Alkami Technology
First Quarter 2024

Cautionary Statement Regarding Forward-Looking Statements

This presentation contains "forward-looking" statements relating to Alkami Technology, Inc.'s strategy, goals, future focus areas, and expected, possible or assumed future results, including its future cash flows and its financial outlook. These forward-looking statements are based on management's beliefs and assumptions and on information currently available to management. Forward-looking statements include all statements that are not historical facts and may be identified by terms such as "expects," "believes," "plans," or similar expressions and the negatives of those terms. These forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause actual results, performance or achievements to be materially different from any future results, performance or achievements, expressed or implied by the forward-looking statements. Factors that may materially affect such forward-looking statements include: Our limited operating history and history of operating losses; our ability to manage future growth; our ability to attract new clients and retain and expand existing clients' use of our solutions; the unpredictable and time-consuming nature of our sales cycles; our ability to maintain, protect and enhance our brand; our ability to accurately predict the long-term rate of client subscription renewals or adoption of our solutions; our reliance on third-party software, content and services; our ability to effectively integrate our solutions with other systems used by our clients; intense competition in our industry; any downturn, consolidation or decrease in technology spend in the financial services industry, including as a result of recent closures of certain financial institutions and liquidity concerns at other financial institutions; our ability and the ability of third parties on which we rely to prevent and identify breaches of security measures (including cybersecurity) and resulting disruptions of our systems or operations and unauthorized access to client customer and other data; our ability to successfully integrate acquired companies or businesses; our ability to comply with regulatory and legal requirements and developments; our ability to attract and retain key employees; the political, economic and competitive conditions in the markets and jurisdictions where we operate; our ability to maintain, develop and protect our intellectual property; our ability to respond to evolving technological requirements to develop or acquire new and enhanced products that achieve market acceptance in a timely manner; our ability to estimate our expenses, future revenues, capital requirements, our needs for additional financing and our ability to obtain additional capital and other factors described in the Company's filings with the Securities and Exchange Commission. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

The company reports its financial results in accordance with accounting principles generally accepted in the United States of America, or GAAP. However, the company believes that, in order to properly understand its short-term and long-term financial, operational and strategic trends, it may be helpful for investors to exclude certain non-cash or non-recurring items when used as a supplement to financial performance measures in accordance with GAAP. These items result from facts and circumstances that vary in both frequency and impact on continuing operations. These non-GAAP financial measures provide the company with additional means to understand and evaluate the operating results and trends in its ongoing business by eliminating certain non-cash expenses and other items that Alkami believes might otherwise make comparisons of its ongoing business with prior periods more difficult, obscure trends in ongoing operations, reduce management's ability to make useful forecasts, or obscure the ability to evaluate the effectiveness of certain business strategies and management incentive structures. In addition, the company also believes that investors and financial analysts find this information to be helpful in analyzing the company's financial and operational performance and comparing this performance to the company's peers and competitors.

Alkami Technology, Inc.

Who We Are

- Cloud-based digital banking platform serving U.S. financial institutions

What We Do

- Empower FIs to grow, drive user engagement and improve operational efficiency
- Leverage broad product set enabling retail and commercial banking

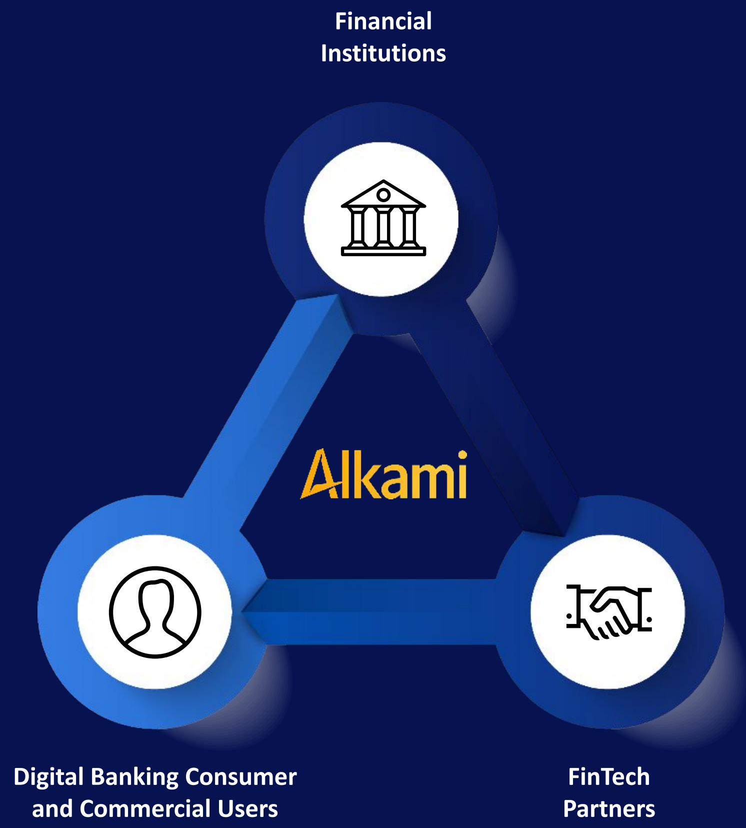
How We Do It

- Powerful, scalable technology stack
- Modern architecture, multi-tenant
- Continuous integration, delivery and deployment

Who We Serve

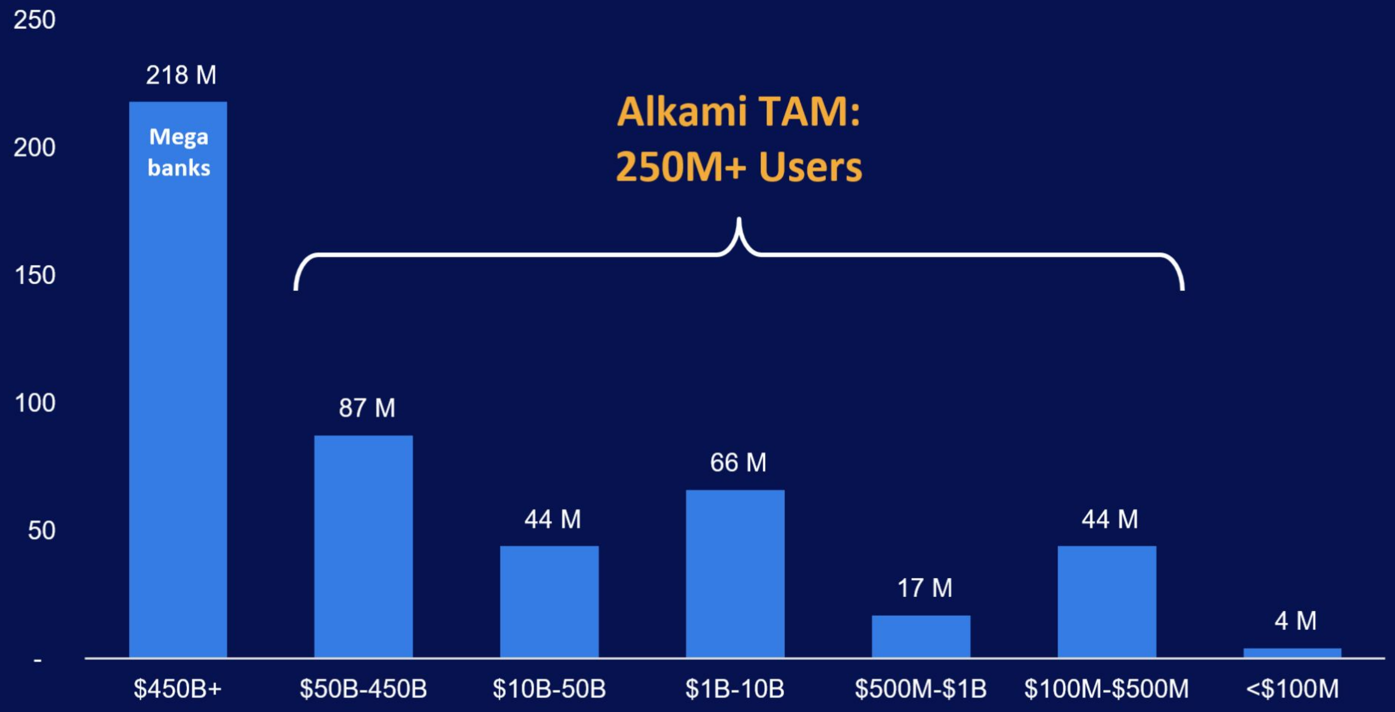
- Community, regional and super-regional FIs

> ***We enable FIs to effectively compete with larger, more technologically advanced and well-resourced competitors***



U.S. Digital Banking User Distribution

Users in millions by asset range, including megabanks

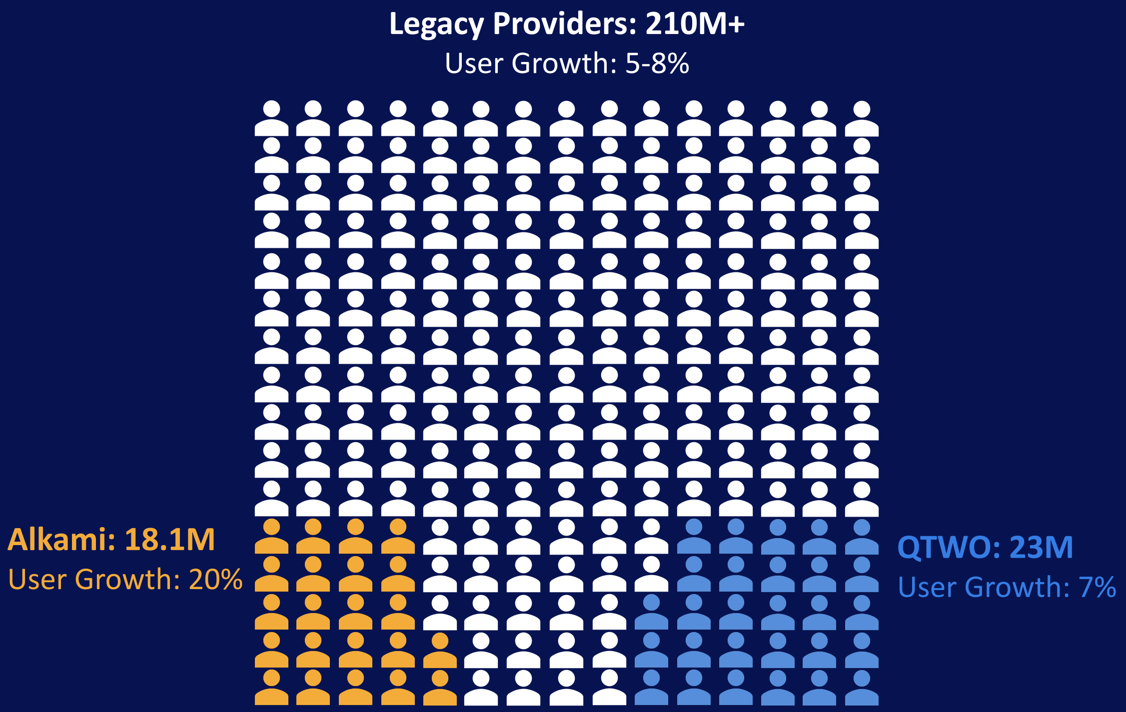


# of FIs:	9	38	131	1,253	1,043	3,238	3,677

Source: FI Navigator

Alkami's Addressable Market: User Characteristics

250M+ digital users, excluding megabanks



Total market digital users growing 5-8% historically, driven by:

- Increasing number of accounts per customer
- Ease of new account opening via digital tools
- Demographics, including post-COVID shift to ex-urban areas, decline in unbanked and underbanked customers

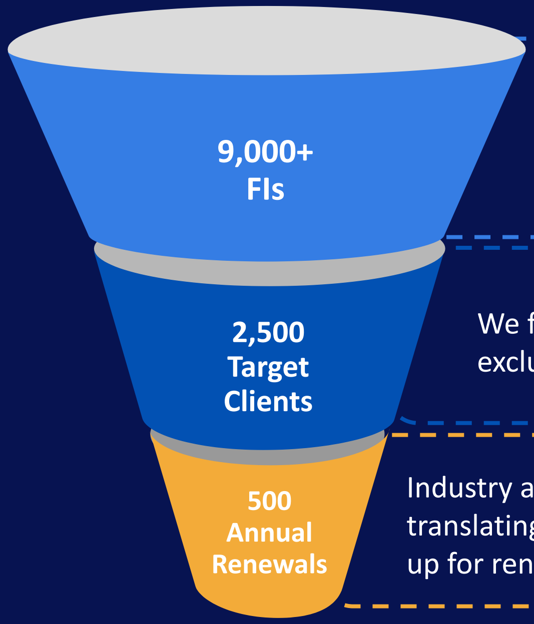
Digital user growth historically uncorrelated with contraction in branches or number of FIs

Addressable Market = FIs with assets from $100M to $450B, representing 250M digital users
Legacy Providers include Fiserv, FIS, JKHY, DI and other small or point solutions
Sources: Industry data including NCUA, and FDIC, FI Navigator, Cornerstone Advisors and Alkami internal research

Go-To-Market Cadence

Very targeted renewal class each year allows us to focus sales resources

- **Sales team** drives outbound lead generation, cross selling and account management
- **Client success team** supports retention and deepens the relationships with our clients



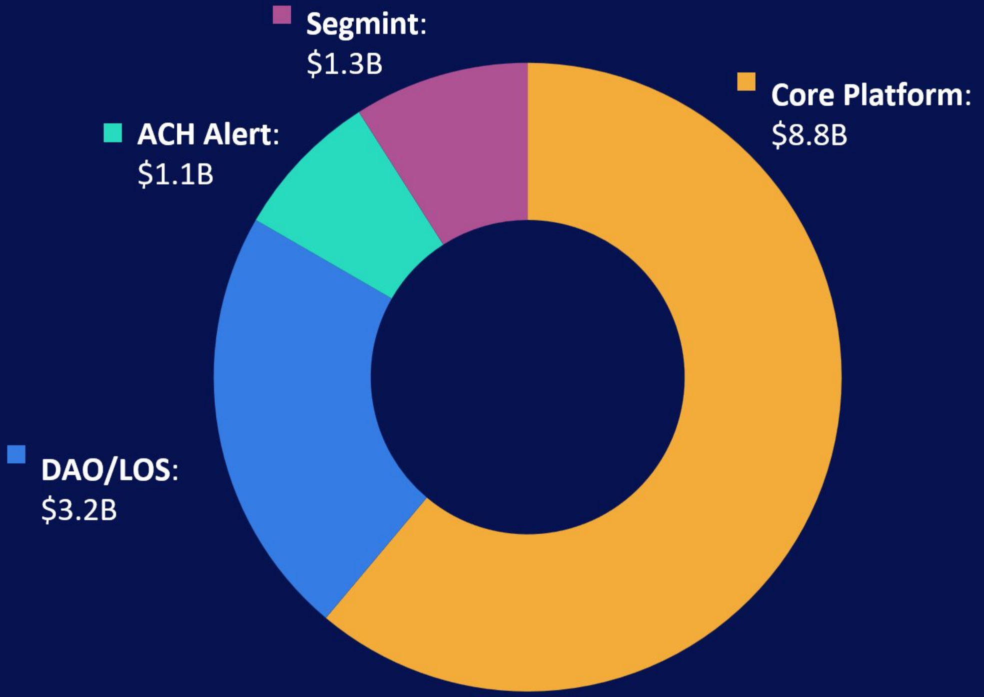
Over **9,000** FIs in the United States

We focus on the top **2,500** FIs excluding the megabanks

Industry average contract length is 5 years, translating to approximately 500 contracts up for renewal annually

Alkami's Addressable Market

Growing healthy $14 billion TAM



Total Addressable Market

- 250M digital users x $58 ARPU
- Digital users growing 5% to 8% annually
- 30+ products today vs. 9 in 2015

Core Platform

- 250M digital users x $35 ARPU
- Existing client digital penetration of <80% expected to converge to near 100%

DOA/LOS

- Acquired Q3 2021 - Digital Account Opening and Unsecured Loan Origination

ACH Alert

- Acquired Q4 2020 - Fraud Prevention

Segmint

- Acquired Q2 2022 - Managed Marketing & AI

250M users represents FIs with assets between $100M and $450B
Sources: Industry data including NCUA, and FDIC, FI Navigator, Cornerstone Advisors and Alkami internal research

Multiple Levers Driving Growth

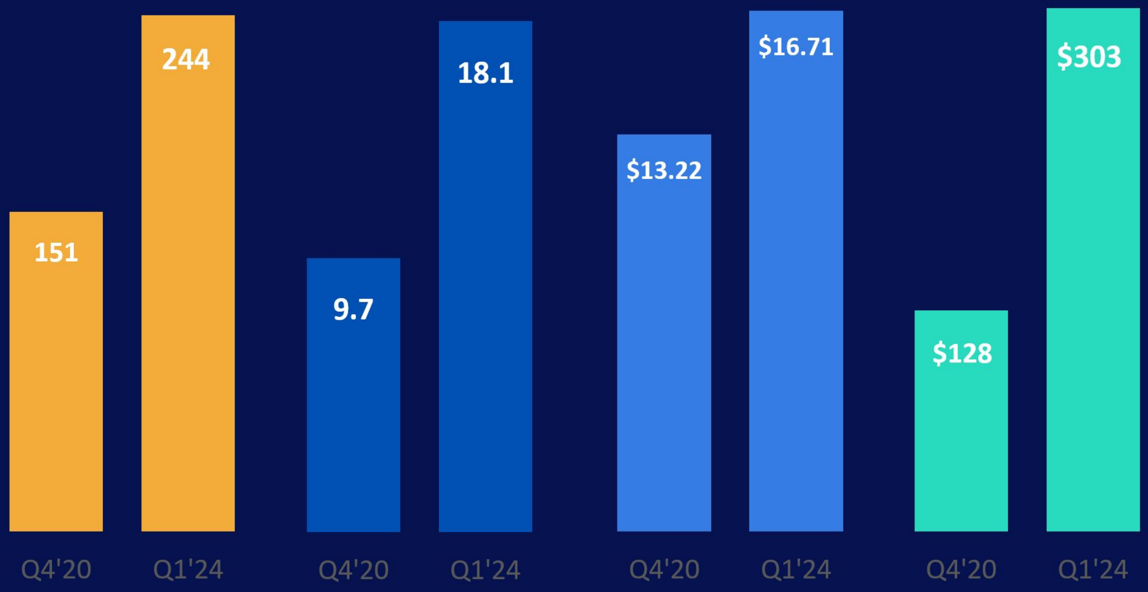
ARR expansion driven by new client wins, user penetration and RPU growth

Number of Clients (Digital Banking Platform)
Market share gains through technology expertise and product depth

Registered Users (M)
New wins with larger user bases plus expanded penetration of existing base

RPU ($)
Supported by growing product depth and dedicated cross-sell team

ARR ($M)
Driven by client growth, user penetration and RPU expansion

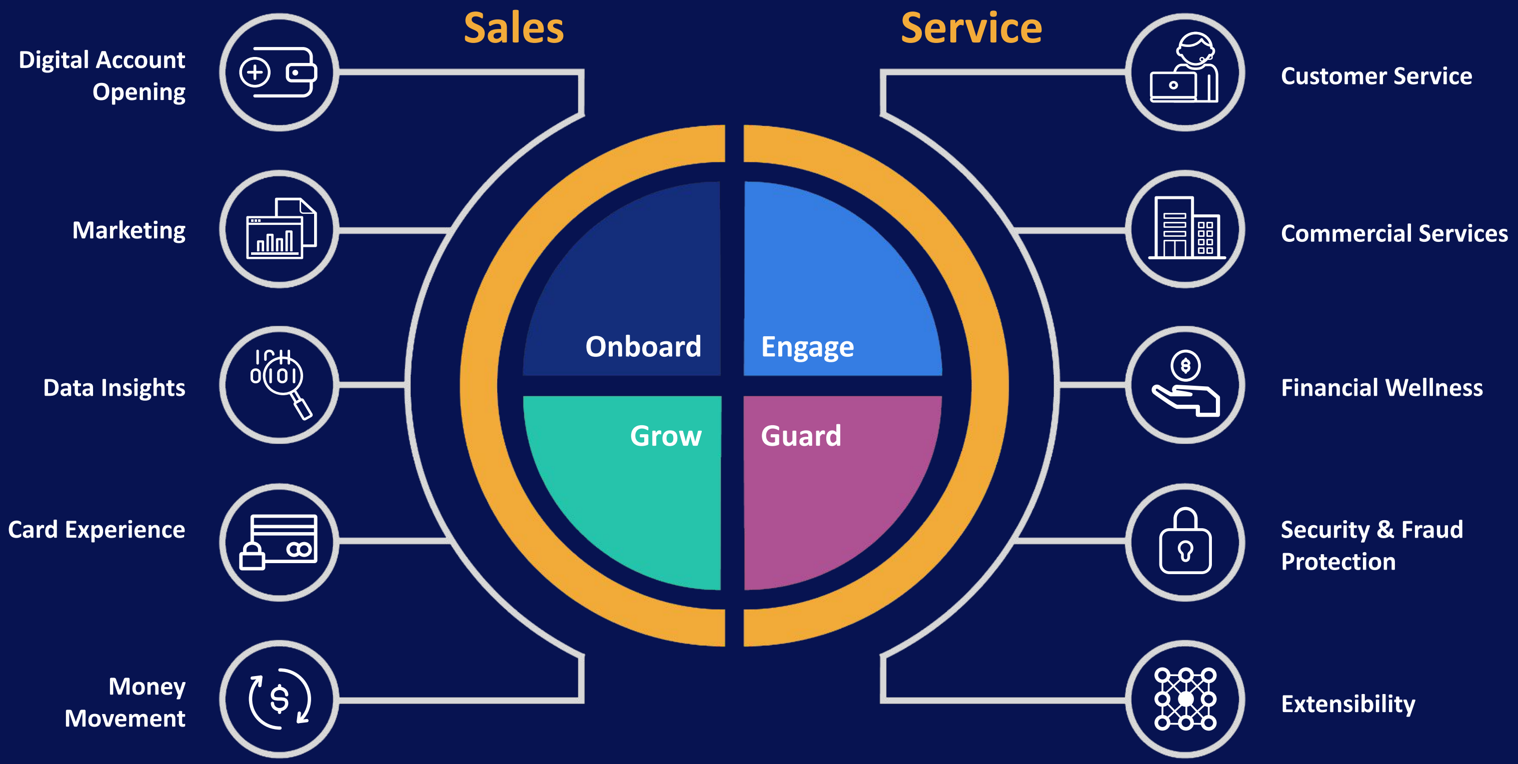


- Clients driven by new logo wins, historically among credit unions, with a growing presence among banks
- Registered users grow as we add new logos and as clients add users
- RPU driven by product penetration at initial sale and by add on sales, and is offset by volume discounts as existing clients add users

Note: RPU and ARR include subscription and recurring implementation services revenue

Alkami's Digital Sales & Service Platform

Comprehensive digital banking to help FIs manage costs and remain competitive



Product Strategy

The Three Product Pillars

Digital Banking

- Lead with UX
- Deepen integrations with cores & third party systems
- Hyperfocus on Commercial Banking & DAO

Data Services

- Data Integrity
- Integrating Flux, Segmint and Digital Banking further
- Monetizing data

Platform Services

- Streamlined, trackable and performant APIs
- Enhanced SDK to enable easier customization
- Developer Portal MVP

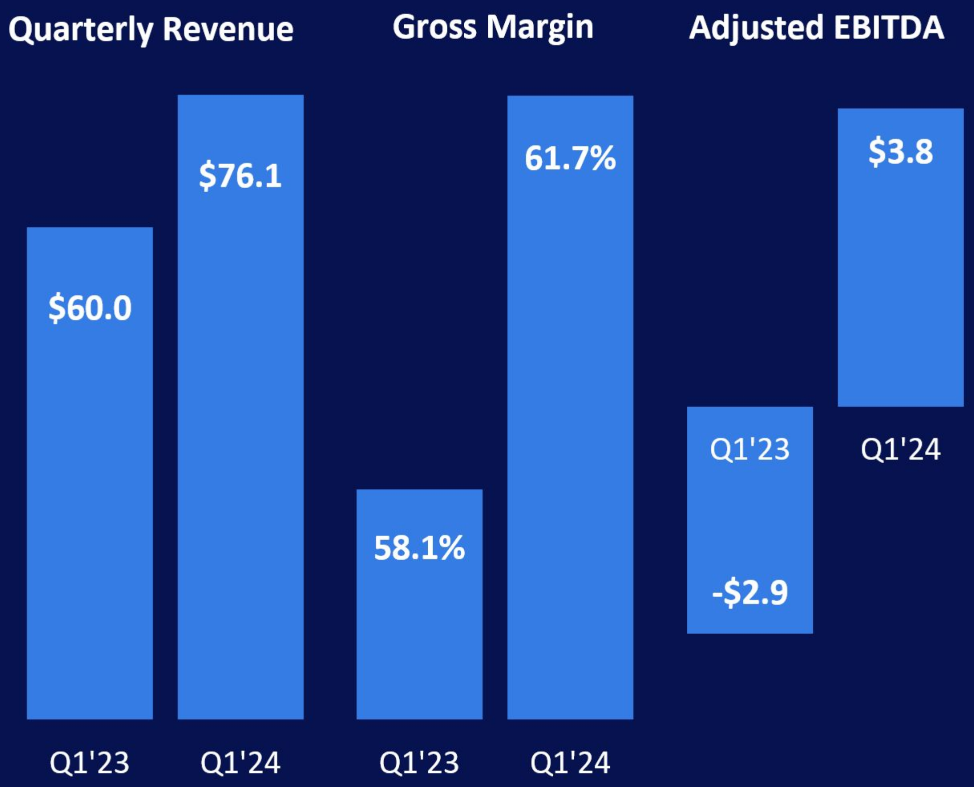
How We Achieve Our Long-term Objectives

- Market Leadership
- Drive Add-On Sales
- Maintain Strong Credit Union Position
- Scale and Continued Cost Discipline
- Grow Bank Mindshare and Capabilities
- Continuous Product and Platform Improvement

Financial Overview

Q1 2024 Financial Performance

$M



Note: Gross margin % on a non-GAAP basis

- Q1’24 revenue growth of 27% driven by new clients, existing client user growth and ARPU growth
- GM expansion consistent with our plan to increase GM 200-300 bps per year through 2026
- Adj EBITDA expansion driven by continued scale and efficiencies in Research & Development, Sales & Marketing and General & Administrative

Operating and Financial Highlights

Digital Banking Clients	
206	244
Q1 2023	Q1 2024

Registered Users	
15.1M	18.1M
Q1 2023	Q1 2024

ARR

$303M

3/31/24

RPO

$1.2B

Remaining Performance Obligations as of 3/31/24

Subscription Revenue

96%

Subscription Revenue Mix as of 3/31/24

Net Dollar Retention

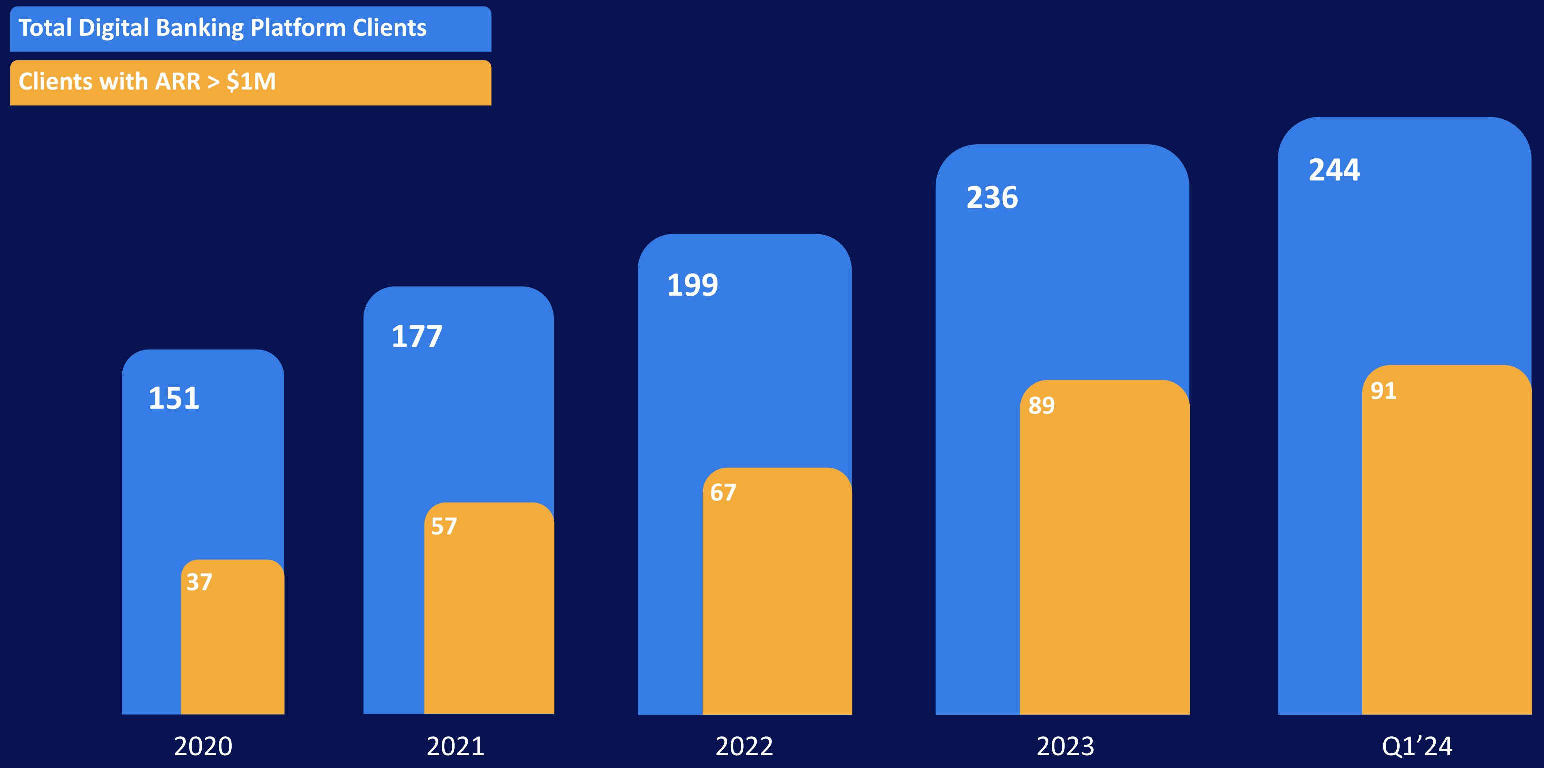
115%

12/31/23

- Signed 6 new digital banking platform clients in Q1
- Implemented 8 clients in Q1, bringing digital platform client count to 244
- 42 new clients in implementation backlog, representing 1.3M digital users
- Exited Q1 with 18.1M registered users, up 3.0M or 20%. Drivers: (i) FIs implemented in last twelve months represent 1.5M registered users and (ii) existing clients increased their registered users by 1.5M
- Increased ARR 26% to $303M
- Remaining purchase obligation reached $1.2B representing almost 4 times live ARR and was 32% higher than a year ago
- LTM churn of 0% vs long-term expected churn of 2-3%

Client Base Expansion

ARR growth driven by larger new logos and increased product penetration



Strong Historical Revenue Growth

$M

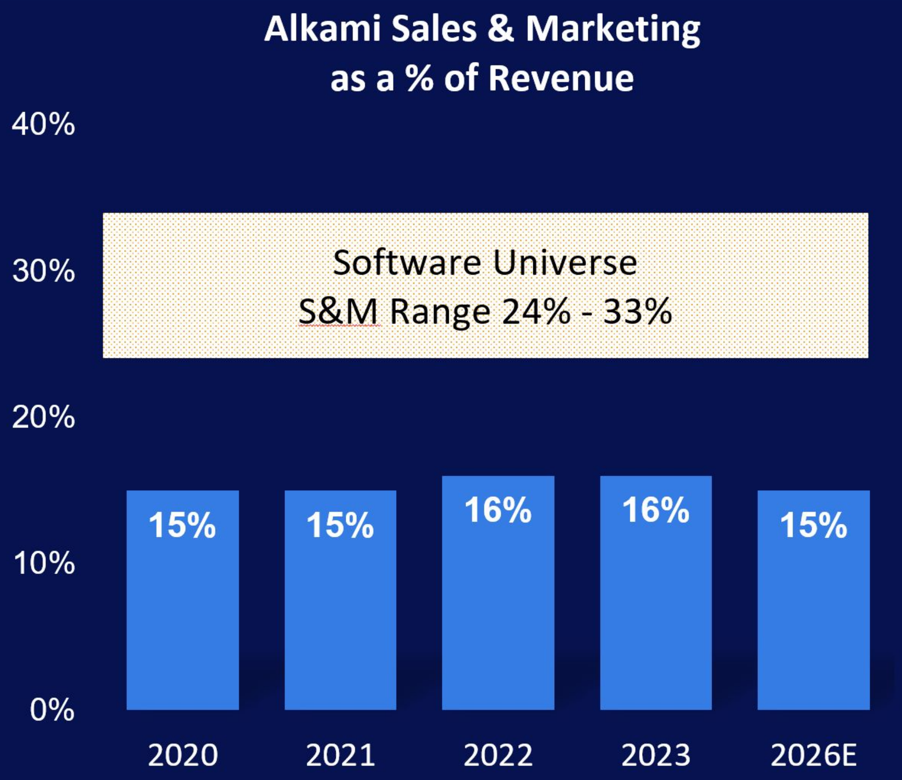
Gross Margin Expansion Driven by Scale and Efficiency

$M

Note: Represents Non-GAAP GM; Q1'24 represents LTM

*Efficiency = Hosting, IT, Implementation, Support

Best-in-Class GTM Efficiency

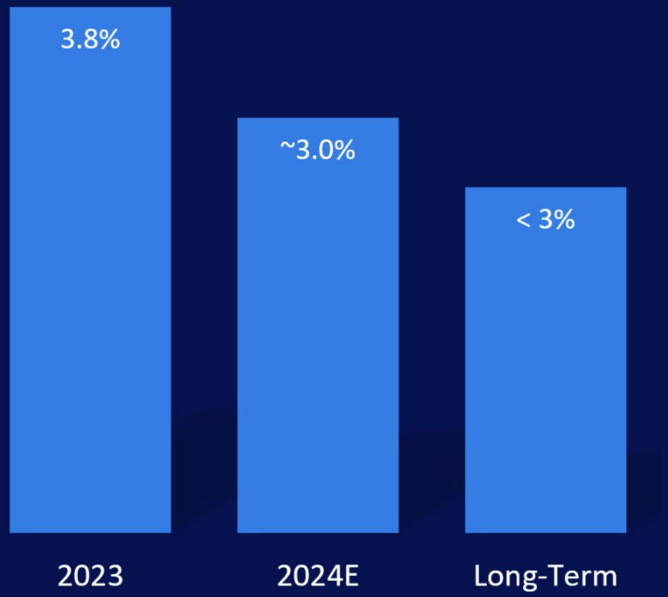


Software Universe Source: Evercore; n = 149

- Long-term contract structure reduces annual GTM motion
- Alkami average client retention of 97% - 98%
- 2026E reflects continued growth in S&M spend related to bank market expansion and increased product depth
- Historical high sales team productivity and GTM efficiency; LTM increase in ARR to S&M expense is 1.4x, among the best in SaaS
- Continued GTM efficiency driven by cross-sale success and upsell opportunities from user growth among our existing client base

Clear Path to Manage Equity Dilution

Equity Dilution



Using equity as a strategic element to drive executive and shareholder alignment

Actively managing the use of equity compensation and the resulting SBC and shareholder dilution

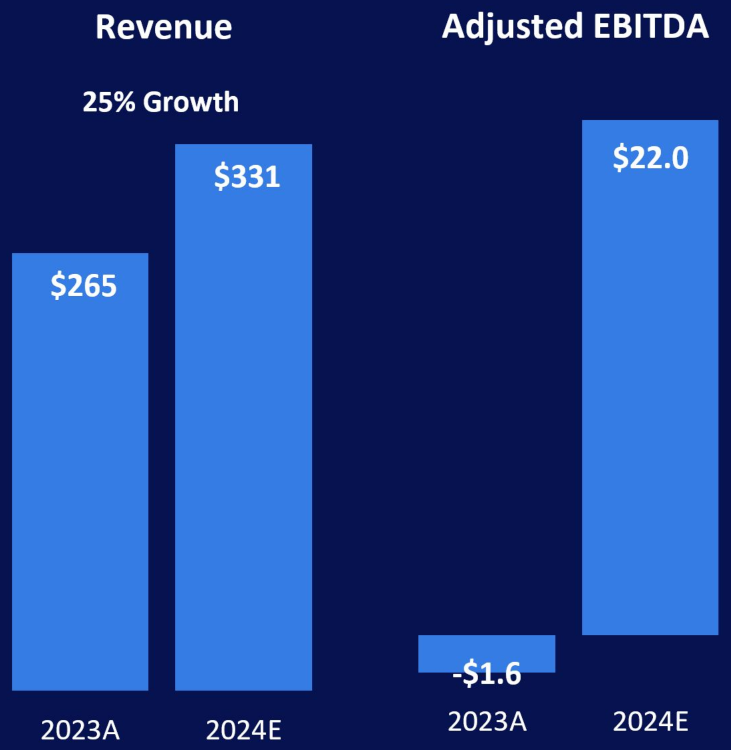
Key drivers include:

- Operating leverage
- Compensation mix: salary, variable cash, equity
- Vesting duration
- Controlled headcount expansion
- Headcount mix, including locations and levels

2024E based on management-issued guidance as of May 1, 2024
Long-term based on previously issued expectation of mid-20% revenue growth and Adj. EBITDA margin of 20% by 2026
Includes impact of forfeitures

2024 Financial Guidance

$M



- Second quarter 2024 revenue guidance of $80.5 million to $82 million, and adjusted EBITDA guidance of $2.8 million to $3.8 million
- Full year 2024 revenue guidance of $328.5 million to $333 million representing 24% to 26% growth and Adj EBITDA guidance of $20.5 million to $23.5 million
- Revenue growth driven by continued new client expansion, existing user growth and ARPU expansion
- Adj EBITDA growth driven by continued scale and efficiencies in operating costs
- Second quarter expected to be modestly lower than the first quarter of the year, consistent with seasonality of second-quarter expenses

2024E reflects midpoint of management guidance provided May 1, 2024

Attractive Long-Term Profile

Expect substantial margin improvement through scale, product mix and operational efficiency

Non-GAAP	2020	2021	2022	2023	Q1'24	2026 Target
Gross Margin	**53%**	**57%**	**57%**	**59%**	**62%**	**65%**
Operating Expenses (as % of Revenue)						
Research & Development	35%	30%	28%	26%	25%	
Sales & Marketing	15%	15%	16%	16%	16%	
General & Administrative	26%	27%	23%	19%	17%	
Operating Expenses	**76%**	**73%**	**67%**	**61%**	**57%**	
Adjusted EBITDA	**(21)%**	**(14)%**	**(9)%**	**(1)%**	**5%**	**20%**

Note: Non-GAAP; columns may not sum due to rounding
Note: Sales & Marketing Expense to Revenue peaks in the second quarter due to our annual client conference

Selected Historical Data

	2020	2021	2022	2023	Q1'24
Digital banking platform clients	151	177	199	236	244
Growth %		*17%*	*12%*	*19%*	*18%*
Digital banking platform users (M)	9.7	12.4	14.5	17.5	18.1
Growth %		*28%*	*18%*	*20%*	*20%*
Live ARR ($M)	$ 128.0	$ 169.0	$ 226.1	$ 291.0	302.7
Growth %		*32%*	*34%*	*29%*	*26%*
RPU	$ 13.22	$ 13.68	$ 15.55	$ 16.63	16.71
Growth %		*3%*	*14%*	*7%*	*5%*
RPO ($M)	$ 510	$ 652	$ 893	$ 1,140	1,195
Growth %		*28%*	*37%*	*28%*	*32%*

Note: Segmint acquisition completed second quarter 2022

Non-GAAP Reconciliations

($000s)

Revenues	FY20[1]	FY21	FY22	FY23	Q1'23	Q1'24
GAAP total revenues	$ 112,142	$ 152,159	$ 204,270	$ 264,831	$ 59,996	$ 76,127
Annual Recurring Revenue (ARR)	$ 127,987	$ 169,049	$ 226,096	$ 291,049	$ 240,050	$ 302,659
Registered Users	9,680	12,355	14,536	17,502	15,119	18,113
Revenue per Registered User (RPU)	$ 13.22	$ 13.68	$ 15.55	$ 16.63	$ 15.88	$ 16.71
GAAP cost of revenues	$ 52,986	$ 68,352	$ 95,946	$ 120,720	$ 27,858	$ 32,095
Amortization	(118)	(704)	(4,358)	(6,579)	(1,599)	(1,775)
Stock-based compensation expense	(369)	(1,973)	(4,389)	(5,584)	(1,146)	(1,178)
Non-GAAP cost of revenues	52,499	65,675	87,199	108,557	25,113	29,142

[1]The Company has reclassified certain referenced fiscal year 2020 amounts to conform to current period presentation

Non-GAAP Reconciliations

($000s)

Gross Margin	FY20[1]	FY21	FY22	FY23	Q1'23	Q1'24
GAAP gross margin	52.8%	55.1%	53.0%	54.4%	53.6%	57.8%
Amortization	0.1%	0.4%	2.2%	2.5%	2.6%	2.3%
Stock-based compensation expense	0.3%	1.3%	2.1%	2.1%	1.9%	1.6%
Non-GAAP gross margin	53.2%	56.8%	57.3%	59.0%	58.1%	61.7%

Operating Expenses	FY20	FY21	FY22	FY23	Q1'23	Q1'24
GAAP R&D expense	$ 40,209	$ 48,800	$ 69,329	$ 84,661	$ 20,549	$ 22,820
Stock-based compensation expense	(417)	(2,915)	(11,398)	(15,995)	(3,775)	(3,998)
Non-GAAP R&D expense	39,792	45,885	57,931	68,666	16,774	18,822
GAAP sales and marketing expense	$ 16,683	$ 24,174	$ 36,811	$ 48,557	$ 10,878	$ 13,843
Stock-based compensation expense	(147)	(1,028)	(4,042)	(7,220)	(1,590)	(2,031)
Non-GAAP sales and marketing expense	16,536	23,146	32,769	41,337	9,288	11,812
GAAP general and administrative expense	$ 36,436	$ 50,398	$ 71,247	$ 72,900	$ 17,111	$ 19,315
Stock-based compensation expense	(1,021)	(8,619)	(24,763)	(22,432)	(4,733)	(6,345)
Expenses related to tender offer	(6,091)	-	-	-	-	-
Non-GAAP general and administrative expense	29,324	41,779	46,484	50,468	12,378	12,970

Non-GAAP Reconciliations

($000s)

Net Loss	FY20[1]	FY21	FY22	FY23	Q1'23	Q1'24
GAAP net loss	$ (56,645)	$ (47,099)	$ (58,600)	$ (62,913)	$ (16,963)	$ (11,433)
Convertible preferred stock deemed and accrued dividends	5,290	277	-	-	-	-
Provision (benefit) for income taxes	-	172	(461)	44	196	189
(Gain) loss on financial instruments	15,818	3,035	200	(534)	(210)	(112)
Amortization	209	1,072	5,513	8,014	1,959	2,134
Stock-based compensation expense	1,954	14,535	44,592	51,231	11,244	13,552
Expenses related to tender offer	6,091	-	-	-	-	-
Acquisition-related expenses, net	839	2,983	(12,529)	263	186	60
Non-GAAP net loss	(26,444)	(25,025)	(21,285)	(3,895)	(3,588)	4,390

Adjusted EBITDA	FY20	FY21	FY22	FY23	Q1'23	Q1'24
GAAP net loss	$ (51,355)	$ (46,822)	$ (58,600)	$ (62,913)	$ (16,963)	$ (11,433)
Provision (benefit) for income taxes	-	172	(461)	44	196	189
(Gain) loss on financial instruments	15,818	3,035	200	(534)	(210)	(112)
Interest (income) expense, net	434	699	1,154	(711)	31	(1,009)
Depreciation and amortization	2,775	3,443	8,075	10,631	2,586	2,562
Stock-based compensation expense	1,954	14,535	44,592	51,231	11,244	13,552
Expense related to tender offer	6,091	-	-	-	-	-
Acquisition-related expenses, net	839	2,983	(12,529)	263	186	60
Loss on extinguishment of debt	-	-	18	409	-	-
Adjusted EBITDA	(23,444)	(21,955)	(17,551)	(1,580)	(2,930)	3,809

[1]The Company has reclassified certain referenced fiscal year 2020 amounts to conform to current period presentation