# Investor Presentation

August 2026

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AvePoint

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Guidance for non-GAAP financial measures excludes, as applicable, share-based compensation expense and the amortization of intangible assets related to acquisitions. A reconciliation of the guidance for non-GAAP financial measures to the corresponding GAAP measures is not available on a forward-looking basis due to the uncertainty regarding, and the potential variability and significance of, the amounts of share-based compensation expense and amortization of intangible assets related to acquisitions that are excluded from the guidance, as well as changes in interest rates and foreign exchange rates, which impact other GAAP performance metrics. Accordingly, a reconciliation of the non-GAAP financial measures guidance to the corresponding GAAP measures for future periods is not available without unreasonable effort.

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# Financial Highlights At-a-Glance

**$465.1mm**
Annual Recurring Revenue

**34%**
SaaS Revenue Growth

**22% / 22%**
Op. Cash Flow / Free Cash Flow Margin

**$466.2mm**
Total Revenue

**28,500+**
Total Customers

**911**
Customers >$100K+ ARR

**10% / 19%**
GAAP / Non-GAAP Operating Margin

**47%**
Rule of 40

*Annual recurring revenue and $100K ARR customers as of June 30, 2026. Total customer count as of December 31, 2025. All other metrics are presented on a trailing twelve-month basis for the Q2 2026 period. Rule of 40 is the sum of revenue growth and free cash flow margin.*

# Our Mission


### *Our Mission*

To Enable Organizations to **Collaborate with Confidence** by **Ensuring a Robust Data Foundation**

***Transforming Data to be AI-Ready***

# We Do the Hard Things First

Building Enterprise-Grade Software

Direct Selling into Highly Regulated Industries

Fought to Enter New Regions

Subscription Model Transition

Went Public with only $60mm Primary Capital and No Debt

**Putting the pieces in place to support durable, profitable growth at scale**

# Today's Data Management Challenges are Pervasive...

## Legacy & Fragmented Data

**DATA PROBLEMS**
Data Silos, Inconsistent Formats, Outdated Information

## Overexposed Data

**DATA PROBLEMS**
Who Has Access?, Outdated Policies, Misconfigured Controls

## Data Loss & Interruption

**DATA PROBLEMS**
Extended Downtime, Data Loss, Reputational Damage

## Digital Sprawl

**DATA PROBLEMS**
Disorganized Data, App, Agent, Workspace Sprawl ROT Data

# ...and Increasingly Interconnected

## Legacy & Fragmented Data

- Data silos lead to inconsistent data protection
- Restoring fragmented data is complicated and time-consuming

## Data Loss & Interruption

- Data sprawl overextends infrastructure for backup and recovery operations
- Prioritizing which data to restore in an outage wastes time

## Overexposed Data

- Fragmented data is harder to find, understand, and secure
- Distributed systems make it harder to provide comprehensive security

## Digital Sprawl

- Data sprawl drives more complex reporting and remediation
- Managing ROT distracts from important data, creating security gaps

# Engine of AI Value Creation

## INTELLIGENCE LAYERS

**06 APPLICATION & AGENTS**
End-user & business products, workflows, and agents where AI capabilities are applied to create real-world value.

**05 AI MODELS**
Algorithms and LLMs that learn from data and generate predictions, decisions, and outputs.

## TRUST LAYER

**AVEPOINT PLATFORM CAPABILITIES**
- DATA SECURITY
- DATA GOVERNANCE
- DATA RESILIENCE
- AGENT GOVERNANCE

## FOUNDATION LAYERS

**04 DATA**
The structured and unstructured information and knowledge used to train, ground, and continuously improve AI systems.

**03 INFRASTRUCTURE**
Cloud platforms, networks, services, and datacenters that host AI, data, and enterprise workloads.

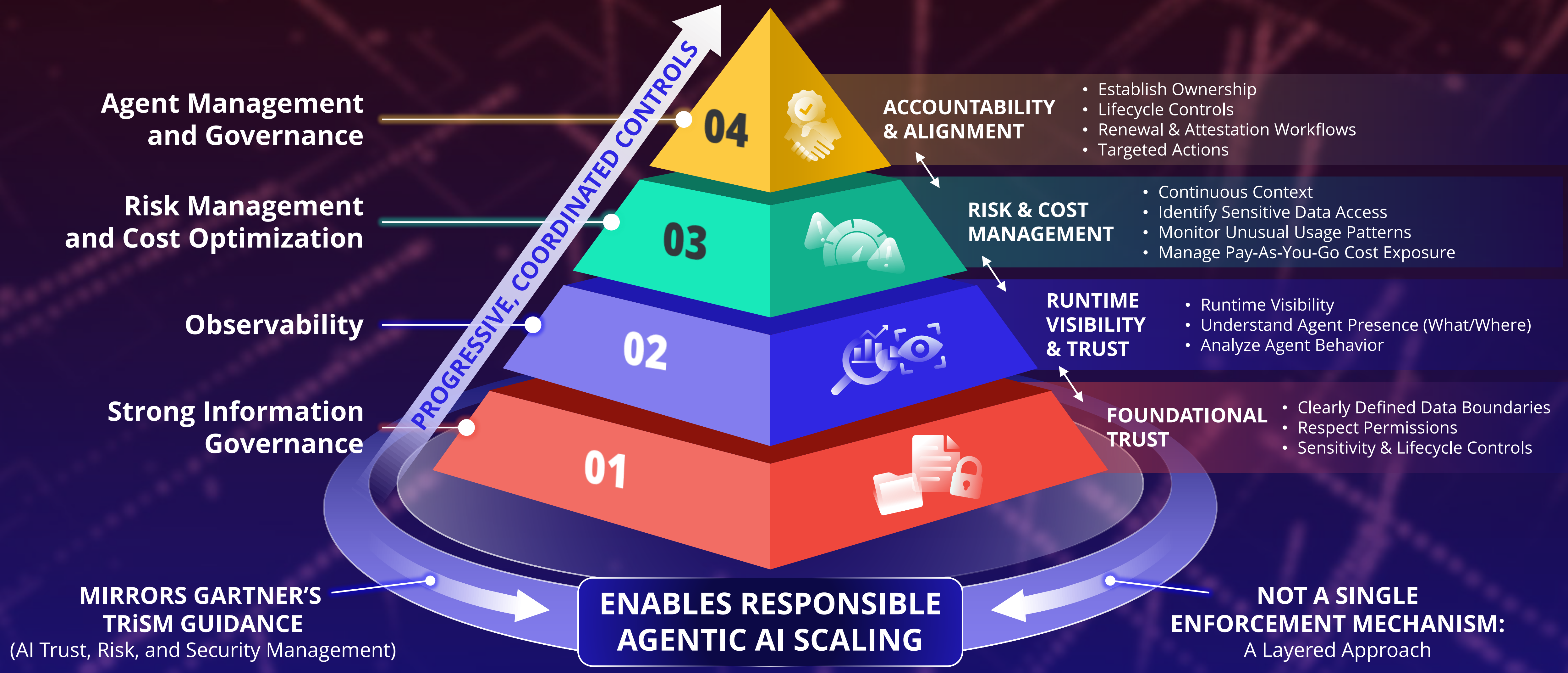
**02 CHIPS**
Purpose-built processors (GPUs, NPUs, accelerators) that execute AI workloads at speed and scale.

**01 ENERGY**
The power supply foundation that enables data centers and global AI compute at scale.

## BENEFITS WITH AVEPOINT

- AI visibility, control, security, and governance for agents.
- Trust & confidence in outputs and security.
- High-quality, secure, governed, and accessible data.
- Resilience, Security, and Management at Scale

# AgentPulse: Agent Capability Pyramid



# Our Product Offering

CONFIDENCE PLATFORM

## Resilience Suite
**DATA SECURITY & PROTECTION**
comply with regulations, preserve critical records, and ensure business continuity

## Modernization Suite
**EMPLOYEE PRODUCTIVITY**
transform legacy data and processes for modern SaaS platforms

## Control Suite
**DATA GOVERNANCE**
a ready-made framework for automated governance and policy enforcement to reduce security risk

## Addressing Multiple Strategic Use Cases

### AI Confidence
Improve data quality, address oversharing, manage costs, and drive adoption.

### Data Security Posture Mgmt
Review security posture, take immediate action to remediate, and enforce policies automatically.

### Cost Management
Optimize operational workflows, storage, licenses, overheads, and more.

### Cloud Resilience
Protect and rapidly recover from ransomware and data loss across multi-cloud SaaS, IaaS, and PaaS.

### Agent Control
Discover, inventory, control and protect AI agents.

### Compliance & IM
Classify, retain, archive and dispose of data to ensure regulatory compliance.

# Multi-Ecosystem Opportunity

AvePoint

Google

Microsoft

aws

salesforce

## Mission Critical for "Data-first" Enterprises

*Complex Data Ecosystem of Major Technology Providers*

Data Management

Infrastructure Agnostic

Data Resources

Cybersecurity Concerns

## Empower Data Management with Security

*AvePoint Seamless End-User Experience*

Unified Data Platform

Protection and Rapid Recovery

Enable Collaboration

Optimized Data Governance

Empower Transformative Processes

# Our Competitive Differentiation

1

## Deep Ecosystem Partnerships

AvePoint has built a *growing and diversified partner ecosystem* that includes hyperscalers, MSPs, and global system integrators. This ecosystem extends AvePoint's reach across commercial enterprises, highly regulated industries, and public sector organizations worldwide.

2

## Proprietary Platform Architecture

AvePoint's single integrated platform offers a wide breadth of functionalities. Our ability to *address multiple strategic use cases*, coupled with the platform's ease of use, scalability, rigor of security protocols, integration with third-party apps and data sources, time to value and total cost of ownership, provides a meaningful competitive advantage.

3

## Global Trust and Scale

Operating across 15 global data centers with FedRAMP, ISO, ISMAP and SOC certifications, we *meet the most stringent security and compliance needs* of governments and highly regulated industries.

# Go-to-Market Motion

## Go-to-Market Motion

- Awareness
- Demand Generation
- Pipeline Creation
- Wins (Close)

- Welcome & Onboarding
- Customer/Partner Success & Expansion
- Customer/Partner Loyalty & Advocacy

## Customer Segmentation

**Enterprise**
5,000+ employees
**Buyer**: CTO/CISO/CIO

**Mid-Market**
500-5,000 employees
**Buyer**: CTO/CISO/Partners

**SMB**
< 500 employees
**Buyer**: Partners

# Resilience & Control Bundles

Delivering the capabilities of the Confidence Platform using a "good-better-best" model to simplify adoption and provide a growth map over time

## RESILIENCE

### Essentials

Protect cloud data from external attacks and insider threats, with better visibility into data being backed up to recover faster

### Plus

Comprehensive, automated backup with granular recovery capabilities for the most crucial customer workloads

### Complete

Complete protection of the entire cloud estate, with data optimization capabilities to more effectively manage data risk

## CONTROL

### Essentials

Establish a baseline for data security, compliance, productivity and AI readiness with tools to streamline governance, simplify data management and enhance security

### Plus

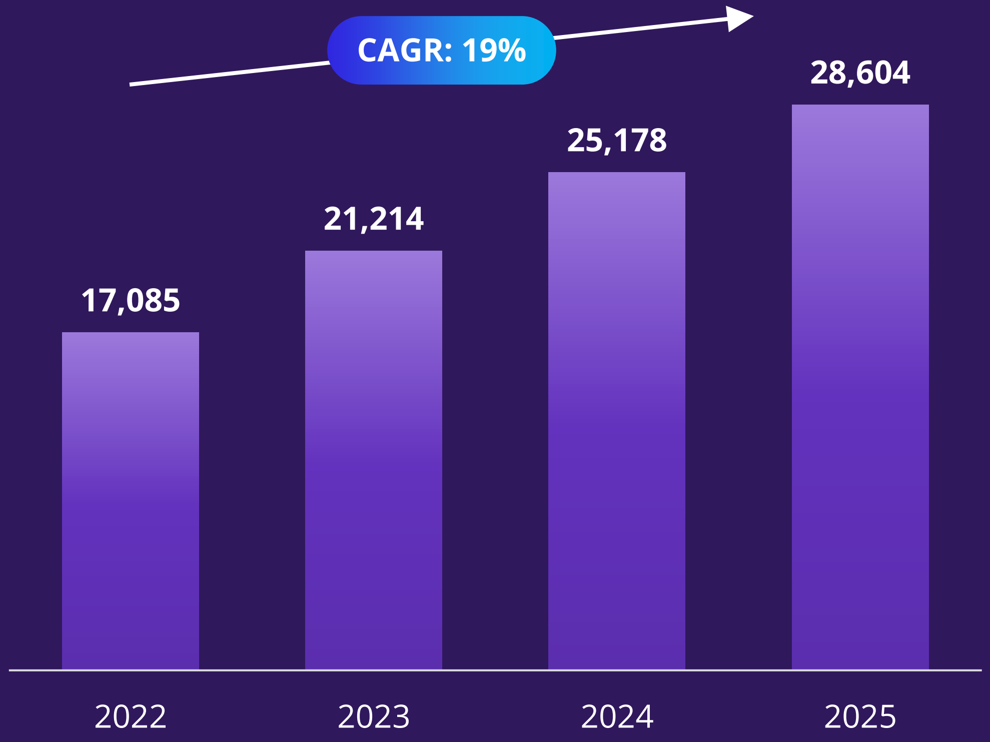
Support proactive and persistent data security measures by automating governance, delegating administration and reducing costs

### Complete

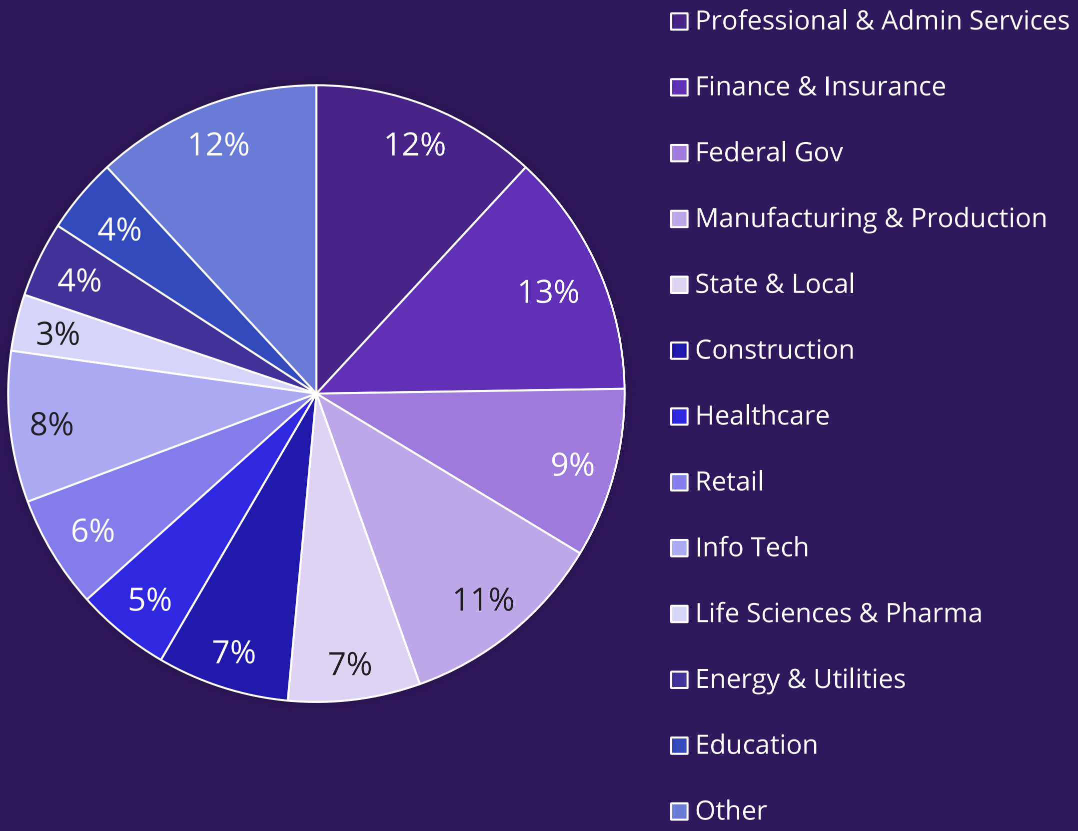
The most strategic approach to data security aimed at mitigating risks and driving AI transformation

# Strong Customer Growth Across Industries

## TOTAL CUSTOMERS

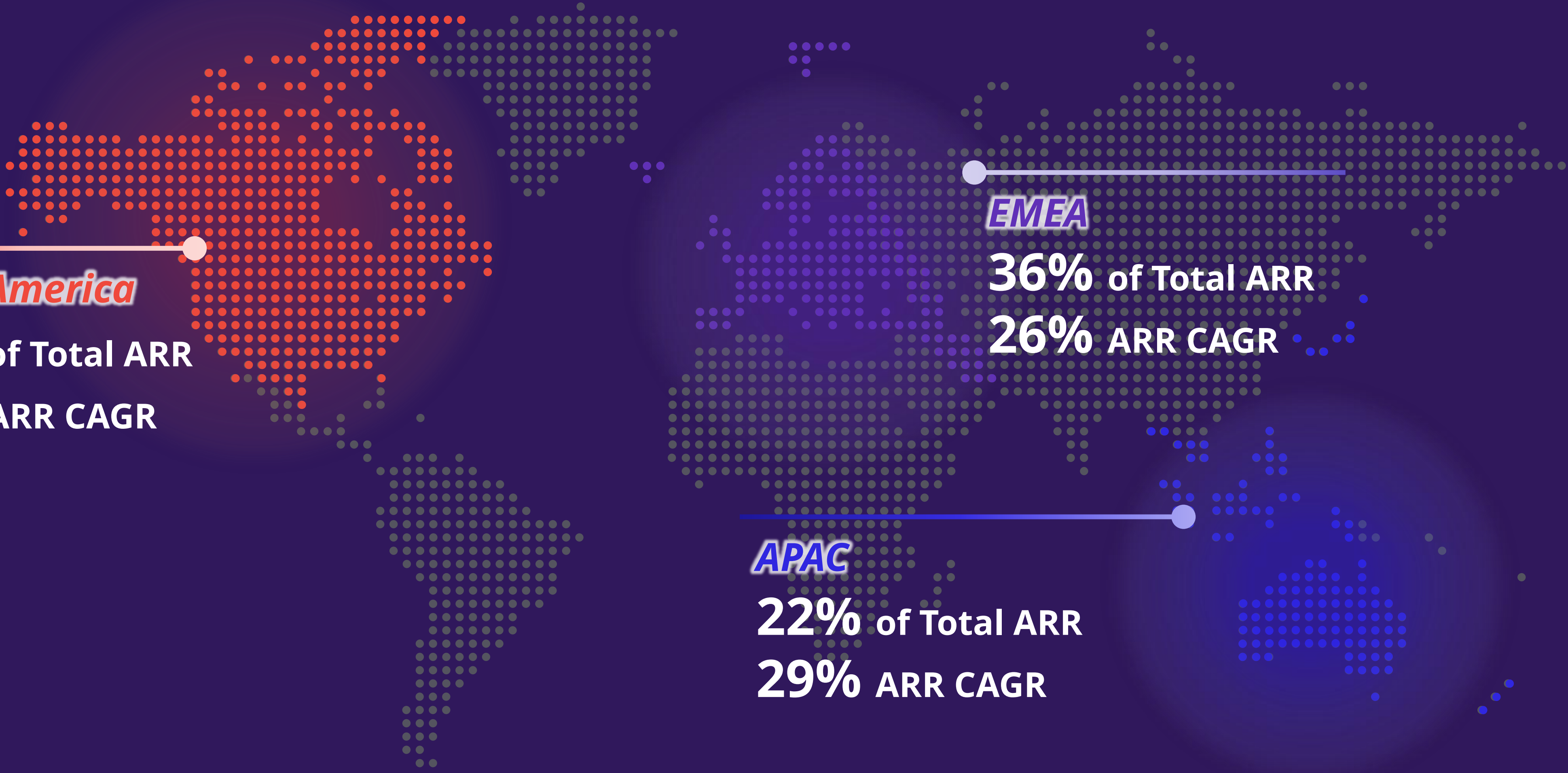



## INDUSTRIES




*ARR contributions by industry as of December 31, 2025.*

# Balanced Contribution Across Regions



**North America**
**42%** of Total ARR
**22%** ARR CAGR

**EMEA**
**36%** of Total ARR
**26%** ARR CAGR

**APAC**
**22%** of Total ARR
**29%** ARR CAGR

*ARR contributions as of December 31, 2025. CAGR is for the 2022-2025 period.*

# The Future of Data Management

1

## AI at Scale

AvePoint seeks to ensure that data estates are AI-ready by design, *embedding governance, protection, and compliance* directly into the most commonly leveraged modern collaboration and content platforms.

2

## Security by Culture

By aligning policy with day-to-day collaboration, AvePoint aims to *reduce friction* while *improving compliance outcomes* across the digital workplace.

3

## Platform Power

AvePoint *unifies data security, governance and resilience with a single platform*, lowering total cost of ownership, simplifying operations, and accelerating deployment and adoption.

# Enormous Addressable Market

2026E
**$112.0 bn**
2029E
**$167.0 bn**
(2026-29E CAGR 14.2%)

**$23.5bn**

**$8.6bn**
Governance, Risk, and Compliance

**$14.9bn**
Data Replication and Protection

**+ $14.1bn**

**$14.1bn**
Data Integration and Intelligence

**+ $74.4bn**

**$34.8bn**
Identity & Access Management

**$31.1bn**
Security Analytics

**$8.5bn**
Cloud Native Application Protection

**Current Serviceable Market**
(2026-29E CAGR 6.8% to **$28.7bn**)

**Mid-term Serviceable Market**
(2026-29E CAGR 14.7% to **$21.2bn**)

**Long-term Addressable Market**
(2026-29E CAGR 16.3% to **$117.2bn**)

*Source: IDC, Semiannual Software Tracker, November 2025*

Connected Challenges

# One Platform

**Legacy & Fragmented Data**

**Overexposed Data**

**Data Loss & Interruption**

**Digital Sprawl**

COMPLETE

## DATA PROTECTION

**SECURITY + GOVERNANCE + RESILIENCE**

**PLATFORM CAPABILITIES**

- Data Discovery & Classification
- Info, Records, & IT Asset Mgmt.
- Multi-Tenant, Multi-Saas Control
- Policy Enforcement & Drift Control
- Ransomware Protection & Recovery
- DSPM & Identity Access Mgmt.
- Data Privacy & Compliance
- Data Migration & Content Mgmt.

## AVEPOINT CONFIDENCE PLATFORM

Robust shared capabilities for solving inter-related data protection challenges, across Clouds

**FULL LIFECYCLE**

**UNIFIED PLATFORM**

**SHARED ACCOUNTABILITY**

**AI & AUTOMATION**

**CATALOG & INVENTORY**

aws salesforce smartsheet okta docusign ATLASSIAN

# Strategic Priorities

Accelerate Customer Adoption and Retention

Expand Platform Offerings

Continued Scaling of Channel Ecosystem

Broaden Global Presence

Strategic Acquisitions and Investments

# Key Takeaways

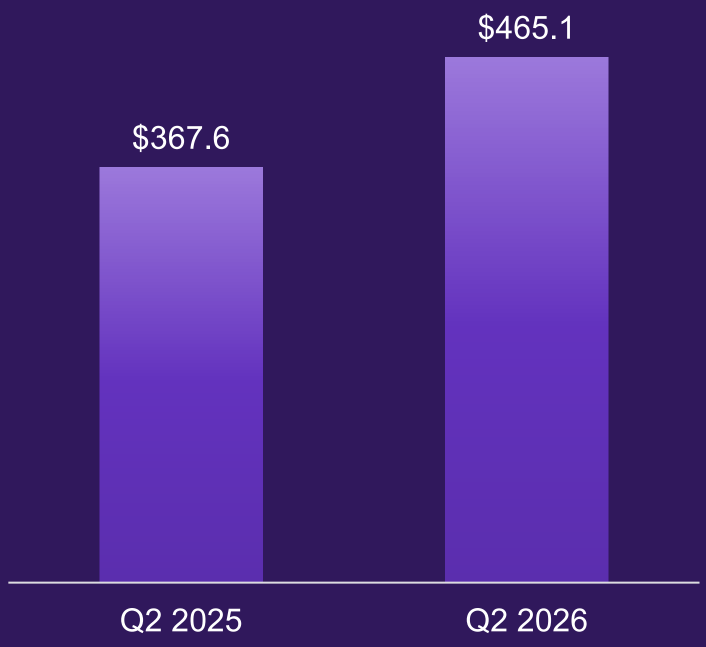
1. We are a true platform company, delivering profitable growth at increasing scale
2. Customers rely on us to address a number of strategic use cases
3. We sell to companies of all sizes, across all verticals, in all regions of the world
4. We operate in an addressable market that is durable, large and growing
5. We are the Trust Layer in the AI adoption stack

# Financial **Highlights**

# Q2 2026 – Key Performance Metrics

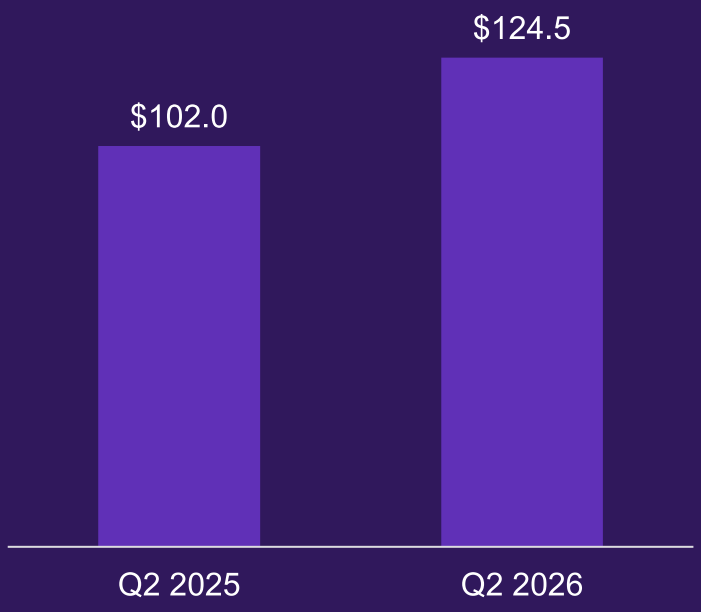
## Total ARR

**27%** Growth
**24%** Adjusted for FX



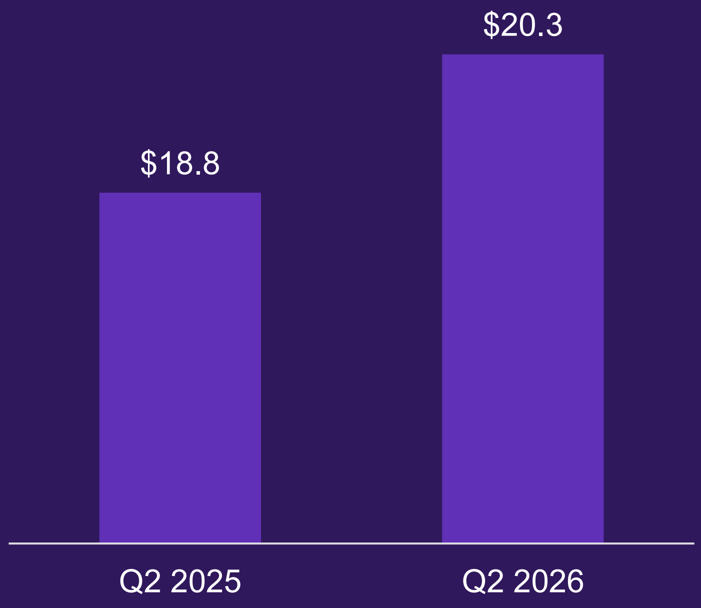

## Total Revenue

**22%** Growth
**21%** Constant Currency

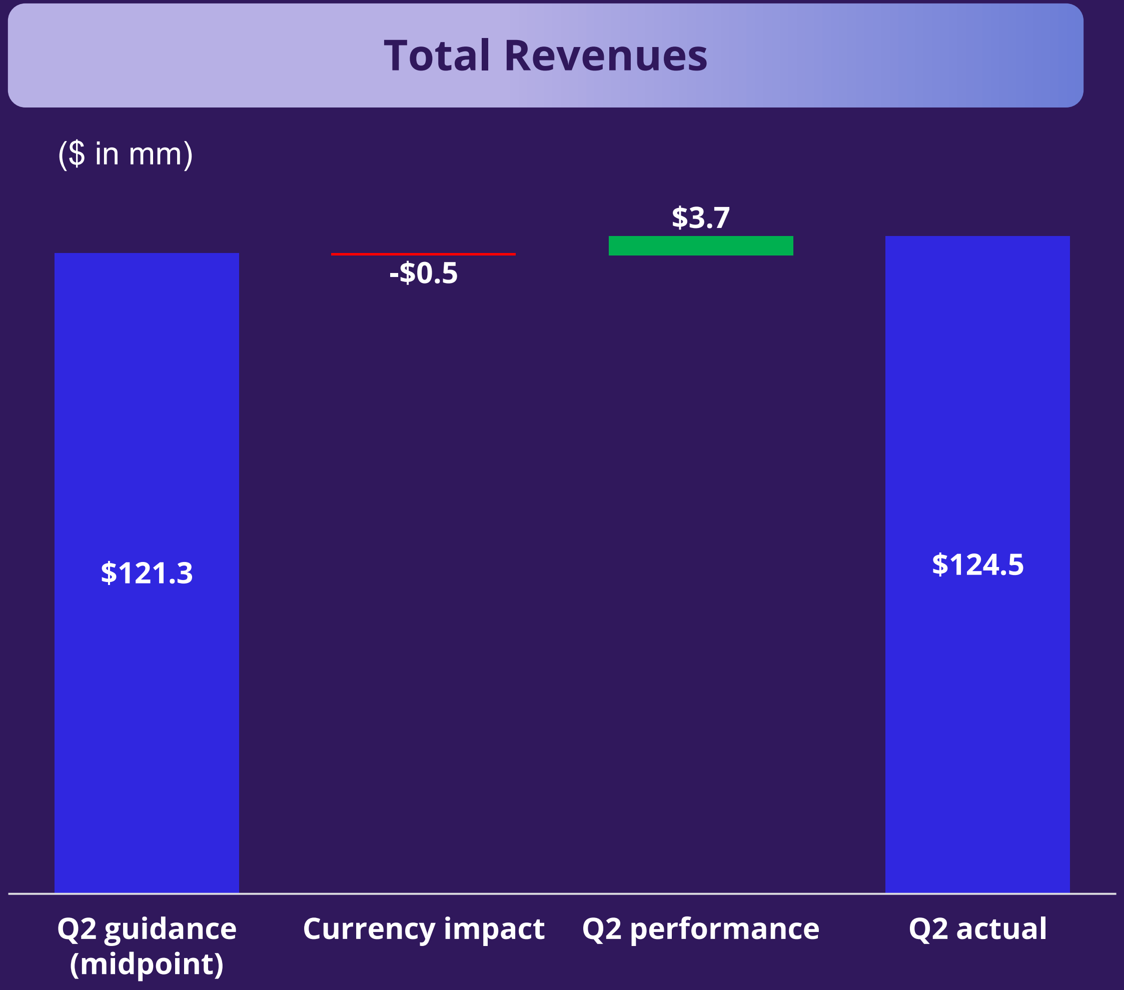


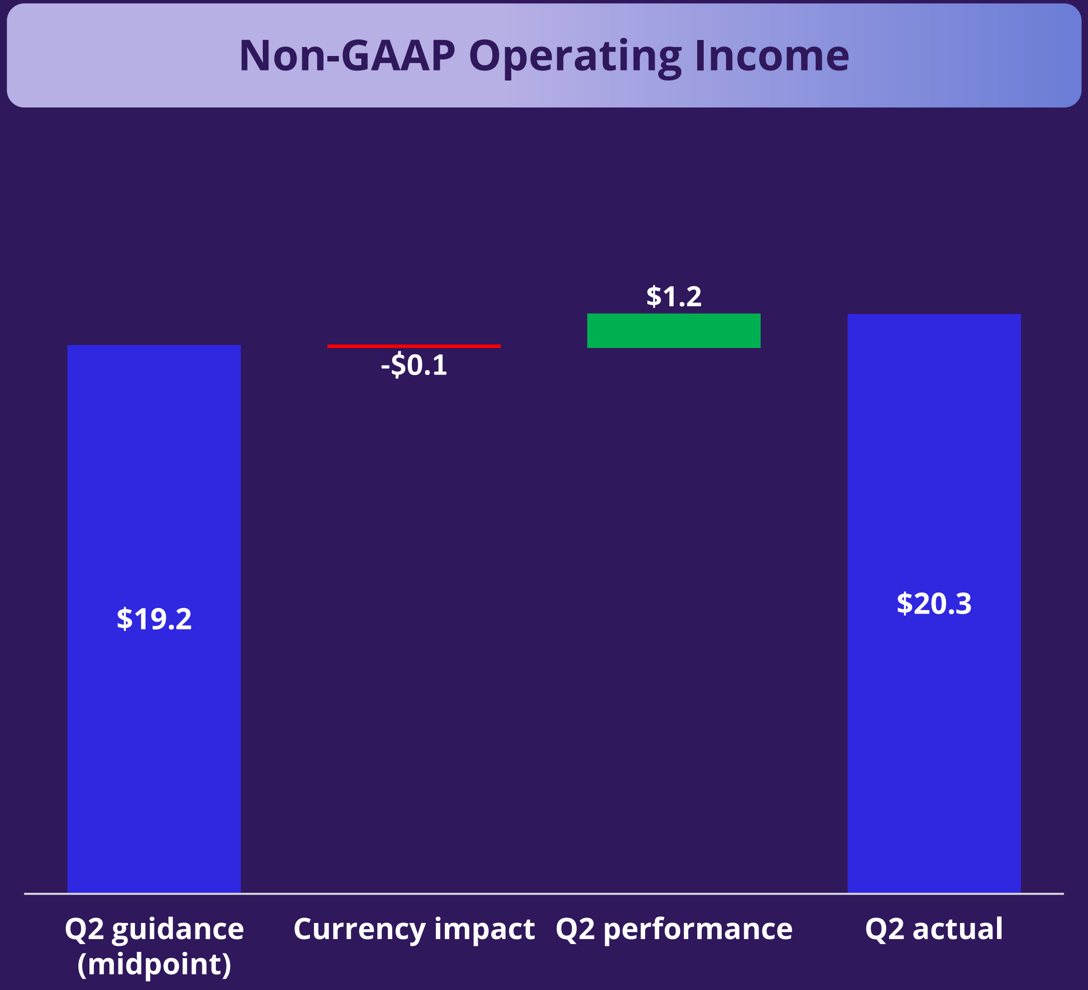

## Non-GAAP Operating Income

**16.3%** Margin vs
**18.4%** Prior Year



# Q2 Performance Comparison to Guidance

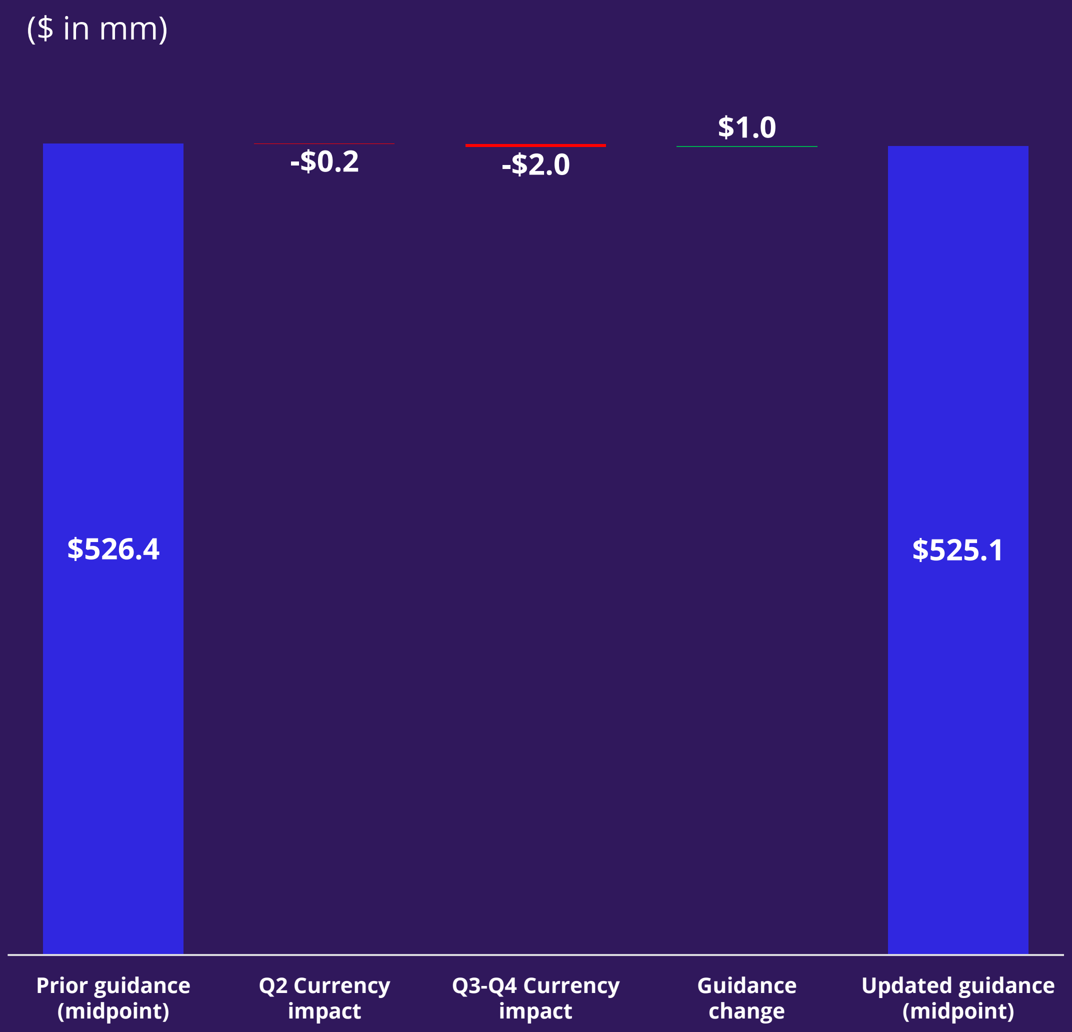


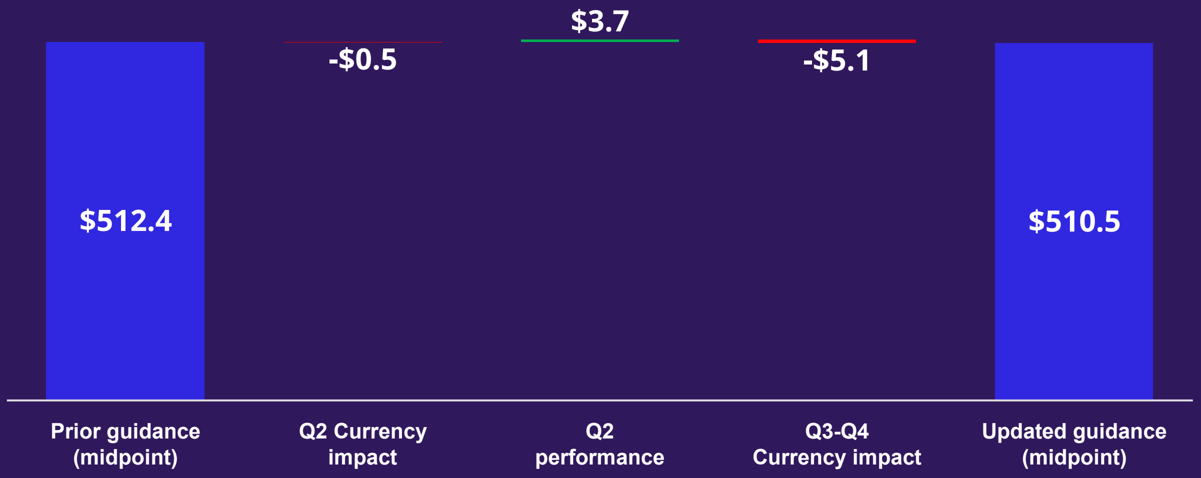

*Totals may not foot due to rounding.*

# Comparison to Previously Issued Full-Year Guidance

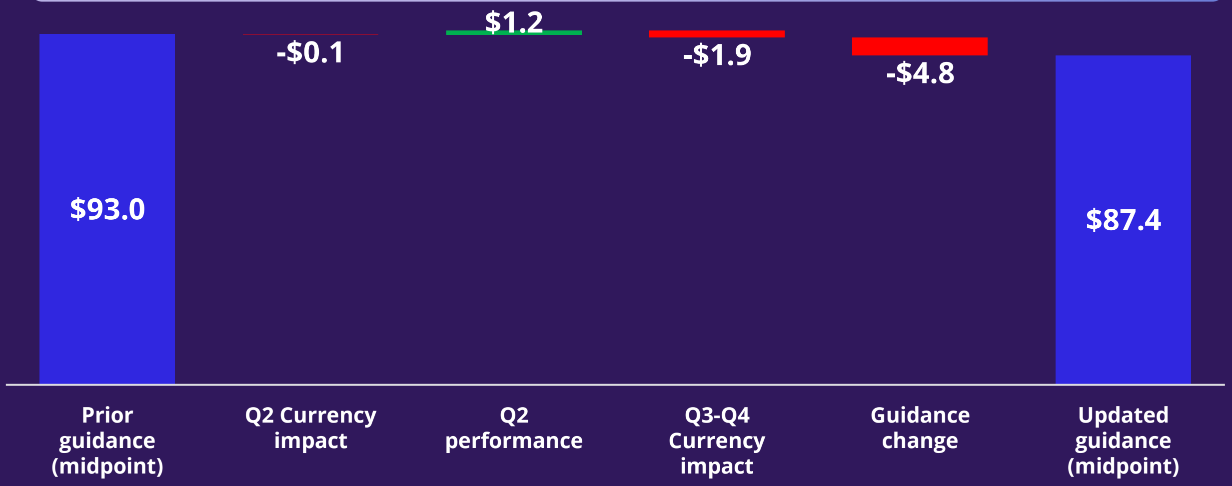
## FY 2026 ARR (estimate)




## FY 2026 Revenues (estimate)

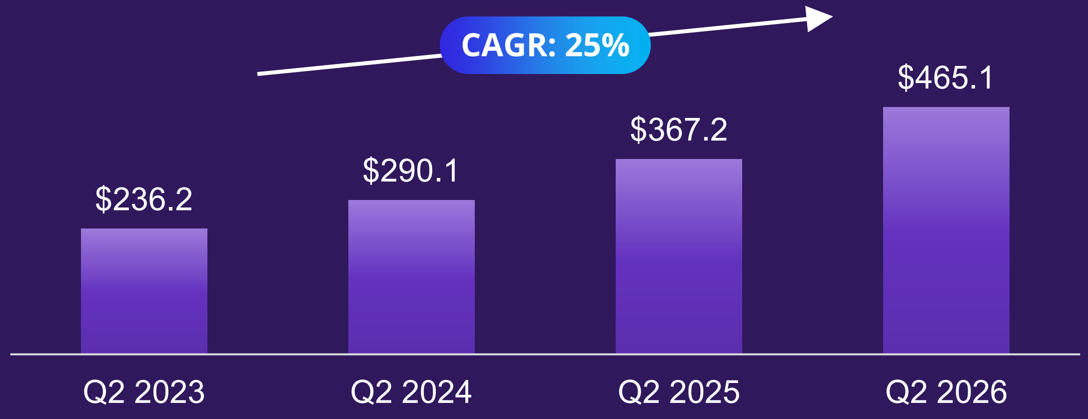



## FY 2026 Non-GAAP Operating Income (estimate)

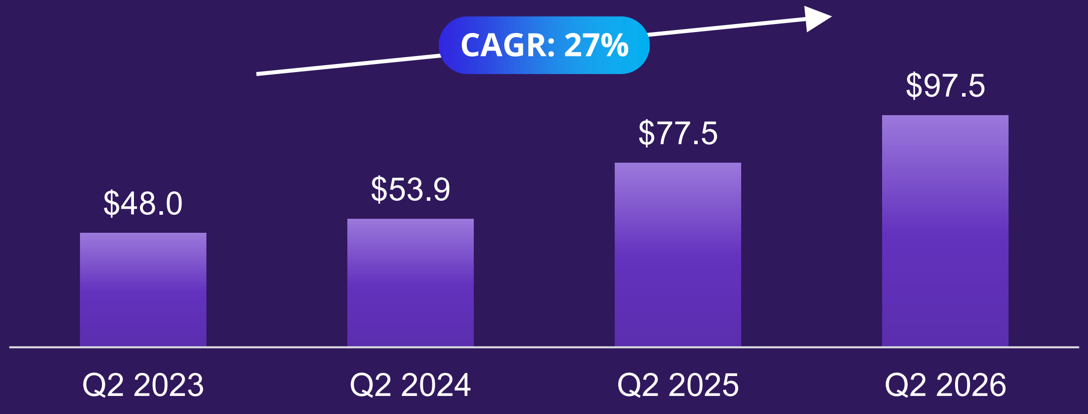


# Robust Growth at Scale (TTM)

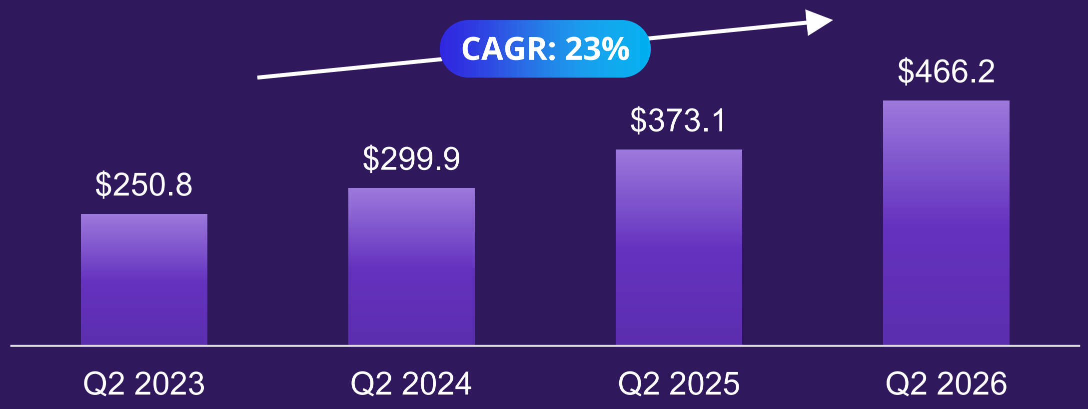
## Total ARR



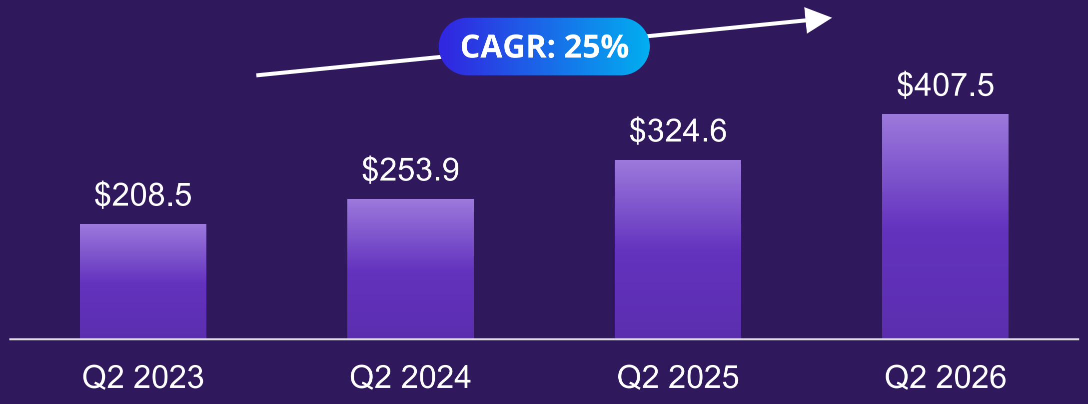

## Net New ARR




## Total Revenue



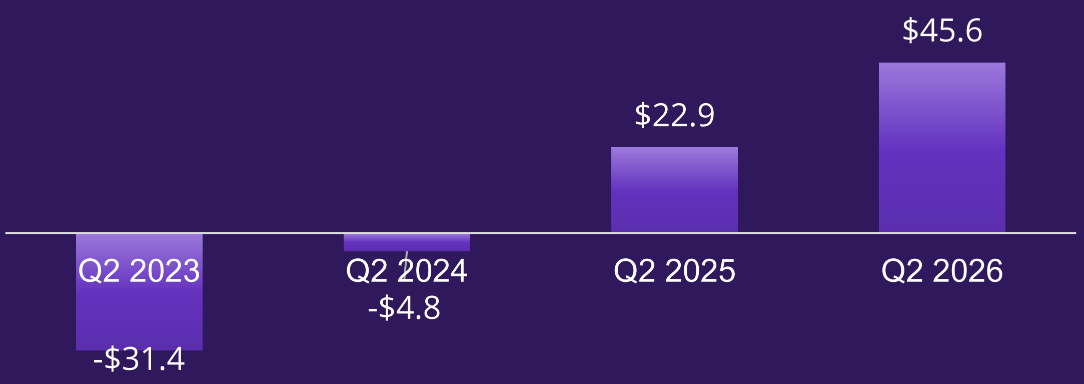

## Recurring Revenue



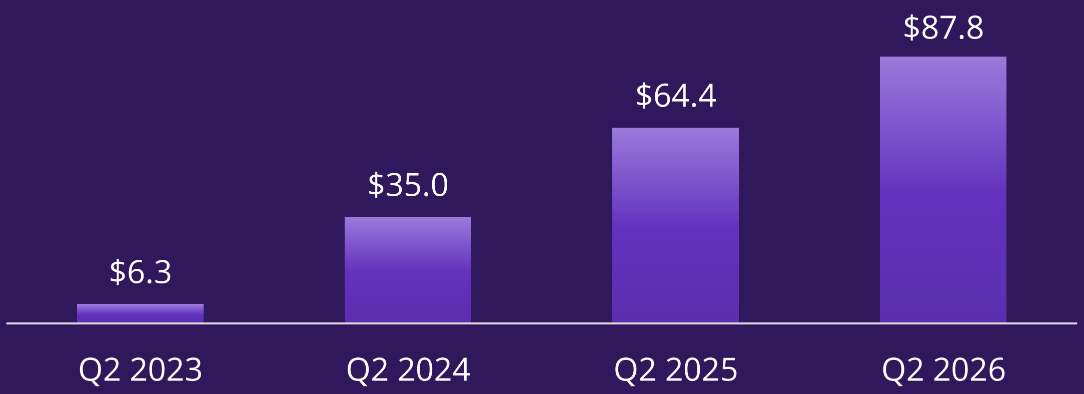

*All metrics presented on a trailing twelve-month basis. Recurring revenue includes SaaS and term license and support revenues.*

# Strong Profitability & Free Cash Flow Generation (TTM)

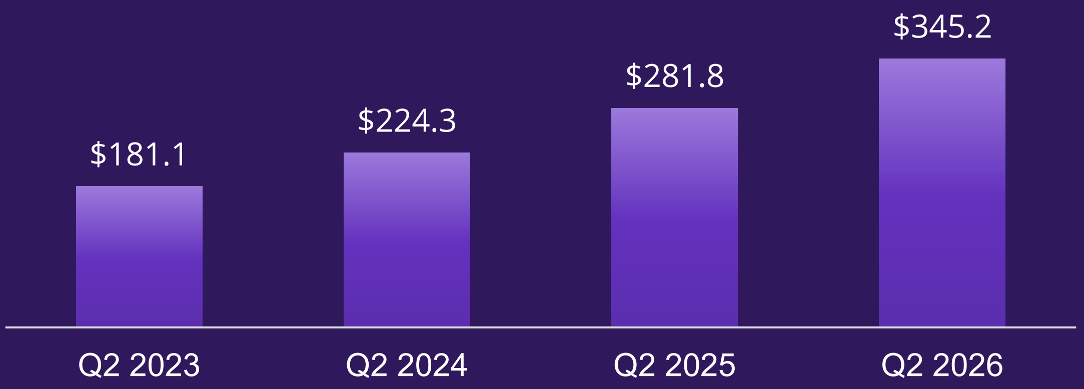
## GAAP Operating Income



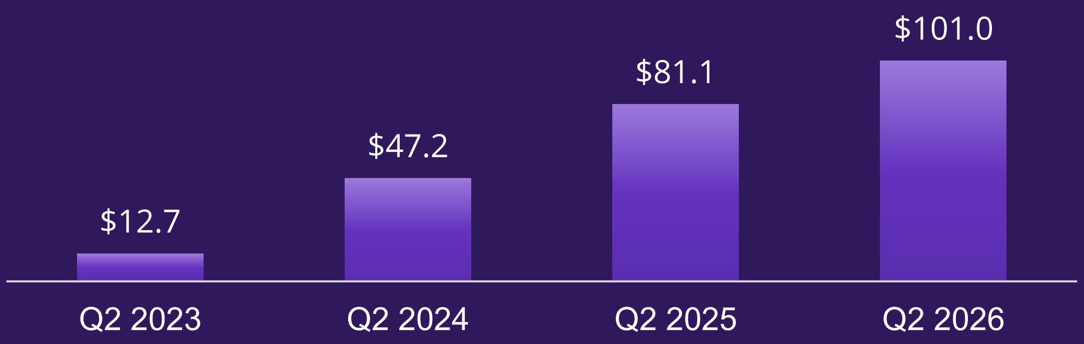

## Non-GAAP Operating Income




## Non-GAAP Gross Profit



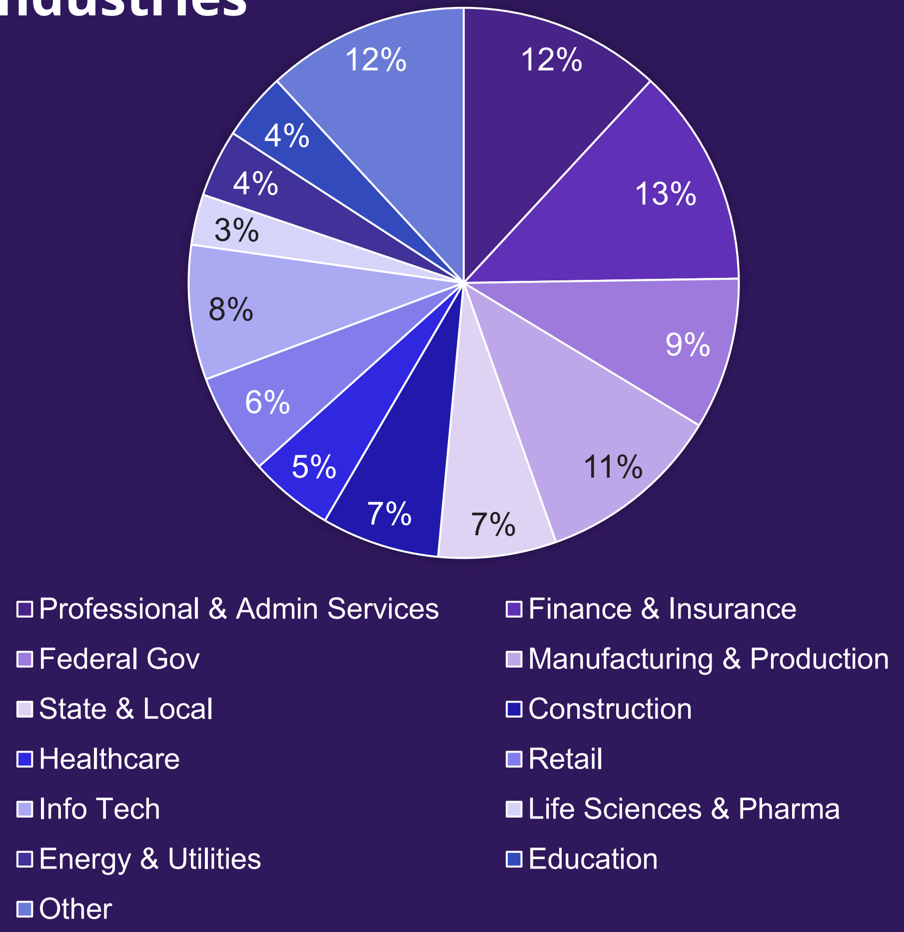

## Free Cash Flow




*All metrics presented on a trailing twelve-month basis. Free cash flow is the sum of operating cash flow and the purchase of property and equipment.*

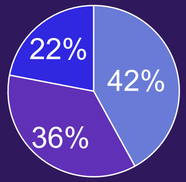
# Diversified ARR Base

## Industries



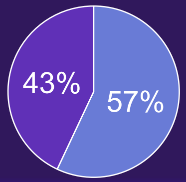

## Geography

- North America 42% | ◦ EMEA 36% | ◦ APAC 22%



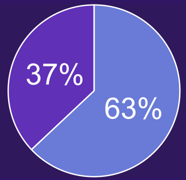

## Direct vs Channel

- Channel 57% | ◦ Direct 43%



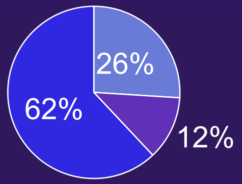

## New vs Existing

- Existing 63% | ◦ New 37%



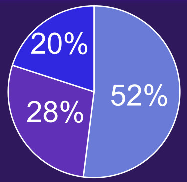

## Product Suites

- Control 26% | ◦ Modernization 12% | ◦ Resilience 62%




## Customer Segment

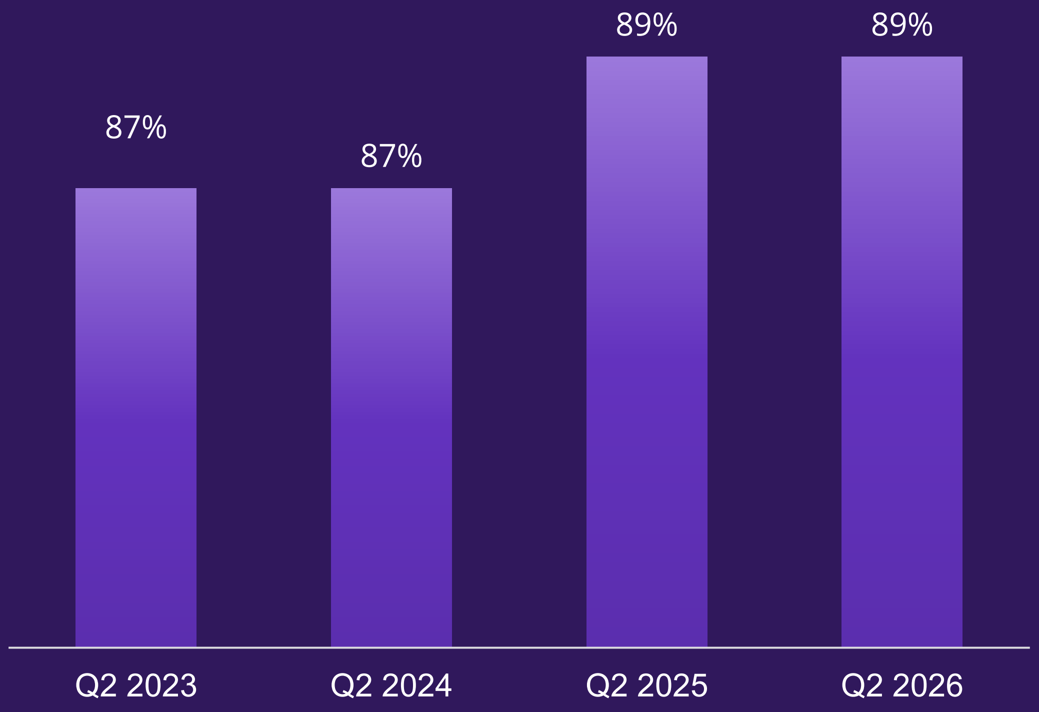
- Enterprise 52% | ◦ Mid-Market 28% | ◦ SMB 20%




*ARR contributions as of December 31, 2025. New/existing percentages are applicable to incremental ARR.*

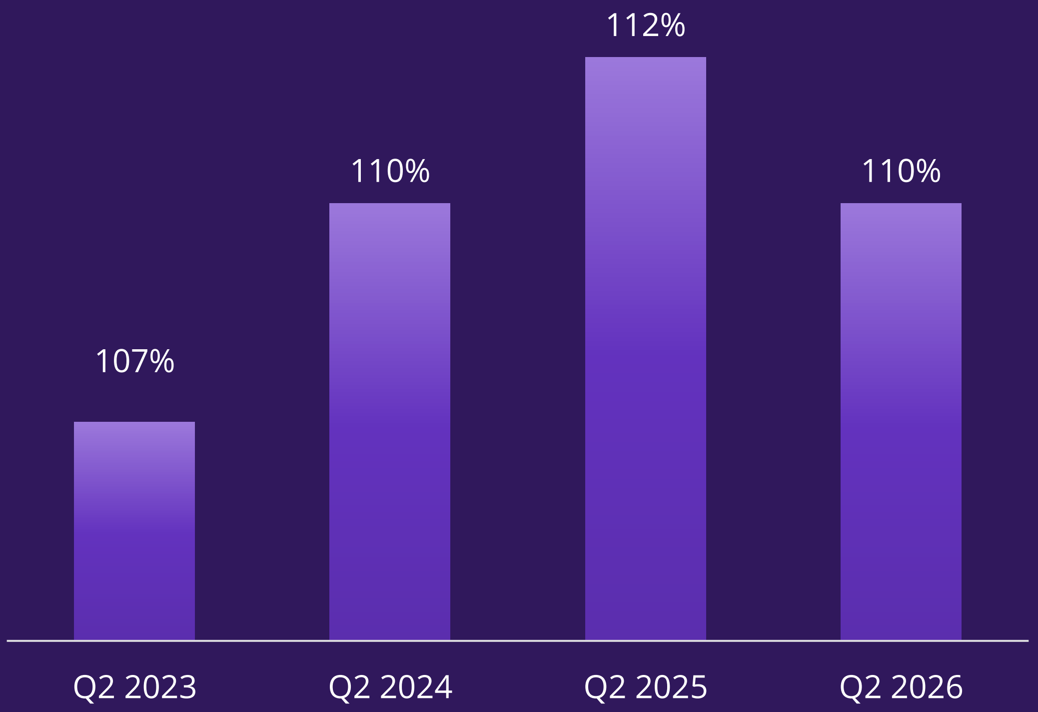
# Attractive Customer Retention Rates

## Gross Retention Rate




**GRR Target: 90%+**

## Net Retention Rate

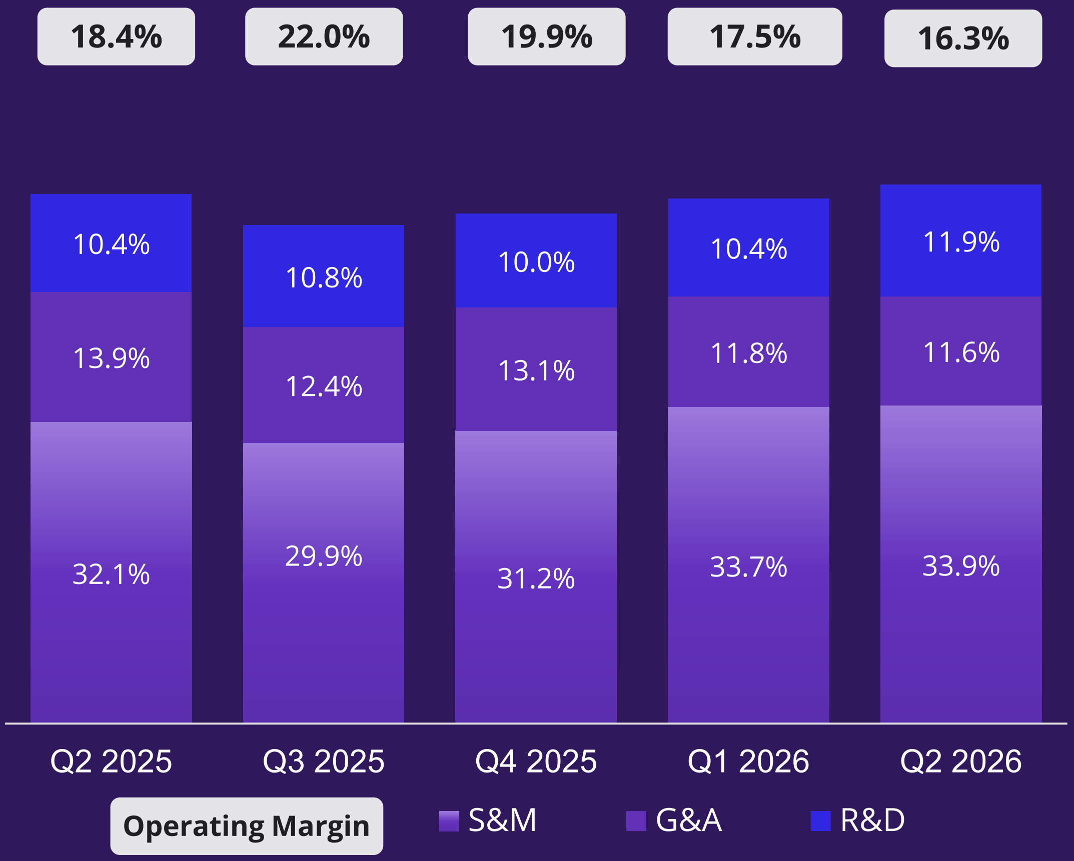



**NRR Target: 115%**

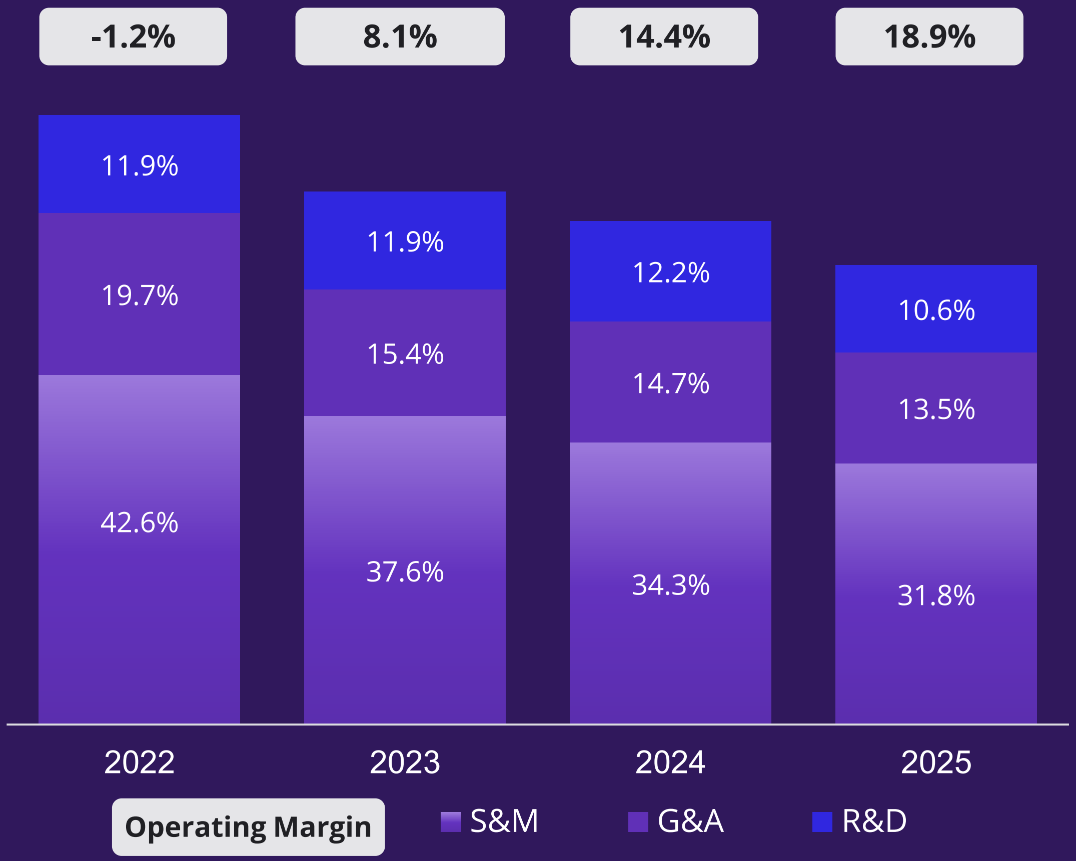
*Retention rates are for all customers and are adjusted for FX.*

# Driving Operating Leverage While Investing For Growth

## Quarterly Non-GAAP Operating Expenses



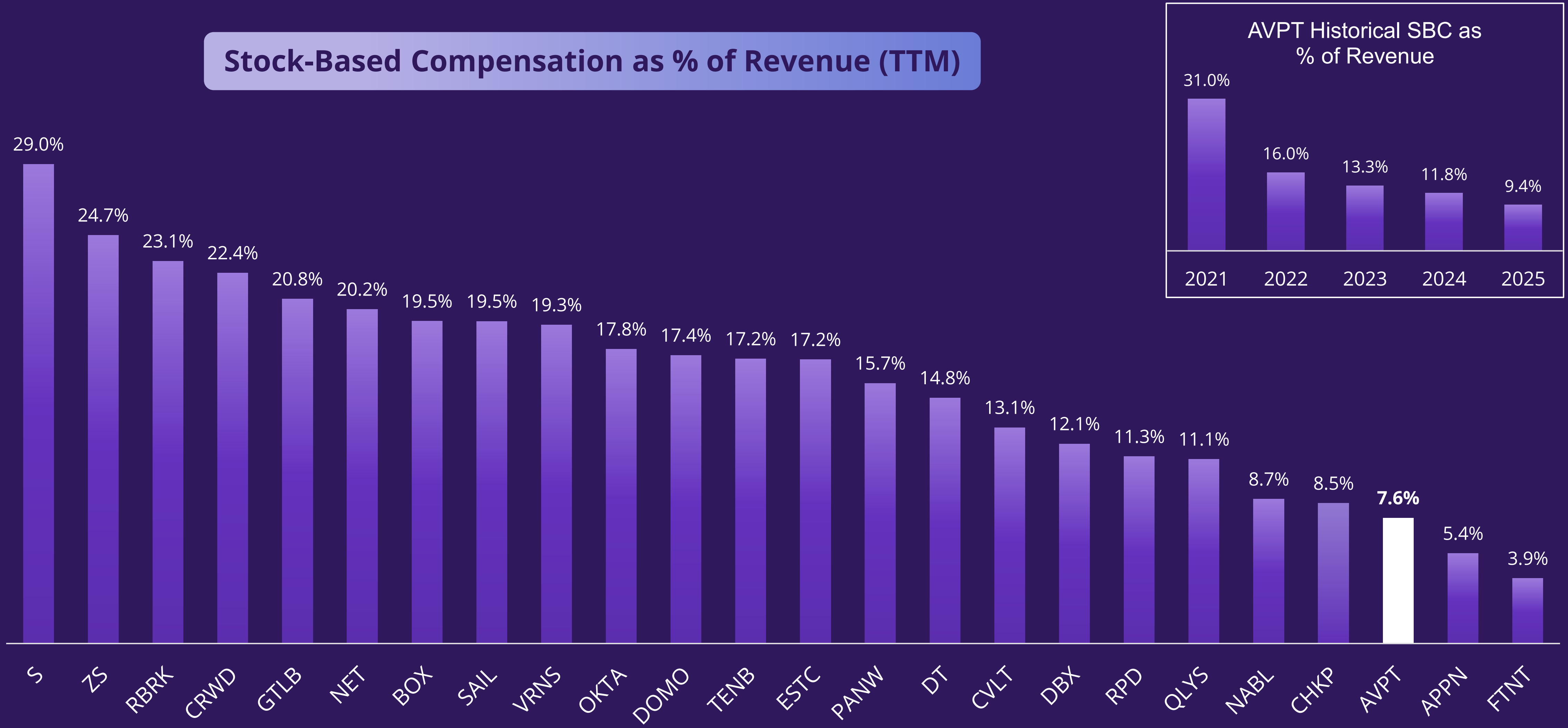

## Annual Non-GAAP Operating Expenses




*Non-GAAP expenses shown as a percentage of revenue.*

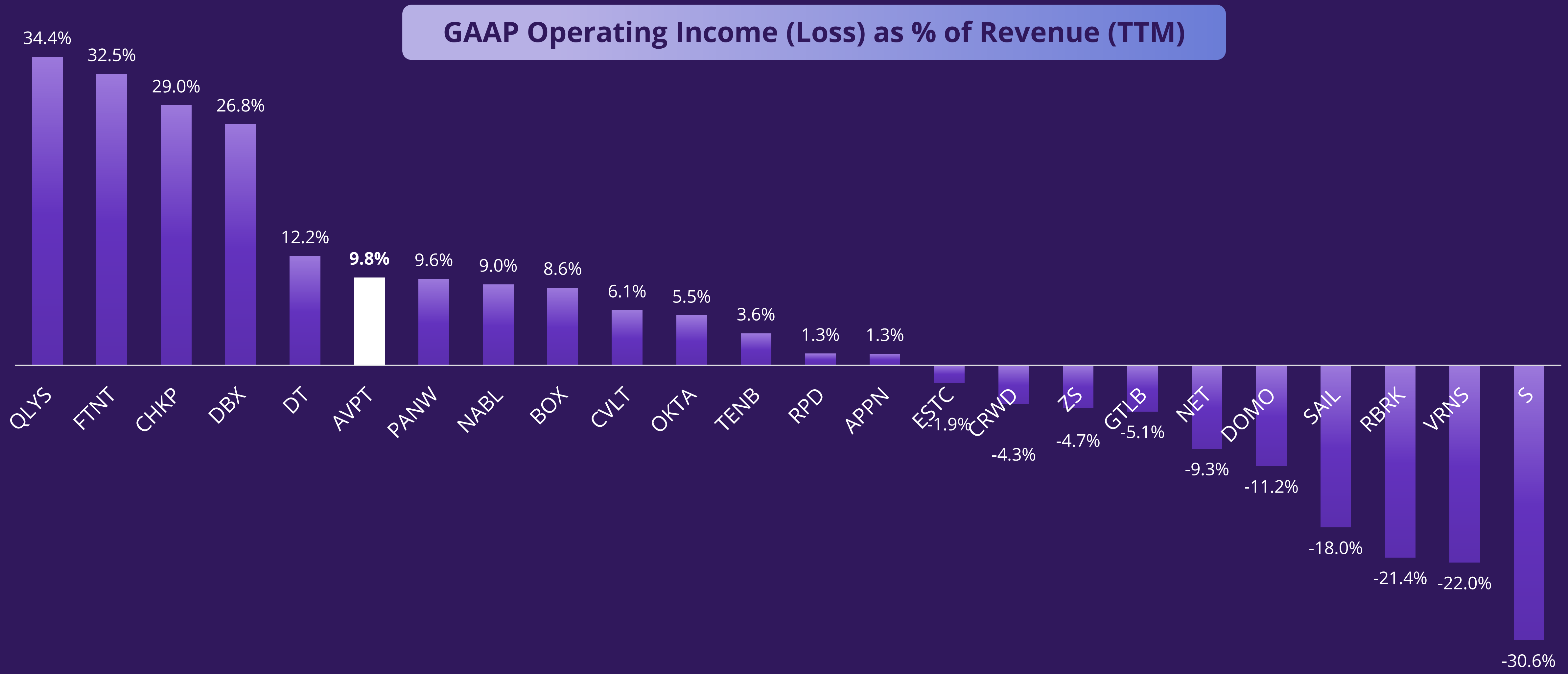
# Effective Management of Stock-Based Compensation

**Stock-Based Compensation as % of Revenue (TTM)**



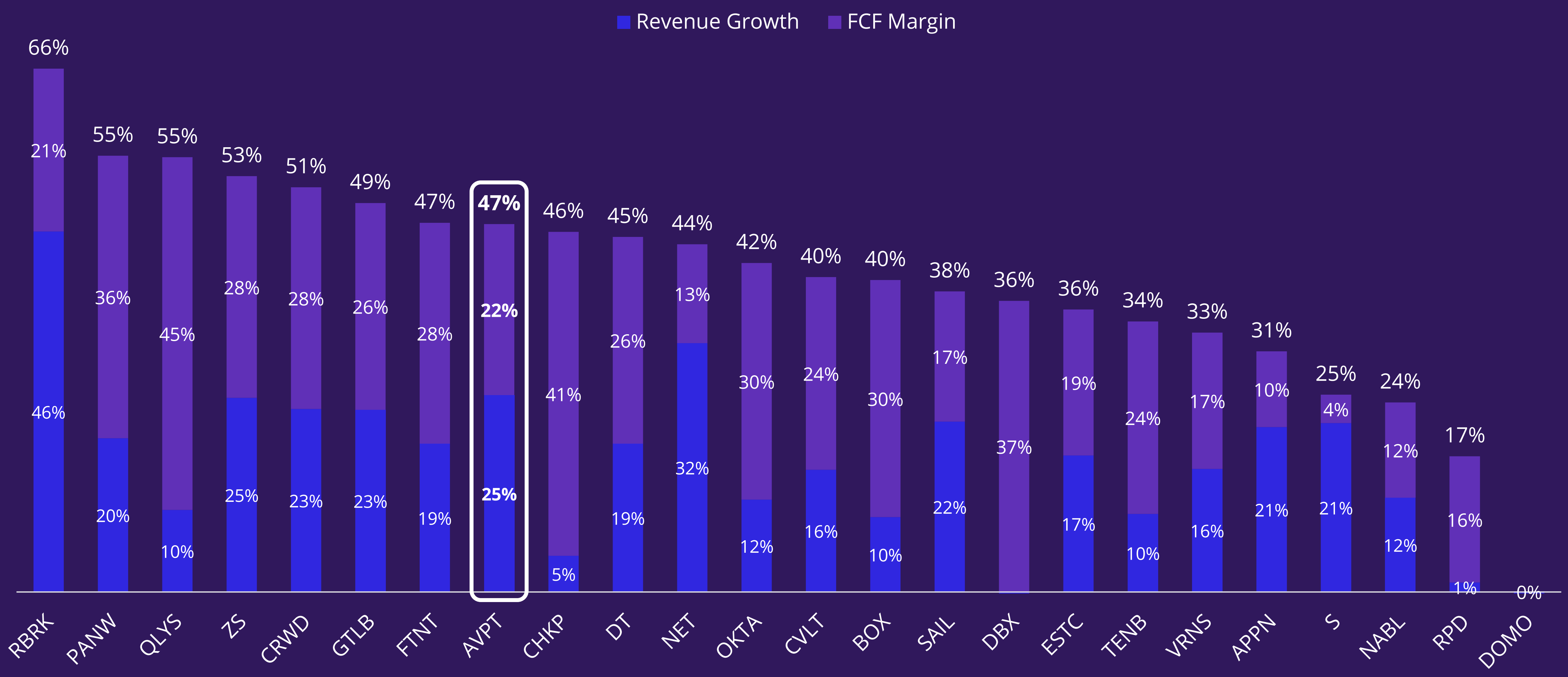

*Revenues and stock-based compensation presented on a trailing twelve-month basis using the latest reported quarter for all companies.*

# Delivering GAAP Operating Profitability



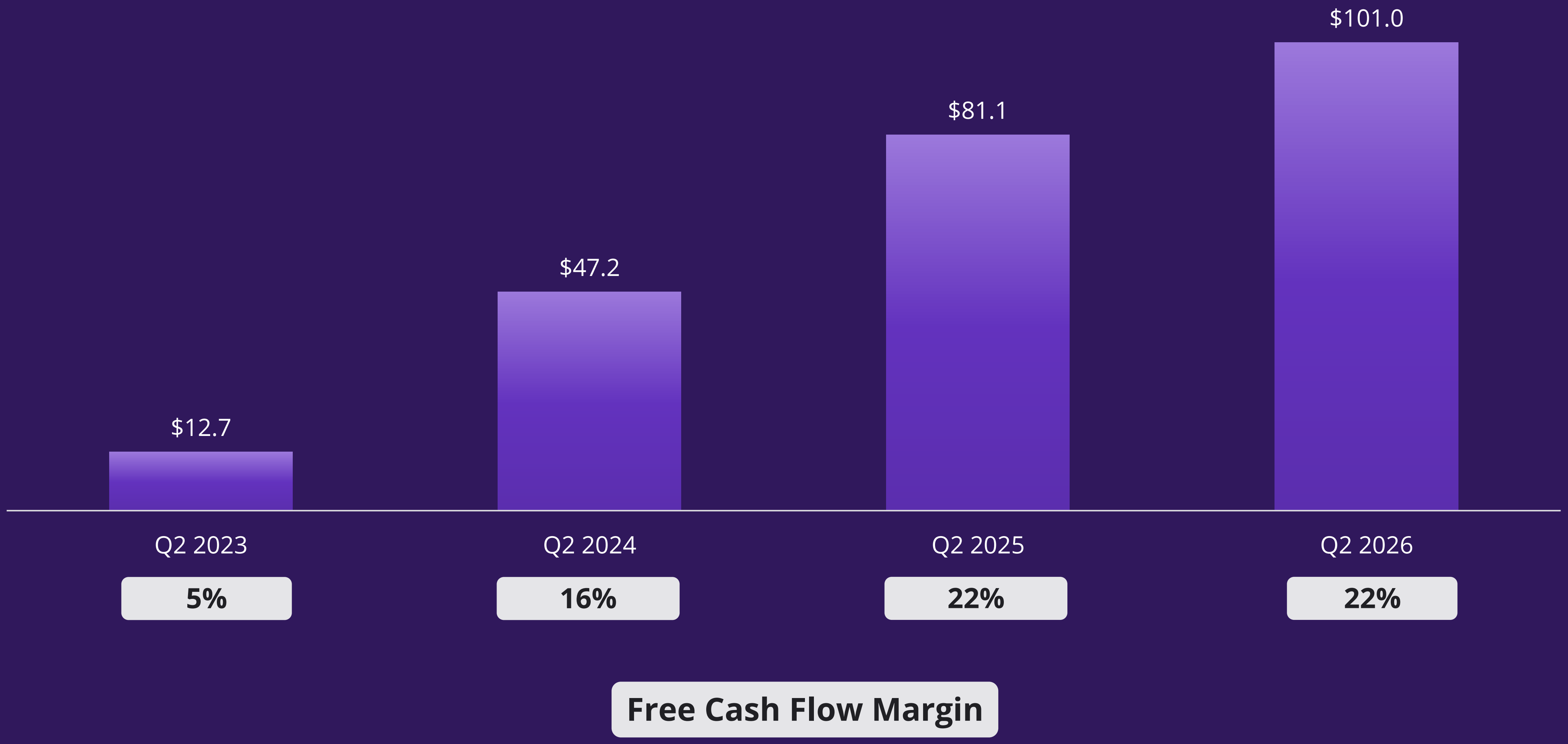

*Revenues and GAAP operating income (loss) presented on a trailing twelve-month basis using the latest reported quarter for all companies.*

# Balanced Execution Above the Rule of 40




*Revenue growth and free cash flow margin presented on a trailing twelve-month basis using the latest reported quarter for all companies.*

# Demonstrating Meaningful FCF Generation




*Presented on a trailing twelve-month basis. Free cash flow is the sum of cash flow from operations and the purchase of property and equipment.*

# Capital Allocation Priorities

### Invest in Profitable Growth

Accelerate customer adoption, scale channel ecosystem, broaden market presence, and invest in R&D

### Strategic Investments and Acquisitions

Invest in companies and technologies complementary to our business, and consistent with our strategy

### Share Repurchases

Remain active and opportunistic in the open market

# Track Record of Successful M&A

### Acquisition of I-Access Solutions

Acquired Singapore-based I-Access Solutions, an IT solutions provider for training institutes and academic schools

### Acquisition of Essential

Acquired South Korea-based software solutions provider Essential, to expand market reach in South Korea

### Acquisition of Torsion

Acquired UK-based software provider Torsion, which specializes in data access governance for Microsoft 365

**FEBRUARY 2022** — **JUNE 2022** — **SEPTEMBER 2022** — **OCTOBER 2022** — **JULY 2024** — **JANUARY 2025**

### Acquisition of Combined Knowledge

Acquired UK-based Combined Knowledge, which specializes in the development and delivery of Collaboration Education and Support

### Acquisition of tyGraph

Acquired Canada-based tyGraph, a platform allowing organizations to organize, measure, and analyze human interactions to accelerate success in the digital workplace

### Acquisition of Ydentic

Acquired Netherlands-based Ydentic, which specializes in centralized multi-tenant management for Microsoft MSPs, and will help further evolve Elements, our MSP platform

# Q3 & Updated Full-Year 2026 Financial Guidance

| Q3 2026 | | |
|---|---|---|
| **($ in mm)** | **Low** | **High** |
| **Total Revenue** | **$128.2** | **$130.2** |
| *y/y growth (reported)* | *17%* | *19%* |
| *y/y growth (constant currency)* | *18%* | *20%* |
| **Non-GAAP Operating Income** | **$21.0** | **$22.0** |
| *Margin (reported)* | *16.4%* | *16.9%* |

| FY 2026 | | |
|---|---|---|
| **($ in mm)** | **Low** | **High** |
| **Annual Recurring Revenue** | **$522.1** | **$528.1** |
| *y/y growth (reported)* | *25%* | *27%* |
| *y/y growth (adjusted for FX)* | *25%* | *26%* |
| **Total Revenue** | **$508.5** | **$512.5** |
| *y/y growth (reported)* | *21%* | *22%* |
| *y/y growth (constant currency)* | *20%* | *21%* |
| **Non-GAAP Operating Income** | **$86.4** | **$88.4** |
| *Margin (reported)* | *17.0%* | *17.2%* |

# Long-Term Non-GAAP Targets

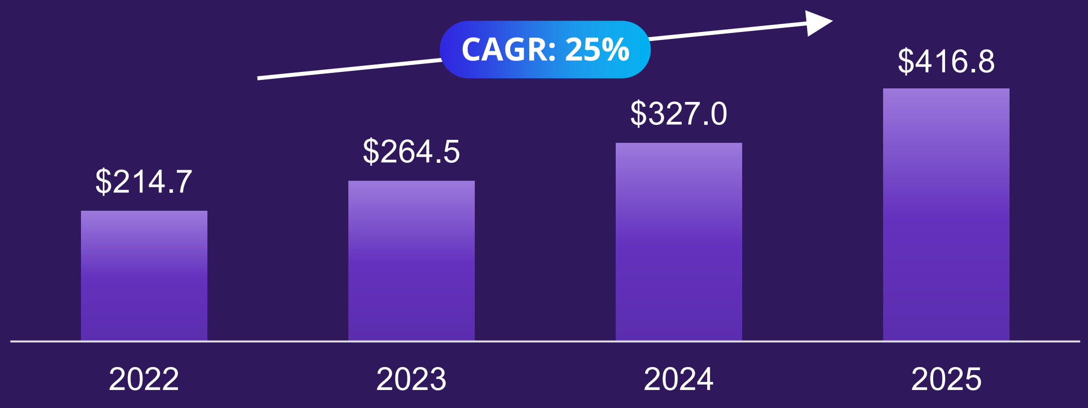
| | 2022 | 2023 | 2024 | 2025 | 2029 Target |
|---|---|---|---|---|---|
| **Gross Margin** | 72.9% | 73.0% | 75.7% | 74.8% | 80.0% |
| **S&M as % of Revenue** | 43% | 38% | 34% | 32% | 30% |
| **R&D as % of Revenue** | 12% | 12% | 12% | 11% | 12.5% |
| **G&A as % of Revenue** | 20% | 15% | 15% | 14% | 10% |
| **Operating Margin** | (1.2%) | 8.1% | 14.4% | 18.9% | 27.5% |
| **Stock-Based Compensation** | 16% | 13% | 12% | 9% | <10% |

**$1B ARR**
**2029**

# APPENDIX

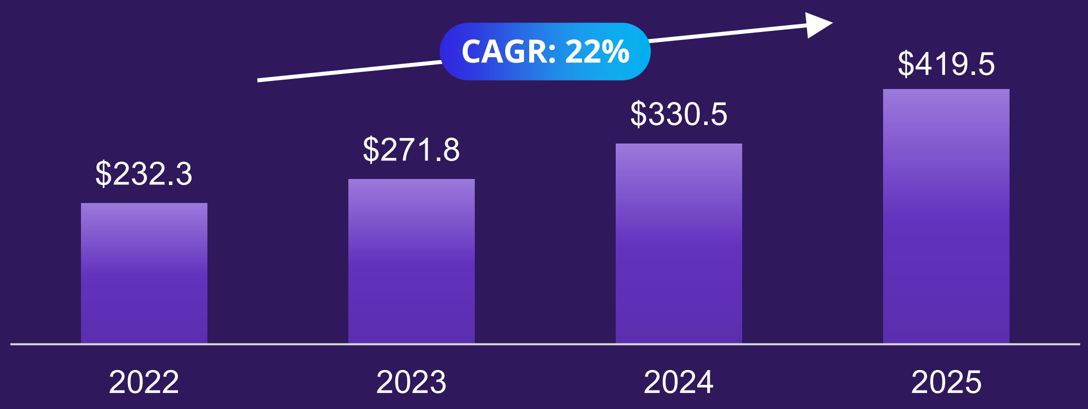
# Robust Growth at Scale

## Total ARR

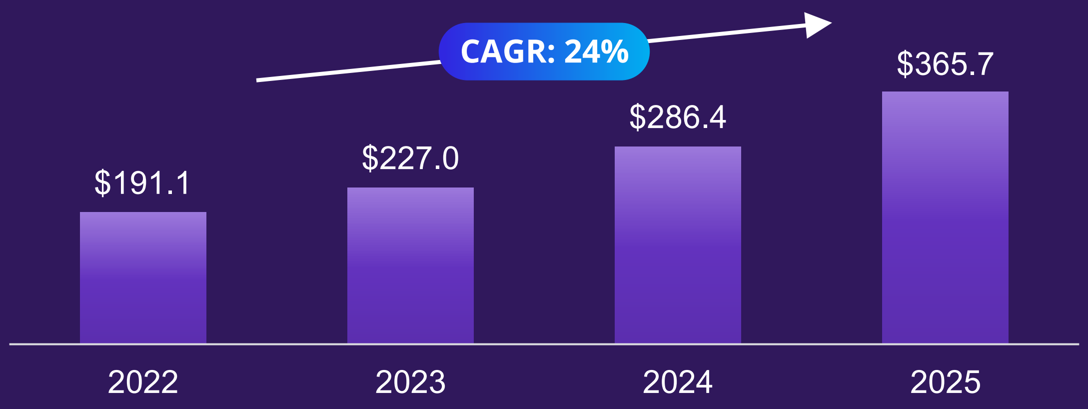



## Net New ARR


## Total Revenue



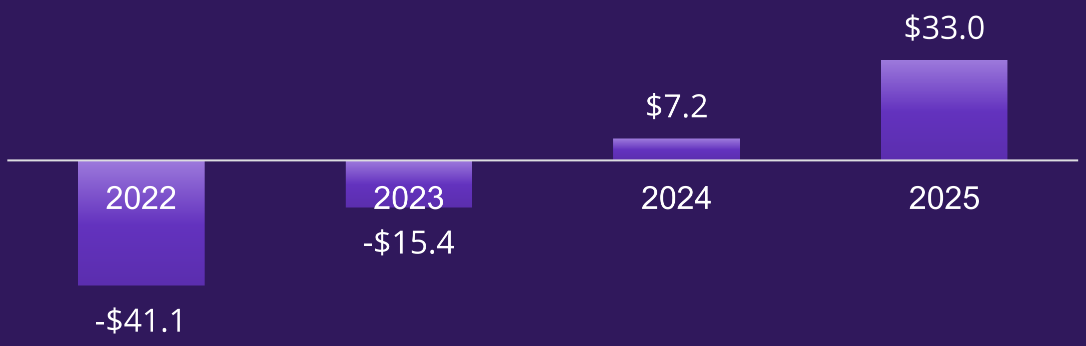

## Recurring Revenue



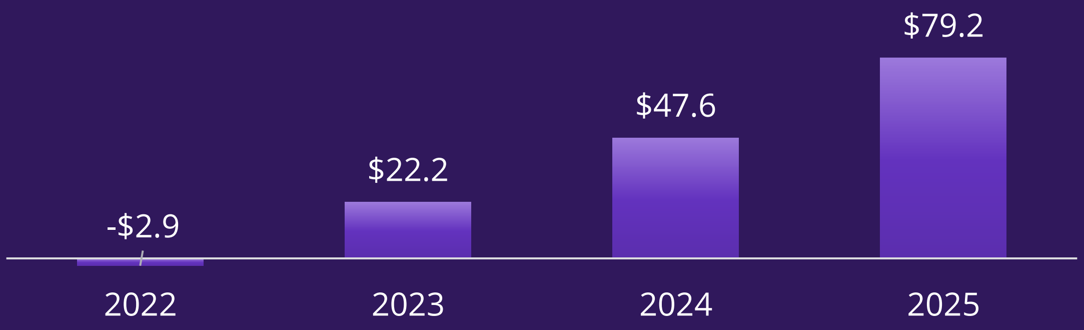

*Recurring revenue includes SaaS and term license and support revenues.*

# Strong Profitability & Free Cash Flow Generation

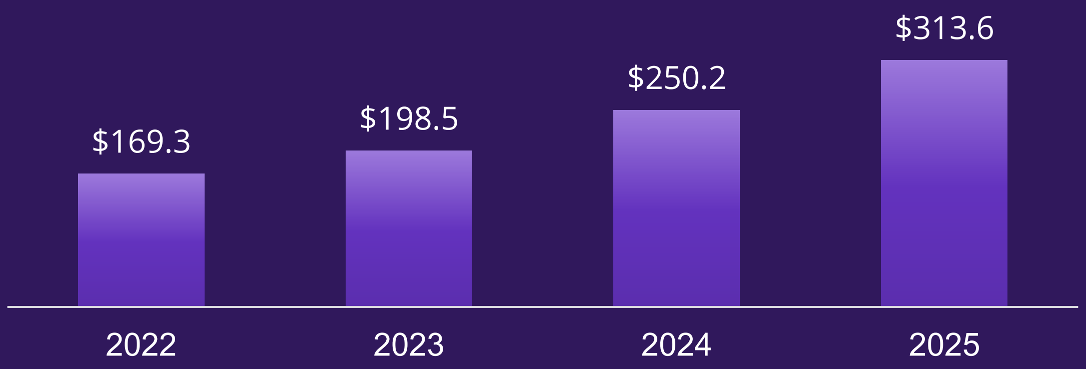
## GAAP Operating Income



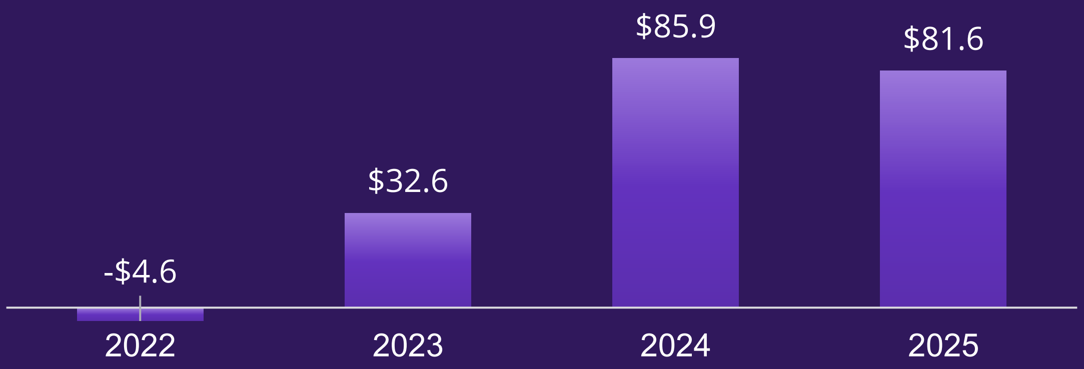

## Non-GAAP Operating Income




## Non-GAAP Gross Profit



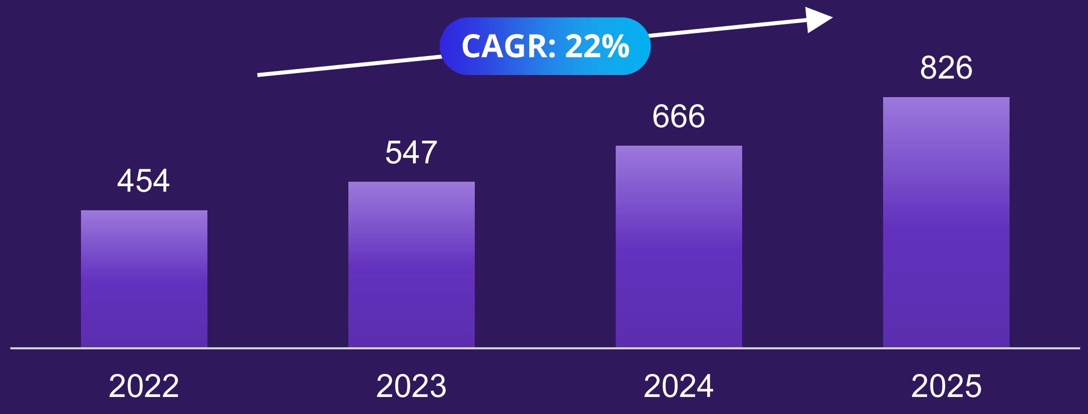

## Free Cash Flow




*Free cash flow is the sum of operating cash flow and the purchase of property and equipment.*

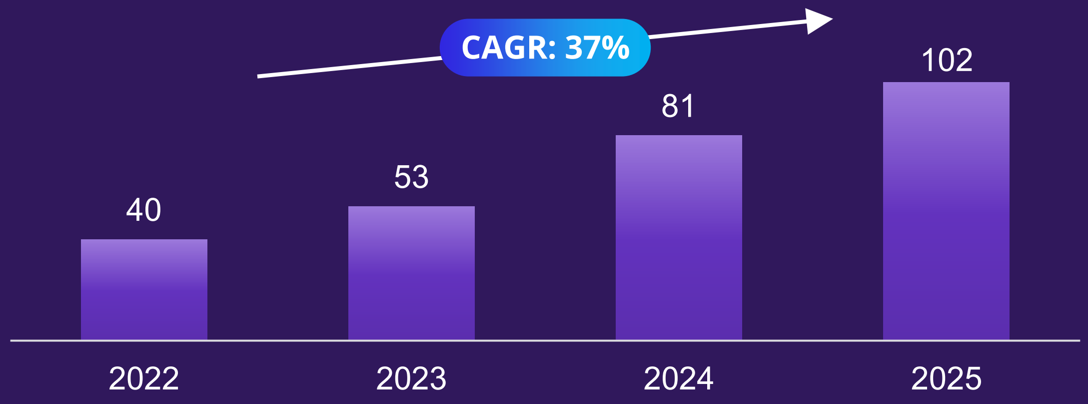
# Continued Success with Large Enterprises

## $100K ARR Customers

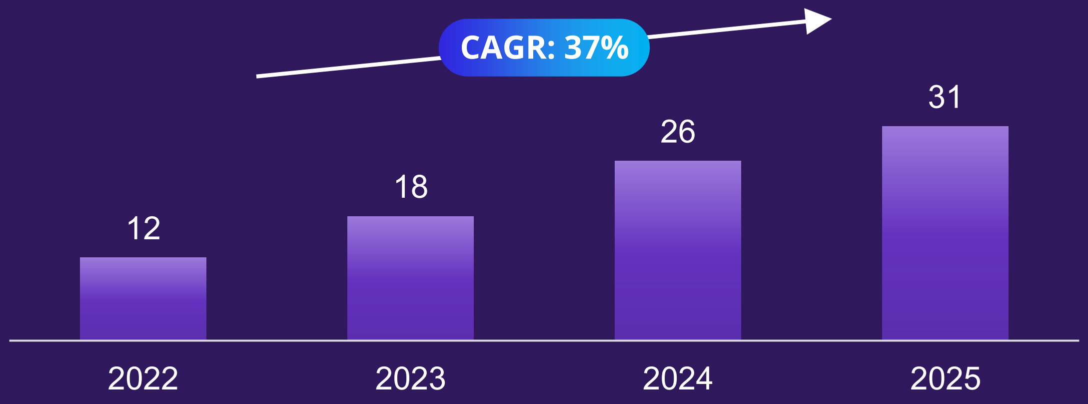



## $250K ARR Customers


## $500K ARR Customers

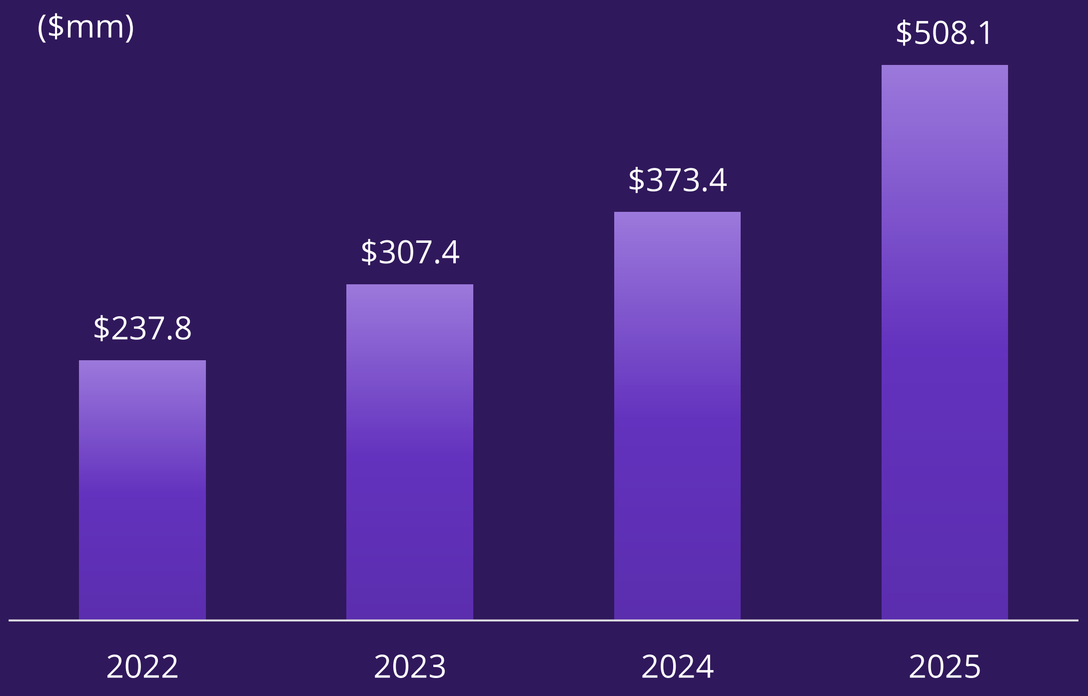



## $1M ARR Customers



# Topline Growth Drives Durable Revenue Stream

## REMAINING PERFORMANCE OBLIGATION

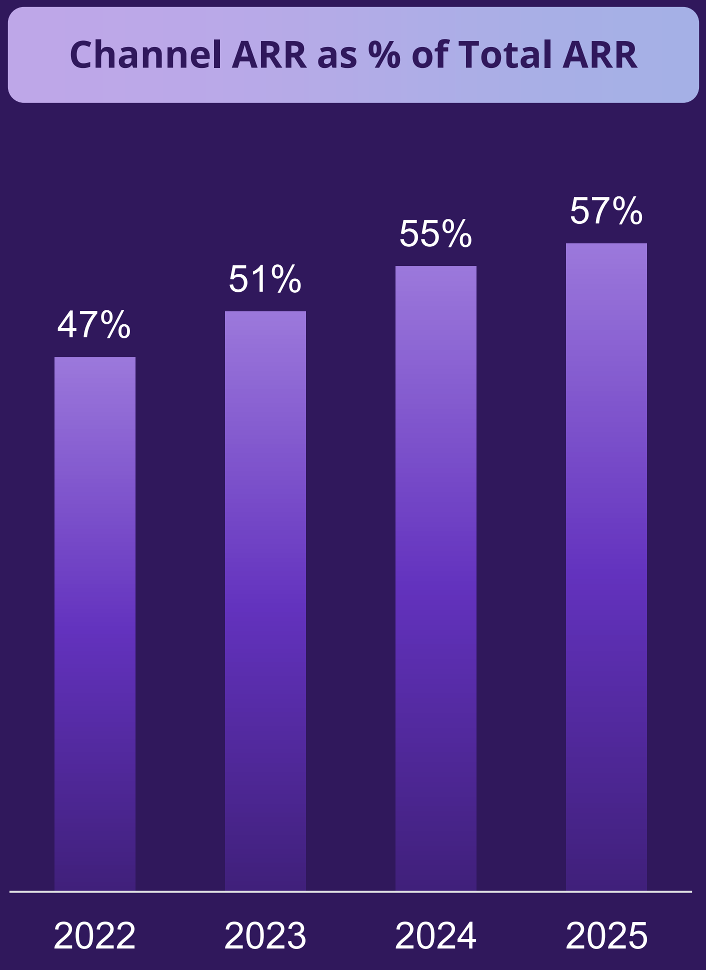


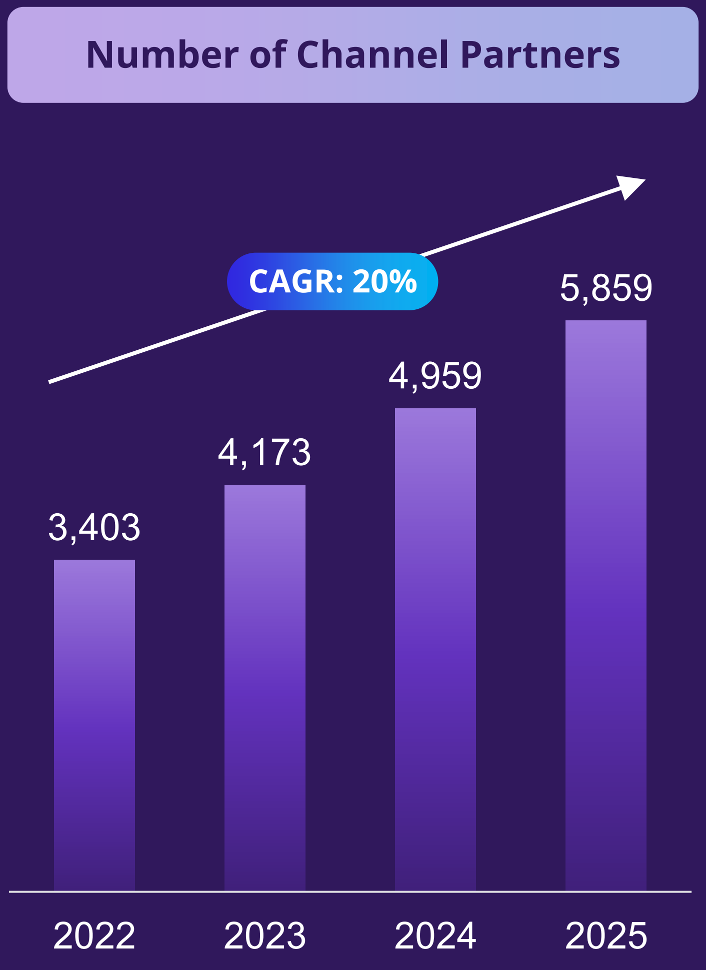

**29%**

**CAGR**

*Remaining performance obligation includes deferred revenue and amounts that will be invoiced and recognized as revenue in future periods.*

# Our Ongoing Channel Transformation



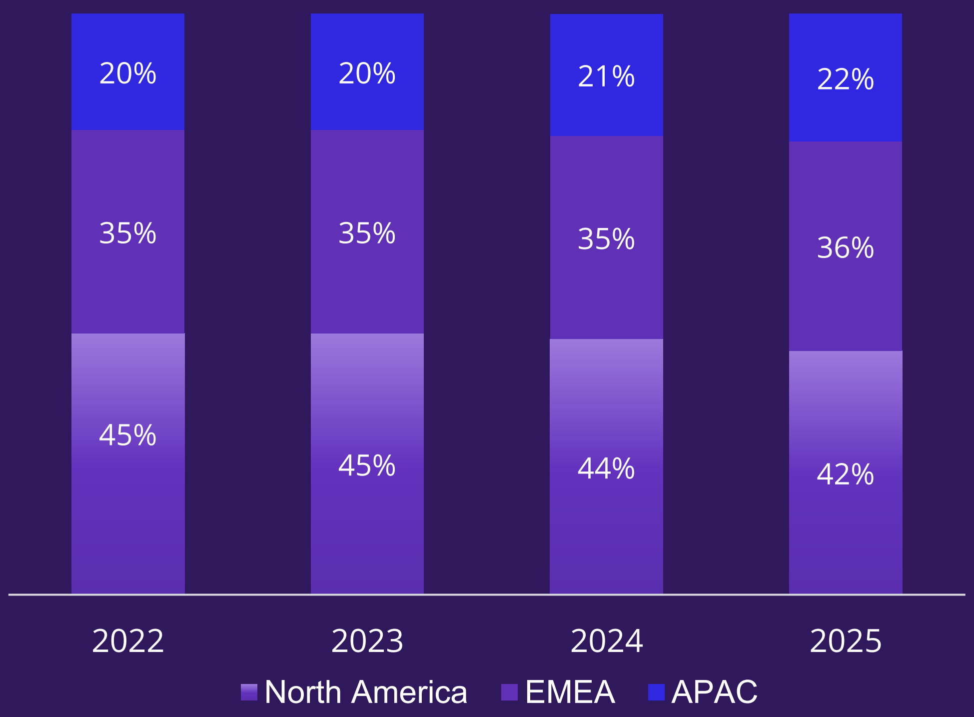





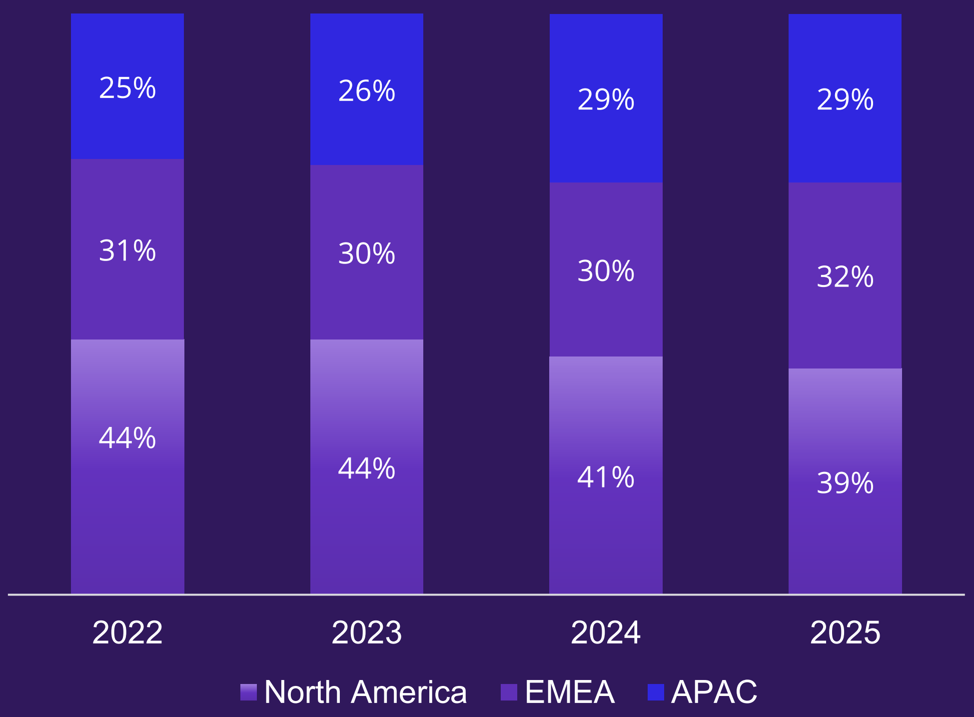
*Channel partners include managed service providers, value-added resellers, systems integrators and others.*

# Balanced Topline Contributions by Region

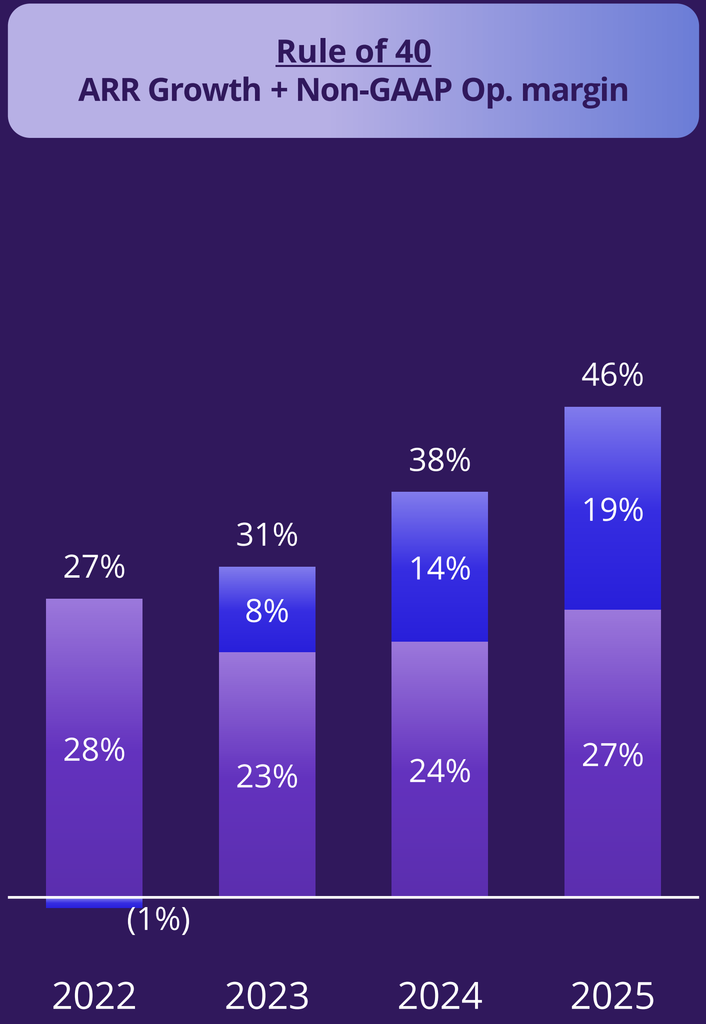
## ARR Contribution

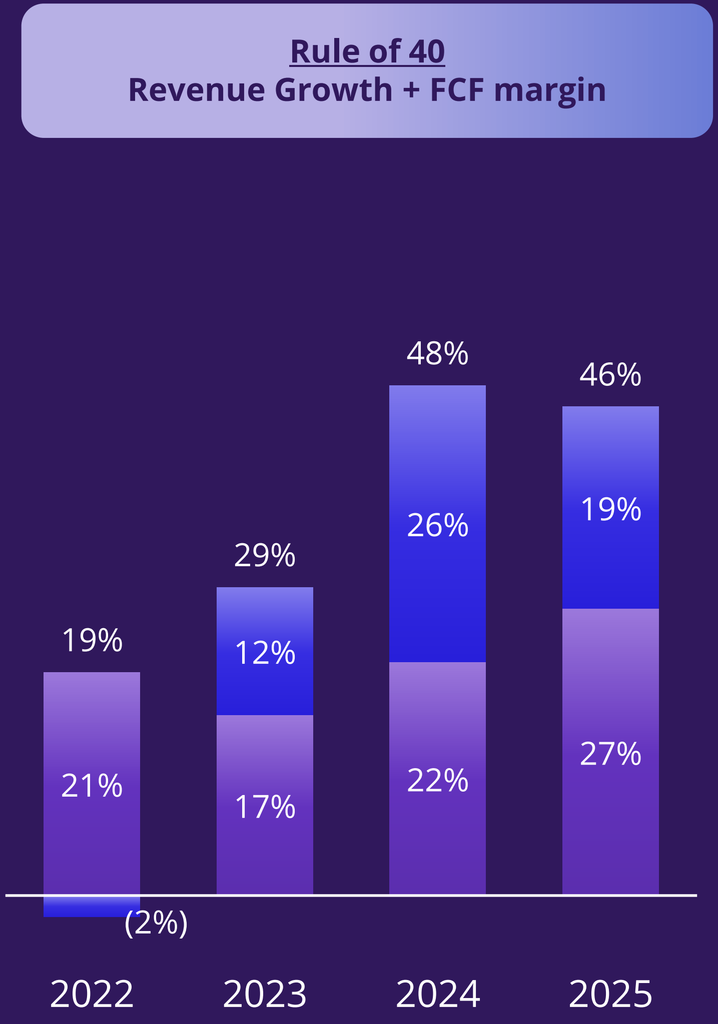


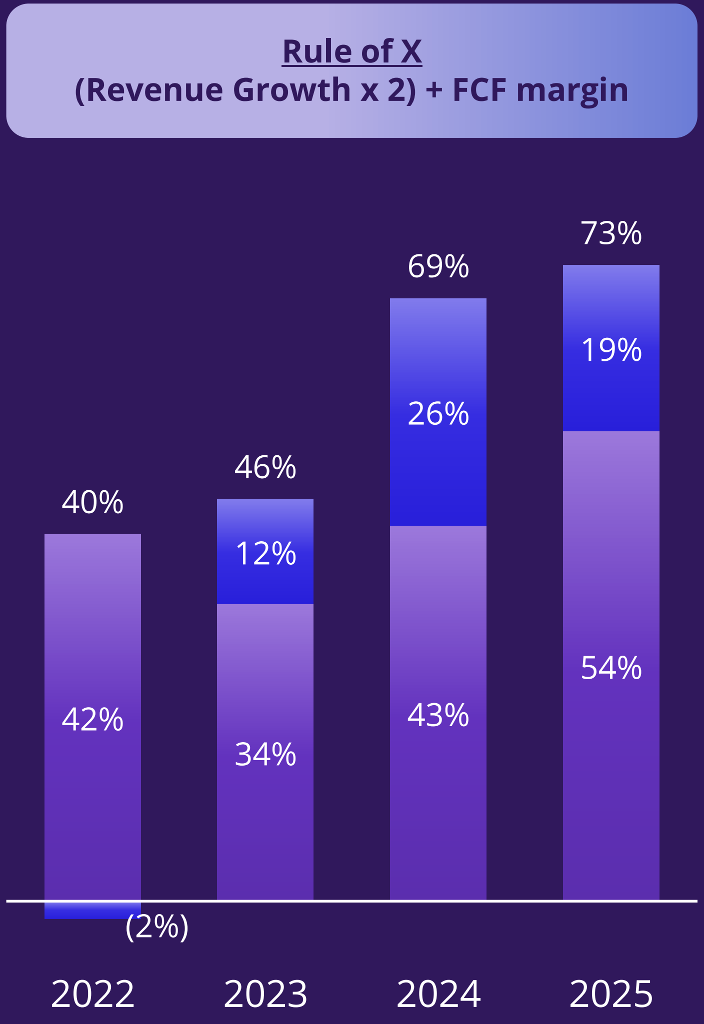

## Revenue Contribution



# The Rule of 40 and Other Valuation Metrics



# GAAP to Non-GAAP Reconciliation

| ($ in mm) | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|
| | For the Twelve Months Ended December 31 | | | |
| GAAP gross profit | $166.1 | $194.4 | $248.0 | $310.7 |
| *GAAP gross margin* | *71.5%* | *71.5%* | *75.0%* | *74.1%* |
| Stock-based compensation expense & amortization of acquired intangible assets | $3.3 | $4.1 | $2.3 | $2.9 |
| Non-GAAP gross profit | $169.3 | $198.5 | $250.2 | $313.6 |
| *Non-GAAP gross margin* | *72.9%* | *73.0%* | *75.7%* | *74.8%* |
| GAAP operating expenses | $207.1 | $209.7 | $240.8 | $277.7 |
| Stock-based compensation expense & amortization of acquired intangible assets | $34.9 | $33.4 | $38.2 | $38.3 |
| Secondary listing costs and discontinuation of growth equity fund | $0.0 | $0.0 | $0.0 | $4.9 |
| Non-GAAP operating expenses | $172.2 | $176.3 | $202.6 | $234.5 |
| *Non-GAAP operating expense as % of revenue* | *74.1%* | *64.9%* | *61.3%* | *55.9%* |
| GAAP operating income (loss) | ($41.1) | ($15.4) | $7.2 | $33.0 |
| Stock-based compensation expense & amortization of acquired intangible assets | $38.2 | $37.5 | $40.5 | $41.3 |
| Secondary listing costs and discontinuation of growth equity fund | $0.0 | $0.0 | $0.0 | $4.9 |
| Non-GAAP operating income (loss) | ($2.9) | $22.2 | $47.6 | $79.2 |
| *Non-GAAP operating margin* | *(1.2%)* | *8.1%* | *14.4%* | *18.9%* |

# Key Balance Sheet Items and Free Cash Flow

| ($ in mm) | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|
| | As of December 31 | | | |
| Cash and cash equivalents | 227.2 | 223.2 | 290.7 | 481.1 |
| Accounts receivable | 66.5 | 85.9 | 87.4 | 124.5 |
| Prepaid expenses and other current assets | 10.0 | 12.8 | 16.5 | 19.7 |
| Property and equipment | 5.5 | 5.1 | 5.3 | 6.0 |
| Goodwill | 18.9 | 19.2 | 17.7 | 38.0 |
| Intangible assets | 11.1 | 10.5 | 8.9 | 12.1 |
| Other assets | 76.3 | 85.9 | 92.6 | 107.8 |
| **Total assets** | **415.5** | **442.6** | **519.1** | **789.2** |
| Accounts payable | 1.5 | 1.4 | 2.4 | 3.8 |
| Accrued expenses and other current liabilities | 47.8 | 53.8 | 76.1 | 84.2 |
| Current portion of deferred revenue | 93.4 | 121.5 | 144.5 | 185.7 |
| Long-term portion of deferred revenue | 8.1 | 7.7 | 8.8 | 15.3 |
| Other liabilities | 21.6 | 33.3 | 16.3 | 21.5 |
| **Total liabilities** | **172.4** | **217.7** | **248.1** | **310.5** |
| Mezzanine equity | 14.0 | 6.0 | 0.0 | 0.0 |
| Stockholders' equity | 229.1 | 218.8 | 270.9 | 478.7 |
| **Total liabilities, mezzanine equity, and stockholders' equity** | **415.5** | **442.6** | **519.1** | **789.2** |
| | For the Twelve Months Ended December 31 | | | |
| Net cash provided by (used in) operating activities | (0.8) | 34.7 | 88.9 | 85.3 |
| Purchase of property and equipment | (3.9) | (2.1) | (3.0) | (3.7) |
| **Free cash flow** | **(4.6)** | **32.6** | **85.9** | **81.6** |

# Historical Customer Metrics

| CUSTOMER COUNT | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|
| Total Customers | 17,085 | 21,214 | 25,178 | 28,604 |

| RETENTION RATES | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|
| Gross Retention Rate | 86% | 86% | 88% | 88% |
| Gross Retention Rate (FX Adjusted) | 87% | 87% | 89% | 88% |
| Net Retention Rate | 103% | 108% | 110% | 111% |
| Net Retention Rate (FX Adjusted) | 107% | 109% | 111% | 110% |

| LARGE CUSTOMER COUNT | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|
| Customers > $100K ARR | 455 | 547 | 666 | 826 |
| Customers > $250K ARR | 137 | 178 | 225 | 298 |
| Customers > $500K ARR | 40 | 53 | 81 | 102 |
| Customers > $1M ARR | 12 | 18 | 26 | 31 |

# ARR Composition

| | | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|---|
| **Direct vs. Channel** | Direct | 53% | 49% | 45% | 43% |
| | Channel | 47% | 51% | 55% | 57% |
| **Customer Segment** | Enterprise | 51% | 52% | 53% | 52% |
| | Mid-Market | 30% | 29% | 28% | 28% |
| | Small Business | 19% | 18% | 19% | 20% |
| **New vs. Existing** | New Customers | 58% | 50% | 32% | 37% |
| | Existing Customers | 42% | 50% | 68% | 63% |
| **Geography** | North America | 45% | 45% | 44% | 42% |
| | EMEA | 35% | 35% | 35% | 36% |
| | APAC | 20% | 20% | 21% | 22% |
| **Product Suite** | Control | 27% | 27% | 28% | 26% |
| | Modernization | 15% | 12% | 11% | 12% |
| | Resilience | 58% | 61% | 62% | 62% |

*New/existing percentages are applicable to incremental ARR.*

FINANCIALS

# Thank You