



DROPSUITE LIMITED

FY 2016 INVESTOR PRESENTATION

DISCLAIMER

All statements other than statements of historical fact included in this presentation, including, without limitation, statements regarding the future plans and objectives of Dropsuite Limited (ASX:DSE), should be considered forward-looking statements.

These statements are based on an assessment of present economic and operating conditions, and on a number of assumptions regarding future events and actions that are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, its directors and management of the Company that could cause the Company's actual results to differ materially from the results expressed or anticipated in these statements.

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OUR MISSION IS TO ENSURE SMALL BUSINESSES NEVER LOSE DATA AGAIN. DROPSUITE HELPS BUSINESS STAY IN BUSINESS.

Dropsuite is a Cloud based software platform that enables SMEs to easily backup, recover and protect their business information. We do this through a network of reseller partners who have a combined reach of millions of SMEs worldwide.



HEADQUARTERED
IN SINGAPORE



TOP GLOBAL
RESELLER PARTNERS



EXPANDING GLOBAL
FOOTPRINT



ENTERPRISE PRODUCT
EXPANSION



40K PAID USERS
IN DEC 2015



140K PAID USERS
IN FEB 2017

PROVEN LEADERSHIP TEAM



THEO HNARAKIS
NON-EXECUTIVE CHAIRMAN

Held Managing Director roles at News Corporation, PMP Communications Group and ASX 300 Listed Melbourne IT Ltd. Theo held the MD role at Melbourne IT from 2002 until 2013, where he achieved ten straight years of profit after just 12 months in the job. He is currently non-executive Chairman of ASX listed Crowd Mobile.



CHARIF ELANSARI
MANAGING DIRECTOR

Formerly Head of Sales and Operations for Google South East Asia, and Head of Marketing for Dell (Japan), Charif has built highly effective teams in the US, China, Korea, Japan and Southeast Asia.



RIDLEY RUTH
CHIEF OPERATING OFFICER

Ridley has over 20 years experience in selling security software to service providers, and was previously GM and VP Sales of StopTheHacker, a leading website security company recently acquired by CloudFlare.



RON HART
CHIEF TECHNOLOGY OFFICER

An early pioneer of cloud-based platforms and lead technology developer at US-based myTriggers.com and inContact (NASDAQ: SAAS), Ron specialises in high-volume, high-reliability solutions.

GROWING NEED AND MARKET

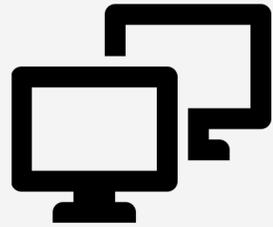
THE NEED

-  71% of data breaches occur in businesses with less than 100 staff
-  42% of SMEs experienced a ransomware incident in the past 12 months
-  30k websites get hacked every day
-  30k websites get hacked every day

THE ADDRESSABLE MARKET

-  1 Billion Website Worldwide
-  \$6B SME Disaster Recovery in 2019
-  \$98B Size of SME Cloud business
-  84% of AU Business are online

INTRODUCING DropSuite



AUTOMATED BACKUP PLATFORM

A fully automated and secure platform that enables SMEs to **backup and restore websites, email and server data**



ENTERPRISE-CLASS PRODUCTS

A suite of **affordable enterprise-class products** that **simplify the backup and recovery experience** for SMEs



MILITARY GRADE SECURITY

Secured by **military grade encryption** to ensure customer data is protected



TRUSTED BY INDUSTRY LEADERS

Distributed and **supported by leading web hosting companies** and **IT resellers worldwide**

THE DROPSUITE

DROPMYSITE

Website & Database Backup

- Fully Automated Backup
- Restore and download with 1-Click
- Performance Monitor
- End-to-end 256 bit AES encryption

Retail Starting at \$2

Per month / Per User

DROPMYEMAIL

Email Backup & Archive

- Fully automated backup
- Central point of management through admin panel
- Download, restore & migrate emails with 1-Click
- End-to-end 256 bit AES encryption
- Office 365 Archiving **2016**

Retail Starting at \$4

Per month / Per Email

2016

DSE SERVER BACKUP

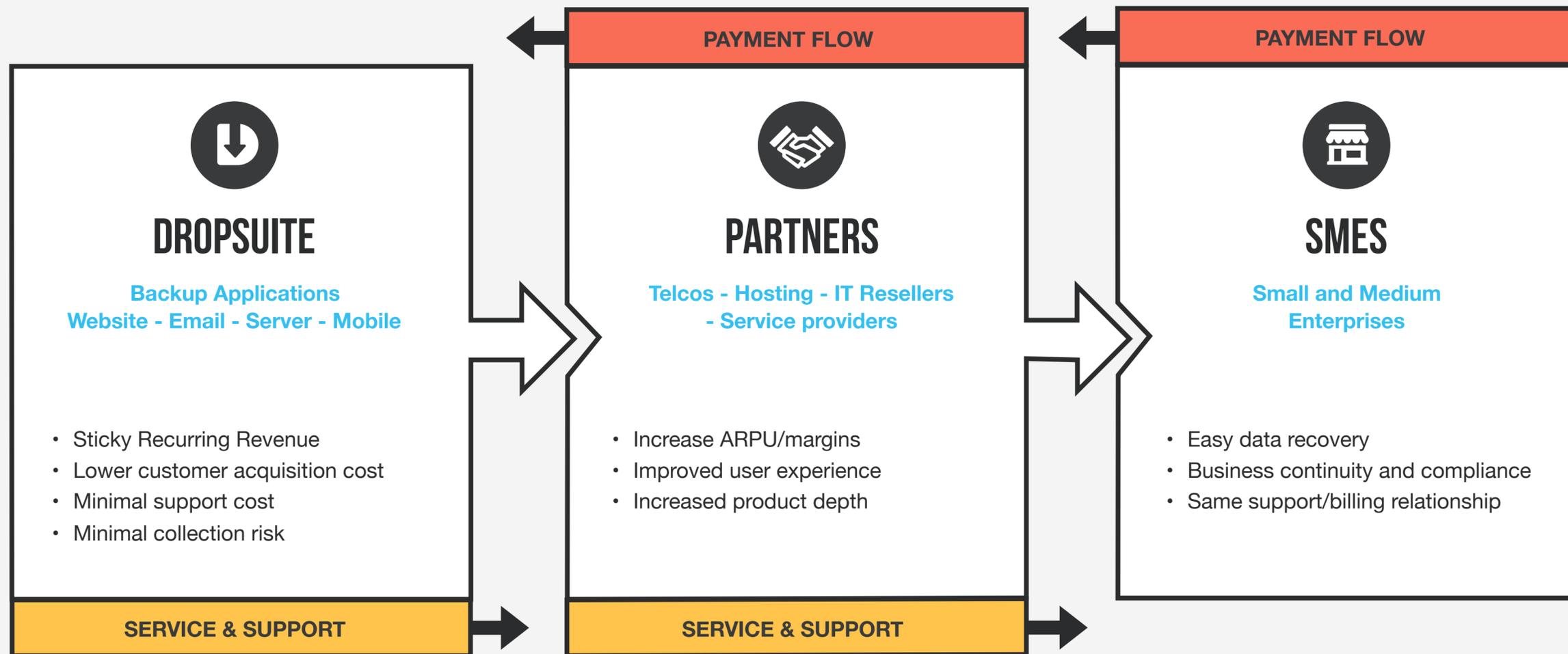
Continuous File Server Backup

- Automated cloud backups
- Restore and download with 1-Click
- End to end 256 bit AES encryption
- Easy-to-use web-based interface and file browser

Retail Starting at \$10

Per month / Per Server

BUSINESS MODEL



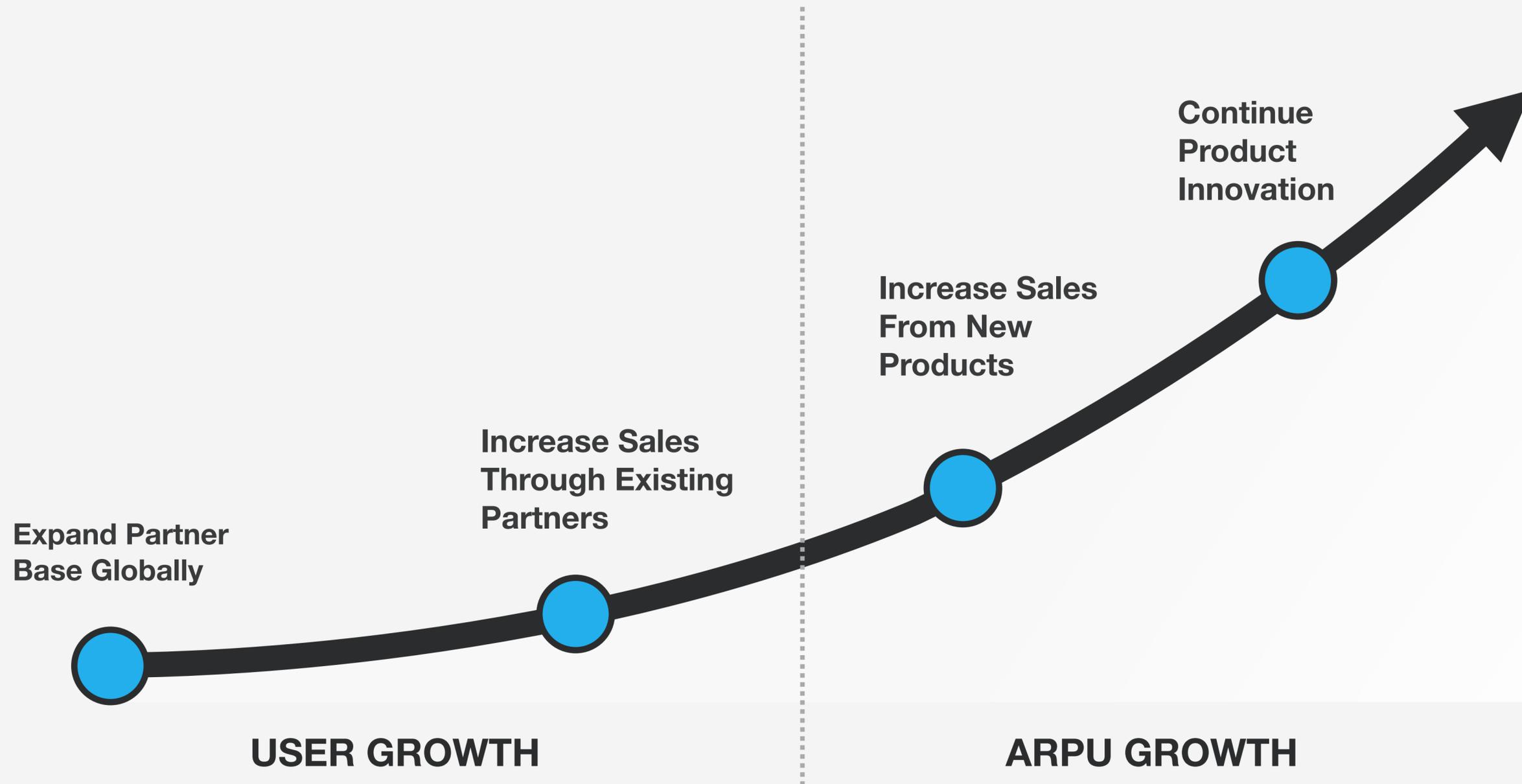
LIVE OR SIGNED PARTNERS



READYSPACE

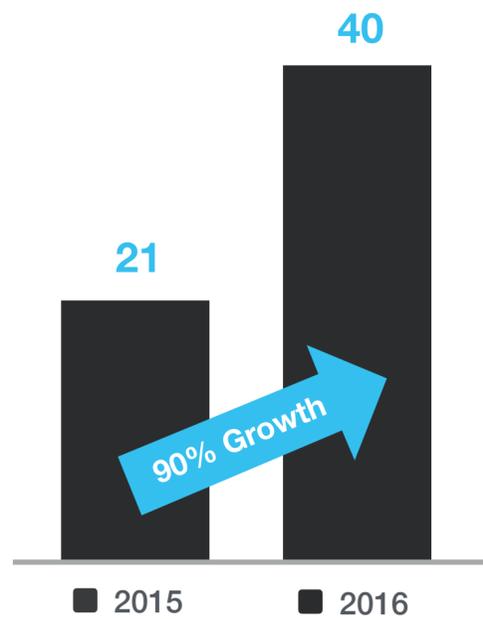


DROPSUITE GROWTH STRATEGY

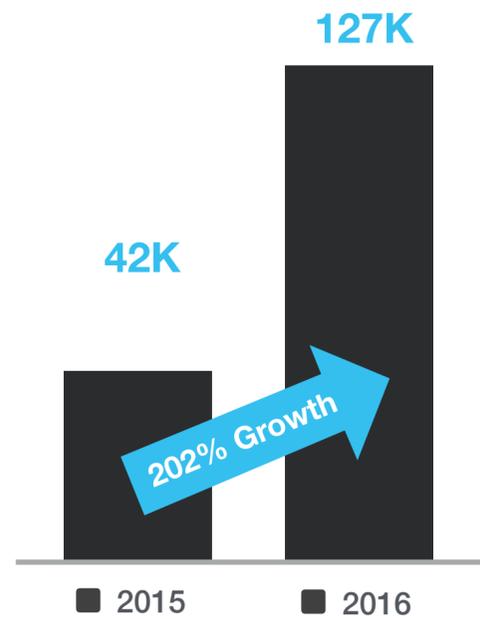


TOPLINE TRACTION

PARTNERS



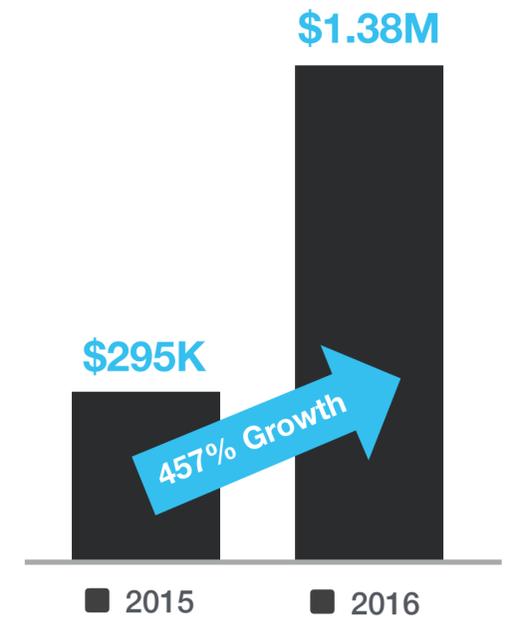
PAID USERS



MONTHLY ARPU



REVENUE



SUSTAINABLE MOMENTUM



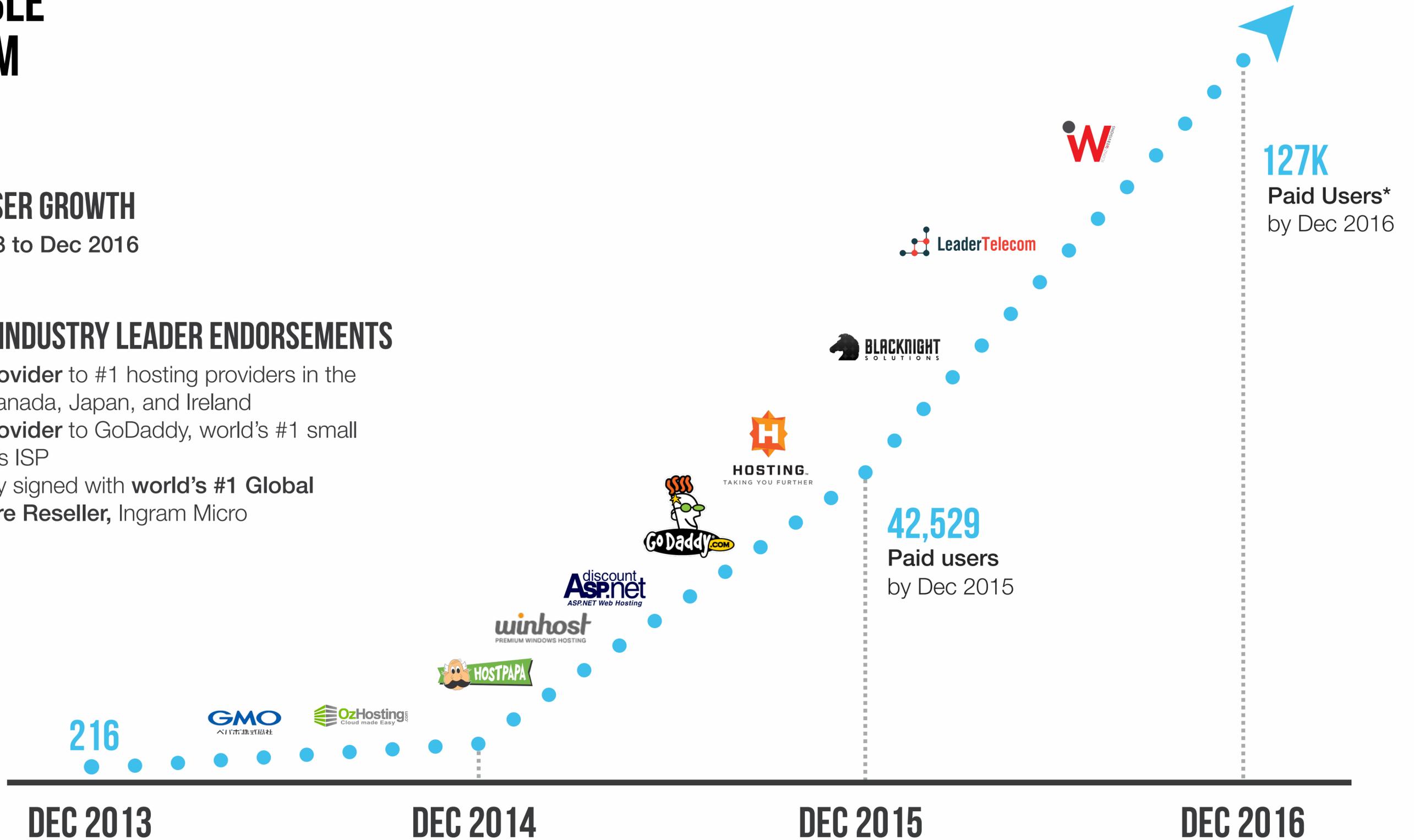
580X USER GROWTH

Dec 2013 to Dec 2016



GLOBAL INDUSTRY LEADER ENDORSEMENTS

- Sole provider to #1 hosting providers in the USA, Canada, Japan, and Ireland
- Sole provider to GoDaddy, world's #1 small business ISP
- Recently signed with world's #1 Global Software Reseller, Ingram Micro



*140K Paid Users by Feb 2017

IN SUMMARY



STRONG GROWTH TRAJECTORY



GLOBAL USER AND PARTNER BASE



BUILT-OUT SCALABLE TECHNOLOGY



SERVES LARGE UNDERSERVED MARKET



EXPERIENCED LEADERSHIP TEAM



CONTACT DETAILS

Dropsuite Limited (ASX:DSE)

THEO HNARAKIS

NON-EXECUTIVE CHAIRMAN

theo@dropsuite.com

CHARIF ELANSARI

MANAGING DIRECTOR, DROPSUITE

charif@dropsuite.com

+65 8339 8891 (Singapore)

ROD NORTH

MANAGING DIRECTOR

Bourse Communications Pty Ltd
rod@boursecommunications.com.au

Phone +61 3 9510 8309

Mobile +61 408 670 706