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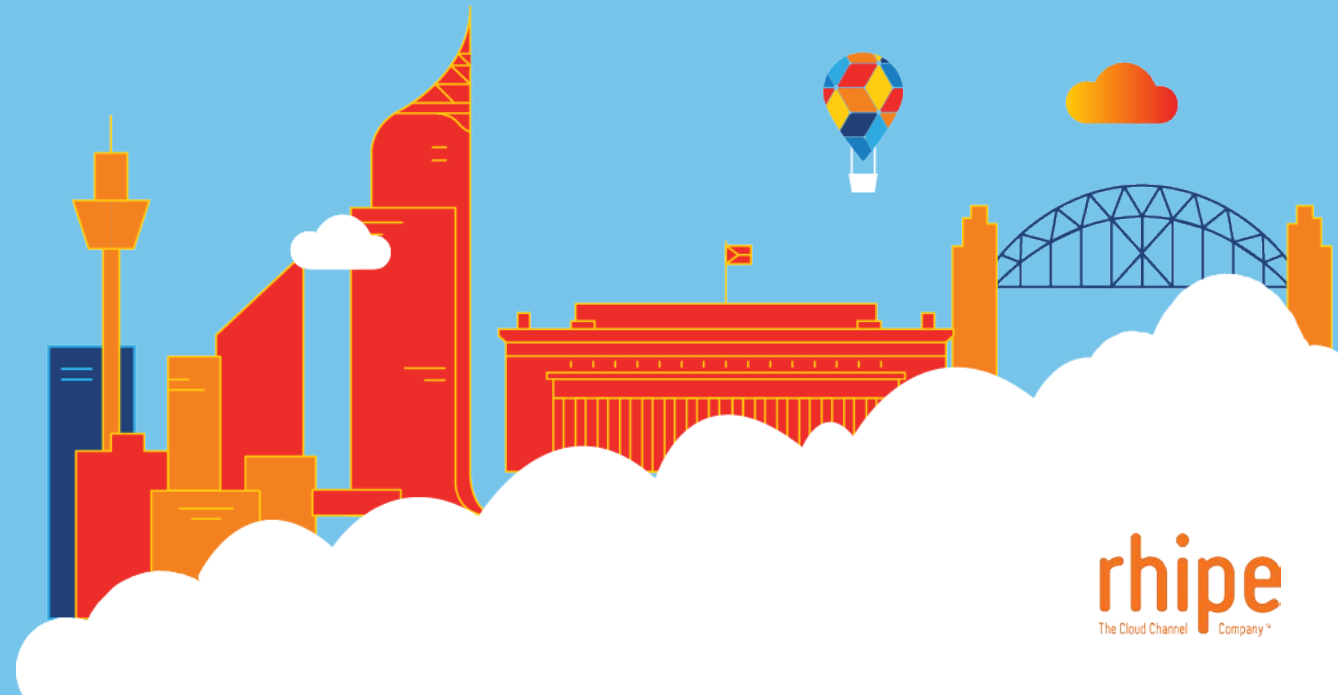
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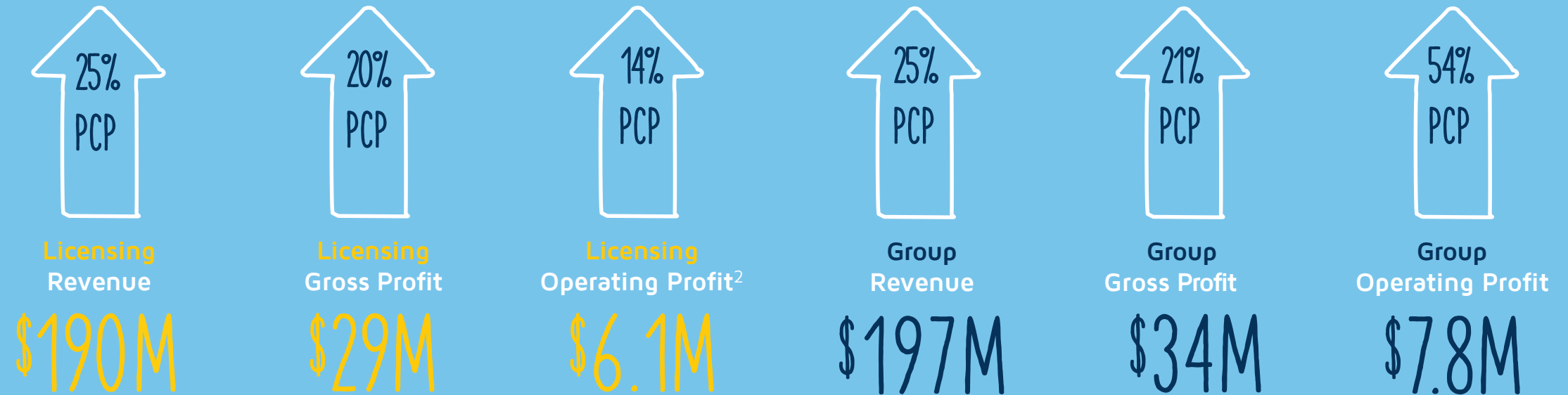
FY18 HIGHLIGHTS

RHP FY18 RESULTS PRESENTATION



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FY18 HIGHLIGHTS



1. Prior Corresponding Period "PCP"

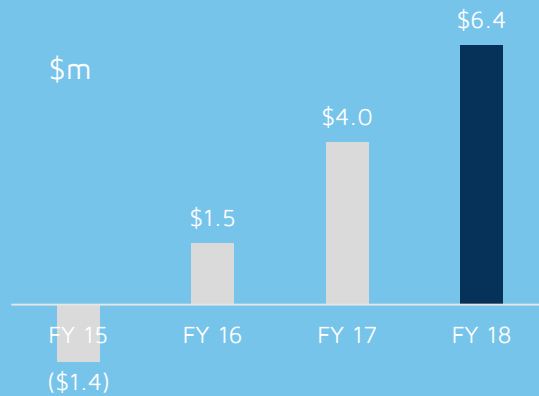
2. Operating Profit represents Reported EBITDA excluding non-cash share based expenses, FX gains or losses, due diligence costs and one-off non-operational gains or losses

FY18 HIGHLIGHTS CONTINUED



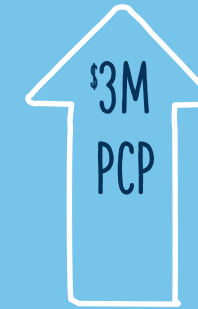
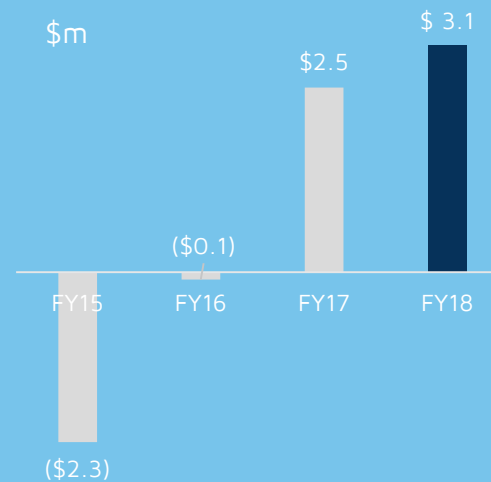
Reported EBITDA

\$6.4M



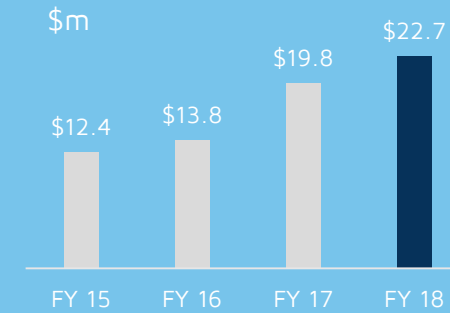
Profit After Tax

\$3.1M



Cash

\$22.7M



RHIPE VALUE PROPOSITION

RHP FY18 RESULTS PRESENTATION



RHIPE: THE CLOUD CHANNEL COMPANY



Value added services for our 2,500 resellers including marketing, consulting and 24/7 support as a service. These services are aimed at driving the ongoing growth in consumption of software subscriptions.



Platform for Recurring Subscription Management (PRISM) used by 2,500 IT resellers to buy, provision, and bill their end user clients for monthly cloud software subscriptions.



STRATEGIC OPERATING DIVISIONS

CLOUD LICENSING

FY18 Revenue \$190m

LICENSING

Software sold and implemented by IT service providers.

Monthly pay as you go cloud licensing subscriptions



CLOUD SOLUTIONS

FY18 Revenue \$7m

SUPPORT

Support people and professional services to help Vendors and Service Providers with technical needs.



CLOUD OPERATIONS

INTELLECTUAL PROPERTY

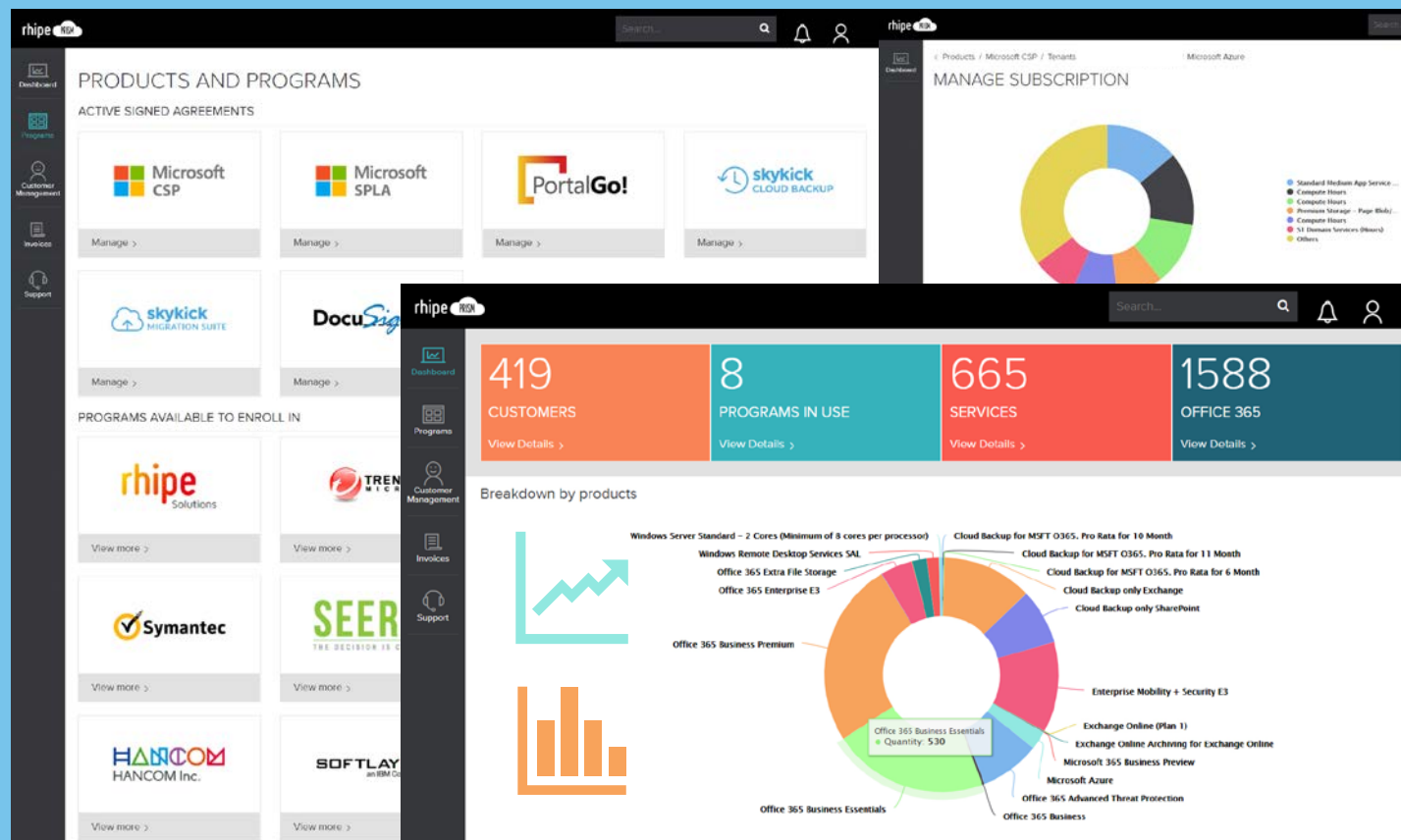
Internally developed PRISM Platform.

Cloud first, digital first marketing to drive demand for channel partners.



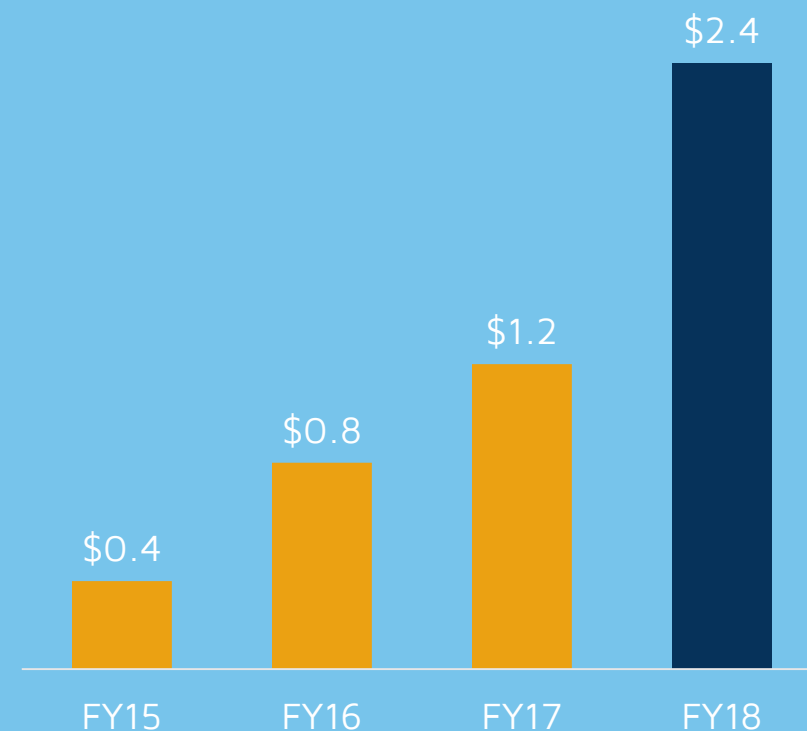
PRISM

Rhipe's Unique Partner Value



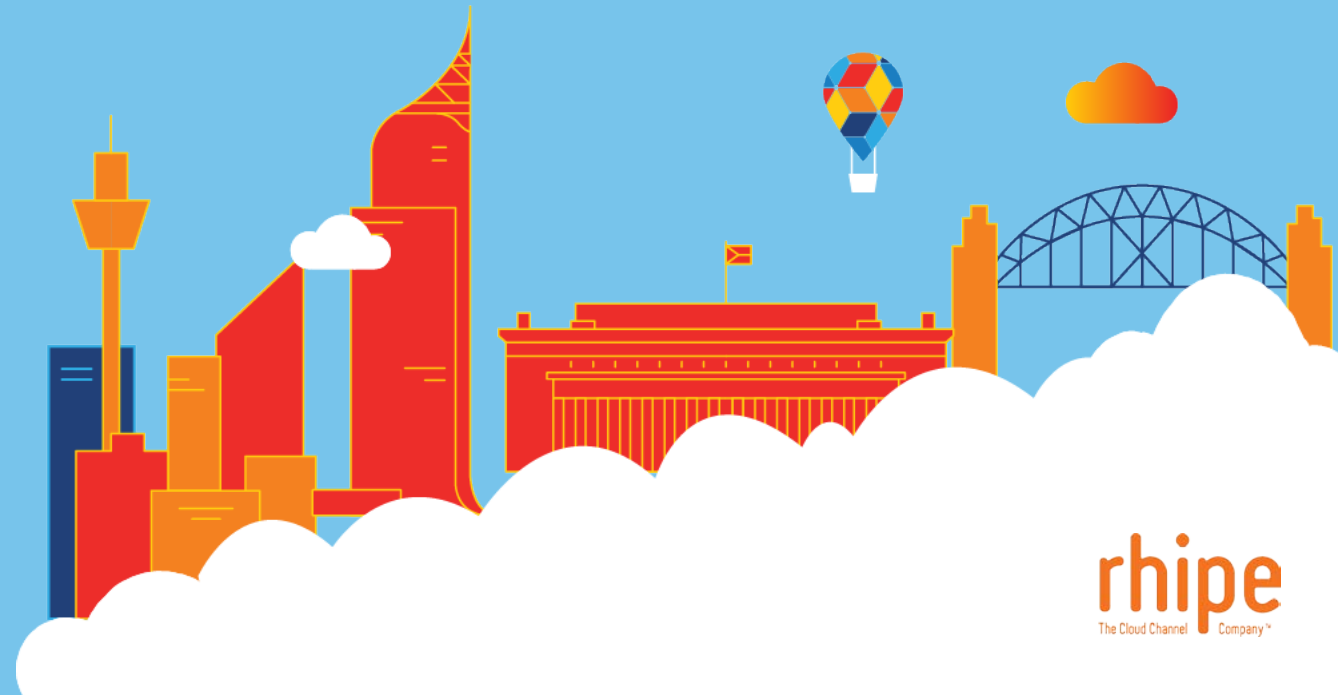
Investment in PRISM

\$m



OPERATIONS UPDATE

RHP FY18 RESULTS PRESENTATION



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MICROSOFT CLOUD SOLUTION PROVIDER (CSP) UPDATE AT 30 JUNE 2018



ANNUALISED RUN RATE REVENUE \$42M

(\$22m at 30-Jun-17) **↑ 91%
PCP**

1,612 SIGNED PARTNERS

(1,097 at 30-Jun-17) **↑ 47%
PCP**

1,117 SIGNED & NOW TRANSACTING

(765 at 30-Jun-17) **↑ 46%
PCP**

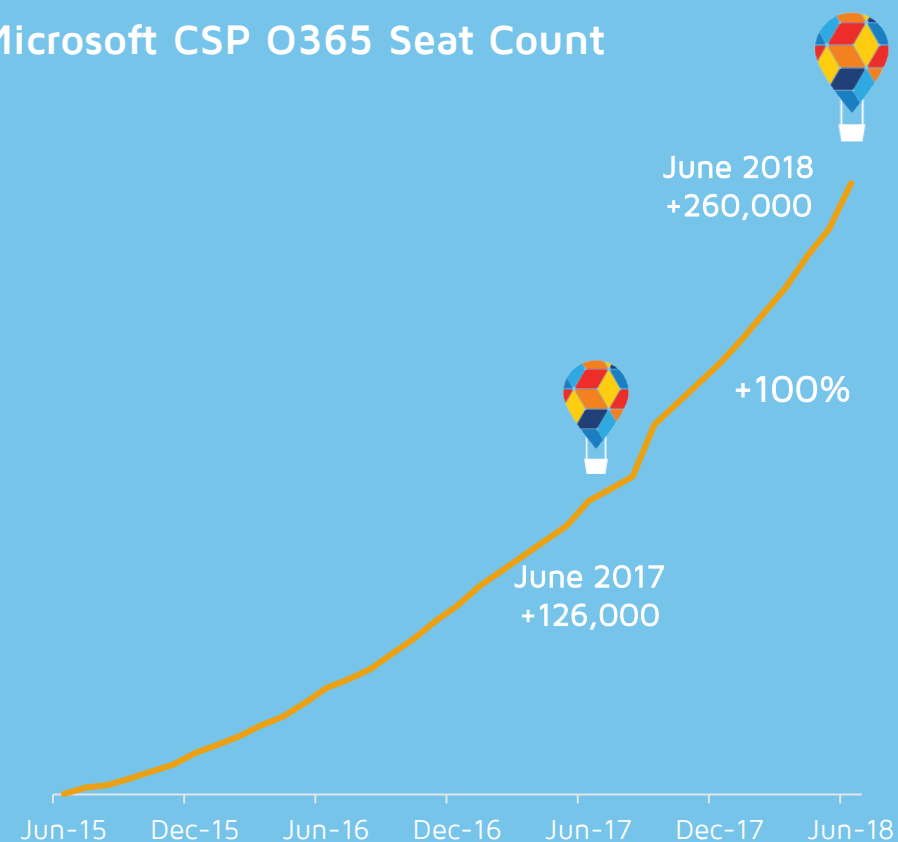
50% NET-NEW PARTNERS TO RHIPE

(64% at 30-Jun-17)



OPERATIONAL HIGHLIGHTS

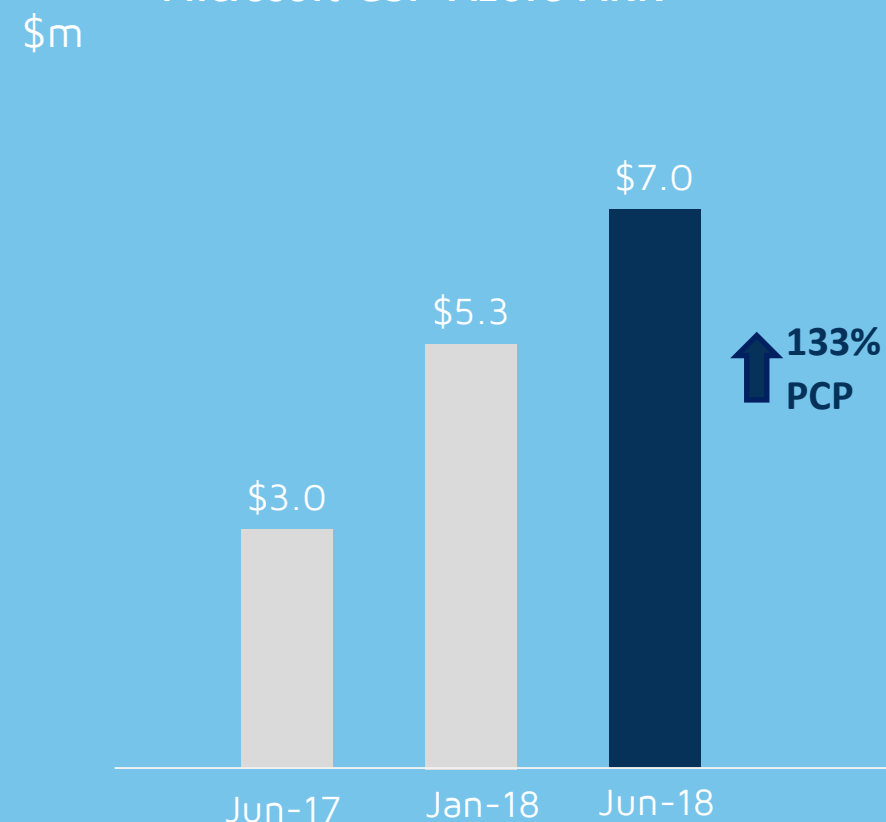
Microsoft CSP O365 Seat Count



Seats up +100% in FY18

O365 ARR excluding Azure \$35m at June 2018 vs \$19m at June 2017

Microsoft CSP Azure ARR



Azure ARR \$7m at June 2018 vs \$3m at June 2017

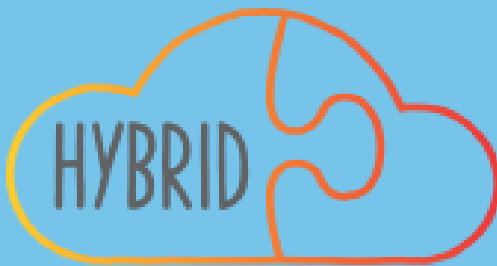
FY18 INDUSTRY AWARDS

2018 Microsoft Australian Partner of the Year

2018 CRN Impact award for Distribution Performance

Microsoft Thailand CSP Partner of the Year

Zimbra JAPAC Aggregator of the Year – Thailand



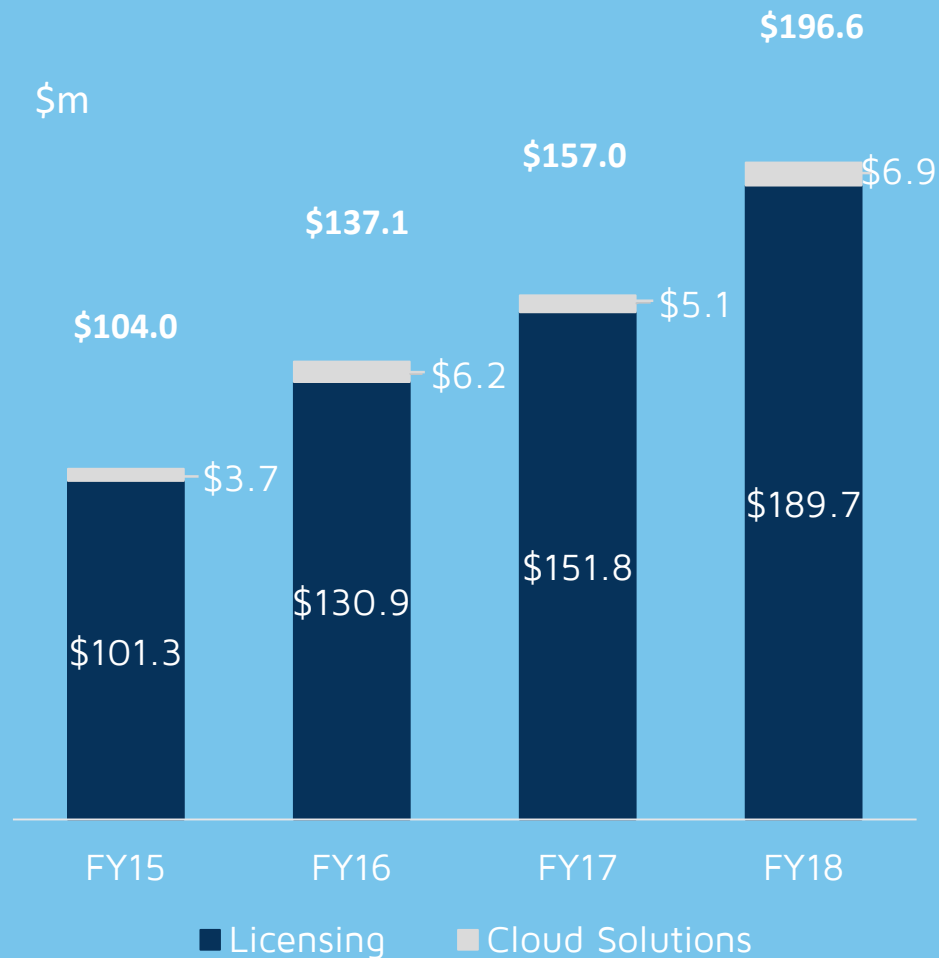
FINANCIAL RESULTS

RHP FY18 RESULTS PRESENTATION



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REVENUE

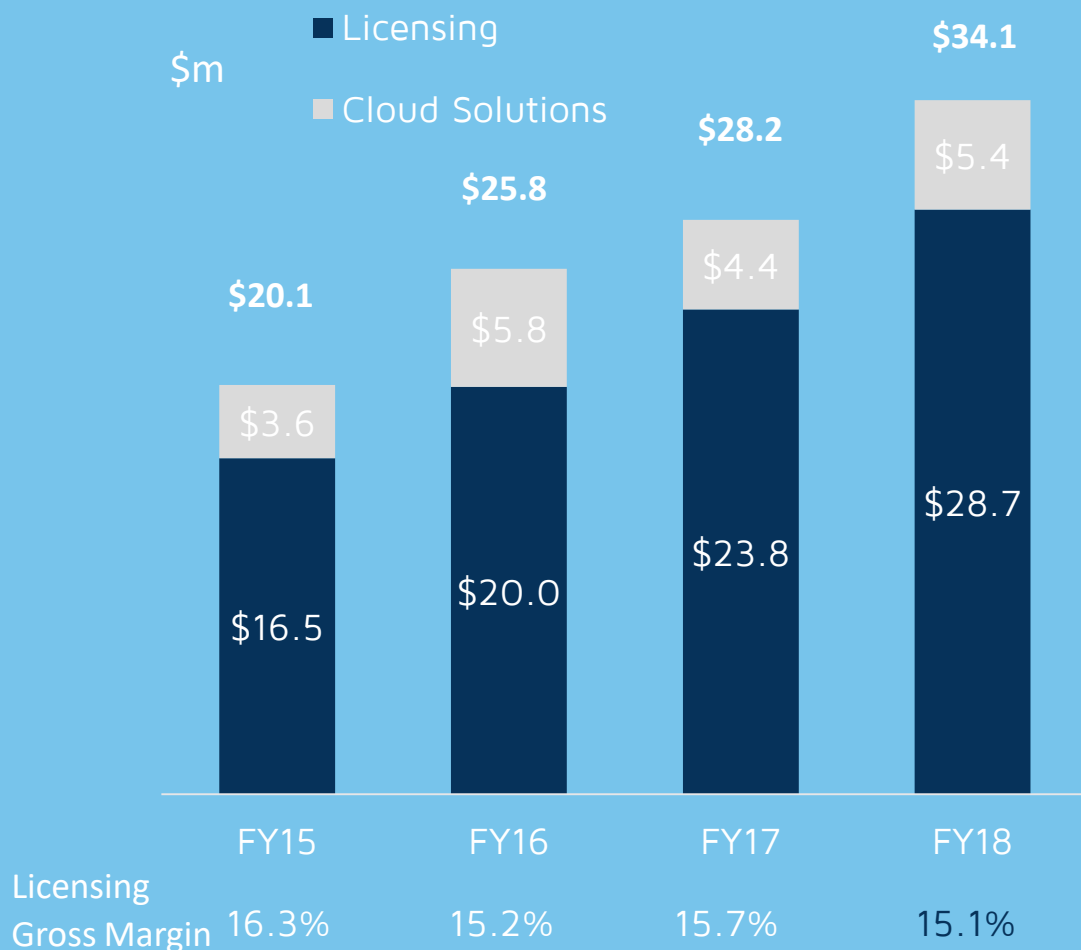


Licensing revenue growth of \$40m or 25% in FY18 driven by:

- 130% YoY growth in Microsoft CSP including Azure ('public cloud'); Delivered ~50% of revenue growth in FY18
- Continued growth in Microsoft SPLA ('private cloud') 12% group wide, 42% in Asia
- 75% growth in Asia local sales (public and private cloud)

Cloud Solutions revenue boosted by expansion in support activities based in Philippine. Solutions revenue grew 35% YoY

GROSS PROFIT



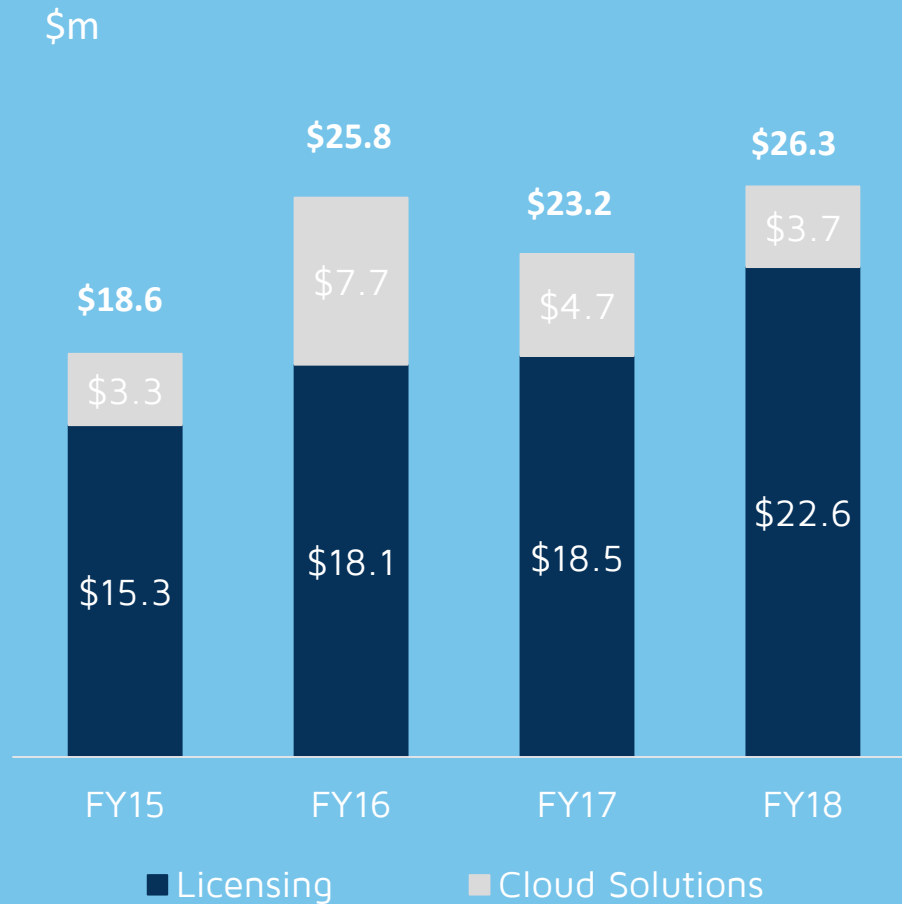
Group gross profit increased by \$5.9m or 21% YoY driven by:

- \$4.9m increase in Licensing gross profit off the back of strong growth in public cloud
- \$1.0m increase in Cloud Solutions gross profit as a result of the expansion in support services

Licensing gross margin reduced by 63 bps in FY18 due to:

- Impact of \$5m of one off sales from two large customers at lower margins (impact ~40 bps)
- Changing mix of product sales and changes in vendor incentives

OPERATING EXPENSES

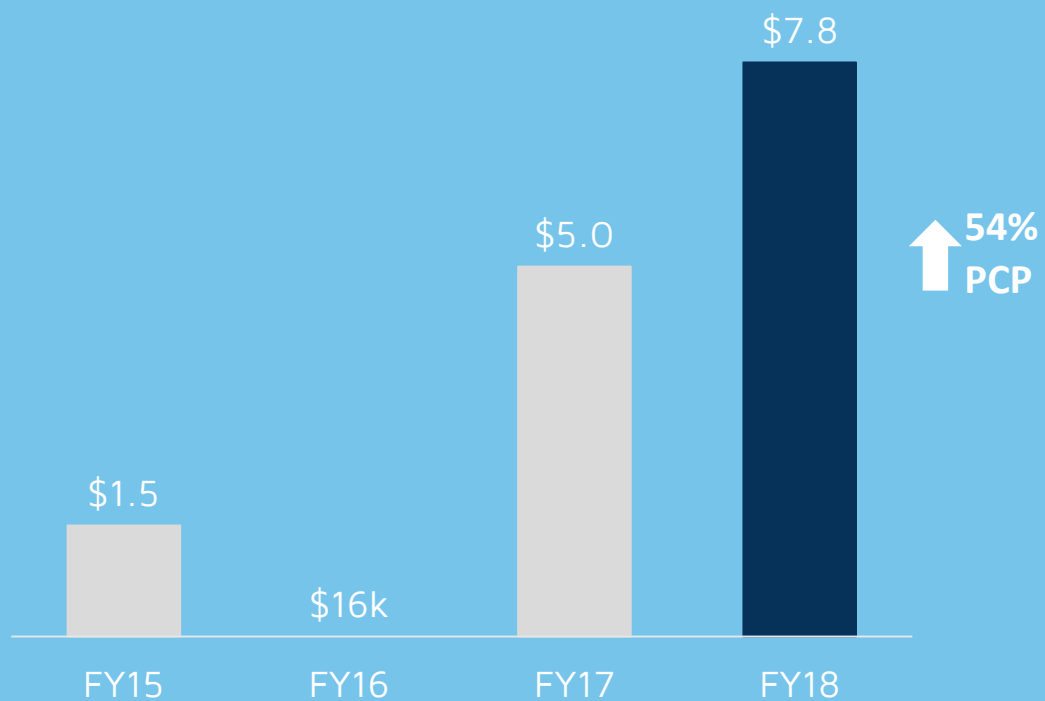


Group operating expenses increased \$3.1m or 13.6% YoY driven by:

- Continued reduction (\$1m) in Cloud Solutions' cost base following FY17 restructure offset by investment in support activities in Philippines
- Licensing cost base increased by \$4.1m YoY or 22% due to increase in employment costs of \$2.7m and increase in marketing costs of \$0.9m to support public cloud expansion

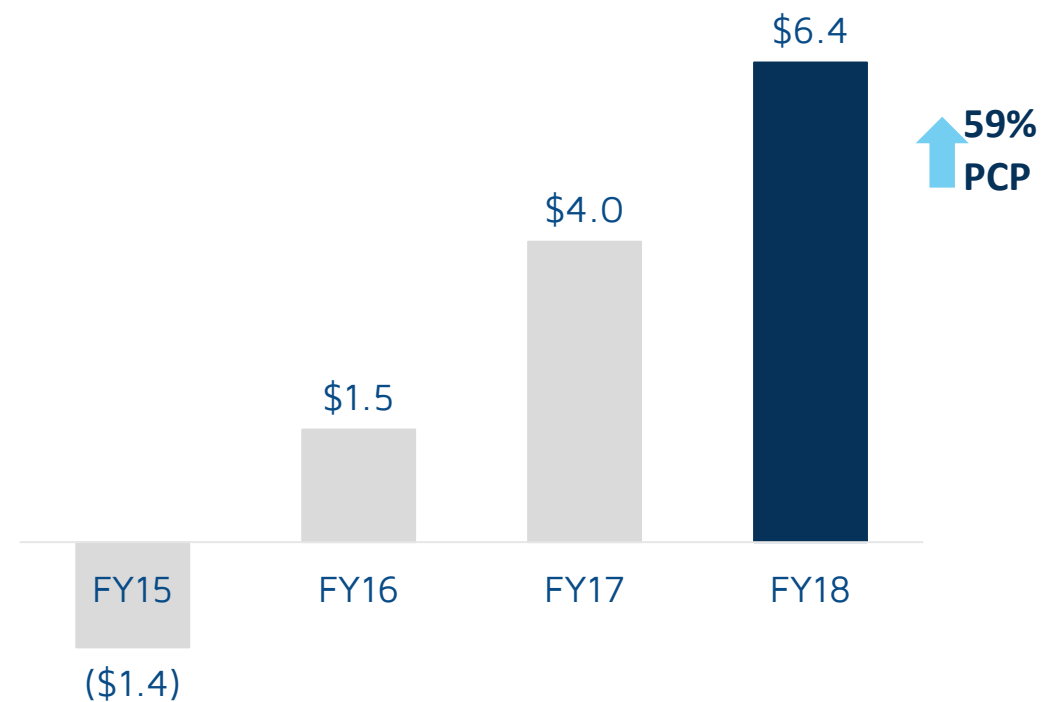
OPERATING PROFIT

\$m

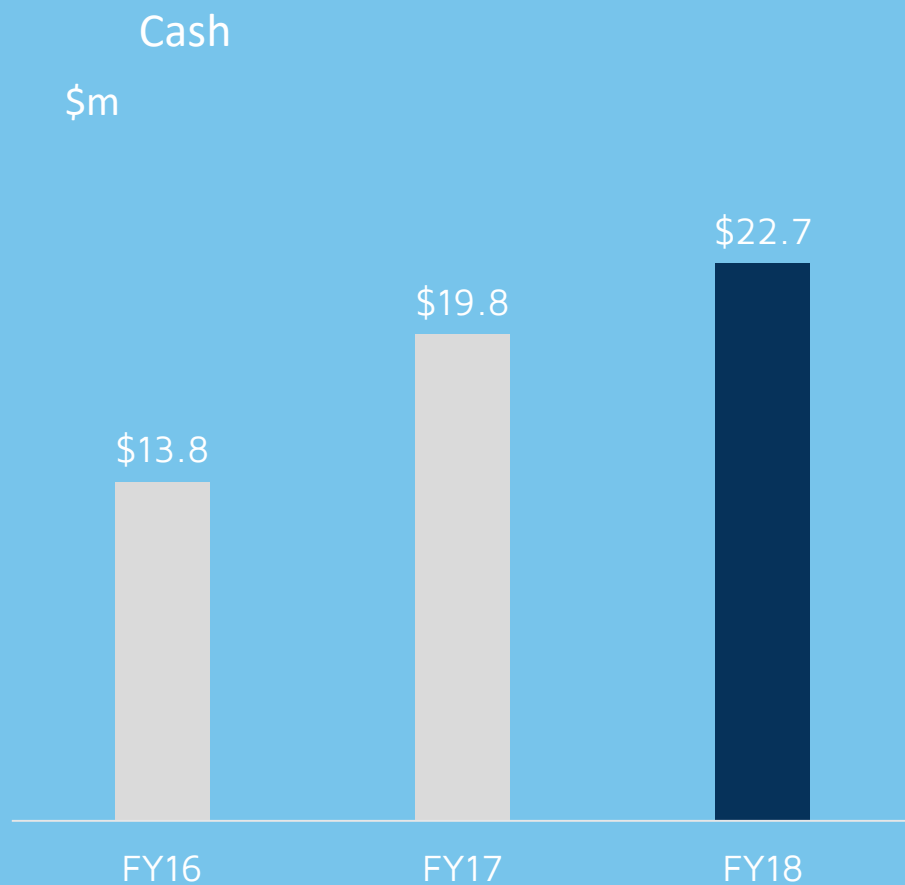


REPORTED EBITDA

\$m



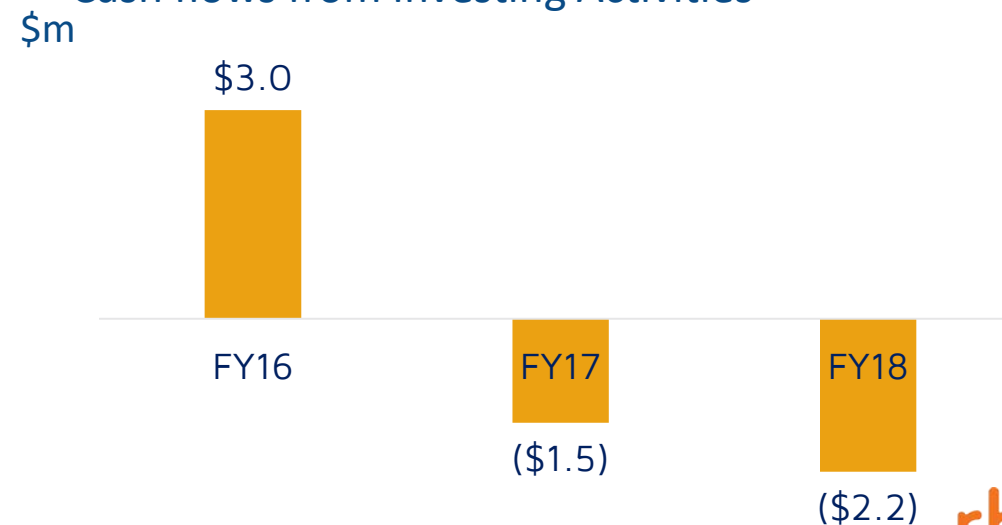
CASH AND CASH FLOWS



Cash flows from Operating Activities



Cash flows from Investing Activities



FINANCIAL RESULTS SUMMARY

	FY17	FY18	Change
Reported P&L (\$'000)	Actual	Actual	FY17-18
Total Revenue	157.0	196.6	25%
Total Gross Profit	28.2	34.1	21%
Group Gross Margin (%)	18.0%	17.3%	(63bps)
Total Operating Expenses	23.2	26.3	13%
Total Operating Profit	5.0	7.8	54%
Total Reported EBITDA	4.0	6.4	59%
NPAT	2.5	3.1	22%

Group
Revenue

25%



Licensing
Revenue

25%



Group
Operating Profit

+\$2.8M



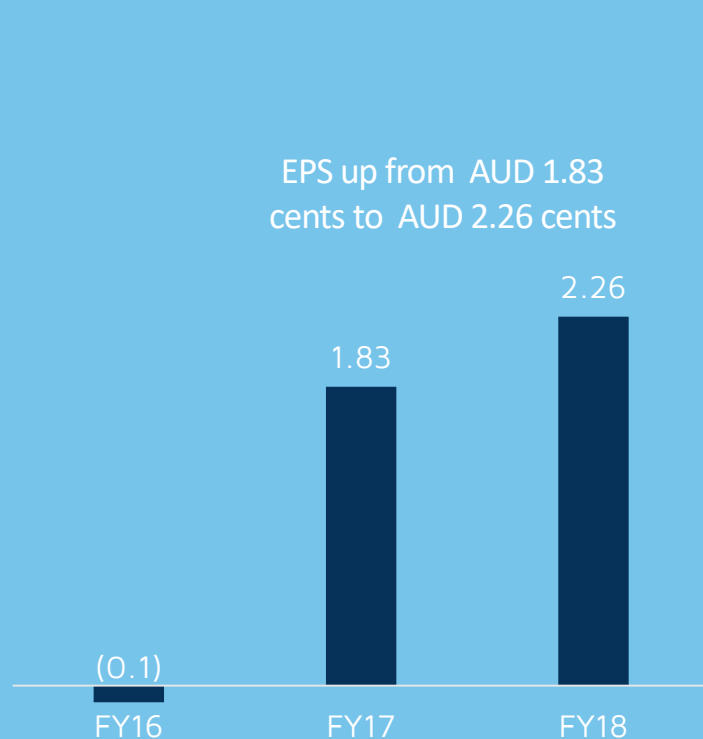
SHAREHOLDER RETURNS

RHP FY18 RESULTS PRESENTATION

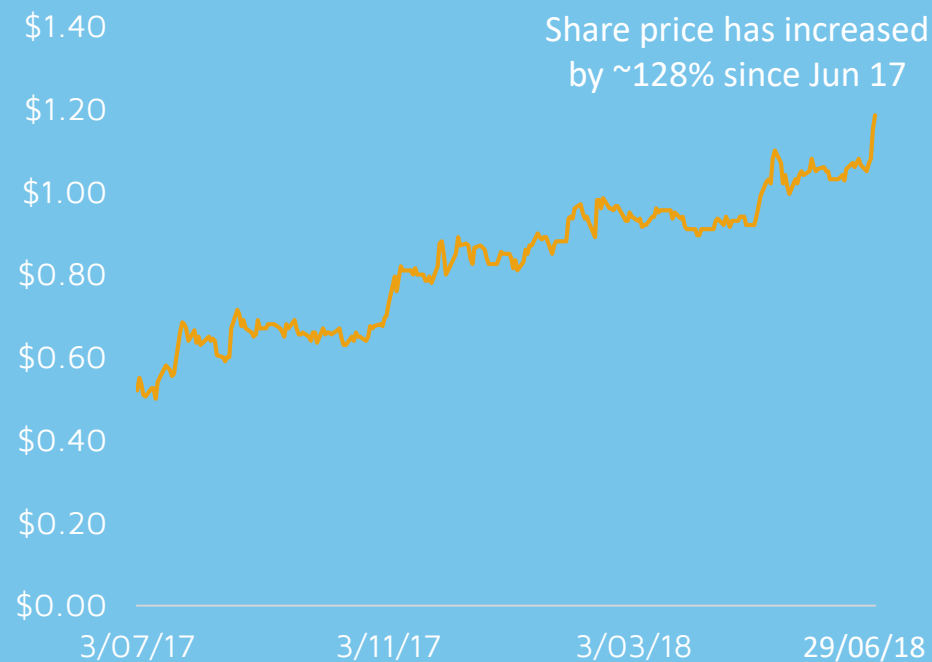


SHAREHOLDERS RETURNS

Basic Earning Per Share (cents) AUD



Share Price Performance (\$) AUD



Final Dividend

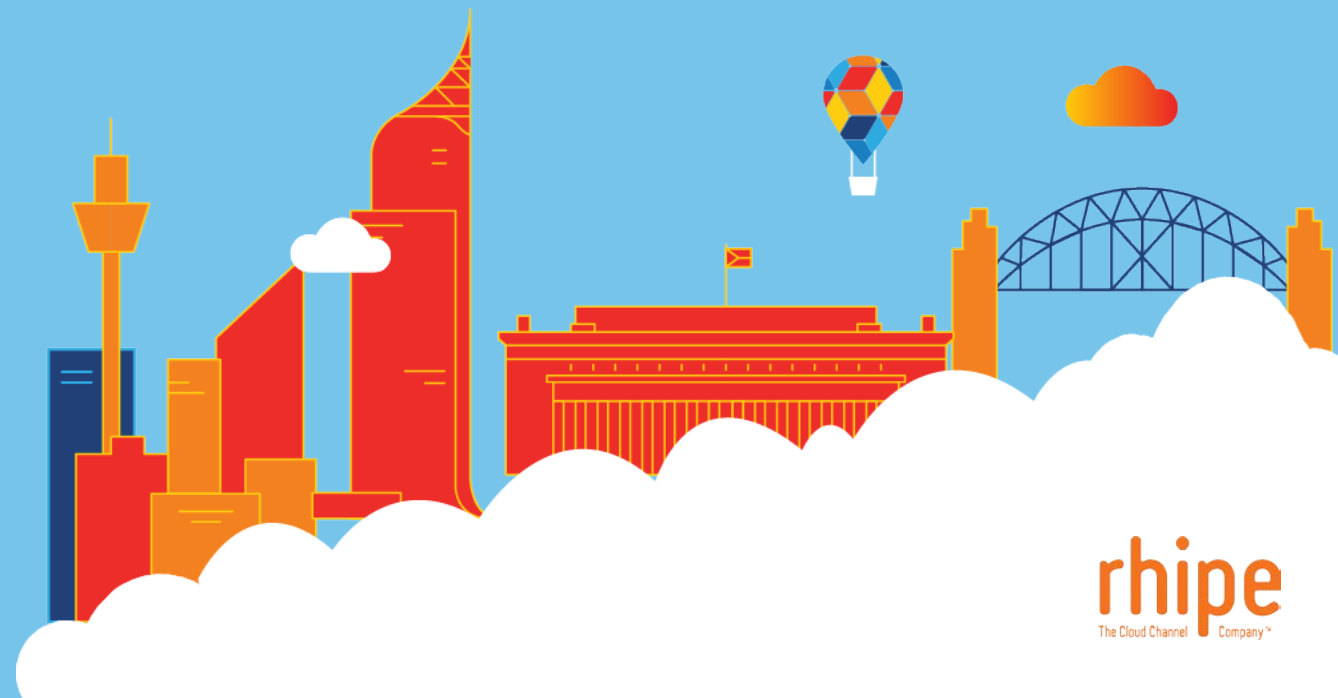
Fully franked
final dividend of
AUD
1.0 cent per
share
Payment Date
24 Oct 2018

Share Buyback

Share Buyback to
continue and to
be extended for
another year

OUTLOOK

RHP FY18 RESULTS PRESENTATION



FY19 OUTLOOK



REVENUE

Accelerated transition to public cloud will drive revenue growth



\$10M
OPERATING
PROFIT

Operating profit target for FY19 is \$10m which is dependent on cloud growth, investment requirements and product mix consumed

Q&A

RHP FY18 RESULTS PRESENTATION



APPENDIX

RHP FY18 RESULTS PRESENTATION



FINANCIAL RESULTS - DETAILED

	FY15	FY16	FY17	FY18	Change
Reported P&L (\$'000)	Restated ¹	Restated ¹	Actual	Actual	FY17-18
Licensing Revenue	101.3	130.9	151.8	189.7	25%
Solutions Revenue	3.7	6.2	5.1	6.9	36%
Total Revenue	104	137.1	157	196.6	25%
Licensing Gross Profit	16.5	20	23.8	28.7	21%
Cloud Solutions Gross Profit	3.6	5.8	4.4	5.4	22%
Total Gross Profit	20.1	25.8	28.2	34.1	21%
Licensing Gross Margin (%)	16.3%	15.2%	15.7%	15.1%	+60bps
Group Gross Margin (%)	19.3%	18.8%	18.0%	17.3%	(63bps)
Licensing Expenses	15.3	18.1	18.5	22.6	22%
Cloud Solutions Expenses	3.3	7.7	4.7	3.7	(21%)
Total Operating Expenses	18.6	25.8	23.2	26.3	13%
Licensing Operating Profit	1.1	1.9	5.3	6.1	15%
Cloud Solutions Operating Profit	0.4	(1.9)	(0.3)	1.7	+2.0m
Total Operating Profit	1.5	0.0	5.0	7.8	54%
Total Reported EBITDA	(1.4)	1.5	4.0	6.4	59%
NPAT	(2.3)	(0.1)	2.5	3.1	22%

1. FY15 and FY16 restated following change in accounting treatment of rebates. Rebates now offset against cost of sales and not part of revenue.