

Company Overview

LD Micro Conference
June 6 2017

Safe Harbor

Except for the factual statements made herein, the information contained in this presentation consists of forward-looking statements that involve risks, uncertainties and assumptions that are difficult to predict. Such forward looking statements include statements regarding estimated future revenues and predicted mix, estimated revenues from certain customers, and addressable market size. Words and expressions reflecting optimism, satisfaction or disappointment with current prospects, as well as words such as “believes,” “hopes,” “intends,” “estimates,” “expects,” “projects,” “plans,” “anticipates” and variations thereof, or the use of future tense, identify forward-looking statements, but their absence does not mean that a statement is not forward-looking. Such forward-looking statements are not guarantees of performance and our actual results could differ materially from those contained in such statements. Factors that could cause or contribute to such differences include, but are not limited to: the ability to raise outside capital and to repay the company’s debt as it comes due; the ability to maintain the listing of Sphere 3D’s common stock on the NASDAQ Capital Market; the company’s ability to maintain and increase sales volumes of its products; the ability to continue to aggressively control costs and operating expenses; the ability to achieve the intended cost savings and maintain quality with its manufacturing partners; its ability to generate cash from operations; the ability of our suppliers to provide an adequate supply of components for the company’s products at prices consistent with historical prices; the ability to introduce new competitive products and the degree of market acceptance of such new products; the timing and market acceptance of new products introduced by Sphere 3D’s competitors; the company’s ability to maintain strong relationships with branded channel partners; customers’, suppliers’ and creditors’ perceptions of Sphere 3D’s continued viability; rescheduling or cancellation of customer orders; loss of one or more major customers; the Company’s ability to enforce its intellectual property rights and protect its intellectual property; and general economic conditions. Reference is also made to other risk factors detailed from time to time in Sphere 3D’s periodic reports and other filings with the Canadian securities regulators (www.sedar.com) and in periodic reports filed with the United States Securities and Exchange Commission (www.sec.gov).. These forward-looking statements speak only as of the date of this presentation and Sphere 3D undertakes no obligation to publicly update any forward-looking statements to reflect new information, events or circumstances after the date of this presentation.

Who We Are

WHAT WE DO



Enable organizations to Securely
Access, Manage and Protect their
Digital Assets

Any App, Any Device, Any Place

OUR VISION



*Create a
Complete Cloud
Experience for
Everyone*

OUR REACH



We partner with resellers in over 90
countries and have over 1 million unit
deployments worldwide

THE TEAM



An experienced team of executives that
have led companies all sizes: from start-
ups to multi-billion dollar enterprises

WHO WE DO IT FOR



IT for SMBs as well as large enterprises
across multiple verticals

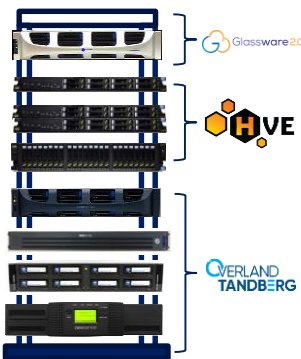
OUR PARTNERS



Strategic partnerships with Microsoft,
VMWare, Veeam, Veritas, HPE,
Dell/EMC, Lenovo, Fujitsu, NVIDIA,
Datrium, IBM and many others

Investment Highlights

Most Comprehensive Hyperconverge/Converge Solution



- **Delivered through two Distinct Brands**
- **HVE:** Hyperconverged and Converged solutions and professional services
- **Overland-Tandberg:** Data Protection and Archive
- **Built on Strong IP Portfolio** - 87 issued patents and 37 patent applications pending

Strategic Partners and Global Customers

- Strategic relationships with industry leaders

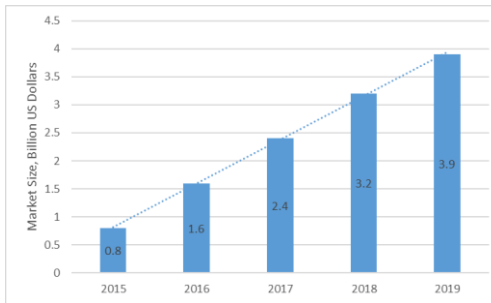


- **Customers** SMBs and Large Enterprises; Govt; OEM



Focused on High Growth Markets

Hyperconverged Market: CAGR > 45%



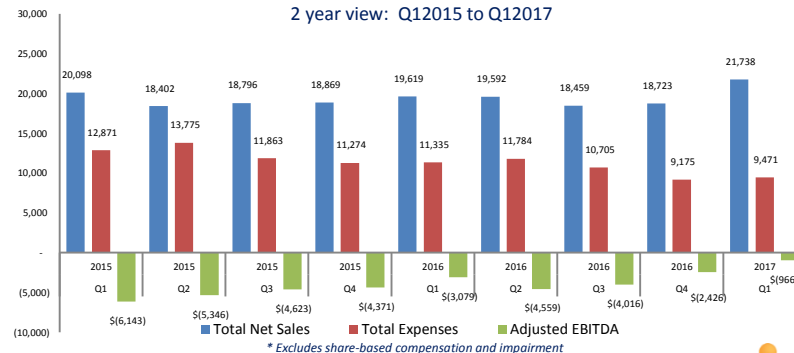
Source: IDC

Strategic acquisition of HVE and Unified Connexions in January 2017

- **Accretive** with over \$7m in revenue in 2016 (NON-GAAP, unaudited)
- **Hyperconverge and Converge** infrastructure
- **Professional Services** - Architects, design implementation and managed services

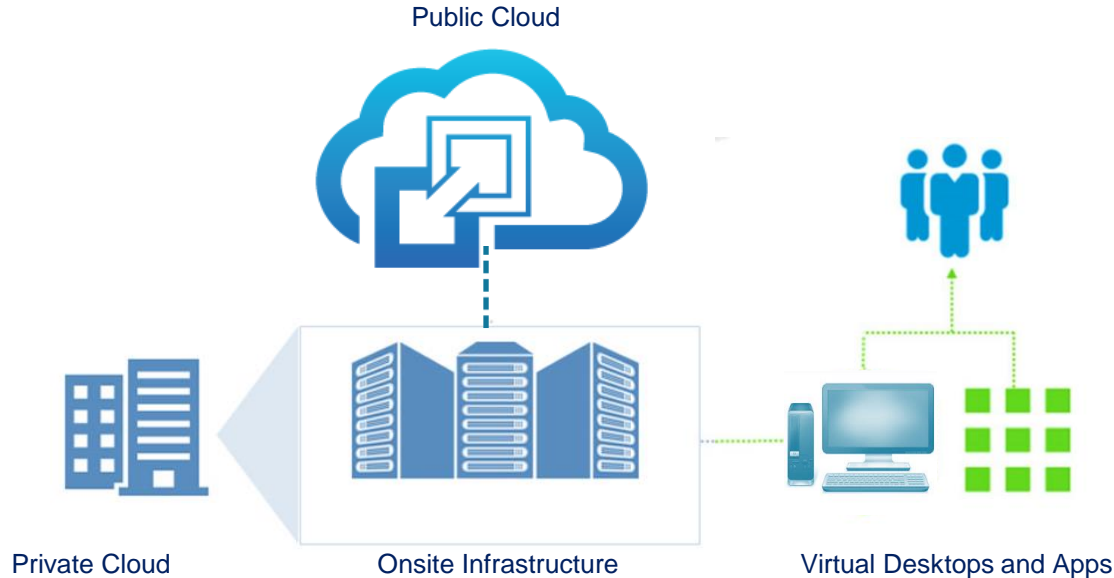
Steady Improvement in Operational Efficiencies

2 year view: Q12015 to Q12017



The Sphere 3D Vision: Create A Complete Cloud For Everyone

Enabling Organizations to Securely Access, Manage and Protect their Digital Assets



Hybrid Hyperconverge and Converge Solutions

Sphere 3D: Three Dimensions To The “Complete Cloud”



Hybrid Converged / Hyperconverged Solutions and Services

Provides next generation high-performance hybrid converged and hyperconverged virtual appliances and solutions that are Manageable, Scalable, Reproducible and Predictable



Enterprise Storage and Data Protection

Provides the trusted safety and security your enterprise requires throughout the information lifecycle whether delivered on premise, public Cloud, or Hybrid Cloud environment



Containerization

Allows you to build, run, test and deploy widely distributed applications utilizing your existing infrastructure and software investment, without sacrificing security or control or making changes to the application

Primary Reasons Companies Are Adopting Hybrid Hyperconvergence



Operational Excellence

- Integrated platforms and architectures improve efficiencies
- Improved scalability and performance



Economic Value

- Simplify IT operations and reduce costs
- Ability to leverage private and public Cloud infrastructure



Business Outcomes

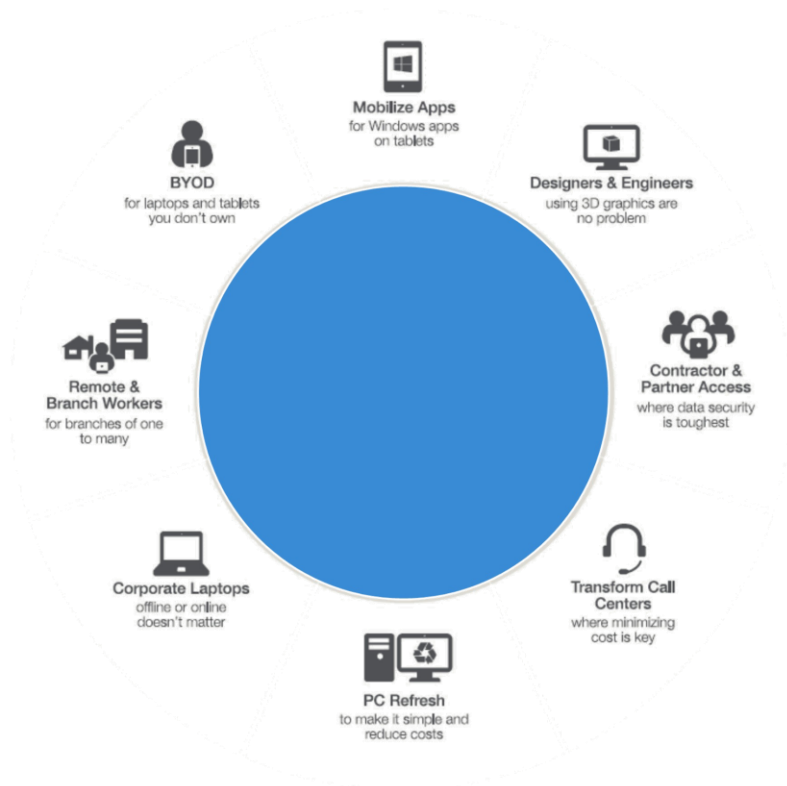
- Faster time to market (new businesses, locations, apps)
- Accelerates deployment of assets to drive innovation



Data Security

- Securely access all application and information from any device
- Ability to seamlessly manage and protect your digital assets

Challenges to Securely Access, Manage & Protect Digital Assets



1 IN 10
LAPTOPS IS LOST
OR STOLEN.



1 IN 5 AMERICANS
works from home at least once a week.

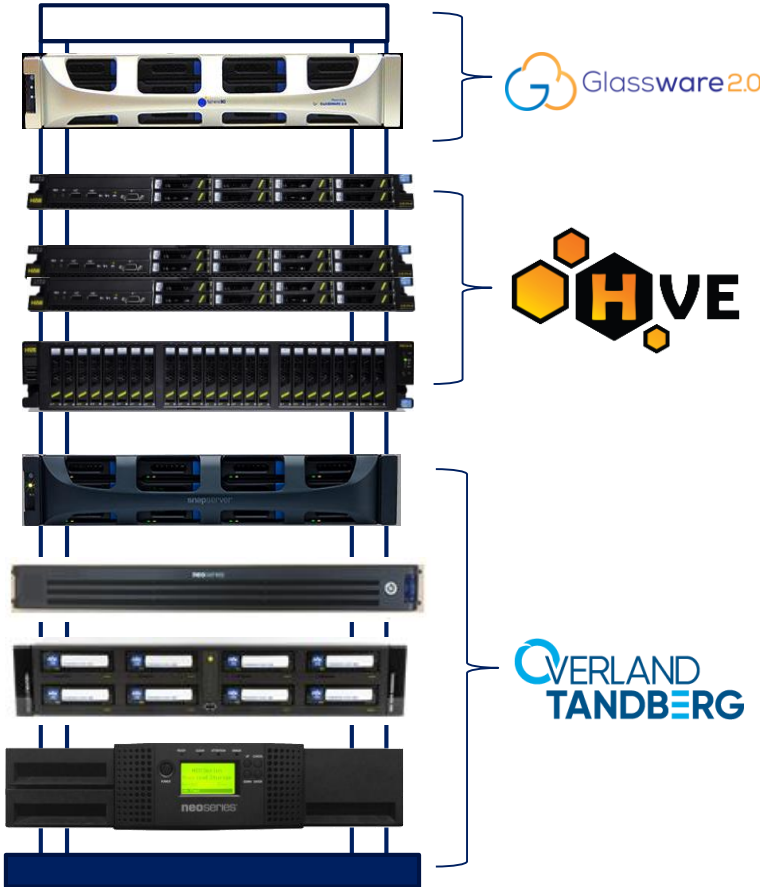


The percent of employees purchasing devices for work:



IDC Market Spotlight, sponsored by Citrix, Mobile Devices: The New Thin Clients, June 2013

All The Building Blocks To Deliver The Complete Data Center



- **Growth and Expansion Philosophy**

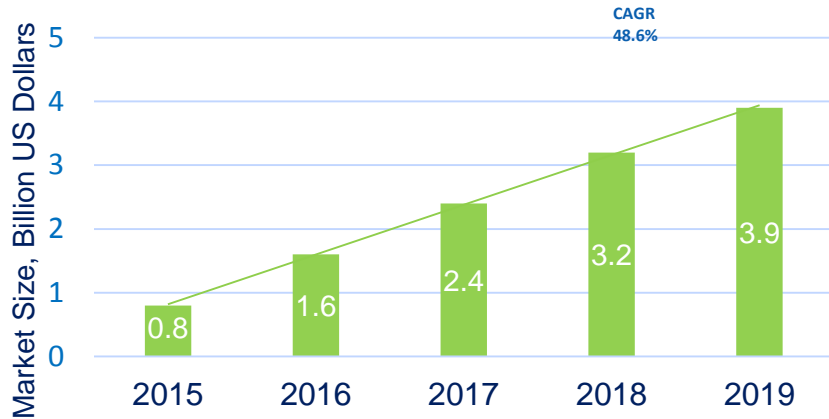
- Investment protection deliver high ROI
- Expansion and enhancement strategy verses obsolescence philosophy
- The Sphere 3D architecture is designed to be naturally expandable and adaptable as organization grows and changes

- **Proven Overland-Tandberg Data Protection**

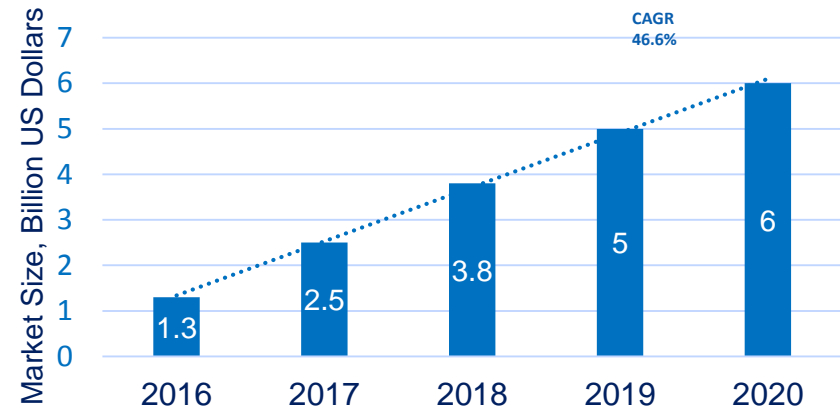
- 35+ year product history
- Over a million products installed globally
- World class, next generation architecture

Total Addressable Market (TAM) Hyperconverged Systems

Hyperconverged Systems Market Size
Source: IDC



Hyperconverged Systems Market Size
Source: Gartner



Sphere 3D's unique approach enables company growth to be fueled by hyperconverged market
Industry Analysts Forecasting CAGR > 45%

Tier 1 Customers Know Our Value

A Broad Global Customer and Channel Base in 93 Countries



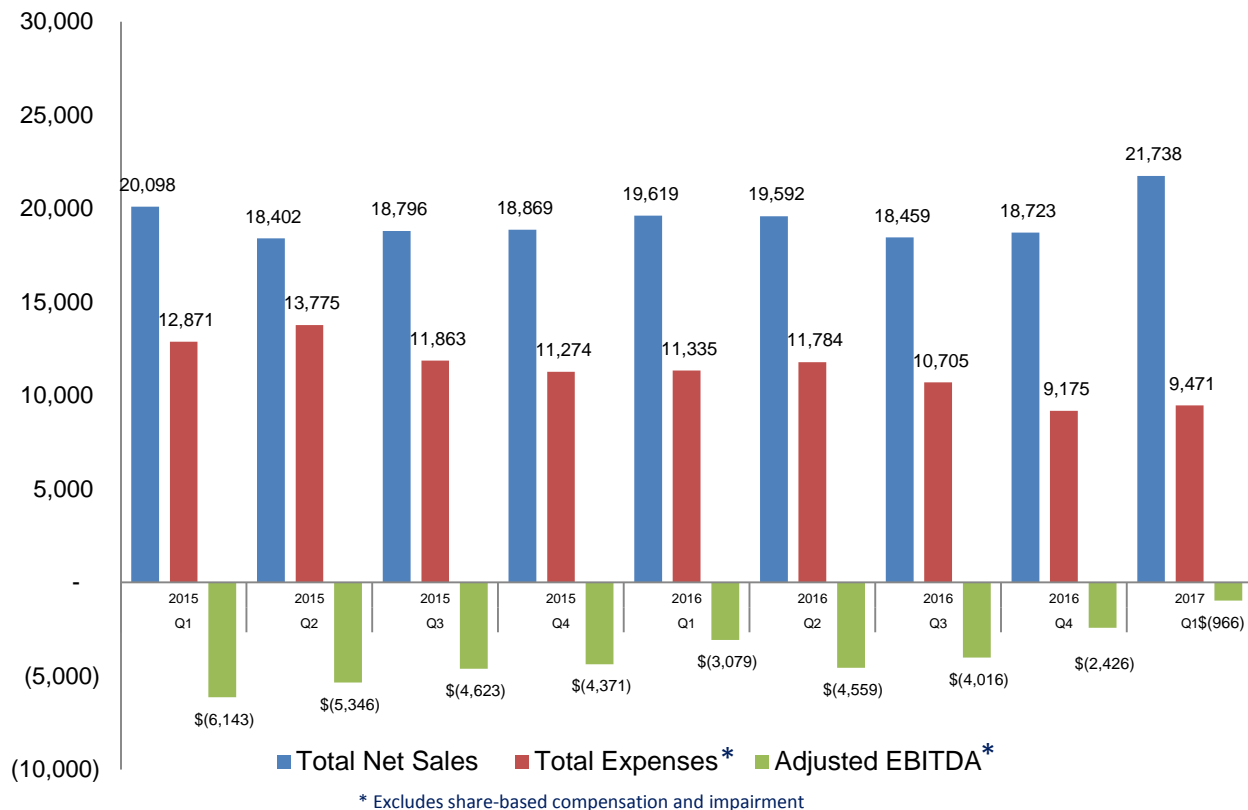
Strategic And Technology Partners



Sphere 3D's Go-To-Market Strategy

KEY MARKET FOCUS AREAS	UNIQUE POSITION TO GROW AND EXPAND
Cloud (PAAS) partnership with leading Cloud (IAAS) partner	Microsoft, VMWare
Vertical focused system integrators	Healthcare, Education, Financial Services, Government
Direct strategic accounts	Fortune 500 (i.e. Multi-nationals, Government etc...)
Leverage established relationships <ul style="list-style-type: none"> Channel OEMs ISVs 	Global Channel Network in 90 countries HP, Dell, Lenovo, Fujitsu, NEC, Hitachi Microsoft, Adobe...etc
Cross sell to install base	Over 1 million units shipped worldwide to Fortune 500 to SMB
Strategic Partnerships Expansion	Channel Partners (i.e. Apple Market; Vertical Integrators: Video Surveillance, Cybersecurity, Data Center Infrastructure)

Financial Summary**



Q1 2017 Highlights

- **Revenue for the quarter was up Q/Q at \$21.7m**
- **Adjusted EBITDA improvements**
 - Q1'17 adjusted EBITDA loss of less than \$1m represents a **60% improvement quarter-over-quarter** when compared to Q4'16 adjusted EBITDA loss of 2.4m
- **Lower Operating expenses** excluding stock compensation
 - Q1'17 of \$9.5m represents **16% improvement** when compared to a year before Q1'16 of \$11.3m
- **Total headcount reduction of approximately 120** from December 2014 to December 2016
 - 26% reduction in non-factory workers and 23% in factory workers
 - Additional reductions in Q1 eliminating redundancies from the HVE acquisition

Leadership Team

Experienced management team with over 125 years of experience across multiple technology sectors

Chairman & CEO **Eric Kelly**
30+ years of executive and senior leadership



President **Peter Tassiopoulos**
20+ years as founder, director, sr. executive



Finance **Kurt Kalbfleisch, CFO**
20+ years accounting and finance leadership



Marketing **Tina Brown, VP Corporate Marketing & Communications**
20+ years corporate and product marketing



Hyperconverged Systems **Joe O'Daniel, President Hyperconverged Systems**
20+ years virtualization and executive leadership



Thank You