



Investor Presentation

Q1 2025 Update

April 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



~1.80M
paid users



>820
direct partners



~\$54M
ARR



>100
countries



170
employees

Key Business Metrics Delivered in Q1 FY25

ARR

\$53.6m



7%* on QoQ
37%* on PCP

Gross Margin

69%



Down 100 basis
points QoQ

Normalised Operating
Cashflow

\$0.35m



8% on QoQ
(11%) on PCP

ARPU

\$2.49



(2%)* on QoQ
(5%)* on PCP

Paid Users

1.79m



9% on QoQ
45% on PCP

Cash Receipts

\$13.0m



18% on QoQ
45% on PCP

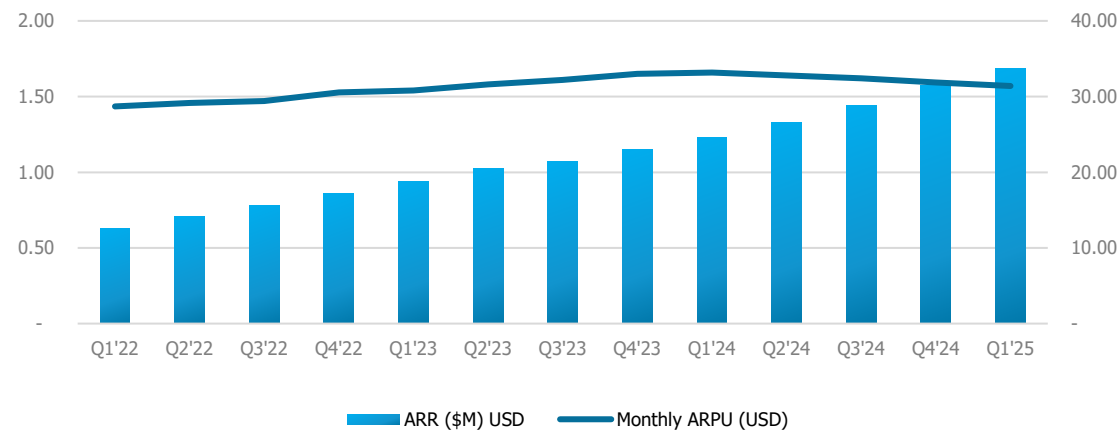
Commentary

- US\$2.2m of incremental ARR added QoQ
- Product mix shift with BYOS growth lowering ARPU, with the lower cost nature of the services ensuring group margins were maintained at historic levels
- Churn stable below 3% level

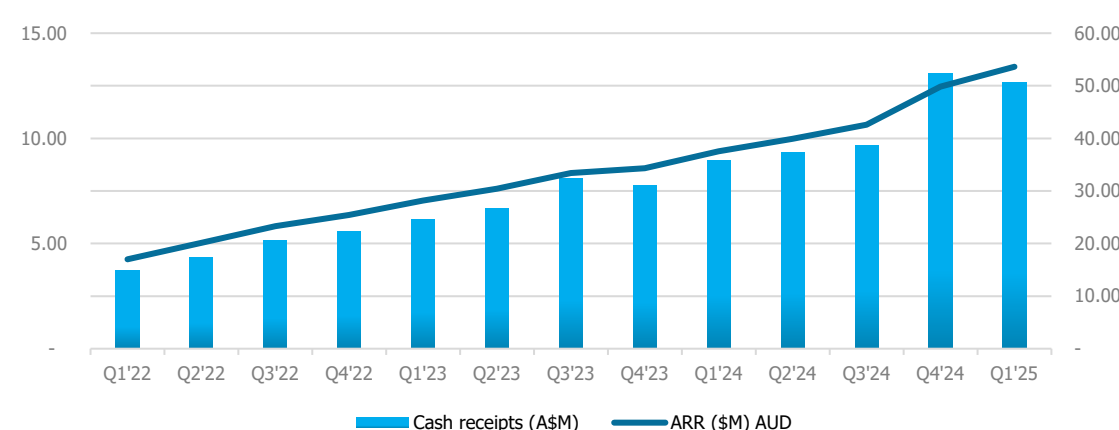
* On a constant currency basis

Growth Across Key Metrics

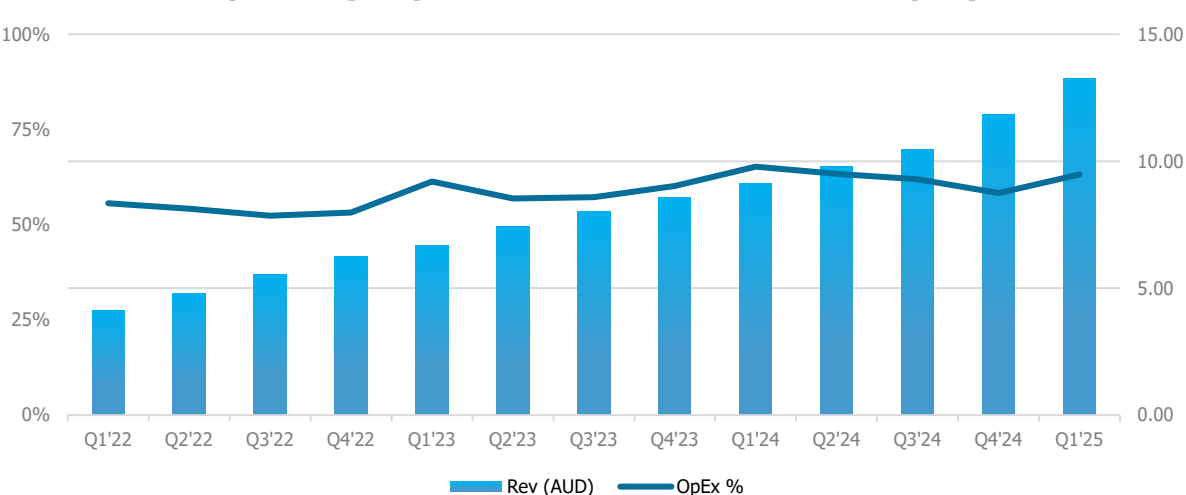
ARR and Monthly ARPU - USD (\$M)



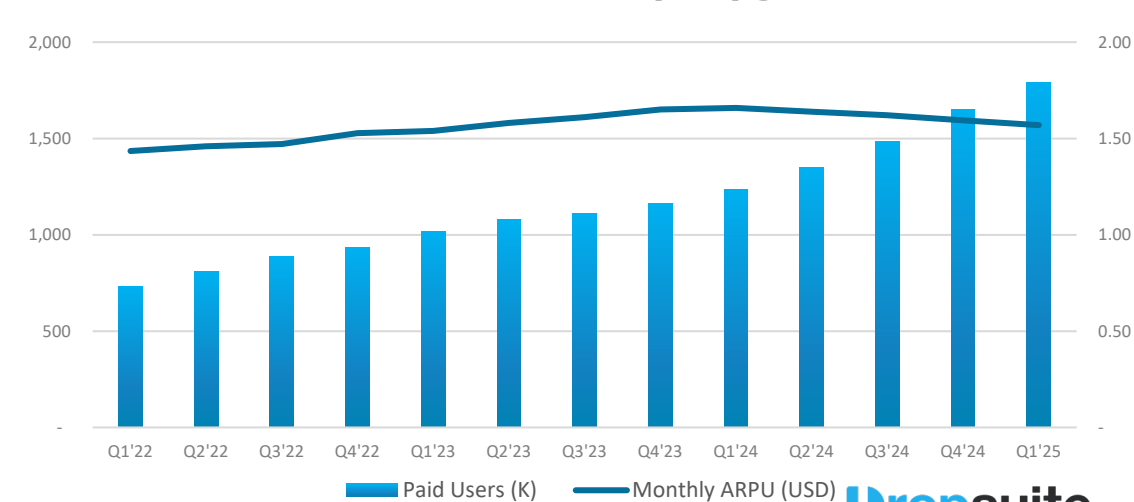
Cash Receipts and ARR growth - AUD (\$M)



Operating Expense to Revenue Ratio - AUD (\$M)



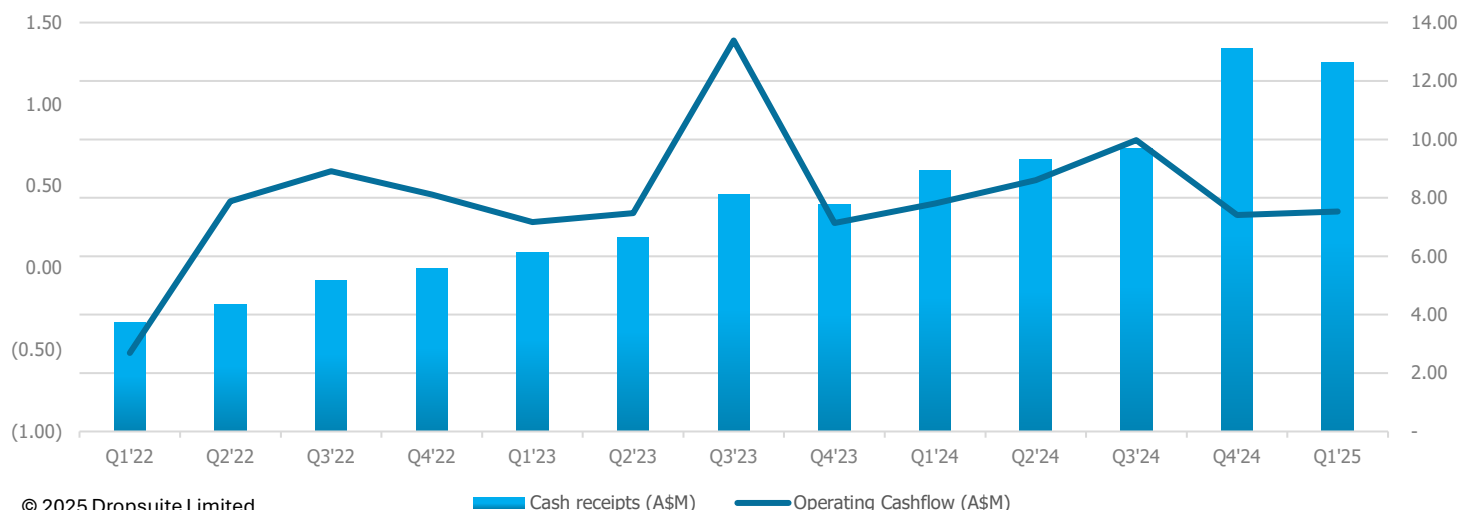
Paid Users and ARPU (USD) growth



Positive (Normalised*) Cashflow Generation

A\$ Million (Normalised)	Mar 25	Dec 24	Mar 24	QoQ (%)	PCP (%)
Receipts from customers	13.00	11.00	8.94	18%	45%
Payments to suppliers	(12.92)	(10.89)	(8.76)	19%	48%
Interest received	0.26	0.22	0.21	22%	28%
Cash generated from operations	0.35	0.32	0.39	8%	(11%)
Transaction costs**	(0.46)	-	-	-	-
Actual Cash on hand	28.02	28.57	24.91	(2%)	12%

Operating Cashflow and Cash Receipts - AUD (\$M)



Cashflow momentum continues

- *Receipts growth aligns with collections focus, normalised for timing of receipts from customers in early April.
- Customary Q1 high cash outflows to suppliers, including annual insurances and tooling as well as annual bonuses
- **Payments of transaction costs associated with the NinjaOne scheme, including legal and advisory fees

Appendix

Consolidated Statement of Cash Flows

A\$ million (Normalised)	Mar 25	Dec 24	Mar 24	QoQ (%)	PCP (%)
Receipts from customers	13.00	11.00	8.94	18%	45%
Cloud Hosting	(3.91)	(3.50)	(2.81)	12%	39%
Advertising & marketing	(0.22)	(0.44)	(0.13)	(48%)	70%
Staff costs	(6.47)	(4.69)	(4.62)	38%	40%
Administration & corporate costs	(2.32)	(2.39)	(1.19)	2%	94%
Total Payments to Suppliers	(12.92)	(10.89)	(8.76)	19%	48%
Interest received	0.26	0.22	0.21	22%	28%
Net Cash Generated/(Used) from Operations	0.35	0.32	0.39	8%	(11%)
Cash flow from investing activities (PPE)	(0.31)	(0.06)	(0.04)	>100%	>100%
Cashflow from financing activities (all)	-	-	-	-	-
Effect of movement in exchange rates on cash held	(0.12)	0.85	0.27	(>100%)	(>100%)
Net increase/(decrease) in cash for the period	(0.54)	3.09	0.62	(>100%)	(>100%)
Cash on hand	28.02	28.57	24.91	(2%)	12%
Transaction Payments associated with NinjaOne offer*	(0.46)	-	-	-	-

*Payment of transaction costs associated with the NinjaOne scheme, including legal and advisory fees

Board and Management



Theo Hnarakis

Non-Executive
Chairman



Dr. Bruce Tonkin

Non-Executive
Director



Eric Martorano

Non-Executive
Director



Charif El Ansari

Managing
Director



Bill Kyriacou

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 Microsoft 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

Disclaimer

This presentation has been produced by Dropsuite limited and may contain forward looking statements that are based on management's current expectations, beliefs and assumptions and are subject to a number of risks and uncertainties. Forward looking statements contained in this presentation are not guarantees of future performance and involve risks and uncertainties that are difficult to predict, and are based upon assumptions as to future events that may not prove accurate. Therefore, the actual outcomes and results may differ from those described. In any forward-looking statement in which Dropsuite limited expresses an expectation or belief such expectation or belief is expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the statement or expectation or belief will result or be achieved or accomplished. We are not under any duty to update forward-looking statements unless required to by law. This investor presentation is not an offer of securities, and does not form part of any prospectus that has or may be issued. Dropsuite limited and its directors, employees, associates, affiliates and agents, make no: a. Representations or warranties, expressed or implied, in relationship to this presentation or the accuracy, reliability or completeness of any information in it or the performance of Dropsuite Limited; and b. Accept no responsibility for the accuracy or completeness of this presentation. This presentation is intended to provide information only and does not constitute or form an offer of securities or a solicitation or invitation to buy or apply for securities, nor it or any part of it form the basis of, or be relied upon in any connection with any contracts or commitment whatsoever. The information in this presentation does not take into account the objectives, financial situation or particular needs of any person. Nothing in this presentation constitutes investment, legal, tax or other advice. This presentation does not, nor does it purport to, contain all the information prospective investors in Dropsuite limited would desire or require in reaching an investment decision. To the maximum extent permitted by law, Dropsuite Limited, their officers, directors, employees, associates, affiliates or agents, nor any other person accepts any liability for any loss, claim, damages, costs or expenses of any nature (whether foreseeable or not), including, without limitation, any liability arising from fault or negligence on the part of any of them or any other person, for any loss arising from the use of this presentation or its content or otherwise arising in connection with it or any errors or omissions in it. The distribution of this presentation in jurisdictions outside of Australia may be restricted by law. This presentation has not been filed, lodged, registered or approved in any jurisdiction and recipients of this presentation should keep themselves informed of and comply with and observe all applicable legal and regulatory requirements. In Australia, this presentation is made only to sophisticated or professional investors under the corporations act, but will be released on the ASX.



dropsuite.com



dropsuite



Dropsuite Limited

Level 30, 35 Collins Street
Melbourne VIC 3000, Australia



Charif Elansari

Managing Director, Dropsuite
charif@dropsuite.com



Bill Kyriacou

CFO, Dropsuite
bill@dropsuite.com



Investor Relations

Craig Sainsbury

Atomic Markets
craig.sainsbury@atomicgroup.com.au
+61 428 550 499

This presentation is authorised by the Board of Directors