

User growth and activity levels drive record SaaS revenue

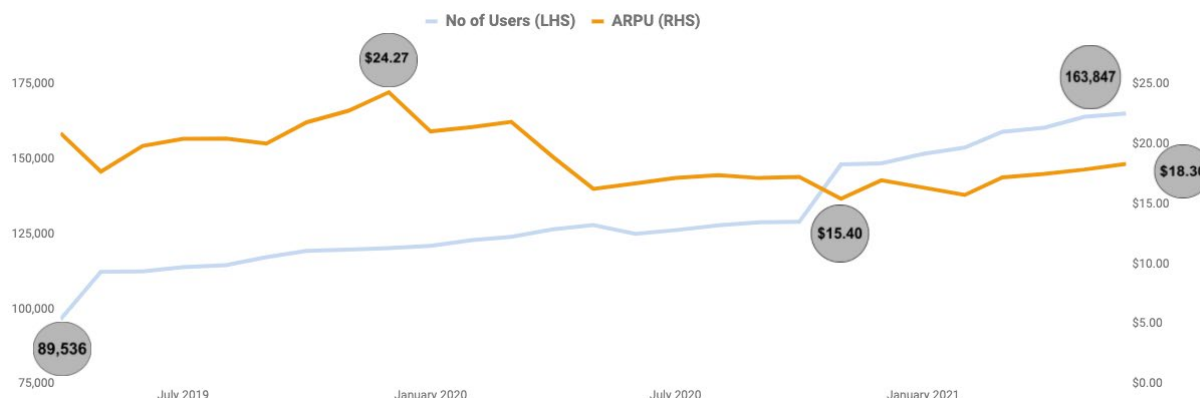
Fintech company 8common Limited (**8common** or the **Company**) (ASX: **8CO**) is pleased to provide a trading update on current business activity levels and SaaS revenues.

Highlights:

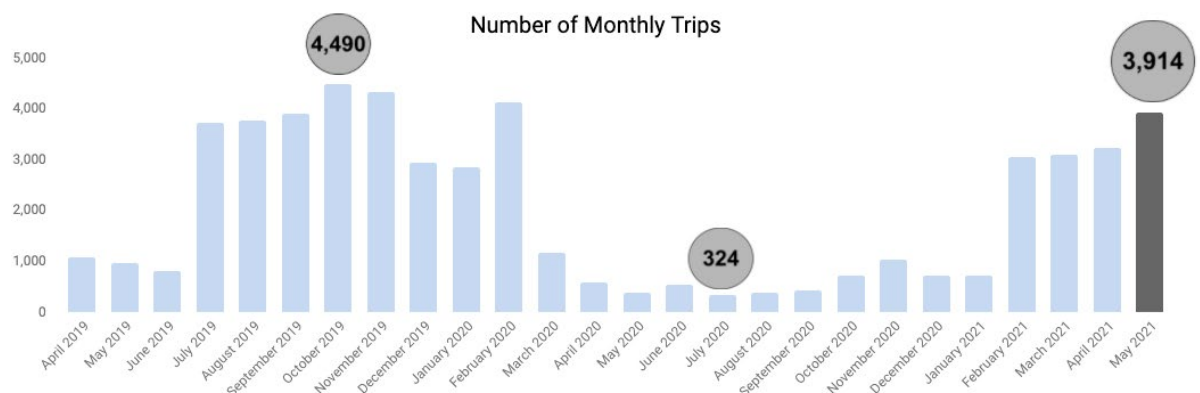
- The continued improvement in domestic business and travel activity is anticipated to deliver a record quarter for transaction-based SaaS revenue of c.\$720k based on activity levels delivered in the quarter to-date
- The \$720k in revenue for Q4 FY21 is +14% vs Q3 FY21 and +32% vs PCP
- ARR of \$2.9 million (as at 31 May) with the month of June set to be a record month for transaction-based SaaS revenue with \$244k of revenue (based on billings from May activity levels)
- The return of travel activity continues to drive improvement in revenue with over 3,914 trips recorded in May (+580% vs PCP and +21% vs April 2021)
- User levels continue to increase to over 163k (+28% over the past 12 months)
- ARPU has improved to \$18.30 with corporate and Federal government clients driving recovery. ARPU should continue to increase, on a larger client base, as travel activity continues to grow
- Go live of NSW Electoral Commission, as well as notable new contract wins including Federal Department of Social Services, Federal National Recovery and Resilience Agency (NRRRA), Federal Bushfire Recovery Agency, Investment NSW and Research & Development NSW

8common CEO, Andrew Bond said “The normalisation of business and travel activity in Australia continues to positively impact our revenue position. Importantly, whilst activity levels are improving, we continue to expand our business footprint whilst maintain our ARPU levels. As higher ARPU travel activity increases we are well positioned to drive substantial increases in our revenue.

“Our customer led ethos and product offering, coupled with a strong pipeline of Federal Government, State Government and corporate entities to onboard in coming months, provides a strong growth outlook. With a solid balance sheet, growing Expense8 demand and the development of the CardHero platform, we are expecting a strong finish for the company in FY21, providing a good foundation for FY22 and beyond.”



*June 2021 Forecasted SaaS Revenue and Forecasted Users/ARPU



This release has been approved by the Board of 8common.

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Further information

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About 8common Limited

8common (ASX:8CO) solutions deliver enterprise grade financial transaction processing for government entities and large enterprise businesses. Its flagship Expense8 platform is a leading pureplay provider of end to end travel expense management software, card application and management. The innovative software solutions improve organisation, productivity, incorporate company organisational policies and expense auditing to reduce fraud. Expense8 by 8common was named a Major Player in the IDC MarketScape: Worldwide SaaS and Cloud-Enabled Travel and Expense Management Applications 2019 Vendor Assessment.

Its new products being PayHero (procurement payment gateway) and CardHero (pre-paid card fund distribution) deliver closed loop solutions to support regulated, large network and high-volume requirements. 8common's specialises in large enterprise and government segments.

Its growing client base of more than 163,000 platform users include enterprise customers Woolworths, Broadcast Australia, Amcor, and over 158 state and federal government entities. For more information, visit <https://www.8common.com/>