



AvePoint Q2 FY21 Results

August 10, 2021

Microsoft
Partner



Gold Application Development
Gold Collaboration and Content
Gold Cloud Productivity
Gold Messaging
Gold Datacenter

Collaborate with Confidence

Accessible content is available upon request.

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Further Information

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 Invest or Relations at 901 East Byrd Street, Suite 900, Richmond VA 23213 or by emailing IR@avepoint.com.



Overview Q2 FY21

Revenue
\$45.3M

Total ARR
\$139.0M

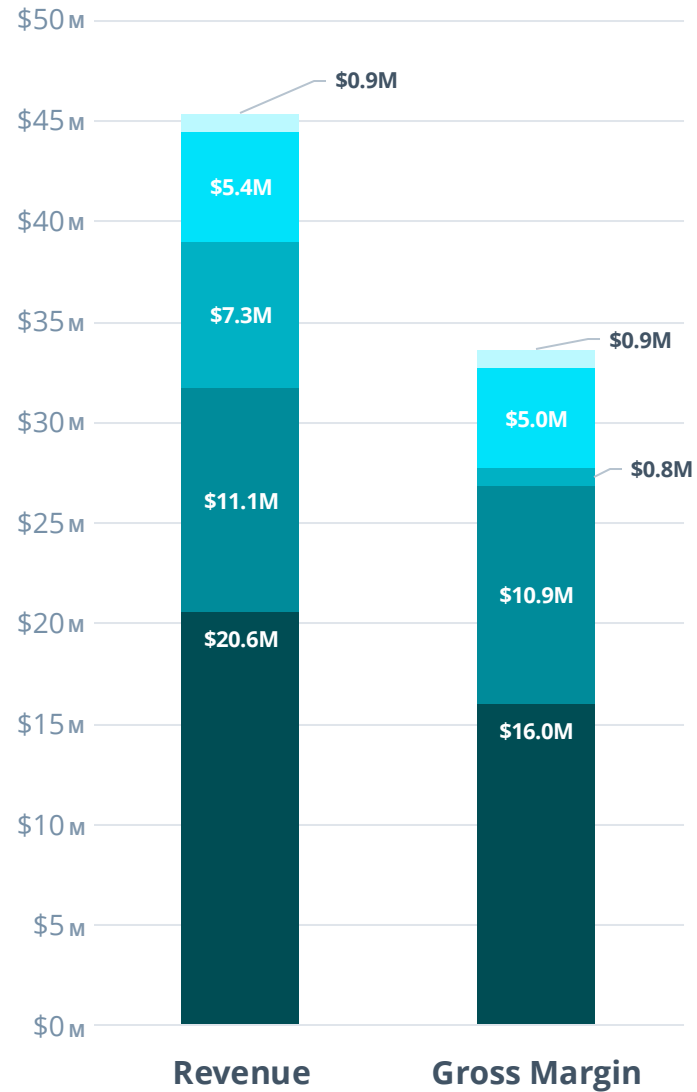
TTM Net Retention
111%

GAAP Operating Loss
\$11.2M
(24.7)% Margin

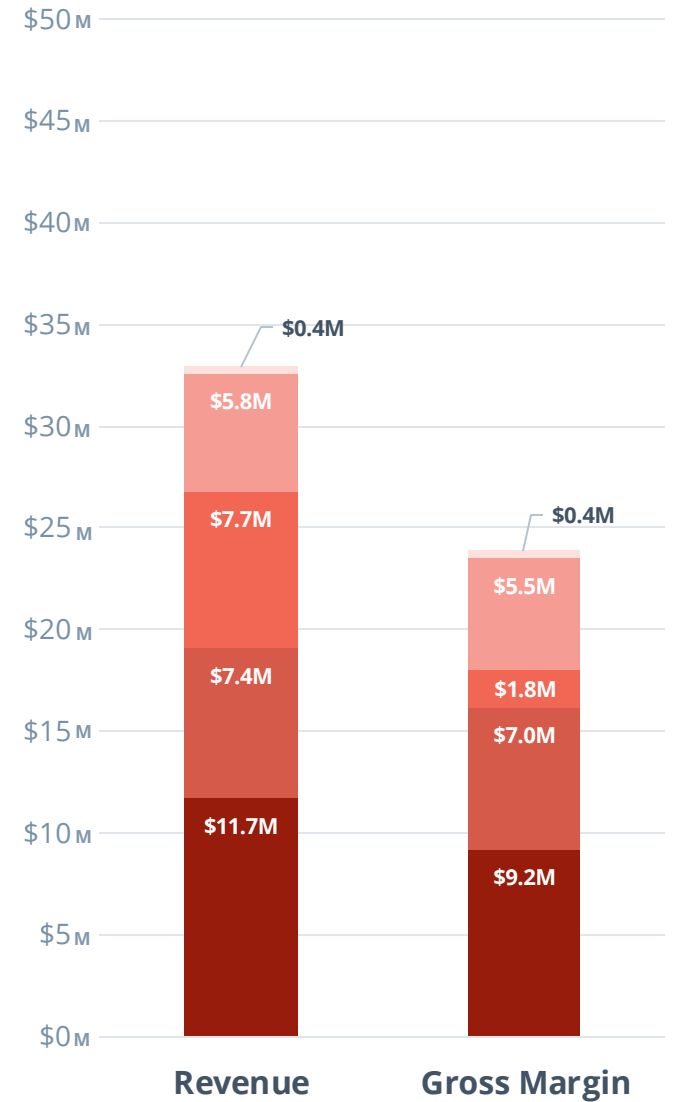
Non-GAAP Operating Income
\$3.3M
7.3% Margin

Net proceeds from
business combination
\$205M

2021 | Q2



2020 | Q2



Overview Q2 FY21

Business Highlights

- The AvePoint SaaS cloud platform, AvePoint Online Services, achieved FedRAMP Authorization signifying its SaaS solutions are approved for use across all United States federal agencies at the moderate impact level
- AvePoint released its Salesforce Cloud Backup for managed service providers (MSPs) across 36 countries and via 58 distributor app marketplaces
- APAC's leading distributor of cloud solutions and services, rhipe, now offers AvePoint solutions to its managed service provider (MSP) customers
- Continued expansion in user base with more than 8 million cloud users



LTM Revenue & Recurring Business

Recurring Revenue as a percentage of overall revenue continues to increase ahead of initial projections.

Initial Recurring Revenue Mix Projection for 2021E

81%

YTD Recurring Revenue Mix

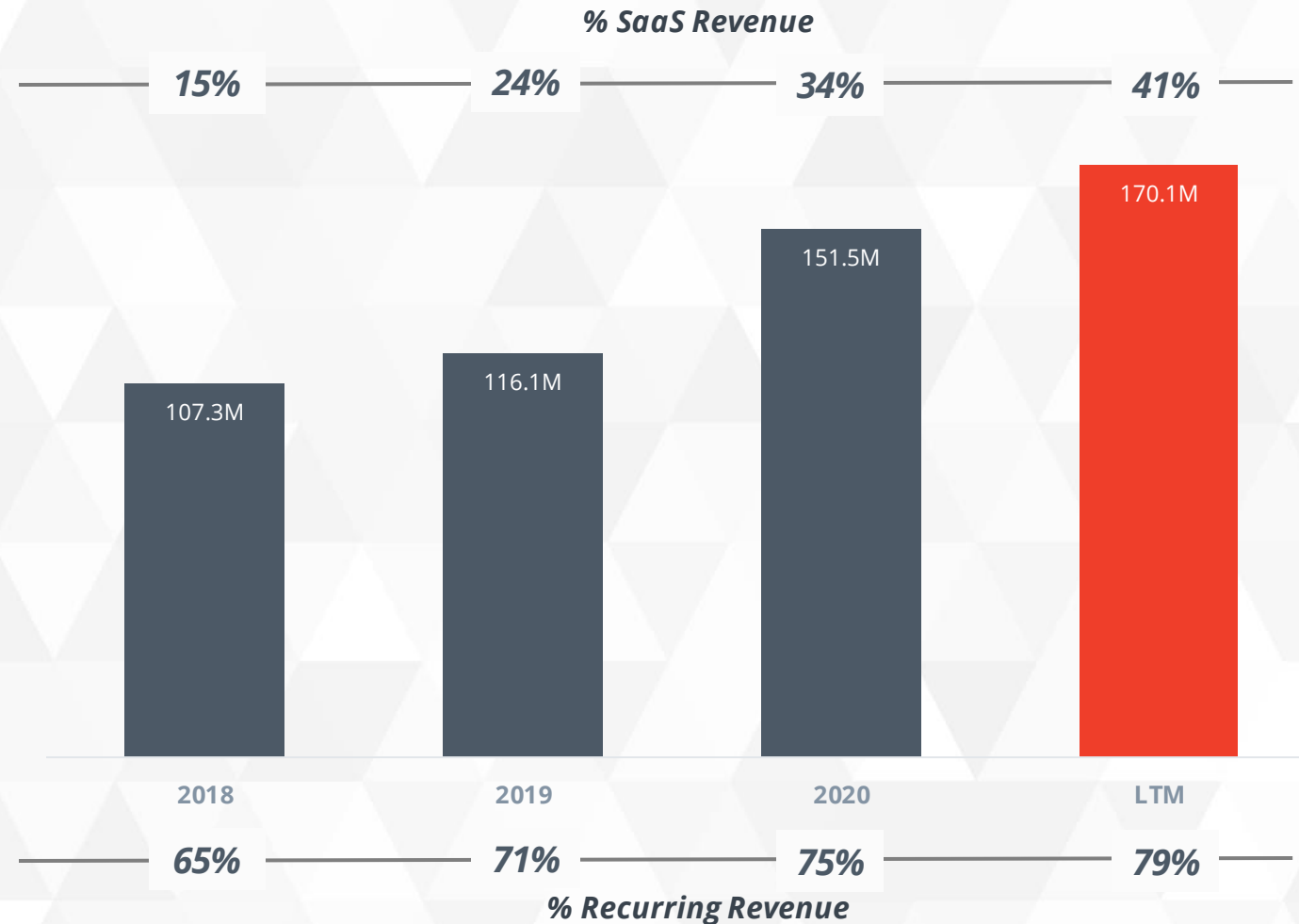
83%

2Q YoY SaaS Revenue Growth

76%

2Q YoY Subscription Revenue Growth

66%

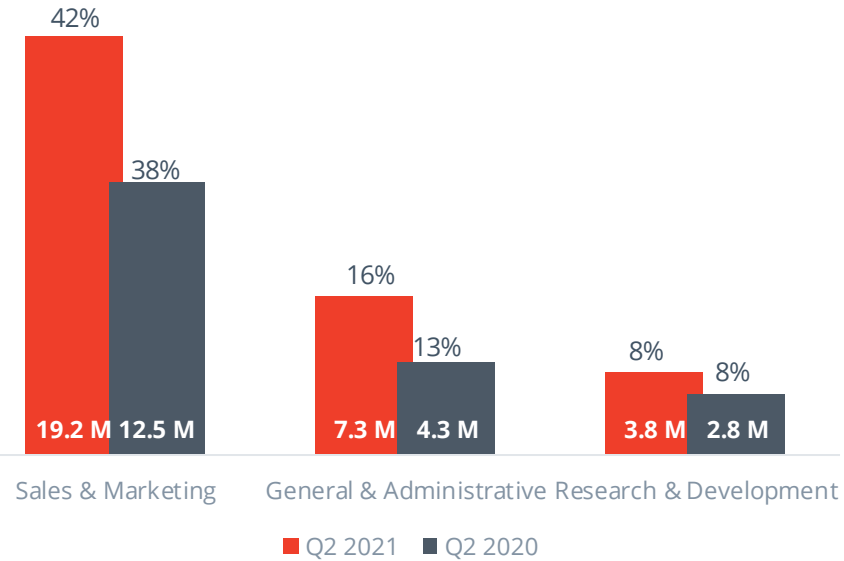


Non-GAAP Operational Expenses

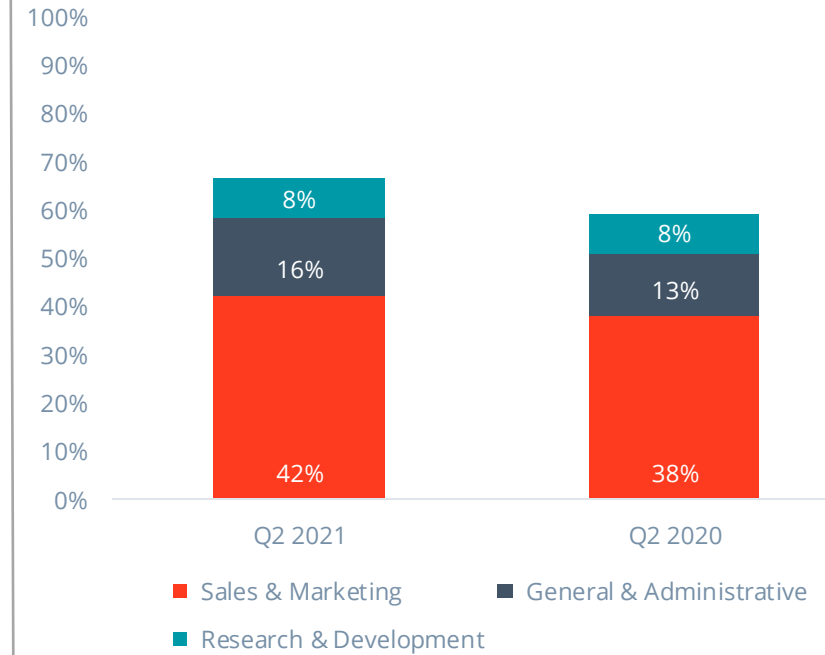


Successfully investing in talent to take advantage of market opportunities and invest to support future growth

OPEX - Breakout



OPEX - As % of Revenue

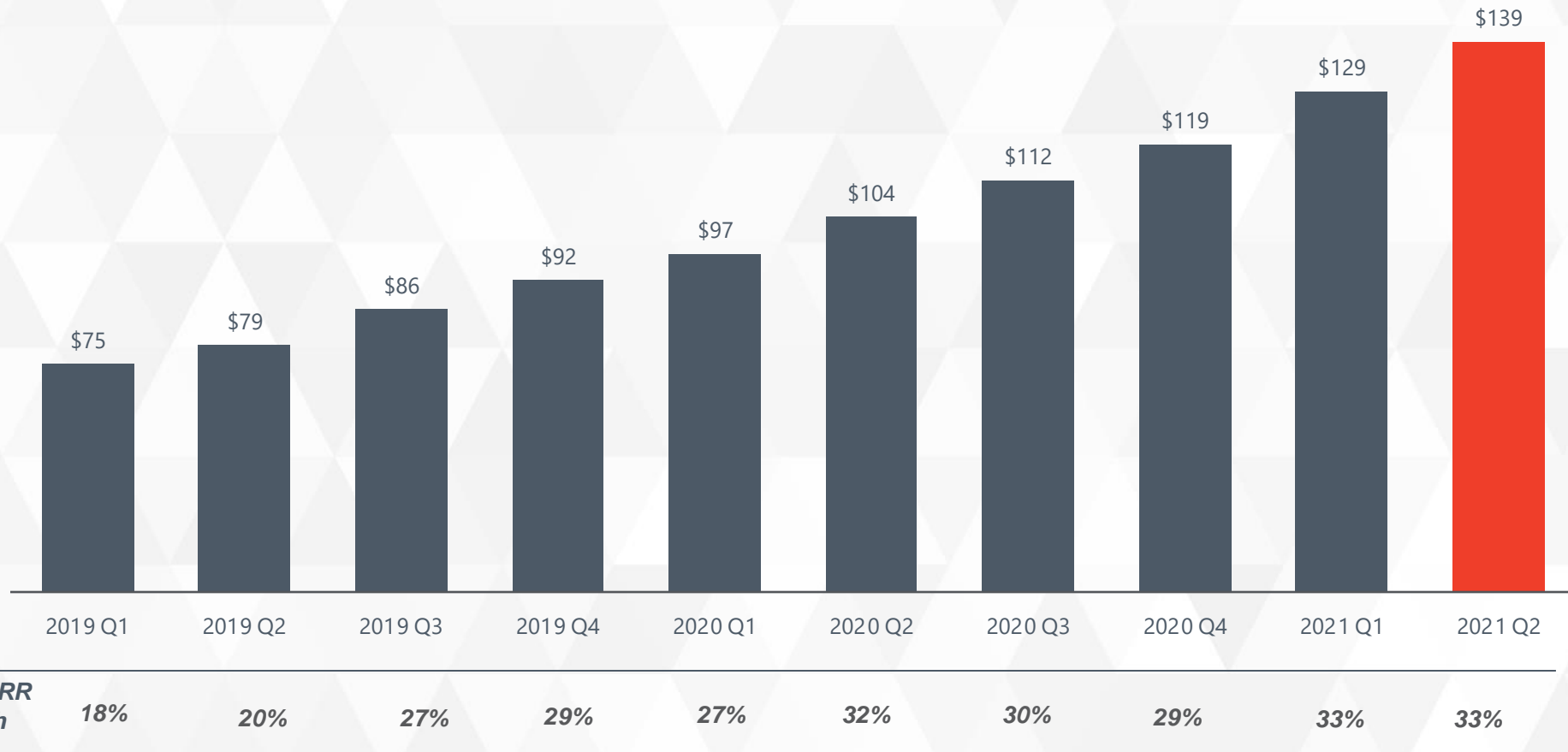


Other Financial Highlights

	FY2021		YEAR END		
	Q2'21	Q1'21	2020	2019	2018
Company Metrics					
Total ARR (\$ in mil)	\$ 139.0	\$ 129.2	\$ 118.7	\$ 91.8	\$ 72.9
<i>QoQ%</i>	7.6%				
<i>YoY%</i>			29.3%	25.9%	
Accounts above \$100,000 in ARR	286	270	247	184	136
<i>QoQ%</i>	5.9%				
<i>YoY%</i>			34.2%	35.3%	
Average Core ARR per account (\$ Actual)	\$ 35,816	\$ 34,551	\$ 32,872	\$ 25,669	\$ 20,410
<i>QoQ%</i>	3.7%				
<i>YoY%</i>			28.1%	25.8%	
Core LTM dollar-based net retention rate	111%	110%	107%	104%	103%
<i>Point Improvement</i>	1%		3%	1%	



Quarterly Total ARR



GAAP to Non-GAAP Reconciliation

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2021	2020	2021	2020
	(\$ in millions)			
GAAP gross profit	\$ 33,624	\$ 23,883	\$ 61,646	\$ 46,177
Stock-based compensation expense	272	\$ 190	362	102
Non-GAAP gross profit	\$ 33,896	\$ 24,073	\$ 62,008	\$ 46,279
<i>Non-GAAP gross margin</i>	74.8 %	73.0 %	73.7 %	70.5 %
GAAP operating expenses	\$ 44,827	\$ 22,432	\$ 78,780	\$ 44,798
Stock-based compensation expense	(14,238)	(2,589)	(17,437)	(2,752)
Non-GAAP operating expenses	\$ 30,589	\$ 19,843	\$ 61,343	\$ 42,046
<i>Non-GAAP operating expense as % of revenue</i>	67.5 %	60.2 %	72.9 %	64.1 %
GAAP operating income (loss)	\$ (11,203)	\$ 1,451	\$ (17,134)	\$ 1,379
Stock-based compensation expense	14,510	2,779	17,799	2,854
Non-GAAP operating income	\$ 3,307	\$ 4,230	\$ 665	\$ 4,233
<i>Non-GAAP operating margin</i>	7.3 %	12.8 %	0.8 %	6.5 %



Select Definitions

- **Total ARR** - AvePoint calculates annual recurring revenue (“ARR”) at the end of a particular period as the annualized sum of: (1) contractually obligated Annual Contract Value from subscription and maintenance revenue sources from all customers with a contract duration exceeding three months, and (2) the product of the current month’s monthly recurring revenue (“MRR”) multiplied by twelve (to prospectively annualize subscription revenue). MRR includes AvePoint’s channel business and customers that sign contracts for less than one quarter in duration. ARR also includes some recurring professional services revenue, such as recurring technical account management services.
- **TTM Net Retention Rate** - This metric is calculated as a percentage, the numerator of which is the sum of (i) Core ARR at the beginning of the period plus (ii) Upsell Core ARR during the period plus (iii) Churn Core ARR during the period plus (iv) Downsell Core ARR during the period, and the denominator of which is Core ARR at the beginning of the period. For these purposes, Upsell Core ARR is defined as the increase in Core ARR from the active, existing customers within the stipulated period, Churn Core ARR is defined as the amount of lost Core ARR when customers no longer provide AvePoint with Core ARR and Downsell Core ARR is defined as the decrease in Core ARR from active, existing customers within a stipulated period.
- **Recurring Revenue** - Total recurring revenue consists of revenue from SaaS, termed license and support and maintenance revenue offerings
- **Non-GAAP Operating Expense** - AvePoint defines non-GAAP operating expense as GAAP operating expense plus stock based compensation



3Q21 & FY21 Non-GAAP Guidance

	3Q21				FY 2021			
	Low		High		Low		High	
Revenue	\$	51.5	\$	53.5	\$	192.0	\$	196.0
Non-GAAP Operating Income	\$	1.7	\$	\$3.2	\$	4.7	\$	7.7



Executive Leadership Team Additions

Effective August 23, 2021



Jim Caci, Chief Financial Officer

25+ years of experience leading the strategic finance operations at both public and privately held SaaS and IT service companies

Notable experience: Brand Value Accelerator, LLC; AvePoint, Inc. (2010-2013)



Tom Lin, Chief Operating Officer

16 years of experience leading sales and customer success with a focus on international expansion

Notable experience: AvePoint, Inc.

