



2020 Q3 Earnings

November 16, 2020

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2020 Q3 Business Highlights

RTE2020 Conference (U.S. and China)



(1) Combines both RTE2020 U.S. and China
(2) Online and offline registered attendees

Three Pillars of Real-Time Engagement

- **Shared-Context**
- **Interactivity at Any Scale**
- **Ubiquity**

Shared-Context

Not just video and voice...

...with a smooth experience

Signaling

Virtual environment

Content moderation

Voice recognition

and many more...

in progress

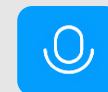
eXperience Level Agreement



5s
Channel join
success rate



600ms
Video fluency



200ms
Audio fluency

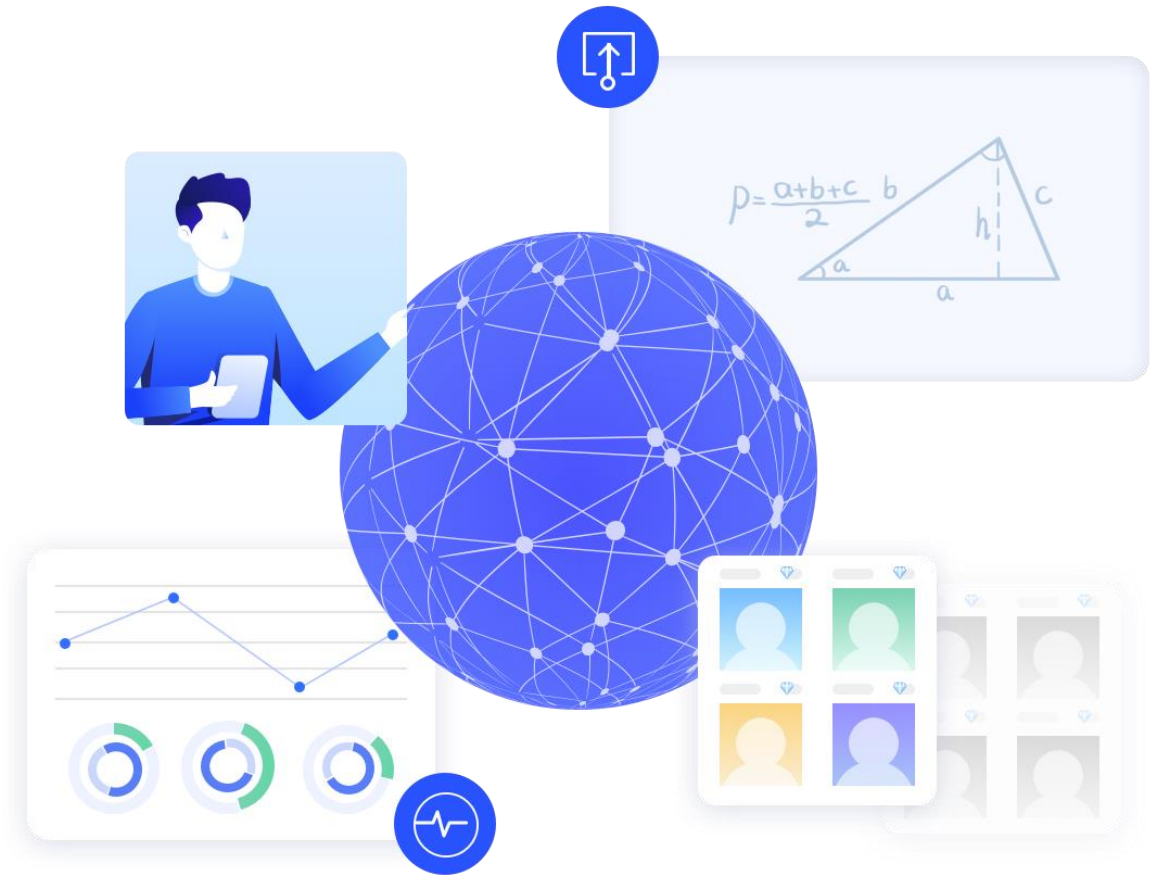


<400ms
Transmission
latency

regionally rolled out

Interactivity at Any Scale





















For instance, we supported
more than 50,000
concurrent video users in
ONE fully interactive
classroom in South Asia



Ubiquity

Agora supports various operating systems, browsers and development frameworks

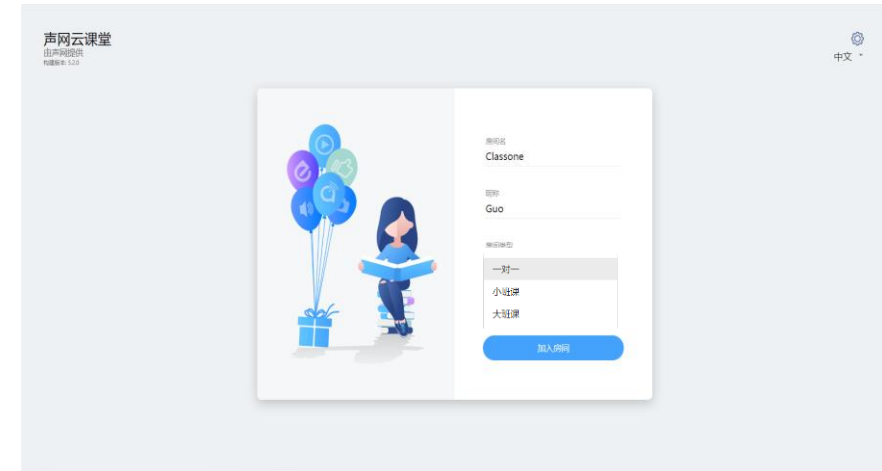
Added in Q3

 iOS	 Android	 Windows	 macOS	 Web	 iPadOS	 Linux	 H5	 小程序	 Unreal
 Electron	 React Native	 Flutter	 Unity	 Cocos2d	 Cocos Creator	 QT	 Xamarin	 APICloud	 RTOS

Ubiquity

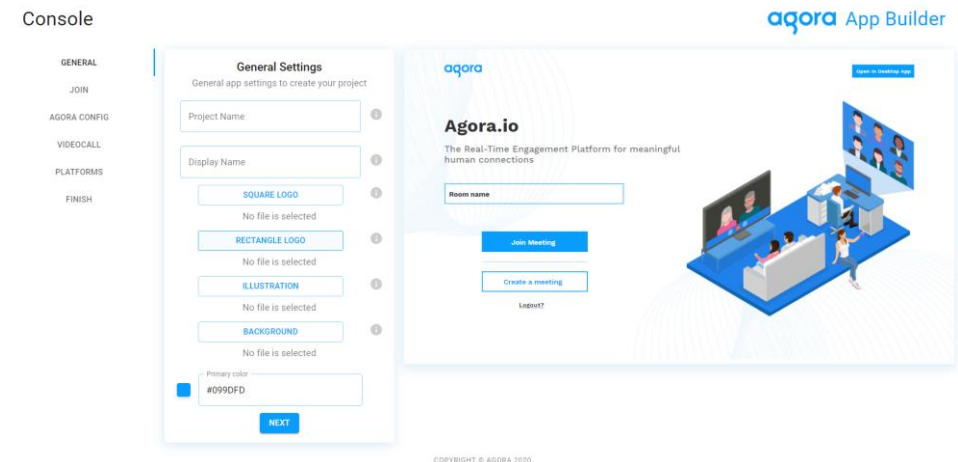
Agora Education aPaaS

- Supports 1v1 class, small class and interactive large class
- Low coding
- Supports various online education tools



Agora App Builder

- Customizable UI
- Flexible combination of use cases specific features
- No coding required
- Supports multiple platforms



Security, Compliance & Privacy Protection

ISO 27001
27017
27018

Recently certified



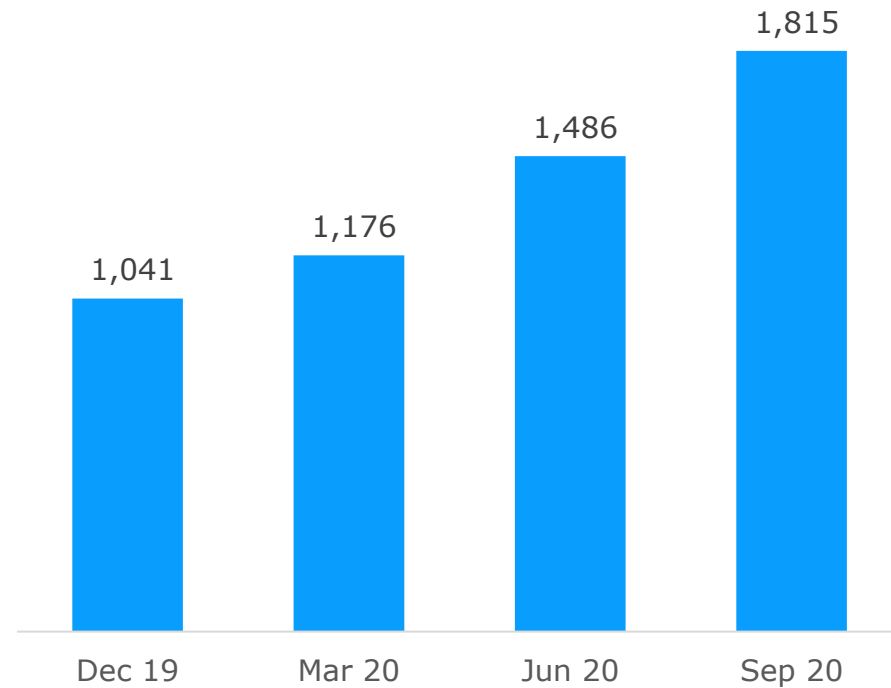
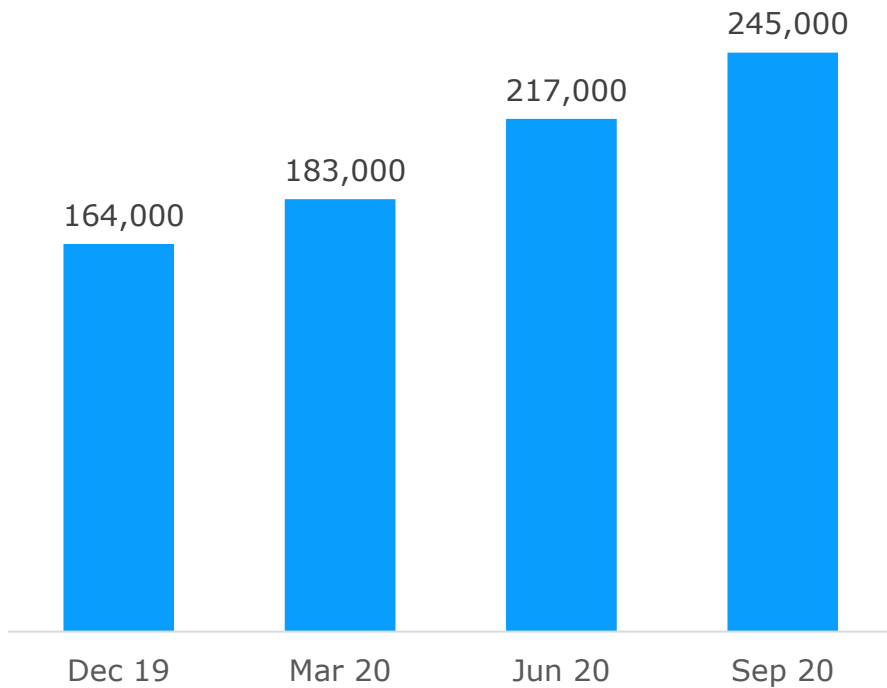
More to
come...

2020 Q3 Financial Update

Steady Growth in Developers and Customers

ACCUMULATED REGISTERED DEVELOPERS (1)

ACTIVE CUSTOMERS (2)

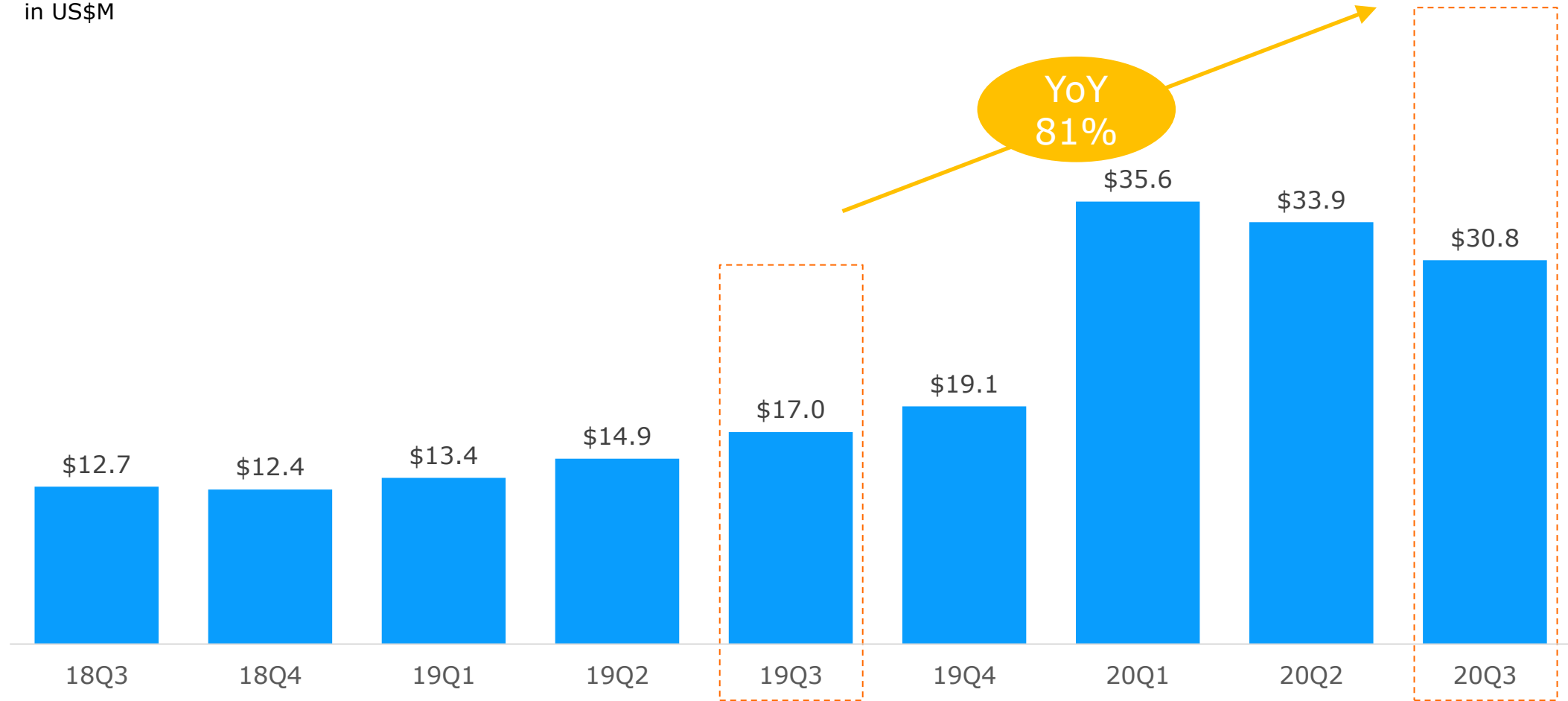


(1) The number of developers are rounded down to the nearest thousand

(2) An active customer at the end of the period is an organization or individual developer from which we generated more than US\$100 of revenue during the preceding 12 months, based on unique customer account identifiers

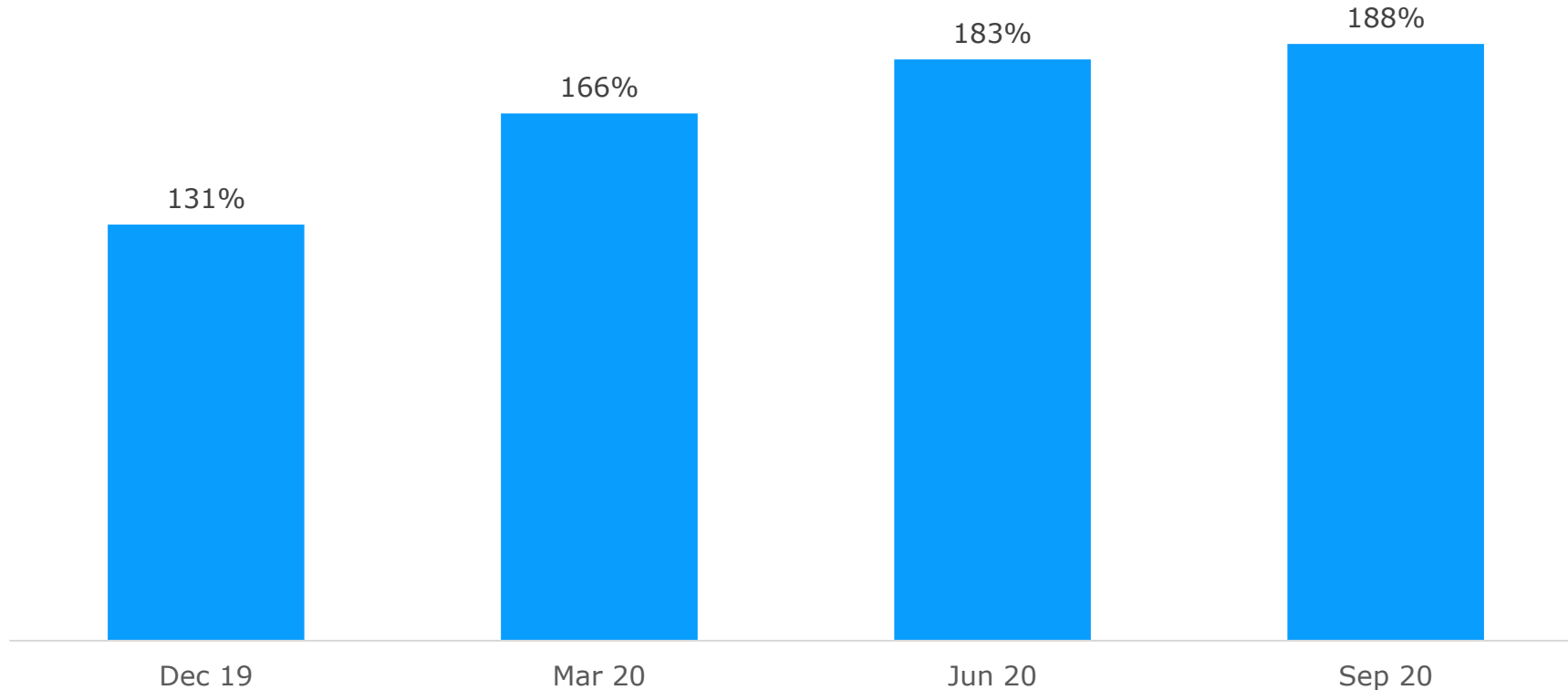
Strong Revenue Growth

TOTAL REVENUES
in US\$M



Consistent and Expanding Usage

CONSTANT CURRENCY DOLLAR-BASED NET EXPANSION RATE ⁽¹⁾



Notes:

1. Agora calculates Dollar-Based Net Expansion Rate for a trailing 12-month period by first identifying all customers in the prior 12-month period, and then calculating the quotient from dividing the revenue generated from such customers in the trailing 12-month period by the revenue generated from the same group of customers in the prior 12-month period. Constant Currency Dollar-Based Net Expansion Rate is calculated the same way as Dollar-Based Net Expansion Rate but using fixed exchange rates based on the daily average exchange rates prevailing during the prior 12-month period to remove the impact of foreign currency translations.

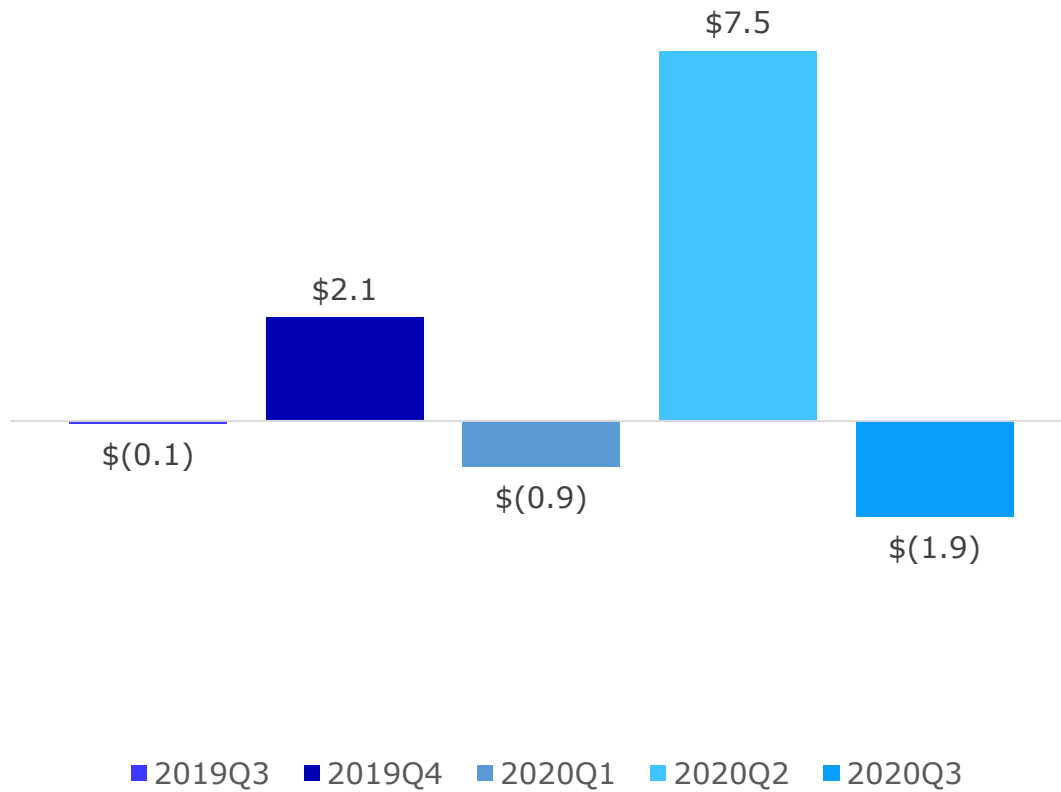
Costs, Expenses and Margins

		3Q19		3Q20	
		GAAP Results	Non-GAAP Results	GAAP Results	Non-GAAP Results
As % of Revenue	Total Revenues	\$17.0M	\$17.0M	\$30.8M	\$30.8M
	Cost of Goods Sold	30.8%	30.7%	37.6%	37.5%
	Gross Margin	69.2%	69.3%	62.4%	62.5%
	Research & Development	38.6%	37.6%	40.4%	37.5%
	Sales & Marketing	28.0%	25.8%	20.6%	19.2%
	General & Administrative	9.7%	8.2%	14.2%	10.6%
	Other operating income	0.3%	0.3%	0.6%	0.6%
	Operating Margin	(6.8%)	(2.0%)	(12.2%)	(4.2%)
	Depreciation & Amortization	-	3.1%	-	3.9%
	Adjusted EBITDA Margin	-	1.1%	-	(0.3%)

Healthy Cash Flow

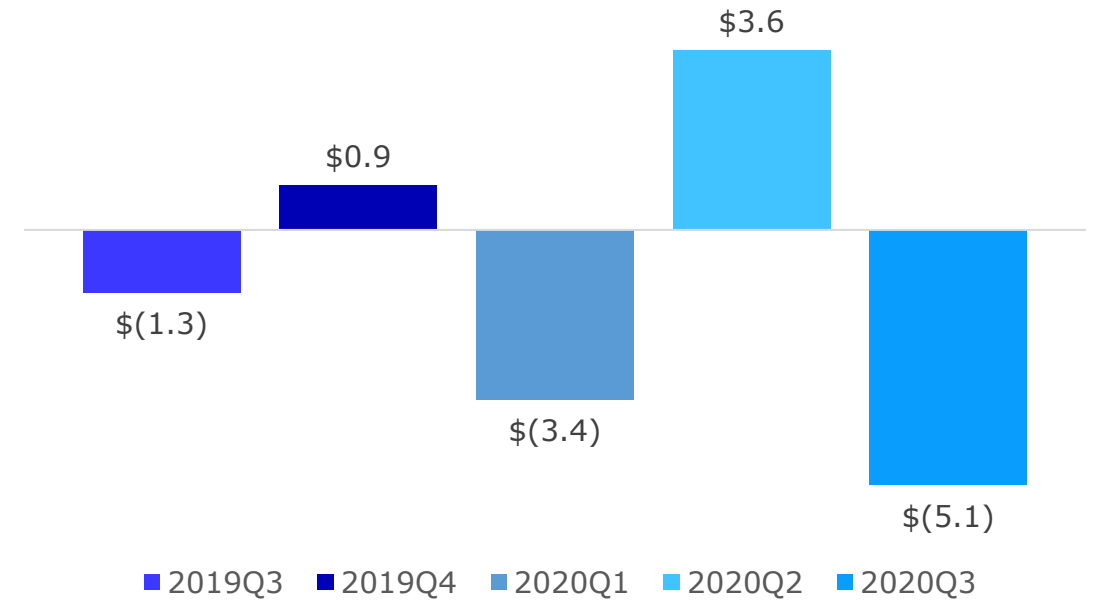
OPERATING CASH FLOW

in US\$M



FREE CASH FLOW

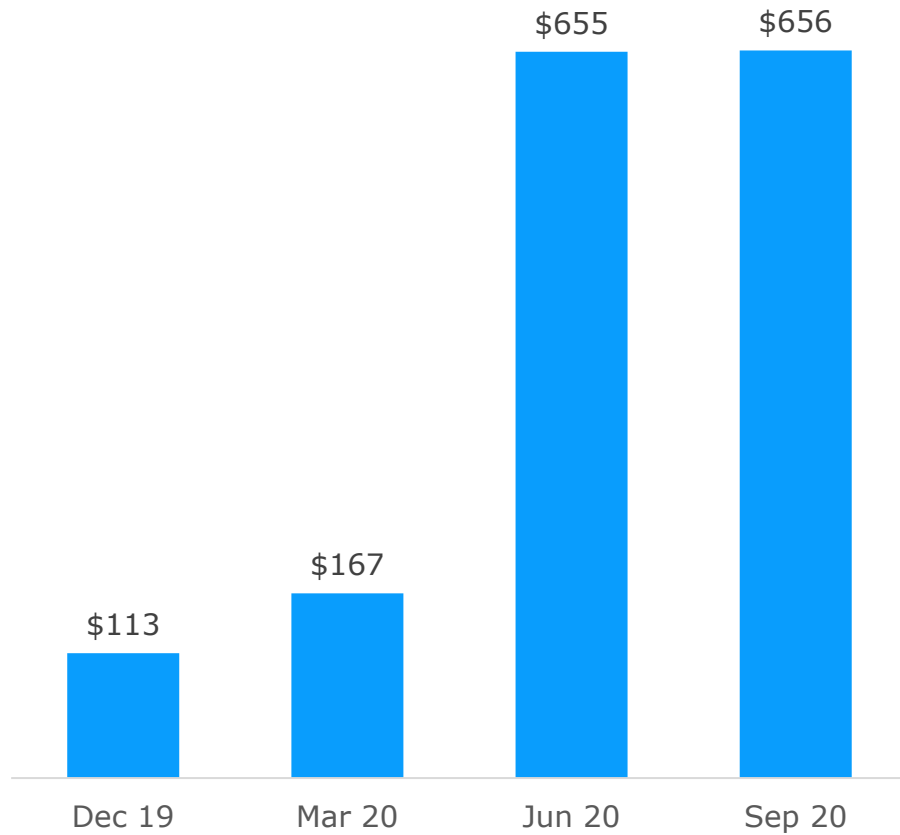
in US\$M



Robust Liquidity Position

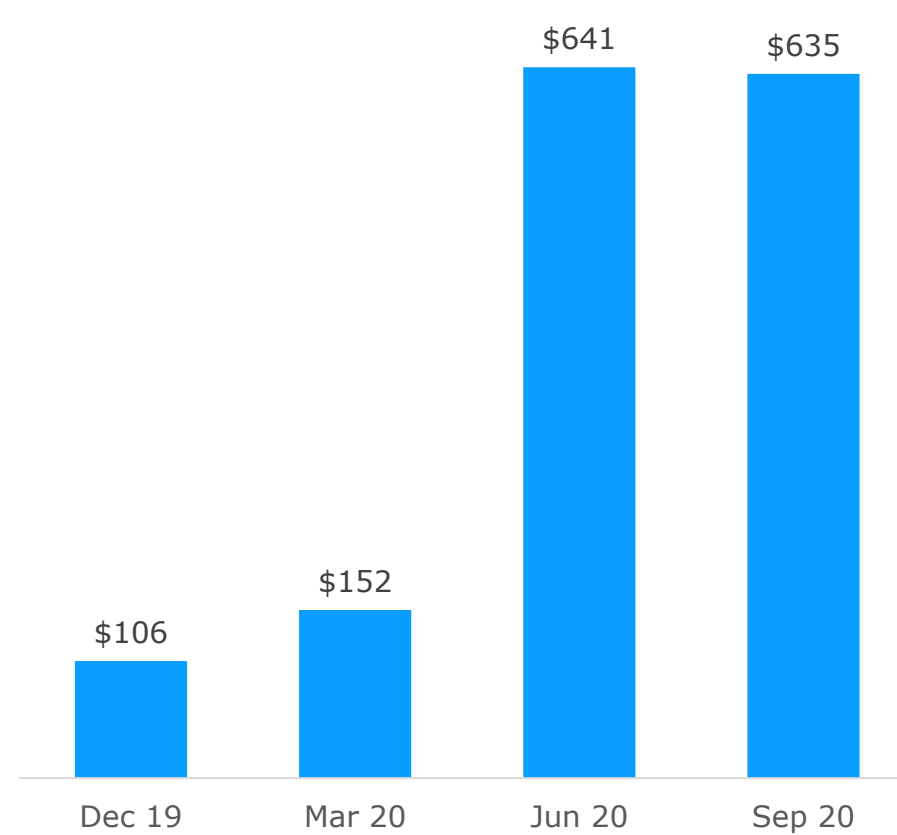
NET ASSETS

in US\$M



CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS

in US\$M



Appendix

GAAP to Non-GAAP Reconciliation

Gross Margin (US\$000's)	19Q3	20Q3
Total Revenues	17,061	30,847
GAAP Gross Profit	11,813	19,264
(+) Share-based Compensation	21	31
Non-GAAP Gross Profit	11,834	19,295
Non-GAAP Gross Margin	69.3%	62.5%
Research & Development Expenses (US\$000's)		
GAAP Research & Development	6,588	12,449
(-) Share-based Compensation	(169)	(894)
Non-GAAP Research & Development	6,419	11,555
Sales & Marketing Expenses (US\$000's)		
GAAP Sales & Marketing	4,778	6,372
(-) Share-based compensation	(370)	(434)
Non-GAAP Sales and Marketing	4,408	5,938
General & Administrative (US\$000's)		
GAAP General & Administrative	1,658	4,401
(-) Share-based Compensation	(260)	(1,117)
Non-GAAP General Administrative	1,398	3,284

GAAP to Non-GAAP Reconciliation

Operating Margin (US\$000's)	19Q3	20Q3
Total Revenues	17,061	30,847
GAAP Operating Loss	(1,153)	(3,777)
(+) Share-based Compensation	820	2,476
Non-GAAP Operating Loss	(333)	(1,301)
Non-GAAP Operating Margin	(2.0%)	(4.2%)
Adjusted EBITDA (US\$000's)		
Total Revenues	17,061	30,847
GAAP Operating Loss	(1,153)	(3,777)
(+) Share-based Compensation	820	2,476
(+) Depreciation & Amortization	520	1,196
Adjusted EBITDA	187	(105)
Adjusted EBITDA Margin	1.1%	(0.3%)
Free Cash Flow (US\$000's)		
Cash Flow from Operations	(54)	(1,556)
(-) Purchases of PPE	(1,213)	(3,210)
Free Cash Flow	(1,267)	(4,766)

Thank you.