



New Partnerships and Integrations Secured

- **Five new partnerships and integrations signed further diversifying revenue base**
- **Transacting partners up 57% year-on-year and 13% quarter-on-quarter**
- **Numerous enhancements made to Dropsuite's Email Archiving and Backup technology**

16 January 2020: Global cloud backup and archiving software provider Dropsuite Limited (ASX: DSE) ("Dropsuite" or "the Company") is pleased to present the partner and product update for the December 2019 Quarter.

Dropsuite continued expanding its global footprint with five new partnerships and integrations secured in the December quarter. As well, key enhancements have been made to the technology suite to meet the evolving needs of partners and their end-users.

Transacting partners have increased 57% year-on-year and 13% quarter-on-quarter. At the end of the December quarter the total number stood at 230. This is a pleasing metric and reflects the growing market appeal for Dropsuite's fully automated cloud-based Email Archiving and Backup solution.

Five New Partnerships and Integrations

As well as the integration with 1&1 IONOS (see ASX release 22 October 2019), five new partnerships and integrations were signed in the December quarter that will further de-risk, diversify and strengthen the Company's growing Annualised Recurring Revenue (ARR) base. All have been on-boarded with Dropsuite's technology now being sold to end-customers. These include:

Plesk, a leading WebOps hosting platform that runs, automates and hosts applications and websites. Plesk is running on more than 384,000 servers, automating 11M+ websites and 19M+ mailboxes. Its products are available in more than 32 languages across 140 countries. Dropsuite's cloud platform has integrated with Plesk making its Cloud Website Backup product available for purchase and provisioning in all major international markets.

PCM Inc, a leading technology solutions provider in North American and the UK. Dropsuite's fully automated Cloud Backup and Archiving solution for Office 365 is now part of PCM's Cloud Solutions offerings and available to PCM's client-base of SMBs, Enterprises as well as government and education institutions. PCM, Inc. (now part of Insight Enterprises) is a leading multi-vendor provider of technology solutions, including hardware, software and services to small, medium and enterprise businesses, state, local and federal governments and educational institutions across the United States, Canada and the UK.

Ingram Micro, the world's largest distributor of computer and technology products. Dropsuite built on an existing Ingram Micro partnership to accelerate growth by integrating to the Ingram Micro Connect partner ecosystem, making it easier to roll out Dropsuite's email and website backup solutions to Ingram's resellers worldwide. The new Ingram Micro Connect integration enables resellers to seamlessly trial, order and provision Dropsuite's signature products like Cloud Backup and Archiving for Office 365 and Website Backup.

Assured DP, a UK head-quartered company that specialises in Data Protection with offices in the UK and the USA. Assured DP tested several Email backup vendors before selecting Dropsuite Cloud Backup and Archiving solution for Office 365 as their strategic vendor of choice.

ConnectWise integration: Dropsuite is now available for provisioning through the ConnectWise Marketplace in all major international markets. ~25,000 IT solution providers, VARs, MSPs and other reseller partners utilising ConnectWise now can deliver comprehensive Cloud Backup, Archiving, Email insights intelligence and GDPR response solutions for their clients.

Product Enhancements

The Company continues to scale and improve its software with the engineering team delivering key enhancements in Q4. Dropsuite has focused heavily on delivering important security enhancements to its cyber-security capabilities, noting that this issue remains perhaps the top concern of businesses and service providers.

The Company released Microsoft Authentication support so that users could access their Backup and Archive data using the same login and security practices of their existing Microsoft accounts. Complimenting this initiative, Dropsuite launched Multi-Factor-Authentication (MFA) for its partners and their clients, and have received very positive partner feedback. Security enhancements will continue to be a regular and ongoing focus for Dropsuite given the constant emergence of new cybersecurity threats.

Comment

Dropsuite's Managing Director Charif Elansari said: "The December quarter was exceptionally productive for Dropsuite with five new partner wins and integrations and product security enhancements. We have established an excellent foundation for growth in calendar 2020 and beyond, underpinned by greater partner diversity and an ever-growing ARR base. The quality of the new partners is particularly noteworthy and reflects the trust and dependability of our world class technology suite.

"We are looking forward to reporting the 4C for the December quarter towards the end of this month. Dropsuite is primed for growth."

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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.