

THE PASSIONATE INVESTOR

SEEKING PROFITABLE INVESTMENT IN INVENTIONS FOR A BETTER WORLD

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Companies Featured

Dropsuite Ltd

EXM: DROPSUITE IS A CLOUD-BASED BACKUP PLATFORM FOR SME'S ACCESSIBLE VIA ITS PARTNERS INCLUDING GODADDY, INGRAM MICRO (US), SINGTEL (SE ASIA), GMO PEPABO (JAPAN) AND OZHOSTING (AUSTRALIA). WHILE THERE ARE NUMEROUS COMPETITORS AND MARGINS ARE LOW, THE MARKET IS HUGE AND STILL LARGELY UNDERSERVED - AND THE BUSINESS MODEL OFFERS ANNUITY STYLE INCOME WITH NO DIRECT MARKETING COSTS AND NO DIRECT CREDIT RISK



Dropsuite (formerly DropMySuite) is based in Singapore and has a sales presence in the US, Europe, Japan, Ireland and Australia.

Dropsuite Limited (ASX code to be DSE), was founded in 2011 in Singapore, and is listing via a reverse takeover of Excalibur Mining Company. The prospectus offer is now closing on November 11, 2016.

Dropsuite (formerly DropMySuite) offers scalable Software-as-a-

Service (SaaS) backup for SME's through its various partnerships. The Company has already serviced over 110,000 small to medium businesses in several countries and in multiple languages - to globally backup, recover and protect their digital assets. Dropsuite's network of preferred reseller partners has a combined customer reach of millions of SME's worldwide. They include US industry majors Ingram Micro and GoDaddy, GMO PEPABO (Japan), HostPapa (Canada), SingTel (Southeast Asia), Blacknight (Europe) and OzHosting (Australia).

As is normal for the cloud-based backup industry, DSE's Dropsuite's partners are offered branded, co-branded and white label options for Dropsuite's data backup services, with data backup services usually offered as part of a package from the telco service provider rather than as a stand alone.

Dropsuite provides a partner support program that covers technical support, sales and marketing support, partner end user management tools and multiple languages. Partners can integrate Dropsuite backup services into their platform and then sell Backup-As-A-Service (BaaS) to their end users.

Dropsuite's partnership model means it has no direct marketing cost, no direct credit risk to its Partners' end users with the Partners responsible for selling, supporting and billing end users. Dropsuite invoices its partners monthly based on the number of users and their storage plans.

Current partner contracts have half year terms and so far all have been renewed by the respective due dates.

While there are a large number of companies offering small businesses backup services, and the cost of entry is low, the field is also vast. With data loss having a possibly disastrous effect on a business the need to backup all its business materials by SMEs is of vital and growing importance - both financially and legally. Meanwhile the costs associated with establishing - and maintaining an in-house backup product are high, and beyond the reach of many SME's.

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Dropsuite Ltd (cont'd)

In its Prospectus, Dropsuite stated that there are an estimated 125 million SME's worldwide with a need for data backup. This need is incentivised by hacking, cybercrime, computer crashes and the risk of natural disasters - and the exponential growth of e-commerce.

The Competition

ASIGRA in an October 2 listing of the Top 100 cloud backup companies for October 2016 for various business categories, also included 100 companies in the SME category .

Financials

Capital structure ¹	Minimum Subscription \$5,000,000 ²	Mid-Point Subscription \$6,500,000 ³	Maximum Subscription \$8,000,000 ⁴
SHARES			
Shares on issue at the date of this Prospectus	350,595,738	350,595,738	350,595,738
Proposed shares post 1:15 consolidation⁵	23,374,286	23,374,286	23,374,286
Issue of Shares under the Public Offer	50,000,000	65,000,000	80,000,000
Issue of Shares under the Greenbase Vendor Offer as consideration Shares.	282,600,004	282,600,004	282,600,004
Issue of Shares under the	27,000,000	27,000,000	27,000,000
Total Shares Post Consolidation	382,974,290	397,474,290	412,974,290
PERFORMANCE SHARES			
Issue of Performance Shares under the Greenbase Vendor Offer	49,500,000	49,500,000	49,500,000
Total Performance Shares	49,500,000	49,500,000	49,500,000
OPTIONS			
Options on issue at the date of this Prospectus ⁷	2,334,173	2,334,173	2,334,173
Issue of Advisor Options under the Advisor Offers ⁸	20,000,000	20,000,000	20,000,000
Total Options	22,334,173	22,334,173	22,334,173

Code	EXM	
As at December 31, Values in \$000's	2015 Pro-Forma	
BALANCE SHEET	Min. Sub	Max. Sub.
Current Assets	4,760	7,550
Non Current Assets..	1,401	1,401
Current Liabilities	1,239	1,239
Non Current Liabilities		
Net Assets & Shareholders' Funds	4,922	7,712
Intangibles	1,216	1,216
Net Tangible Assets	3,706	6,496
Gearing (Net of Cash) %	nil	nil
NTA per share (cents)	1.0	1.6
Shares Issued (m's)	383.0	413.0
Note:		
Cash on hand	4,341	7,131

Dropsuite offered 80 million shares at 10c each to raise \$8 million. Excalibur shares were consolidated on a 1 for 15 basis before the Dropsuite acquisition.

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Dropsuite Ltd (cont'd)

Directors & Proposed Directors' Profiles

Theo Hnarakis - Proposed Non-Executive Chairman

Mr Hnarakis is a former Chief Executive Officer with public company director experience, with skills in technology (including disruptive technology), global growth and brand management.

He graduated from The University of South Australia with a Bachelor of Accounting and has held senior roles with Boral Group, Managing Director roles with News Corporation and PMP Communications group and was the CEO of ASX 300 listed Melbourne IT from 2002 until 2013. He has also held director roles with Neulevel, a JV with US based Nasdaq company, Neustar and with Advantate, a JV with Fairfax Media.

From 2014 until 2016, Theo served as NED and ARMC Chairman of NewZulu, and is currently Non-executive Chairman of ASX listed Crowd Mobile, specialising in the M-Payments space.

He has also assisted ASX technology companies such as Infomedia in setting future strategy and continues to work on the advisory boards of Cryptphoto, and Longlake Research.

Charif Elansari BA - Proposed Managing Director

It is proposed that Mr Elansari will be appointed Managing Director of the Company on completion of listing.

Mr Elansari has been the CEO of Dropsuite since 2013 overseeing the company's strategy and operations. He has expanded the business globally with exponential user and revenue growth since his appointment and has launched distribution partnerships with some of the world's largest IT Service Providers.

Previously he had been Head of Business Development, Google Southeast Asia and negotiated and launched key partnerships with top mobile operators, led the company's first Chrome web browser distribution partnership in Asia, built partnerships and alliances with media companies and content owners and led a team to launch the first localized advertising product in Indonesia.

Prior to Google he was Director of Client Marketing in Japan for Dell. Dell Japan was the largest and most mature business in Asia and is the region's most unique and complex market from a competitive and product landscape standpoint. He successfully led two major transitions in the first 6 months to identify and fill Dell product gaps in the Japanese market, set product strategy selection, positioning, pricing and launching, managed, trained and developed a 20-person marketing team at two locations and owned country relationships with strategic suppliers Intel, AMD and Microsoft. He had a number of roles with Dell including Production Control Manager, Senior Marketing & Pricing consultant in the USA, Sales director in South Korea, Director Client Marketing in China.

Alex Bajada B Econ. (UWA); MAICD – Executive Chairman of Excalibur Mining

Mr Bajada is a corporate advisor with over 30 years' experience in the corporate sector and has been involved in the management of ASX listed companies for many years fulfilling the roles of chairman and director.

He is currently Executive Chairman of Odin Energy Ltd. He is an independent director of laminated beam manufacturer, Wesbeam and Chairman of private equity manager Hawkesbridge.

Mr Bajada has at times been both a chairman and an independent director of the WA Local Government Superannuation Plan (which has \$2.6 billion of member funds under management) during the last 22 years and served as Chairman of the Investment Committee for the last 10 years. Mr Bajada ceased as director in June 2014.

In his capacity as chairman and director of ASX listed public companies in the resources sector, Mr Bajada has developed extensive experience with large scale capital raising programs, Initial Public Offerings, Mergers and Acquisitions, Corporate strategy, Managing low cost high margin operations
Corporate governance and risk and compliance programs.

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Dropsuite Ltd (cont'd)

Senior Management

Charif Elansari BA - proposed managing director

Ridley Ruth – BBA Finance / Marketing

Mr Ruth will be appointed Chief Operating Officer of the Company on completion of listing.

Ridley has over twenty years' experience in managing sales and marketing organizations encompassing strategy, business development, product management, business planning, relationship building and contract negotiations.

He is currently Dropsuite's Chief Operating Officer, reporting to the Chief Executive Officer Charif Elansari, and is responsible for sales and marketing, operations support and product management.

Ridley has a successful background in creating marketing and sales strategies combined with strategic planning and execution of company proposals, product positioning, product management, staff development, global alliances and formation of partnerships. He also has a strong background in products involving SaaS, SEO, internet marketing solutions, Cloud Based backup and website and server security. His last role prior to joining Dropsuite was VP of sales at Stop The Hacker that was then acquired by Cloudflare, a larger Silicon Valley security company.

Ron Hart – Computer and Information Science (Senior) Ohio State University

Mr Hart will be appointed Chief Technology Officer of the Company upon completion of listing.

Mr Hart is an IT Professional with over 25 years, experience in all facet of computing. He has been the Chief Technology officer of Dropsuite since 2011. He has successfully overseen the engineering team to build a highly scalable cloud backup platform, a best-in-class website backup platform, established world-class partner integration capabilities and launched Dropsuite services with some of the world's biggest IT Service Providers. He works closely with the CEO to define and execute Dropsuite's product vision.

His experience and expertise in IT includes all aspects of computing:

Engineering Manager at myTriggers, INC., Ohio - an innovative start up that launched a shopping comparison site and later a penny auction site.

Penny Auction Site - build a highly scalable penny auction site with Ruby on Rails by designing a flexible HA database system with postgresSQL providing immediate failover. Managed design resources, implemented forward facing UI and automated product selection and quantity and all SEM/SEO effort as well as other marketing initiatives.

Lead Developer, Resource Interactive - Interactive web developer delivering solutions using ASP.NET as well as open source solutions with PHP.

Net initiatives for client Hewlett-Packard - Content management system with granular permission levels for World Wide portal. Enterprise Library, MSMQ, user controls, server controls, XML, and windows services were some of the technologies leveraged.

Substantial Shareholders

- Hatcher Pte Ltd 34.26%
- John Anthony Fearon and associates 9.95%