AvePoint

Investor Presentation

November 2026

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This Presentation includes certain non-GAAP financial measures (including on a forward-looking basis) such as non-GAAP operating income (loss) and non-GAAP operating margin. AvePoint defines non-GAAP operating income (loss) as GAAP operating income (loss) plus stock-based compensation, the amortization of acquired intangible assets and expenses related to the Company's secondary listing on the SGX-ST and decision to discontinue its participation in a growth equity fund. Non-GAAP operating margin is non-GAAP operating income (loss) divided by total revenue. These non-GAAP measures are an addition, and not a substitute for or superior to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to net income, operating income or any other performance measures derived in accordance with GAAP. Reconciliations of non-GAAP measures to their most directly comparable GAAP counterparts are included in the Appendix to this Presentation. AvePoint believes that these non-GAAP measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors about AvePoint. AvePoint's management uses forward looking non-GAAP measures to evaluate AvePoint's projected financial and operating performance. However, there are a number of limitations related to the use of these non-GAAP measures and their nearest GAAP equivalents. For example, other companies may calculate non-GAAP measures differently, or may use other measures to calculate their financial performance, and therefore AvePoint's non-GAAP measures may not be directly comparable to similarly titled measures of other companies. In addition to the non-GAAP metric described above, AvePoint management uses the key financial metric annual recurring revenue ("ARR"). ARR is the annualized sum of contractually obligated Annual Contract Value ("ACV") from SaaS, term license and support and maintenance revenues, from all active customers.

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

$495.1mm
Annual Recurring Revenue

31%
SaaS Revenue Growth

21% / 20%
Op. Cash Flow / Free Cash Flow Margin

$487.5mm
Total Revenue

28,500+
Total Customers

976
Customers >$100K+ ARR

10% / 18%
GAAP / Non-GAAP Operating Margin

44%
Rule of 40

Annual recurring revenue and $100K ARR customers as of September 30, 2026. Total customer count as of December 31, 2025. All other metrics are presented on a trailing twelve-month basis for the Q3 2026 period. Rule of 40 is the sum of revenue growth and free cash flow margin.

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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

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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

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...and Increasingly Interconnected

Legacy & Fragmented Data

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

Overexposed Data

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



Data Loss & Interruption

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

Digital Sprawl

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

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The AvePoint 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.

Introducing the AvePoint Trust Platform

Extending the AvePoint Confidence Platform to AI Agents, Models and Tools



The AvePoint Trust Platform is in private preview and is expected to be generally available in the first quarter of 2027. Features and integrations are subject to change.

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Four Disciplines of AI Trust

What AI Trust actually delivers for the modern enterprise.

01 Observability

Cross-platform inventory of agents, models, and skills. We create dependency mapping from agent to model to datastore to illuminate Shadow AI.

> *"You can't trust what you can't see."*

02 Protection

Sensitive-data exposure detection paired with policy-driven guardrails and known-good restores for stateful AI assets.

> *"Find the risk — then actually fix it."*

03 Governance

Top-down governance for AI assets as first-class entities with full lifecycle management. Compliance mapped to the EU AI Act and NIST AI RMF.

> *"Trust must be proven, not claimed."*

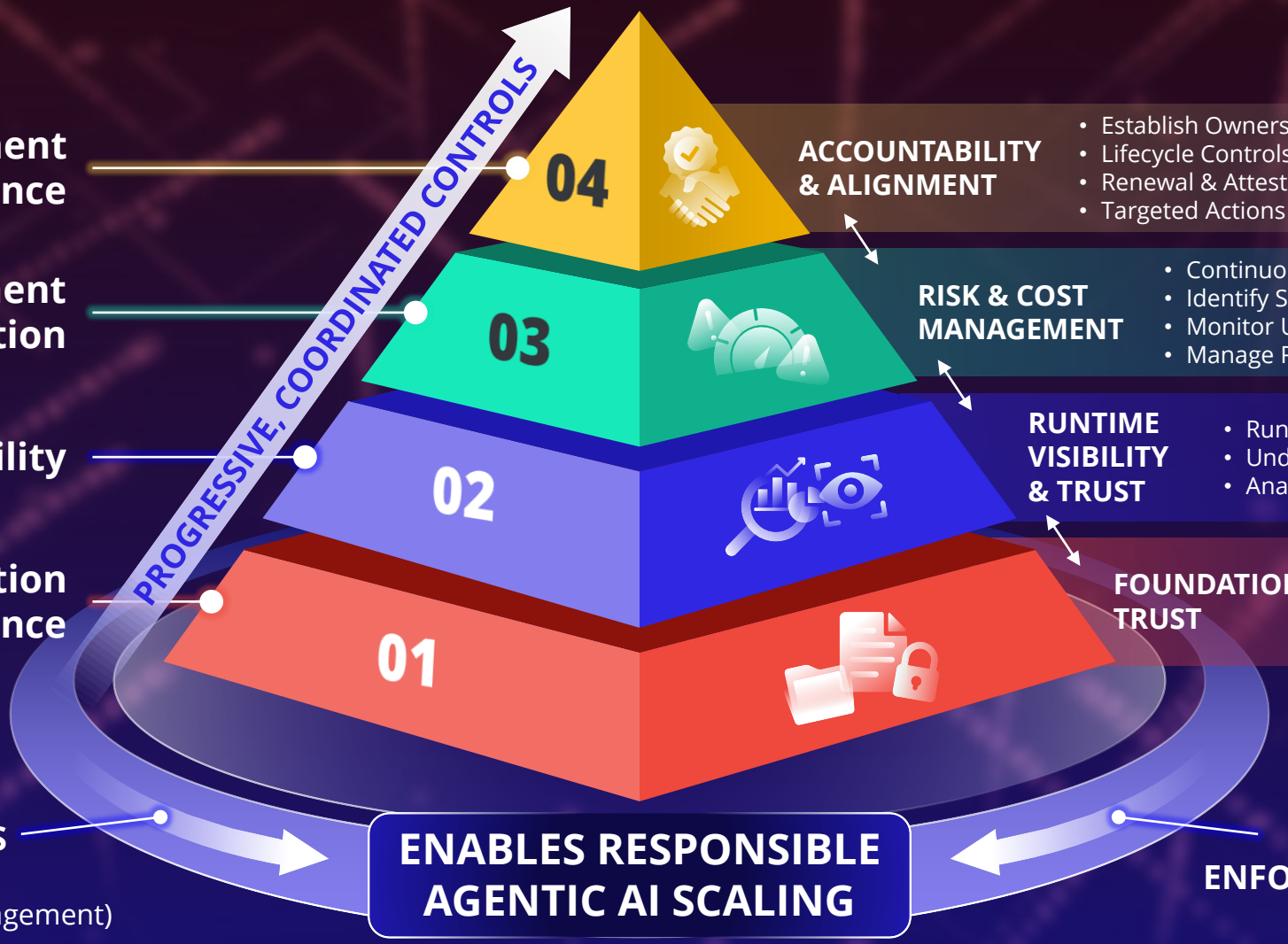
04 Optimization

Org-wide visibility into token consumption, budget delegation, in-the-moment coaching, and ROI attribution to business outcomes.

> *"Turn AI spend into governed, measurable value."*

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AgentPulse: Agent Capability Pyramid



Agent Management and Governance

Risk Management and Cost Optimization

Observability

Strong Information Governance

ACCOUNTABILITY & ALIGNMENT
- Establish Ownership
- Lifecycle Controls
- Renewal & Attestation Workflows
- Targeted Actions

RISK & COST MANAGEMENT
- Continuous Context
- Identify Sensitive Data Access
- Monitor Unusual Usage Patterns
- Manage Pay-As-You-Go Cost Exposure

RUNTIME VISIBILITY & TRUST
- Runtime Visibility
- Understand Agent Presence (What/Where)
- Analyze Agent Behavior

FOUNDATIONAL TRUST
- Clearly Defined Data Boundaries
- Respect Permissions
- Sensitivity & Lifecycle Controls

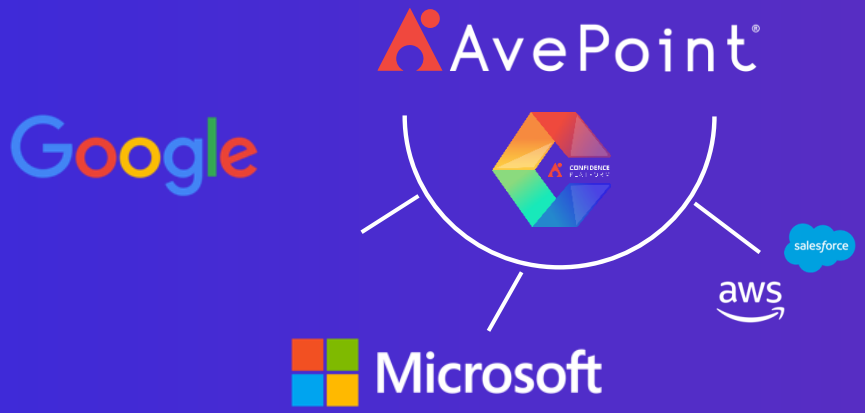
MIRRORS GARTNER'S TRiSM GUIDANCE
(AI Trust, Risk, and Security Management)

ENABLES RESPONSIBLE AGENTIC AI SCALING

NOT A SINGLE ENFORCEMENT MECHANISM:
A Layered Approach

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Multi-Ecosystem Opportunity



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

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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.

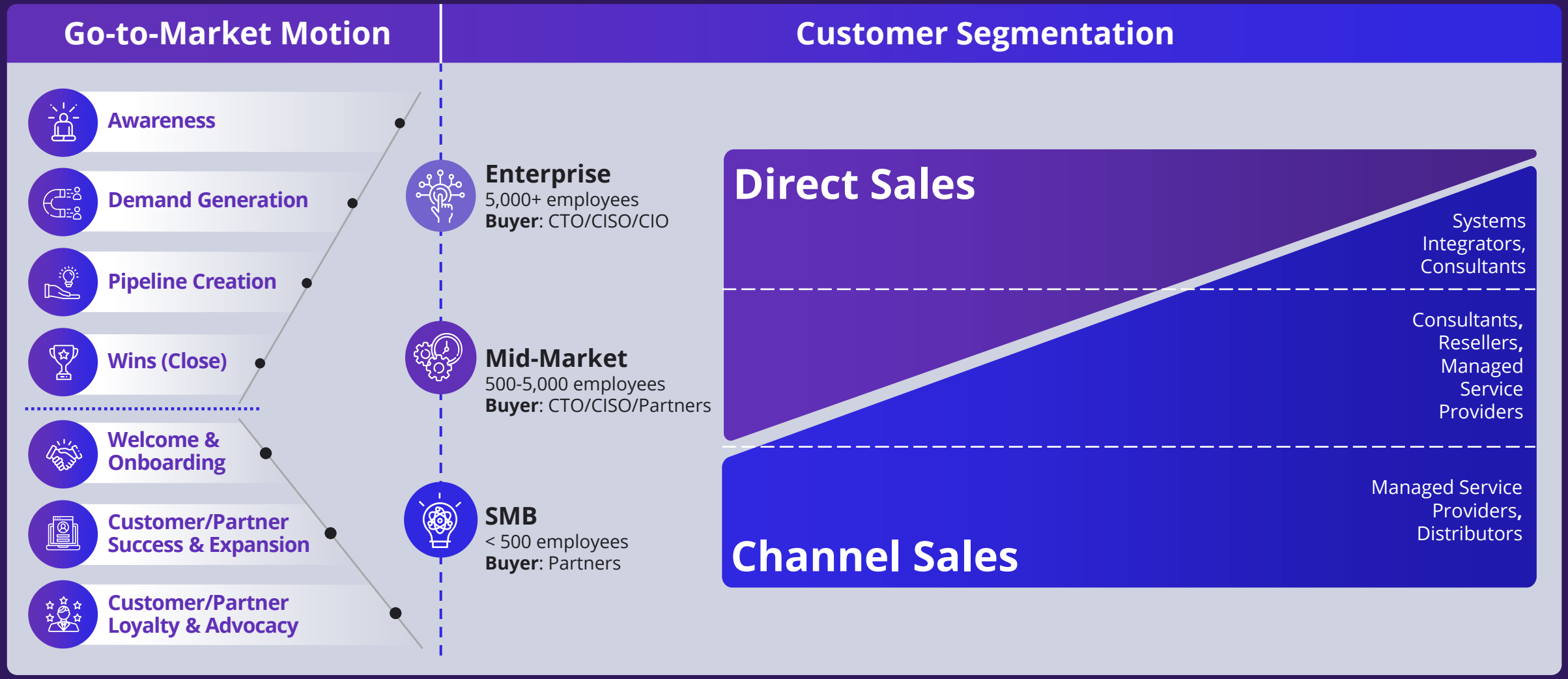
3

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.

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Go-to-Market Motion



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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

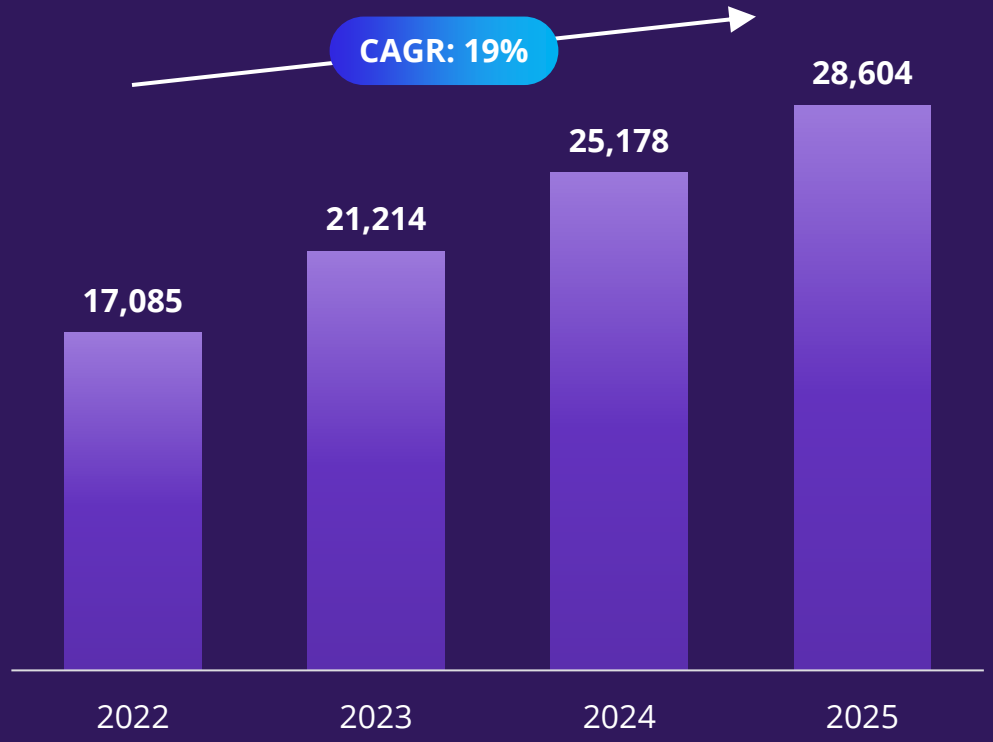
Complete

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

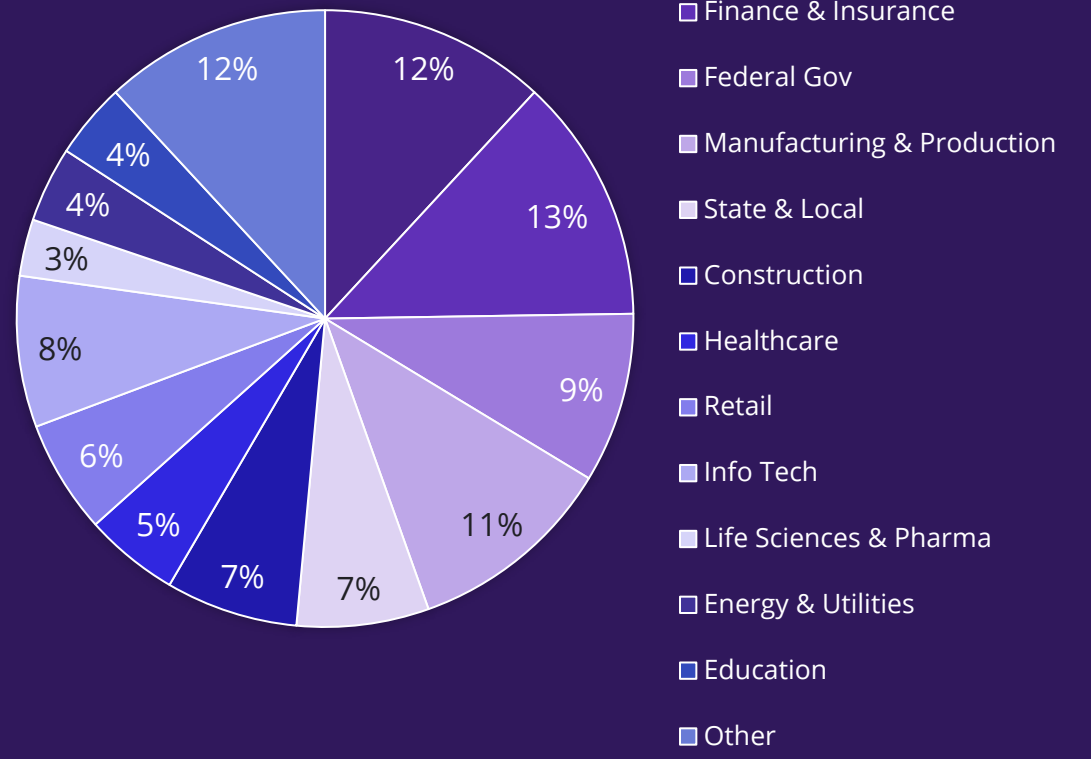
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Strong Customer Growth Across Industries

TOTAL CUSTOMERS



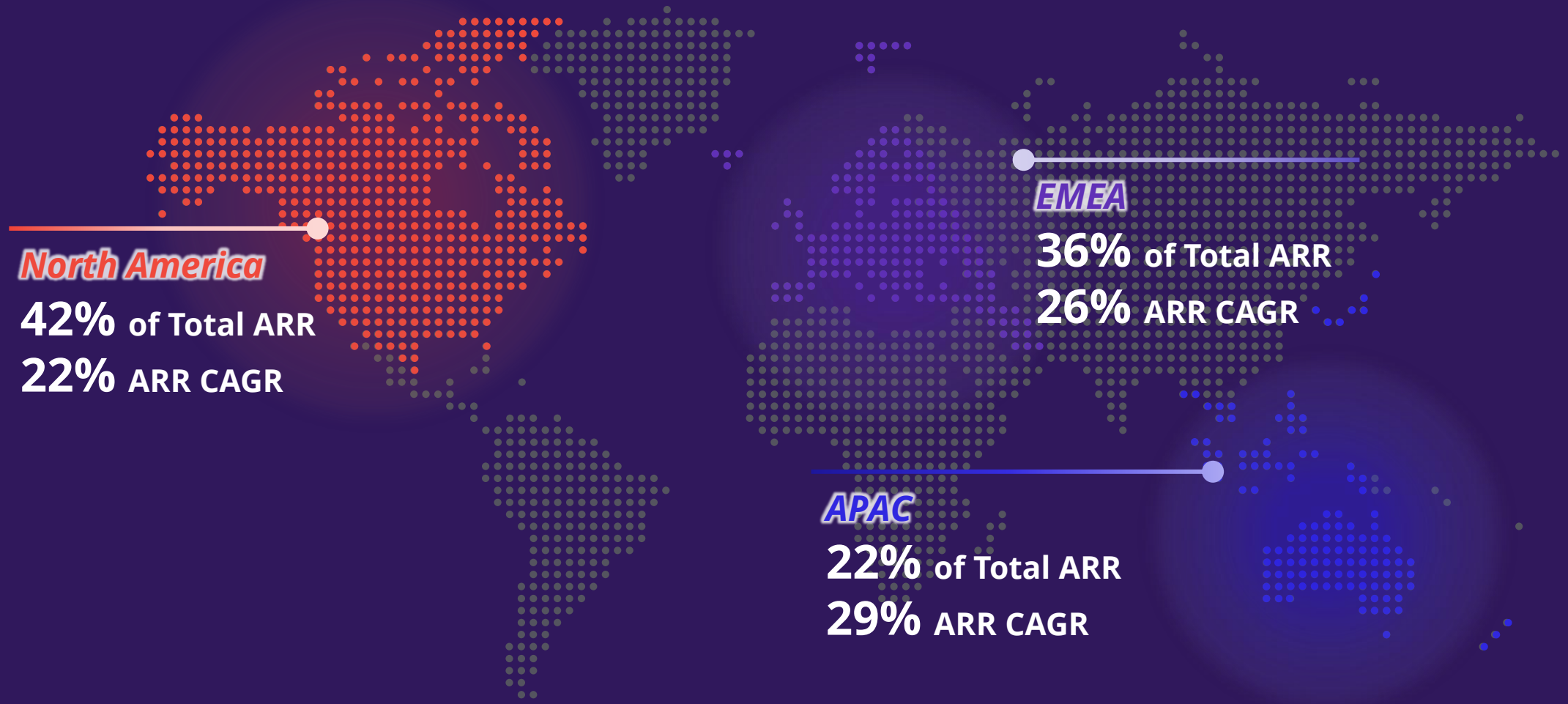
INDUSTRIES



ARR contributions by industry as of December 31, 2025.

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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.

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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.

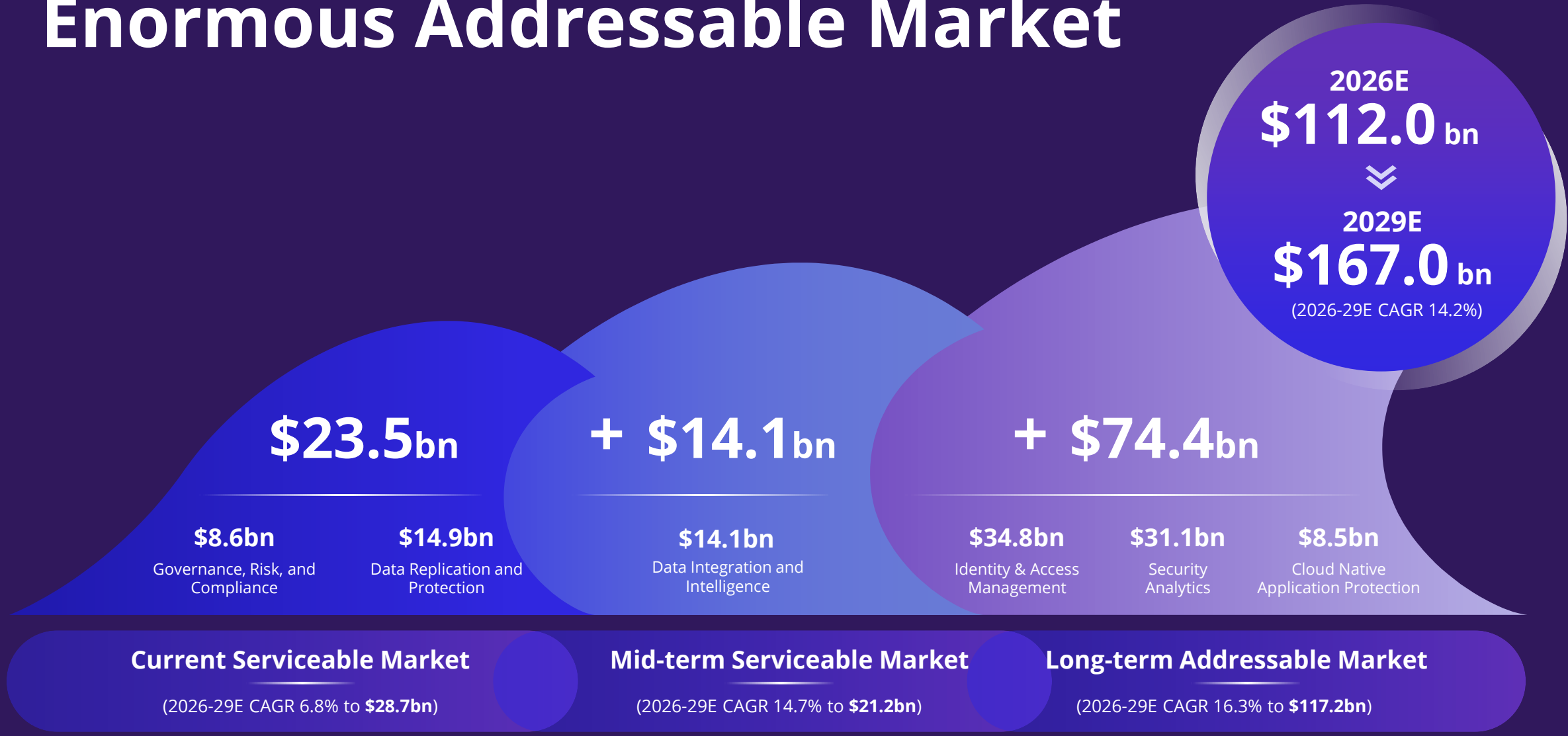
3

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.

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Enormous Addressable Market



Source: IDC, Semiannual Software Tracker, November 2025

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Strategic Priorities



Accelerate Customer Adoption and Retention



Expand Platform Offerings



Continued Scaling of Channel Ecosystem



Broaden Global Presence



Strategic Acquisitions and Investments

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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 AI Trust Company

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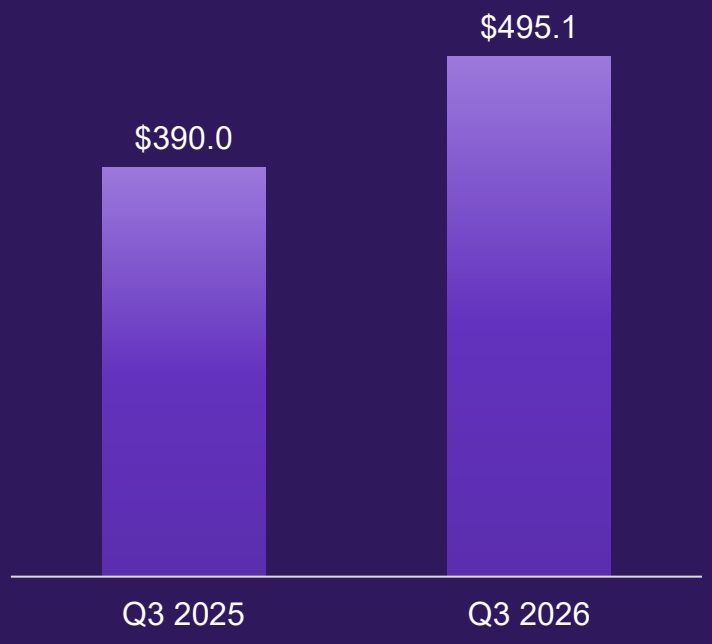
AvePoint

Financial **Highlights**

Q3 2026 – Key Performance Metrics

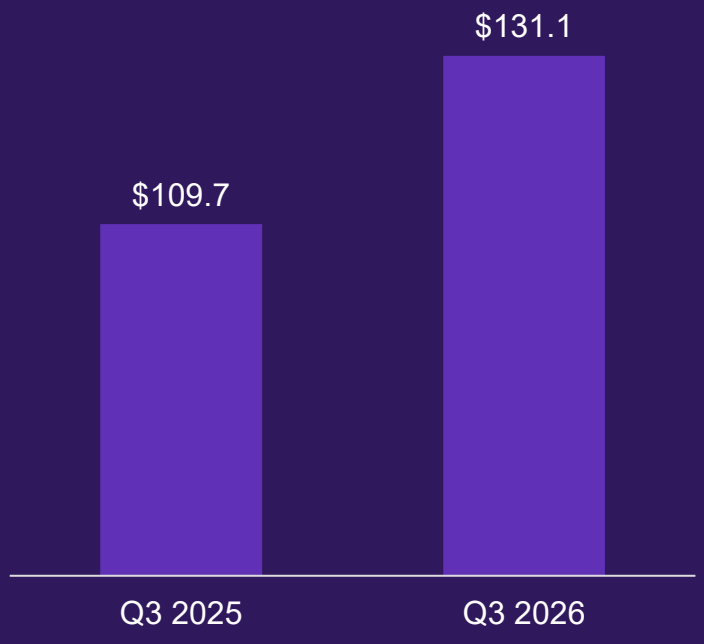
Total ARR

27% Growth
25% Adjusted for FX



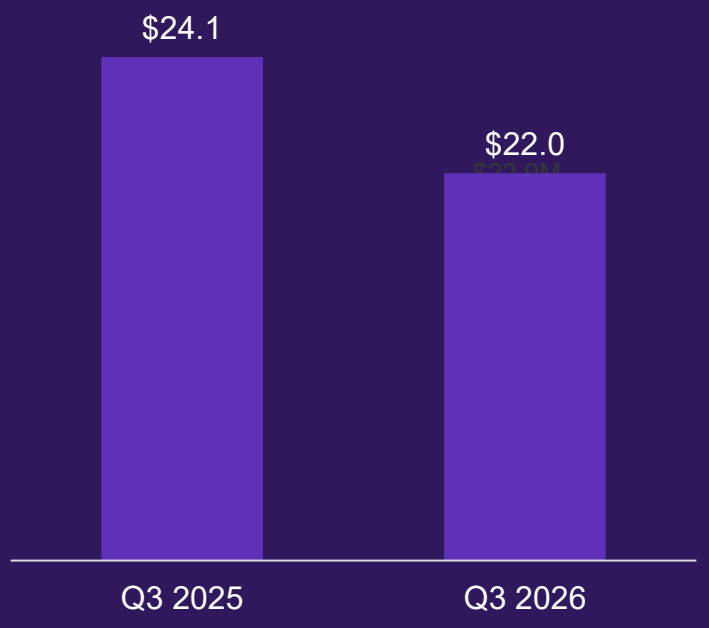
Total Revenue

19% Growth
20% Constant Currency



Non-GAAP Operating Income

16.8% Margin vs
22.0% Prior Year

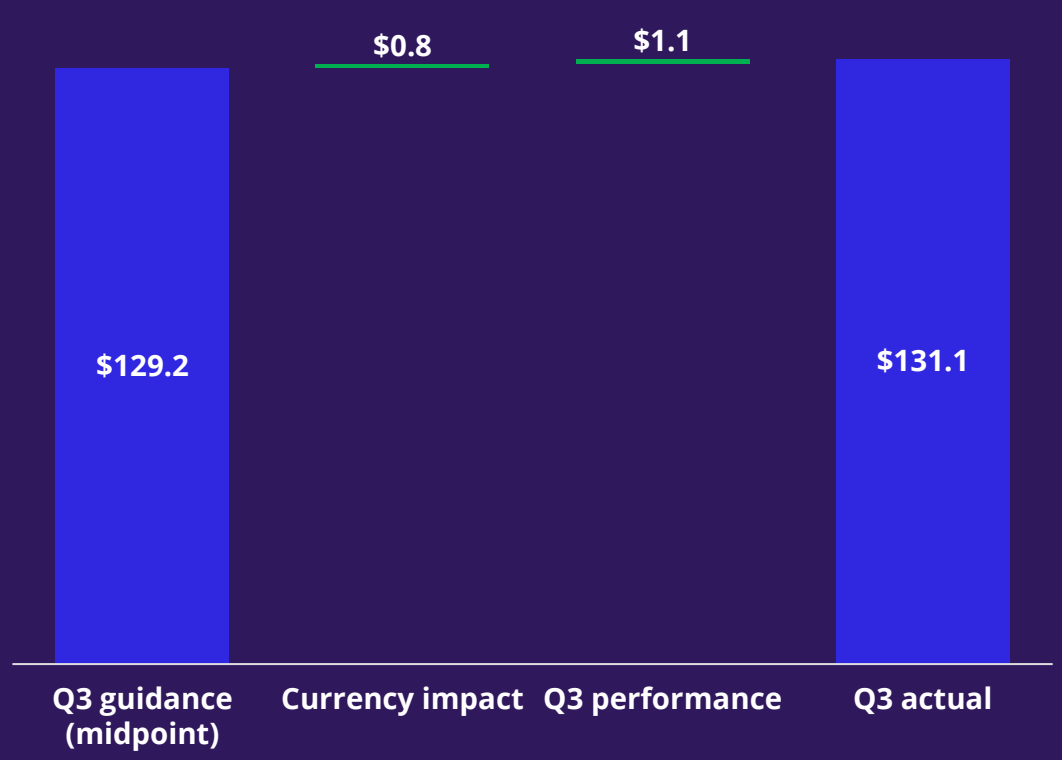


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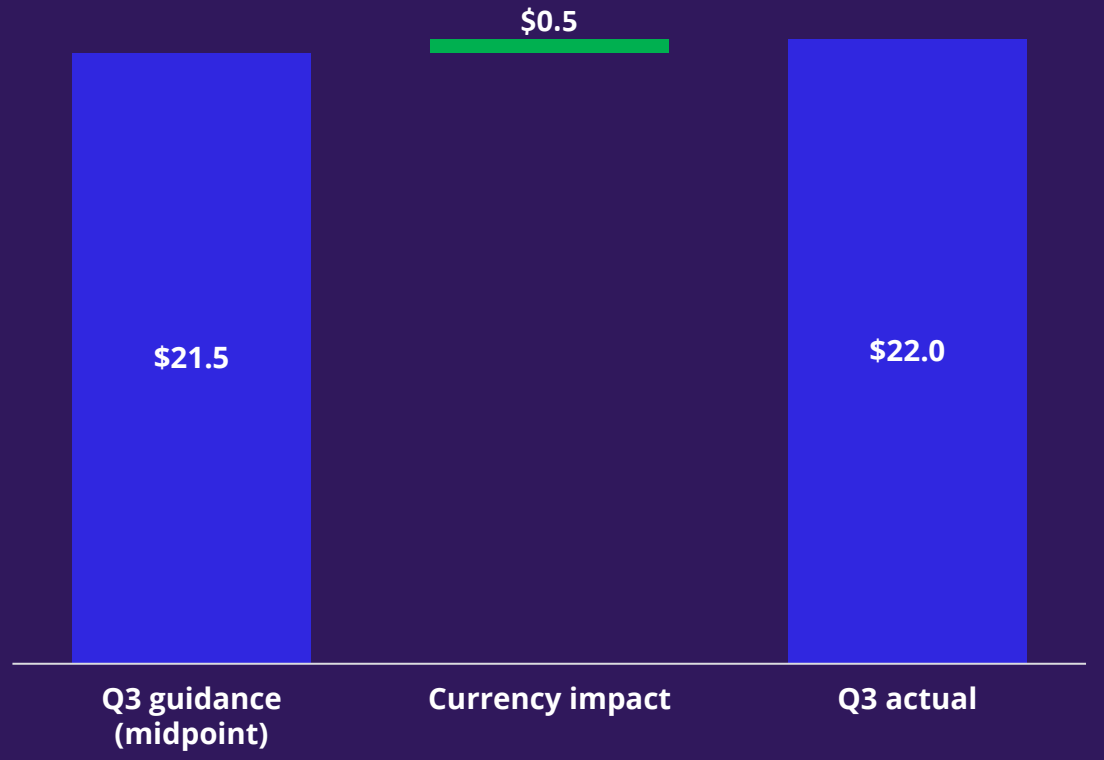
Q3 2026 Performance Comparison to Guidance

Total Revenues

($ in mm)



Non-GAAP Operating Income



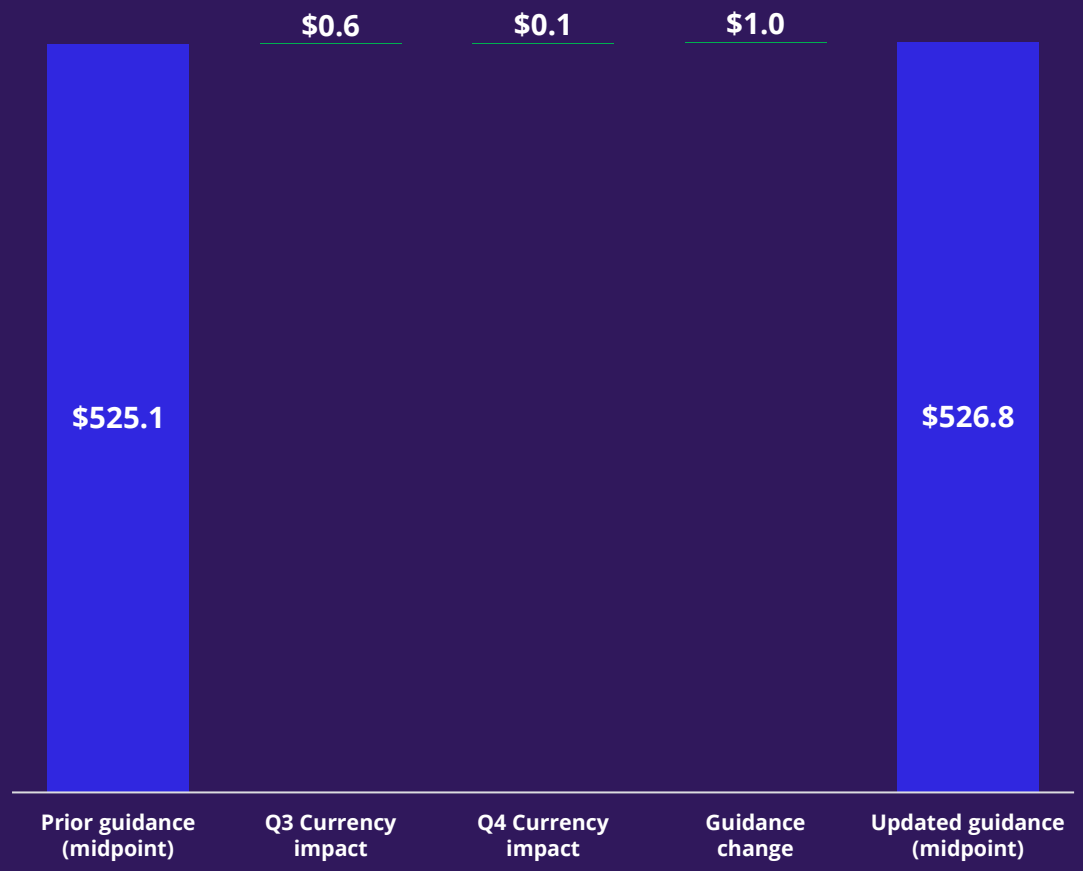
Totals may not foot due to rounding.

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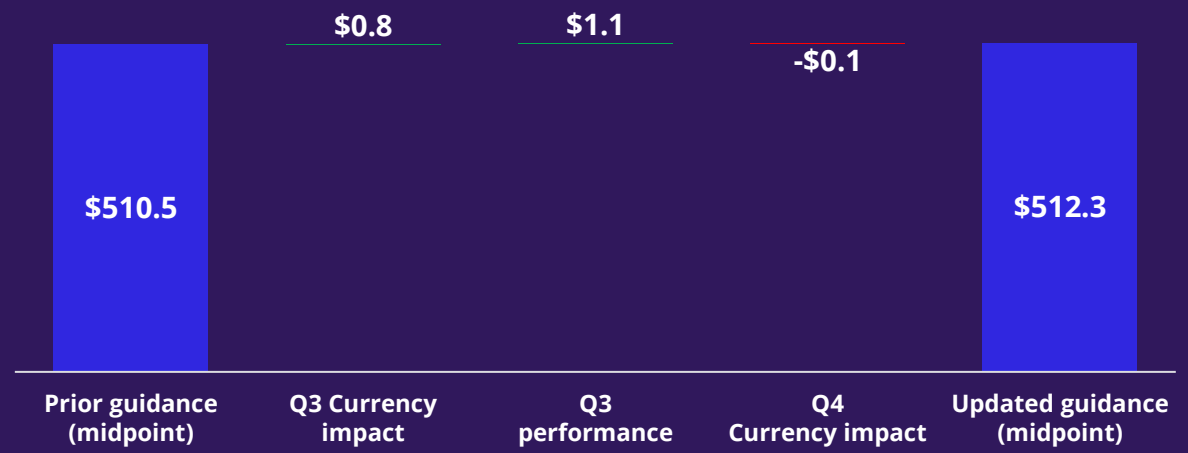
Comparison to Previously Issued Full-Year Guidance

FY 2026 ARR (estimate)

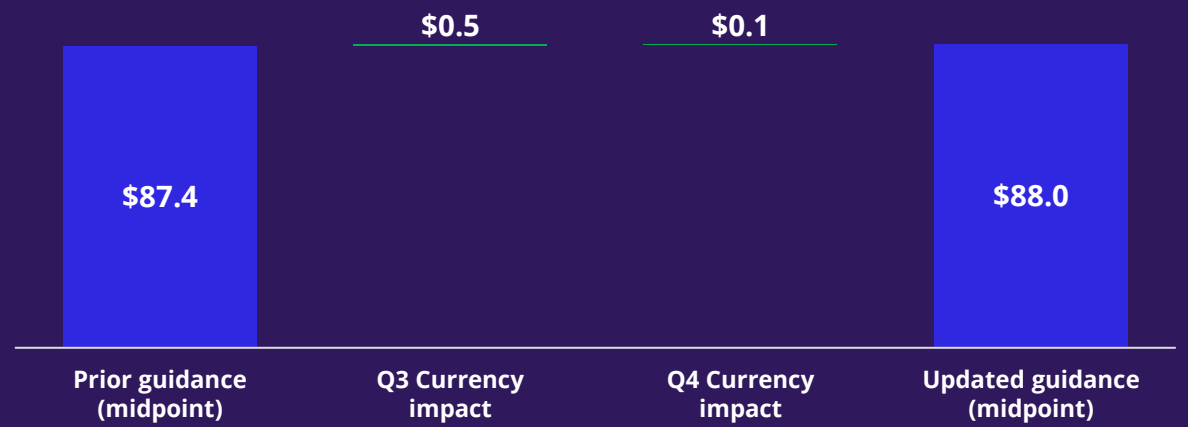
($ in mm)



FY 2026 Revenues (estimate)



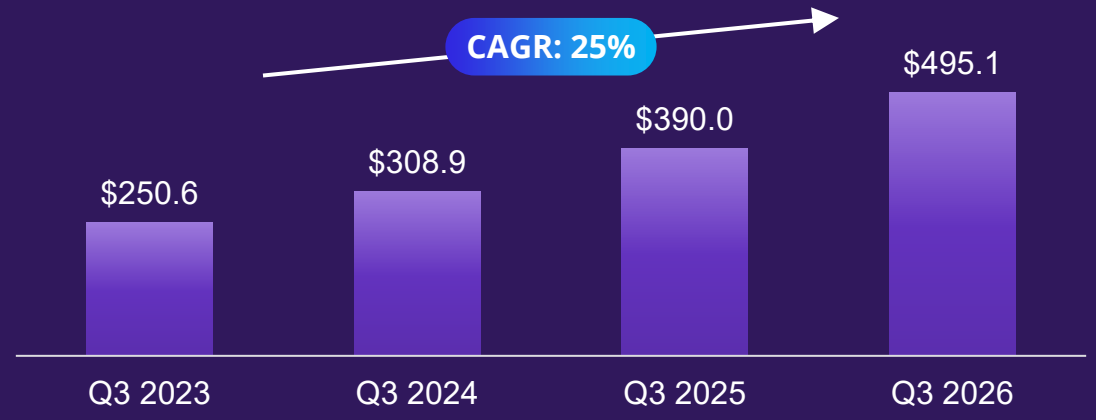
FY 2026 Non-GAAP Operating Income (estimate)



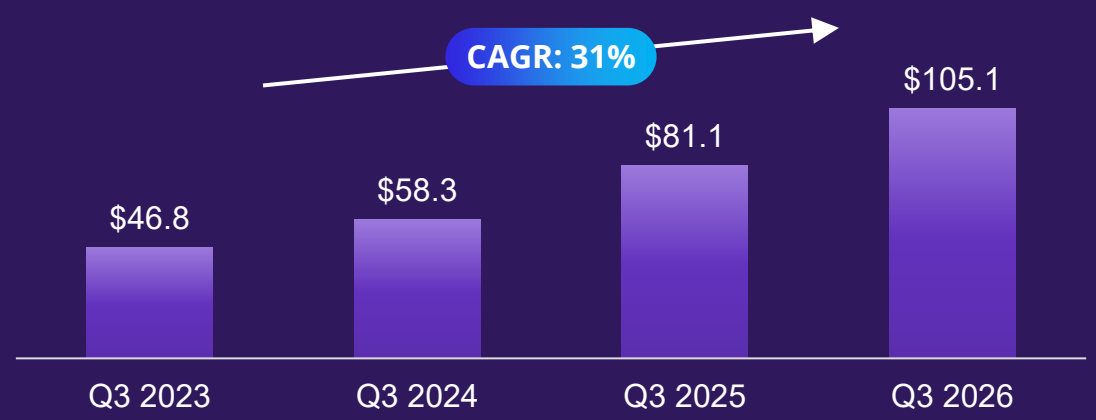
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Robust Growth at Scale (TTM)

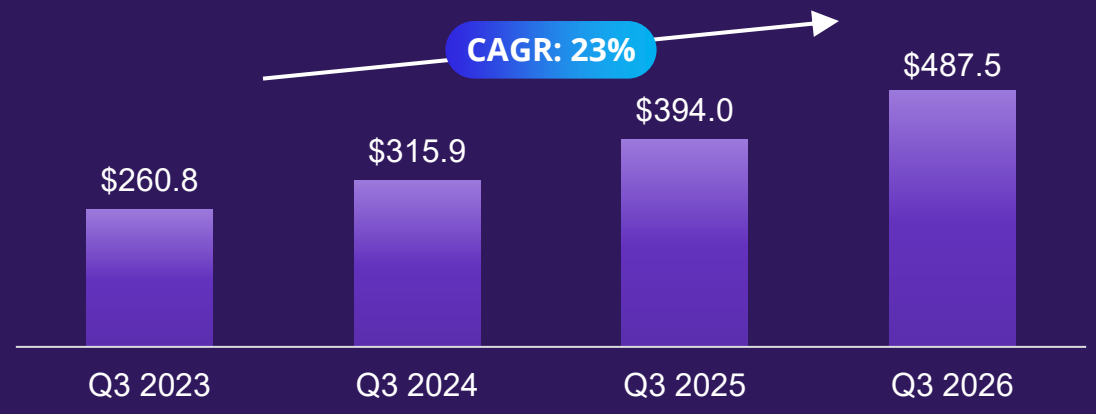
Total ARR



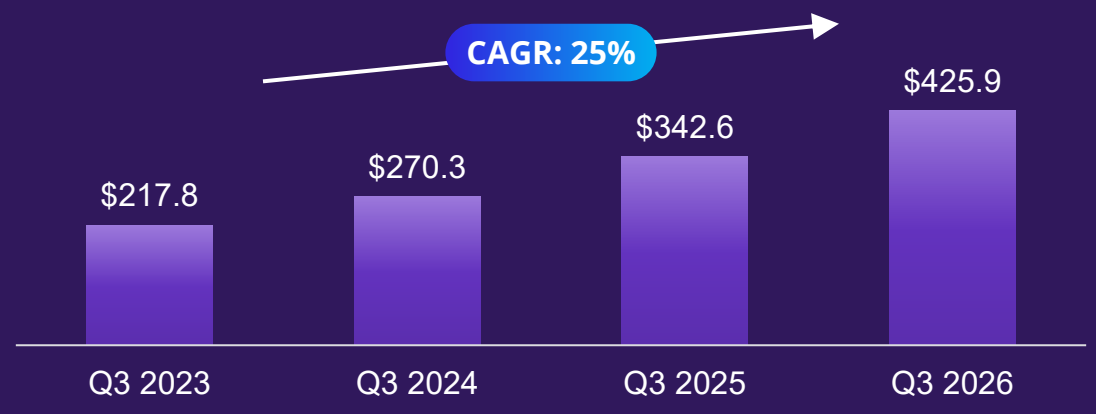
Net New ARR



Total Revenue



Recurring Revenue

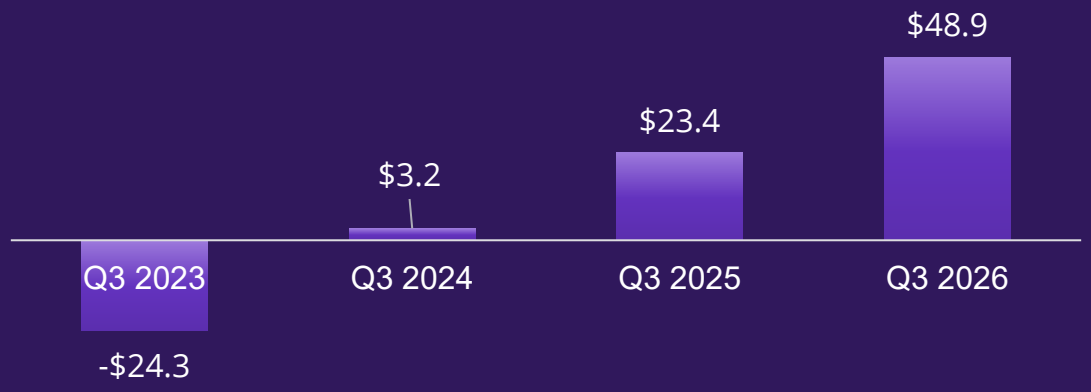


All metrics presented on a trailing twelve-month basis. Recurring revenue includes SaaS and term license and support revenues.

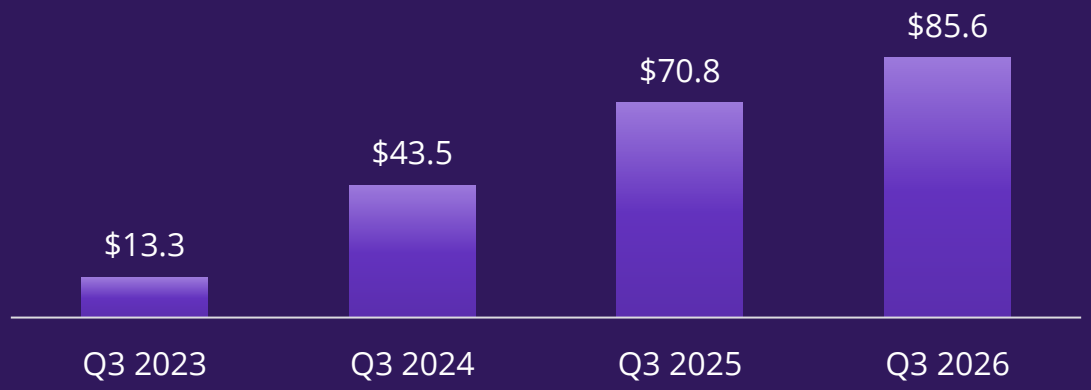
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Strong Profitability & Free Cash Flow Generation (TTM)

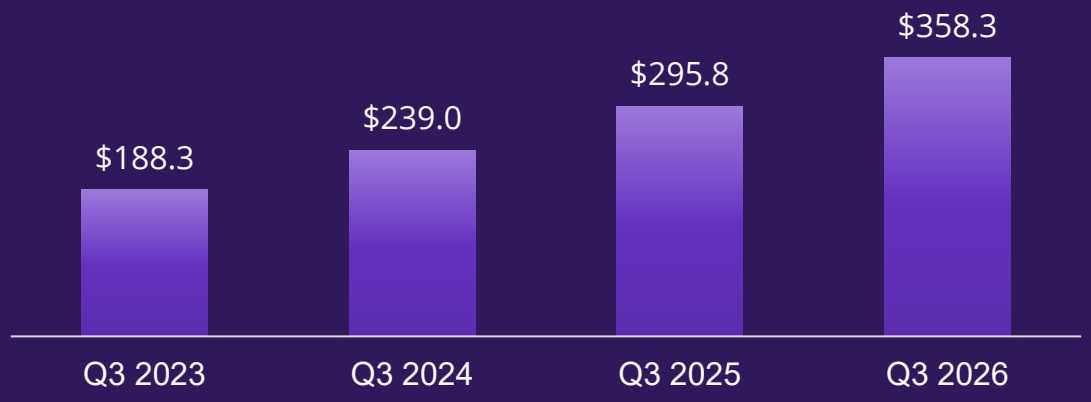
GAAP Operating Income



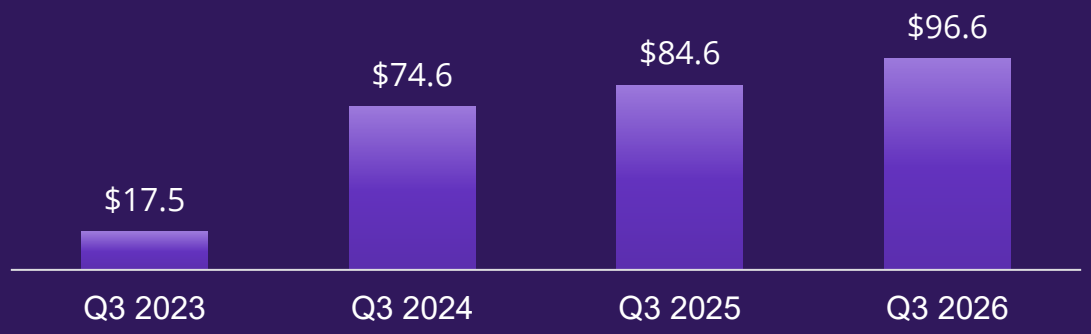
Non-GAAP Operating Income



Non-GAAP Gross Profit



Free Cash Flow

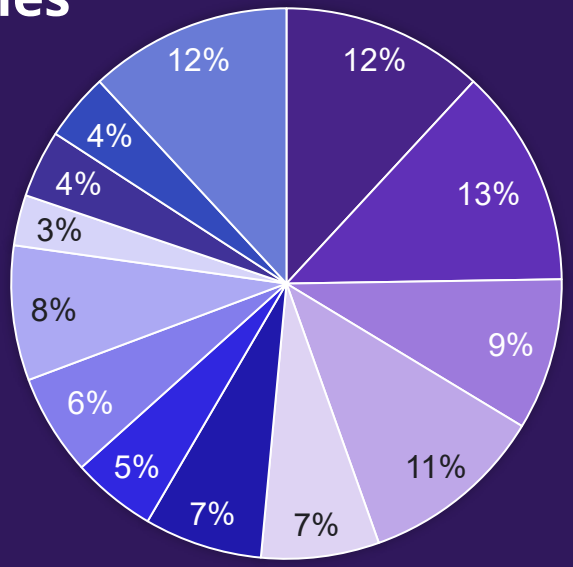


All metrics presented on a trailing twelve-month basis. Free cash flow is the sum of operating cash flow and the purchase of property and equipment.

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Diversified ARR Base

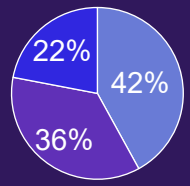
Industries



- Professional & Admin Services
- Federal Gov
- State & Local
- Healthcare
- Info Tech
- Energy & Utilities
- Other
- Finance & Insurance
- Manufacturing & Production
- Construction
- Retail
- Life Sciences & Pharma
- Education

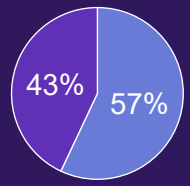
Geography

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



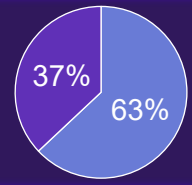
Direct vs Channel

◦ Channel 57% | ◦ Direct 43%



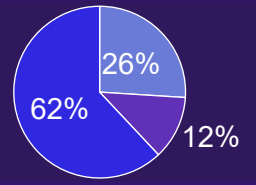
New vs Existing

◦ Existing 63% | ◦ New 37%



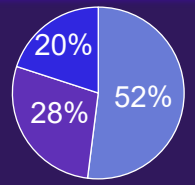
Product Suites

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



Customer Segment

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



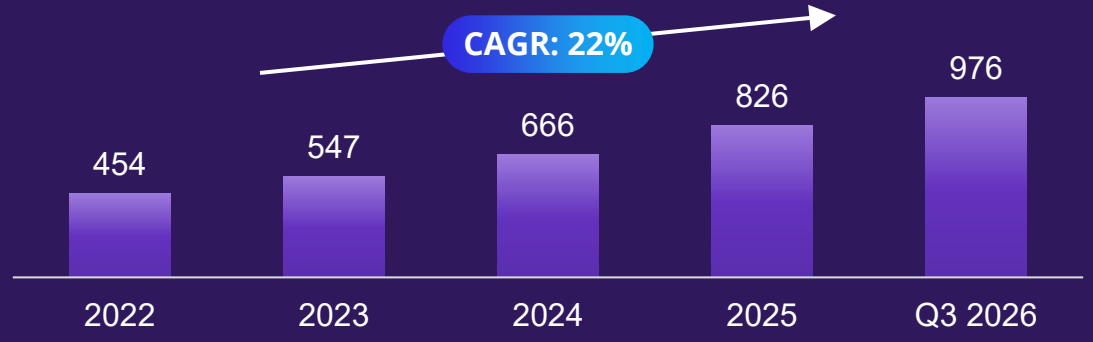
ARR contributions as of December 31, 2025. New/existing percentages are applicable to incremental ARR.

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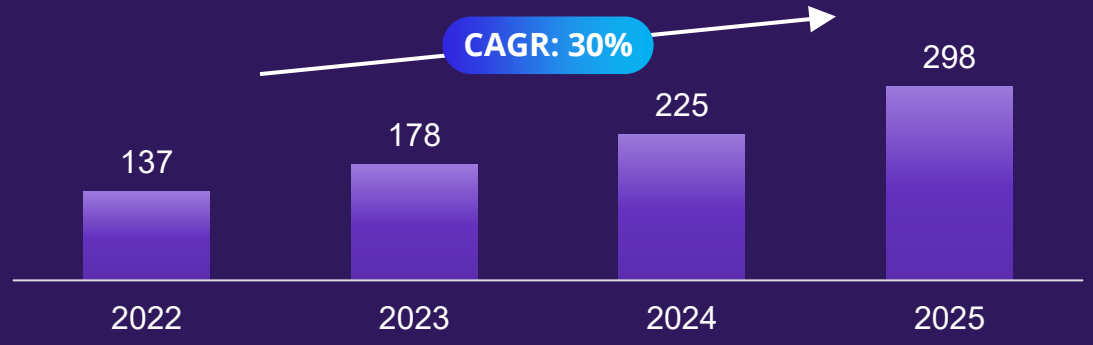
Continued Success with Large Enterprises

$100K ARR Customers

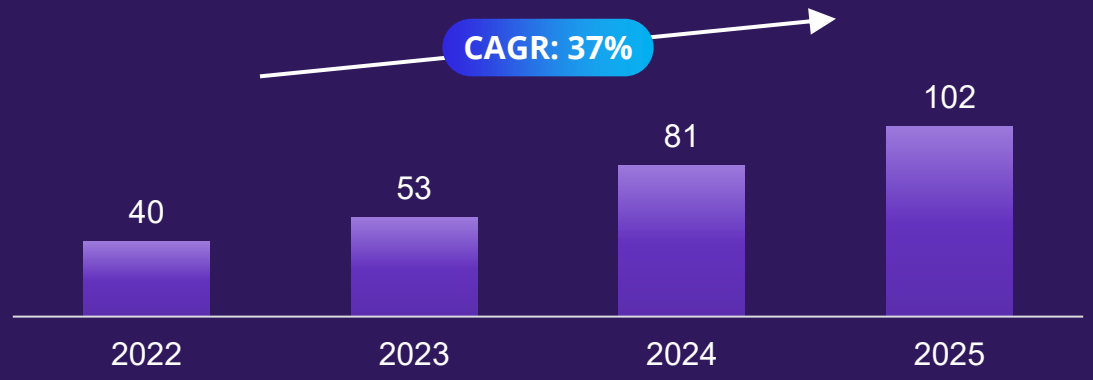
976 customers at Q3 2026, up 28% year over year
65 net additions in Q3 2026, our highest ever in a quarter



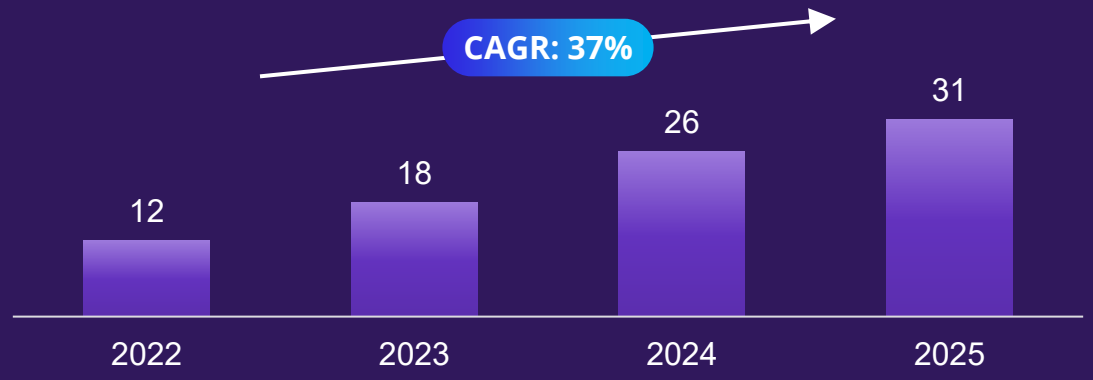
$250K ARR Customers



$500K ARR Customers



$1M ARR Customers

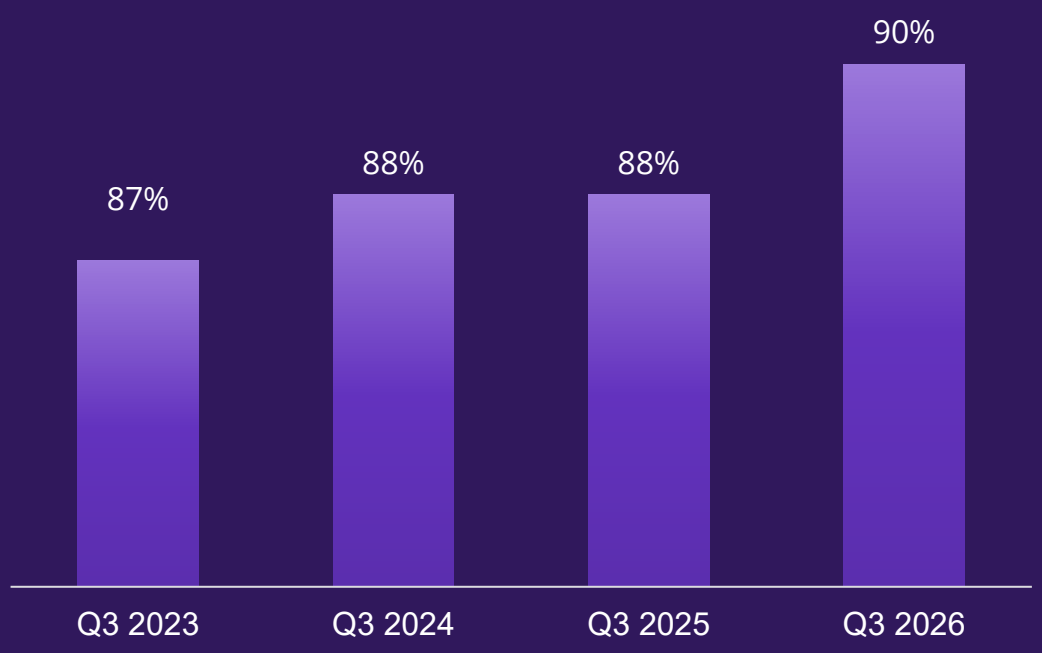


Year-end figures as of December 31 of each year; Q3 2026 as of September 30, 2026. CAGR is for the 2022–2025 period.

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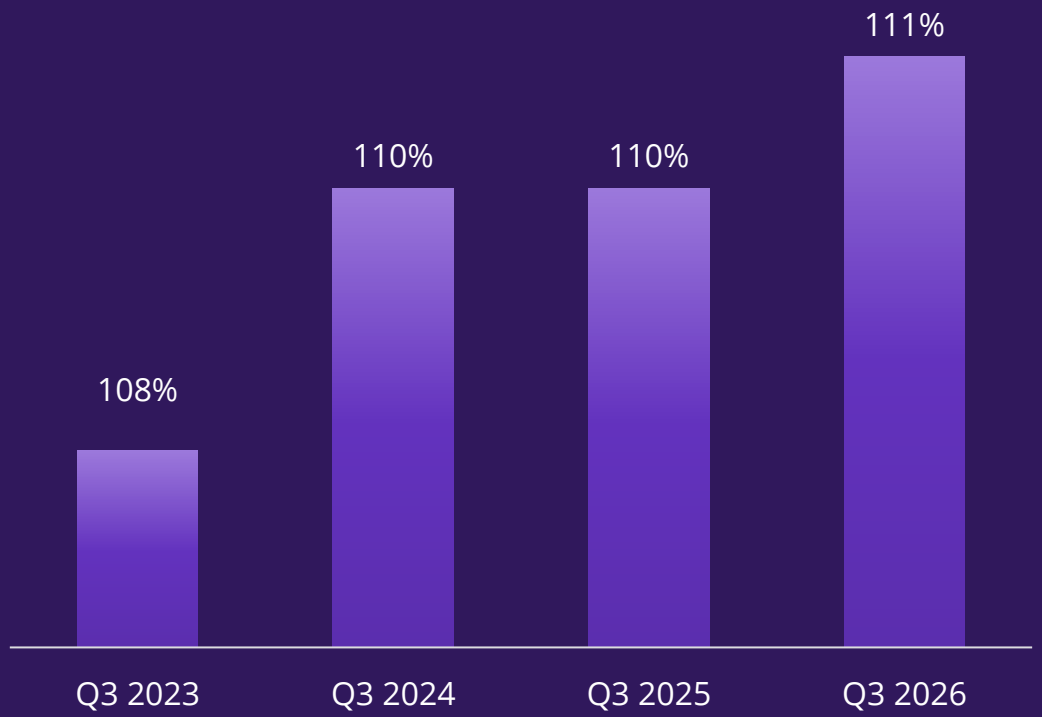
Attractive Customer Retention Rates

Gross Retention Rate



GRR Target: 90%+

Net Retention Rate



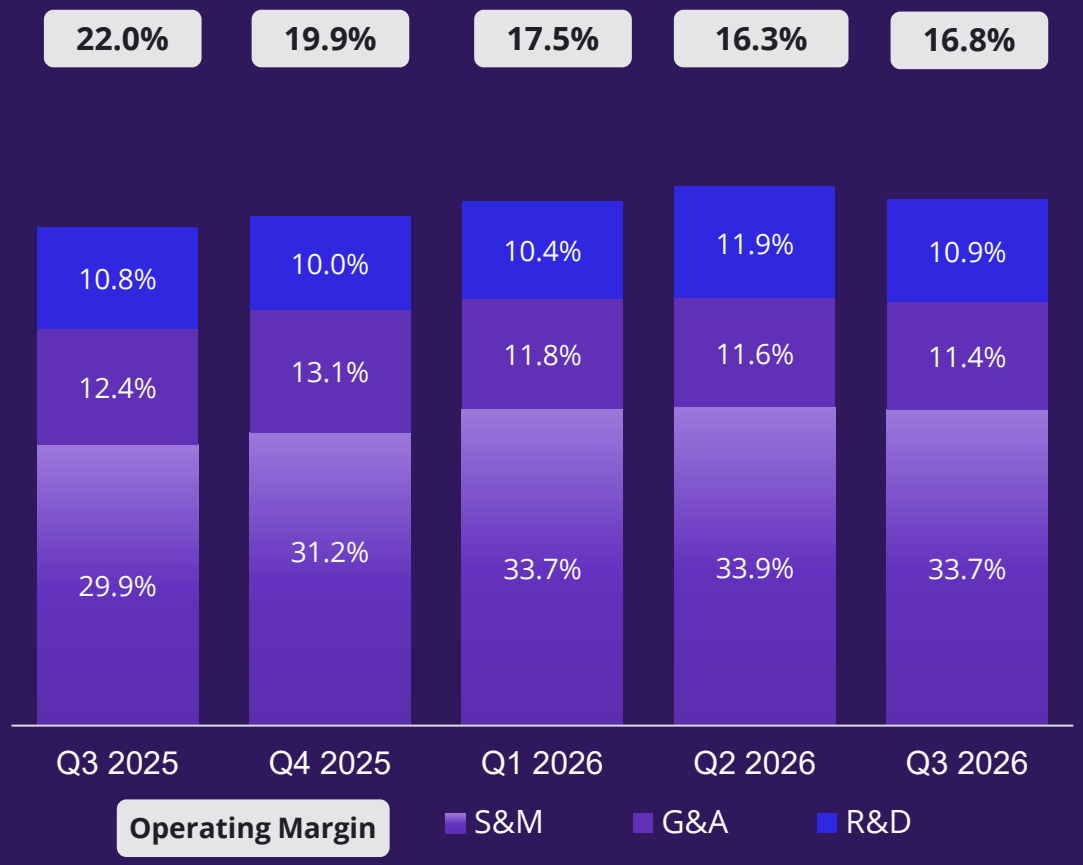
NRR Target: 115%

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

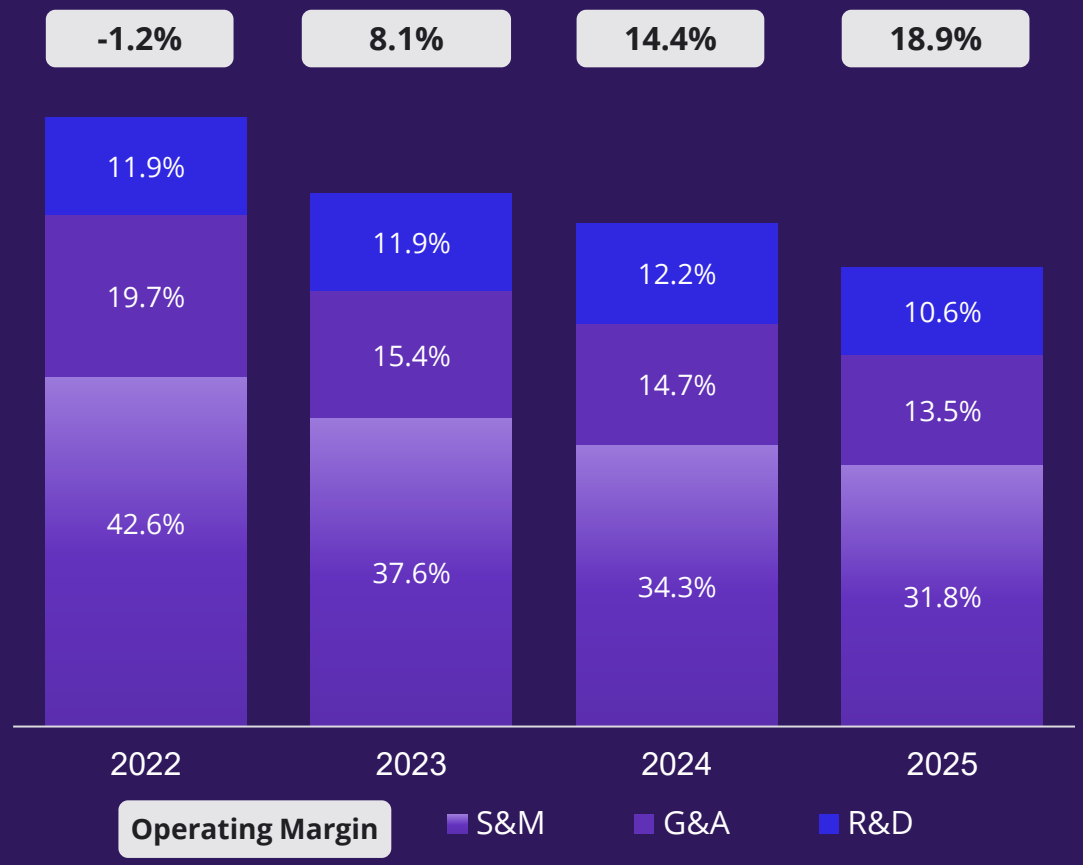
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Driving Operating Leverage While Investing For Growth

Quarterly Non-GAAP Operating Expenses



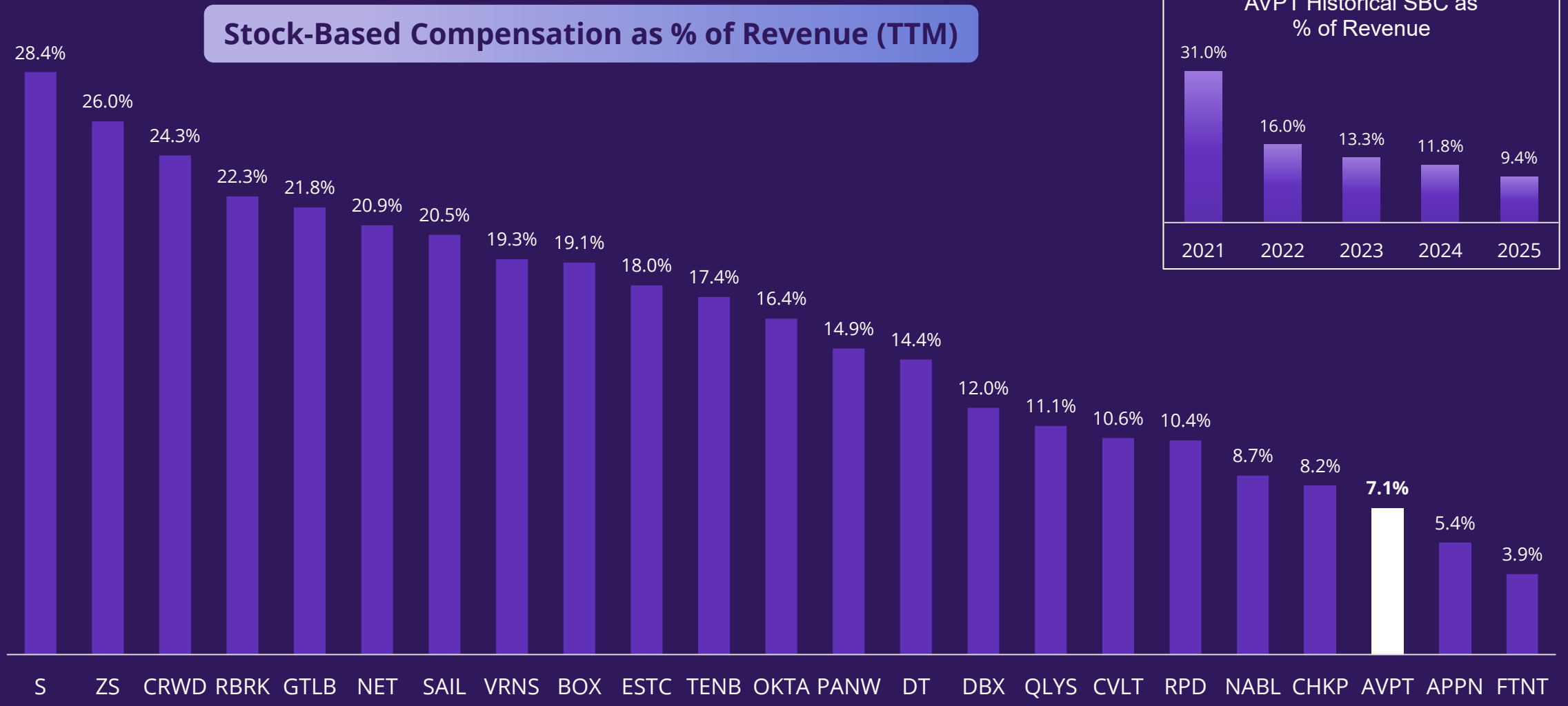
Annual Non-GAAP Operating Expenses



Non-GAAP expenses shown as a percentage of revenue.

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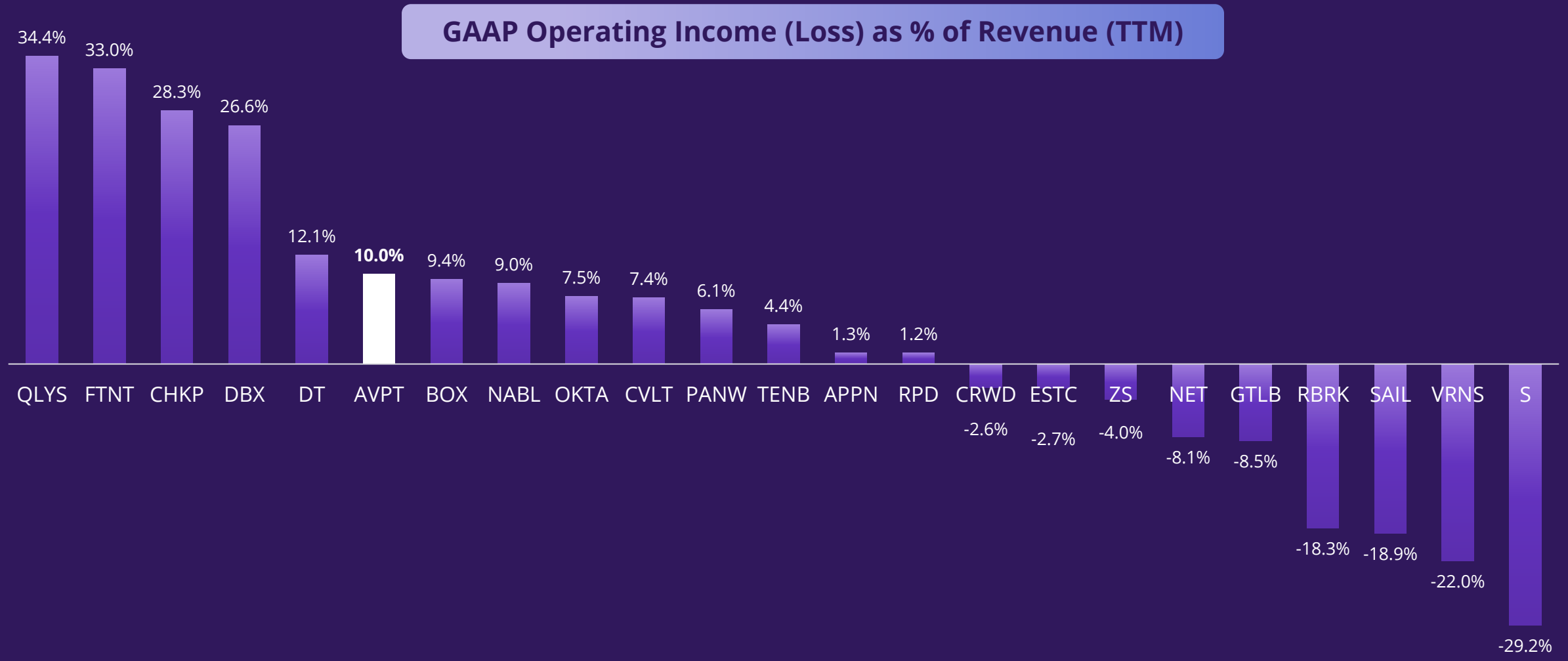
Effective Management of Stock-Based Compensation



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

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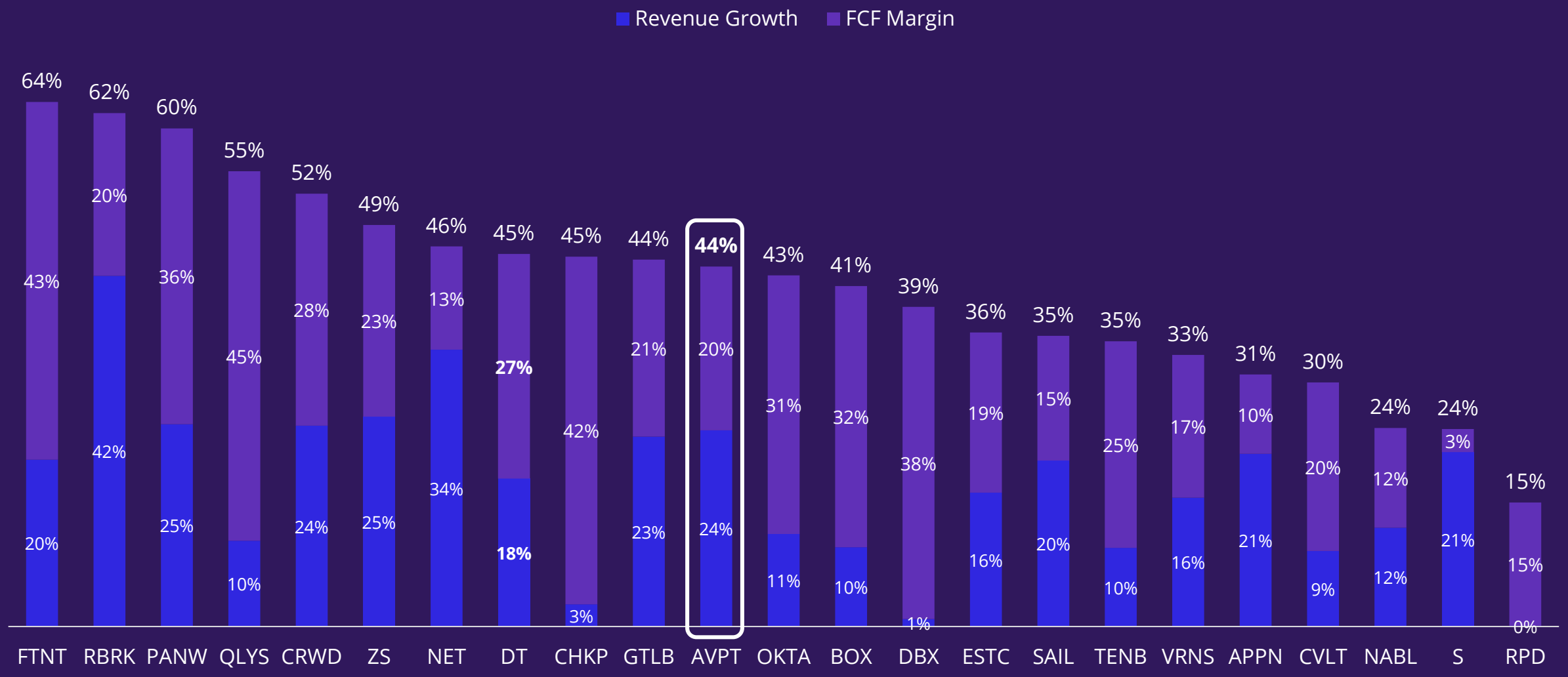
Delivering GAAP Operating Profitability



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

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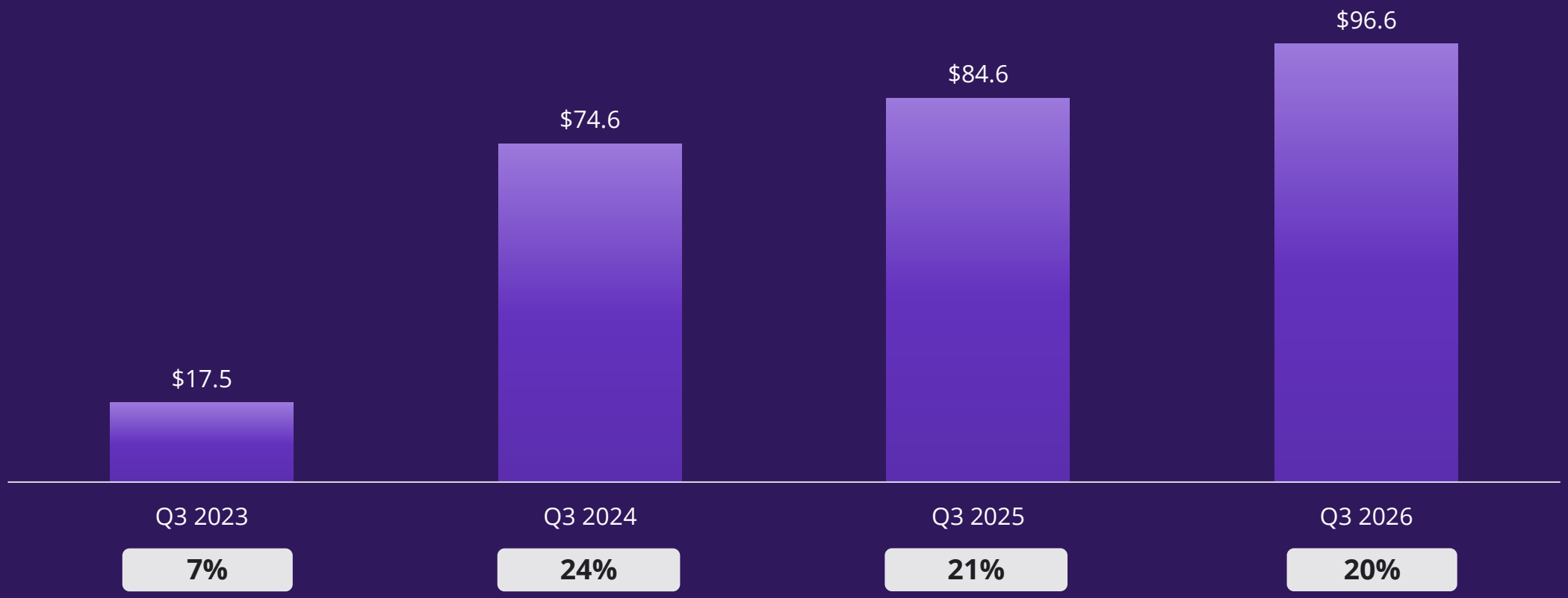
Balanced Execution Above the Rule of 40



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

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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.

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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



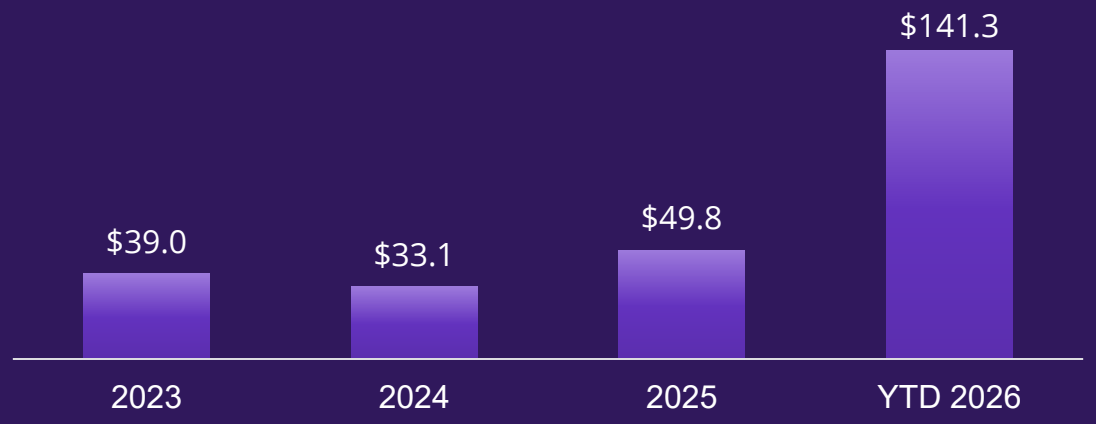
Share Repurchases

Remain active and opportunistic in the open market

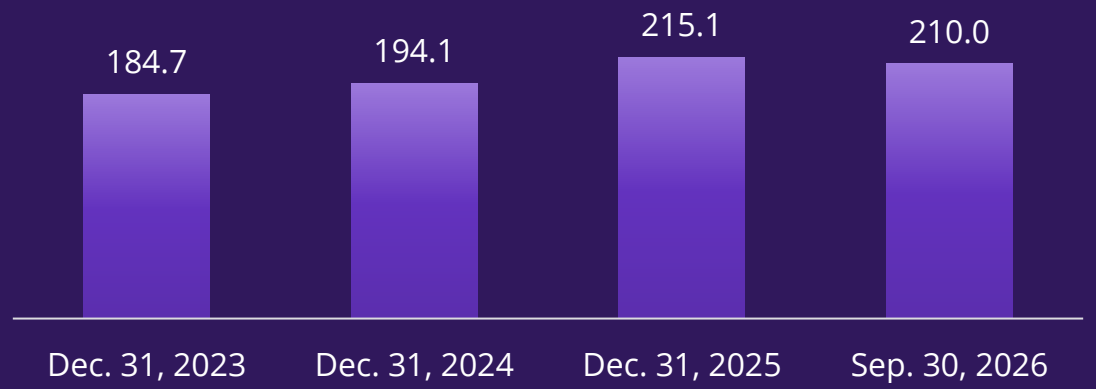
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Capital Allocation in Action

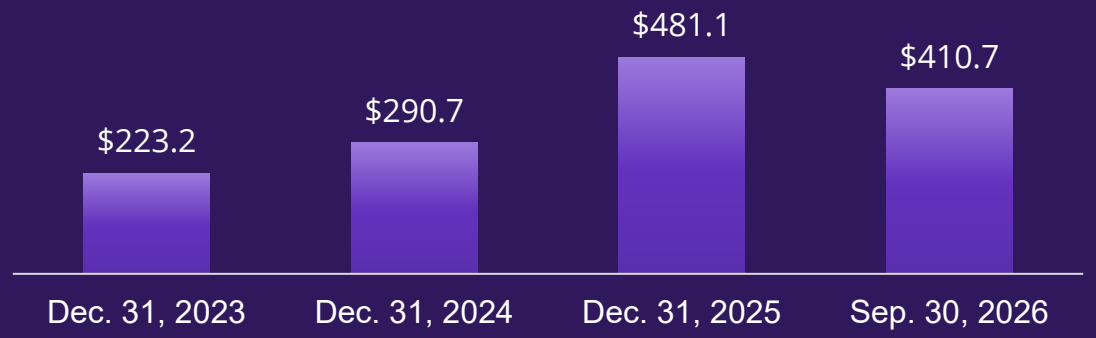
Share Repurchases ($mm)



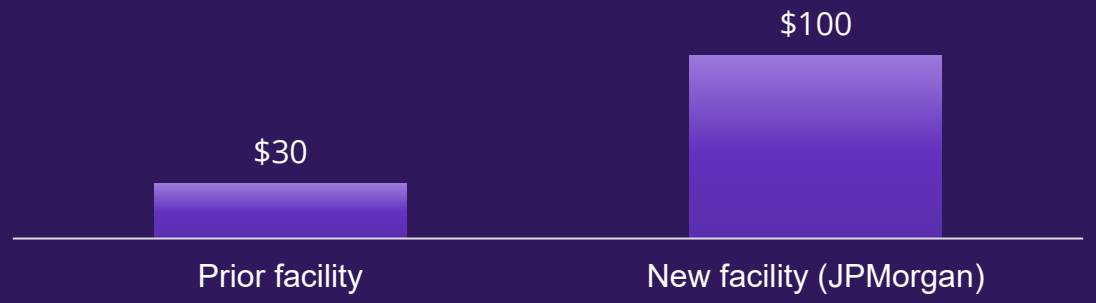
Shares Outstanding (mm)



Cash & Cash Equivalents ($mm)



Revolving Credit Facility ($mm)



Share repurchases shown on a cash basis per the statement of cash flows. Net reduction of 5.0mm shares outstanding year to date. Revolving credit facility amounts represent total commitments.

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Track Record of Successful M&A

FEBRUARY 2022

Acquisition of I-Access Solutions

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

JUNE 2022

Acquisition of Combined Knowledge

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

SEPTEMBER 2022

Acquisition of Essential

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

OCTOBER 2022

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

JULY 2024

Acquisition of Torsion

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

JANUARY 2025

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

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Q4 & Updated Full-Year 2026 Financial Guidance

Q4 2026		
($ in mm)	**Low**	**High**
Total Revenue	**$138.4**	**$140.4**
y/y growth (reported)	*20.7%*	*22.4%*
y/y growth (constant currency)	*21.3%*	*23.0%*
Non-GAAP Operating Income	**$24.7**	**$25.7**
Margin (reported)	*17.9%*	*18.3%*

FY 2026		
($ in mm)	**Low**	**High**
Annual Recurring Revenue	**$524.8**	**$528.8**
y/y growth (reported)	*25.9%*	*26.9%*
y/y growth (adjusted for FX)	*25.4%*	*26.4%*
Total Revenue	**$511.3**	**$513.3**
y/y growth (reported)	*21.9%*	*22.4%*
y/y growth (constant currency)	*20.9%*	*21.4%*
Non-GAAP Operating Income	**$87.5**	**$88.5**
Margin (reported)	*17.1%*	*17.2%*

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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

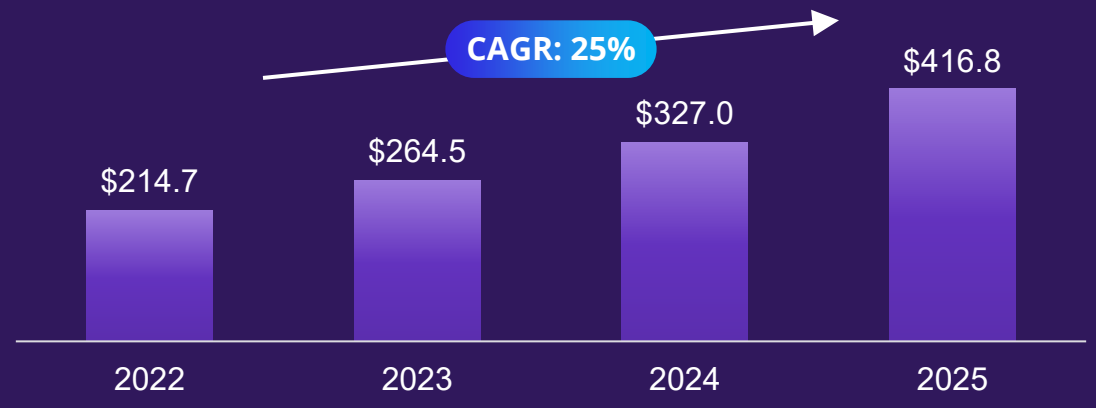
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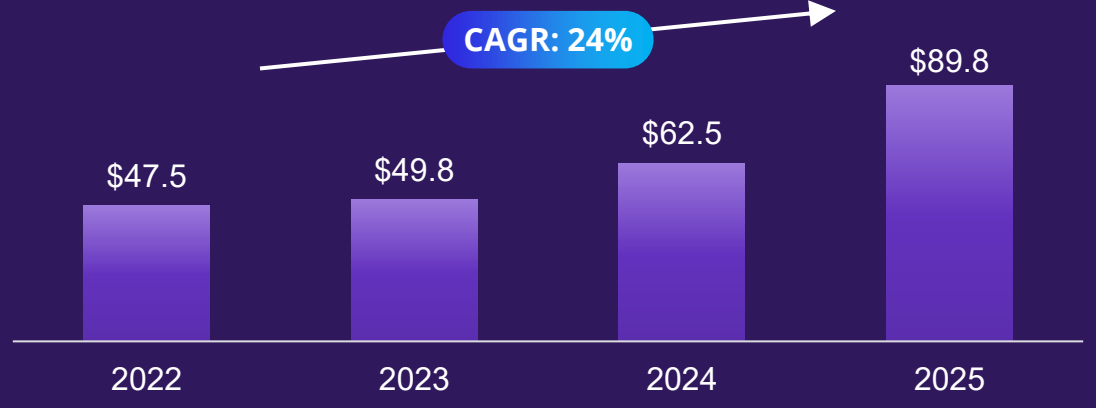
APPENDIX

Robust Growth at Scale

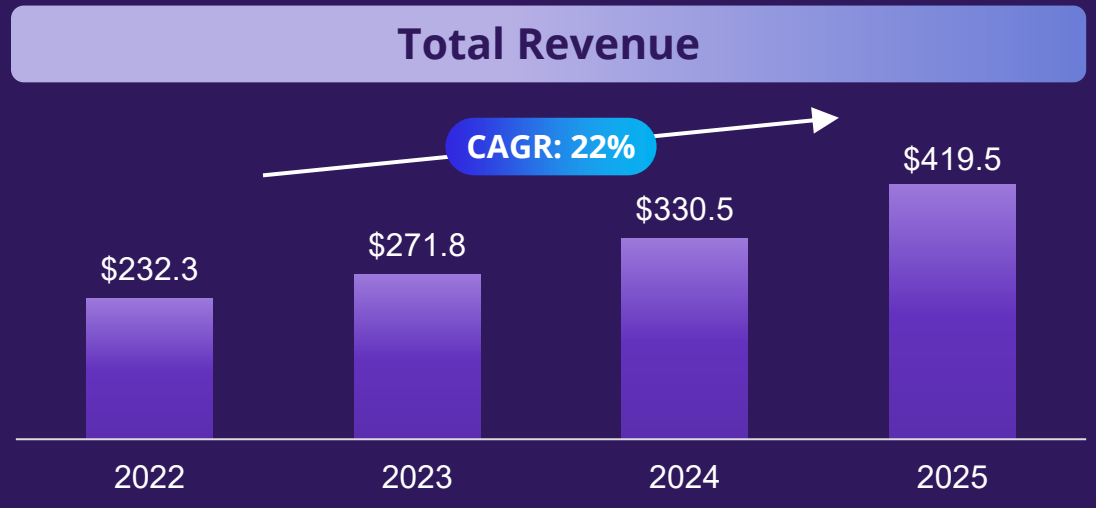
Total ARR



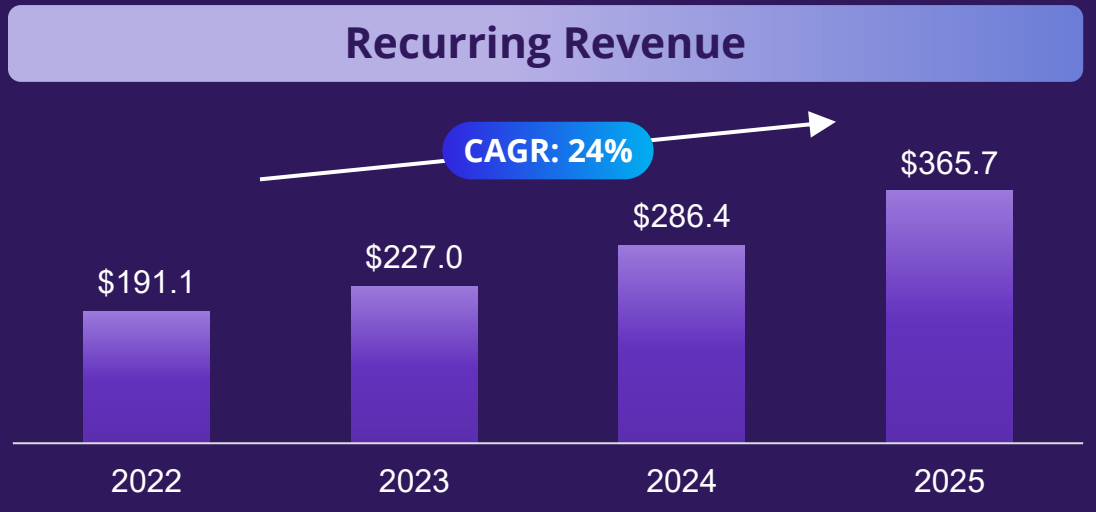
Net New ARR



Total Revenue



Recurring Revenue

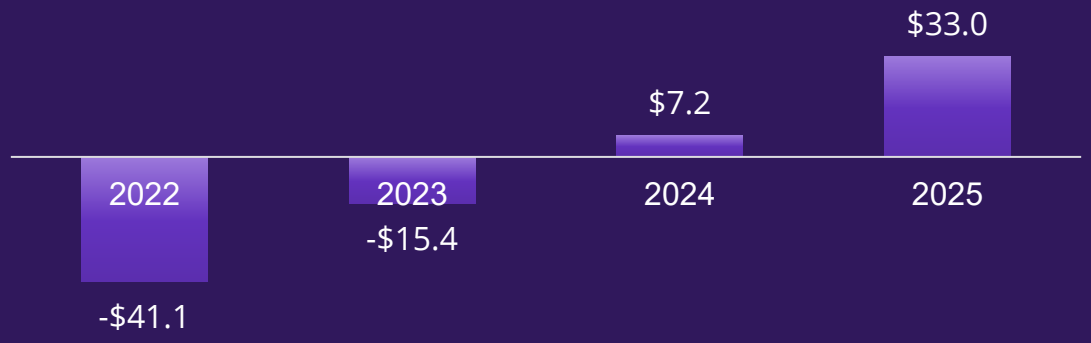


Recurring revenue includes SaaS and term license and support revenues.

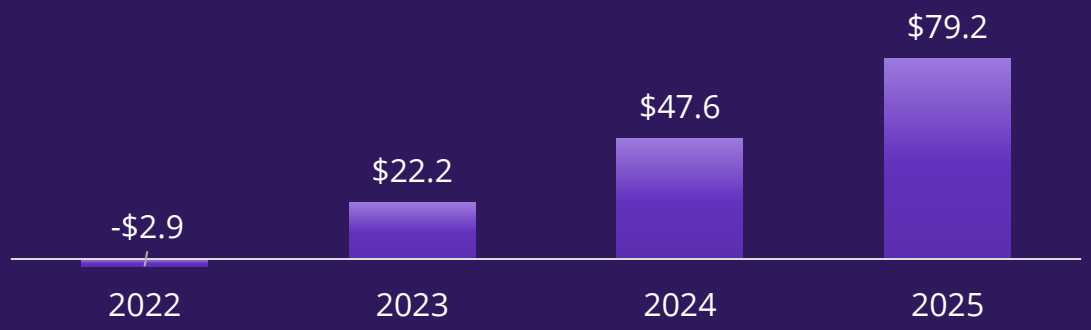
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Strong Profitability & Free Cash Flow Generation

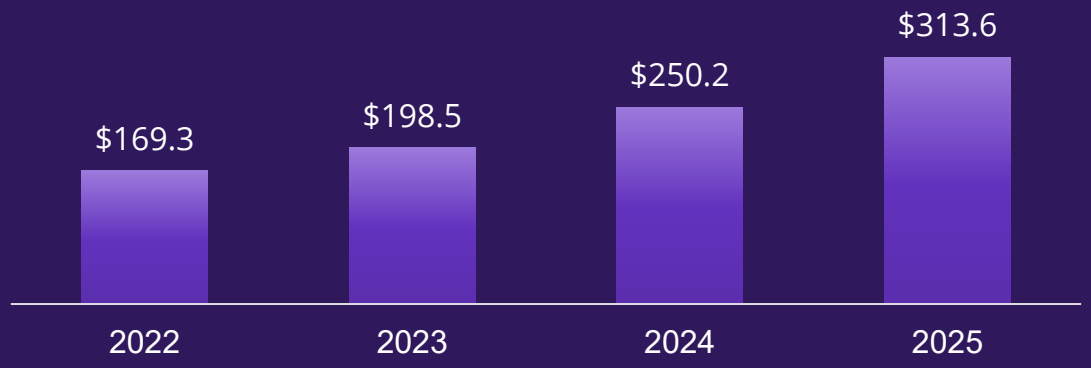
GAAP Operating Income



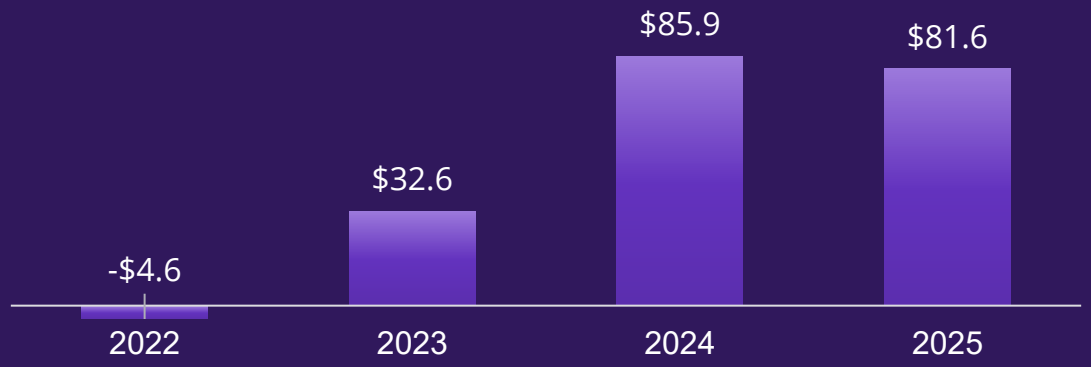
Non-GAAP Operating Income



Non-GAAP Gross Profit



Free Cash Flow

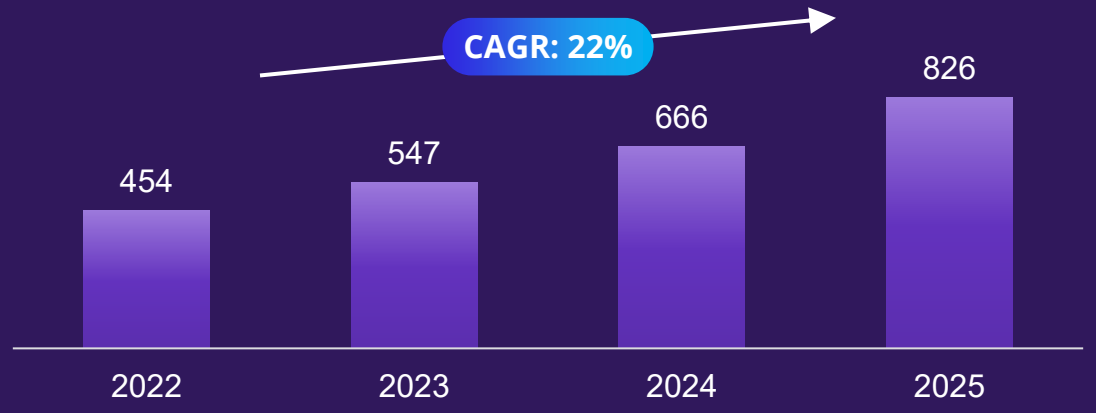


Free cash flow is the sum of operating cash flow and the purchase of property and equipment.

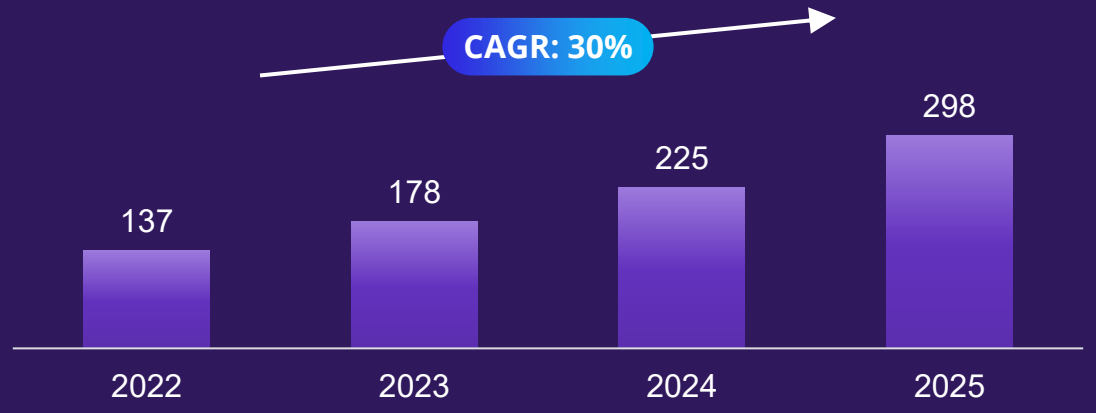
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Continued Success with Large Enterprises

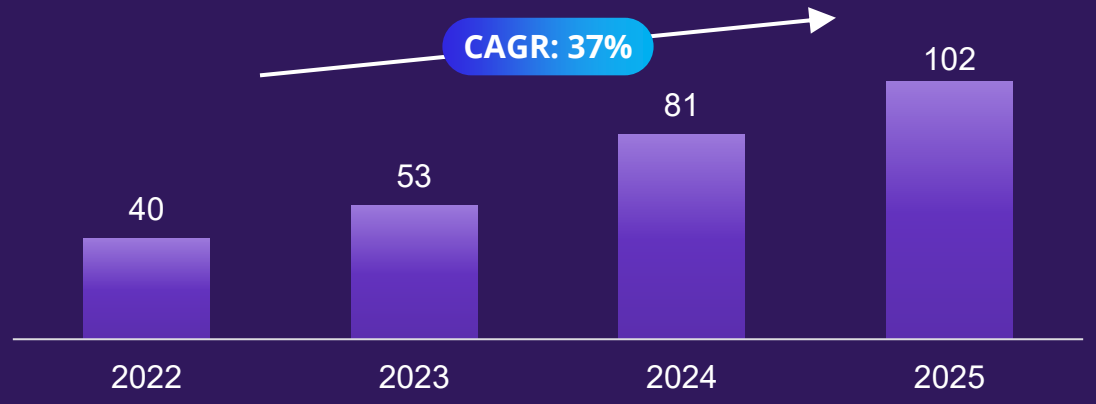
$100K ARR Customers



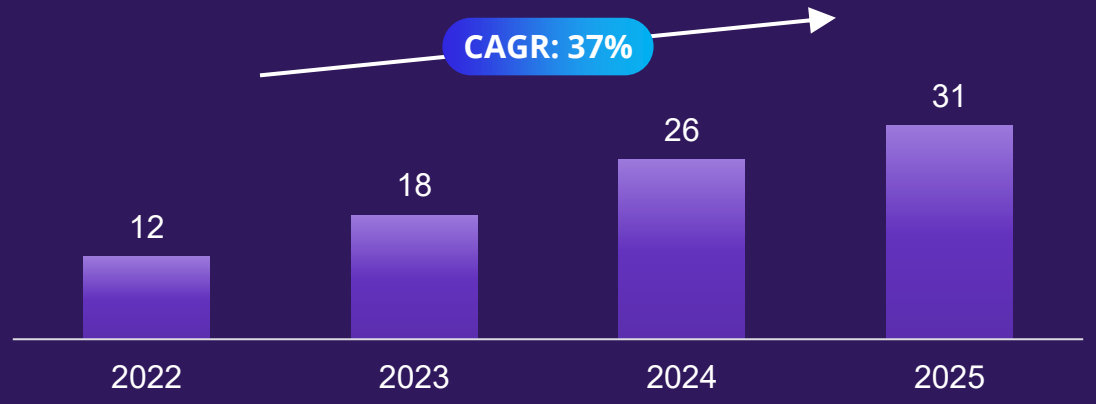
$250K ARR Customers



$500K ARR Customers



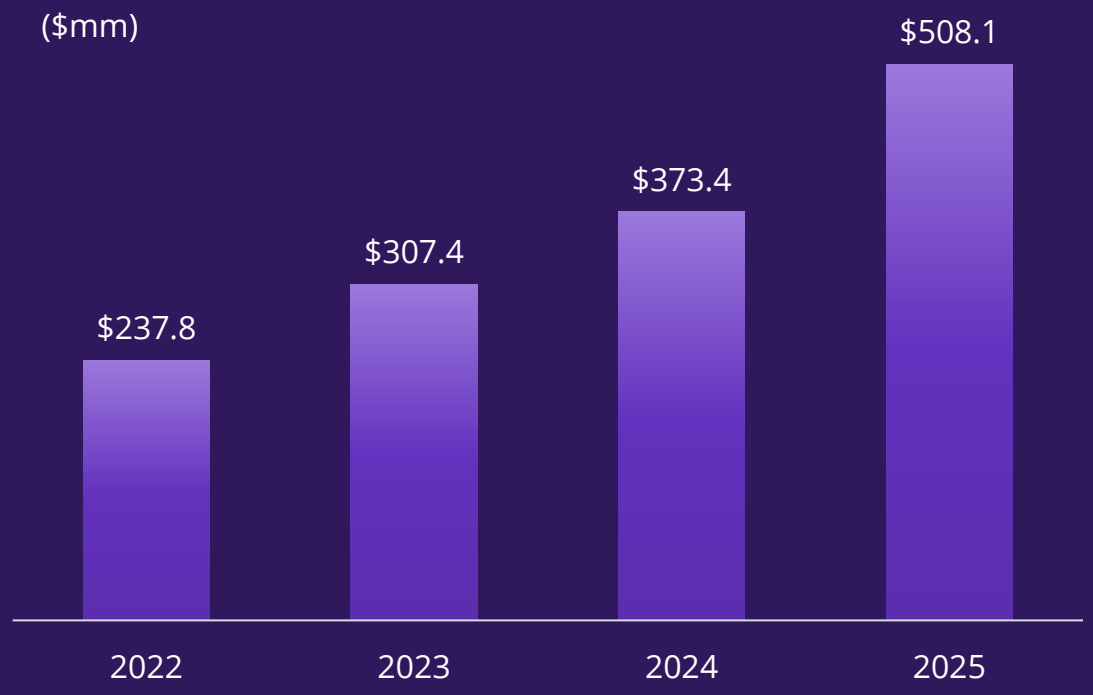
$1M ARR Customers



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Topline Growth Drives Durable Revenue Stream

REMAINING PERFORMANCE OBLIGATION



29%

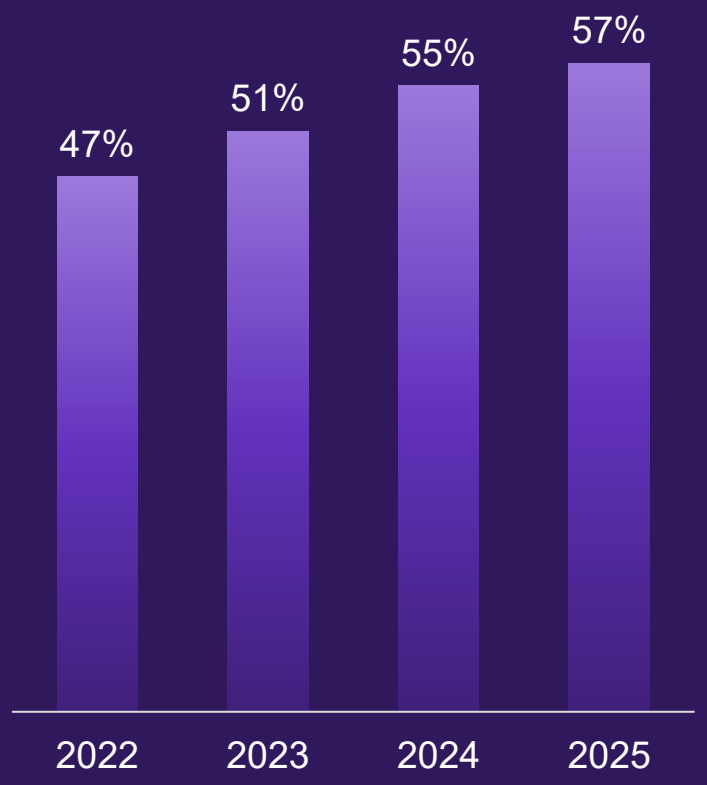
CAGR

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

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Our Ongoing Channel Transformation

Channel ARR as % of Total ARR



Number of Channel Partners



ARR from MSPs ($m)

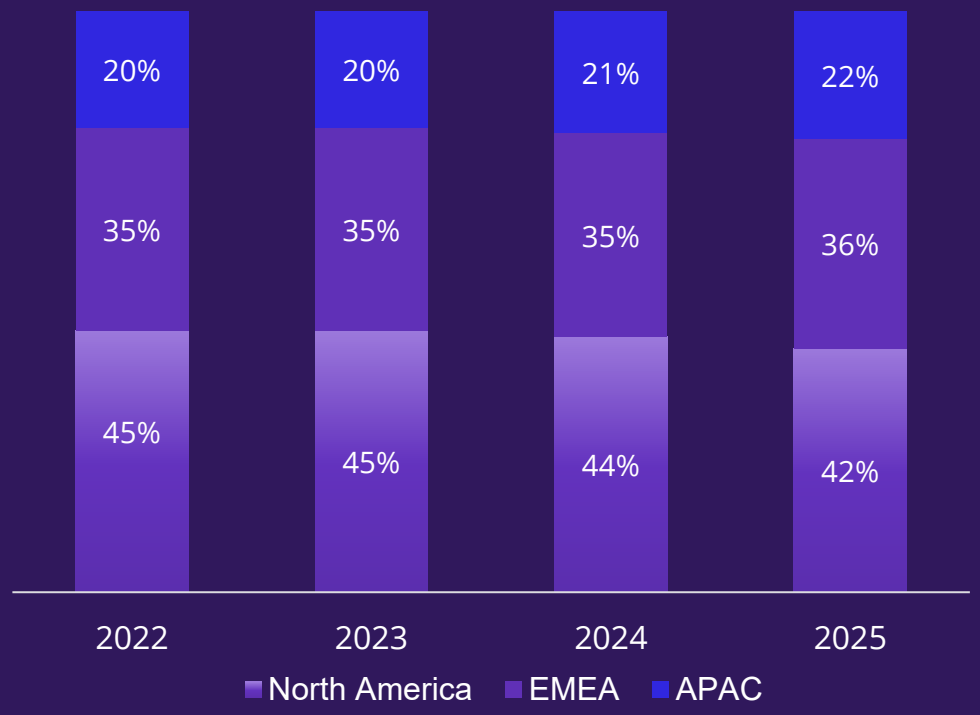


Channel partners include managed service providers, value-added resellers, systems integrators and others.

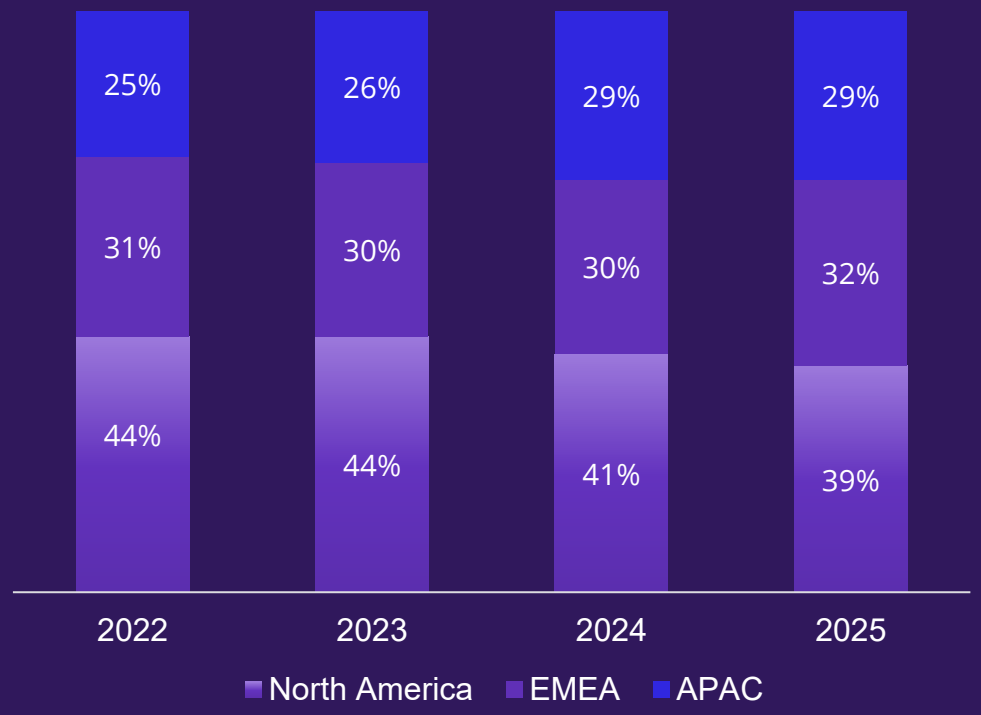
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Balanced Topline Contributions by Region

ARR Contribution



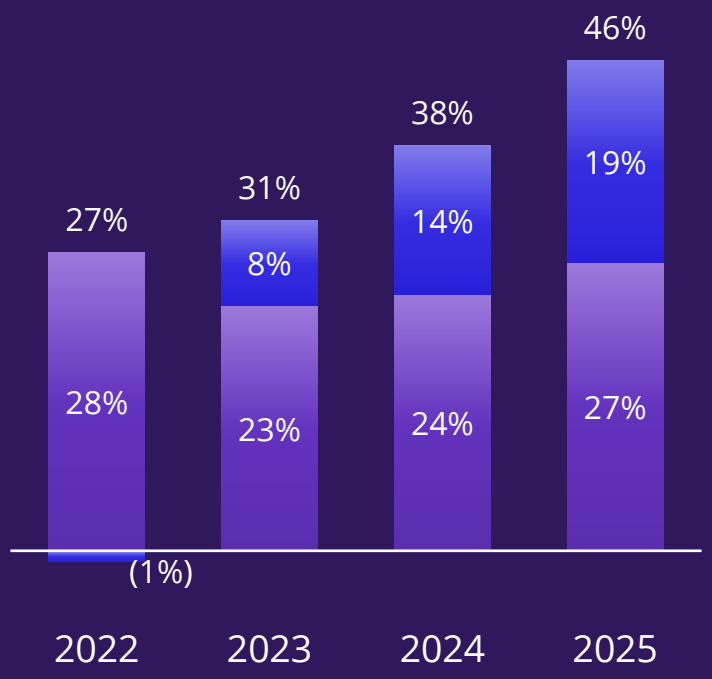
Revenue Contribution



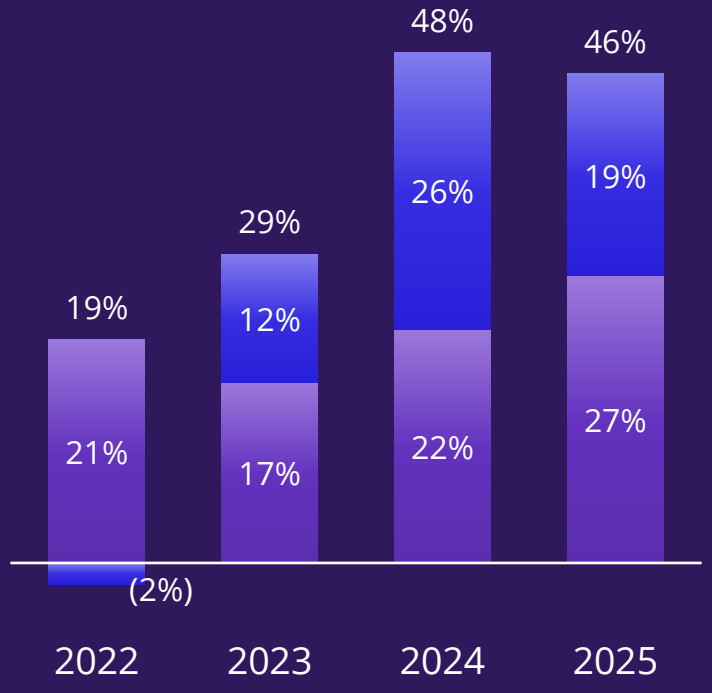
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The Rule of 40 and Other Valuation Metrics

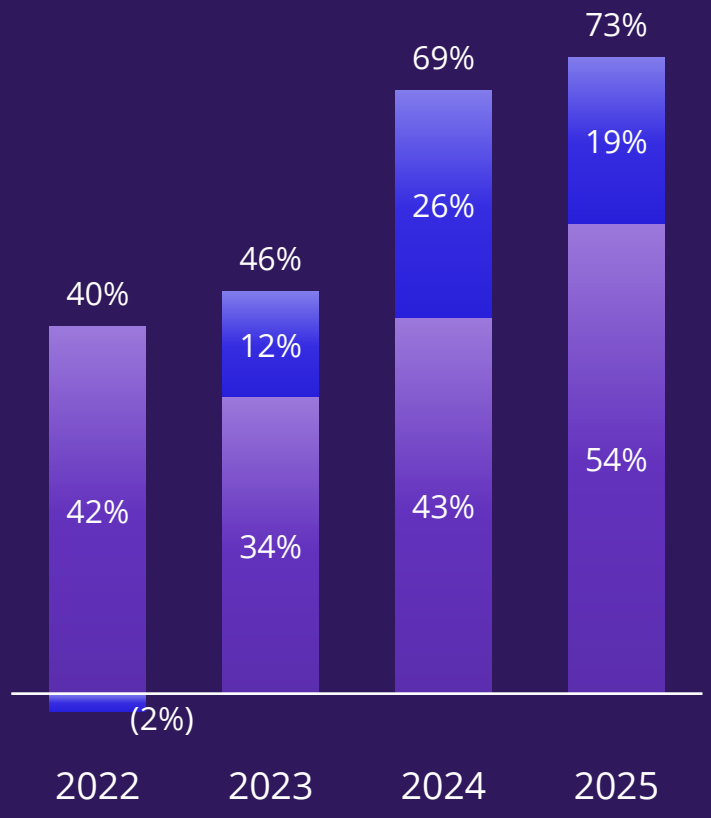
Rule of 40
ARR Growth + Non-GAAP Op. margin



Rule of 40
Revenue Growth + FCF margin



Rule of X
(Revenue Growth x 2) + FCF margin



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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%*

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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**

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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

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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.

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Thank You