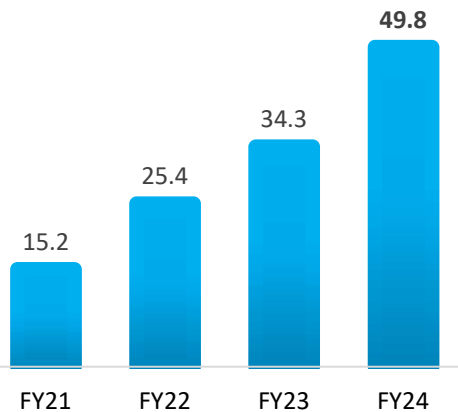


Expanding customer footprint drives record growth acceleration

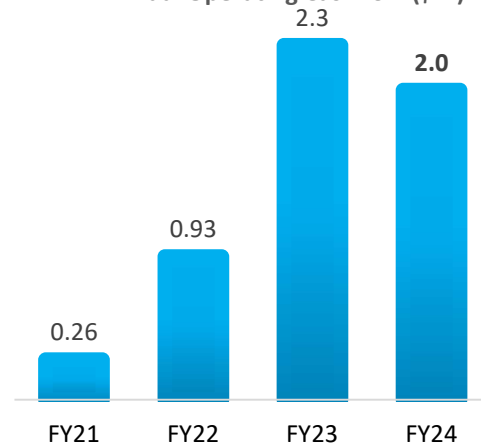
27 February 2025: Global cloud backup and archiving software provider Dropsuite Limited (ASX: DSE) (“Dropsuite” or the “Company”) is pleased to provide an overview of the Company’s financial results for the year ended 31 December 2024:

Highlights

Annual Recurring Revenue (\$M)



Annual Operating Cashflow (\$M)



- > Total FY24 Revenue of \$41.2m up 34% (FY23 \$30.6m)
- > Annualised recurring revenue of \$49.8 million at the end of December 2024, up 37% vs FY23 (on a constant currency basis)
- > EBITDA of \$0.4m (FY23 \$1.1m) driven by sustained revenue growth and gross margin improvement, with continued reinvestment into R&D and Go-To-Market initiatives
- > Normalised¹ net cashflow from operations of \$2.0m (FY23 \$2.3m)
- > Average revenue per user of \$2.52 (FY23 \$2.46)
- > Dropsuite Board unanimously recommends that Dropsuite shareholders vote in favour of the proposed Scheme of Arrangement where NinjaOne LLC has agreed to acquire 100% of the ordinary shares in Dropsuite, in an all-cash offer of A\$5.90 per share²

CEO Commentary

Managing Director and CEO, Charif Elansari said: “Our FY24 results highlight the Company’s highly scalable and sustainable business model, delivering a strong uplift in recurring revenue whilst maintaining positive cashflow and profitability. While the Board is highly confident in the long-term fundamentals and growth prospects of the Company, we believe the offer from NinjaOne represents a compelling opportunity for shareholders to realise their investment in Dropsuite, for 100% cash at an attractive premium to where Dropsuite has historically traded. Importantly, the Board believes the combination of NinjaOne and Dropsuite’s complementary offerings will deliver enhanced solutions and expanded capabilities to our partners and customers globally.”

1: Net cash generated from operations was abnormally impacted by early cash receipts the Company received in the last days of December that would normally have been received in early January, with smaller payments to suppliers also normalised. Actual Net cash generated from operations was \$4.2 million.

2: Refer ASX release 28 January 2025

Financial summary

In FY24 Dropsuite delivered a 34% increase in revenue to \$41.2m (FY23: \$30.6m) primarily driven by the continued increase in the Company's end users via the highly scalable partner-based reseller model. In FY24, Dropsuite added 483k paid users, taking user numbers to over 1.65 million, a 42% uplift YoY.

EBITDA of \$0.4m was down on the previous year (FY23: \$1.1m) driven by continued reinvestment across each function, and non-cash share-based employee payments expense during the year. Underlying EBITDA was \$2.11m (FY23: \$2.72m).

Net cash generated from operations for FY24 was \$4.2m. Normalised net cash generated from operations was \$2.0m, down 11% on the PCP (actual up 83%) and the fourth consecutive year of positive cashflow. Actual Net cash generated from operations was abnormally impacted by early cash receipts the Company received in the last days of December that would normally have been received in early January, with smaller payments to suppliers also normalised.

Available cash at 31 December was \$28.6m (FY22 \$24.3m) with zero debt.

Key business indicators (A\$m)	2024	2023	Change %
Revenue from operating activities	41.17	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	17%

Key business indicators (A\$m)	2024	2023	Change %
Annual Recurring Revenue (ARR)	49.8	34.3	45.2%
Average Revenue Per User (ARPU)	2.52	2.46	2.0%
Paid user numbers	1.65	1.16	41.5%
Direct partners	780	620	25.6%

- END -

The announcement was approved by the Board of Directors.

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

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

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About Dropsuite

Dropsuite is a cloud software platform enabling businesses to easily backup, recover and protect their important business information. Dropsuite's commitment to advanced, secure and scalable cloud technologies keeps us in the forefront of the industry and makes us the choice of leading IT Service Providers globally. For more information please visit: www.dropsuite.com

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