

HYPE Softwaretechnik GmbH ■ Trierer Str. 70-72 ■ 53115 Bonn • GERMANY

To whom it may concern

August 23, 2016

**Partnership HYPE - Etesi**

Dear Sir or Madam,

HYPE has formed partnership with the company Etesi Pty Ltd. in January 2014. Etesi has been trained and has successfully qualified to be an Advanced Value Added Reseller (Adv. VAR). HYPE hereby confirms that Etesi is the only certified and authorized reseller für HYPE Innovation in South Africa.

We are very happy to have Etesi as our partner because of their experience in innovation management. They provide significant value for our customers through the development of growth and innovation solutions and on top of this, provide added presence and support in this region.

Best regards,

ppa. Ralf Pollack



– Executive VP Finance, HR & Administration –