

ASX Announcement  
6 October 2017

## **DROPSUITE TO ACCELERATE GROWTH BY RAISING \$4,722,431 & 200,000 USER MILESTONE REACHED**

- *Dropsuite has successfully raised \$4,722,431 via a Share Placement from institutional, professional & sophisticated investors*
- *Bell Potter acted as lead manager to the Placement*
- *Capital raising achievement comes as Dropsuite hits the 200,000 paid user mark*
- *Funds raised to drive further customer growth, revenue growth & product innovation*

**MELBOURNE, Victoria. – 6 October, 2017** – Dropsuite Limited (ASX: DSE) (Dropsuite), a leading cloud data backup platform for small and medium businesses (SMBs), is pleased to announce that it has successfully raised \$4,722,431 via a Share Placement to sophisticated and professional investors (Placement). This demand and confidence in Dropsuite has also been confirmed with the Company reaching the milestone of 200,000 paid users.

### **SHARE PLACEMENT**

Under the Placement, \$4,722,431 was raised (before costs) via the issue of 80,041,199 fully paid ordinary shares at \$0.059 per share. Bell Potter acted as lead manager for the Placement, which was oversubscribed, with strong demand from institutional and professional and sophisticated investors. It was made to investors qualifying under Section 708 of the Corporations Act and the Company has used its existing capacity under Listing Rules 7.1 (60,030,900 shares) and 7.1A (20,010,299 shares) to complete the issue.

The placement includes \$400,000 investment by the Company directors (see Table 1). The issuance of shares to the directors will be subject to shareholder approval to be obtained at a general meeting of shareholders to be scheduled in due course.

Non-Executive Chairman	Theo Hnarakis	\$300,000
Independent Director	Dr. Bruce Tonkin	\$50,000
Managing Director	Charif Elansari	\$50,000

*Table 1 - Investment by related parties (Company Directors)*

The new shares (excluding those to directors) will issued on or around Friday 13th October 2017. The Placement shares will rank equally with all existing shares.

The funds raised will be used to expand the Company's reach, and drive customer growth and accordingly revenue growth, as Dropsuite further invests in its sales, marketing and product development.

### **Commenting on the successful Placement, Theo Hnarakis, Dropsuite Chairman, said:**

"The Board of Dropsuite is delighted to have the confidence of the investors and institutional funds who have supported the Placement. This response is a strong validation of the strategy in place for driving the growth of the business."

## **200,000 PAID USER MILESTONE REACHED**

On 28 August 2017, Dropsuite announced that it had reached 174,000 paid users. Dropsuite has now exceeded the paid user numbers on the Company's cloud software platform by 15%, after reaching the milestone of 200,000 subscribers, with continued growth in user numbers expected.

**On reaching the 200,000 paid user milestone, Charif Elansari, Dropsuite Managing Director , said:**

“This milestone is a testament to our team's tireless efforts and solid execution. With the successful conclusion of the Placement, we are well positioned to further accelerate our global expansion of IT reseller partnerships and product innovation, and hence, our user and revenue growth.”

### **About Dropsuite**

Dropsuite is a global cloud software platform enabling SMBs in over 100 countries to easily backup, recover and protect their important business information.

Dropsuite's network of preferred reseller partners has a combined customer reach of millions of small and medium-sized businesses worldwide. Dropsuite's products include website and database backup, email backup and archiving and file-based server backup. The products protect small businesses from accidental deletion or changes to business information, information loss from computer equipment loss or failure, fires and other natural disasters, and hacking events that destroy or corrupt information.

Dropsuite partners with some of the biggest global names in the hosting and IT service provider market, including GoDaddy, the world's largest cloud platform dedicated to small businesses with 17 million customers, and Ingram Micro, the world's largest distributor of computer and technology products, with 200,000 resellers. Dropsuite was launched in 2012 and is headquartered in Singapore with a sales presence in the US, Europe, Japan, and Australia.

**For more information please visit: [www.dropsuite.com](http://www.dropsuite.com) or contact:**

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