



New Commercial Partnership Secured with one of the World's Largest Hosting Providers 1&1 IONOS

- **1&1 IONOS has ~8 million customer contracts and hosts over 12 million domains**
 - Partnership is already generating Annualised Recurring Revenue (ARR)
 - DSE's SaaS technology already fully integrated into 1&1 IONOS platform and available to customers
 - Data protection and regulatory compliance are key drivers for this partnership
- **ARR base continues to diversify and has tracked up since June 2019**
 - Sep 2019 ARR at \$4.46M up 15% vs June 2019
 - Well on track to deliver forecasted \$4.8M-\$5M ARR by Dec 2019

17 October 2019: Global cloud backup and archiving software provider Dropsuite Limited (ASX: DSE) ("Dropsuite" or the "Company") is pleased to announce a new partnership with 1&1 IONOS, one of the world's largest web hosting and cloud providers for small and medium-sized businesses with ~8 million customer contracts and over 12 million domains www.ionos.com. The partnership is live and already generating Annualised Recurring Revenue for Dropsuite.

It provides 1&1 IONOS customers with easy-to-use, affordable and fully automated Email Archiving and Backup functionality, and importantly, ensures these customers comply with stringent EU data regulations.

1&1 IONOS is a division of United Internet Group www.united-internet.de which has a stable of well-respected brands providing ISP, mobile subscription and website and email hosting services, mainly in Europe and the USA. (The group also owns Strato, a successful Dropsuite partner that has been on-boarded since March 2019).

Dropsuite and 1&1 IONOS have created a seamless 1&1 IONOS-branded customer experience, so that email archiving could be easily added to existing 1&1 IONOS customer accounts or bundled with 1&1 IONOS products. Dropsuite is deployed on a private cloud so that all user data and applications are hosted in United Internet Group data centres.

The Dropsuite solution includes compliance tools for General Data Protection Regulations (GDPR) and other German regulations plus eDiscovery, legal hold, flexible retention periods, tamper-proof audit trails and more. Dropsuite is ideal for Data Protection Officers (DPOs) who need to be empowered with tools to help them navigate the grey areas where GDPR compliance meets businesses compliance.

Dropsuite's Managing Director Charif Elansari said: *"We are privileged to partner with 1&1 IONOS as their trusted email data protection and compliance provider. This again reinforces our leadership position in the data protection and compliance sector globally which has ever-growing regulatory requirements and constantly evolving cybersecurity threats. This is why our solution in demand globally."*

"This is yet another firm step in our renewed growth and further evidence of ARR diversifying. We are well on track to deliver on our previously stated forecast of between \$4.8M-\$5M of ARR by December 2019. User numbers are now steadily tracking up and Dropsuite is again entering a growth phase characterised by a more stable and diversified increase in new users from a broader suite of top-quality partners. Our pipeline is in great shape and we look forward to reporting on more new partnerships soon, as well as growth from existing deployments."

A press release circulated to trade and industry media on the 1&1 IONOS partnership accompanies this ASX filing.

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About Dropsuite

Dropsuite is a global cloud software platform enabling organizations 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 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

*Annualised Recurring Revenue (ARR) is defined as the value of the contracted recurring revenue multiplied by 12 months.