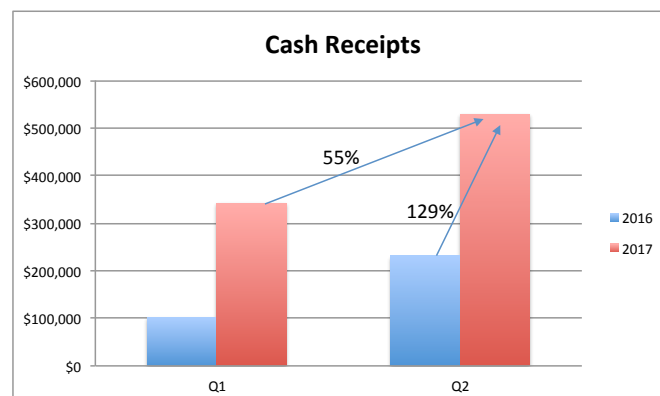


ASX Release  
28 July 2017

## June 2017 Quarterly Performance and Business Update

**Dropsuite Limited (ASX: DSE) (Dropsuite)** is pleased to release its consolidated Quarterly Cash Flow for the quarter ended 30 June 2017. Key highlights for the quarter are as follow:

- Quarterly cash receipts from revenues were \$529,000,
  - 129% higher than the same period last year, and 55% higher than the first quarter of 2017, due to increased subscribers and higher Revenue per user;
- Cumulative cash receipts from revenues in the last 6 months were \$871,000
  - 162% growth year-on-year;
- Staff costs and administration & corporate costs in the current quarter are in line with expectations. The higher first quarter costs were a direct result of once-off reverse take-over costs and wage related costs that were accounted for in the prior year;
- Net Cash Outflows was \$511,000 for the quarter and in line with expectations;
- Group cash position at the end of the quarter was \$1,541,000 and ahead of expectations;
- Overall we are generating revenue growth as expected (through greater subscribers and higher Revenue per user) whilst managing costs as per our plan.



### **Business Update**

As evident on the quarterly cash flow update (Appendix 4C), Dropsuite's healthy increase in cash receipts, both Quarter on Quarter and Year on Year, is attributed to strong growth in paid users, revenue and IT reseller partnerships.

Very recently, Dropsuite has expanded its distribution partnership with Ingram Micro Inc., a global distributor /leader in technology solutions, mobility, cloud, and supply chain services.

With this expanded partnership, Dropsuite's Email Backup and Archiving services will now be offered to managed service providers (MSPs), value added resellers (VARs) and IT consultants throughout North America via the Ingram Micro Cloud Marketplace. This is in addition to Dropsuite Website Backup, a cloud-based website backup and monitoring service.

Dropsuite is expanding on its Solution Provider Partner Program, which enables reseller partners to access end user sales best practices, marketing campaign pitches, articles, landing pages and videos.



MSPs, VARs and IT consultants can easily get up to speed on Dropsuite products, access the most up to date sales content and formulate the most effective “data backup” sales pitches to convert more SMBs into recurring revenue customers.

For further information please contact:

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#### **About Dropsuite**

Dropsuite is a global cloud software platform enabling SMBs in over 100 countries to easily backup, recover and protect their important business information. Dropsuite's network of preferred reseller partners has a combined customer reach of millions of small and medium-sized businesses worldwide. Dropsuite's products include website and database backup, email backup and archiving and file-based server backup.

Dropsuite partners with some of the biggest global names in the hosting and IT service provider market, including GoDaddy, the world's largest domain name registrar, and Ingram Micro, the world's largest distributor of computer and technology products. Dropsuite was launched in 2012 and is headquartered in Singapore with a sales presence in the US, Europe, Japan, and Australia.

For more information please visit: [www.dropsuite.com](http://www.dropsuite.com)