

DROPSUITE LIMITED | ASX:DSE

Dropsuite | AGM Presentation

26 MAY 2021

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Agenda

Chairman Address

Theo Hnarakis

MD Presentation

Charif Elansari

Formal Business

Q&A

Board and Management

CHARIF ELANSARI

Managing Director



- Founding member of Google Asia Pacific
- Previously held senior positions at Google and Dell in Asia Pacific and North America

THEO HNARAKIS

Non-Executive Chairman



- Previously, MD of ASX 300 Melbourne IT, News Corporation & PMP Communications Group
- Director at Farmgate MSU (Provenir)

DR. BRUCE TONKIN

Non-Executive Director



- Chief Operating Officer at .au Domain Administration Limited
- Previously, CTO and CSO of Melbourne IT (ASX 300)

RIDLEY RUTH

Chief Operating Officer



- 20 years experience in selling security software to service providers
- Previously VP of Sales at CloudFlare

RON HART

Chief Technology Officer



- Early pioneer of cloud-based platforms
- Lead technology developer at US- based myTriggers.com and inContact (NASDAQ: SAAS)

BILL KYRIACOU

Head of Finance



- 20 years of finance experience in listed technology and media companies
- Previously Computershare and Crowd Mobile Limited.

Chairman's Address



NAVIGATED UNPRECEDENTED YEAR

DSE performed exceptionally well despite the challenges presented by the global pandemic



PRODUCT LEADERSHIP

Demonstrated continued industry leadership as evidenced by the recognition by Infotech



RECORD YEAR

Significant increase in all key metrics and solid underlying financial position



POSITIONED FOR GROWTH

Solid execution with industry tailwinds

MD's Presentation

COMPANY OVERVIEW

YEAR IN REVIEW

FINANCIAL PERFORMANCE

OUTLOOK

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Dropsuite Safeguards Business Information

We are a global partner-centric company building secure, scalable and highly useable cloud backup technologies for businesses, big and small.



Scalable Revenue

Underpinned by growing SaaS revenue



Backup Leader

#1 cloud vendor as validated by InfoTech



Global Presence

Approaching 500k users across >100 countries



Committed Team

Across Asia Pacific, North America and Europe

Tailwinds Propelling Growth

Industry growing at 24% per year

-  Cyber & Data Loss Threats
-  Data Privacy Regulation
-  Cloud migration

2017

\$6bn

2025



\$22.2bn

Global Data Backup and Recovery Market growing at 24% (CAGR)

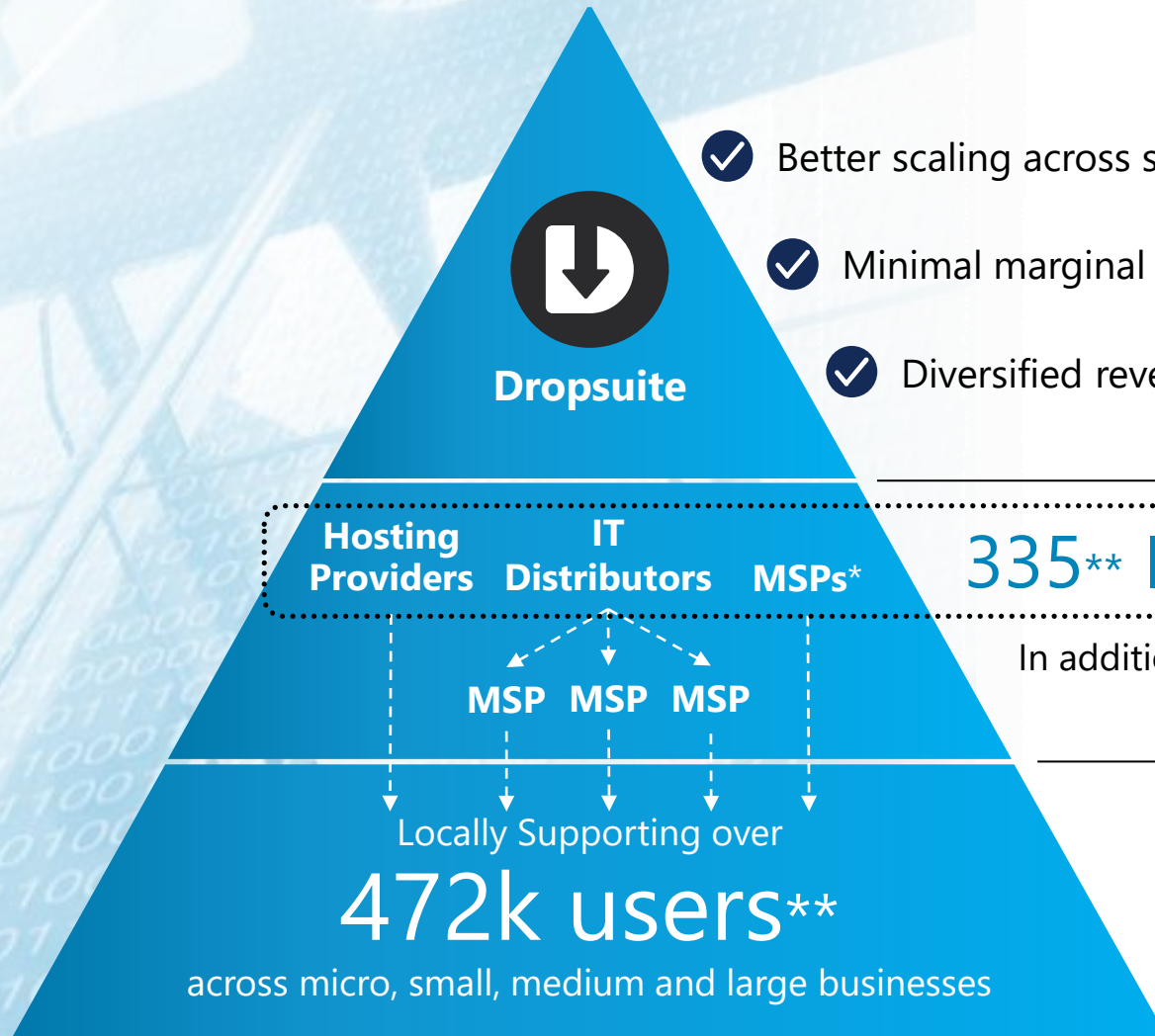
Source: <https://www.globenewswire.com/news-release/2020/03/04/1995163/0/en/Cloud-Backup-and-Recovery-Software-Market-to-Reach-22-22-Billion-Globally-by-2025-Says-Allied-Market-Research.html/>

The Product Suite



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Partner-led Business Model

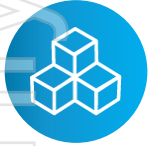


- ✓ Better scaling across sales, support and marketing
- ✓ Minimal marginal cost to serve growing revenue and users
- ✓ Diversified revenue base and fast path to operational leverage

In addition to hundreds of MSPs transacting via IT Distributors

* MSP: Managed Service Provider ** As at 31 March 2021

The Dropsuite Advantage



Seamless Partner Integration

Integrates with any partner infrastructure and delivers streamlined provisioning, billing and support



Exceptional User Experience

Simple intuitive interface that is packed with useful and powerful features, including insights and analytics



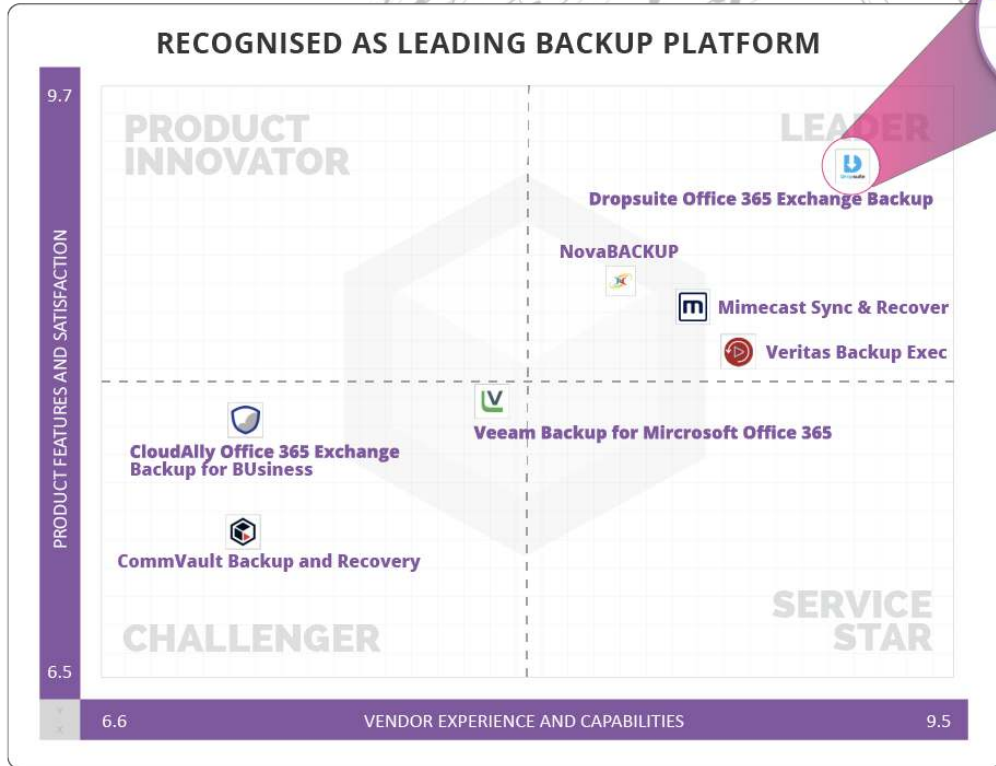
Cutting-edge Cloud Platform

Built for the cloud from day one. Secure public and private cloud platform deployed globally



Highly Responsive Team

Expert training, marketing and technical support delivered by an agile and passionate team



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2020 in Review



Growth Pillars – 2020 Update



Growth Through Partnerships

Increased global footprint by ~90 new partners

Expanded Integration options for new and existing partners

01



Continuous Product Innovation

More than 200 product and feature upgrades

#1 email Office 365 backup by Info-tech, a software research firm

02



Diversify Revenue and Boost ARPU

Increased ARPU (USD) by 19% year-on-year

Reduced Top 10 Revenue contribution from 74% to 70% with very low churn

03

2020 Financial Results

Continued improvement across all key financial metrics year-on-year

Total Revenue **\$7.03m**

↑ 50%

Gross Margin* **67%**

↑ 6%

Cash Receipts **\$6.09m**

↑ 37%

Operating Expenses **\$5.8m**

↑ 12%

EBITDA **(\$1.66m)**

↑ 30%

Cash At Hand* **\$2.48M**

↑ +123%

* Dec 2020 vs. Dec 2019

Growth Continues in Q1'21

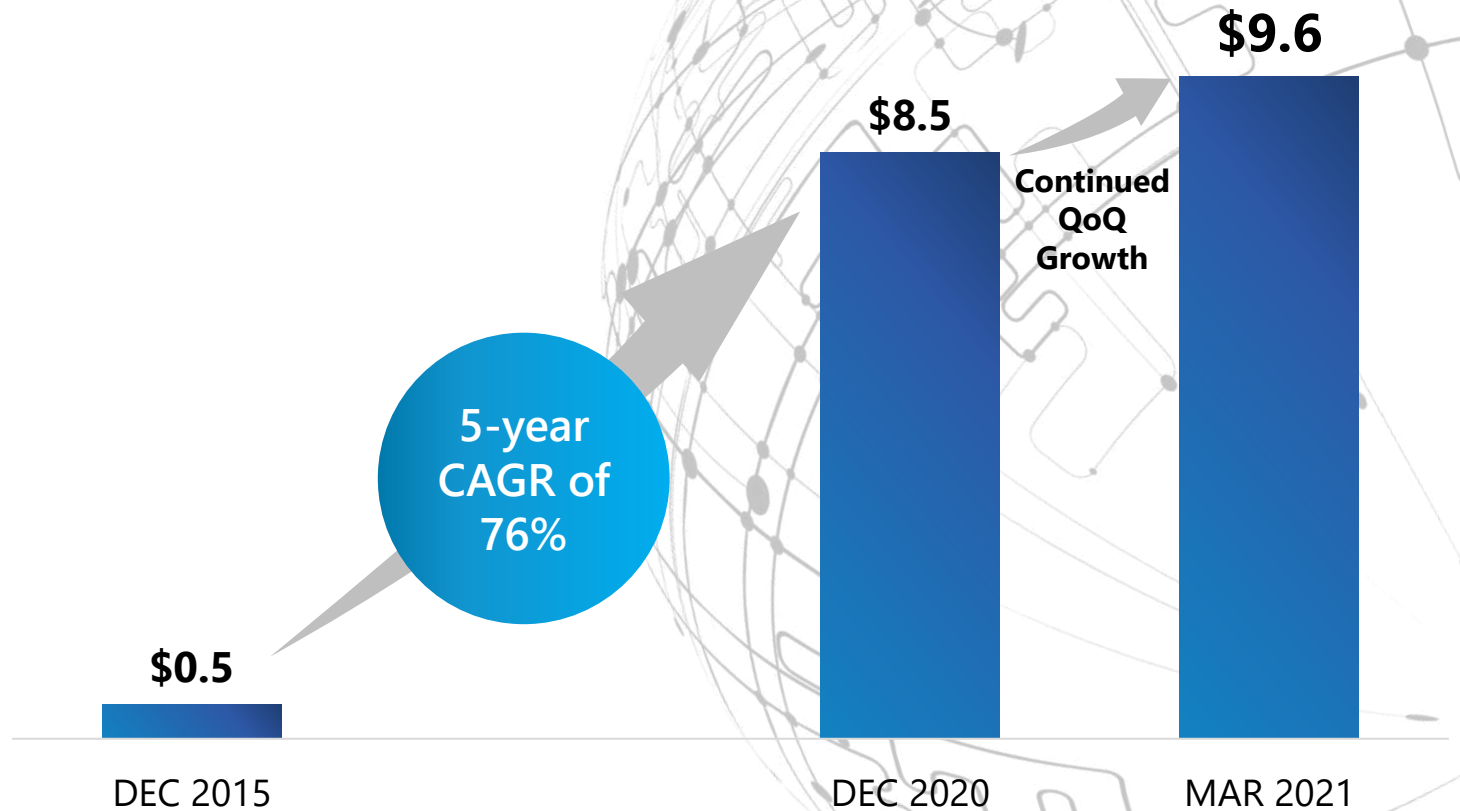
End Users
↑ **50% to 472K**

Reseller Partners
↑ **35% to 335**

Monthly Revenue per User
↑ **18% to \$1.68**

Partner Churn Rate
Stable at <3%

Annualised Recurring Revenue (m)



* Percentage growth is on previous corresponding period and constant currency

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Outlook



Single Vendor Story in 2021



Partners' choice for all email and productivity backup requirements across any platform, geography, customer segment or vertical

Any Platform

 Microsoft 365
Google Workspace
& On-Premise & Cloud

Any Geography

Americas
Europe
Asia
Australia

Any Segment

End Clients from
1-1000s of users

Any Vertical

Including:
Healthcare
Financial
Government



Outlook



Strong ARR and user growth trajectory bolstered by industry tailwinds and solid execution



Continued investment in future growth in people and programs across sales, marketing and engineering in 2021 and beyond



Well-funded for organic growth and positioned to reach **profitability and cash break-even** within 2021



Expand product offerings in the coming 18-24 months through in-house innovation and consideration of strategic acquisitions

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This presentation is authorised by the Board of Directors

