

**Agora, Inc.**

# **2024 Q2 Earnings**

August 19, 2024

# Disclaimer

Information in this presentation contains forward-looking statements within the meaning of Section 21E of the U.S. Securities Exchange Act of 1934, as amended. These forward-looking statements are made under the “safe harbor” provisions of the U.S. Private Securities Litigation Reform Act of 1995. All statements other than statements of historical or current fact included in this presentation are forward-looking statements, including but not limited to statements regarding Agora, Inc.’s financial outlook, beliefs and expectations. Forward-looking statements include statements containing words such as “expect,” “anticipate,” “believe,” “project,” “will” and similar expressions intended to identify forward-looking statements. These forward-looking statements are based on Agora, Inc.’s current expectations and involve risks and uncertainties. Agora, Inc.’s actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of these risks and uncertainties, which include, without limitation, risks related to the growth of the RTE-PaaS market; Agora, Inc.’s ability to manage its growth and expand its operations; Agora, Inc.’s ability to attract new developers and convert them into customers; Agora, Inc.’s ability to retain existing customers and expand their usage of Agora, Inc.’s platform and products; Agora, Inc.’s ability to drive popularity of existing use cases and enable new use cases, including through quality enhancements and introduction of new products, features and functionalities; Agora, Inc.’s fluctuating operating results; competition; the effect of broader technological and market trends on Agora, Inc.’s business and prospects; general economic conditions and their impact on customer and end-user demand; and other risks and uncertainties included under the caption “Risk Factors” and elsewhere in our filings with the Securities and Exchange Commission (the “SEC”), including, without limitation, the final prospectus related to the IPO filed with the SEC on June 26, 2020. Our SEC filings are available on our Investor Relations website at [investor.agora.io](http://investor.agora.io) and on the SEC’s website at [www.sec.gov](http://www.sec.gov). We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements, which speak only as of the date hereof. If this presentation is reviewed after the date hereof, even if made available by us, on our website or otherwise, it may not contain current or accurate information. We disclaim any obligation to update or revise any forward-looking statement based on new information, future events or otherwise. All forward-looking statements are qualified in their entirety by this cautionary statement, and Agora, Inc. undertakes no obligation to revise or update any forward-looking statements to reflect events or circumstances after the date hereof.

In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures, including non-GAAP net income (loss), adjusted EBITDA and free cash flow. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures used by Agora, Inc. may differ from the non-GAAP financial measures used by other companies. Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable U.S. GAAP financial measures and should be read only in conjunction with Agora, Inc.’s consolidated financial statements prepared in accordance with U.S. GAAP. Please see the appendices attached to this presentation for an explanation of management’s use of these measures and a reconciliation of the most directly comparable U.S. GAAP financial measures.

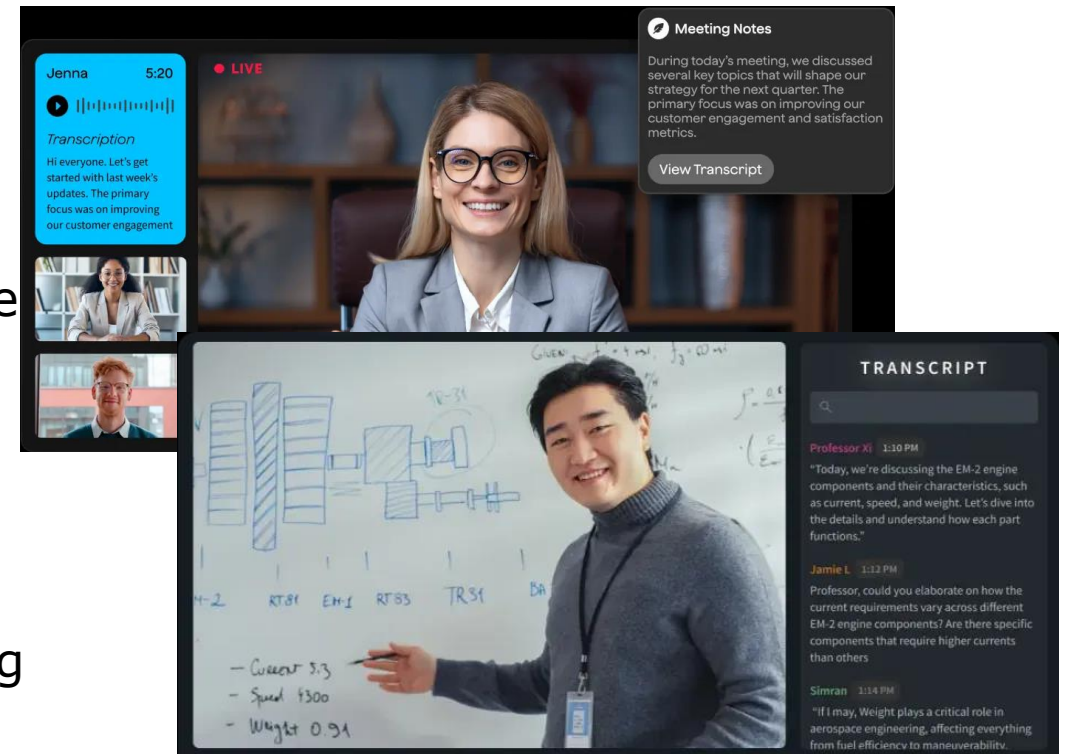
Unless otherwise indicated, all references in this presentation to the “Company,” “we,” “our,” “us” or similar terms refer to Agora, Inc. and its subsidiaries, and “Agora” refers to the U.S. and international businesses and “Shengwang” refers to the China business.

# **Business Highlights**

# Business Update - Agora

## General Availability of Real-Time Speech to Text (STT)

- Enables customers to transcribe the audio of each user in a channel and distribute as live captions to **enhance accessibility and user experience**
- Integrates with **large language models** to generate summaries of meetings or events, and gain other insights for customers
- For example, **HelloTalk** leverages Real-Time STT to create **contextual and more personalized** learning experiences for their end users



# Business Update - Shengwang

## Partnership with Unity China

- Integrate our **in-game voice calling** capabilities in **Unity China's UOS (Unity Online Services)** for game developers to add multi-player voice channels
- Our proprietary advanced features, such as **spatial audio effect**, **AI noise suppression** and **echo cancellation**, are also included



### Unity Cloud Services

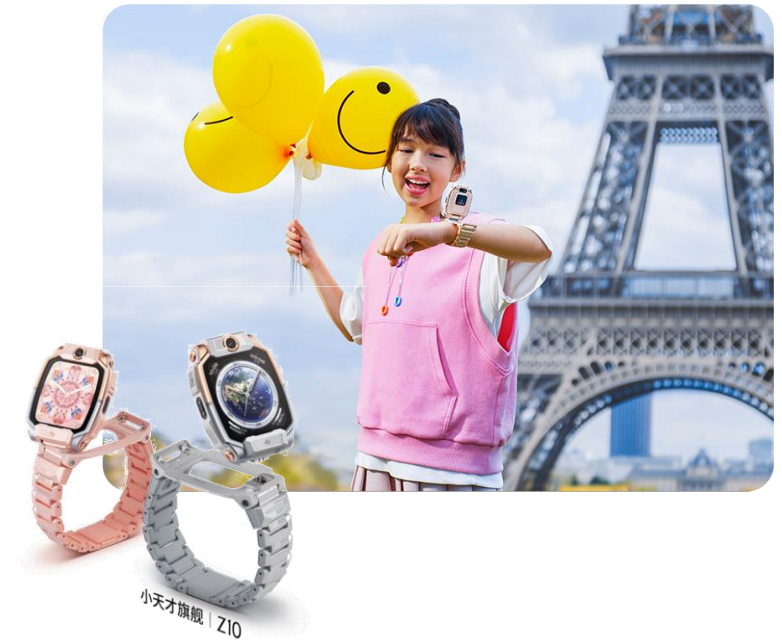
One-Stop Cloud Services for Game Developers



# Business Update - Shengwang

## Empowering Customers with AI Capabilities

- Assisted **XiaoTianCai** to add cloud-based **real-time transcription capabilities** for video calling in their latest flagship smartwatch for users to conduct video calls in noisy environment
- Also facilitated customers to launch **voice-based AI companions, productivity assistant, language tutor and customer service solutions**, with promising user adoption and engagement trends



# Business Update - Shengwang

Upcoming 10<sup>th</sup> Real-Time Engagement Conference



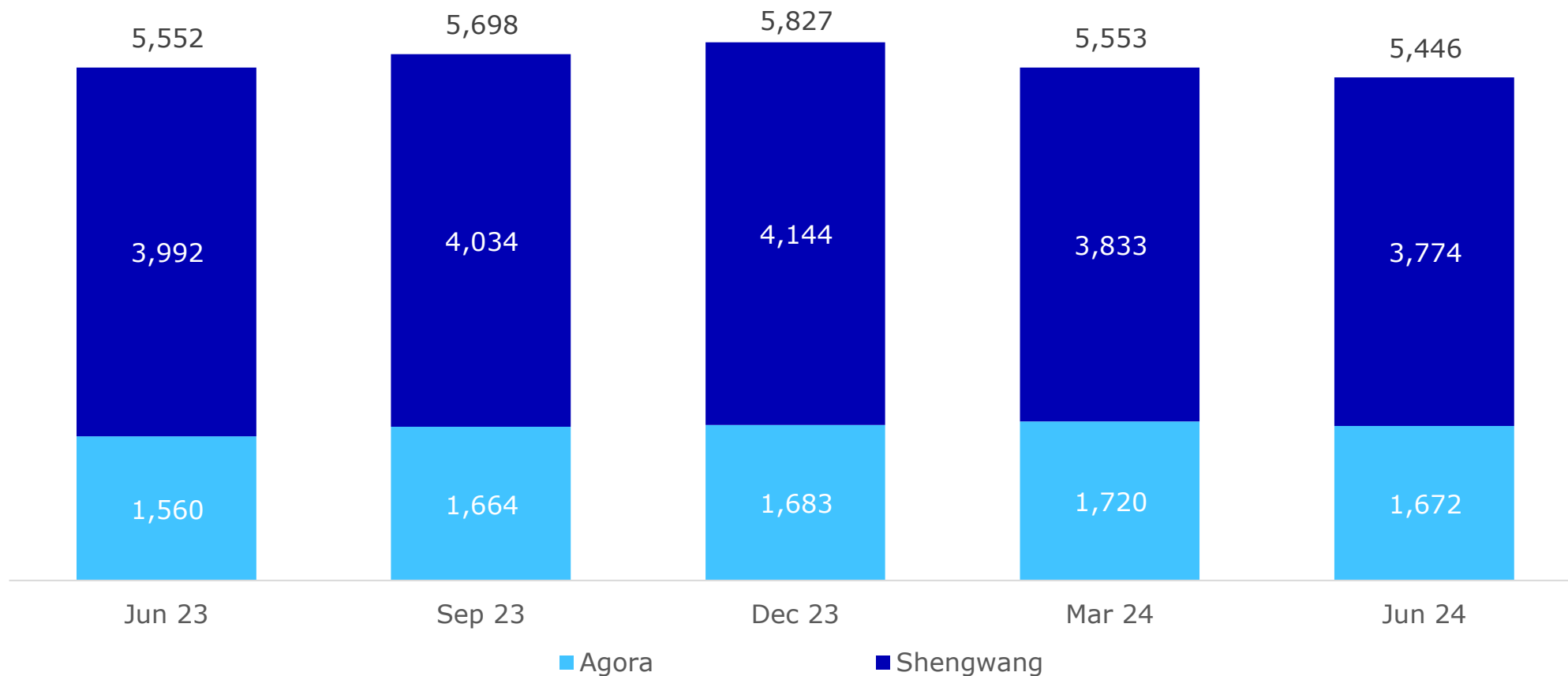
**October 25<sup>th</sup> and 26<sup>th</sup>**  
**Beijing, China**

# 2024 Q2 Financial Update



# Customer Base

## ACTIVE CUSTOMERS <sup>(1)(2)</sup>



### Notes:

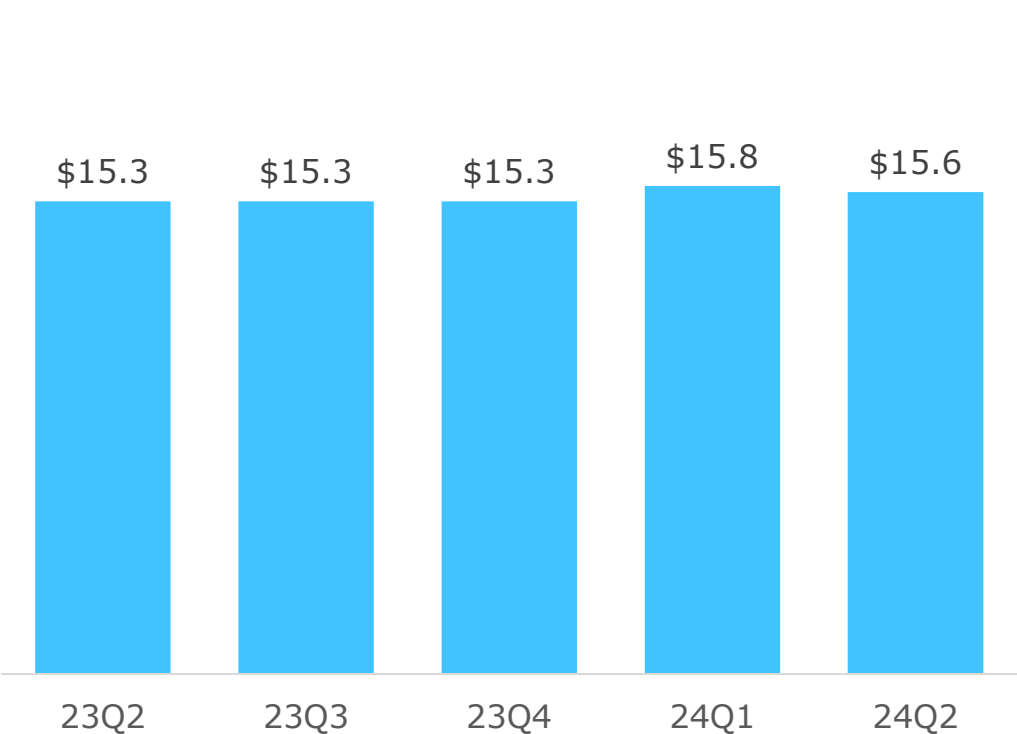
(1) An active customer at the end of the period is an organization or individual developer from which we generated more than US\$100 of revenue during the preceding 12 months, based on unique customer account identifiers.

(2) The numbers for Shengwang excluded the divested Easemob customer engagement cloud business.

# Revenues by Division

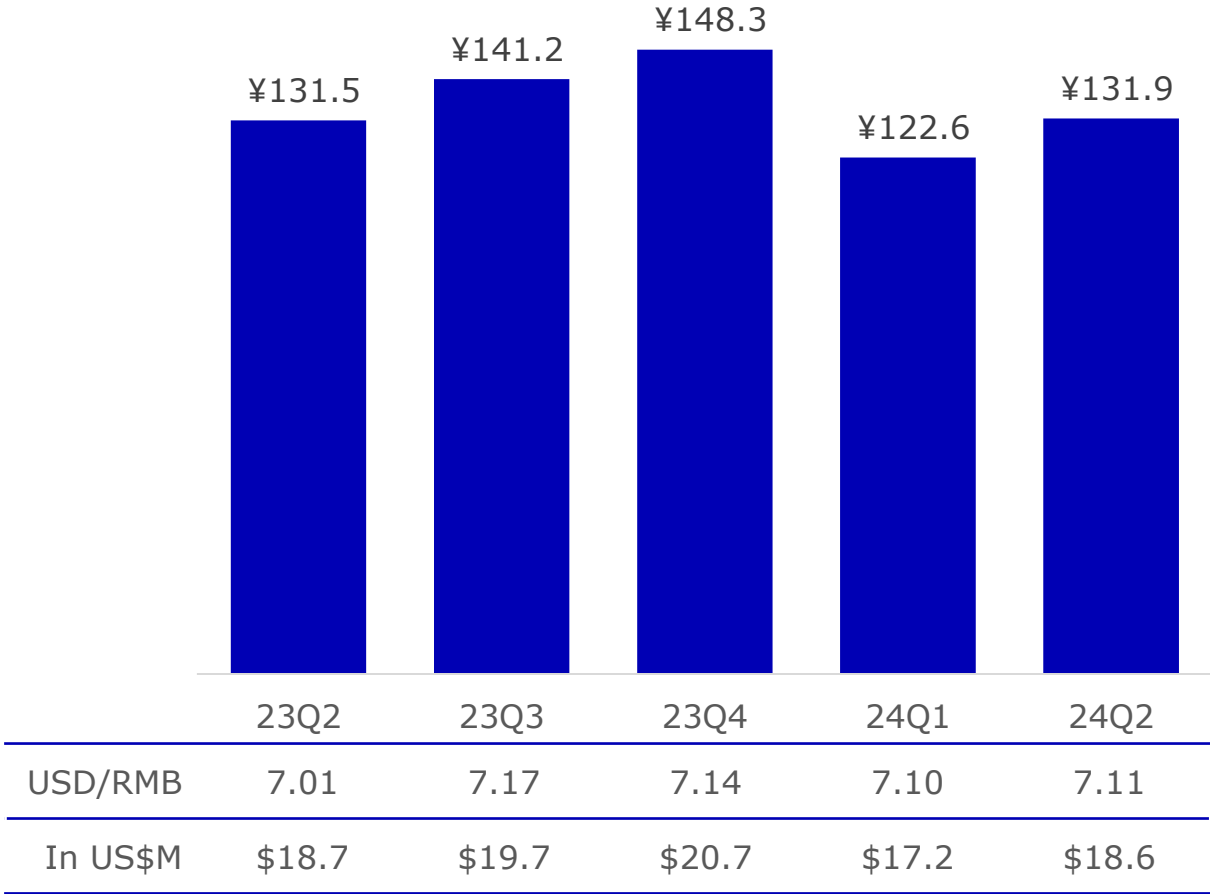
## AGORA REVENUES

in US\$M



## SHENGWANG REVENUES

in RMB Millions



# Net Retention Rate

## DOLLAR-BASED NET RETENTION RATE <sup>(1)(2)</sup>

	Dec 22	Mar 23	Jun 23	Sep 23	Dec 23	Mar 24	Jun 24
<b>Agora</b>	>130%	130%	108%	98%	93%	92%	92%
<b>Shengwang</b>	96%	92%	91%	89%	82%	78%	79%

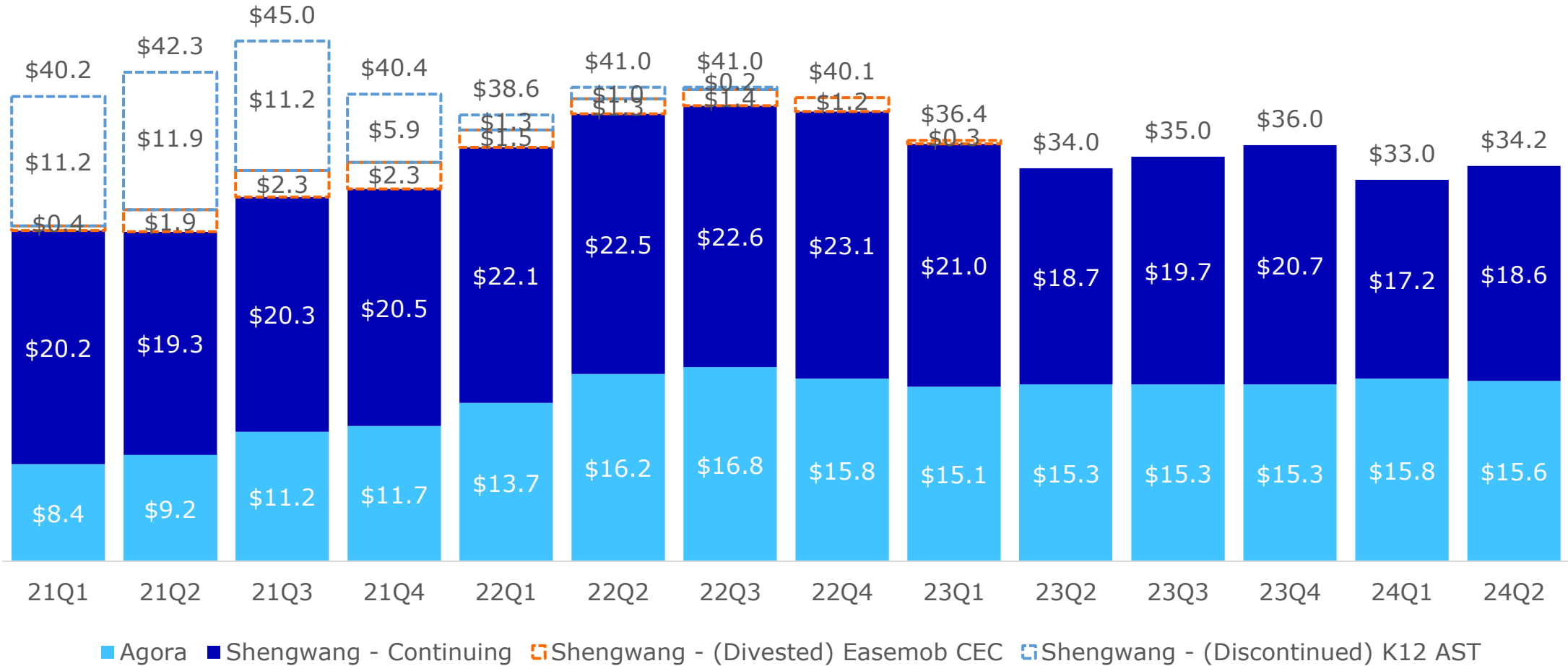
**Notes:**

1. We calculate Dollar-Based Net Retention 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.

**Agora, Inc.** 2. The numbers for Shengwang excluded revenues from the K12 academic tutoring sector the divested Easemob customer engagement cloud business.

# Group Revenues

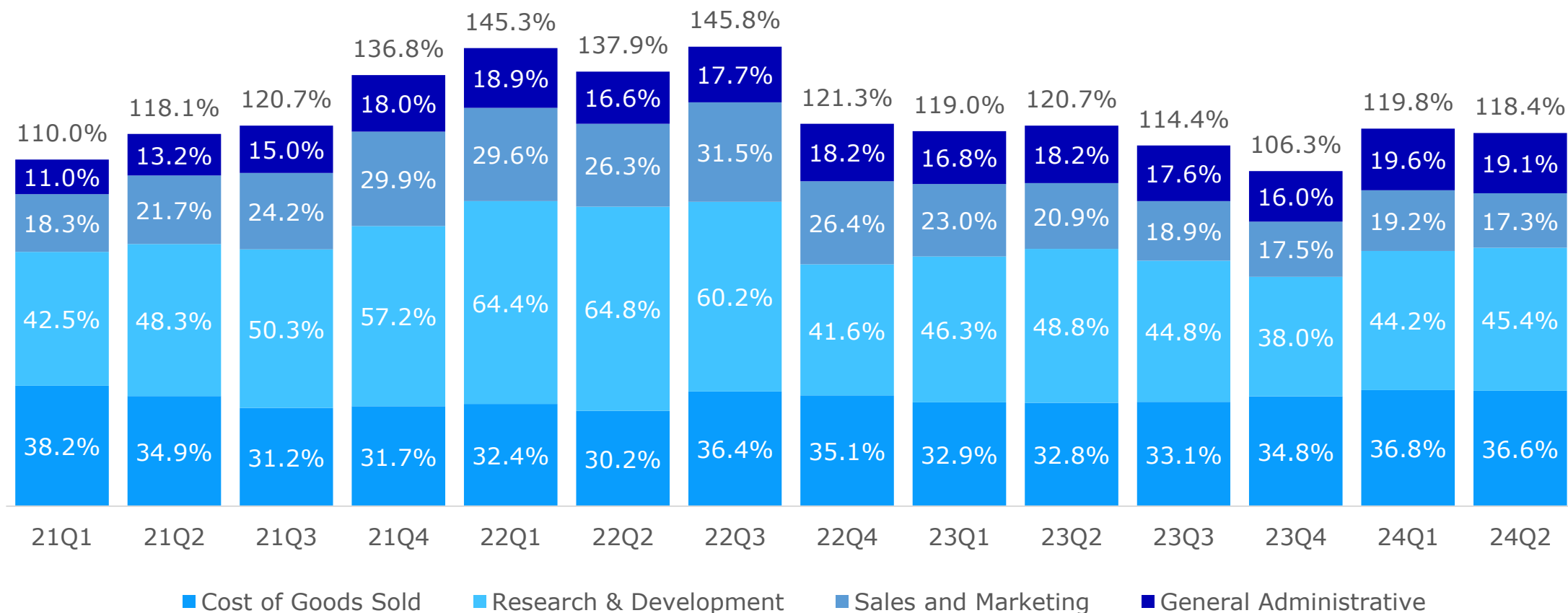
**TOTAL REVENUES**  
in US\$M



# Costs, Expenses and Margins

## ADJUSTED COST OF GOODS SOLD AND OPERATING EXPENSES<sup>(1)</sup>

as % of Total Revenues

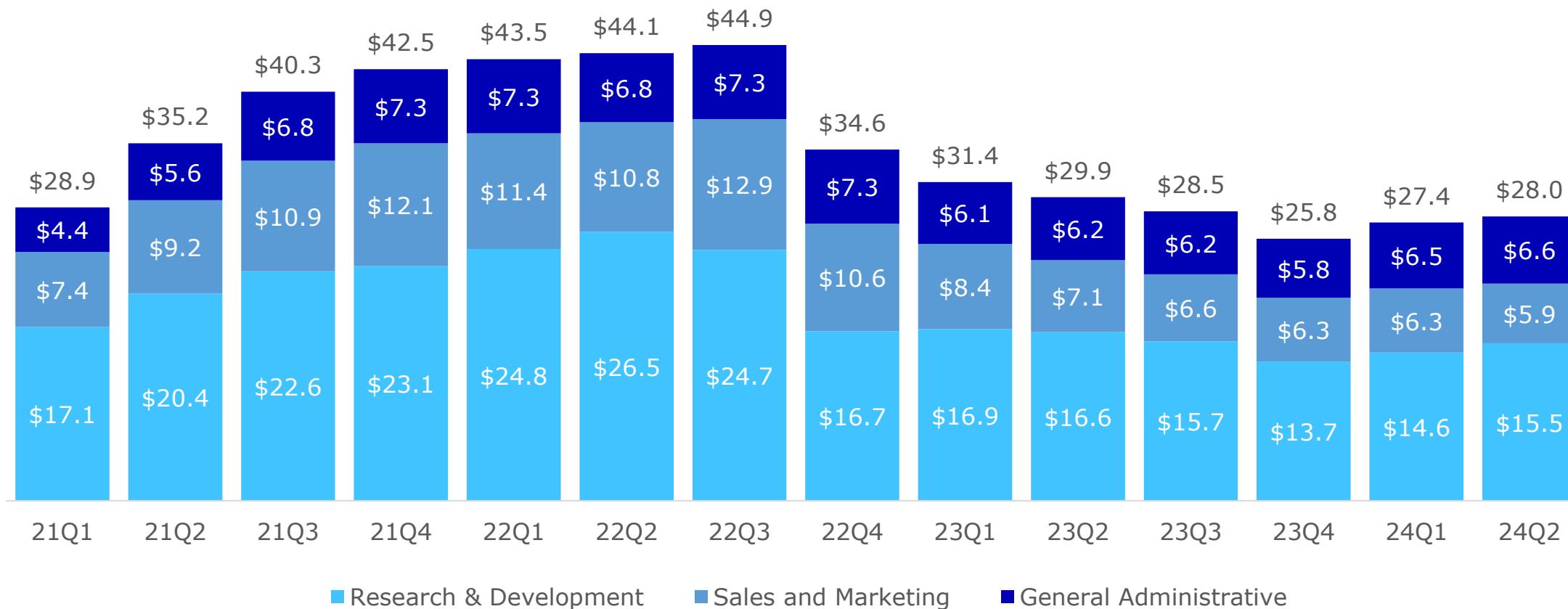


### Notes:

1. We define Adjusted Cost of Goods Sold and Operating Expenses to exclude share-based compensation expenses, acquisition related expenses, financing related expenses, amortization expenses of acquired intangible assets, income tax related to acquired intangible assets, impairment of goodwill, depreciation of property and equipment and amortization of land use right.

# Operating Expenses

## ADJUSTED OPERATING EXPENSES<sup>(1)</sup> in US\$M

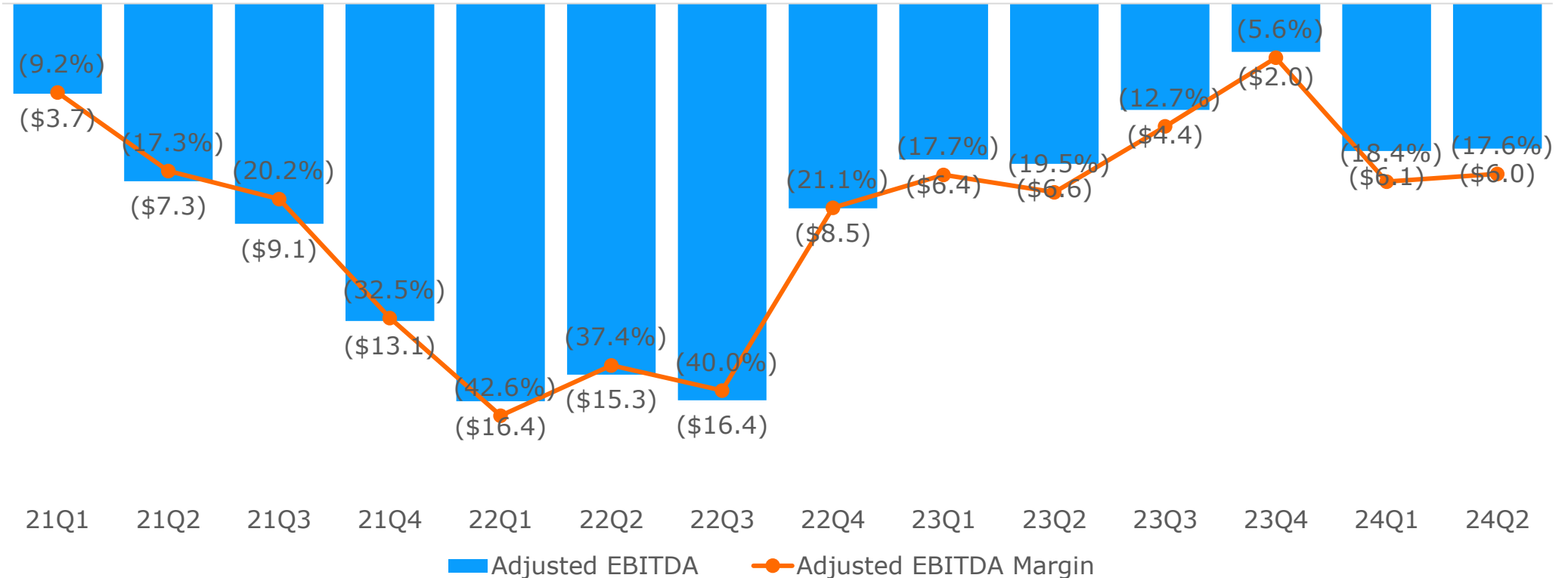


**Notes:**

1. We define Adjusted Operating Expenses to exclude share-based compensation expenses, acquisition related expenses, financing related expenses, amortization expenses of acquired intangible assets, income tax related to acquired intangible assets, impairment of goodwill, depreciation of property and equipment and amortization of land use right.

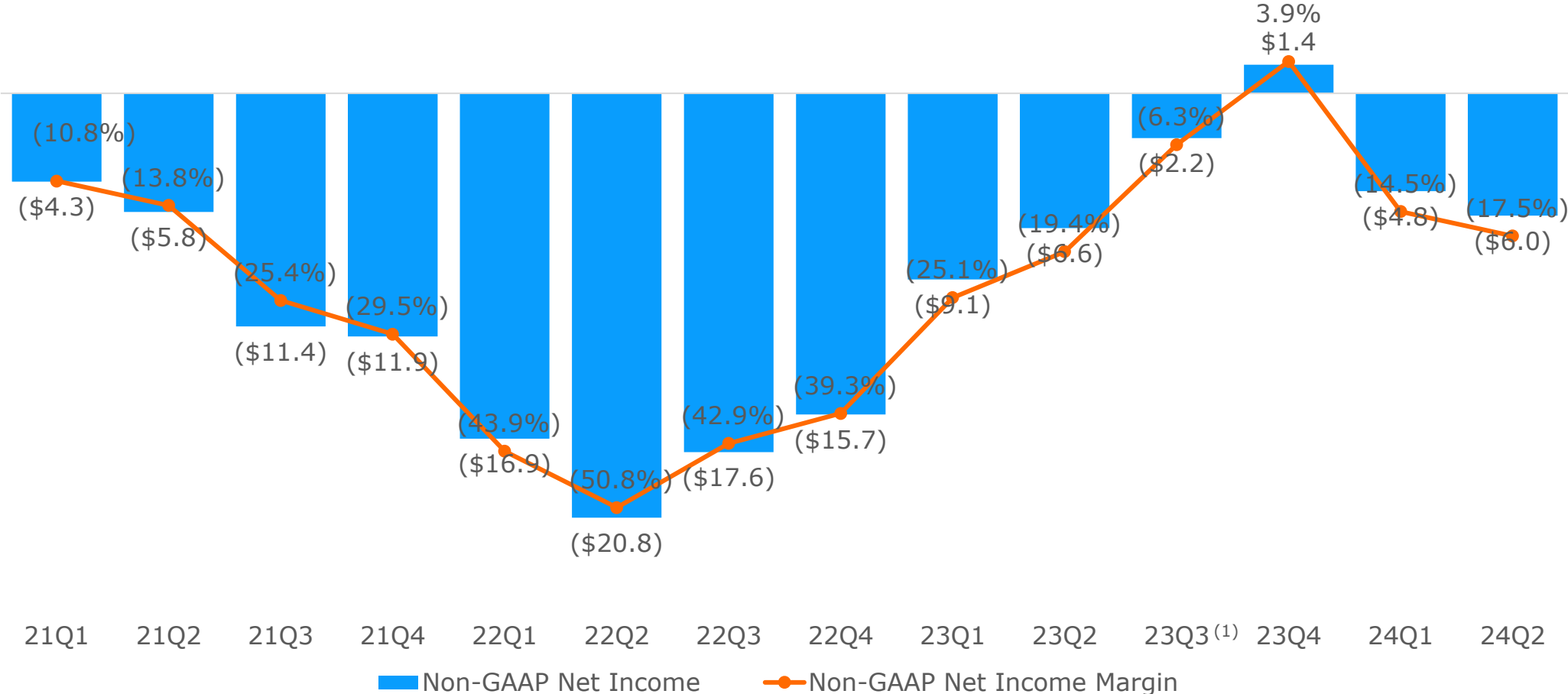
# Adjusted EBITDA and Margin

**ADJUSTED EBITDA**  
in US\$M



# Non-GAAP Net Income and Margin

**Non-GAAP Net Income**  
in US\$M



**Notes:**

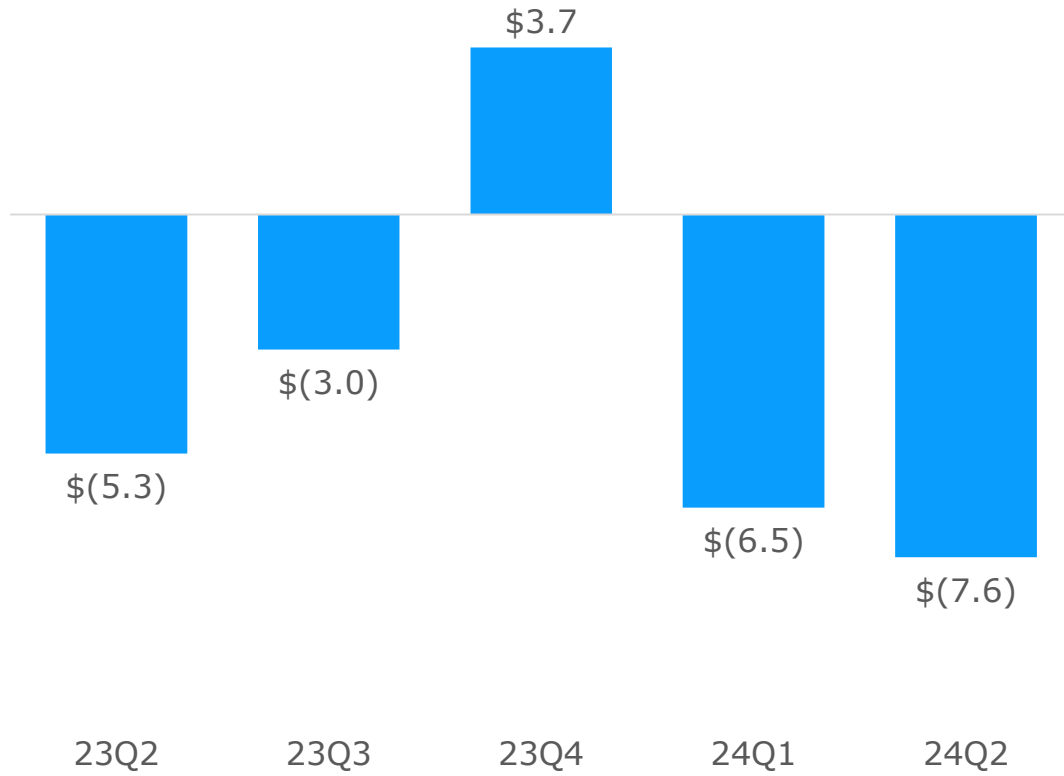
1. Excluded Investment Loss of \$13.4M in Q3 2023



# Cash Flow

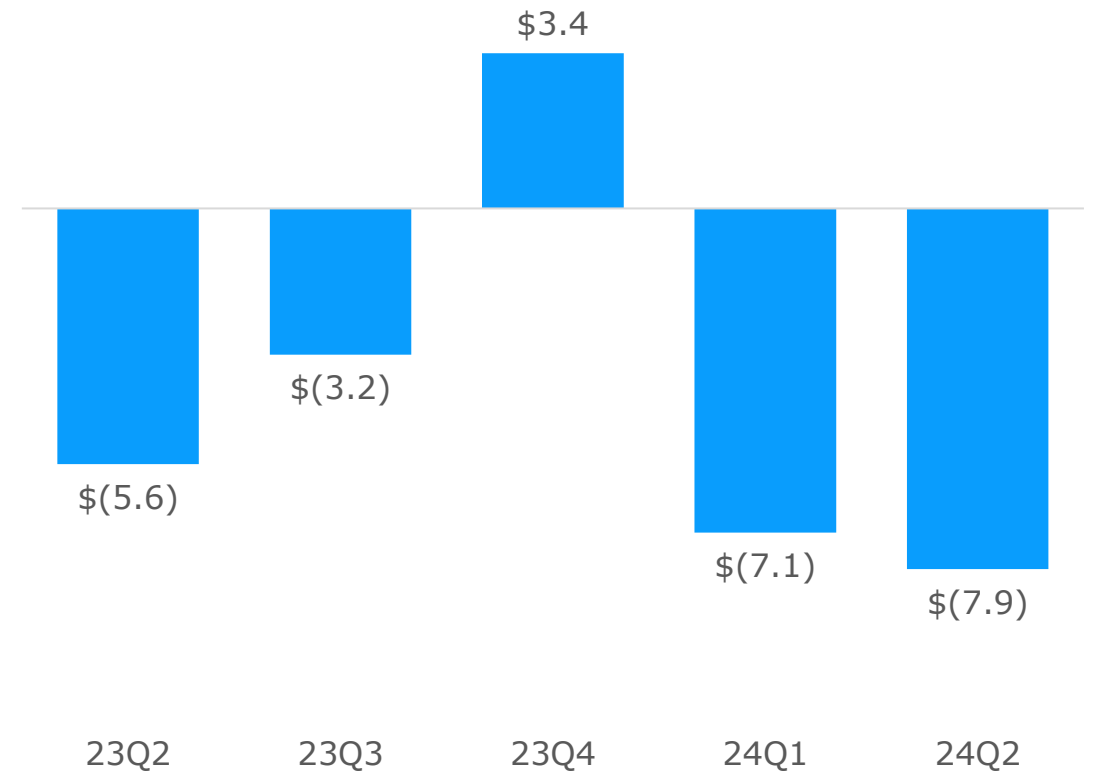
## OPERATING CASH FLOW

in US\$M



## FREE CASH FLOW

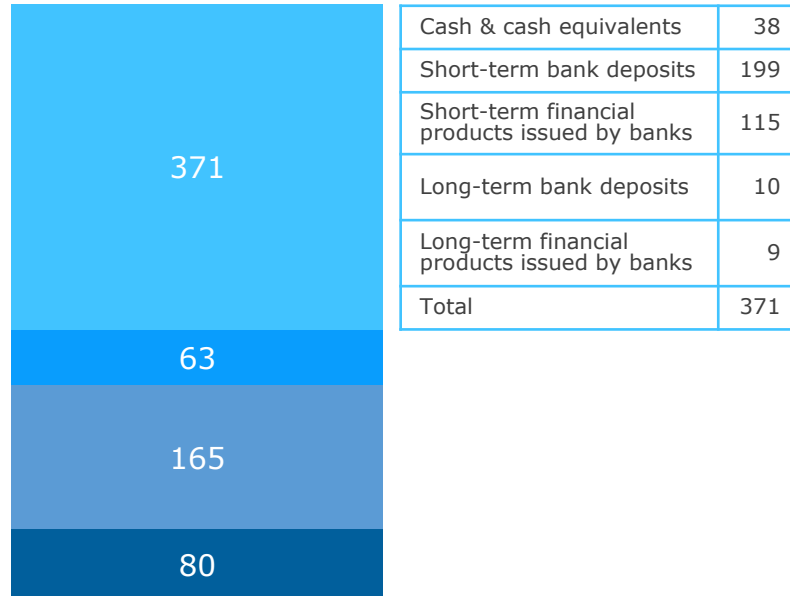
in US\$M



# Balance Sheet

## BALANCE SHEETS SNAPSHOT AS OF JUNE 30, 2024

in US\$M



- Cash, cash equivalent, bank deposits and financial products issued by banks
- Other current assets
- Land use right
- Other non-current assets

- Current liabilities
- Non-current liabilities
- Total equity

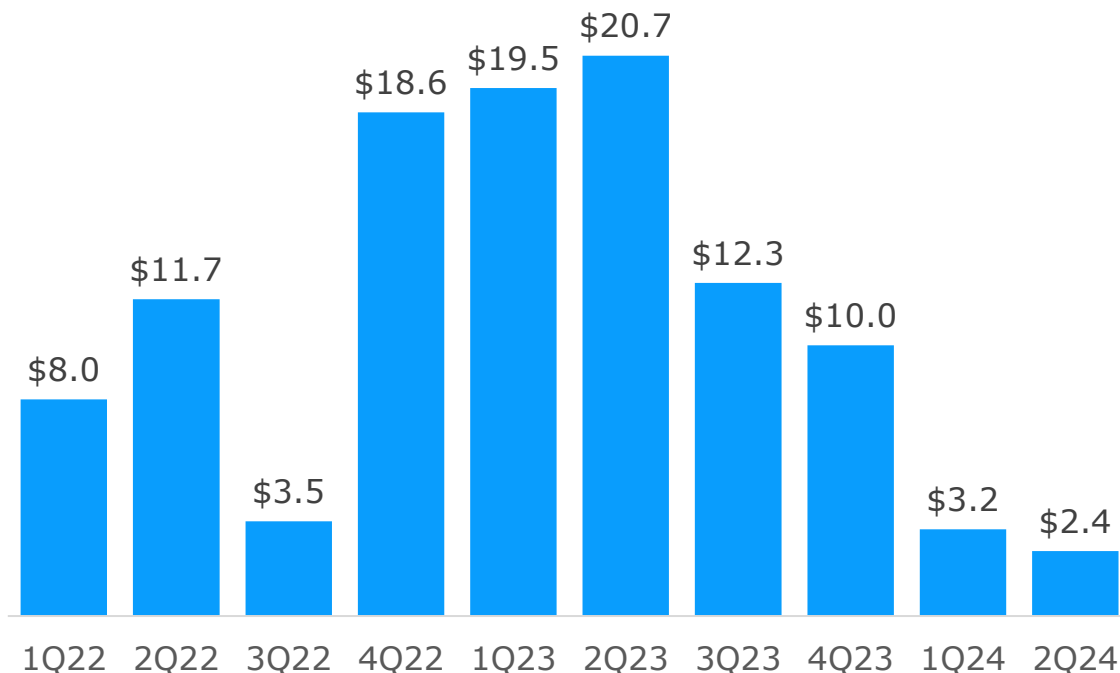
# Share Repurchase Program

As of June 30, 2024, we repurchased 30.6 million ADSs<sup>(1)</sup> for approximately US\$109.9 million, representing 55% of the US\$200 million share repurchase program.

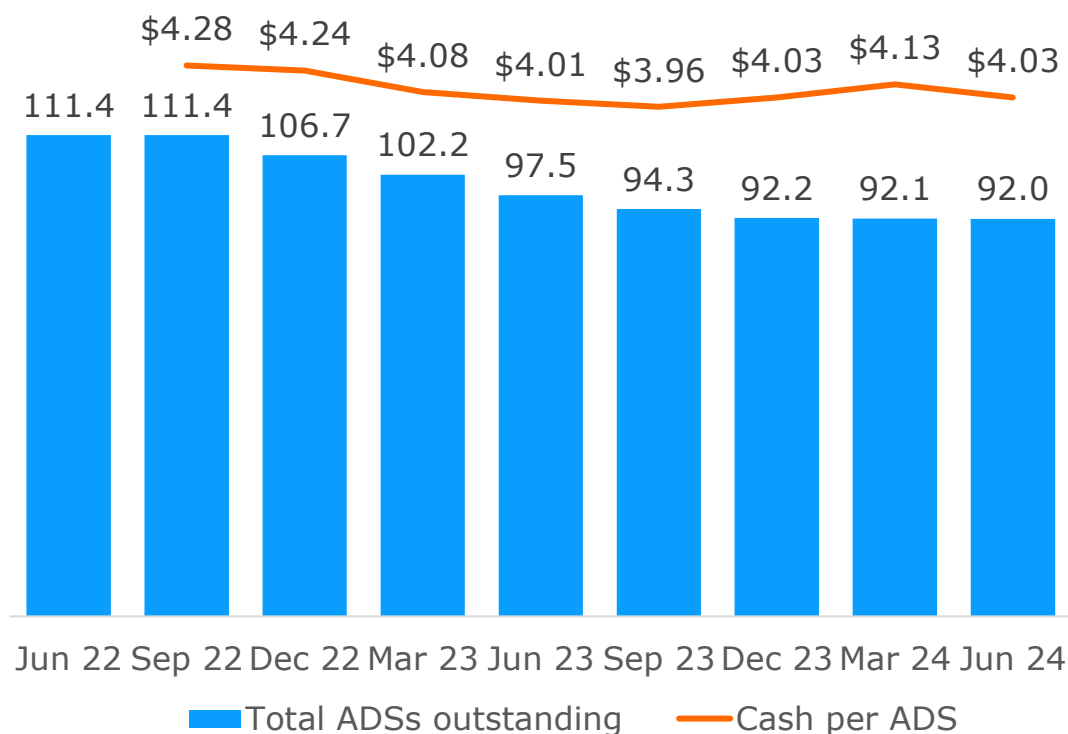
Our current \$200 million share repurchase program will expire at the end of February 2025.

## VALUE OF SHARES REPURCHASED

in US\$M



## TOTAL ADSs OUTSTANDING <sup>(2)</sup> AND CASH <sup>(3)</sup> PER ADS



### Notes:

1. Number in American Depositary Shares (ADSs). One ADS represents four Class A ordinary shares.
2. Total ADSs outstanding at period end in million
3. Including cash, cash equivalents, bank deposits and financial products issued by banks

# Appendix

# GAAP to Adjusted Financial Measures Reconciliation

<b>Gross Margin (US\$000's)</b>	<b>22Q2</b>	<b>22Q3</b>	<b>22Q4</b>	<b>23Q1</b>	<b>23Q2</b>	<b>23Q3</b>	<b>23Q4</b>	<b>24Q1</b>	<b>24Q2</b>
Total Revenues	40,979	40,988	40,118	36,443	34,038	35,016	36,041	33,021	34,209
GAAP Gross Profit	26,609	24,349	24,391	22,846	21,536	22,422	22,671	20,224	21,226
(+) Share-based Compensation	349	165	146	217	230	129	46	101	52
Non-GAAP Gross Profit	26,958	24,514	24,537	23,063	21,766	22,551	22,717	20,323	21,278
(+) Depreciation of Property and Equipment	1,657	1,564	1,512	1,377	1,118	886	784	561	417
Adjusted Gross Profit	28,615	26,078	26,049	24,440	22,884	23,437	23,501	20,884	21,695
Adjusted Gross Margin	69.8%	63.6%	64.9%	67.1%	67.2%	66.9%	65.2%	63.2%	63.4%
<b>Research &amp; Development Expenses (US\$000's)</b>									
GAAP Research & Development	32,442	29,771	21,255	21,031	20,286	20,040	16,310	18,139	18,141
(-) Share-based Compensation	(4,839)	(4,150)	(3,713)	(3,543)	(3,356)	(3,769)	(2,027)	(3,045)	(2,065)
(-) Acquisition Related Expenses	(357)	(236)	(179)	44	368	(13)	(8)	-	-
(-) Amortization Expense of Acquired Intangible Assets	(198)	(198)	(198)	(118)	(118)	(118)	(118)	(118)	(118)
Non-GAAP Research & Development	27,048	25,187	17,165	17,414	17,180	16,140	14,157	14,976	15,958
(-) Depreciation of Property and Equipment	(503)	(494)	(462)	(526)	(560)	(439)	(463)	(365)	(412)
Adjusted Research & Development	26,545	24,693	16,703	16,888	16,620	15,701	13,694	14,611	15,546
As % of Total Revenues	64.8%	60.2%	41.6%	46.3%	48.8%	44.8%	38.0%	44.2%	45.4%

# GAAP to Adjusted Financial Measures Reconciliation

<b>Sales &amp; Marketing Expenses (US\$000's)</b>	<b>22Q2</b>	<b>22Q3</b>	<b>22Q4</b>	<b>23Q1</b>	<b>23Q2</b>	<b>23Q3</b>	<b>23Q4</b>	<b>24Q1</b>	<b>24Q2</b>
GAAP Sales & Marketing	13,117	14,607	12,189	10,476	8,638	7,789	7,055	6,814	6,270
(-) Share-based Compensation	(1,859)	(1,244)	(1,090)	(1,733)	(1,172)	(800)	(440)	(303)	(294)
(-) Amortization Expense of Acquired Intangible Assets	(348)	(348)	(348)	(217)	(217)	(217)	(217)	(145)	-
Non-GAAP Sales and Marketing	10,910	13,015	10,751	8,526	7,249	6,772	6,398	6,366	5,976
(-) Depreciation of Property and Equipment	(127)	(124)	(141)	(150)	(134)	(142)	(105)	(30)	(41)
Adjusted Sales and Marketing	10,783	12,891	10,610	8,376	7,115	6,630	6,293	6,336	5,935
As % of Total Revenues	26.3%	31.5%	26.4%	23.0%	20.9%	18.9%	17.5%	19.2%	17.3%
<b>General &amp; Administrative Expenses (US\$000's)</b>									
GAAP General & Administrative	8,952	11,257	9,232	8,809	9,221	9,070	7,876	8,380	8,228
(-) Share-based Compensation	(1,986)	(1,671)	(1,770)	(1,931)	(2,077)	(1,945)	(1,197)	(986)	(748)
(-) Amortization Expense of Acquired Intangible Assets	(11)	(11)	(11)	(10)	(11)	(11)	(10)	(10)	(10)
(-) Financing Related Expenses	-	(2,166)	-	-	-	-	-	-	-
Non-GAAP General & Administrative	6,955	7,409	7,451	6,868	7,133	7,114	6,669	7,384	7,468
(-) Depreciation of Property and Equipment	(137)	(152)	(151)	(161)	(96)	(90)	(64)	(53)	(59)
(-) Amortization of Land Use Right	-	-	-	(593)	(869)	(850)	(853)	(858)	(858)
Adjusted General & Administrative	6,818	7,257	7,300	6,114	6,168	6,174	5,752	6,473	6,551
As % of Total Revenues	16.6%	17.7%	18.2%	16.8%	18.1%	17.6%	16.0%	19.6%	19.1%

# Adjusted EBITDA Reconciliation

<b>Adjusted EBITDA (US\$000's)</b>	<b>22Q2</b>	<b>22Q3</b>	<b>22Q4</b>	<b>23Q1</b>	<b>23Q2</b>	<b>23Q3</b>	<b>23Q4</b>	<b>24Q1</b>	<b>24Q2</b>
Total Revenues	40,979	40,988	40,118	36,443	34,038	35,016	36,041	33,021	34,209
Adjusted Gross Profit	28,615	26,078	26,049	24,440	22,884	23,437	23,501	20,884	21,695
Adjusted Research & Development	(26,545)	(24,693)	(16,703)	(16,888)	(16,620)	(15,701)	(13,694)	(14,611)	(15,546)
Adjusted Sales and Marketing	(10,783)	(12,891)	(10,610)	(8,376)	(7,115)	(6,630)	(6,293)	(6,336)	(5,935)
Adjusted General & Administrative	(6,818)	(7,257)	(7,300)	(6,114)	(6,168)	(6,174)	(5,752)	(6,473)	(6,551)
Other Operating Income	189	2,364	103	496	398	620	214	476	304
Adjusted EBITDA	(15,342)	(16,399)	(8,461)	(6,442)	(6,621)	(4,448)	(2,024)	(6,060)	(6,033)
Adjusted EBITDA Margin	(37.4%)	(40.0%)	(21.1%)	(17.7%)	(19.5%)	(12.7%)	(5.6%)	(18.4%)	(17.6%)
<b>Free Cash Flow (US\$000's)</b>									
Cash Flow from Operations	(23,797)	(8,833)	(4,640)	(8,928)	(5,330)	(3,033)	3,680	(6,487)	(7,555)
(-) Purchases of PPE	(450)	(1,085)	(1,416)	(185)	(265)	(206)	(268)	(587)	(377)
Free Cash Flow	(24,247)	(9,918)	(6,056)	(9,113)	(5,595)	(3,239)	3,412	(7,074)	(7,932)

# GAAP to Non-GAAP Reconciliation

<b>Net Income(Loss) Margin (US\$000's)</b>	<b>22Q2</b>	<b>22Q3</b>	<b>22Q4</b>	<b>23Q1</b>	<b>23Q2</b>	<b>23Q3</b>	<b>23Q4</b>	<b>24Q1</b>	<b>24Q2</b>
Total Revenues	40,979	40,988	40,118	36,443	34,038	35,016	36,041	33,021	34,209
GAAP Net Loss	(30,678)	(27,699)	(35,059)	(16,802)	(45,293)	(22,513)	(2,611)	(9,463)	(9,242)
(+) Share-based Compensation	9,033	7,230	6,719	7,424	6,835	6,643	3,710	4,434	3,159
(+) Acquisition Related Expenses	357	236	179	(44)	(369)	13	8	-	-
(+) Amortization Expense of Acquired Intangible Assets	556	556	556	345	345	345	345	273	129
(-) Income Tax Related to Acquired Intangible Assets	(84)	(84)	(84)	(53)	(53)	(53)	(53)	(42)	(20)
(+) Financing Related Expenses	-	2,166	-	-	-	-	-	-	-
(+) Impairment of Goodwill	-	-	11,941	-	31,928	-	-	-	-
Non-GAAP Net Income(Loss)	(20,816)	(17,595)	(15,748)	(9,130)	(6,607)	(15,565)	1,399	(4,798)	(5,974)
Non-GAAP Net Income(Loss) Margin	(50.8%)	(42.9%)	(39.3%)	(25.1%)	(19.4%)	(44.5%)	3.9%	(14.5%)	(17.5%)



**Thank you**