

9 December 2015

# ASX ANNOUNCEMENT SECOND SÓSHLR PARTNER COMMENCES COMMERCIALISATION

#### **HIGHLIGHTS**

- Netherlands cloud-based solution distributor, TopCloud XL B.V (TopCloud), has launched Manalto's SME product Sóshlr for resale by its 300+ partner-base of Value-Added Resellers (VARs), IT distributors, Hosting Companies and Telco's.
- TopCloud has a commission-based sales team of up to 12-strong who are promoting and selling Sóshlr among its suite of solutions, extending Manalto's sales arm at no cost to Manalto
- Manalto now has two of its three signed distribution partners actively selling Sóshlr (LuxCloud and TopCloud)

Manalto Limited (ASX: MTL) ("the Company") is pleased to announce that Sóshlr is now being actively sold via a second European-based partner. Sóshlr is offered among Top Cloud's marketing and SEO solutions directly available from its cloud store, and made available for resale as a bundled digital package (with web solution products). Top Cloud will focus its initial promotion of the digital package, including Sóshlr, to its web agency partner-base, as a key offering to help manage the social media presence of web agency customers.

- Manalto has signed three distribution agreements with hosting companies and resellers that reach an estimated 1 million SMEs.
  - LuxCloud and TopCloud represent the first two resellers actively selling to a combined partner base of 650+ Value-Added Resellers (VARs), IT distributors, Hosting Companies and Telco's globally.
  - Manalto has also signed Blacknight in Ireland (120k SMEs). It is anticipated that Blacknight will commence commercialisation during December 2015.
- Manalto has a further six Hosting Companies and Telco's with a total addressable market in excess of 5 million SME's currently trialing the Sóshlr solution.

## http://www.topcloudxl.com/

## **About Sóshlr**

- Sóshlr is Manalto's social media management solution designed for small-and-medium sized enterprises
- Sóshlr is purpose-built, packaged and provisioned for Host Companies and Telco's to distribute
- Average Sóshlr packages average \$120 p.a.

## **About Manalto Limited**

Manalto Limited (ASX: MTL) is a provider of enterprise social media management solutions. Manalto enables organisations to efficiently manage their social media assets at scale, with alignment to their structure. Manalto delivers controls to support brand management and risk management across social media. With core operations based in the Washington DC metro area, Manalto supports customers globally. For further information, please visit www.manalto.com