

**ASX: 9SP**

**ASX Release**

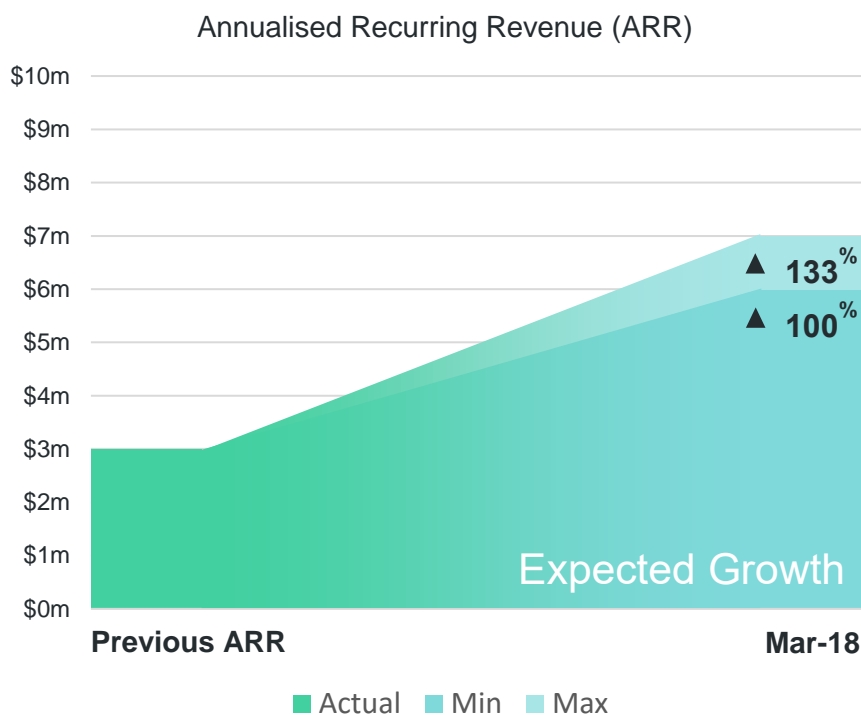
7 December, 2017

## 9 Spokes targets ARR of NZ\$6.0m – NZ\$7.0m by March 31, 2018

### Highlights:

- The Company has today announced an **annualised recurring revenue (ARR) target of NZ\$6.0m – NZ\$7.0m to be achieved by 31 March 2018**, an increase of 100% - 133% over 9 Spokes' previously stated ARR of NZ\$3.0m.
- The Company will receive implementation fees on top of the recurring licence fees for each channel as it is deployed. The company expects to receive ~NZ\$1.7m of cash receipts during the December quarter, a combination of RBC implementation, RBC licence fees and other ongoing licence fees.
- 9 Spokes to host conference call at **9.00am AEDT (11.00am NZT) today**.

9 Spokes, (ASX: 9SP or "the Company"), the business insights dashboard for small businesses, is pleased to announce an **annualised recurring revenue (ARR) target of NZ\$6.0m – NZ\$7.0m to be achieved by 31 March 2018**. The ARR target compares to the previously stated NZ\$3.0m. Achievement of the target would represent an increase of 100% - 133% over 9 Spokes' previously stated ARR of NZ\$3.0m.



The easier way to track  
business performance.

### **Annualised recurring revenue (ARR)**

*Note: The previous chart is linear and indicative only. This does not reflect exact timing of contracts or receipts from channels, but instead shows the expected growth to Mar-18. ARR is Non-IFRS Financial Information, representing the annualised recurring revenue derived through live enterprise channel partners. The ARR disclosed in this announcement is based on current exchange rates and is unaudited.*

The increase in ARR is anchored by licence fees from Royal Bank of Canada (RBC), which went live on 1 November. 9 Spokes has already received its first licence fee payment from RBC. The ARR target also includes a detailed assessment of current discussions with other channel partners in North America and Asia Pacific. The Company cannot announce its actual ARR at this juncture, due to commercial sensitivities as it continues negotiations.

Importantly, in addition to the recurring licence fees that are incorporated in the ARR projection, the Company wishes to advise it will continue to receive implementation fees on top of the licence fees. The Company expects to receive around NZ\$1.7m of cash receipts during the December quarter, a combination of the RBC implementation, ongoing licence fees from existing channel partners and some contribution from the commencement of RBC licence fees.

### **Conference call today on ARR target and progress update**

As announced last week, 9 Spokes will host a conference call today at 9.00am AEDT (11.00am NZT) Thursday 7th December. The call will discuss the new ARR target and provide an update on Company progress. During the call, co-founders Mark Estall and Adrian Grant, and Chairman Paul Reynolds, will discuss the business development opportunities, as well as the improved performance across existing channels.

The Company welcomes investors to ask questions and invites them to be sent in advance to [investors@9spokes.com](mailto:investors@9spokes.com).

Registration in advance of the webinar can be completed at:  
<https://attendee.gotowebinar.com/register/6459943461579042818>

Alternatively, participants can join via telephone with dial-in details below:

Dial in details:

9.00am AEDT (11.00am NZT) Thursday 7th December.

Australia: +61 2 9087 3602

New Zealand: +64 9 887 3310

United Kingdom +44 20 3713 5022

Attendee Access Code: 375-823-030

**For more information:**

**Investors:**

James Schofield

Investor Relations, 9 Spokes

+64 21 334 774

[james.schofield@9spokes.com](mailto:james.schofield@9spokes.com)

**Media:**

Warrick Lace

NWR Communications

+61 404 656 408

[warrick@nwrcommunications.com.au](mailto:warrick@nwrcommunications.com.au)


**About 9 Spokes**

The 9 Spokes smart dashboard enables SMEs to connect their software to one dynamic interface - giving them a clear overview of their business. It allows management and advisors to access data and new metrics across key areas, from any device at any time. With these insights, it's easier to make the big decisions to either manage or grow a business.

Businesses can integrate their supported software into the dashboard as well as choose from a selection of recommended and accredited apps to suit their industry.

The smart dashboard from 9 Spokes is available as a Direct model to small businesses and as a white labelled platform that Channel Partners can offer to their SME customer base.

Find out more at [www.9spokes.com](http://www.9spokes.com)



The easier way to track  
business performance.