



DROPSUITE EXCEEDS 300,000 PAID USERS AND SECURES NEW PARTNERSHIP

- Significant growth achieved with 20% growth in paid users in one month
- New partnership launched with Vietnam's Mat Bao drives global expansion and future user growth
- Mat Bao is Vietnam's leading Hosting Provider – will offer Website and Microsoft Office 365 Backup

SINGAPORE and MELBOURNE: Leading cloud data backup platform for small and medium businesses (SMBs), Dropsuite Limited (ASX:DSE) ("Dropsuite"), is pleased to advise that it has exceeded 300,000 paid users and secured a new partnership with a leading Vietnamese hosting provider, furthering Dropsuite's geographic expansion in Asia.

Dropsuite has exceeded 300,000 paid users as of 14 June 2018, up from 250,000 paid users as of the week 14 May 2018, an increase of 20% or 50,000 month-on-month. This significant short-term growth in users is mostly attributed to continued marketing campaigns from one of our new major partners, a large IT Service Provider.

Dropsuite is also pleased to advise that it has secured a new partnership with Mat Bao to deliver further global expansion and diversify its customer base. Mat Bao will offer its customers Dropsuite's Backup for Websites and Office 365.

Dropsuite's Managing Director Charif Elansari said: "The growth in paid users clearly reflects that our go-to-market strategy of enabling our partners to easily offer secure and robust backup solution to SMEs is delivering results. We are progressing new partnership agreements and reseller opportunities with parties that recognise the need for backup solutions, and we look forward to further growth in revenue and paid users.

"Our expansion into Vietnam is most pleasing, and, in the near future, we expect to secure new partnerships in Europe. Our growth strategy is now gathering real momentum."

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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 partners with some of the biggest global names in the hosting and IT service provider market, including GoDaddy, the world's largest domain name registrar, and Ingram Micro, the world's largest distributor of computer and technology products. For more information please visit: www.dropsuite.com
