



Investor Presentation FY 2024 Financial Results

February 2025

ASX:DSE





We help businesses stay in business

Dropsuite is a partner-centric company building secure, scalable and highly useable cloud backup technologies for businesses, big and small



1.65M
paid users



778
direct partners



\$49.8M
ARR



105
countries



155
employees

Key business metrics delivered in FY 2024

ARR

\$49.8m



37% on PCP
on constant
currency

Gross Margin

69%



+100bps on
PCP

Underlying EBITDA

\$2.11m



\$0.6m lower
than PCP

ARPU

\$2.52



+2% on PCP
(3%) on PCP on
constant currency

Paid Users

1.65m



42% YoY

Cash on Hand

\$28.57m



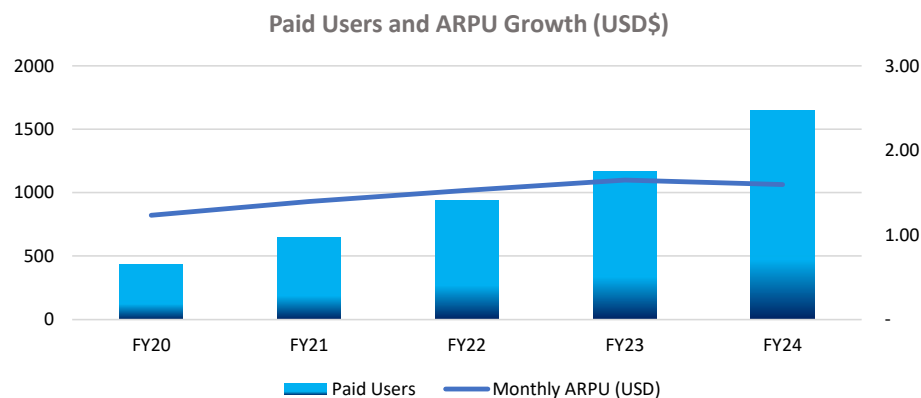
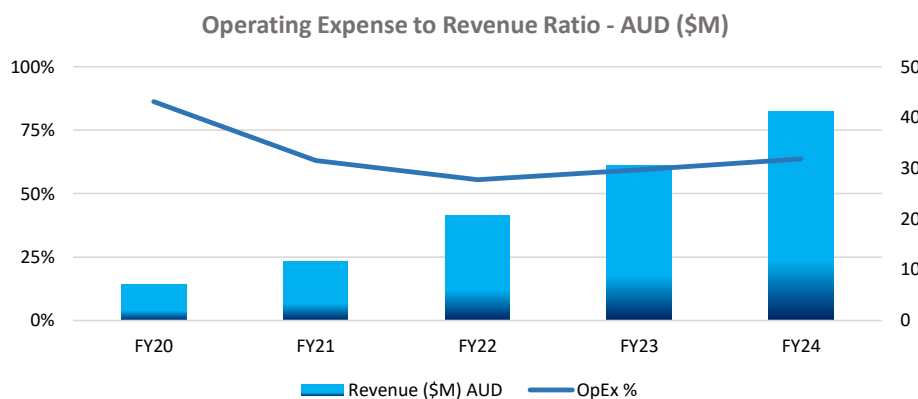
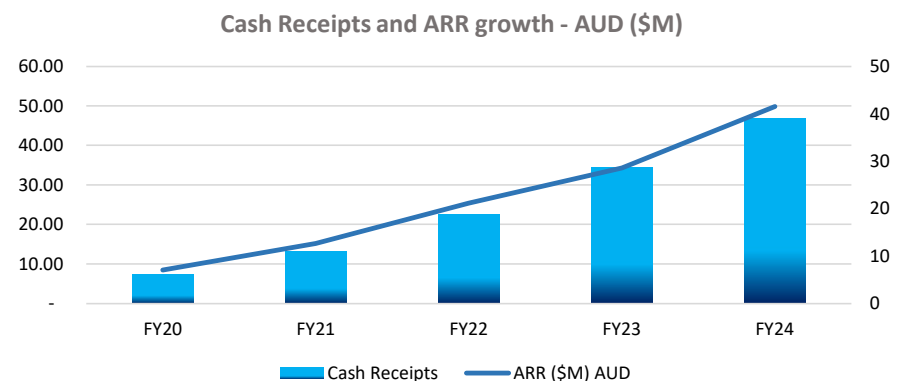
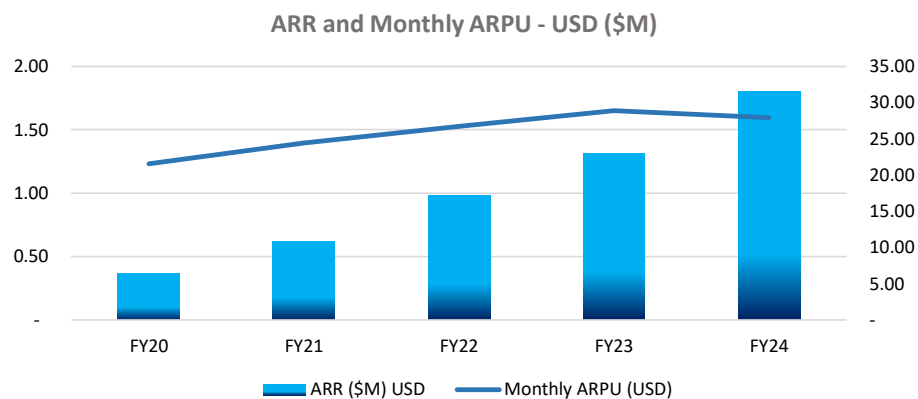
18% YoY

Commentary

- FY24 results highlight the Company's highly scalable and sustainable business model
- EBITDA down YoY given investment in R&D and Go-To-Market initiatives
- Fourth year of positive operating cashflow

Underlying EBITDA: Earnings before interest, tax, depreciation, amortisation, share based payments expenses and transaction costs

Continued Positive Growth Momentum



Financial Summary – FY 2024

A\$ Million	2024	2023	PCP (%)
Revenue from operating activities	41.15	30.63	34%
Interest income	0.93	0.71	30%
Gross margin %	69%	68%	100 bps
Operating expenses	(26.39)	(18.20)	45%
Share Based Payments	(1.55)	(1.62)	(4%)
Total Operating Expenses	(27.94)	(19.82)	41%
Net Profit from ordinary activities	1.03	1.58	(34%)
EBITDA*	0.41	1.11	(63%)
Underlying EBITDA**	2.11	2.72	(22%)
Net Cash Generated from Operations	4.16	2.27	83%
Normalised Net Cash Generated from Operations	2.03	2.27	(11%)
Cash at hand	28.57	24.29	18%

Improvement driven by combination of topline growth and focus on cost.

Reduction a function of increased investment in R&D and Go-To-Market initiatives

*EBITDA: Earnings before interest, tax, depreciation, amortisation

**Underlying EBITDA: Earnings before interest, tax, depreciation, amortisation, share based payments expenses and transaction costs

Key Drivers for Record Seat Growth and Profitable ARR



Net Revenue Retention

Strong NRR from existing partners sustained by continued investment in core products and industry leading Customer Success and Technical Support



New Partners Growth

Strong growth in new transacting partners driven by contributions from both direct and distribution partners



PartnerServ Go-to-Market Motion

Paid migration service from other backup vendors drove material paid seat additions for DSE in Q4

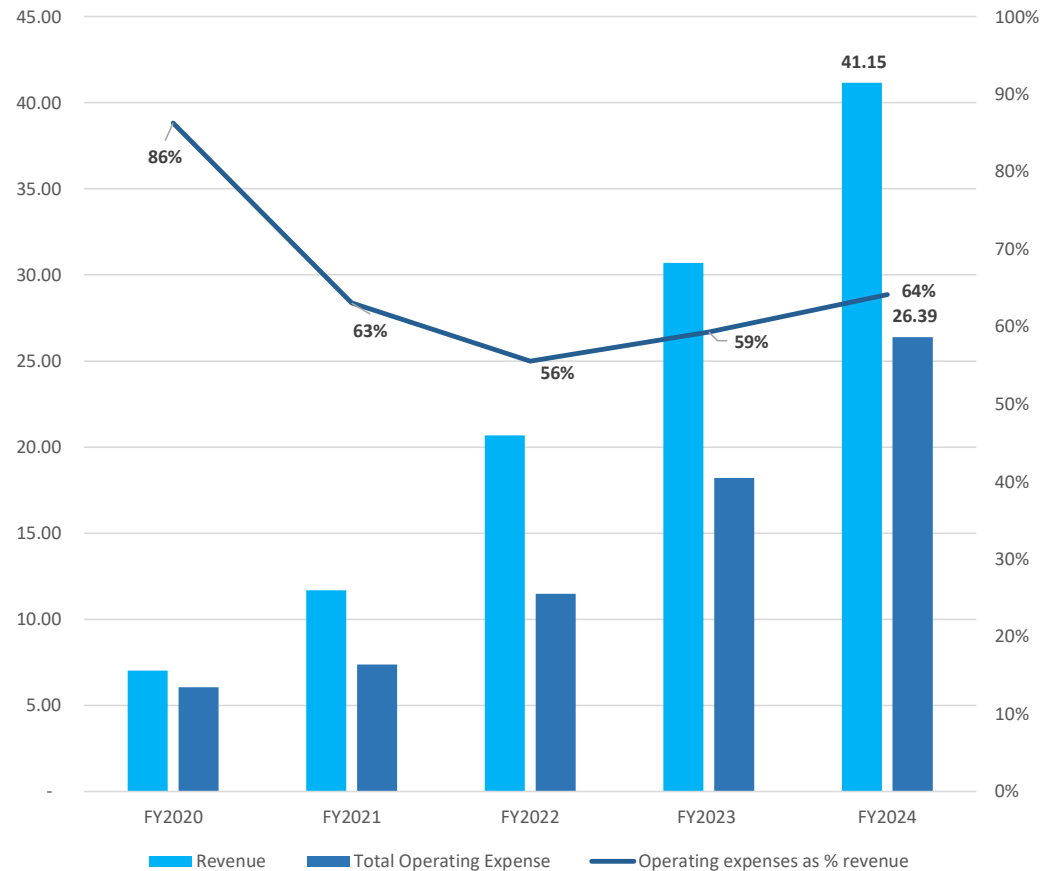


Bring Your Own Storage (BYOS)

Expansion of OEM offering BYOS model is starting to contribute with more upside expected

Appendix

A Balanced Approach to Investing in Growth



Operating Expenses

- DSE continue to manage operating expenses whilst increasing revenue
- Operating expenses in 2024 included:
 - Increase wages as staff grew to ~150;
 - Investment in Technology R&D to drive product development; and
 - Go-to-Market Functions including marketing and business development initiatives
- DSE will continue to invest in research and development as well as Go-to-Market functions to drive future growth.

Board and Management



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Non-Executive
Chairman



Dr. Bruce Tonkin

Non-Executive
Director



Eric Martorano

Non-Executive
Director



Charif El Ansari

Managing
Director



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Chief Financial
Officer



Deepika Garg

Global Head
of HR



Manoj Kalyanaraman

Chief Technology
Officer



Eric Roach

SVP Global Channel
Sales & Marketing



Mark Kirstein

Chief Product
Officer

Exceptional User Experience

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



*Entra ID - new backup product targeted at Entra ID (formerly Azure Active Directory), which is Microsoft's cloud-based identity and access management solution providing authentication and authorization to a wide range of Microsoft products.

Glossary

ARR: Annualised Recurring Revenue - is defined as the value of the contracted monthly recurring revenue multiplied by 12 months

ARPU: Average Revenue Per User

CAGR: Compound Annual Growth Rate

Churn: Partner Revenue Churn is defined as Lost Revenue in current period divided by previous period Revenue

MSP: Managed Service Provider is defined as an outsourced IT provider ensuring business availability and security for mostly small and medium businesses

NRR: Net Revenue Retention is defined as percentage of revenue retained from existing partners over a 12 month period

PCP: Prior Corresponding Period

QBO: QuickBooks Online

QoQ: Prior Quarter Comparative Period

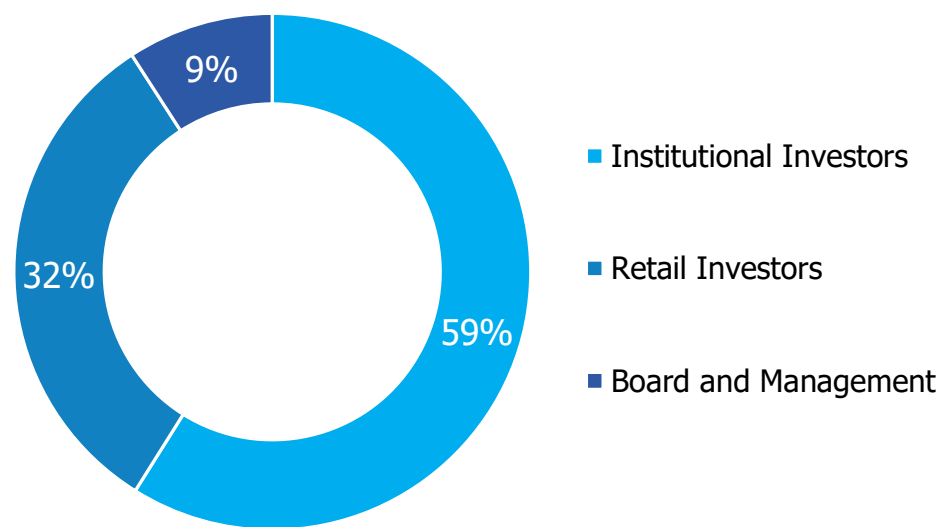
SAM: Serviceable Addressable Market

SME: Small to Medium enterprise

Corporate Overview

Share registry breakdown

As at 10 December 2024



Financial Information

Share price as at 24 February 2025	\$5.79
Ordinary Share on Issue (M)	70.3
52-week trading (low/high)	2.50/5.80
Market Cap (\$)	\$406M
Cash (Dec 31, 2024)	\$28.57M
Debt (Dec 31, 2024)	nil

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This presentation is authorised by the Board of Directors