

Druva Accelerates the Transformation for Enterprises to Protect and Manage Information with \$51 Million in Venture Funding

Sunnyvale, Calif. – September 28, 2016 -- [Druva](#), the leader in cloud data protection and information management, today announced \$51 million in funding that will further drive the company's global objective to transform the way enterprises protect and manage information.

The new funding brings Druva's total capital raised to \$118 million, and will continue to support its aggressive growth strategy. The round is led by existing investor Sequoia India and joined by new investors – Singapore-based EDBI, as well as Blue Cloud Ventures and Hercules Capital. This round also includes contributions from other existing investors including NTT Finance, Nexus Venture Partners and Tenaya Capital. The capital will be used to accelerate both product innovation and adoption, all while enhancing product capabilities across Druva's secure cloud platform. In addition, the capital will be used to further drive sales and marketing, and continue the company's global expansion.

“Our customers are entering a new era of public cloud and Druva is at the forefront. The fragmentation of data, combined with increasing regulatory needs, is making enterprises everywhere rethink how information is best managed. In today's age, simple is genius, and Druva's 82 NPS speaks to how our cloud-first approach is simple yet disruptive,” said Jaspreet Singh, Druva founder and CEO. “We are at an inflection point and Druva's ability to evolve and innovate is proving to be nothing short of a game changer. This new capital enables us to continue to serve customers through notable innovations, partnerships and additional global expansion.”

Druva's cloud-first architecture offers a unified approach to data protection. Unlike the traditional approach of managing data silos like backup, DR and eDiscovery, etc., with Druva, information is backed up once, and the platform enables advanced management and discovery analytics capabilities. This dramatically increases the availability and visibility of business critical information, while reducing the risk, cost, and complexity of managing and protecting it. The

platform is built natively on public cloud platforms like AWS and Azure, and delivers unmatched scale and cost advantages, all while reducing the data risks inherent in today's fragmented data environment.

"Druva is at the cutting edge of leveraging cloud to solve data protection challenges for today's enterprises. The team's ability to deliver multiple best-in-class solutions on common scalable architecture makes us very excited about what the future holds," said Shailendra Singh, Managing Director at Sequoia Capital India Advisors. "It has been six years since Sequoia India's first Series A investment. We are thrilled to continue to partner with Druva to build an enduring company."

"The risk of business data loss increases as workforce mobility becomes ubiquitous. Druva's superior solution to safeguard critical data through their unified cloud-native platform mitigates such risks whilst enhancing IT productivity and cost savings," said CHU Swee Yeok, Chief Executive Officer and President at EDBI. "EDBI looks forward to supporting Druva as it expands into new markets in the region through Singapore."

This new funding round comes as Druva experiences strong growth and demand for its cloud-based data protection and information management solution. Over the last two years, Druva increased its global presence, growing to over 400 employees and expanding direct presence, launching subsidiaries in both Japan and Germany, while simultaneously growing its enterprise customer base by more than 1000. New customers gained during the period included NASA, Chipotle, LiveNation, Hulu, Marriott, Leidos, NBC Universal, ServiceNow, Stanford University and others.

"Druva is embracing the full potential of the cloud, enabling our enterprise to solve problems it once took several different solutions to solve – and at a compelling cost of ownership. We have seen Druva grow rapidly and it is clear they are setting the pace in the industry," said Scott Wiggins, Group Information Technology, Chief Information Officer at ANDRITZ, Inc.

About Druva

Druva is the leader in cloud data protection and information management, leveraging the public cloud to offer a single pane of glass to protect, preserve and discover information - dramatically increasing the availability and visibility of business critical information, while reducing the risk, cost and complexity of managing and protecting it.

Druva's award-winning solutions intelligently collect data, and unify backup, disaster recovery, archival and governance capabilities onto a single, optimized data set. As the industry's fastest growing data protection provider, Druva is trusted by over 4,000 global organizations and protects over 25 PB of data. Learn more at <http://www.druva.com> and join the conversation at twitter.com/druvainc.