RingCentral to Become Exclusive Provider of UCaaS Solutions to Avaya in Strategic Partnership
Disclosures

This presentation and the accompanying oral presentation include forward-looking statements within the meaning of the federal securities laws. These statements relate to, among other things, RingCentral’s future financial and operating performance, RingCentral’s plans to partner with Avaya to offer Avaya Cloud Office by RingCentral, the anticipated benefits of and activity under RingCentral’s strategic partnership with Avaya, including the ability to create a long-term growth opportunities for RingCentral, and the expected timeframe for the closing of the strategic transaction.

These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, including risks related to the parties’ ability to successfully satisfy closing conditions and perform their obligations under the commercial arrangement, the parties ability to successfully develop and execute the envisioned jointly developed programs, technology and automation, the ability to successfully transition customers to RingCentral’s UCaaS solution, as well as those risks and uncertainties included under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” in RingCentral’s Form 10-Q for the quarter ended June 30, 2019, filed with the Securities and Exchange Commission; and in other filings RingCentral makes with the Securities and Exchange Commission from time to time.

All forward-looking statements in this presentation are based on information available to RingCentral as of the date hereof, and we undertake no obligation to update these forward-looking statements, to review or confirm analysts’ expectations, or to provide interim reports or updates.

In this presentation, unless otherwise indicated, references to financial measures are non-GAAP. For a reconciliation of historical certain non-GAAP measures, please visit our investor relations website at ir.ringcentral.com to access our earnings release, earnings presentation, and our periodic SEC reports.
### Strategic Partnership Between Two Industry Leaders

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Accelerating UC Market Transition to Cloud

RingCentral to be exclusive provider of UCaaS solutions to Avaya

- Exclusive solution “Avaya Cloud Office by RingCentral” (“Avaya Cloud Office” or “ACO”)
- Empowers Avaya’s global sales and partner network across over 180 countries
- Attractive TCO for Avaya customers and favorable compensation for Avaya and its partners
- Automated configuration tools will be jointly developed to reduce complexities and simplify migration
Leveraging RingCentral Platform and Avaya Global GTM

**RingCentral**
- Market Position: Leading UCaaS Provider
- Unified Solution: Voice, Video, Team Messaging
- Open Platform: 2,500+ Integrations, 23K+ Developers
- Global Footprint: Over 24 Data Centers Worldwide

**AVAYA**
- UC Installed Base: 100M+ Users
- Enterprise Leadership: 90%+ Fortune 100
- Global Reach: 180+ Countries
- Global GTM: 4,000+ Sales & Service, 4,700+ Partners

Partnership Primed for Success
A Leader in the 2019 Gartner Magic Quadrant for Unified Communications as a Service, Worldwide

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Delivering Cloud Solution to a Large UC Installed Base

Global UC Installed Base (400M+)

Avaya
- UC Leader with over 90% of Fortune 100 and over 55% International

Avaya UC Installed Base (100M+)

RingCentral
- UCaaS Leader with approximately 2M Users

Global UC installed base estimate based on Synergy Research Group 2Q 2019 UC Market Tracker and Gartner June 2019. Avaya UC installed base based on Avaya data. RNG UCaaS installed base based on RingCentral data.
Service Delivery Experience for Avaya Customers

The Customer Journey

Buy | Activation & Deployment | Use | Customer Care | Payment

Avaya | RingCentral | RingCentral & Avaya
Agreement Terms

**Commitment towards Avaya Cloud Office**

- Joint contribution of resources towards development and GTM of Avaya Cloud Office
- RingCentral to pay Avaya $375 million advance mainly for future commissions and certain licensing rights
- Funded primarily in stock

**Minority investment in Avaya**

- $125 million investment (~6% stake)
- Redeemable and convertible preferred instrument (3% PIK)
- Funded from existing cash on balance sheet
Positive Impact to Financial Model

Committed to Pure-Play Software-as-a-Service Growth Model

► Reinforces RingCentral’s pure SaaS business model
► No asset or business purchase
► No partial or full financial consolidation or equity method accounting for RingCentral

Growth and Profitability

► Enhances top-line growth
► Favorable unit economics driven by lower cost to book vs direct and channel efforts
► Accretive to long-term operating profit margin
Win-Win

- Leverages Avaya’s global GTM capabilities
- Accelerates international reach
- Generates favorable unit economics
- Creates new drivers for long-term growth

- Expands product portfolio with UCaaS
- Accelerates transformation to the cloud
- Strengthens balance sheet
- Unlocks value from largely unmonetized base of business as it brings compelling value to customers and partners
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