



The Cloud  
Channel Company

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**ASX ANNOUNCEMENT  
RHIPE LIMITED (ASX:RHP)**

**11 June 2019**

**TRADING UPDATE ON RHIPE'S PUBLIC CLOUD ACTIVITIES**

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rhipe limited ('rhipe' or the 'Company') is today providing an update on exciting progress made by the Company in relation to its public cloud business. As indicated in previous disclosures the public cloud part of rhipe is one of the key growth drivers of the business and an area where we have made significant investment in the last four years.

We are therefore pleased to announce that we have exceeded half a million Office365 seats with the current seat count in excess of 530,000 including approximately 100,000 academic seats. Excluding the academic seats, rhipe's Office365 seat count has increased by more than 170,000 seats or 65 per cent since the start of the financial year. Approximately 60 per cent of this growth in seats is in the Australian market with 40 per cent being delivered by our fast-growing activities across Asia.

Further evidence of our continued success in Asia is demonstrated by Microsoft confirming this month that rhipe Malaysia has won the 2019 Microsoft Country Partner of The Year award for Malaysia, repeating its 2017 success. In addition, the Company was also named a Finalist for the 2019 Microsoft Global Indirect Partner of The Year award. rhipe was honoured among a global field of top Microsoft partners for demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

**Dominic O'Hanlon, Chief Executive Officer of rhipe** said, "The continued strong growth in Office365 supported seats and the two important industry awards provides recognition from Microsoft at both a local and global level and is a reflection of rhipe's exceptional year of growth.

"We have over 530k CSP seats globally with margin contribution from our public cloud business now exceeding the margin contribution from our traditional Microsoft private cloud offerings, although we continue to see this grow steadily as well."

**O'Hanlon added** "We'd like to thank the hard-working team in Malaysia, and the wider rhipe group whose daily efforts contribute to these awards and also our partners including Fedelis, Infront Consulting and Celcom in Malaysia."

**[ENDS]**

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### **About rhipe**

rhipe (ASX:RHP) is the Cloud Channel Company. rhipe is recognised as the leading aggregator of subscription-software licensing in Asia Pacific, with vendor partnerships with Microsoft, VMware, Citrix, Veeam, Red Hat, Trend Micro, Symantec and others. The Cloud first, channel first company, rhipe provides channel partners across APAC with complete end-to-end cloud solutions, helping them to grow and thrive in the emerging Cloud economy. rhipe has offices across APAC including Sydney, Melbourne, Auckland, Singapore, Bangkok, Manila, Kuala Lumpur, Jakarta and Seoul.

For more information about rhipe please visit [www.rhipe.com](http://www.rhipe.com) or contact:

Dominic O'Hanlon (CEO) or Mark McLellan (CFO/COO).

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