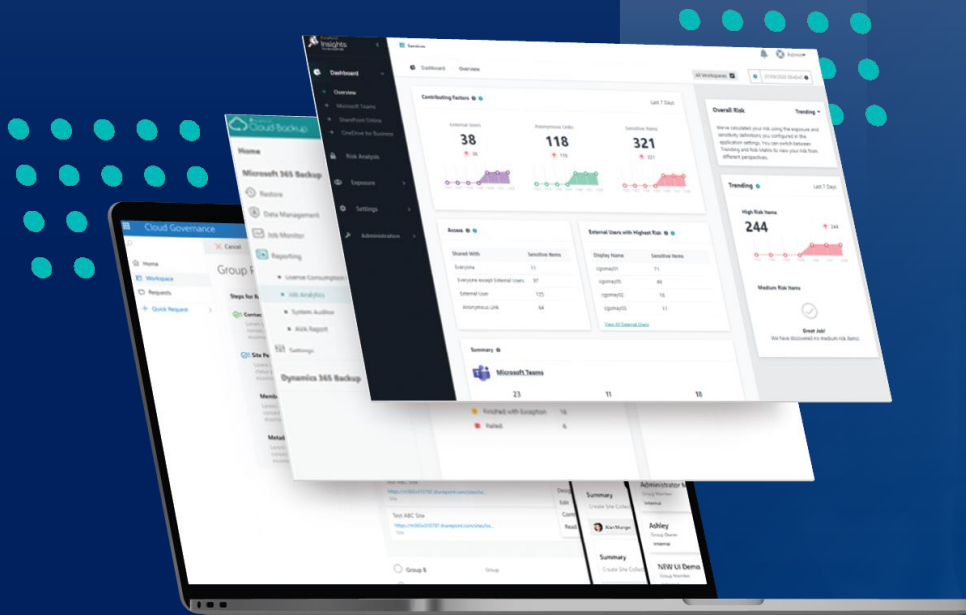


OUR MISSION

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

Advance

Digital Workplace

Capture

Growing Markets

Prioritize

Profitable Growth



Business Highlights



\$251 million
Annual Recurring Revenue

40%
SaaS Revenue Growth

25%
ARR Growth

85%
Recurring Revenue



17,000+
Customers

100+
Countries

~ 2,350
Employees

25
Global Offices

*ARR as of September 30, 2023. ARR growth is adjusted for FX.
Recurring revenue mix is for Q3 2023. Customer count as of December 31, 2022.*



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**¹
- **10% of all data** will be produced by generative AI²
- **More than 75% of organizations** have a decentralized data architecture¹



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**³
- Average cost of a data breach is **~\$4.5 million**⁴
- **90% of company boards** regard cybersecurity as a business risk rather than an IT problem⁵

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 regulations, preserve critical records, and ensure business continuity

RESILIENCE

Information Lifecycle Management

AvePoint Cloud Backup

AvePoint Opus

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

AvePoint EnPower

AvePoint Policies & Insights For Microsoft 365

Policy Management

AvePoint Policies 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

AvePoint FLY

Measure

tyGraph

Business Apps

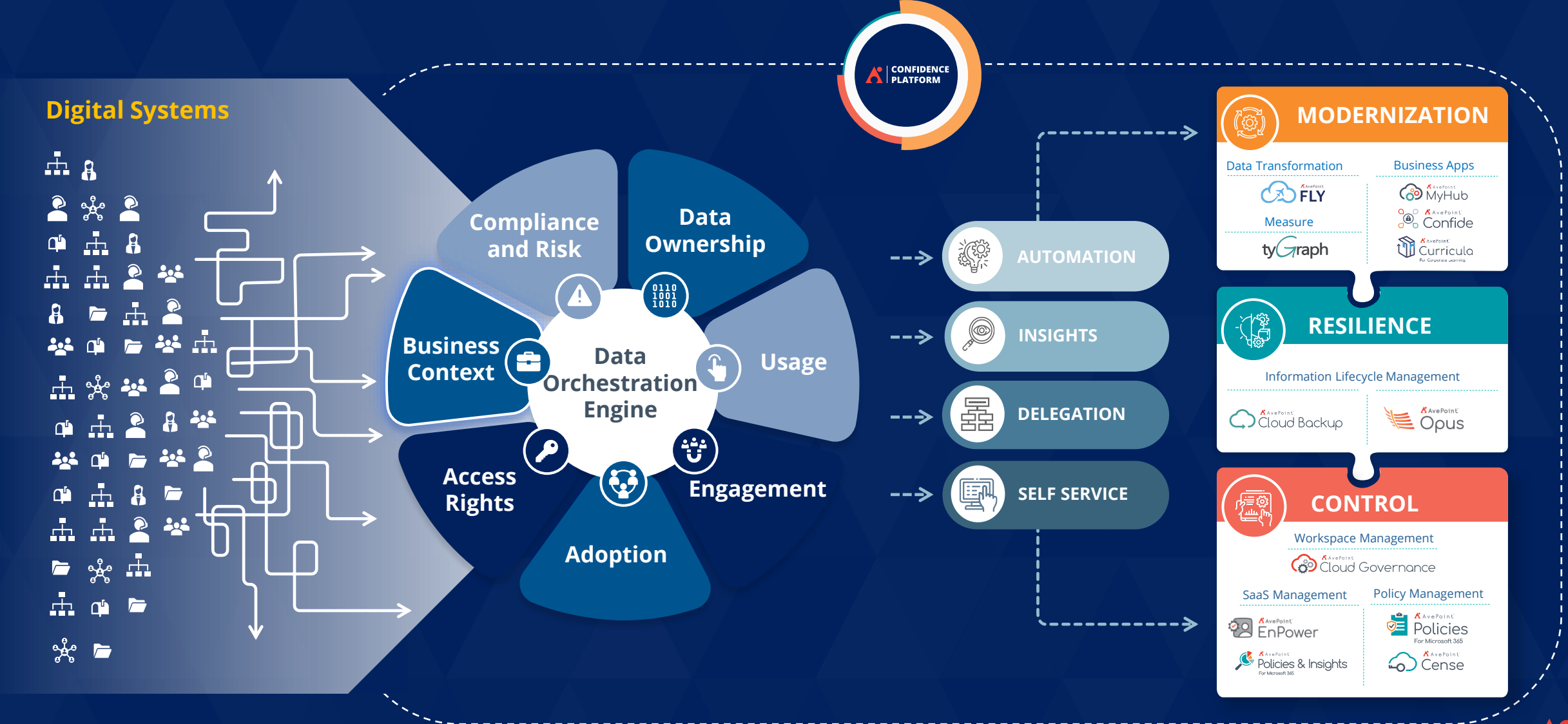
AvePoint MyHub

AvePoint Confide

AvePoint Curricula For Corporate Learning



Confidence Platform™ *Optimize the Digital Workplace*



Platform Approach Benefits



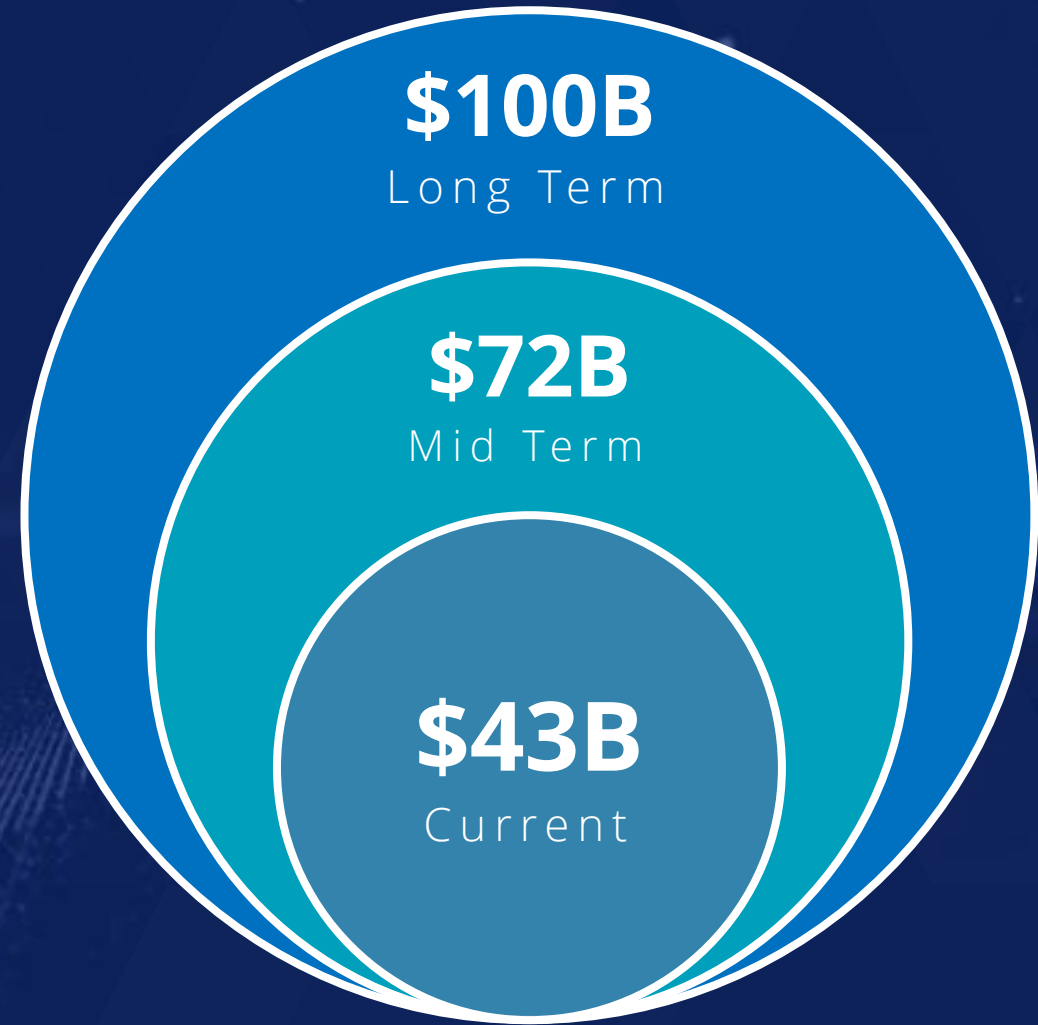
Why we win

- ✓ **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

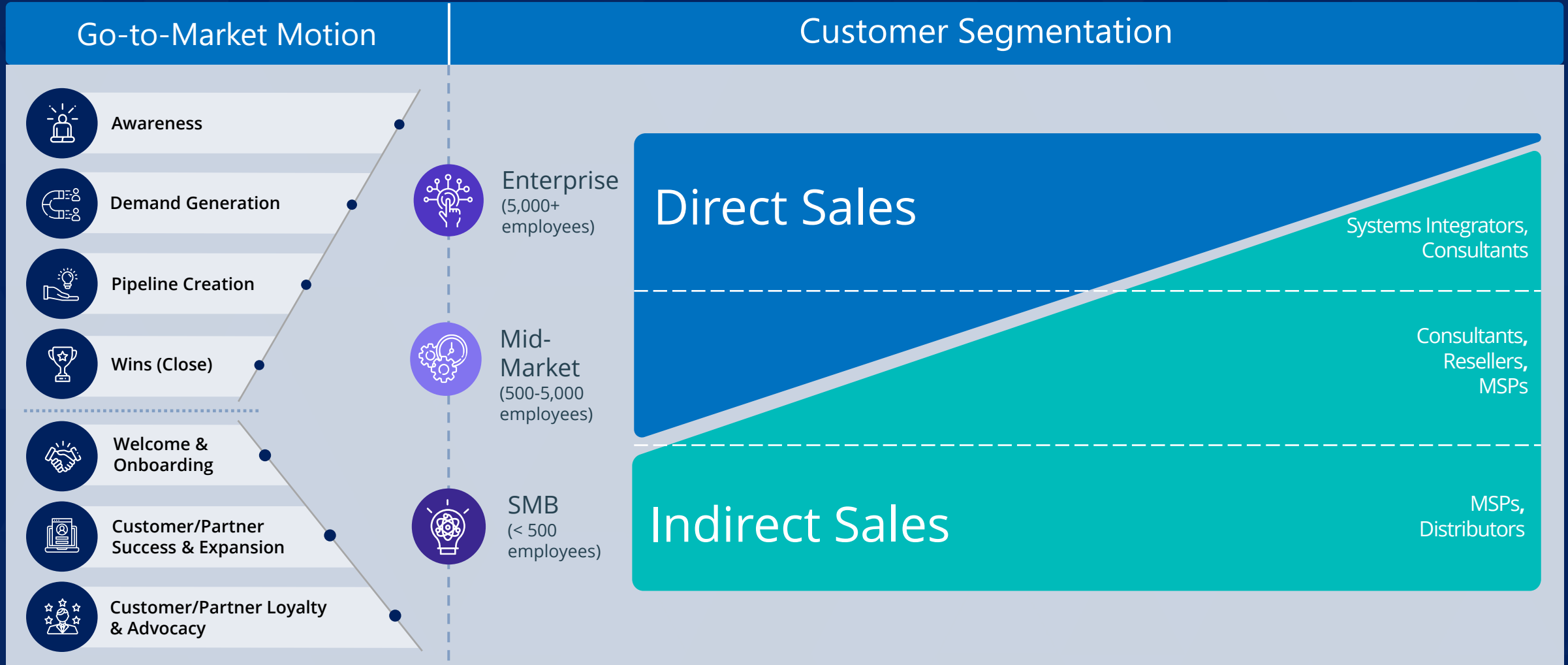
(21% CAGR from 2023-2026)



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 Q3 FY23 | *Business Highlights*

- Total ARR grew **23%** YoY to \$250.6 million, 25% adjusted for FX
- SaaS revenue grew **40%** YoY
- Total revenue grew **16%** YoY
- Dollar based net retention rate was **108%**, adjusted for FX
- Non-GAAP operating expenses were flat YoY

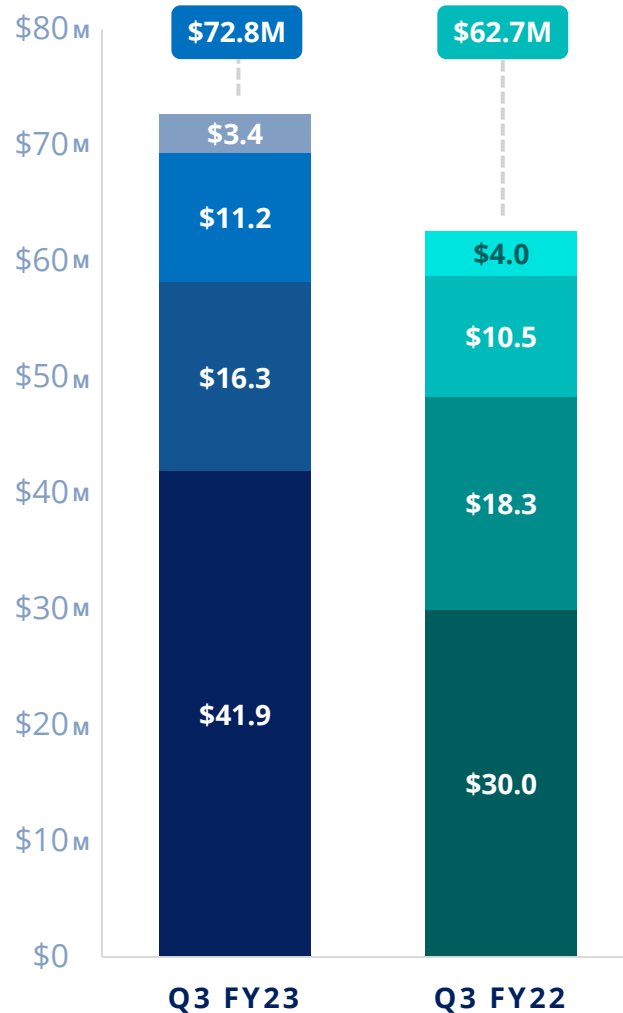
Overview Q3 FY23

Revenue
\$72.8M

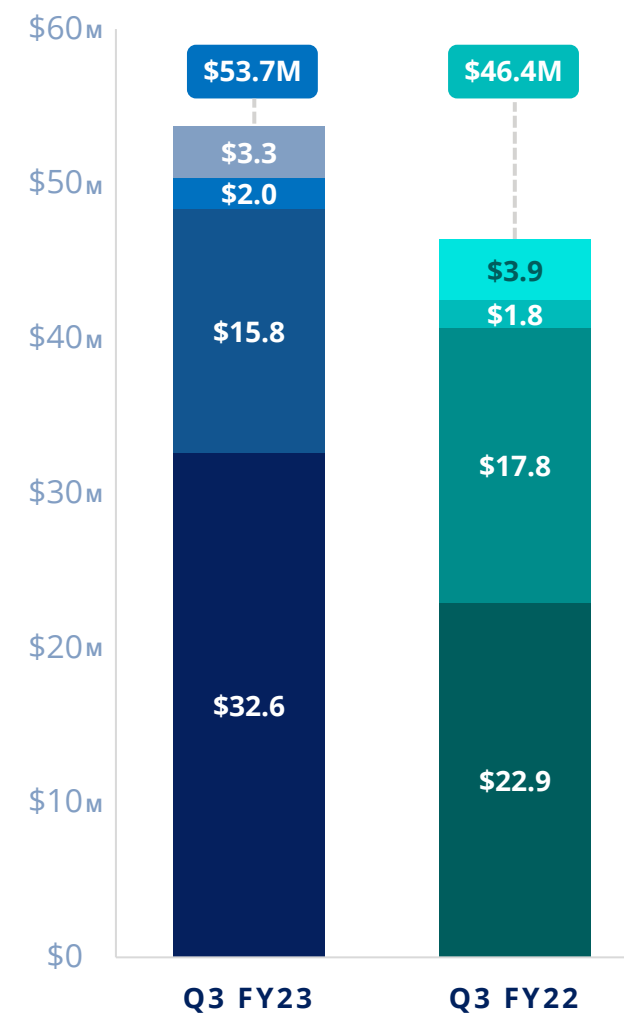
Total ARR
\$250.6M

TTM Net Retention Rate
108% adj. for FX

Revenue



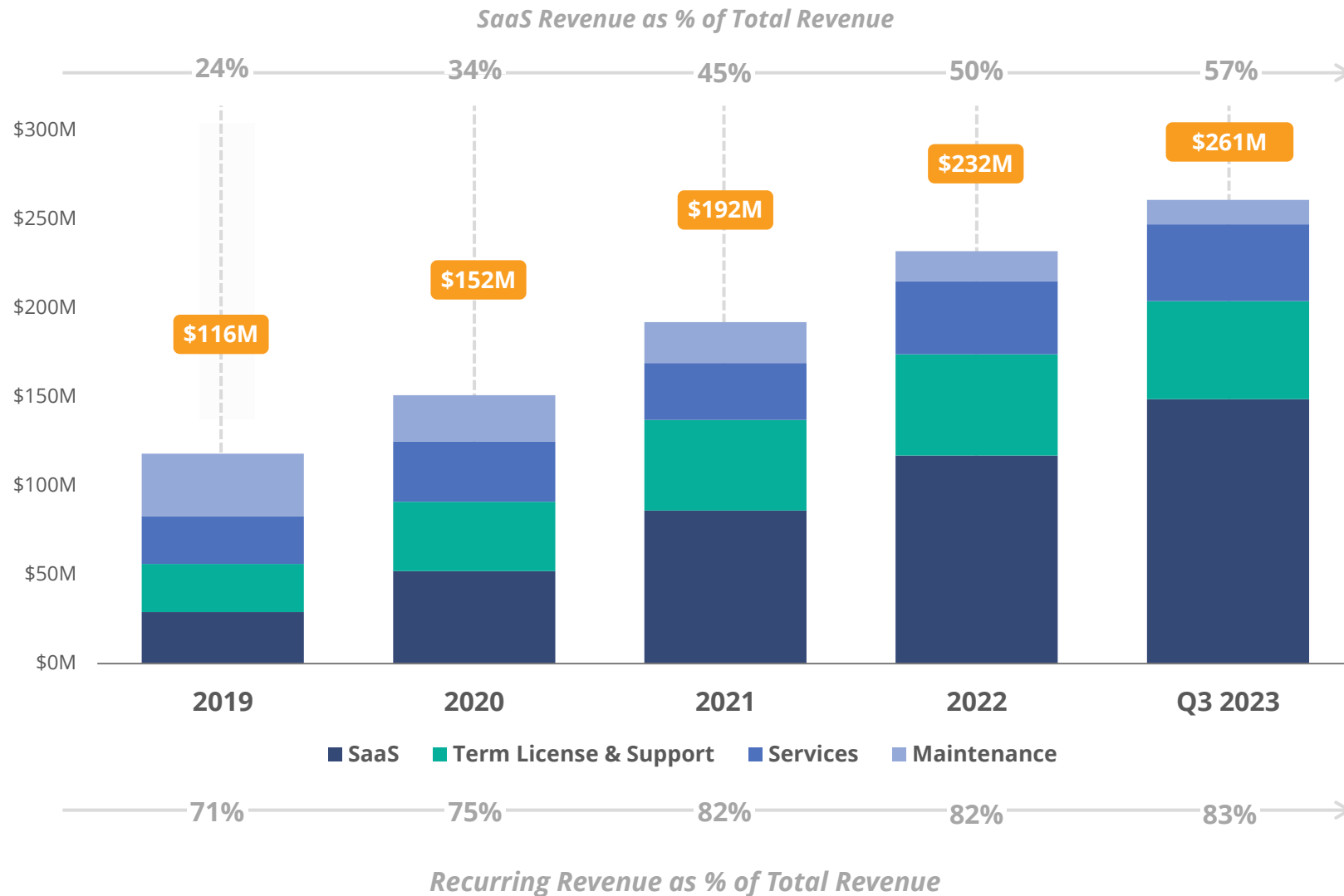
Non-GAAP Gross Profit



Q3 FY23	■ SaaS	■ Term License & Support	■ Services	■ Maintenance
Q3 FY22	■ SaaS	■ Term License & Support	■ Services	■ Maintenance



TTM Revenue & Recurring Business

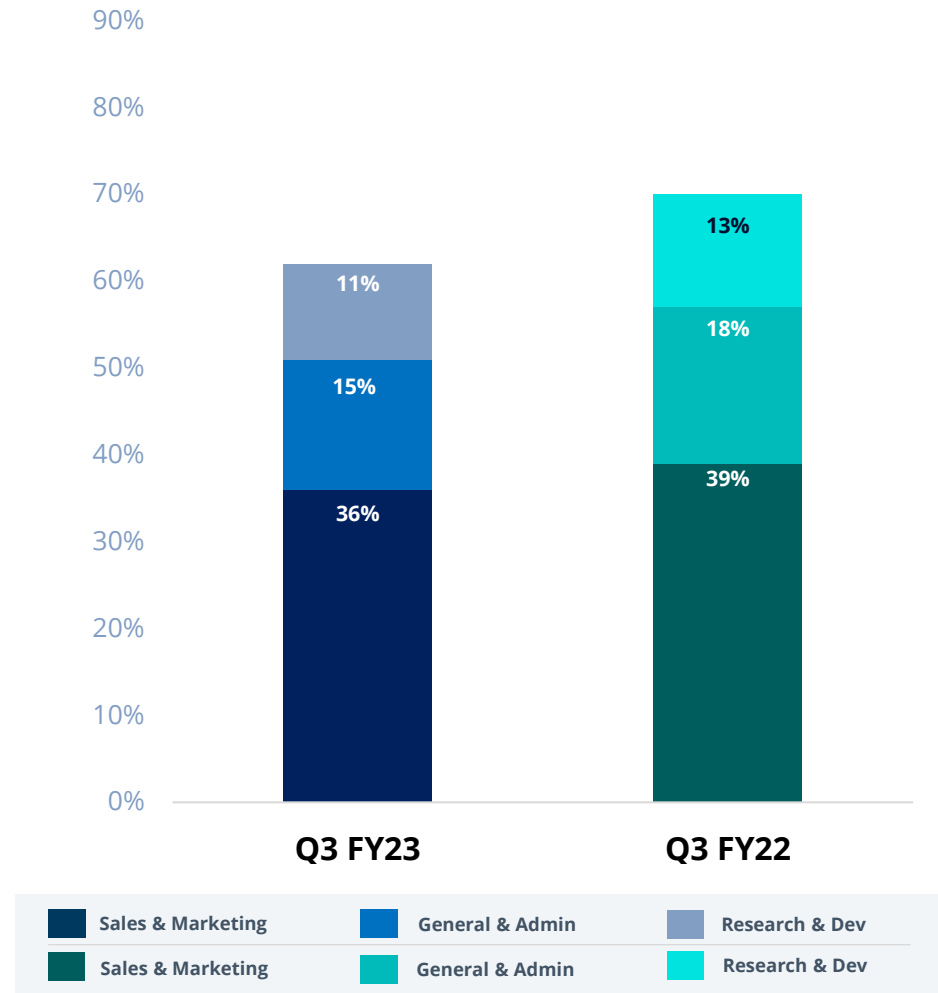


Non-GAAP Operating Expenses

OPEX – Breakout



OPEX – % of Revenue



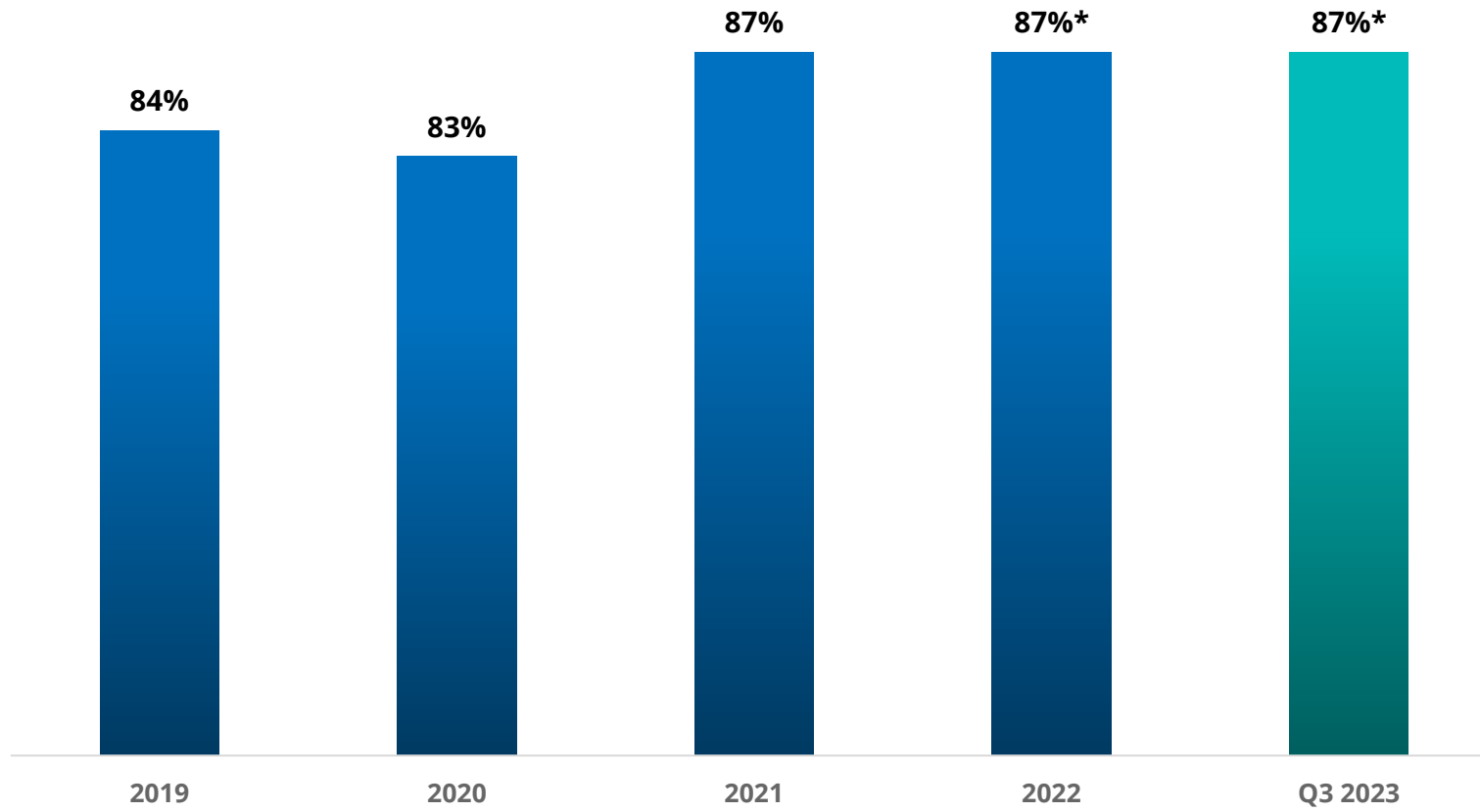
Annual Recurring Revenue



Totals include the Company's migration products.



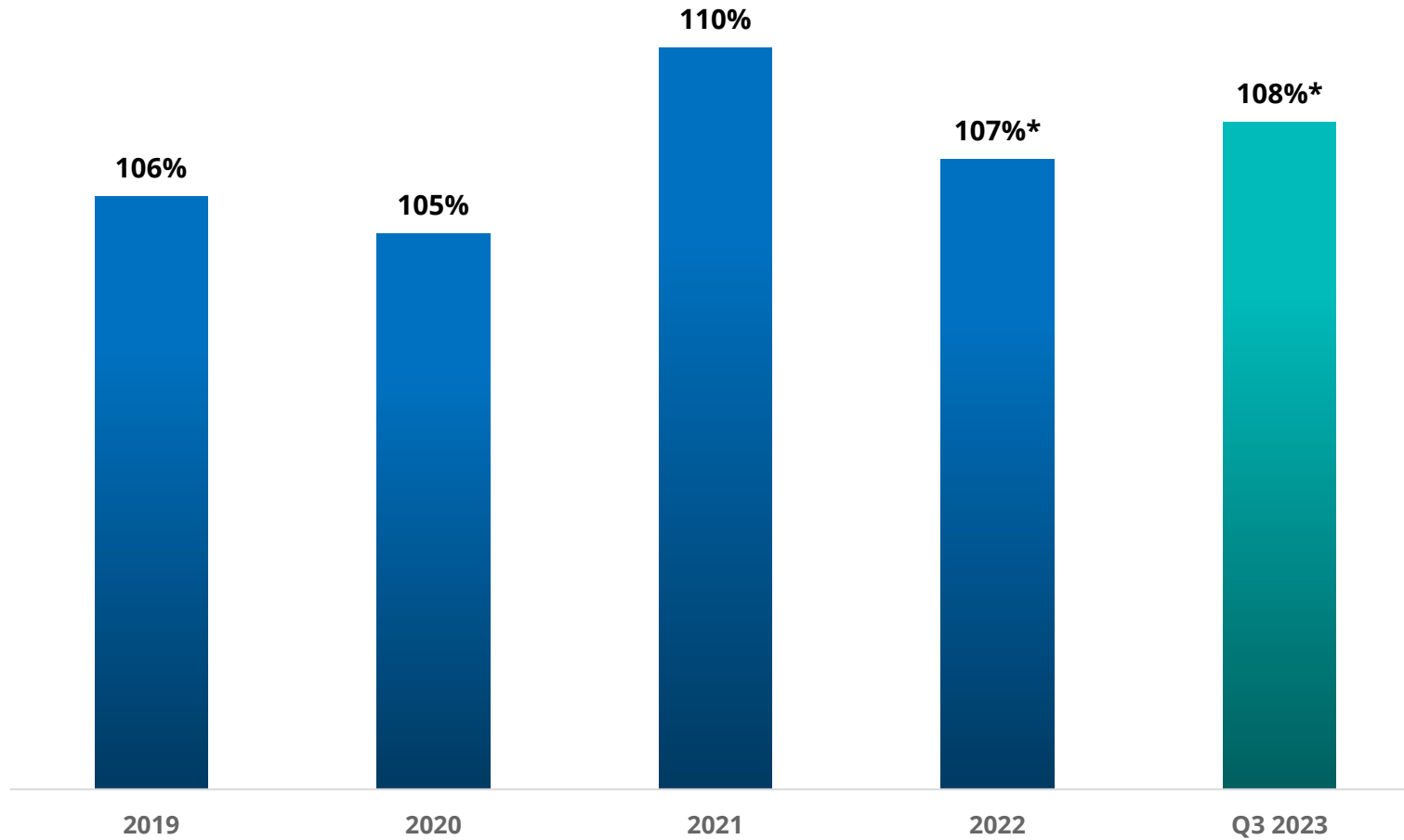
TTM Gross Retention Rate



**Adjusted for FX*



TTM Net Retention Rate

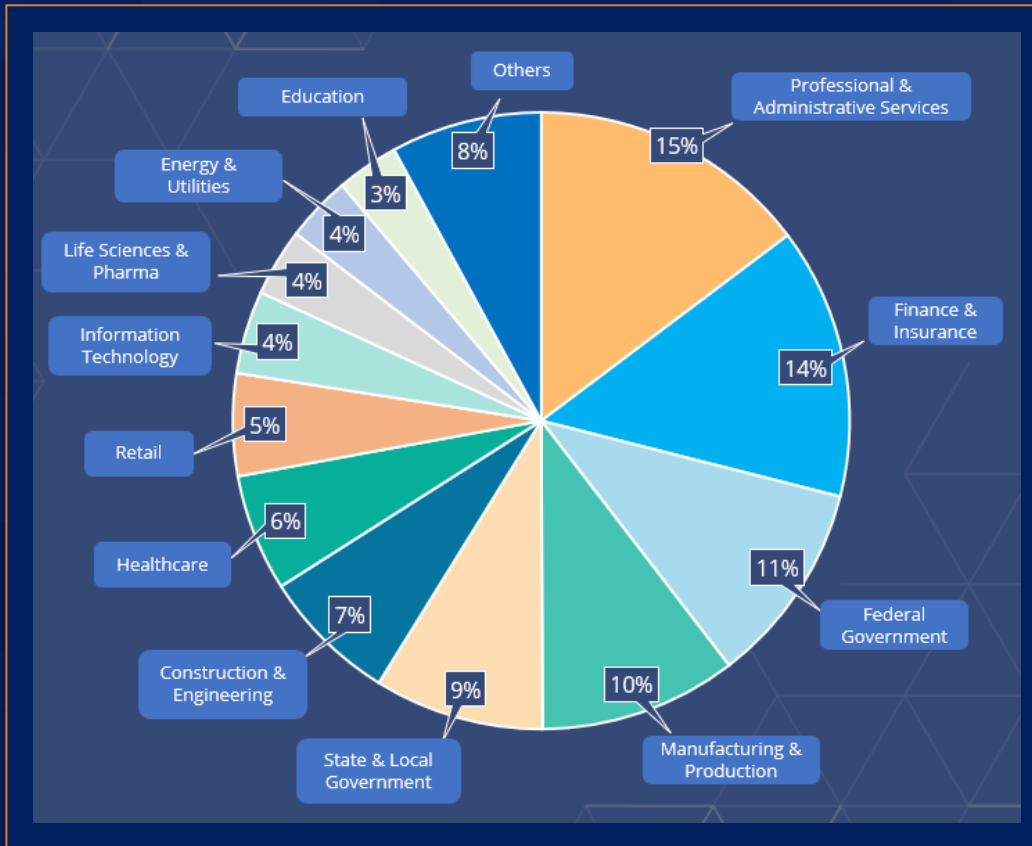


**Adjusted for FX*



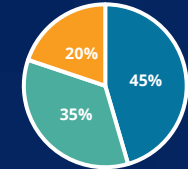
Balanced ARR Contribution

Industries



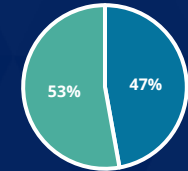
Geography

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



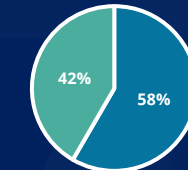
Direct vs Channel

Direct 53% | Channel 47%



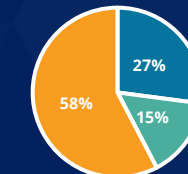
New vs Existing

New 58% | Existing 42%



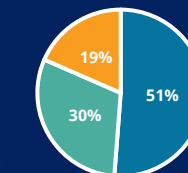
Product Suites

Control 27% | Modernization 15% | Resilience 58%



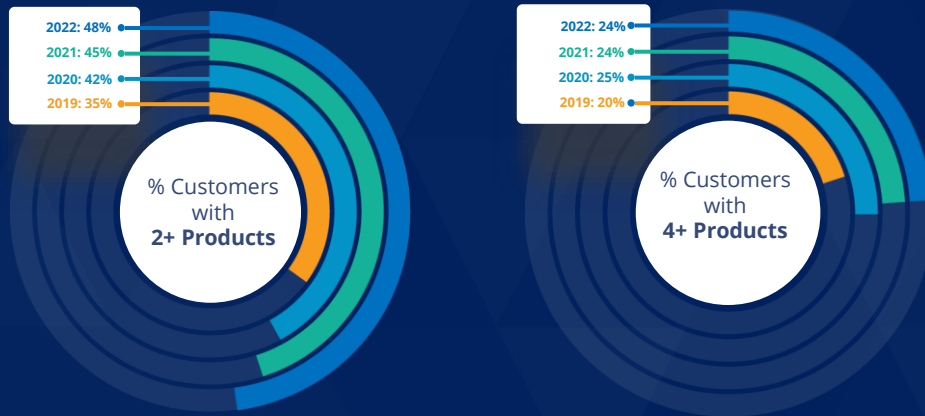
Customer Segment

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

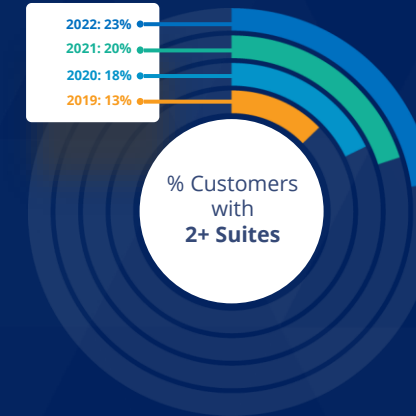


Customer Attach Rates

Product Attach Rates



Suite Attach Rates



Attach rates are as of Dec 31, 2022 and are for customers with 500 employees or more.



Q4 & Full-Year 2023 Financial Guidance

	Q4 2023		FY 2023	
	Low	High	Low	High
(\$ in mil)				
Annual Recurring Revenue	-	-	\$261.0	\$263.0
Total Revenue	\$ 70.5	\$ 72.5	\$ 267.7	\$ 269.7
Non-GAAP Operating Income	\$ 8.1	\$ 9.1	\$ 20.0	\$ 21.0
<i>Non-GAAP Operating Margin %</i>	11.5%	12.6%	7.5%	7.8%



Long-Term Non-GAAP Targets¹

	FY 2021	FY 2022	Q3 2023	Long-Term Target
Gross Margin	74%	73%	74%	75%+
S&M as % of Revenue	44%	42%	36%	30%+
R&D as % of Revenue	8%	12%	11%	~10-15%
G&A as % of Revenue	18%	20%	15%	~10%
Operating Margin	3.1%	(1.2%)	13%	20-25%+

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



GAAP to Non-GAAP Reconciliation

For the Three Months Ended Sept 30

	2023	2022
(\$ in mil)		
GAAP gross profit	\$ 52.6	\$ 45.6
Stock-based compensation expense & amort. of intangible assets	1.0	0.8
Non-GAAP gross profit	\$ 53.7	\$ 46.4
<i>Non-GAAP gross margin</i>	73.7%	74.0%
GAAP operating expenses	\$ 52.9	\$ 53.1
Stock-based compensation expense & amort. of intangible assets	8.6	9.0
Non-GAAP operating expenses	\$ 44.3	\$ 44.0
<i>Non-GAAP operating expense as % of revenue</i>	60.9%	70.2%
GAAP operating income (loss)	\$ (0.3)	\$ (7.4)
Stock-based compensation expense & amort. of intangible assets	9.6	9.8
Non-GAAP operating income	\$ 9.3	\$ 2.4
<i>Non-GAAP operating margin</i>	12.8%	3.8%



HEADLINES

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.



*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	ขอบคุณครับ	Dziękuję
谢谢	Tack	Mulțumesc	спасибо	Merci
תודה	多謝晒	дядкую	Ďakujem	धन्यवाद