

12 September 2018

Sydney, Australia

ASX Code: RHP

Trading Update on rhipe's public cloud growth

The Board of rhipe Limited ("rhipe" or "the Company") is pleased to announce the Company has now sold over 300,000 Office365 ("O365") user subscriptions as part of its Microsoft Cloud Solutions Provider (CSP) public cloud program. In addition, we continue to see significant growth in revenue from Microsoft's public cloud infrastructure product, Azure.

The table below shows the growth in these two revenue streams since the end of the financial year.

	JUNE 2017	JUNE 2018	10 SEPT. 2018
O365 SEATS	126,000	+260,000	+300,000
O365 ARR	+\$19m	+\$35m	+\$39m
AZURE ARR	+\$3m	+7m	+\$9m
TOTAL ARR	+\$22	+\$42m	+\$48m

The above table shows that as at 10 September 2018 the Company's annualised run rate revenue from O365 is now in excess of \$39 million compared to \$35 million at June 30, 2018 and \$19 million as at June 30, 2017. In addition, the Azure annualised run rate revenue is now at \$9 million versus \$7 million at 30 June 2018 and \$3 million at 30 June 2017.

The continued growth of rhipe's CSP revenue (O365 and Microsoft Azure) is being aided by rhipe's Platform for Subscription Management (PRISM) which remains the leading Asia Pacific based platform for Information Technology resellers to provision, manage, and bill Microsoft's Office365 applications and Azure public cloud infrastructure.

*"It is still early days in terms of rhipe's Public Cloud growth but momentum continues to build across Asia Pacific (APAC)," says **Dominic O'Hanlon, rhipe's Chief Executive Officer**. "The investments that rhipe has made in its PRISM platform are paying off with continued growth in the number of transacting resellers, end users and product subscriptions being sold and managed. Our vision is to remove unused software and infrastructure from the shelves of our resellers and customers. Companies should only pay for what they use and rhipe's consumption-based, subscription platform is at the forefront of driving this change within the Asia Pacific region."*

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Additional information About rhipe

rhipe (ASX:RHP) is Asia Pacific's leading cloud channel company providing technology partners with complete end-to-end cloud solutions, and helping them grow and thrive in the Cloud economy. As the Cloud first, channel-first company, rhipe is recognised as the leading expert in subscription-software licensing, services and support across Asia Pacific, with a vendor portfolio that includes Microsoft, VMWare, Citrix, Veeam, DocuSign, Redhat, Trend Micro (and others). For more information, visit www.rhipe.com, or follow us on Twitter, LinkedIn and Facebook.

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