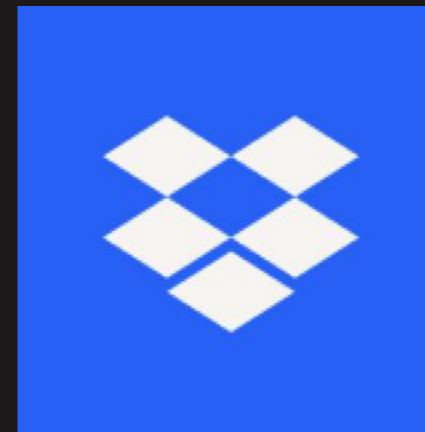


First Quarter 2024 Financial Results



Dropbox

May 2024

Safe Harbor Statement

This presentation contains forward-looking statements. These statements may relate to, but are not limited to, plans for growth, technological capabilities and new features and products and the long-term financial targets of Dropbox, Inc. (“Dropbox,” “we,” “us,” or similar terms), as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “intend,” “potential,” “would,” “continue,” “ongoing” or the negative of these terms or other comparable terminology. You should not put undue reliance on any forward-looking statements. Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all.

Forward-looking statements are based on information available at the time those statements are made or management’s good-faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in, or suggested by, the forward-looking statements. In light of these risks and uncertainties, the events and circumstances contemplated by the forward-looking statements made in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. These risks and uncertainties are described in greater detail under the heading “Risk Factors” in our annual report on Form 10-K for the fiscal year ended December 31, 2023 that we filed with the Securities and Exchange Commission (the “SEC”) on February 16, 2024, and include, but are not limited to, the impact to our financial results, business operations, the business of our customers, suppliers, partners and the economy as a result of general macro economic, political and market uncertainty, as well as the potential for a more permanent global shift to remote work; our ability to retain and upgrade paying users, and increase our recurring revenue; our ability to attract new users or convert registered users to paying users; our future financial performance, including trends in revenue, costs of revenue, gross profit or gross margin, operating expenses, paying users, and free cash flow, including, in all respects, with respect to any future targets described herein; our ability to achieve and maintain profitability; our liability for any unauthorized access to our data or our users’ content, including through privacy and data security breaches, significant disruption of service on our platform or loss of content, particularly from any potential disruptions in the supply chain for hardware necessary to offer our services; any decline in demand for our platform or for content collaboration solutions in general; changes in the interoperability of our platform across devices, operating systems, and third-party applications that we do not control; competition in our markets; our ability to respond to rapid technological changes, extend our platform, develop new features or products, or gain market acceptance for such new features or products, our ability to manage our growth or plan for future growth; our acquisition of other businesses and the potential of such acquisitions to require significant management attention, disrupt our business, or dilute stockholder value; our ability to attract and retain key personnel and highly qualified personnel; our capital allocation plans with respect to our stock repurchase program and other investments; and the dual class structure of our common stock and its effect of concentrating voting control with certain stockholders who held our capital stock prior to the completion of our initial public offering. These factors could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the forward-looking statements. Additional information will be available in other future reports that we may file with the SEC from time to time, which could cause actual results to vary from expectations. Except as required by law, Dropbox does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

In addition to financial information presented in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation includes certain non-GAAP financial measures, including non-GAAP gross margin, non-GAAP operating income, non-GAAP operating expenses (including research and development, sales and marketing and general and administrative), non-GAAP operating margin and free cash flow. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. The non-GAAP measures Dropbox uses may differ from the non-GAAP measures used by other companies.

This presentation also contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information may be based on many assumptions and limitations, and you are cautioned not to give undue weight to such information. We have not independently verified the accuracy or completeness of the data contained in the industry publications and other publicly available information. Dropbox does not undertake to update such data after the date of this presentation.

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01

Business Overview

Dropbox Today

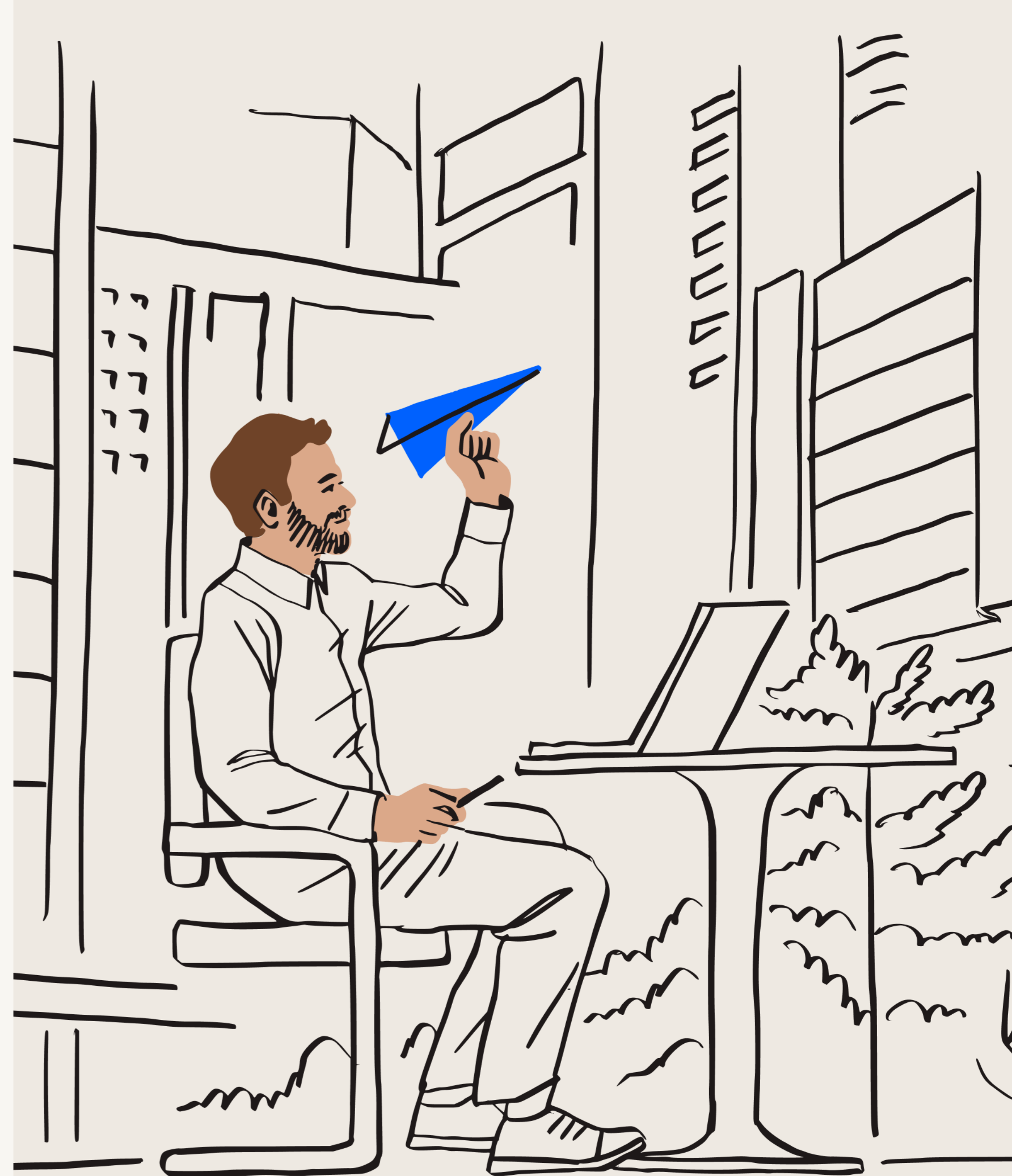
Leader in file sync and share

Smart workspace for digital content collaboration

Addressing individual and team workflows

Leveraging virality and scale in go-to-market

Balanced growth and cash flow generation model



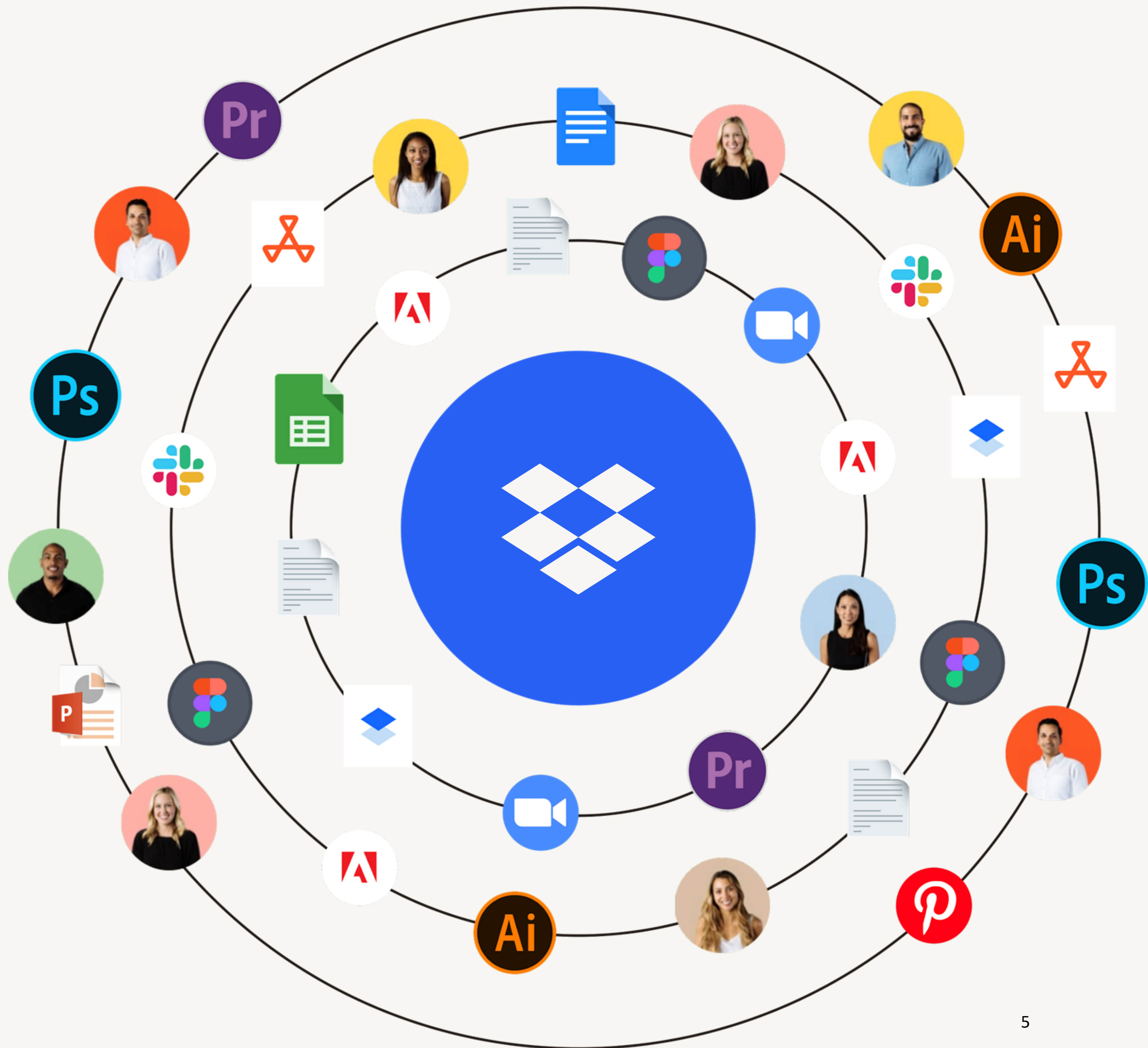
Global Collaboration Platform at Scale

700M+
Registered Users⁽¹⁾

18.16M
Paying Users⁽¹⁾

1T+
Pieces of Content⁽¹⁾

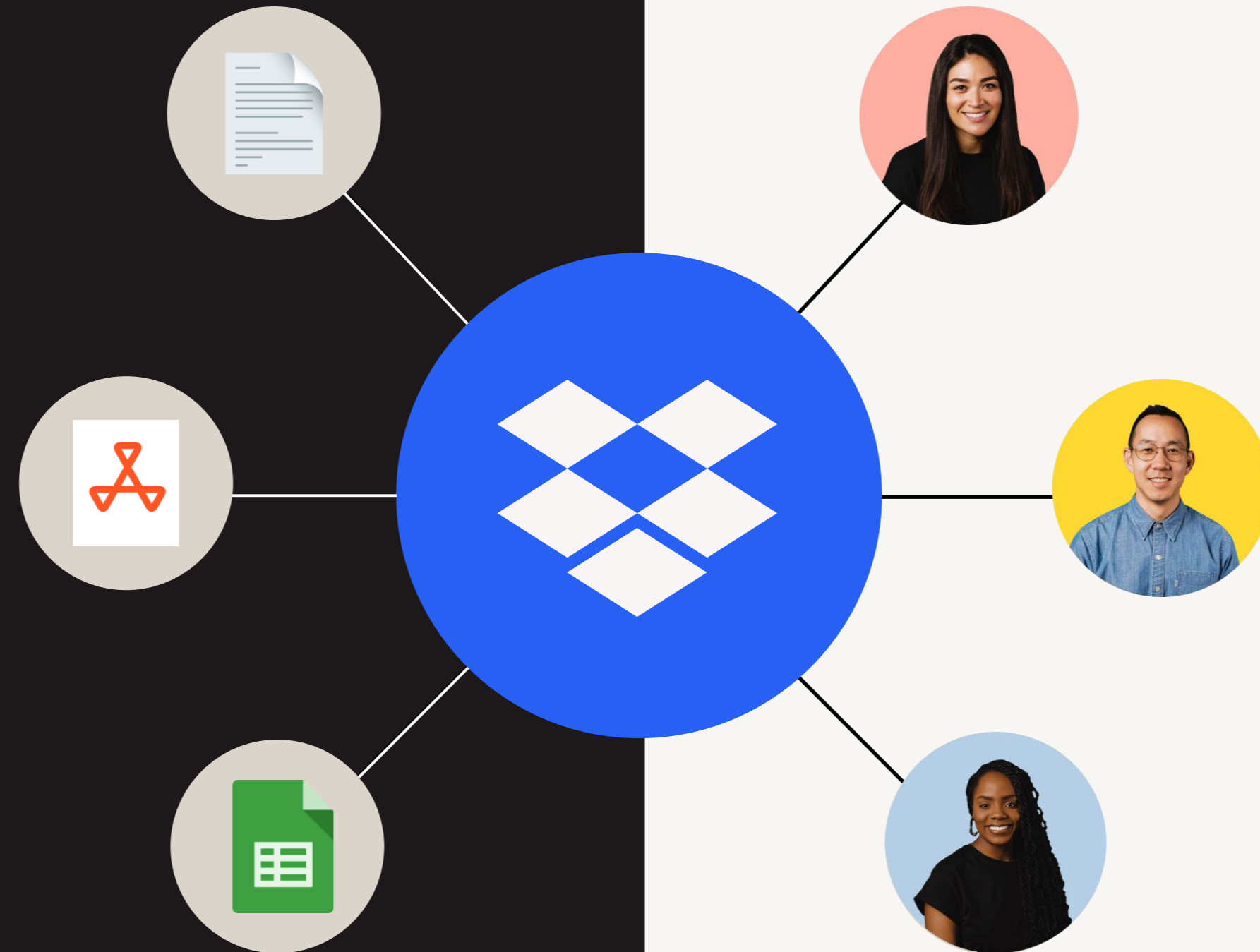
(1) As of 3/31/2024



Dropbox- 2007







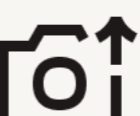



Keeping Files in Sync

 Content Backup






Dropbox- 2024

Keeping Teams In Sync

-  Content & User Controls
-  Advanced Sharing Controls & Analytics
-  Collaborative Workflows
-  Professional Delivery
-  Project Management
-  Contract Management
-  Video Editing & Review
-  Cloud & Device Backup
-  Template Libraries
-  AI Universal Search

Product Portfolio



Individuals	Teams	 Dropbox Sign	 Dropbox DocSend	 <small>from Dropbox</small>
Basic	Standard	Dropbox Sign	Personal	Premium Annual
Plus	Advanced	Dropbox Sign API	Standard	Monthly
Family	Enterprise	Dropbox Forms*	Advanced	Subscription
Professional	Education	Dropbox Fax	Advanced Data Room	
Essentials	Business			
	Business Plus			

Reinventing the Software Playbook

Traditional Playbook

Dropbox Playbook

Designed For IT

vs.

Designed For Users

Top-Down Distribution

vs.

Bottom-Up Adoption

Walled Garden

vs.

Open Ecosystem

Rip-And-Replace

vs.

Live Side-By-Side

Efficient Go-to-Market

Land

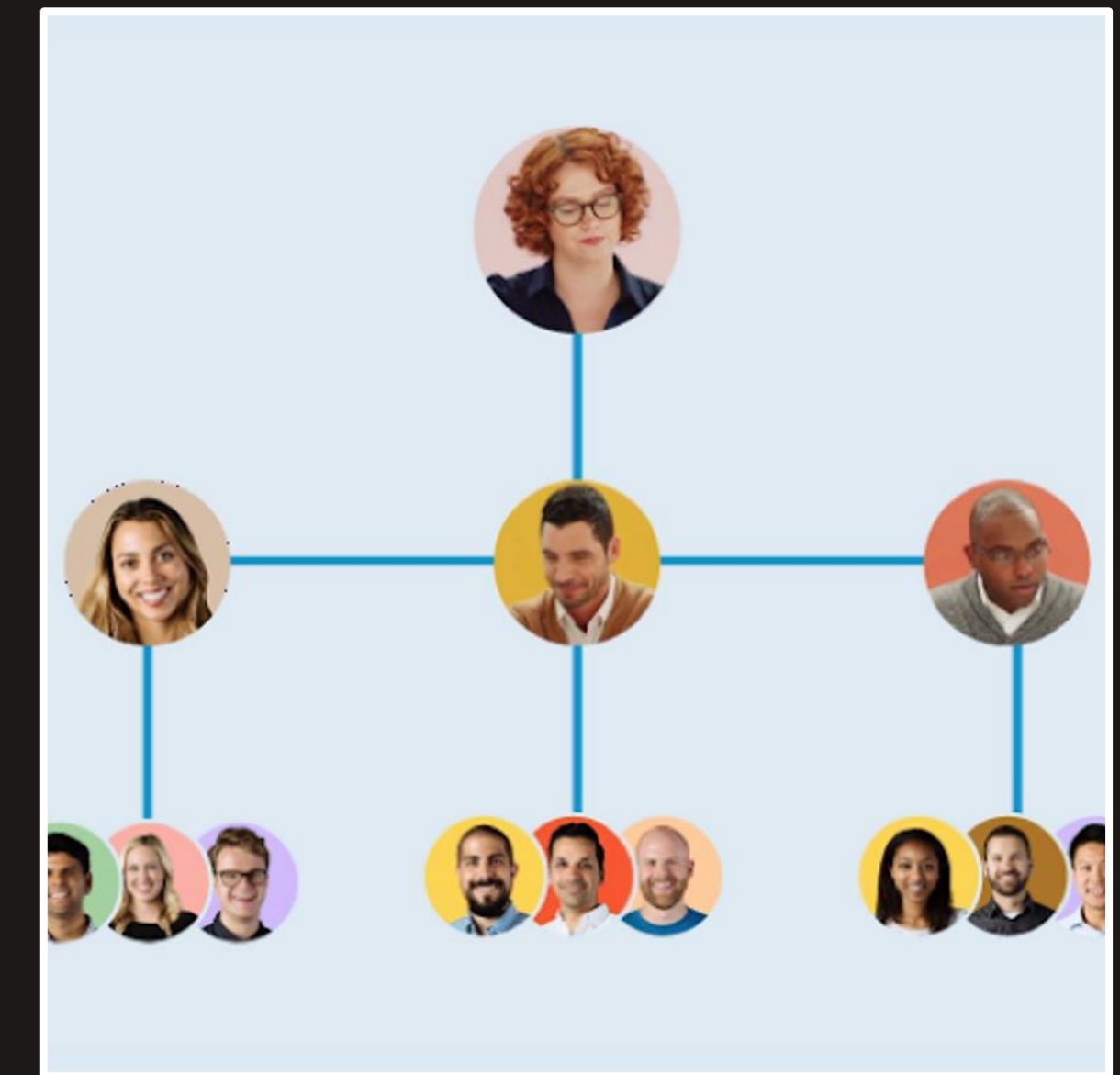
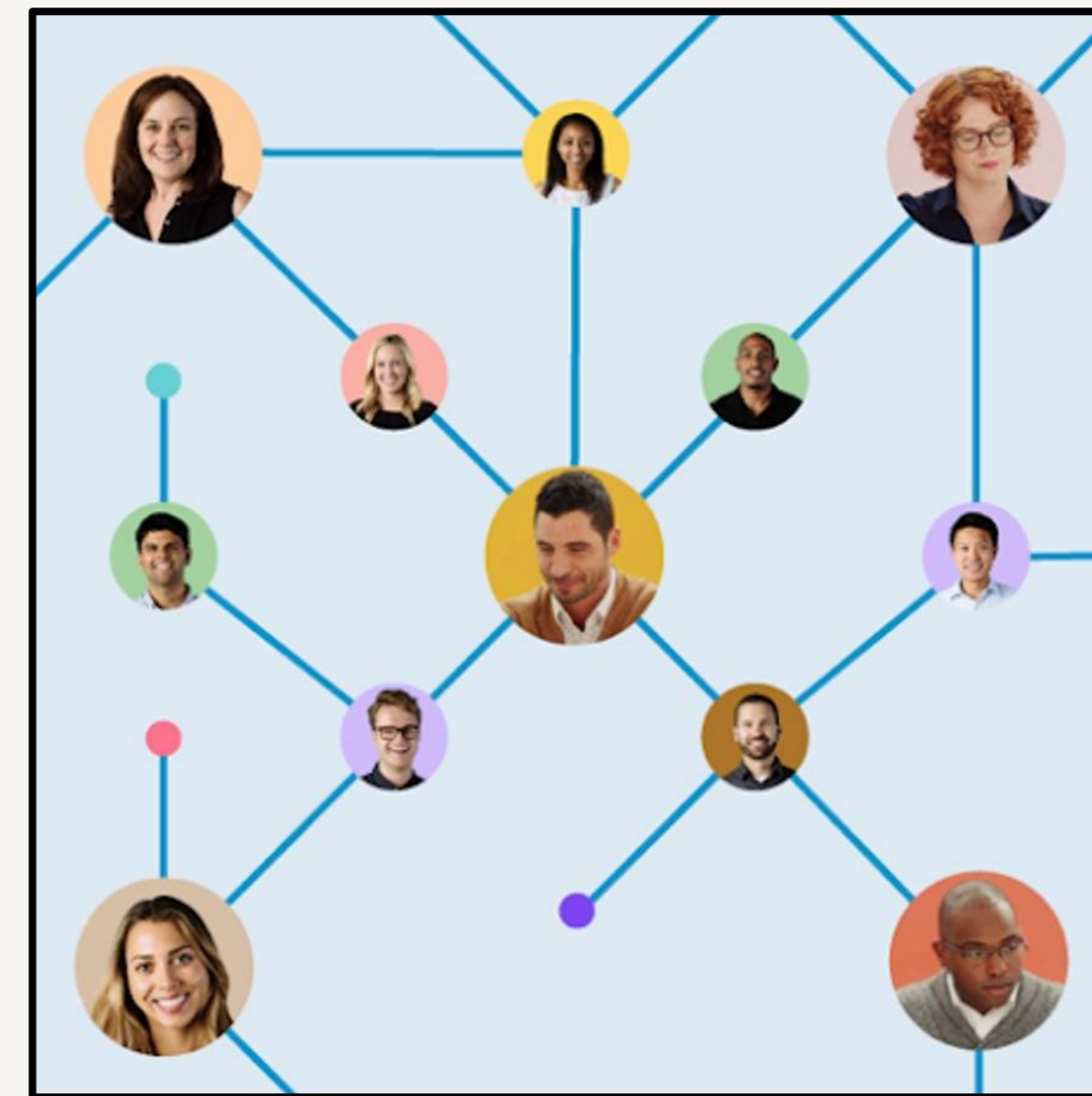
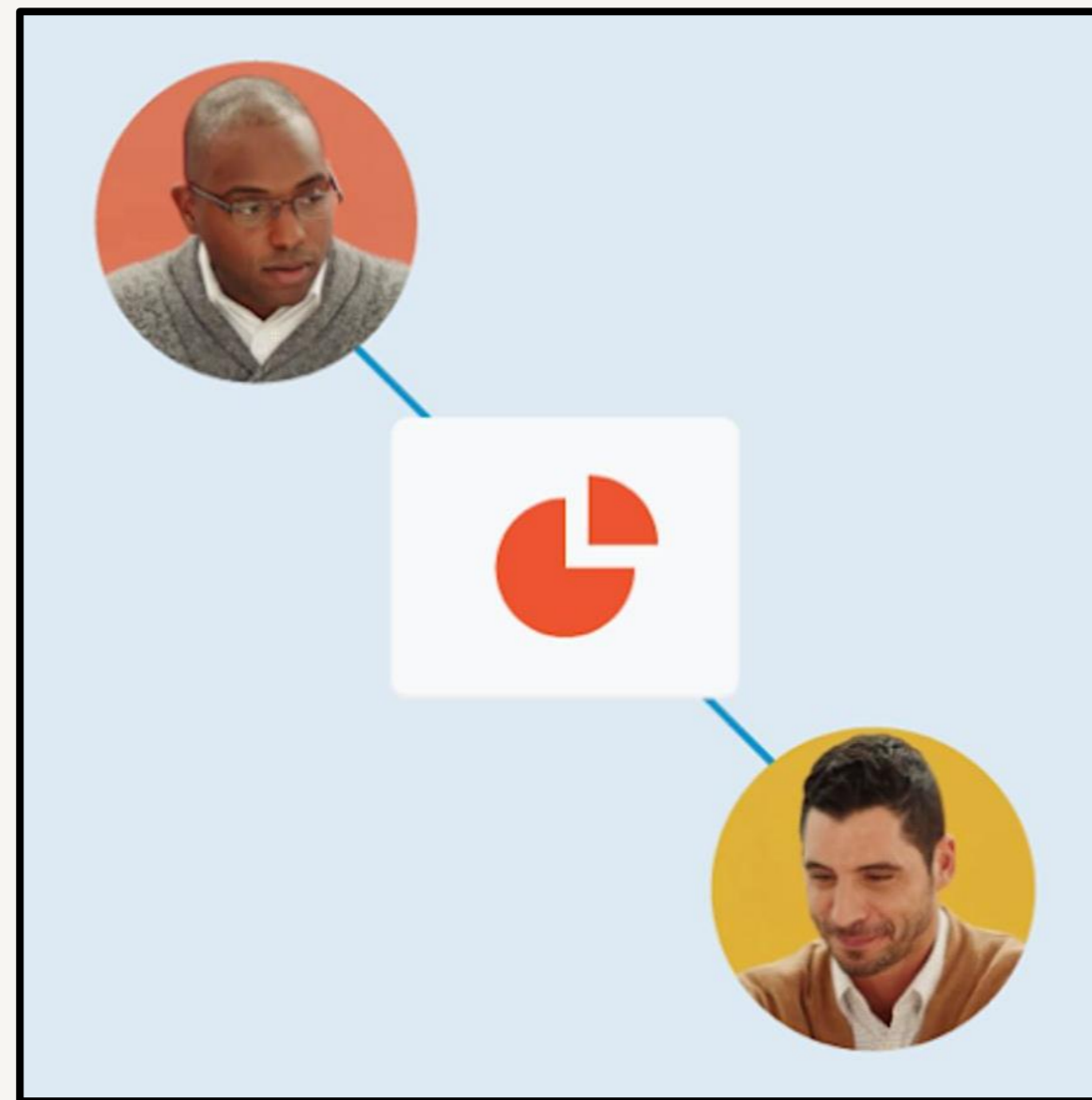
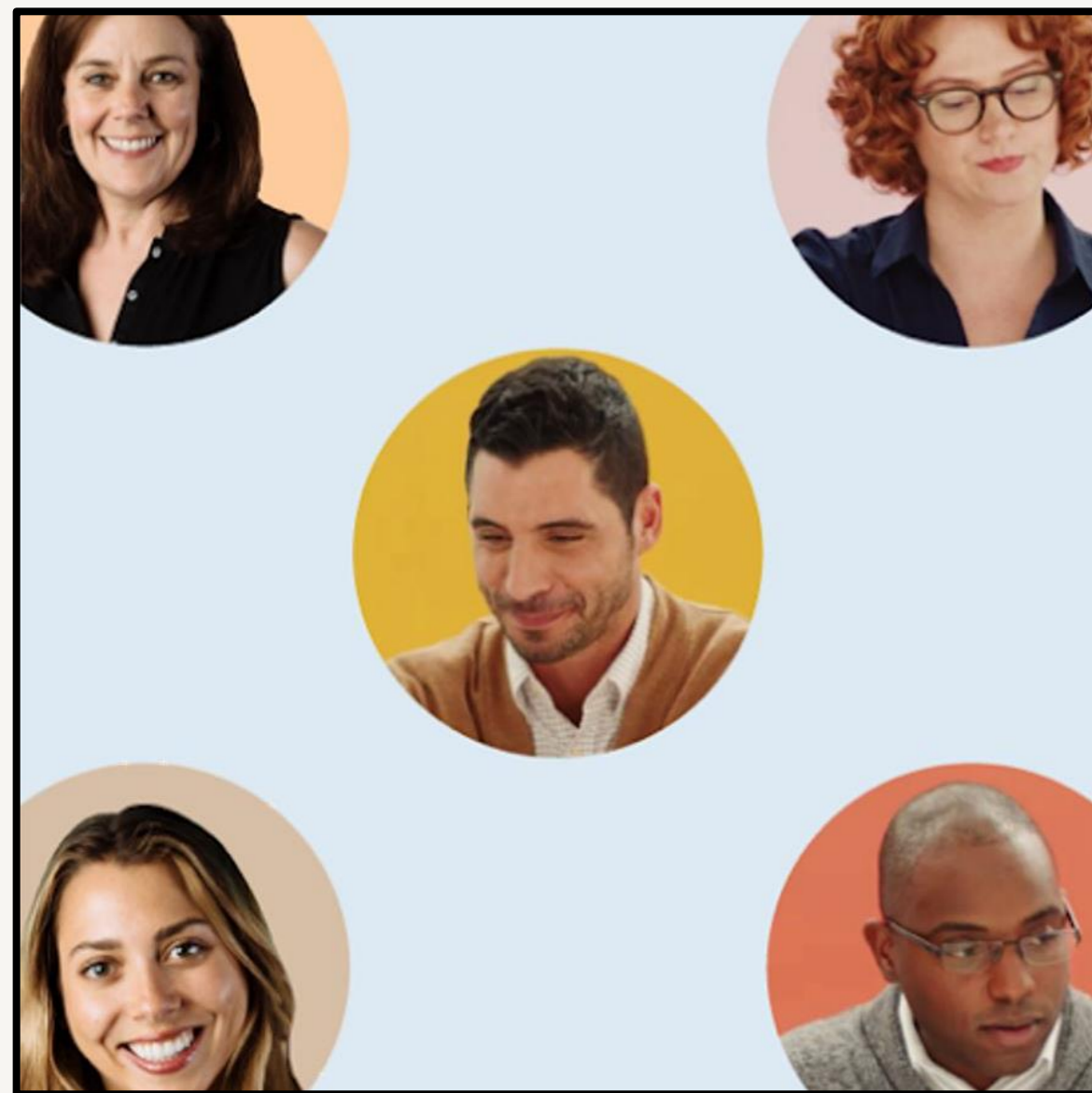
Expand

Adopt Organically

Land Companies

Expand Companies

Wall-to-Wall Deployment



Growth Drivers

Execute

Convert and Retain

Drive registered users to become paying users of Individual and Team plans

Upsell

Prompt existing users to upgrade to premium plans or purchase additional licenses and add-ons

Innovate

New Product Experiences

Leverage scale and user insights to enhance existing products and drive adoption of new ones

Expand into Workflows

Invest in integrations and native capabilities to enable more workflows beyond FSS

New Features Help Organize Digital Content

[Dropbox provides streamlined automation tools for organized file systems](#)

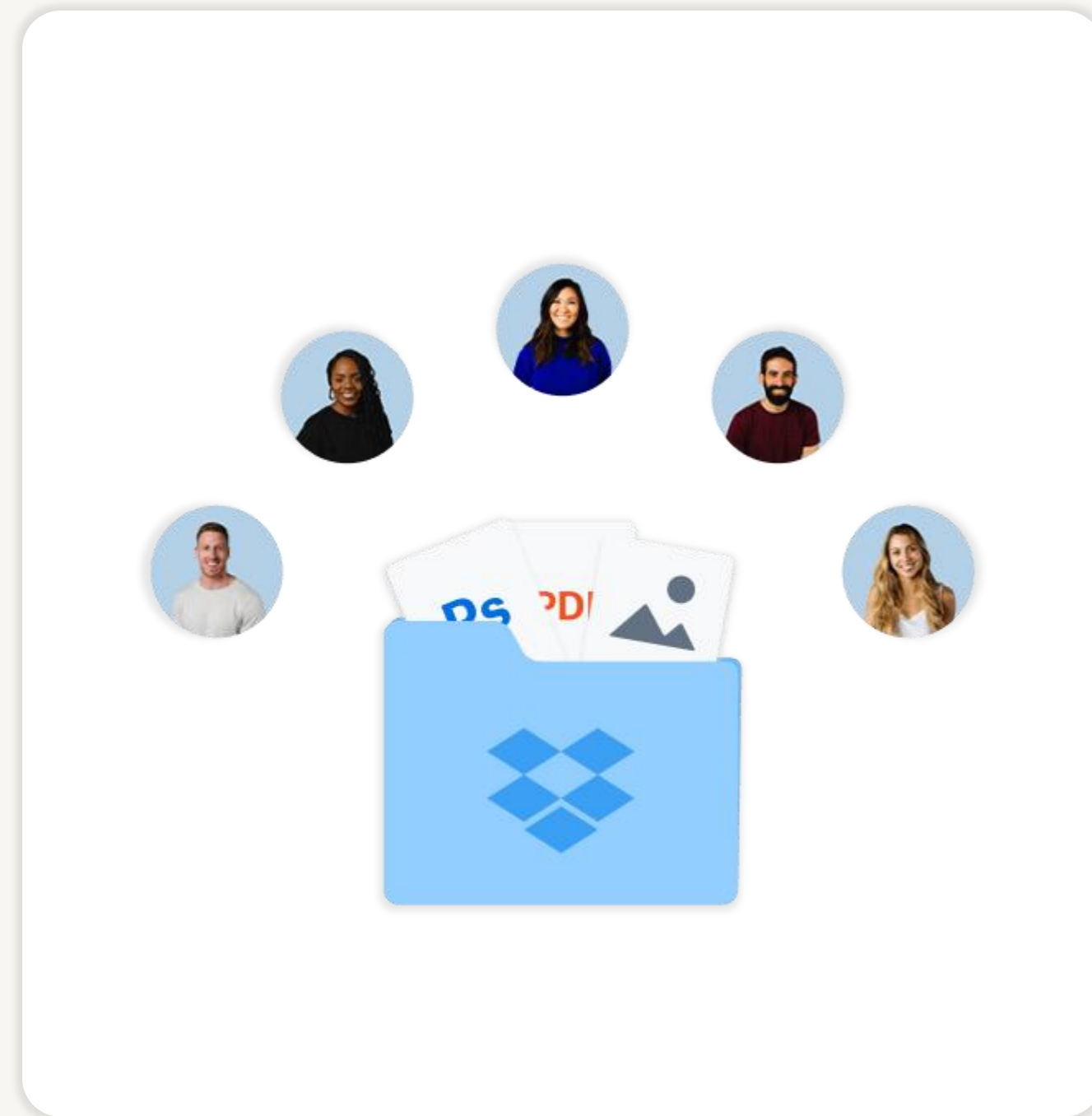
Managing digital content across work and home has grown more complex

Introducing features such as:

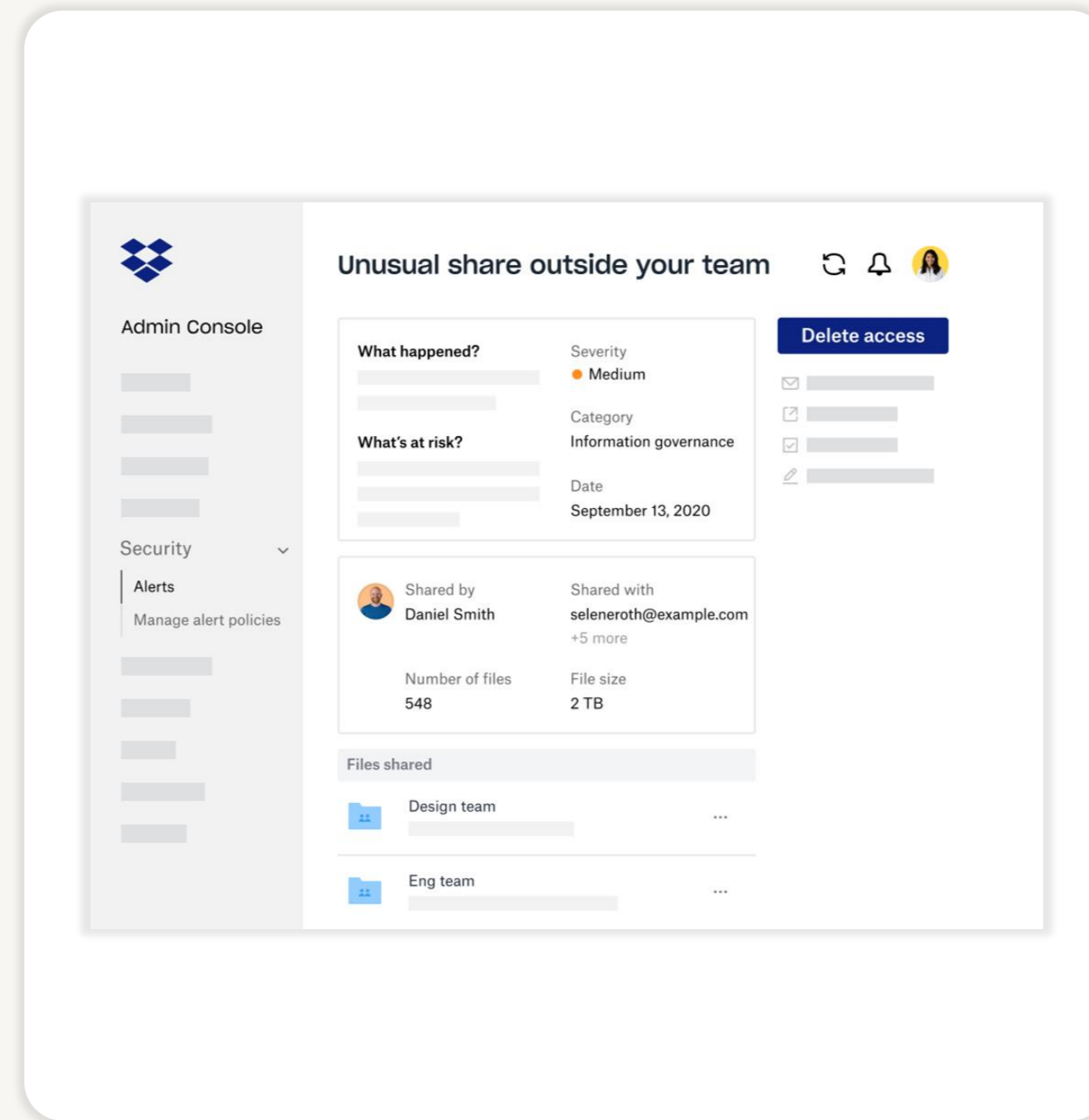
- Automated Folders & Dashboards
- Multi-File Organize
- Naming Conventions
- Tagging
- Document Conversion

Dropbox Business

Tailor team content, collaborate efficiently, and ensure data security



Shared team workspace




**Data governance
and audit logs**



**Advanced security
alerts & notifications**




Dropbox Business Teams Expansion

Simplified team collaboration invites for shared content




Invite people to your Dropbox team

Invite them to Hanford Inc. Dropbox, so they don't have to ask you each time they need access to files or more storage.


-  Ann Thompson
athompson@hanfordinc.com
 - @hanfordinc.com email match
 - Your team has shared 7 folders with them
 - Your team has worked with them since Aug 3, 2020
-  jay@hanfordinc.com
 - @hanfordinc.com email match
 - Your team has shared 7 folders with them
 - Your team has worked with them since Aug 3, 2020
-  zoe@cobaltcircle.co
 - Your team has shared 7 folders with them
 - Your team has worked with them since Aug 3, 2020

You'll be charged for 1 more person, and your new monthly total is \$150.00. Watch for an email with all the details.



Request an invite for
athompson@hanfordinc.com to join your
Dropbox team

Invite them to Hanford Inc. Dropbox, so they don't have to ask you each time they need access to files or more storage.

 Ann Thompson
athompson@hanfordinc.com

Your requests will be sent to admins for approval.

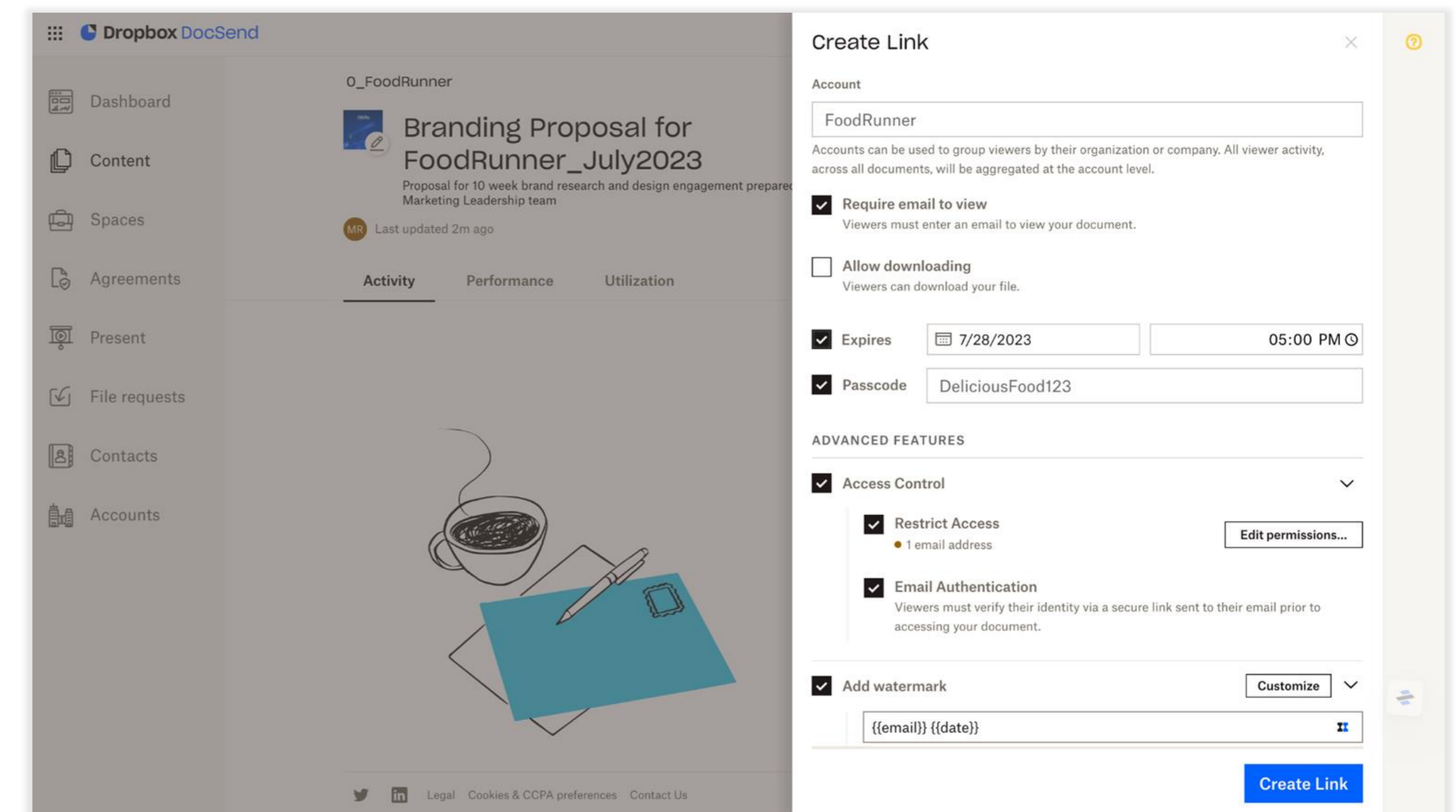
~575K
Business Teams⁽¹⁾

~34%
Of Paying Users are
Business Teams⁽¹⁾

(1) As of 3/31/24

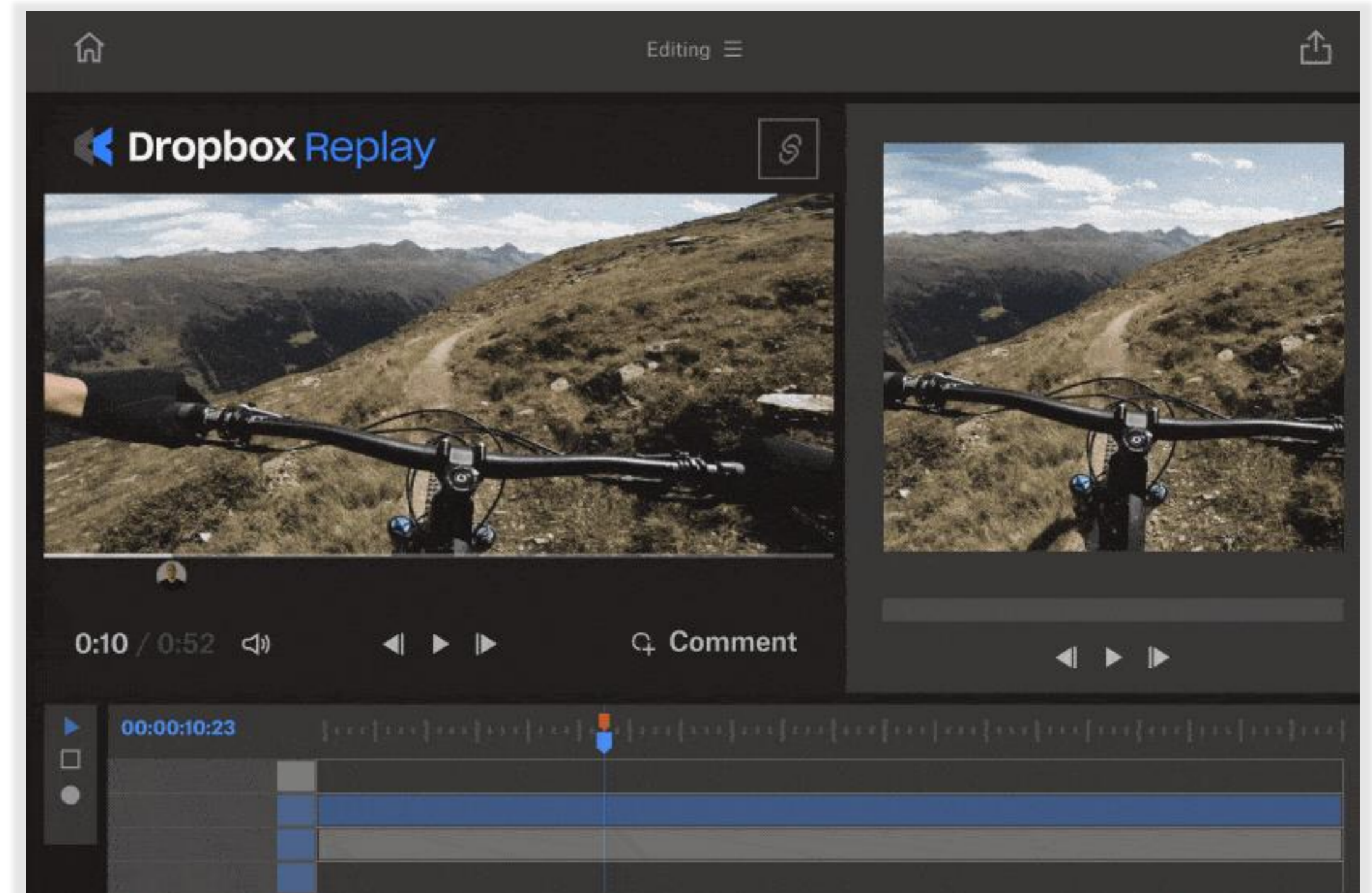
Dropbox DocSend Update

- DocSend empowers professionals with real-time signal on interest in their proposals and deal documents and control of how/if their documents are distributed or downloaded
- DocSend Standalone
 - SKUs: Personal, Standard, Advanced, Advanced Data Room
 - Audiences: Capital Markets, Financial Services, Professional Services
 - Use case: Fundraising, Investor relations, Client portal, Due diligence
- DocSend in Dropbox
 - SKUs: Dropbox Essentials, Business, Business Plus
 - Audience: Self-employed professionals, SMB Sales & Marketing Teams
 - Use case: Document tracking analytics (send and track)
- Recent launches
 - June 2023: DocSend website and standalone SKUs available in 13 new languages
 - Oct 2023: Advanced+ Beta launched to meet the needs of customers looking for advanced security controls for sending high volumes of sensitive documents
 - April 2024: Advanced Data Room--share multiple data files single link. Viewing permissions, user verification, built-in NDAs



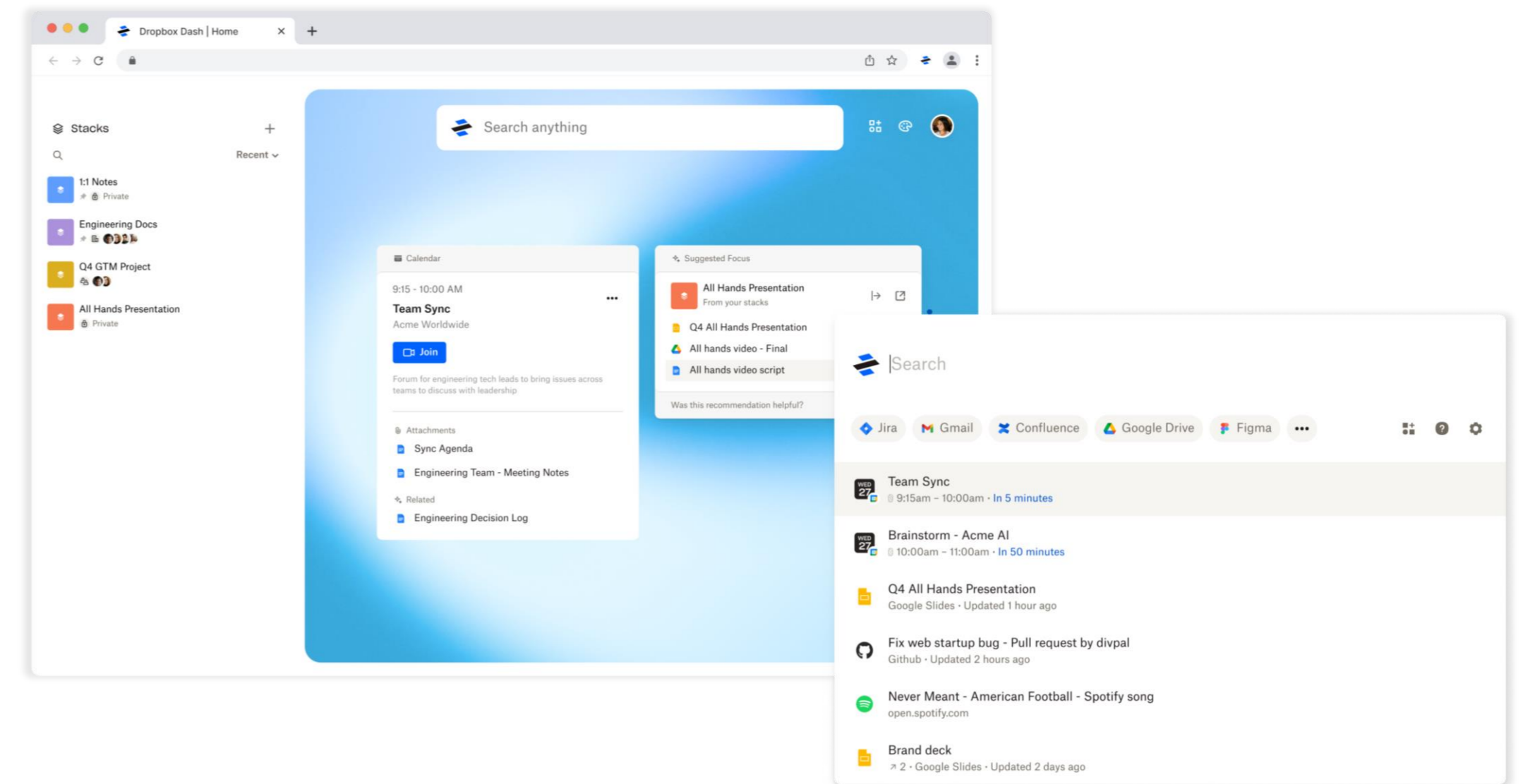
Dropbox Replay Update

- In 2023, Replay became available as a Freemium offering across all Dropbox Plans and includes up to 10 free files
- It is also available as a paid Add-On for all our paid plans (with the exception of Family plan) with more premium security and collaboration features
- Recent feature launches include:
 - Integration into Adobe After Effects
 - Integration into Apple Final Cut Pro
 - Integration into Avid Pro Tools
 - Lossless Audio Playback
 - Side-by-side version comparison



Dropbox Dash Update

- Dropbox Dash - your personal universal search tool that allows you to search all your apps, all your tabs, all in one place
- Access the info you need instantly. Search for content across Google Workspace, Microsoft Outlook, Asana, Notion, Salesforce, Zendesk, Airtable and more from a single centralized place
- Save time and frustration. Find out what meetings to attend, what files you'll need, and which projects to prioritize from one tab
- Get smart, AI-enhanced organization. Collect and organize all your links in one place
- Dropbox Dash is in open Beta



Integrations

Partner integrations with vendor-neutral software capabilities



Environmental, Social, and Governance

Enhancing value through corporate responsibility

Environmental

Dropbox is committed to fighting climate change and reducing our carbon footprint. We're always looking at ways we can make a difference in our day-to-day business practices and have set meaningful sustainability goals that we plan to accomplish by 2030. As of Dec 2021, we've sourced 100% renewable electricity for our operations, including our data centers

Social

Our DEI initiatives, workforce development programs, and ethical business practices all play a role in driving Social Responsibility at Dropbox. In addition, we also empower our employees to give back by providing paid volunteer time off, matching donations, and making product donations to nonprofits, through our Dropbox for Good program.

Governance

We're committed to maintaining an independent and diverse board of directors. Since 2019, we've added directors who are women or members of underrepresented communities to our board.

Additional content related to the Dropbox ESG program can be [here](#)

02

Financial Highlights

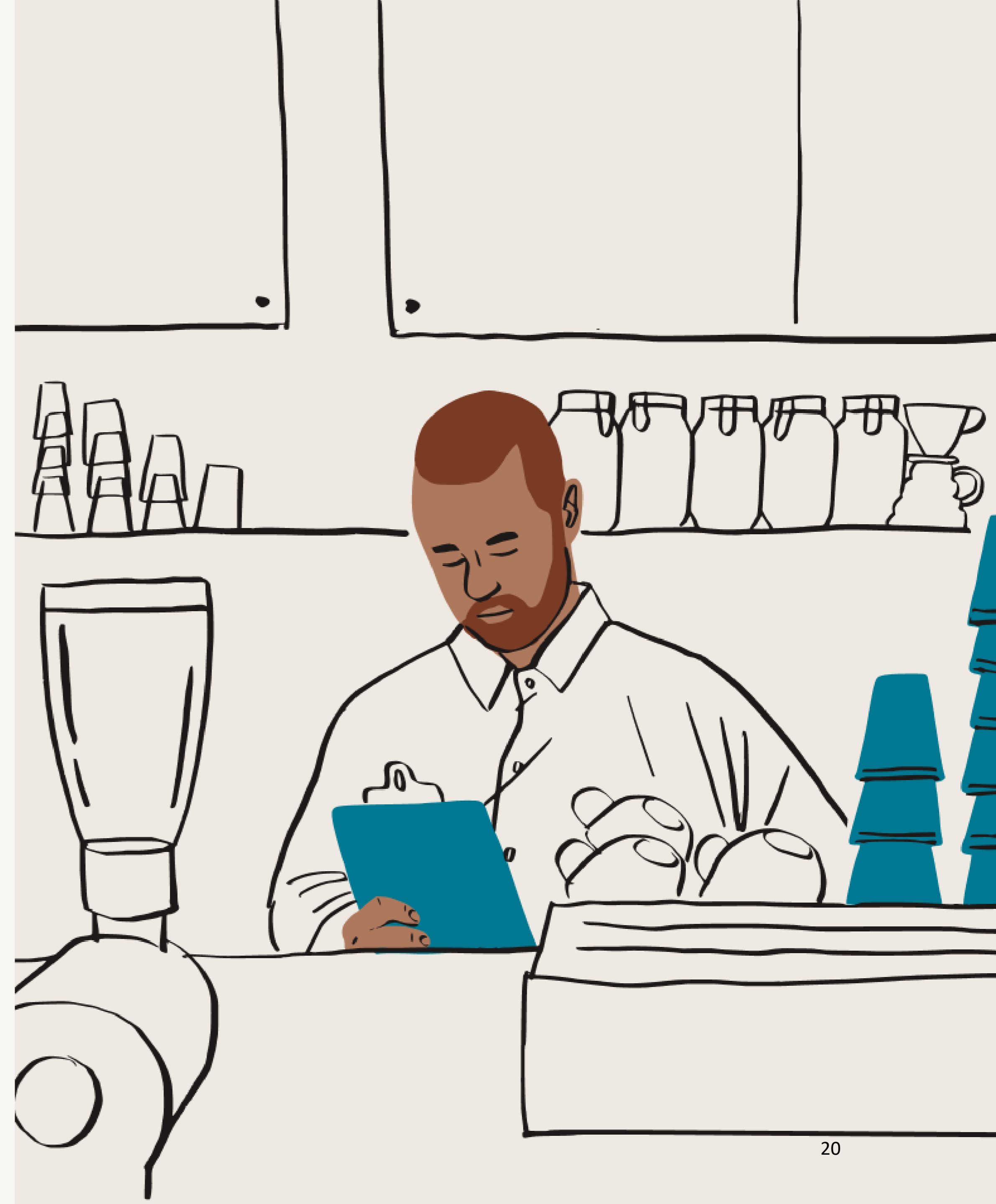
Financial Highlights

Predictable and balanced financial model

Investing for continued revenue growth

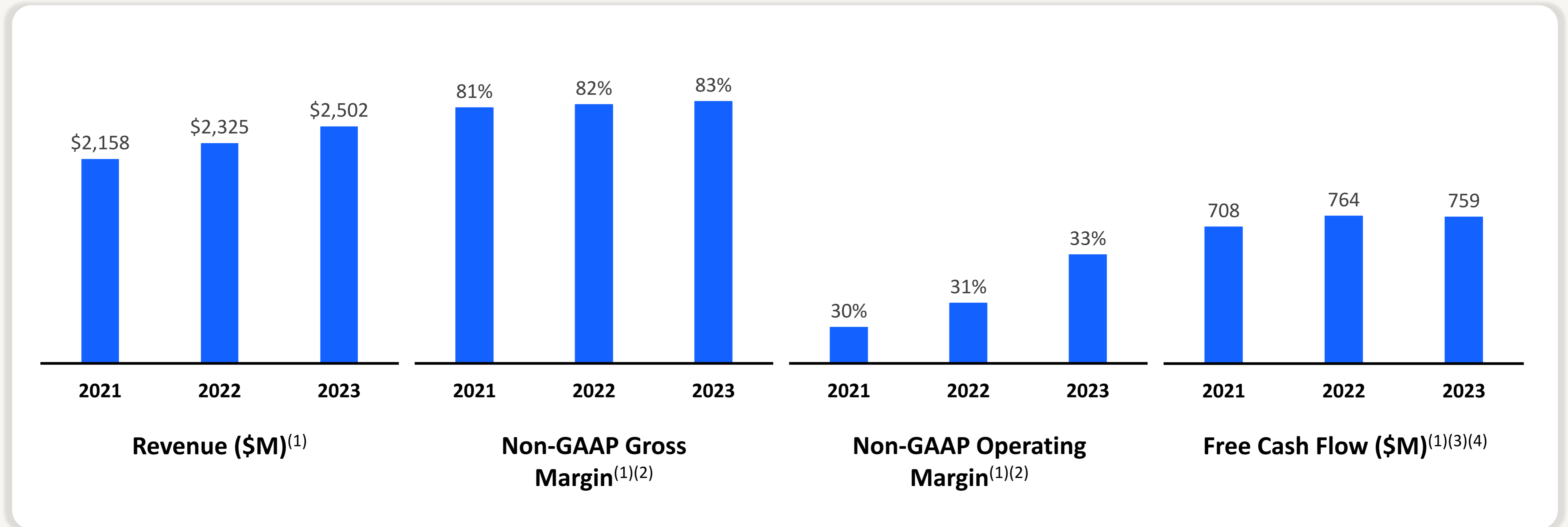
Driving strong operating leverage

Significant share repurchases



Performance

Strong performance at scale



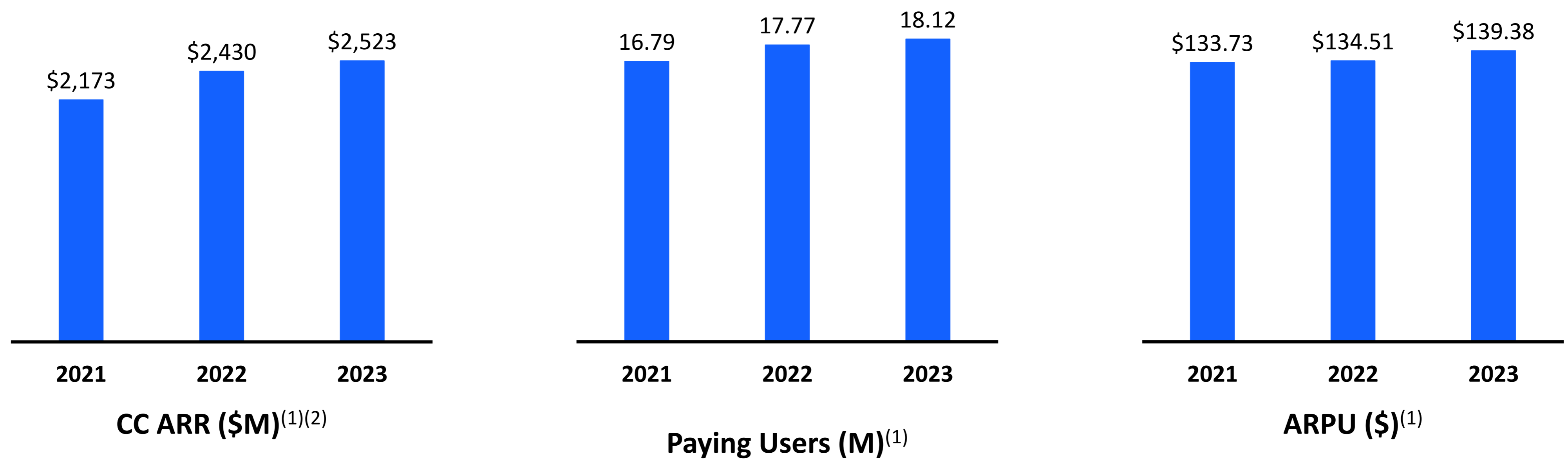
(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.

(2) Non-GAAP gross margin and non-GAAP operating margin exclude stock-based compensation expense and certain non-recurring adjustments. See appendix for non-GAAP reconciliation.

(3) Free cash flow is GAAP net cash provided by operating activities less capital expenditures. See appendix for non-GAAP reconciliation.

(4) Free cash flow in 2023 is inclusive of payments of ~\$39M related to the reduction in force and ~\$28M for the termination of a part of real estate lease in San Francisco in Q4.

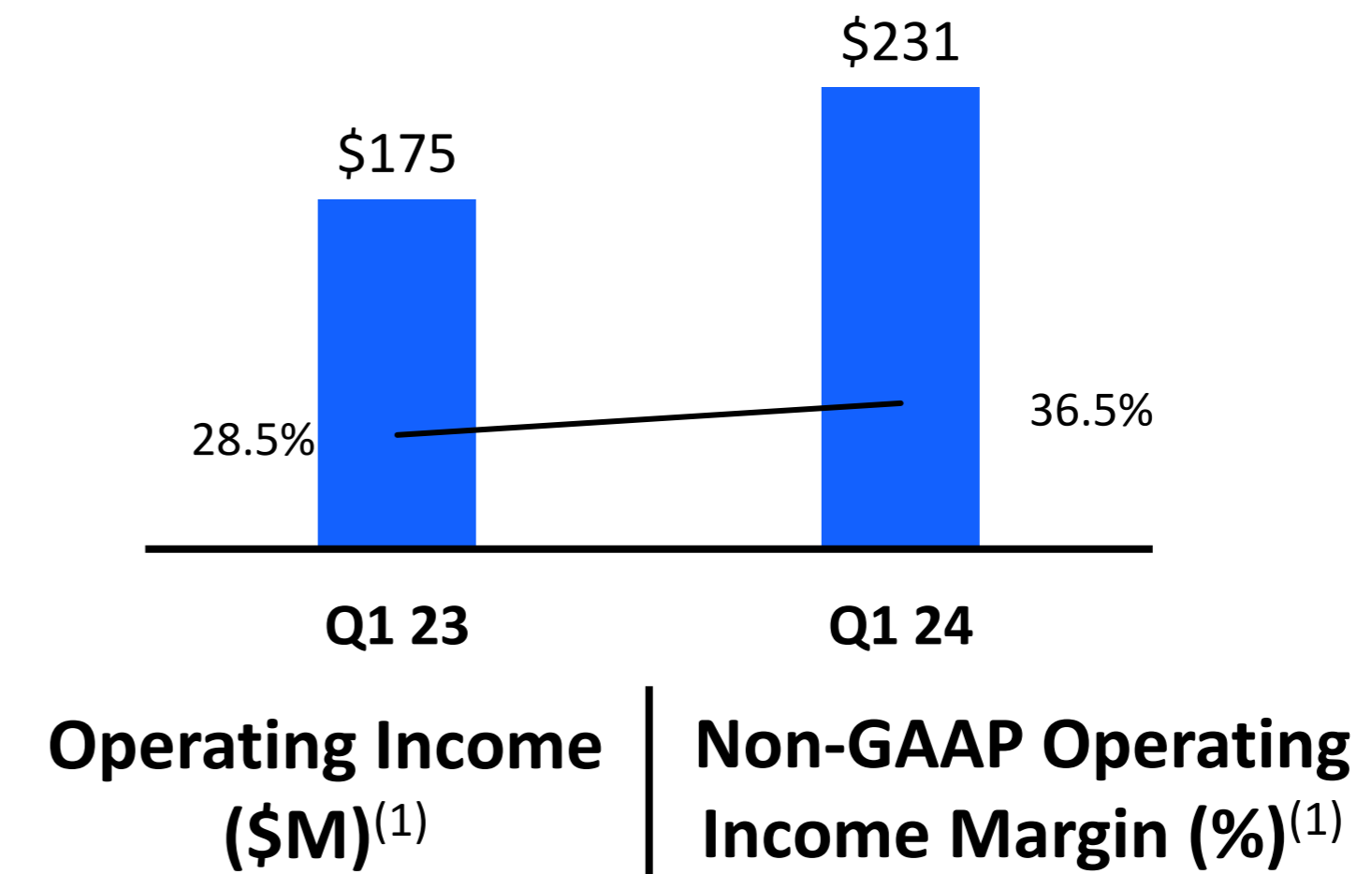
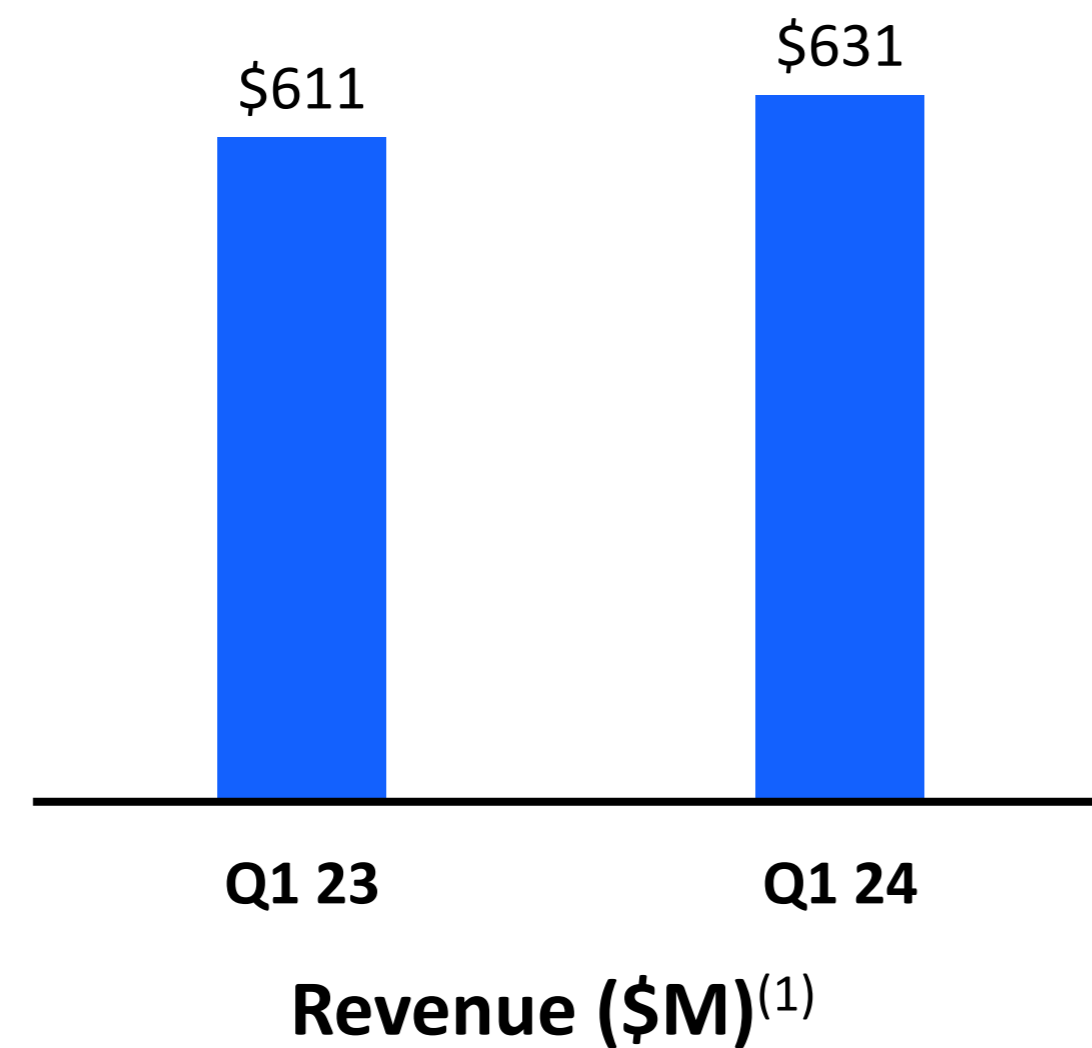
Key Metrics



(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.
(2) Total ARR for 2021 and 2022 are revaluated using exchange rates set at the beginning of fiscal 2023.

Q1'24 Financial Highlights

Executing against growth and profitability in economic uncertainty



(1) Graphs presented in this illustration are not drawn to precise scale relative to each other.

Operating Leverage

Structural competitive advantage, scalability, and increased profitability



Proprietary Infrastructure



Virtual First



Workforce Optimization

03

Appendix

Non-GAAP Reconciliation

	Twelve Months Ended		
	2021	2022	2023
Income from operations - GAAP	\$ 274.4	\$ 181.3	\$ 538.7
Stock-based compensation	287.1	330.7	338.0
Acquisition-related and other expenses	26.8	18.0	30.9
Amortization of acquired intangible expenses	13.1	13.8	28.2
Net (gain) loss on real estate assets	31.3	175.2	(155.2)
Workforce reduction expense	14.3	—	39.3
Income from operations - Non-GAAP	<u>\$ 647.0</u>	<u>\$ 719.0</u>	<u>\$ 819.9</u>
<i>Non-GAAP operating margin</i>	<i>30.0%</i>	<i>30.9%</i>	<i>32.8%</i>

Non-GAAP Reconciliation

	Three Months Ended	
	March 31, 2023	March 31, 2024
Income from operations - GAAP	\$ 84.1	\$ 143.5
Stock-based compensation	76.0	78.0
Acquisition-related and other expenses	7.4	3.0
Amortization of acquired intangible expenses	7.0	6.2
Income from operations - Non-GAAP	\$ 174.5	\$ 230.7
<i>Non-GAAP operating margin</i>	28.6%	36.5%

Free Cash Flow Reconciliation

	2021	Twelve Months Ended		2023
		2022		
Net cash provided by operating activities	\$ 729.8	\$ 797.3	\$ 783.7	\$ 783.7
Capital expenditures	(22.1)	(33.8)	(24.3)	(24.3)
Free cash flow	\$ 707.7	\$ 763.5	\$ 759.4	\$ 759.4

Non-GAAP Reconciliation

Three Months Ended March 31, 2024

	GAAP	Stock based compensation	Acquisition- related and other expenses	Amortization of acquired intangible assets	Non-GAAP
Gross profit	\$ 525.5	\$ 5.2	\$ —	\$ 3.1	\$ 533.8
<i>Gross margin</i>	83%	1%	—%	—%	85%
Research and development	219.1	(55.4)	(3.0)	—	160.7
<i>Research and development margin</i>	35%	(9%)	—%	—%	26%
Sales and marketing	108.8	(5.1)	—	(3.1)	100.6
<i>Sales and marketing margin</i>	17%	(1%)	—%	—%	16%
General and administrative	54.1	(12.3)	—	—	41.8
<i>General and administrative margin</i>	9%	(2%)	—%	—%	7%
Income from operations	143.5	78.0	3.0	6.2	230.7
<i>Operating margin</i>	23%	12%	—%	1%	37%

Note: % are rounded for presentation purposes

Non-GAAP Reconciliation

Three Months Ended March 31, 2023

	GAAP	Stock based compensation	Acquisition- related and other expenses	Amortization of acquired intangible assets	Non-GAAP
Gross profit	\$ 494.3	\$ 5.4	\$ —	\$ 3.6	\$ 503.3
<i>Gross margin</i>	81%	1%	—%	1%	82%
Research and development	235.2	(52.9)	(5.4)	—	176.9
<i>Research and development margin</i>	38%	(9%)	(1%)	—%	29%
Sales and marketing	119.2	(5.5)	(1.7)	(3.4)	108.6
<i>Sales and marketing margin</i>	20%	(1%)	—%	(1%)	18%
General and administrative	55.8	(12.2)	(0.3)	—	43.3
<i>General and administrative margin</i>	9%	(2%)	—%	—%	7%
Income from operations	84.1	76.0	7.4	7.0	174.5
<i>Operating margin</i>	14%	12%	1%	1%	29%

Note: % are rounded for presentation purposes

Thank You