



Investor Presentation

March 2023

Collaborate with Confidence

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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.



We are AvePoint

Business Landscape

How We Help

Market Potential

How We'll Grow

The Future

Financials

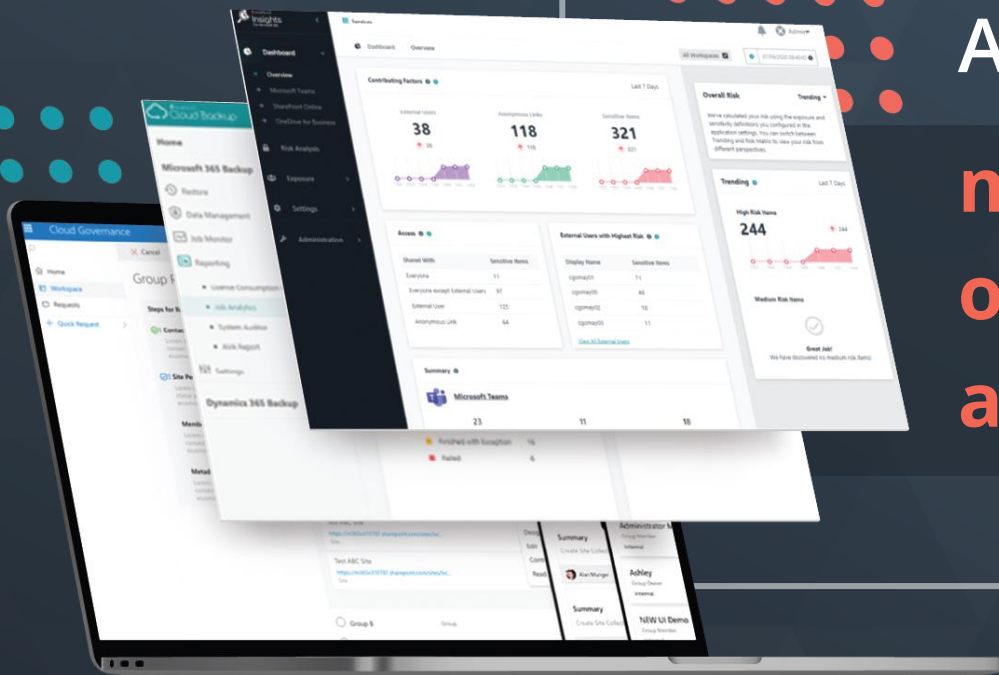
AGENDA 



OUR MISSION

To enable
organizations to
**collaborate with
confidence**

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



AvePoint (AVPT) is Firing on All Cylinders



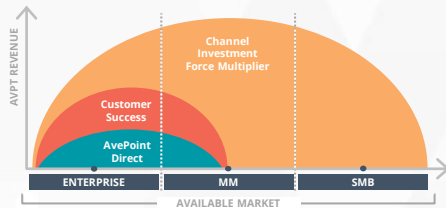
Strong ARR growth driven by differentiated offering

- Most advanced platform to optimize SaaS operations and secure collaboration
- Complete SaaS solutions for transformation, governance, and compliance
- Proven track record of technology innovation



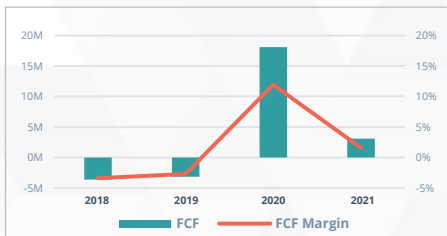
Established global presence

- Approximately 2,200 employees in 26 global offices
- Over 9 million cloud users as of 4Q2022
- Customers in 7 continents



Massive, under-penetrated TAM

- \$36 bn Serviceable Market¹
- Multi-Cloud provider that supports Microsoft, Google, Salesforce
- Data management spend estimated to grow at 29% CAGR²



Capital Efficient Growth

- Organically funded transition to subscription
- Expanding channel and distribution partnerships

TTM Q4 2022 Financial Performance



\$232M
Revenue
[50% SaaS Mix]

...



32%
ARR Growth YoY,
Adj. for FX

...



72%
Non-GAAP
Gross Margin

...



108%
Net Retention
Rate, Adj. for FX

Note: See 'Select Definitions' slide for financial definitions. 1) Refer to TAM slide in deck for detailed sources. 2) IDC, 2021 market growth estimate.

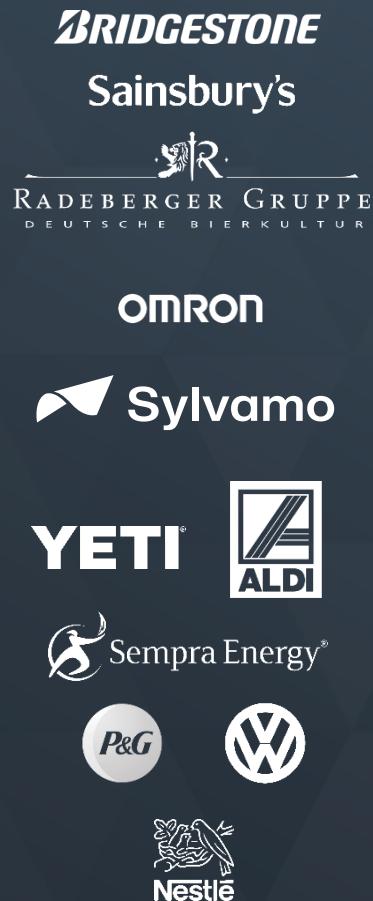


Key Customers We Serve

Communications



Retail/Consumer



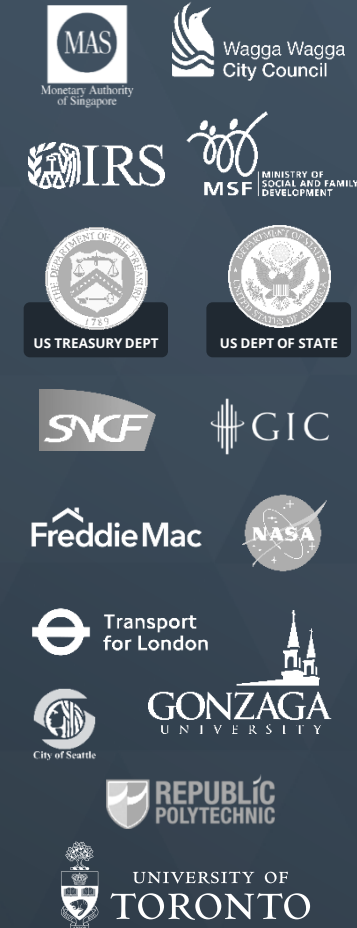
Pharma & Health



Financial Services



Gov & Education



High Technology



Global IT Investments Accelerate

“ Digital technology is the most malleable resource at the world’s disposal...”



Satya Nadella
(01/25/2022)

66%



Of spending on application software will be for cloud technologies in 2025, up from 57% for 2022. ¹

88%



Of company boards regard cybersecurity as a business risk rather than an IT problem. ²

59%



Of businesses' top initiative is to optimize existing use of cloud. ³

38%



Increase in cloud spending for SMBs. ⁴

1) Gartner, February 2022: Gartner Says More Than Half of Enterprise IT Spending in Key Market Segments Will Shift to the Cloud by 2025. 2) Gartner, February 2022: Gartner Says the Cybersecurity Leader's Role Needs to Be Reframed. 3) Flexera 2022 State of the Cloud Report. 4) Flexera 2022 State of the Cloud Report.



AvePoint Confidence Platform

Powered by AvePoint Online Services (AOS)



Secure, Scalable Architecture

14 deployments across global data centers
125+ PBs of data under management
9m+ cloud users
99.9% availability

FedRAMP (moderate) Authorized
SOC 2 Type II
Certified for ISO 27001:2012 & ISO 27017:2015
Commitment to GDPR
Global Privacy & Data Protection Program



Data Orchestration

Smarter & scalable data management using Machine Learning & cloud computing enables governance, transformation, & compliance with:

- Automation
- Insights
- Self-service



Intelligence

Robotic Process Automation
Data, user & business insights

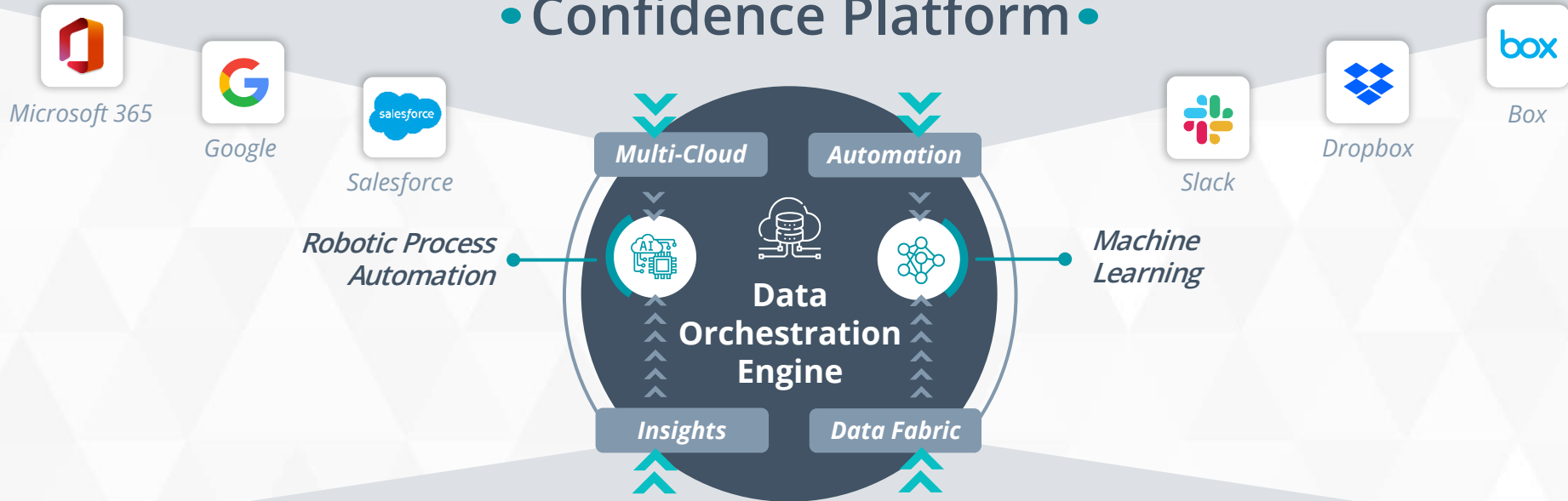


Control Suite
for governance

Fidelity Suite
for transformation

Resilience Suite
for data protection & compliance

• Confidence Platform •



• Industry & Role-Based Apps •



- **Cloud Governance**
Automate manual and repetitive operational requests - central insight over workspaces
- **Cloud Management**
Delegate administration to scale IT teams
- **AvePoint Entrust**
Manage admin users, processes, and data insights across tenants
- **Cense**
Budget and maximize ROI for license entitlements
- **Policies**
Monitor and revert configuration drift for SaaS services

Control Suite
for governance

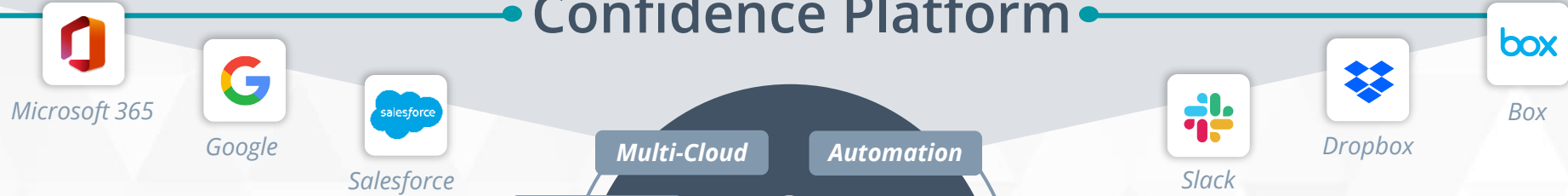
- Migrators**
Transform legacy content into modern cloud SaaS platforms
- Legacy ECM
 - File Shares
 - Email
 - Cloud to Cloud
 - Tenant to Tenant

Fidelity Suite
for transformation

- **Cloud Backup**
Protect against ransomware, accidental deletions, user error, and disasters
- **Cloud Archiving**
Move and retain copies of content and workspaces for lifecycle management
- **Compliance Guardian**
Automate tagging, classification, protection to protect data and prevent loss
- **Cloud Records**
Automate content compliance and records retention

Resilience Suite
for data protection & compliance

Confidence Platform

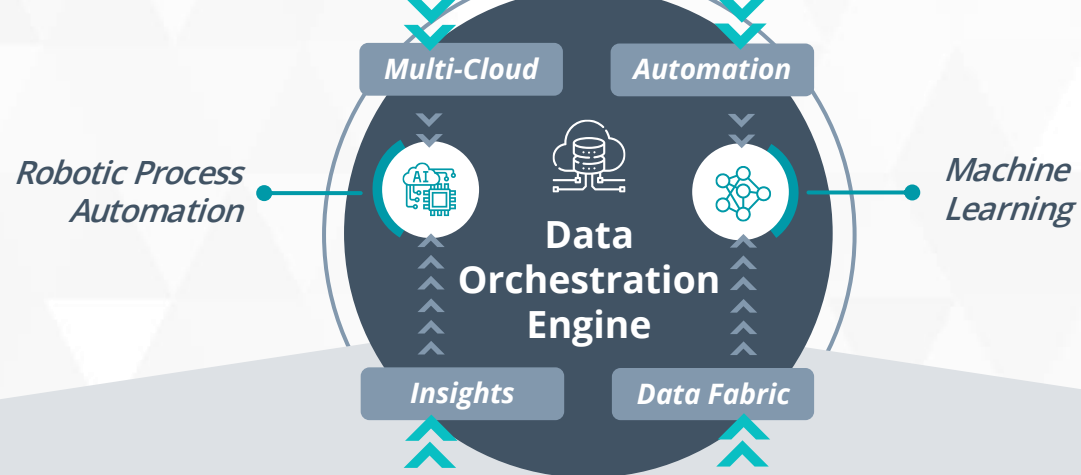


Multi-Cloud **Automation**

Insights **Data Fabric**

Data Orchestration Engine





Industry & Role-Based Apps

People

Process

Productivity

Education

Case Management

Optimization

Learning

Workflow Management

Self Service

Training

Curricula

Examena

Vitae

eTeams

Citizen Services

Records

MyHub

Confide



Collaborate with Confidence



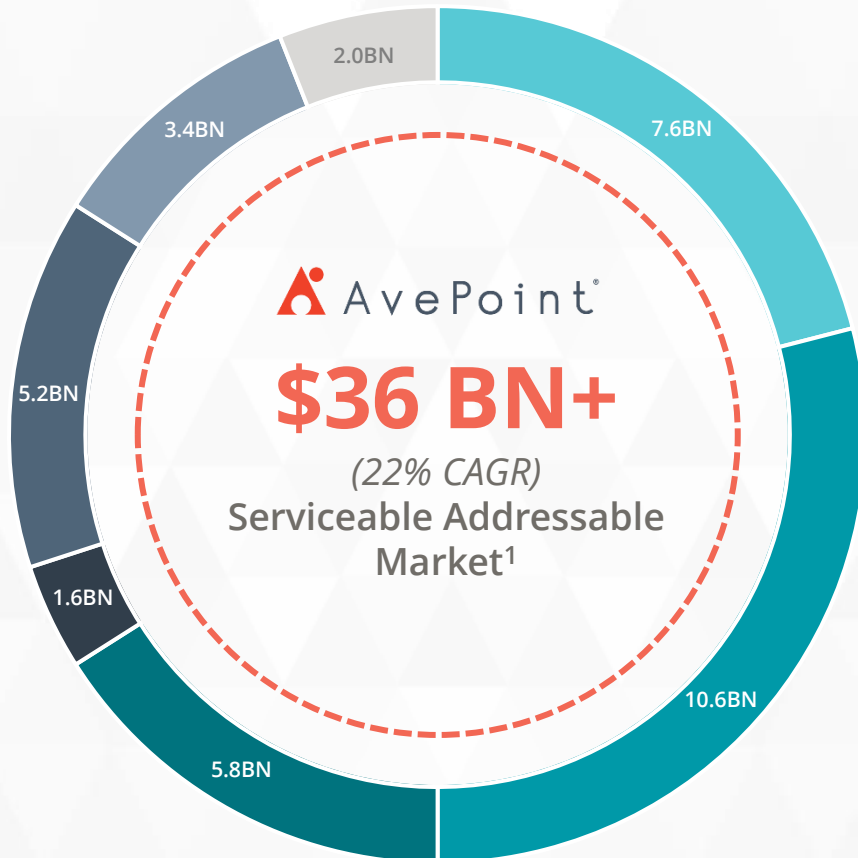
Why We Win: Depth and Breadth of Platform



Platform approach benefits:

- ✓ **Decrease customer & partner time to value** of their Digital Workspace transformation
- ✓ **Enterprise scalability** to support 100 or 100,000 customers
- ✓ **Enhances collaboration** with integrated business apps and cloud service delivery
- ✓ **High ROI** for organizations due to decreased management cost and complexity
- ✓ **Improve operational efficiency** with automated tasks for response and delivery

Large and Growing Addressable Market



2020 Market Size | '20 - '24 CAGR %

\$21.6 BN | 29% CAGR

Data Management Software

\$21.3 BN | 18% CAGR

Content Workflow and Management Applications

\$9.5 BN | 23% CAGR

System and Service Management Software

\$7.4 BN | 33% CAGR

Analytics and Artificial Intelligence

\$6.4 BN | 25% CAGR

Integration and Orchestration Middleware

\$4.3 BN | 11% CAGR

Storage Software

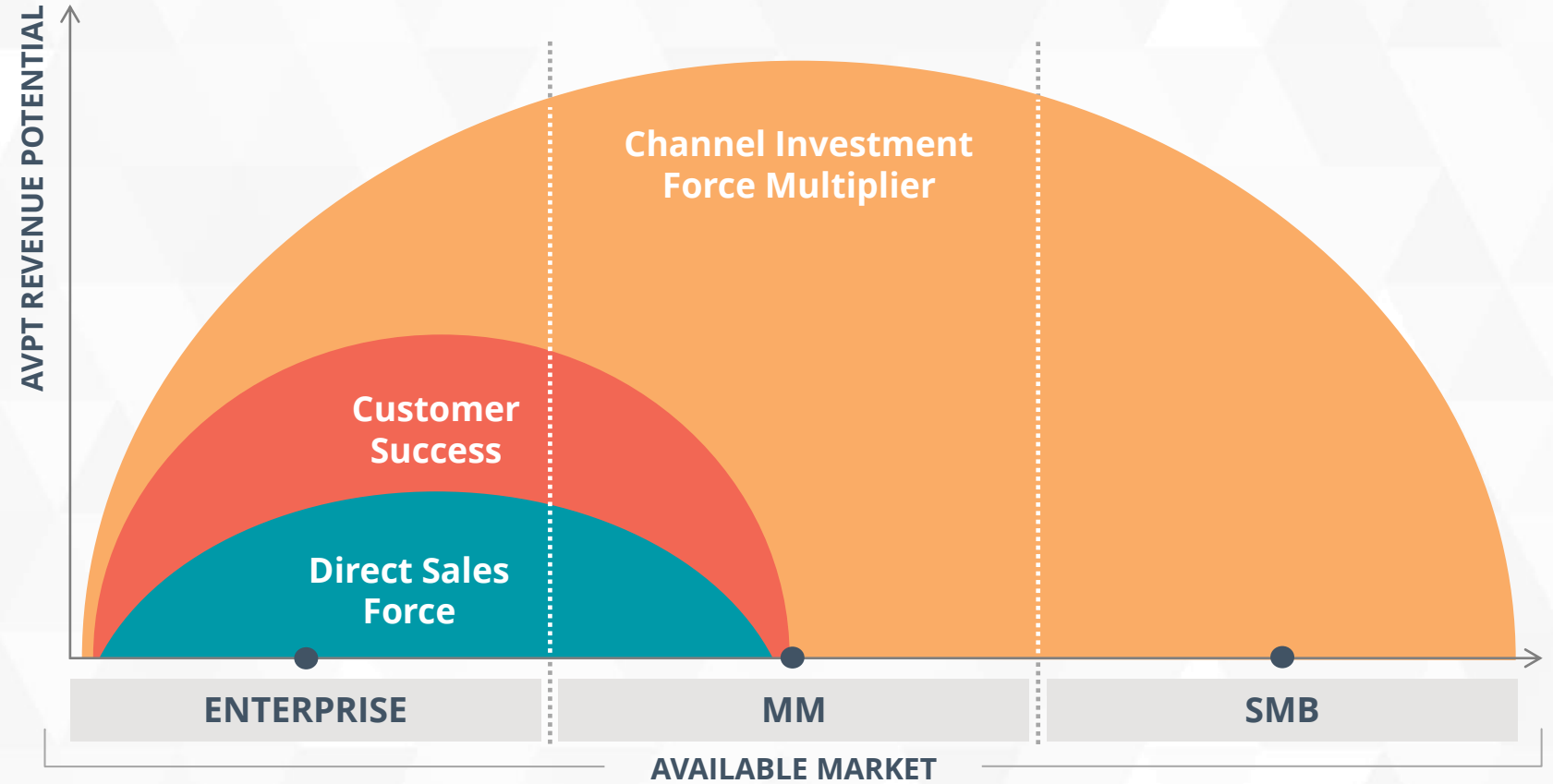
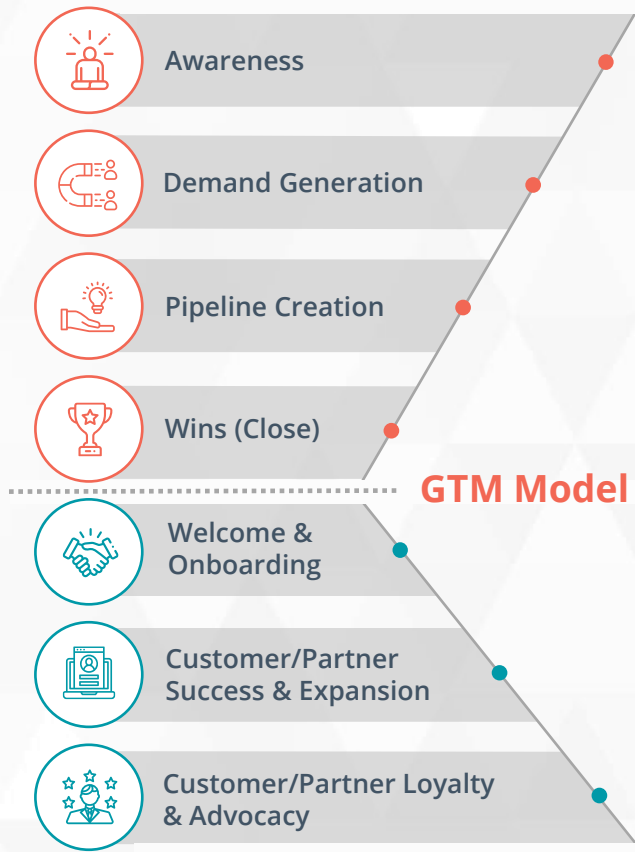
\$69.2 BN | 16% CAGR

All Other Categories²

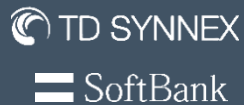
¹) Market size estimates from IDC. We estimate that our SAM averages nearly 25% of these markets. ²) Other categories include Application Development Software, Application Platforms, Collaborative Applications, Enterprise Resource Management (ERM) Applications.



Effective Global Go-to-Market



Global Partnerships Across 7 Continents
Key Channel Partners / MSPs



Multiple Avenues for Growth



Sell More to Existing Customers

Increase NRR



Increase SMB Footprint

Capture SMB through global marketplaces & MSPs



Expand Cloud Footprint

Microsoft, Google, Salesforce clouds are expanding rapidly



Key Industry Focus

Purpose-built solutions



Further International Expansion

AvePoint positioned to execute on all key growth areas globally

Experienced and Proven Leadership Team



Dr. Tianyi (TJ) Jiang
Chief Executive Officer

20+ Years Industry Exp.
Notable Experience: Lehman Brothers, Citadel, Deutsche Bank, Lucent Technologies



Xunkai (Kai) Gong
Executive Chairman

35+ Years Industry Exp.
Notable Experience: Lucent Technologies, Johnson & Johnson



Brian Brown
Chief Legal and Compliance Officer

20+ Years Industry Exp.
Notable Experience: McGuireWoods, Woods Rogers



Jim Caci
Chief Financial Officer

25+ Years Industry Exp.
Notable Experience: Arthur Andersen, Conductor, AvePoint



Tom Lin
Chief Revenue Officer

15 Years Industry Exp.
Notable Experience: AvePoint



Mario Carvajal
Chief Strategy Officer

25 Years Industry Exp.
Notable Experience: KPMG, WPP



Sophia Wu
Chief Accounting Officer

20+ Years Industry Exp.
Notable Experience: Deloitte, Goldman Sachs



Stuart Robertson
Chief Operating Officer

25+ Years Industry Exp.
Notable Experience: Pfizer, Tapestry



John Peluso
Chief Product Officer

20+ Years Industry Exp.
Notable Experience: New Horizons



Wei Chen
Chief Technology Officer

20+ Years Industry Exp.
Notable Experience: Verizon



Dana Simberkoff
Chief Privacy, Information Technology Officer

20+ Years Industry Exp.
Notable Experience: iaap, HiSoftware



Clara Lim
Chief Administrative Officer

20+ Years Industry Exp.
Notable Experience: CSG International, Lucent Technologies



Dux Raymond Sy
Chief Brand Officer

20+ Years Industry Exp.
Notable Experience: Siemens, Learning Tree, Innovative-e



Taylor Davenport
Executive Vice President of Sales

12 Years Industry Exp.
Notable Experience: AvePoint



Heather Murray
Chief Channel Officer

30+ Years Industry Exp.
Notable Experience: TD SYNnex



Overview Q4 FY22 | *Business Highlights*

- Grew SaaS revenue 36% YoY, 46% on constant currency basis
- Grew total revenue 18% YoY, 26% on constant currency basis
- Grew total ARR 27% YoY to \$201.7 million, 32% adjusted for FX impact
- Reported dollar-based net retention rate of 105%, 108% adjusted for FX impact
- Won highly competitive bid for substantial FinTech innovation project for our third-largest customer in Singapore



Overview Q4 FY22

Revenue
\$63.6M

Total ARR
\$201.7M

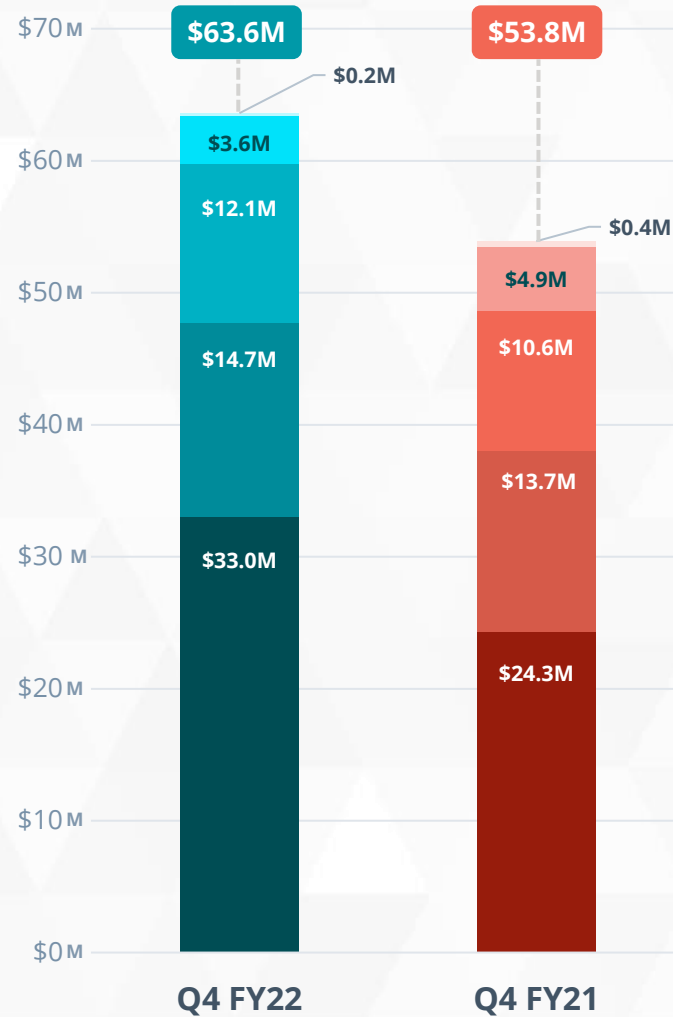
TTM Net Retention
105%

GAAP Operating Loss
\$(8.0M)
(12.7)% Margin

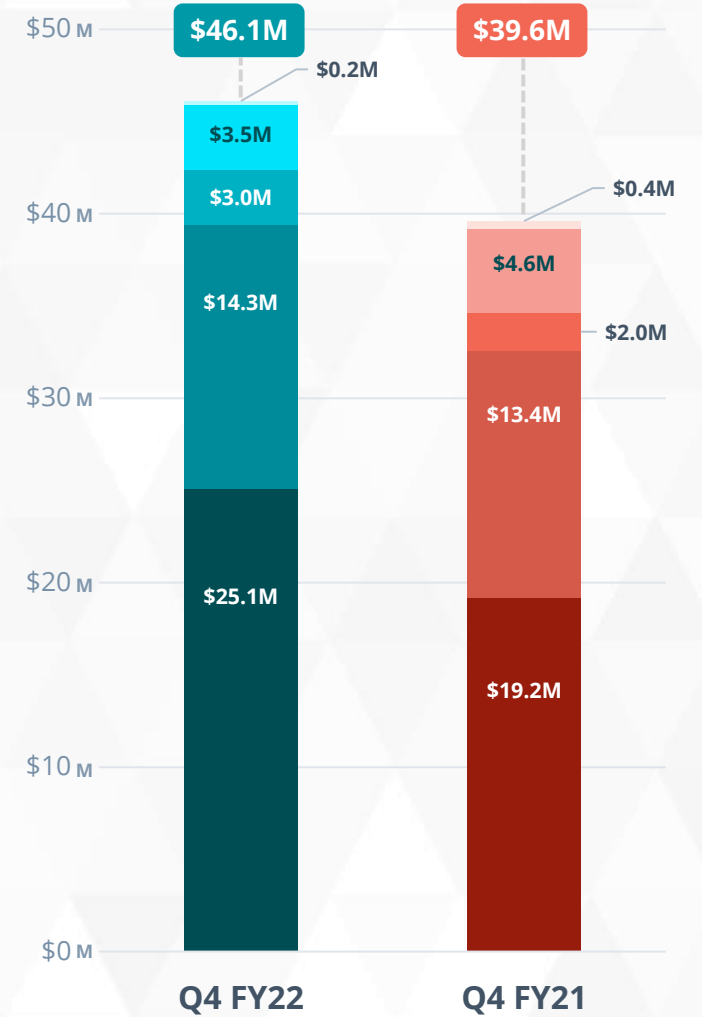
Non-GAAP EBIT
\$1.4M
2.2% Margin

Cash & Cash Equiv. and ST
Investment
\$230M

Revenue



Non-GAAP Gross Margin



Q4 FY22 SaaS Term License & Support Service Maintenance Perpetual License
 Q4 FY21 SaaS Term License & Support Service Maintenance Perpetual License



TTM Revenue & Recurring Business

Recurring revenue as a percentage of overall revenue has shown strong growth driven by growth in SaaS revenue

Q4 SaaS Revenue Growth YoY

36%

Q4 SaaS Revenue Constant Currency Growth YoY

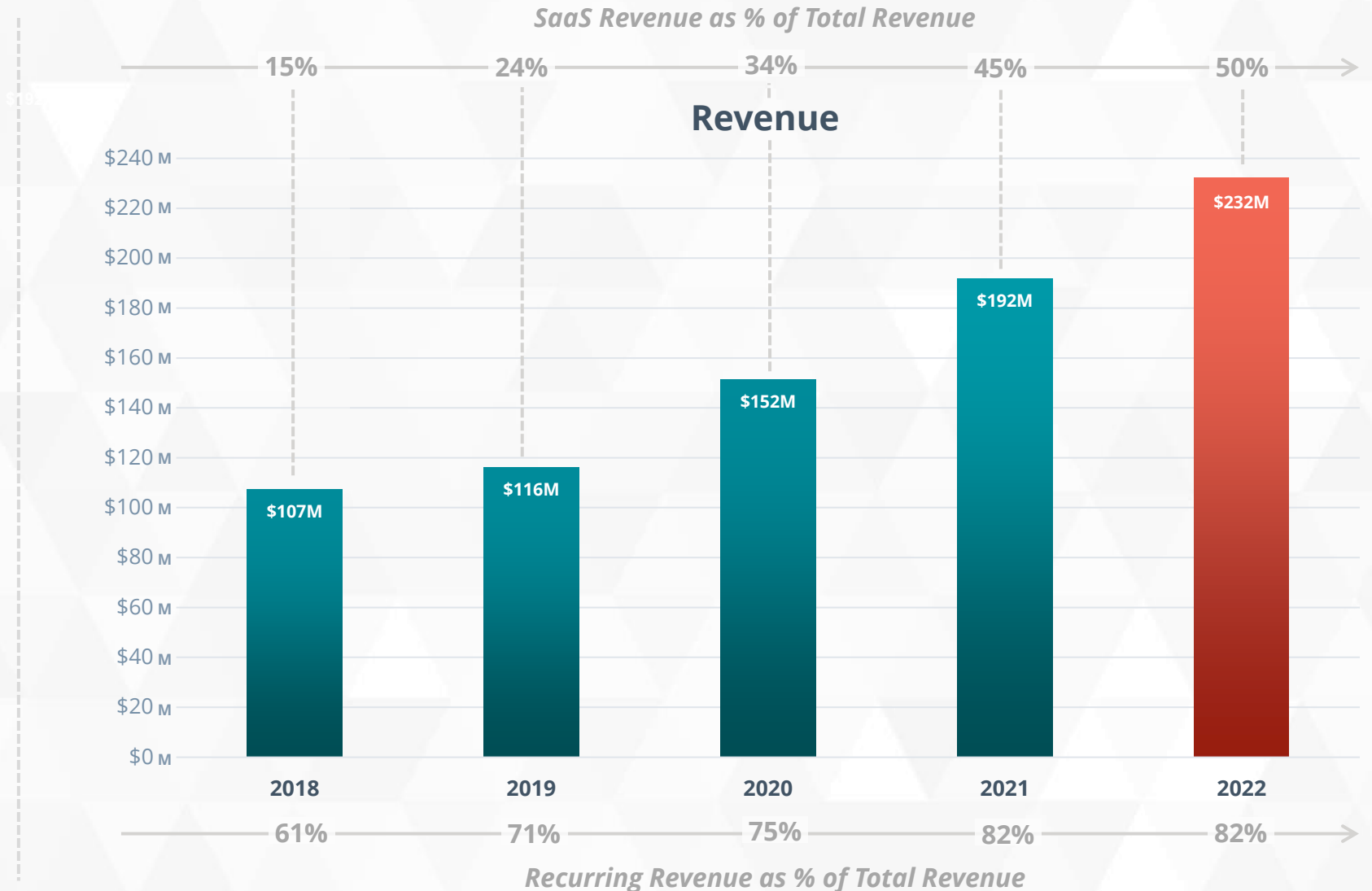
46%

Q4 TTM Subscription Revenue (SaaS + Term License & Support)

\$174M

Q4 TTM Subscription Revenue Growth

28%



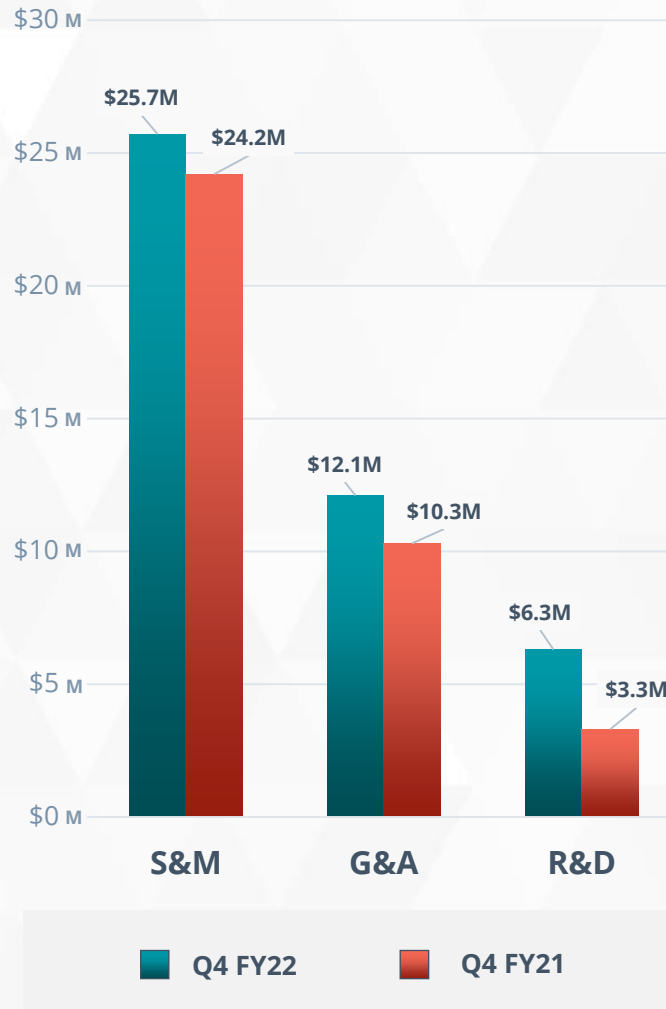
Non-GAAP Operating Expenses



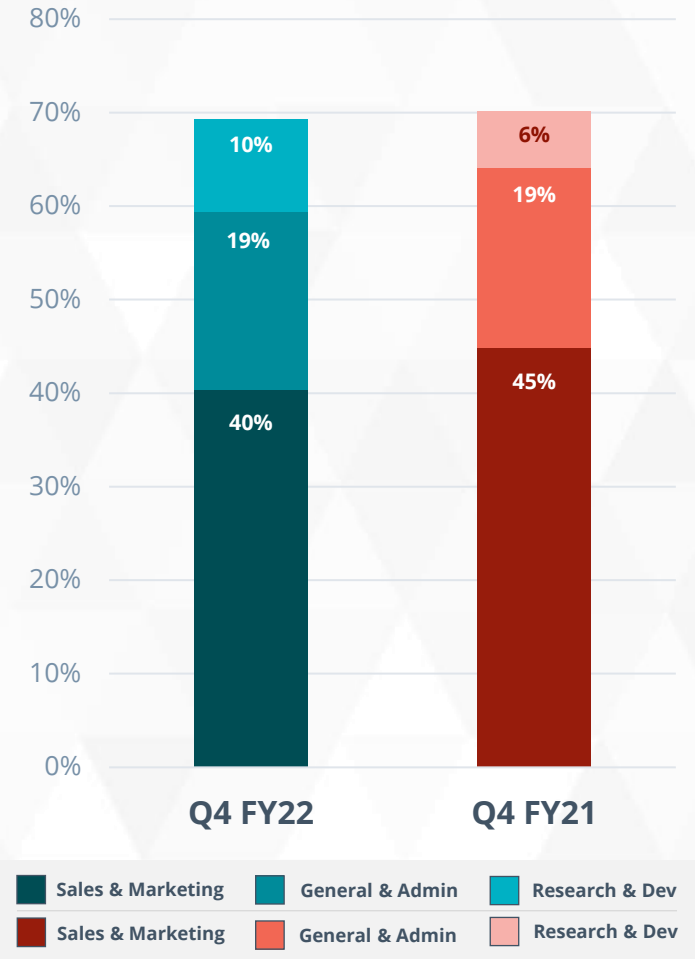
Higher OPEX driven by investments in talent, brand awareness and product development to drive future growth.

We anticipate OPEX as a percentage of total revenue to decline in future periods while increasing in absolute dollars.

OPEX - Breakout



OPEX - As % of Revenue

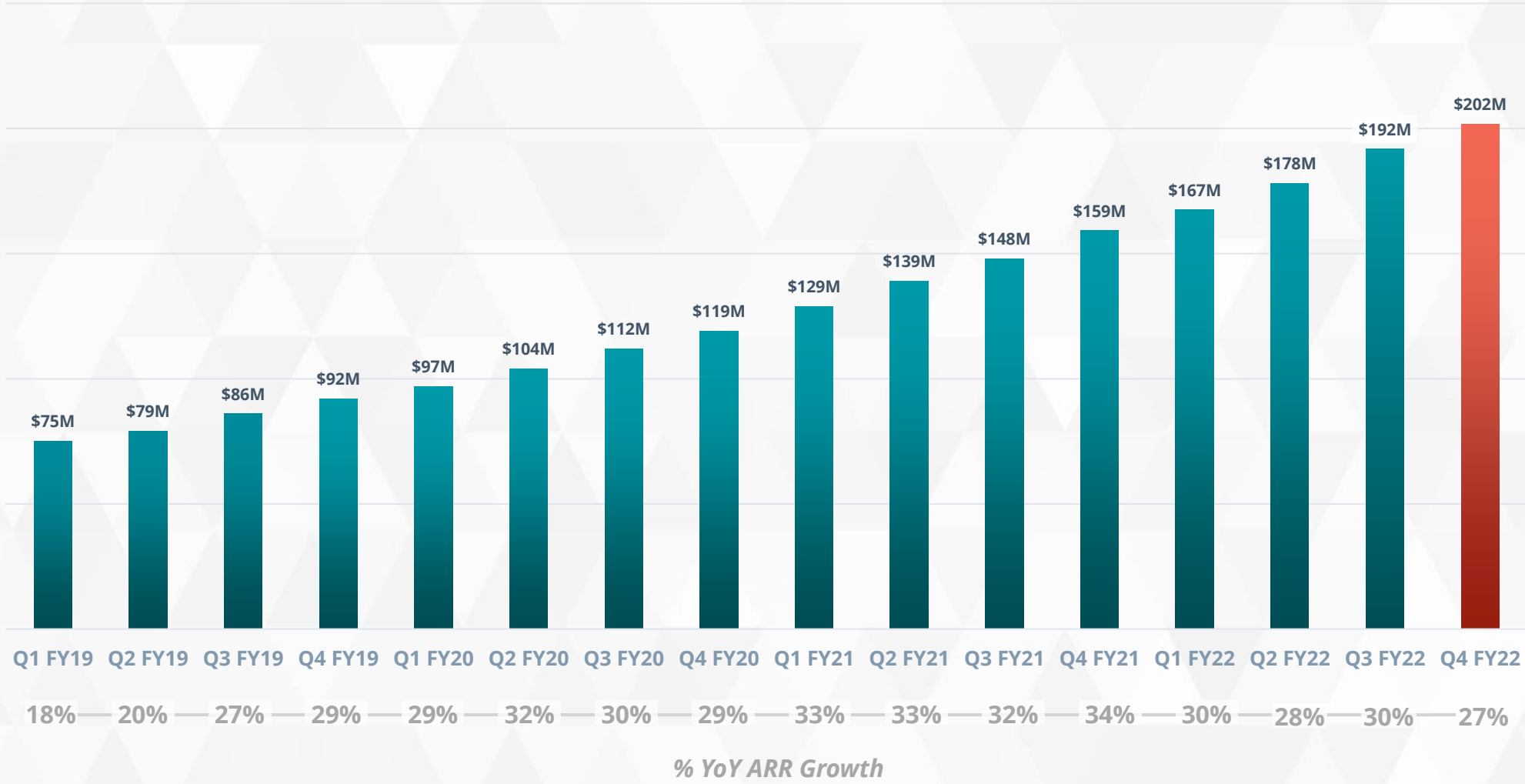


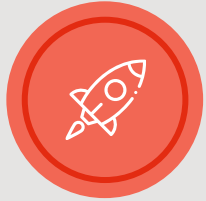
Other Highlights

	FY2022		Year End		
	Q4 FY22	Q4 FY21	2021	2020	2019
Company Metrics					
Total ARR (\$ in mil)	\$ 202	\$ 159	\$ 159	\$ 119	\$ 92
<i>YoY%</i>	<i>27%</i>	<i>34%</i>	<i>34%</i>	<i>29%</i>	<i>26%</i>
Accounts above \$100,000 in ARR	439	335	335	247	184
<i>YoY%</i>	<i>31%</i>	<i>36%</i>	<i>36%</i>	<i>34%</i>	<i>35%</i>
Average Core ARR per account (\$ actual)	\$ 41,479	\$ 37,752	\$ 37,752	\$ 32,872	\$ 25,669
<i>YoY%</i>	<i>10%</i>	<i>15%</i>	<i>15%</i>	<i>28%</i>	<i>26%</i>
Core TTM dollar-based net retention rate	105%	110%	110%	107%	104%
<i>YoY%</i>	<i>(5%)</i>	<i>3%</i>	<i>3%</i>	<i>3%</i>	<i>1%</i>



Quarterly Total ARR



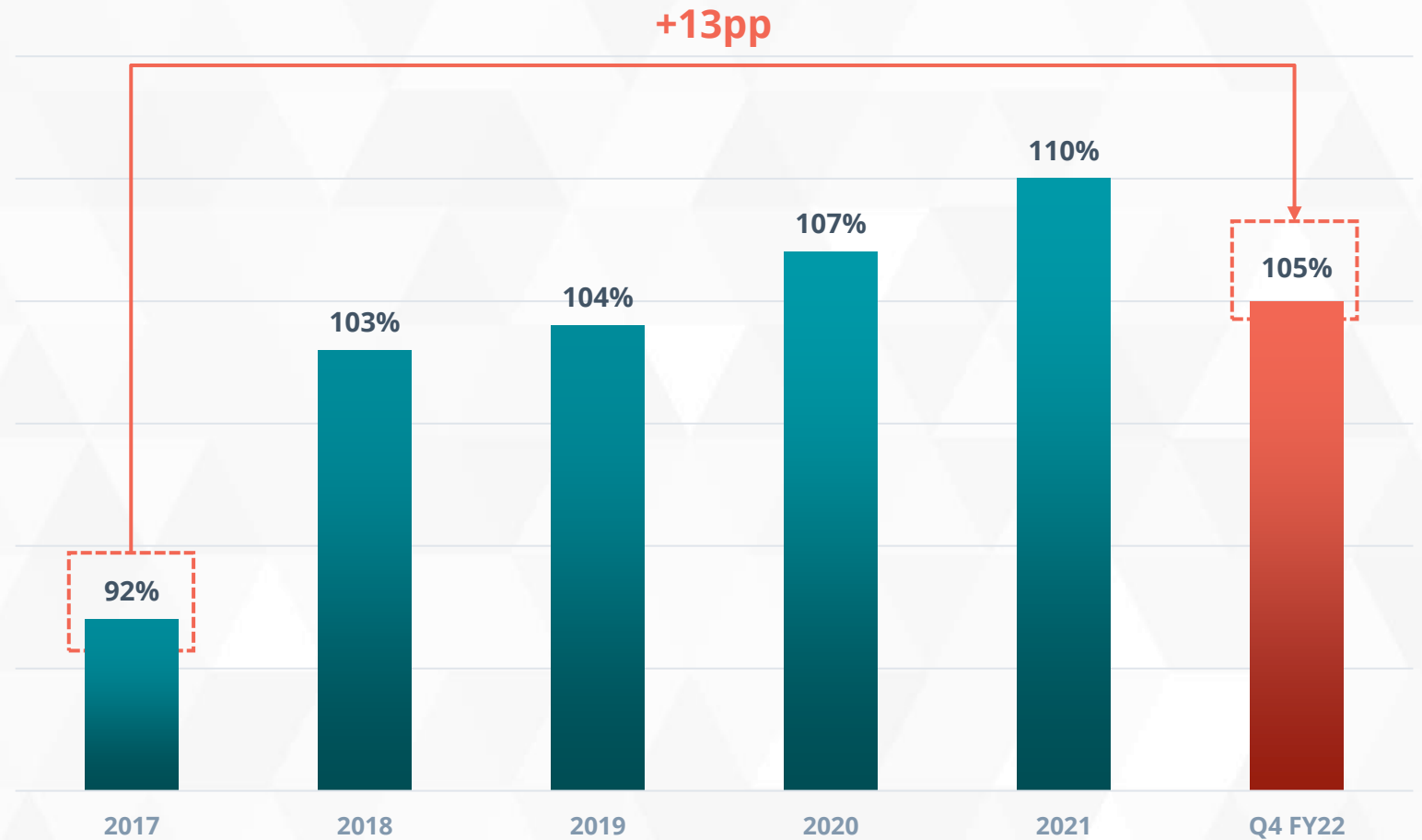


Constantly innovating and expanding end-to-end data management software suite driving customer loyalty and stickiness



Increasing focus on customer success resulting in a reduction of down-sell and increase in up-sell / cross-sell bookings

TTM Net Retention Rate



Net retention rate was 108%, adjusted for FX



GAAP to Non-GAAP Reconciliation

	For the Three Months Ended Dec 31	
	2022	2021
(\$ in mil)		
GAAP gross profit	\$ 45.4	\$ 38.9
Stock-based compensation expense	0.7	0.7
Non-GAAP gross profit	\$ 46.1	\$ 39.6
<i>Non-GAAP gross margin</i>	72.4%	73.5%
GAAP operating expenses	\$ 53.4	\$ 46.6
Stock-based compensation expense & amort. of intangible assets	8.8	8.3
Non-GAAP operating expenses	\$ 44.7	\$ 38.2
<i>Non-GAAP operating expense as % of revenue</i>	70.2%	71.0%
GAAP operating income (loss)	\$ (8.0)	\$ (7.7)
Stock-based compensation expense & amort. of intangible assets	9.5	9.0
Non-GAAP operating income	\$ 1.4	\$ 1.4
<i>Non-GAAP operating margin</i>	2.2%	2.5%



Q1 FY23 & FY23 Non-GAAP Guidance

	Q1 FY23		FY 2023	
	Low	High	Low	High
(\$ in mil)				
Annual Recurring Revenue	-	-	\$238.4	\$244.4
Total Revenue	\$ 57.5	\$ 58.5	\$ 253.8	\$ 260.8
Non-GAAP EBIT	\$ (2.0)	\$ (1.0)	\$ 12.0	\$ 15.0
<i>Non-GAAP EBIT Margin %</i>	<i>(3.5%)</i>	<i>(1.7%)</i>	<i>4.7%</i>	<i>5.8%</i>



Long-Term Non-GAAP Targets¹

	FY 2021	FY 2022	Long-Term Target
Gross Margin	74%	73%	75%+
S&M as % of Revenue	44%	42%	30%+
R&D as % of Revenue	8%	12%	~10%
G&A as % of Revenue	18%	20%	~10%
EBIT Margin	3%	(1%)	25%+

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



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, with the exception of migration products, from all customers with a contract duration exceeding three months (“Core ARR”), and the product of the current month’s monthly recurring revenue (“MRR”) multiplied by twelve (to prospectively annualize SaaS and term license and support revenue). MRR is attributable to AvePoint’s Channel business.

TTM Net Retention Rate

This metric is calculated by starting with the ARR from the cohort of all Core 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 Core TTM dollar-based net retention rate.

Recurring Revenue

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

Non-GAAP Operating Expense

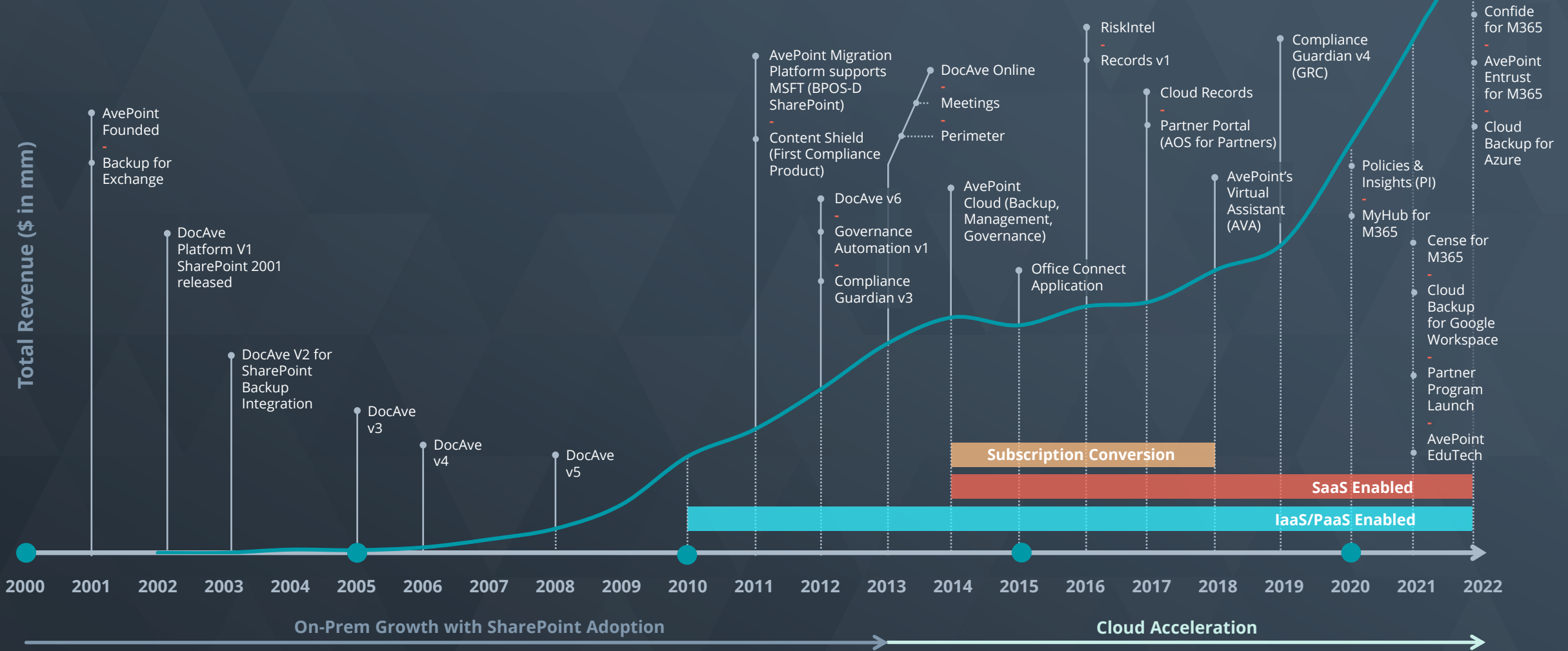
AvePoint defines non-GAAP operating expense as GAAP operating expense minus stock-based compensation and the amortization of intangible assets.



AVEPOINT INVESTOR BRIEFING

Appendix

Our History of Product Innovation



AvePoint Has a Highly Successful Track Record of Product Development and Innovation



*thank
you*

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