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, 2022 that we filed with the Securities and Exchange Commission (the "SEC") on February 23, 2023, 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; 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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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

800B+ pieces of content

17.90M paying users

*Data as of 3/31/2023
Keeping Files in Sync

Cloud storage
2007

Backup & sync

File sync and sharing

Keeping Teams in Sync

Beyond FSS
Today

Team collaboration
Content management
Professional sharing
Secure sharing and analytics
Project management
eSignature
Content backup
Template Libraries
## Our Product Portfolio

<table>
<thead>
<tr>
<th>Individuals</th>
<th>Teams</th>
<th>Dropbox Sign</th>
<th>Dropbox DocSend</th>
<th>FormSwift from Dropbox</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic</td>
<td>Standard</td>
<td>Dropbox Sign</td>
<td>Personal</td>
<td>Premium Annual</td>
</tr>
<tr>
<td>Plus</td>
<td>Advanced</td>
<td>Dropbox Sign API</td>
<td>Standard</td>
<td>Monthly Subscription</td>
</tr>
<tr>
<td>Family</td>
<td>Enterprise</td>
<td>Dropbox Forms</td>
<td>Advanced</td>
<td></td>
</tr>
<tr>
<td>Professional</td>
<td></td>
<td>Dropbox Fax</td>
<td>Enterprise</td>
<td></td>
</tr>
</tbody>
</table>
Reinventing the Software Playbook

<table>
<thead>
<tr>
<th>Traditional playbook</th>
<th>What sets Dropbox apart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designed for IT</td>
<td>vs. Designed for users</td>
</tr>
<tr>
<td>Top-down distribution</td>
<td>vs. Bottom-up adoption</td>
</tr>
<tr>
<td>Walled garden</td>
<td>vs. Open ecosystem</td>
</tr>
<tr>
<td>Rip-and-replace</td>
<td>vs. Live side-by-side</td>
</tr>
</tbody>
</table>
Efficient Go-to-Market

**Land**

- Adopt organically
- Land within companies
- Expand within companies

**Expand**

Deploy fully
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
Keeping digital content organized across work and home has become increasingly complex.

Introducing features such as:
- Automated folders & dashboards
- Multi-file organize
- Naming conventions
- Tagging
- Document conversion

Dropbox introduces new tools to easily automate and maintain an organized file system.
Video Workflows

Dropbox is developing new product experiences for distributed teams and creatives

Capture
An all-in-one visual communication tool that helps team members share their work and ideas asynchronously

Replay
A video collaboration tool that makes it easier to collect, manage, and respond to feedback, all in one place

DocSend
A video and presentation sharing platform with advanced analytics to see what your visitors are really watching
Dropbox Family Plan

- Organize, centralize and protect your Family content
- Enhanced privacy and security features

Manage what matters most  Keep your family connected  Keep sensitive info safe
Dropbox Business

- Organize and centralize content around the needs of your team
- Collaborate in shared workspaces and streamline workflows
- Secure company data through visibility into content access and sharing
Dropbox Business Teams Expansion

- Dropbox has ~600K business teams
- Making it even easier to invite people to join your team
- Team admins & members can now easily invite collaborators to join the team after sharing content with them

~35% of paying users are on Teams plans
Dropbox Sign Update

- Dropbox Forms included in Standard and Premium Sign Plans
- Dropbox Sign API standardized on OpenAPI, delivering a better developer experience and feature complete SDKs
- Dropbox Sign API released a completely rebuilt API dashboard for developers
- Dropbox Sign is available in 21 additional languages
- Dropbox Sign customers can now edit signature requests after sending
DocSend Update

DocSend is a full suite of self-serve products to manage document sharing and analytics through real-time controls and insights for:

- Virtual data rooms for fundraising
- M&A
- Sales and marketing
- Investor relations

- Launched DocSend Dashboard Analytics last year
- Launched Advanced Video Analytics in October
- Offering DocSend-powered analytics as a freemium experience to Dropbox individual users
Capture Update

In October, Capture became available across all Dropbox Plans:

- Customers on Professional and Team plans can record videos in 4K up to the plan’s storage limit and edit videos of any length
- Customers on Basic, Plus and Family plans get up to two hours of recording time at 1080p and editing for videos under 5 minutes
- Capture customers are creating over 150K+ captures each month
Deep Integration
Partners

Google
slack
Adobe
zoom
Microsoft
ATLASSIAN
BetterCloud
salesforce
Dropbox published its first ESG Impact Report in October, which shares data for 2021.

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 five directors who are women or members of underrepresented communities to our board.

The full report and more information can be found at dropbox.com/esg
Financial Highlights
Financial Highlights

- Predictable and balanced financial model
- Investing for continued revenue growth
- Driving strong operating leverage
- Significant share repurchases
Dropbox Financial Strategy: Maintaining Long-Term Targets

80%-82%  
Non-GAAP Gross Margin

$1 Bn  
Free Cash Flow by 2024

30%-32%  
Non-GAAP Operating Margin

*Note: Operating margin is non-GAAP and excludes stock-based compensation expense and certain non-recurring adjustments. Free cash flow is GAAP net cash provided by operating activities less capital expenditures. See appendix for non-GAAP reconciliation.
Strong Performance at Scale

Revenue ($M)

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,914</td>
<td>$2,158</td>
<td>$2,325</td>
</tr>
</tbody>
</table>

Free Cash Flow ($M)

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$491</td>
<td>$708</td>
<td>$764</td>
</tr>
</tbody>
</table>

Non-GAAP Gross Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>79%</td>
<td>81%</td>
<td>82%</td>
</tr>
</tbody>
</table>

Non-GAAP Operating Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>21%</td>
<td>30%</td>
<td>31%</td>
</tr>
</tbody>
</table>

*Note: Non-GAAP gross margin and non-GAAP operating margin exclude stock-based compensation expense and certain non-recurring adjustments. Free cash flow is GAAP net cash provided by operating activities less capital expenditures. See appendix for non-GAAP reconciliation.
Key Metrics

CC ARR ($M)

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>$2,022</td>
<td>$2,250</td>
<td>$2,514</td>
</tr>
</tbody>
</table>

Paying Users (MM)

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>15.48</td>
<td>16.79</td>
<td>17.77</td>
</tr>
</tbody>
</table>

ARPU ($)  

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>$128.50</td>
<td>$133.73</td>
<td>$134.51</td>
</tr>
</tbody>
</table>
Q1’23 Financial Highlights

Operating income is non-GAAP and excludes stock-based compensation expense and certain non-recurring adjustments. See appendix for non-GAAP reconciliation.
Operating Leverage

Proprietary Infrastructure

Virtual First

Workforce Optimization
# Long-Term Target Model

<table>
<thead>
<tr>
<th></th>
<th>Non-GAAP</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>Long-Term target</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td></td>
<td>79%</td>
<td>81%</td>
<td>82%</td>
<td>80 - 82%</td>
</tr>
<tr>
<td>R&amp;D expense as % of revenue</td>
<td></td>
<td>28%</td>
<td>25%</td>
<td>28%</td>
<td>23 - 25%</td>
</tr>
<tr>
<td>S&amp;M expense as % of revenue</td>
<td></td>
<td>20%</td>
<td>18%</td>
<td>16%</td>
<td>18 - 20%</td>
</tr>
<tr>
<td>G&amp;A expense as % of revenue</td>
<td></td>
<td>10%</td>
<td>8%</td>
<td>7%</td>
<td>8 - 10%</td>
</tr>
<tr>
<td>Operating margin</td>
<td></td>
<td>21%</td>
<td>30%</td>
<td>31%</td>
<td>30 - 32%</td>
</tr>
<tr>
<td>Annual Free Cash Flow</td>
<td></td>
<td>$491M</td>
<td>$708M</td>
<td>$764M</td>
<td>$1B+</td>
</tr>
</tbody>
</table>

*Note: Margins and expenses exclude stock-based compensation expense and certain non-recurring adjustments. Free cash flow is GAAP net cash provided by operating activities less capital expenditures. See appendix for non-GAAP reconciliation.*
Appendix
## Non-GAAP reconciliation

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income (loss) from operations - GAAP</td>
<td>$(277.0)</td>
<td>$274.4</td>
<td>$181.3</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>261.5</td>
<td>287.1</td>
<td>330.7</td>
</tr>
<tr>
<td>Acquisition-related and other expenses</td>
<td>16.9</td>
<td>26.8</td>
<td>18.0</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>9.5</td>
<td>13.1</td>
<td>13.8</td>
</tr>
<tr>
<td>Impairment related to real estate assets</td>
<td>398.2</td>
<td>31.3</td>
<td>175.2</td>
</tr>
<tr>
<td>Workforce reduction expense</td>
<td>—</td>
<td>14.3</td>
<td>—</td>
</tr>
<tr>
<td>Income from operations - Non-GAAP</td>
<td>$409.1</td>
<td>$647.0</td>
<td>$719.0</td>
</tr>
</tbody>
</table>

Non-GAAP operating margin

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>21.4</td>
<td>30.0</td>
<td>30.9</td>
</tr>
</tbody>
</table>
## Non-GAAP reconciliation

<table>
<thead>
<tr>
<th></th>
<th>March 31, 2022</th>
<th>March 31, 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income from operations - GAAP</td>
<td>$89.5</td>
<td>$84.1</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>72.3</td>
<td>76.0</td>
</tr>
<tr>
<td>Acquisition-related and other expenses</td>
<td>5.0</td>
<td>7.4</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>3.5</td>
<td>7.0</td>
</tr>
<tr>
<td>Income from operations - Non-GAAP</td>
<td>$170.3</td>
<td>$174.5</td>
</tr>
<tr>
<td>Non-GAAP operating margin</td>
<td>30.3 %</td>
<td>28.6 %</td>
</tr>
</tbody>
</table>
# Free cash flow reconciliation

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Cash provided by operating activities</td>
<td>$570.8</td>
<td>$729.8</td>
<td>$797.3</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>(80.1)</td>
<td>(22.1)</td>
<td>(33.8)</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>$490.7</td>
<td>$707.7</td>
<td>$763.5</td>
</tr>
</tbody>
</table>
Non-GAAP reconciliation

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

Note: % are rounded for presentation purposes
## Non-GAAP reconciliation

**Three Months Ended March 31, 2022**

<table>
<thead>
<tr>
<th></th>
<th>GAAP</th>
<th>Stock based compensation</th>
<th>Acquisition-related and other expenses</th>
<th>Amortization of acquired intangible assets</th>
<th>Non-GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit</td>
<td>$449.5</td>
<td>$5.7</td>
<td>$—</td>
<td>$2.0</td>
<td>$457.2</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>80%</td>
<td>1%</td>
<td>—%</td>
<td>—%</td>
<td>81%</td>
</tr>
<tr>
<td>Research and development</td>
<td>210.8</td>
<td>(50.5)</td>
<td>(3.2)</td>
<td>—</td>
<td>157.1</td>
</tr>
<tr>
<td><strong>Research and development margin</strong></td>
<td>37%</td>
<td>(9%)</td>
<td>(1%)</td>
<td>—%</td>
<td>28%</td>
</tr>
<tr>
<td>Sales and marketing</td>
<td>95.7</td>
<td>(4.5)</td>
<td>(1.7)</td>
<td>(1.5)</td>
<td>88.0</td>
</tr>
<tr>
<td><strong>Sales and marketing margin</strong></td>
<td>17%</td>
<td>(1%)</td>
<td>—%</td>
<td>—%</td>
<td>16%</td>
</tr>
<tr>
<td>General and administrative</td>
<td>53.5</td>
<td>(11.6)</td>
<td>(0.1)</td>
<td>—</td>
<td>41.8</td>
</tr>
<tr>
<td><strong>General and administrative margin</strong></td>
<td>10%</td>
<td>(2%)</td>
<td>—%</td>
<td>—%</td>
<td>7%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>89.5</td>
<td>72.3</td>
<td>5.0</td>
<td>3.5</td>
<td>170.3</td>
</tr>
<tr>
<td><strong>Operating margin</strong></td>
<td>16%</td>
<td>13%</td>
<td>1%</td>
<td>1%</td>
<td>30%</td>
</tr>
</tbody>
</table>

*Note: % are rounded for presentation purposes*
# Dropbox subscription plans

## Personal

<table>
<thead>
<tr>
<th>Plan</th>
<th>Features</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Basic</strong></td>
<td>- $11.99 / month &lt;br&gt;2GB of storage</td>
</tr>
<tr>
<td><strong>Plus</strong></td>
<td>- $19.99 / month &lt;br&gt;3TB storage</td>
</tr>
<tr>
<td><strong>Family</strong></td>
<td>- $199.96 / month &lt;br&gt;3TB storage</td>
</tr>
<tr>
<td><strong>Professional</strong></td>
<td>- $31.99 / month &lt;br&gt;3TB storage</td>
</tr>
<tr>
<td><strong>Pro + eSign</strong></td>
<td>- $18.00 / user / month &lt;br&gt;3TB storage</td>
</tr>
<tr>
<td><strong>Standard</strong></td>
<td>- $180.00 / user / year &lt;br&gt;3TB storage</td>
</tr>
<tr>
<td><strong>Standard + DocSend</strong></td>
<td>- $203.88 / year &lt;br&gt;As much storage as needed</td>
</tr>
</tbody>
</table>

## Business

<table>
<thead>
<tr>
<th>Plan</th>
<th>Features</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advanced</strong></td>
<td>- $30.00 / user / month &lt;br&gt;5TB storage (pooled)</td>
</tr>
<tr>
<td><strong>Enterprise</strong></td>
<td>- Negotiated pricing &lt;br&gt;As much storage as needed</td>
</tr>
</tbody>
</table>

### Dropbox Transfer*
- Dropbox Paper
- Dropbox Computer Backup
- File requests
- 30 day version history
- 3 Sign eSignatures
- Dropbox Passwords
- Dropbox Capture*

### Everything in Basic
- Full text search
- Vault*
- Offline mobile folders
- Dropbox Rewind
- Remote device wipe
- Smart Sync and Smart Sync Auto-Evict
- Priority email support

### Everything in Plus
- Up to 6 users
- Family Room folder
- Auto OCR & Image search
- Shared link controls
- Branded sharing
- Adv. Dropbox Transfer*
- 180 day version history
- Premium previews
- Time-based comments
- Document watermarking
- Viewer history
- Traffic and insights
- Adv. Dropbox Capture*
- Live chat support

### Everything in Pro
- Unlimited Sign eSignatures
- 5 templates for commonly signed documents
- Tamper-proofing
- Audit trail that tracks and time-stamps actions
- Built in data validation
- External sharing reporting
- Auto OCR & Image Search
- Document Watermarking
- Shared link controls
- Branded sharing
- Adv. Dropbox Capture*
- 180 day version history
- Team folders
- Admin console
- Granular permissions
- Enables HIPAA compliance
- Unlimited API access**
- Priority email + live chat support

### Everything in Standard
- Real-time document analytics
- Multiple documents with a single link
- Passcodes and email verification
- Approved viewer and domain lists
- Virtual Data Room folders
- Ransomware detection & recovery
- Adv. Dropbox Transfer* 1-year Extended version history
- Premium previews
- Time-based comments
- Viewer history
- Single sign-on integration (SSO)
- Audit logs
- Device approvals
- Tiered admin roles
- Business hours phone support

### Everything in Advanced
- Enterprise mobility management (EMM)
- Network control
- Domain insights and account capture
- 24/7 phone support and advanced training

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*Vault is only available in Plus, Family, and Professional. Size of Dropbox Transfer varies based on Dropbox plan: Basic (100MB), Plus, Family, & Standard (2GB), Professional, Advanced, and Enterprise (100GB). Professional, Advanced, and Enterprise plans also receive advanced Transfer functionality. Basic, Plus, and Family only have 2 hours of Capture recording time. Pro, Standard and Advanced have unlimited Capture recording time and editing features.

**Teams have unlimited API access to productivity and security partners but may be subject to a cap on API calls to data transport partners.