

Coffee Microcaps Presentation

1 May 2023

ocommon

(ASX:8CO)

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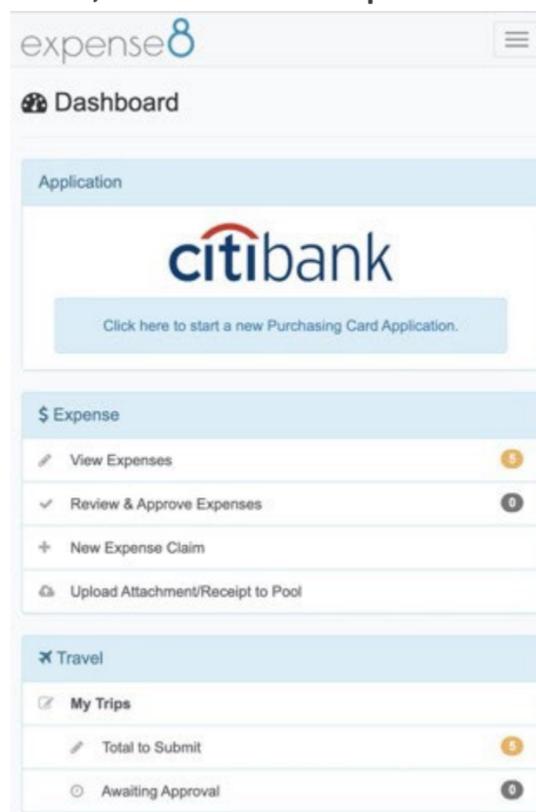
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Financial Transactions Management and Payments for Blue Chip Clients

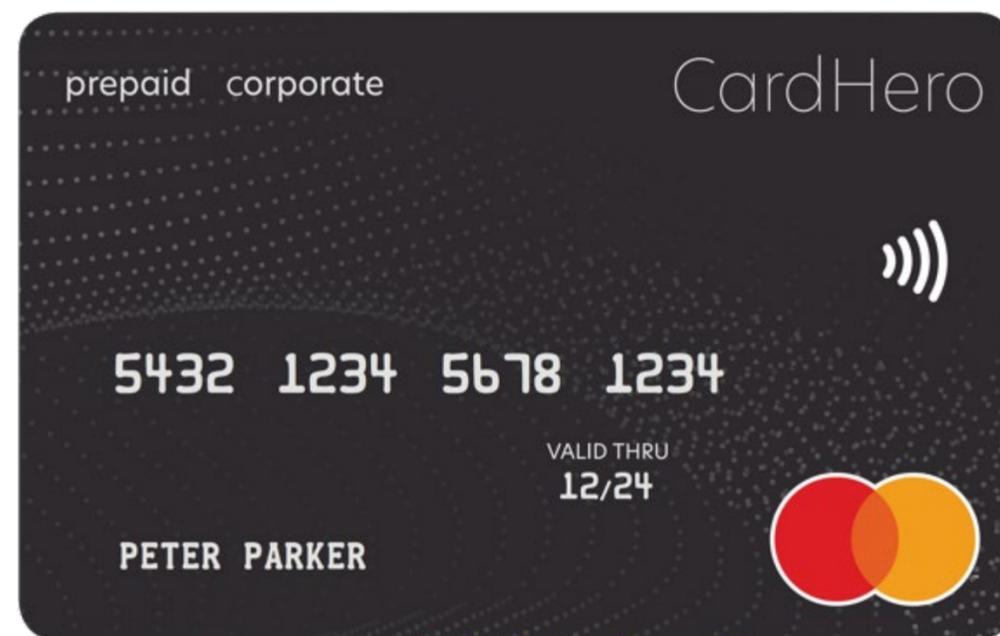
Leading Player + Pioneering Position



Expense8 is an enterprise grade Software as a Service (SaaS) platform that supports organisations in the management of their credit cards, business expenses and travel



CardHero offers enterprises a next generation and robust closed-loop fund disbursement and card payment solution



Core Clients

8common's client base consists of enterprise customers such as Woolworths, and over 153k users across 160 state, territory and federal government entities



Australian Government



3

Financial highlights show transition to positive operating cashflow

Financial Highlights at Q3 FY2023

\$1.5m

Q3 FY23 Revenue
39% growth vs
PCP

\$766m

YTD value of
transaction
managed by
exoense8

\$889k

Q3 FY23 PCP SaaS and
Transaction Revenue
up 25% vs PCP

\$6.2m

TTM Revenue +64%
vs PCP

\$4.6m

YTD FY23 revenue
has already
surpassed FY22
revenue of \$4.5m

\$5.5m

TCV of signed deals
YTD FY23, greater
than new TCV in
FY21 and 22
combined

\$47

Fed Gov ARPU
vs \$20 average
ARPU

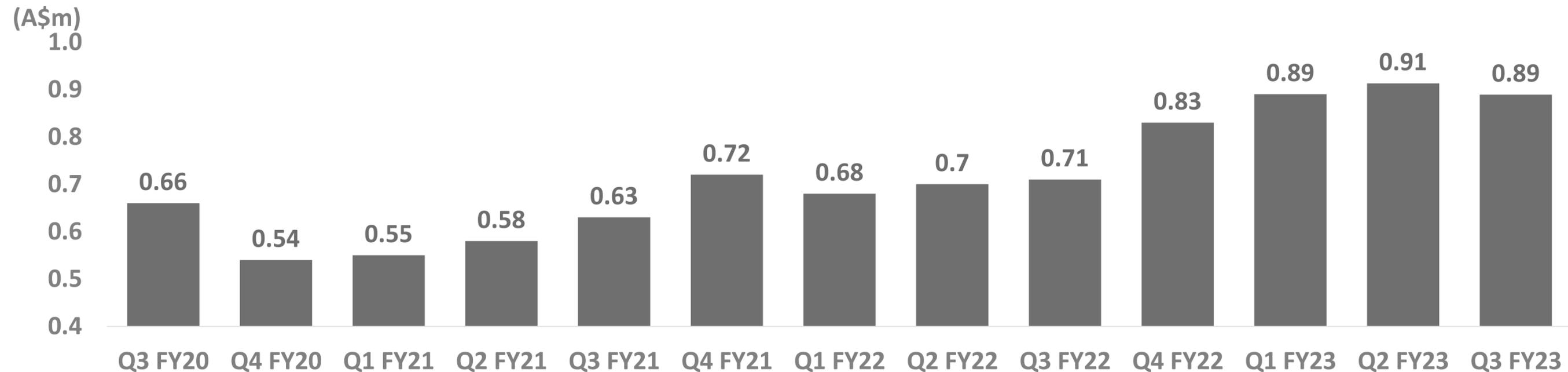
\$1.7m

Cash balance to
transition to op
cashflow positive

Recurring & Transaction SaaS Revenue

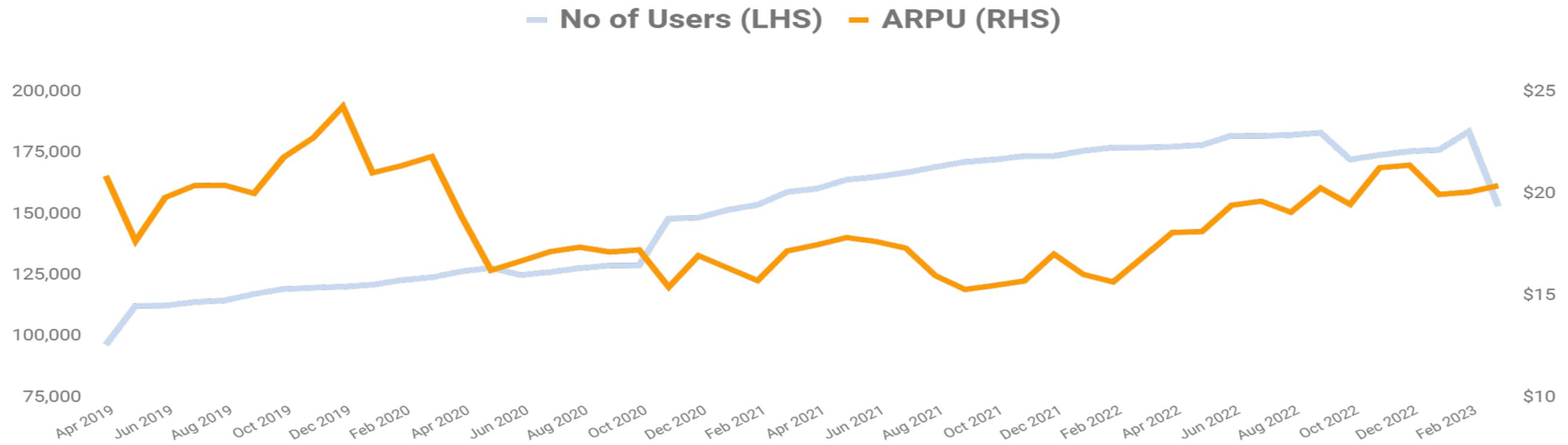
- Quarterly transaction and recurring SaaS revenue of \$889k, up 25% on the previous corresponding period (pcp)
- Growth driven by increasing ARPU and higher proportion of Federal Government activity
- Annualised Recurring transaction and SaaS Revenue (ARR) of c.\$3.7 million at 31 March 2023
- Federal GovERP mandate expected to significantly grow SaaS revenue in FY24 as current implementation projects deliver users to the platform

Quarterly Recurring & Transaction SaaS Revenue (\$000)



User Growth and ARPU

- Overall user numbers decreased to 153k at the end of the quarter due to the roll-off of the Transport for NSW contract - a high user volume, low ARPU client.
- ARPU of \$20.12, up 9% vs PCP, but down slightly on the prior quarter due to the impact of the seasonally lower business travel & activity levels over the January holiday period
- Federal Government ARPU of \$46.96 for the period, an important indicator of future revenue growth given the increasing number of federal government users to be on-boarded under the GovERP program



Whole of Government ERP



Federal GovERP

- 8CO flagship product expense8 was selected as the sole solution provider of Travel and Expense Management for the Australian Government GovERP panel
- 8CO have designed a technology solution specifically with the GovERP program to provide a unified solution for the whole of Government Travel and Expense management requirements.
- As at 31 March 2023 over \$5.5million total value of signed contracts under GovERP program
- Transaction and recurring revenue from GovERP to scale significantly in FY24

90

Mandated Government Entities
(28 are existing clients)

78

Opt-in Government Entities
(3 are existing clients)

\$40k

Minimum Phase 0
Fee per Engagement

\$50k

Minimum
Implementation Fee
per Entity

110k

Minimum Number of
New Users from
mandated entities.
Potential of about 161k
users

\$47

ARPU (Annual) in
Federal Government
(March 2023)

7

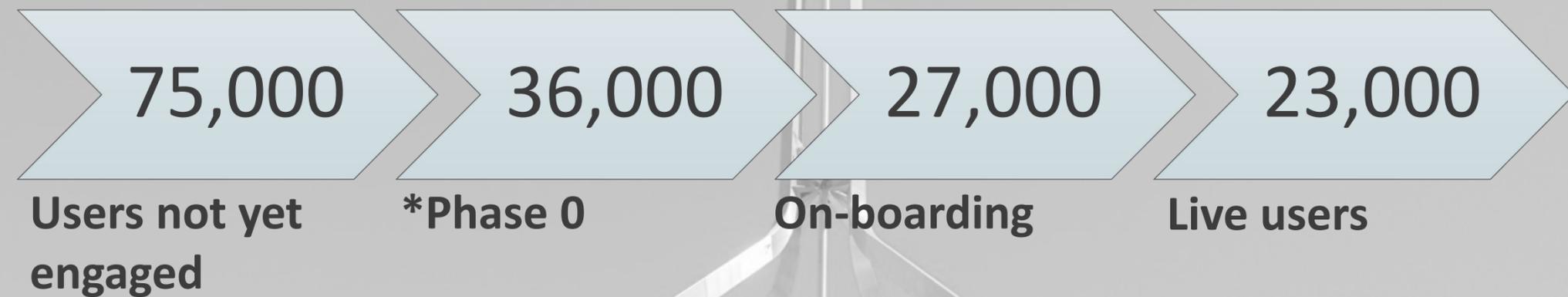
Whole of Government ERP

- Potential of ~161k users under GovERP program
- 23,000 Federal Gov users
- Key Agencies Signed to date include:
 - Dpt. Veteran Affairs
 - Australian Securities and Investment Commission (ASIC)
 - Dpt. Climate Change, Energy, the Environment and Water
 - Dpt. of Finance (includes 6 other Service Delivery Office/Shared services agencies)
 - Dpt. of Human Services



Federal GovERP

There are approximately 161k Total Potential Users Under the GovERP Program



** Phase 0 Discovery workshops are a key pre onboarding phase for Federal Government agencies on their path to adopting the GovERP template and as such can be viewed as a precursor to future user additions. Over 63k users under the GovERP program have commenced or completed. Phase 0 Discovery workshops*

Source: <https://budget.gov.au/2022-23-october/content/bp4/index.htm>



CardHero



About CardHero

Digital pre-paid expense/disbursement cards



PRE-PAID CARDS

Digital pre-paid expense/disbursement cards designed to enhance transparency and reduce barriers to disbursement and access to funds by employees and clients



SIMPLIFIED FUNDS DISBURSEMENT

Manage employee/client disbursements easily with one off or multiple disbursements



STRAIGHTFORWARD ONBOARDING

Integration with other platforms, strong self provisioning capabilities



STREAMLINED ADMINISTRATION

Improved visibility, simplified reconciliations, ability to manage receipt photos to substantiate expenses



FULLY DIGITISED SYSTEM

Digital card ready to go, automatic notifications and ability to require uploaded receipts



EFFECTIVE REPORTING

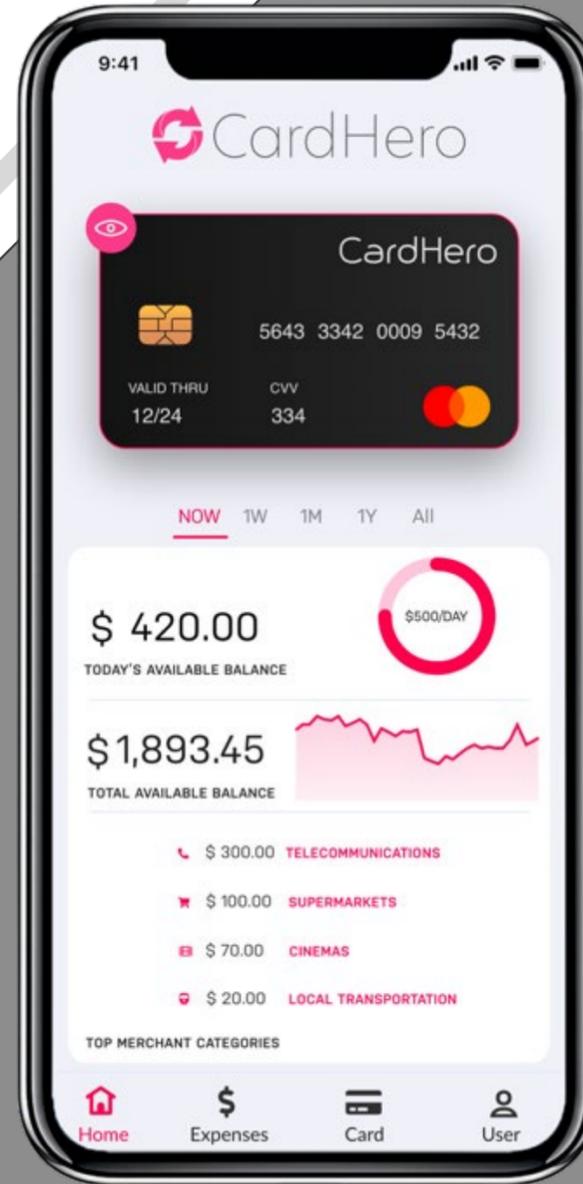
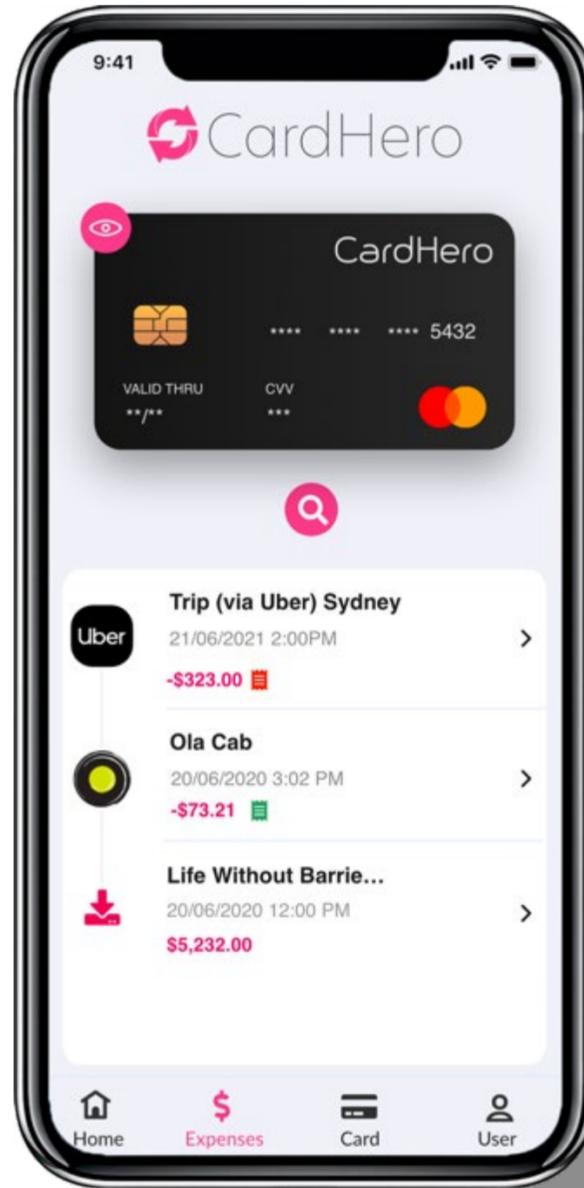
Near real-time transaction reporting and fraud detection

Employee Purchasing

Interesting Features:

- Administrators can view available funds, past transactions and recent top-ups
- Merchant type, geographical and currency configuration
- Pre-approval process and post transaction reporting

Clients On-Boarded



Fund Disbursement

Core Target Market:

- Large volume of transactions
- Pre-approval capabilities
- Post transaction reporting tools

Clients On-Boarded



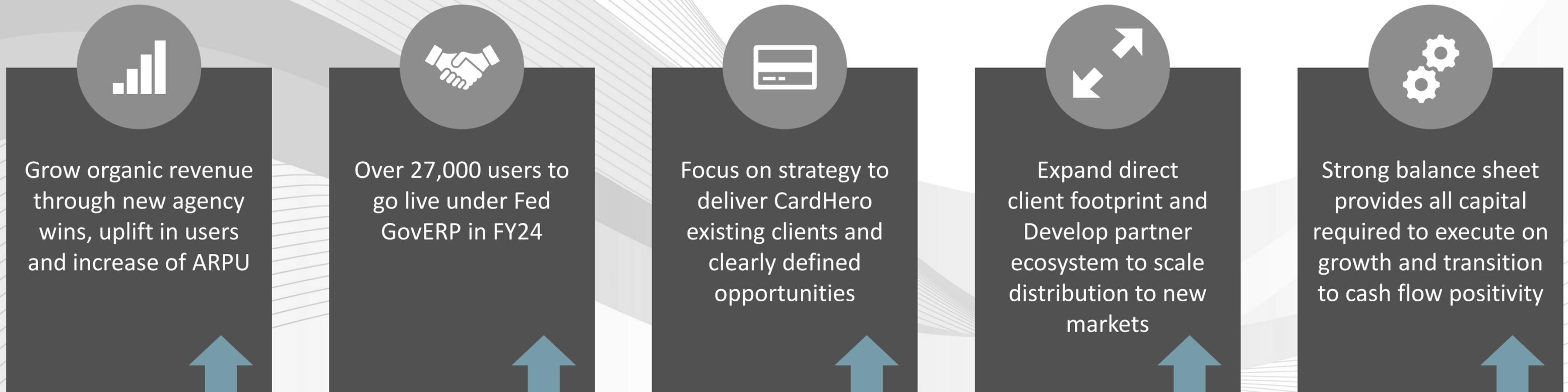
Fund Disbursement Purposes



The outlook

8CO will consolidate and secure its position in **large enterprise financial payments and transaction management**

A clear focus on:



Investor Relations

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