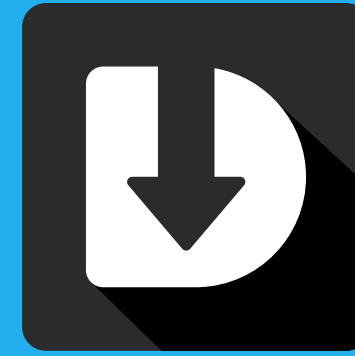


INVESTOR PRESENTATION

DROPSUITE LIMITED AGM

26 MAY 2017



WE SAFEGUARD BUSINESS INFORMATION

Our mission is to enable small businesses to easily protect their business information.

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.

AGENDA

04 OVERVIEW

05 UPDATE

10 FY2016 RESULTS

15 OUTLOOK





FOUNDED AND HEADQUARTERED IN SINGAPORE SINCE 2012



LISTED ON THE ASX SINCE DECEMBER 2016



STRONG AND CONSISTENT TRIPLE DIGIT ANNUAL GROWTH IN USERS AND REVENUE



SCALABLE BUSINESS MODEL WITH RECURRING REVENUE STREAMS



SERVING A GROWING AND LARGE ADDRESSABLE MARKET



ENGINEERING FIRST CULTURE

HIGHLIGHTS

APRIL 2017

PAID USERS

160,000

UP 111% YOY

ANNUALIZED REVENUE

RUN RATE* **\$2.37M**

UP 120% YOY

MONTHLY REVENUE /USER

\$1.23

UP 4% YOY

PARTNERS

53

UP 85% YOY

MONETIZABLE PRODUCTS

4

UP FROM 2 IN APRIL 2016

STAFF

23

UP 53% YOY

* APRIL 2017 REVENUE X 12MONTHS

PAID USER GROWTH

Triple digit annual paid user (and revenue) growth

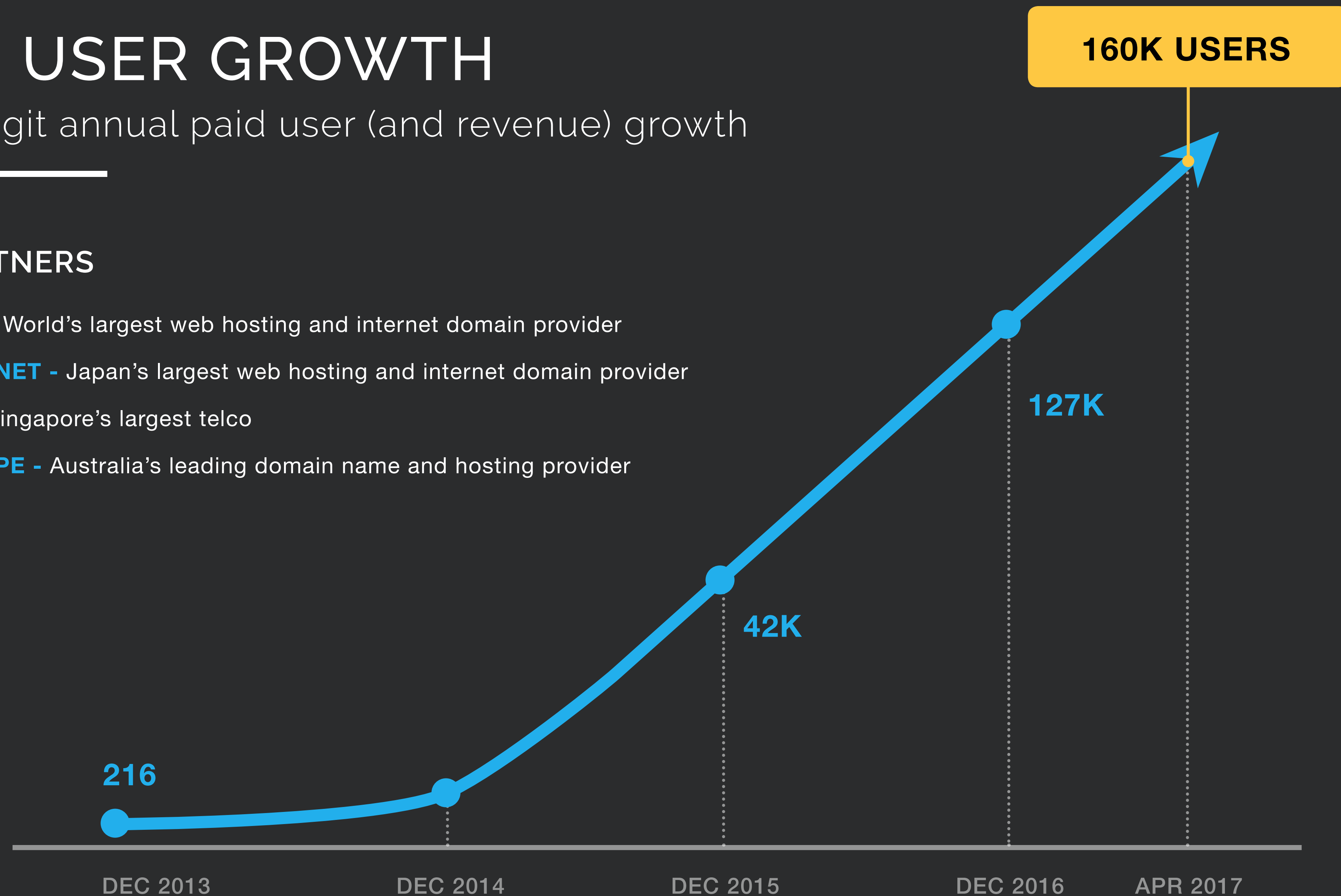
KEY PARTNERS

GODADDY - World's largest web hosting and internet domain provider

GMO INTERNET - Japan's largest web hosting and internet domain provider

SINGTEL - Singapore's largest telco

DREAMSCAPE - Australia's leading domain name and hosting provider



BUSINESS MODEL

BENEFITS



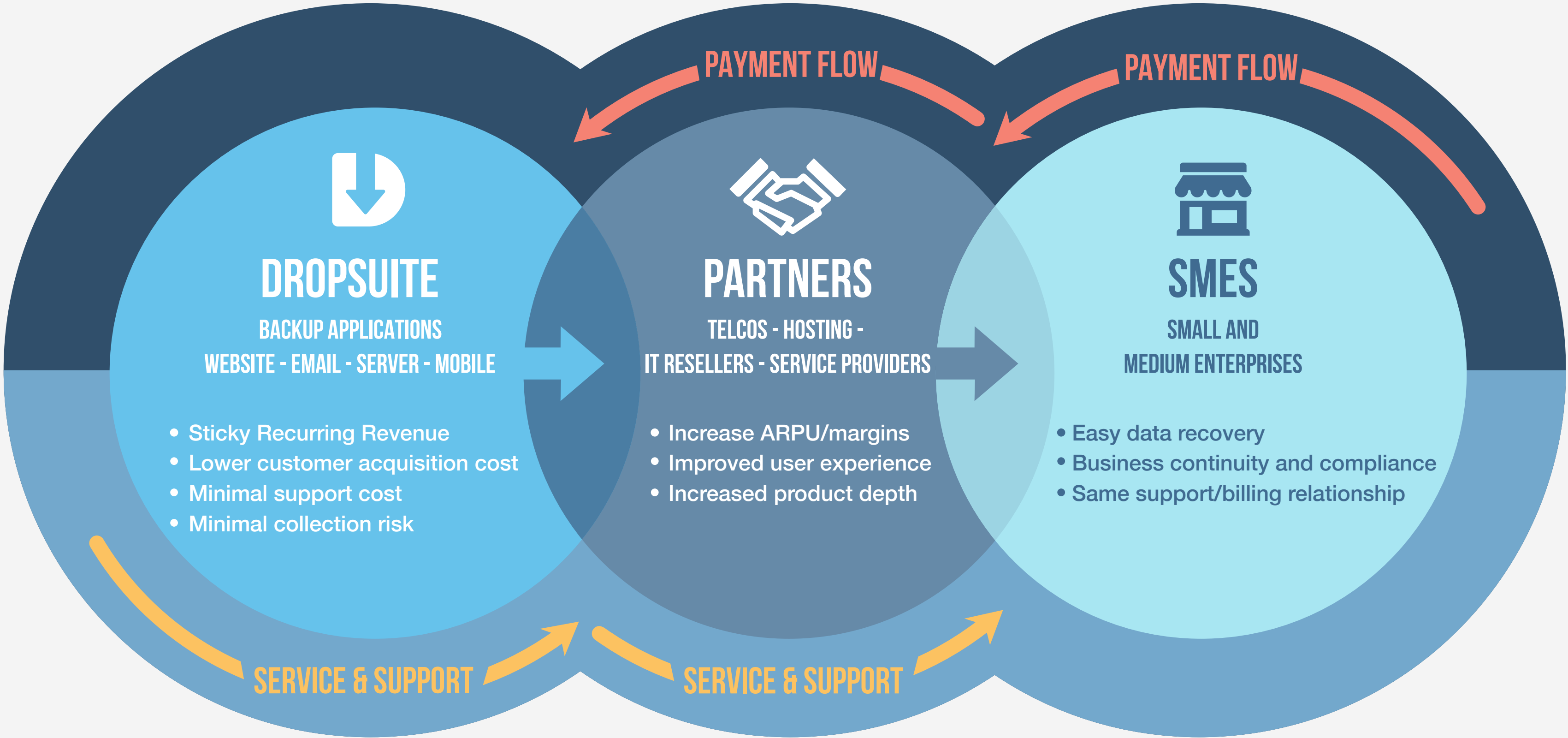
Zero direct selling costs



Minimal marginal cost to serve growing revenue and users



Minimal cost to support end users (SMEs)



WE SAFEGUARD BUSINESS INFORMATION

Dropsuite's cloud backup platform helps businesses spread the risk and avoid single points of failure.

TYPE OF RISK	RISK MITIGATION	HOW DROPSUITE HELPS ADDRESS DATA LOSS RISKS
Website / Server Hacking	HIGH	Enables the user to quickly recover a "clean" version of their files and databases with incremental data backup
Email Hacking	HIGH	Enables the user to quickly restore all business's emails, whether it is a cloud platform (e.g. O365 & Gmail) or On-Premise (e.g. Microsoft Exchange)
Ransomware	HIGH	Since multiple copies of the business data is stored independently of the hardware and software in use, data is safe and retrievable, there is no need to pay the ransom.
Employee Accidental or Malicious Data Deletion	HIGH	Enables the business to restore any deleted/lost website files & databases, server files and email with one or two clicks
Data Theft for Sabotage or Profit	LOW	With a data theft, a copy of the data is lost, so the risk remains high. But the original business data is safe.
Natural Disasters / Fires / Electrical Outages	HIGH	Enables the business to restore website files and databases, server files and email to hardware with one or two clicks

PRODUCT PORTFOLIO

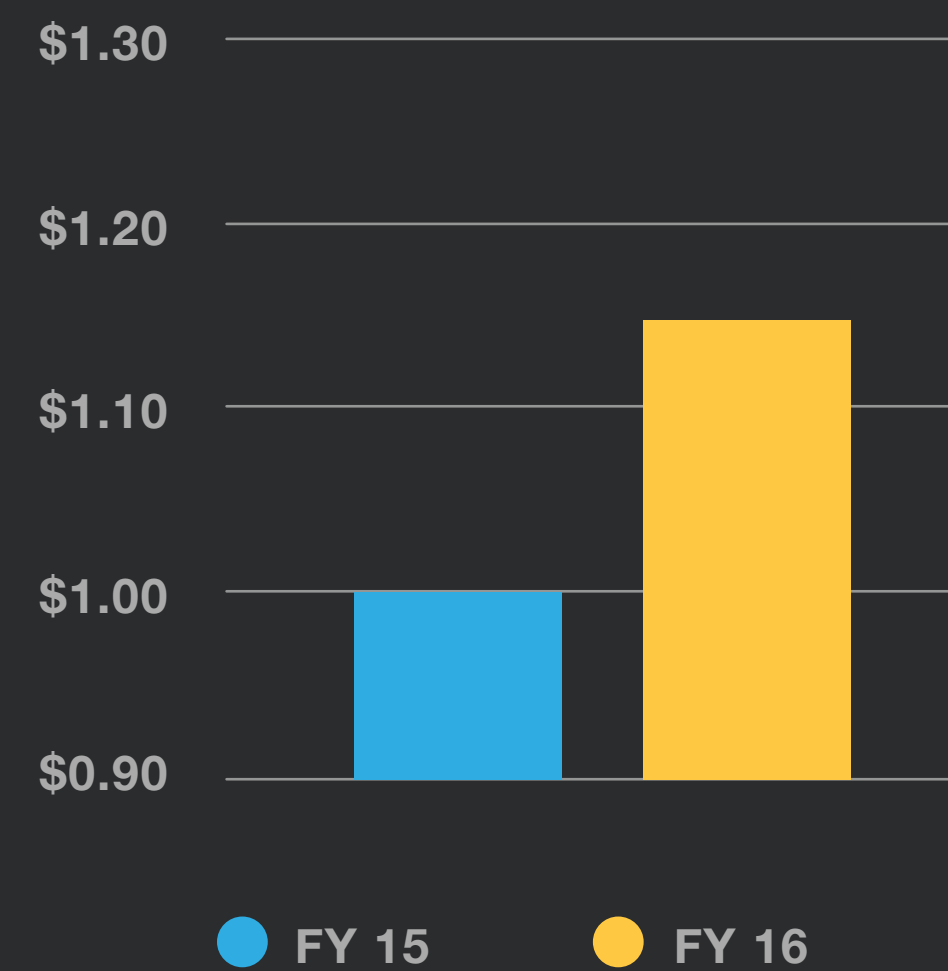
<div>DROPSUITE WEBSITE BACKUP</div> <div>FROM \$2MO <small>(Retail Pricing)</small></div>	<div>DROPSUITE EMAIL BACKUP</div> <div>FROM \$3MO <small>(Retail Pricing)</small></div>	<div>DROPSUITE SERVER BACKUP</div> <div>FROM \$20MO <small>(Retail Pricing)</small></div>
From 10GB of Storage	Per Seat Pricing	From 10GB of Storage
Unlimited Websites Backup	Unlimited Storage	Unlimited Websites Backup
Scheduled Backups	Backup & Restore	Scheduled Backups
Unlimited Database Backup	File Manager	Unlimited Database Backup
Download & Restore	Real-time Backup Option	Download & Restore
Website Monitor	Archive Option (\$4)	Website Monitor

FY2016 RESULTS

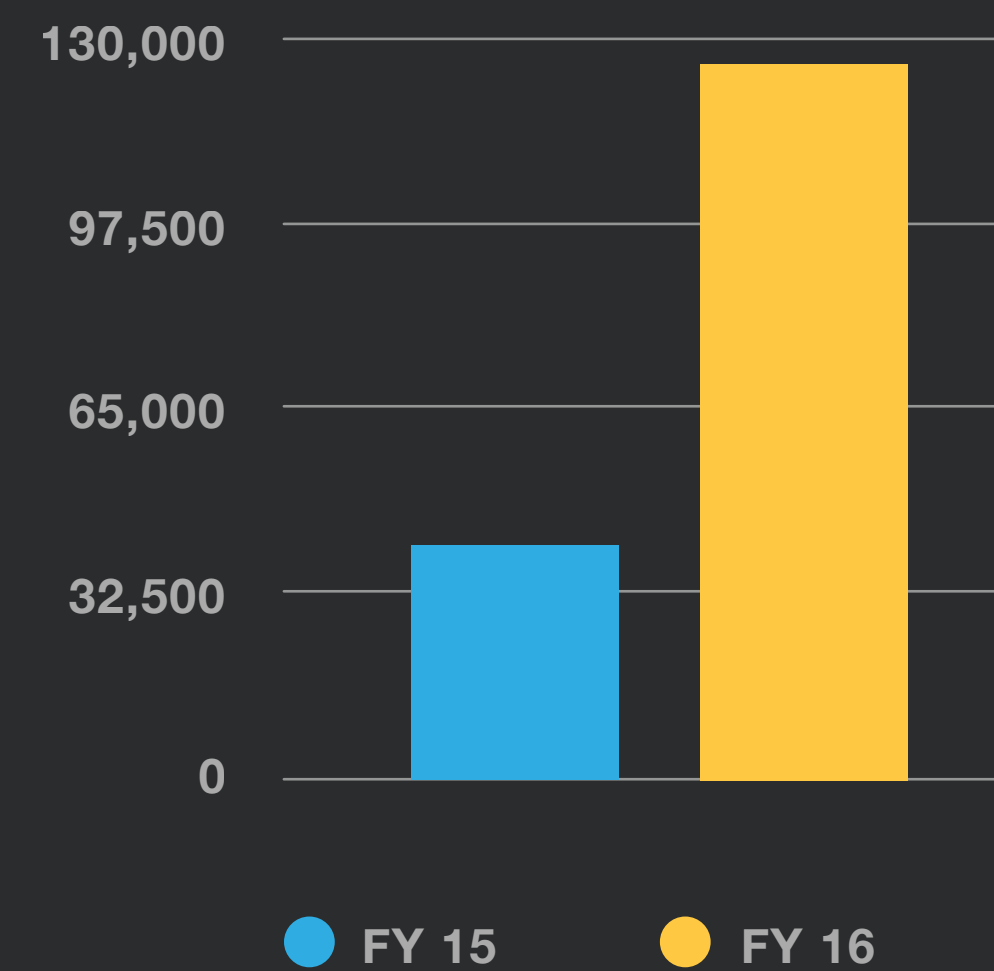


TOP LINE TRACTION

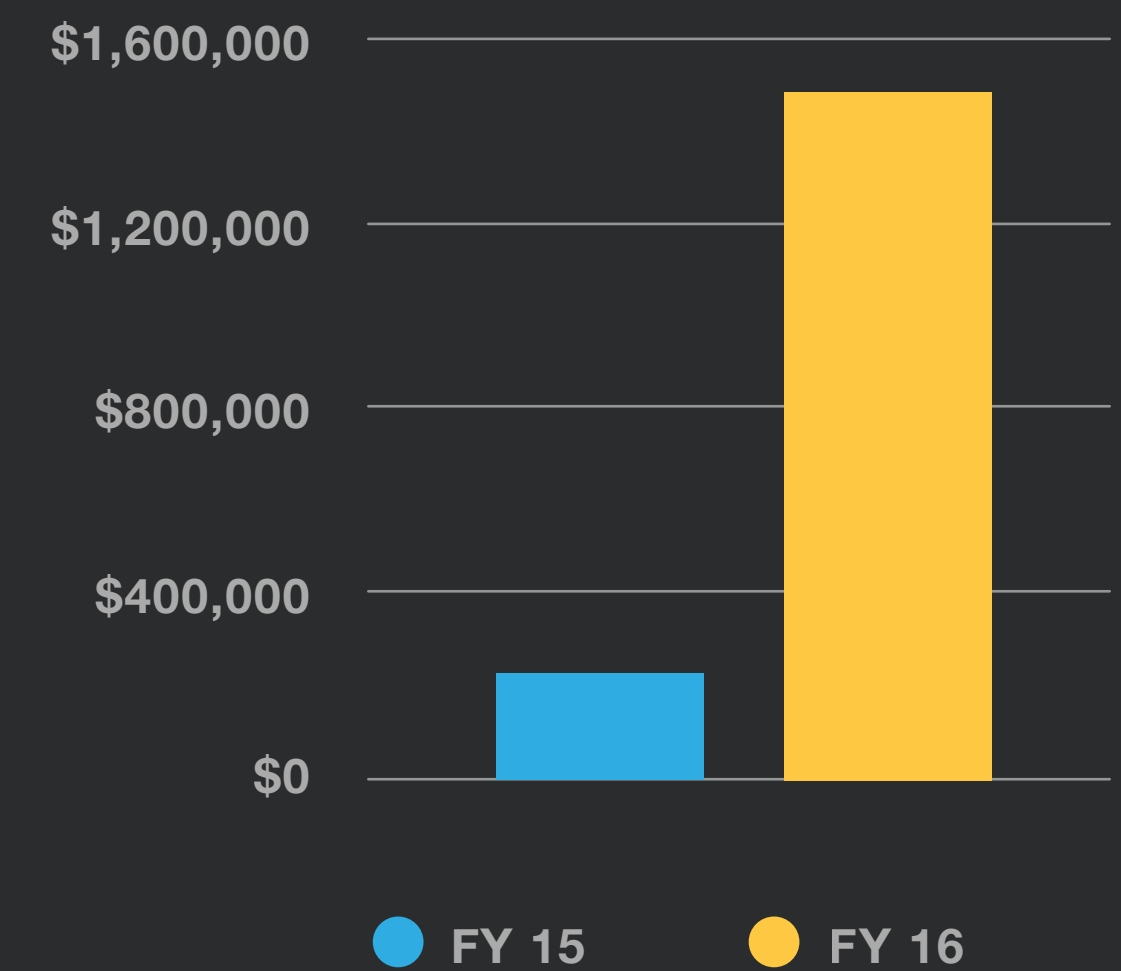
MONTHLY Revenue/User



PAID USERS

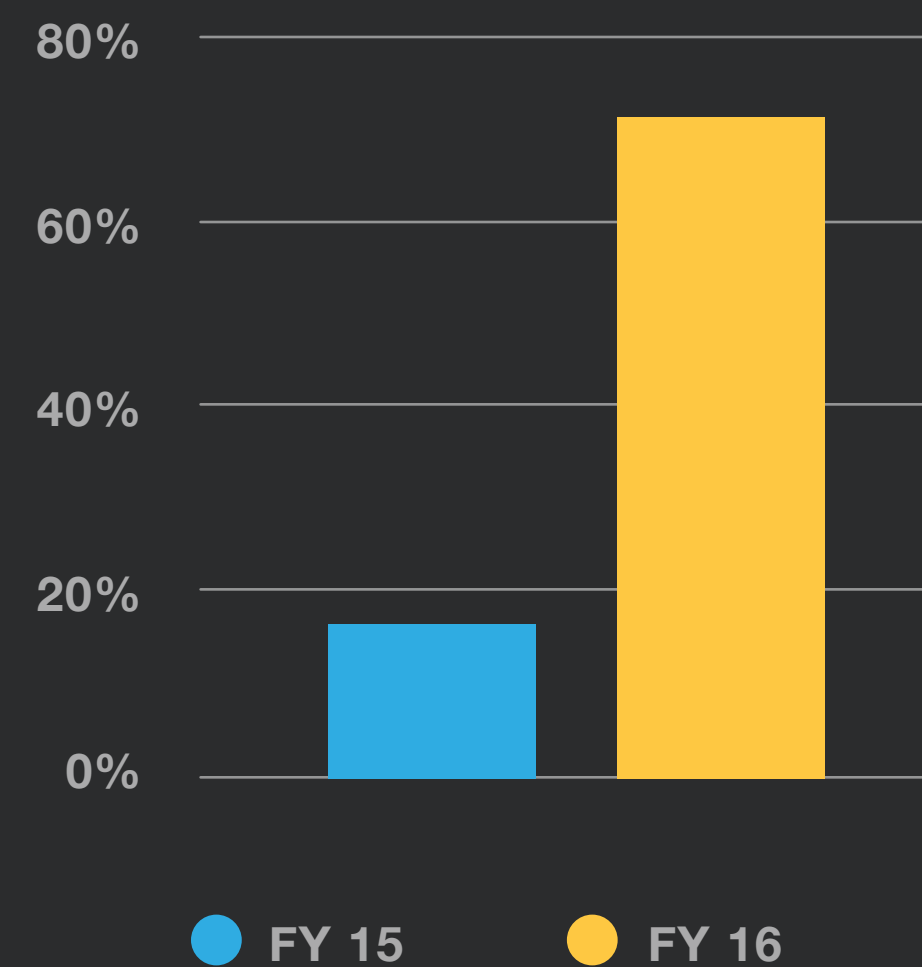


REVENUE

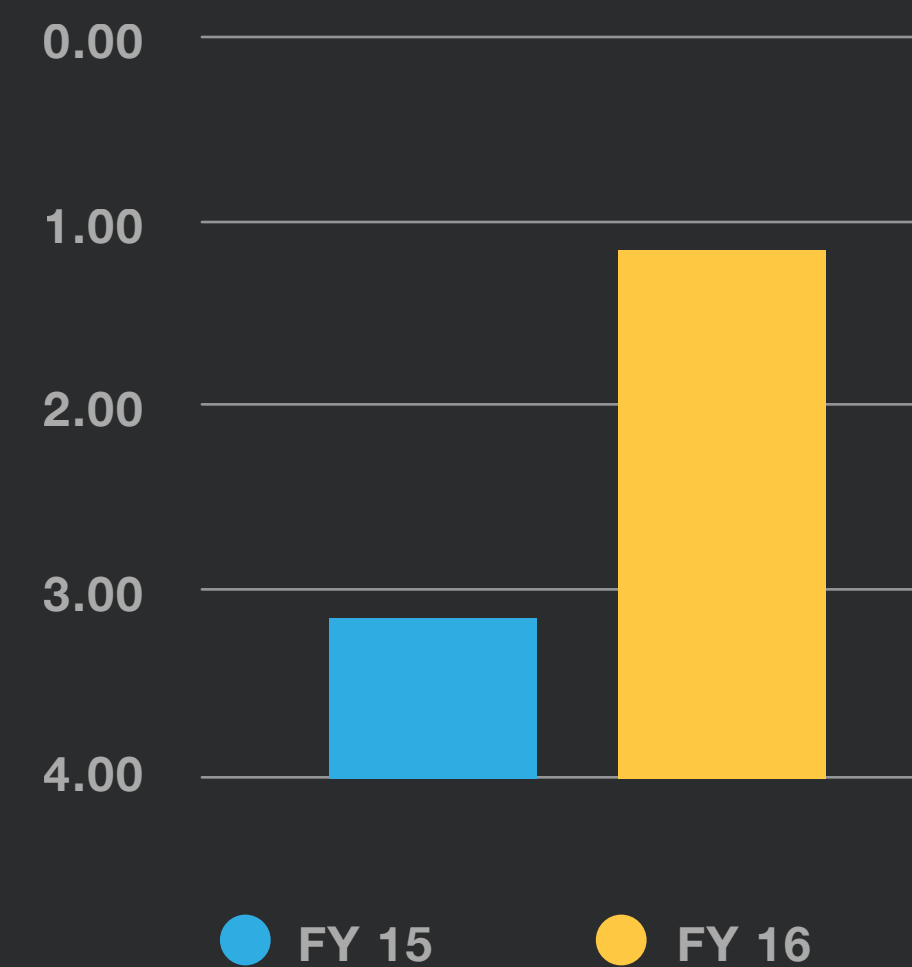


BOTTOM LINE TRACTION

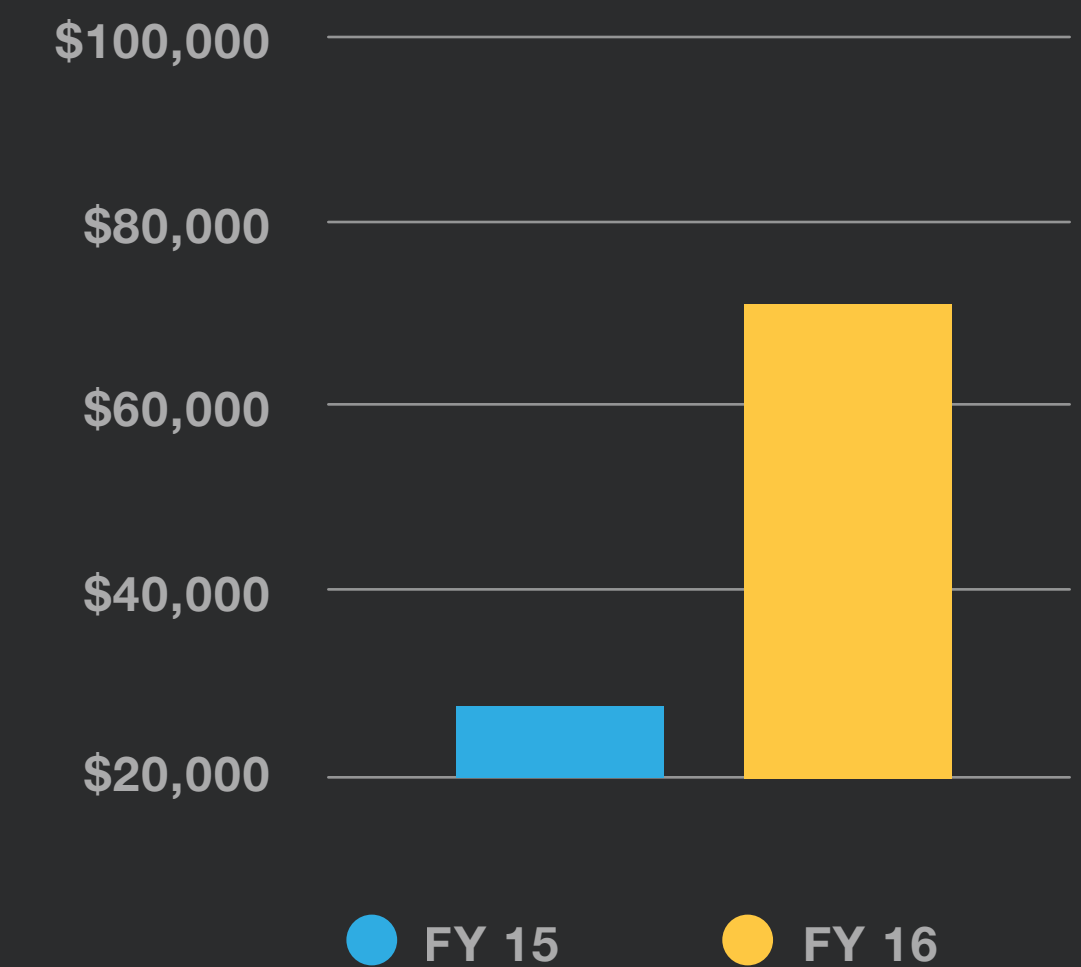
GROSS MARGIN %



Opex/Revenue
(Lower is better)



Revenue/Employee



INCOME STATEMENT

FINANCIAL METRICS	FY 16	FY 15	GROWTH
Revenue	1,381,939	295,418	368%
Gross Profit	1,044,283	49,111	2,026%
Gross Margin	75.6%	16.6%	
Expenses *	8,395,609 *	1,036,043	710%
Underlying EBITDA loss	(7,152,121)	(986,932)	625%
Underlying Net loss	(7,351,326)	(986,932)	645%
Normalised EBITDA loss	(1,741,368)	(986,932)	76%
Normalised Net loss	(1,940,573)	(986,932)	97%
OPERATIONAL METRICS			
Active users	127,000	42,000	202%
Partners	40	20	100%
Revenue per User	\$1.15	\$1.00	15%

- ✓ Expenses include a one off listing fees of \$5,410,753 in 2016 which have been eliminated in the normalised numbers as shown
- ✓ 368% Revenue Growth
- ✓ 202% active user growth
- ✓ 188% normalised expenses growth
- ✓ 100% Increase in partners

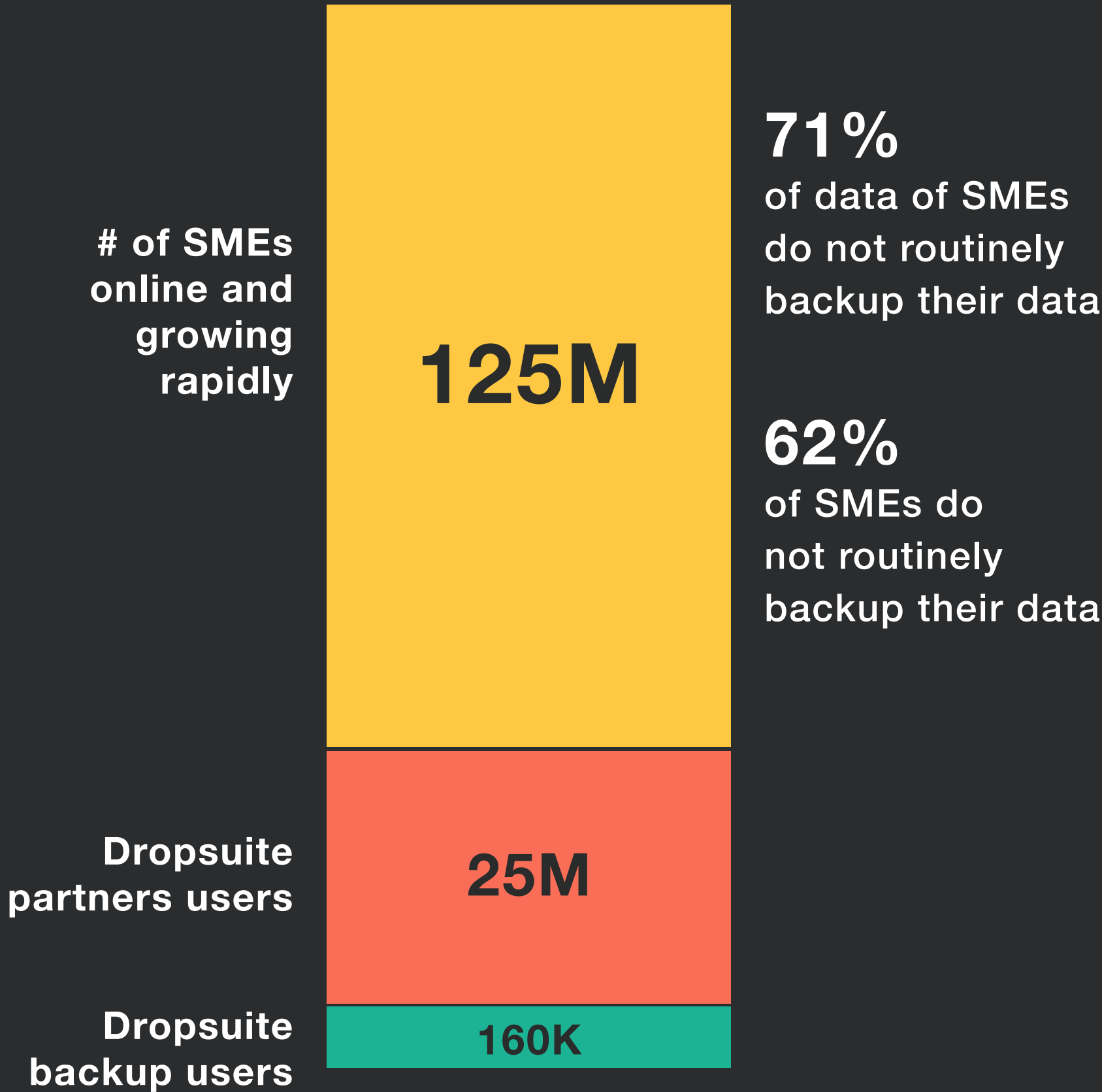
BALANCE SHEET

FINANCIAL METRICS	FY 16	FY 15
Assets		
Cash	5,338,507	16,161
Trade and other receivables	322,407	107,605
Other assets	96,472	5,740
Property, plant, and equipment	9,108	-
Intangible assets	1,142,632	810,251
Investments	9,135	-
Total Assets	6,918,261	939,747
Liabilities		
Trade and other payables	2,611,823	259,629
Deferred income	45,542	-
Borrowings	295,116	-
Total Liabilities	2,952,481	259,629
Net Assets	3,965,780	680,118
Equity		
Total equity	3,965,780	680,118

Following the successful relisting of the group in late December 2016 on the ASX, the group as increased its Net Assets by 483% on FY15.

OUTLOOK

GROWTH OPPORTUNITY



STRATEGY TO FUEL GROWTH

EXPAND PARTNER & USER BASE GLOBALLY

Sales presence business development efforts into developed SME markets and extend to new sales channels (e.g. Managed Service Provider).

BOOST REVENUE/USER FROM SALES OF NEW PRODUCTS

Capitalize on new product launches and increase sales of server backup (\$10-\$100/month) and email archiving (\$5-\$100's / month)

INCREASE SALES THROUGH EXISTING PARTNERS

Reach our partners' customer-base of millions of small businesses through world-class marketing programs.

CONTINUE PRODUCT INNOVATION

Deliver on products that delight /protect small businesses and support our partners growth and profitability



“There used to be two certainties —
death and taxes. Now there are three
— cyber threats.”

THEO HNARAKIS
CHAIRMAN OF DROPSUITE

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