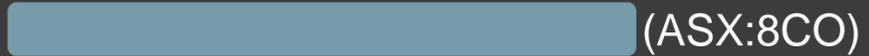


# FY23 4C Cash flow Results

11 July 2023

8common  
 (ASX:8CO)

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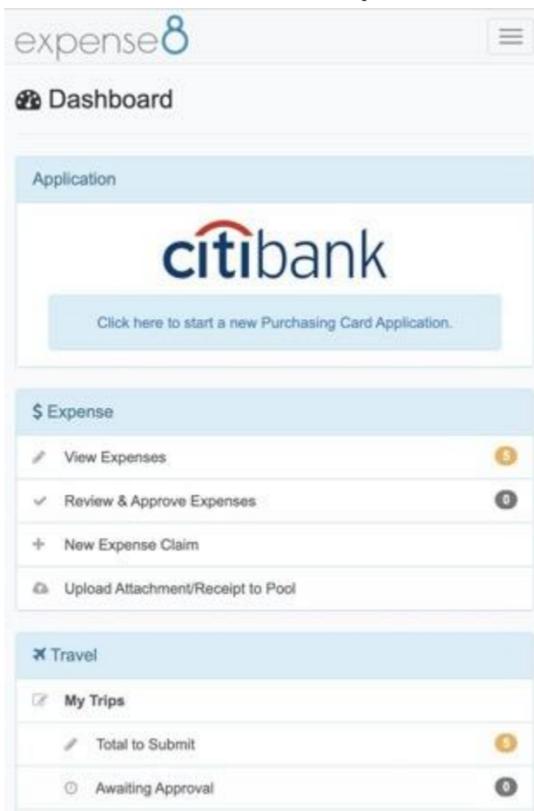
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# Transitioned to cash flow positive in Q4 FY23

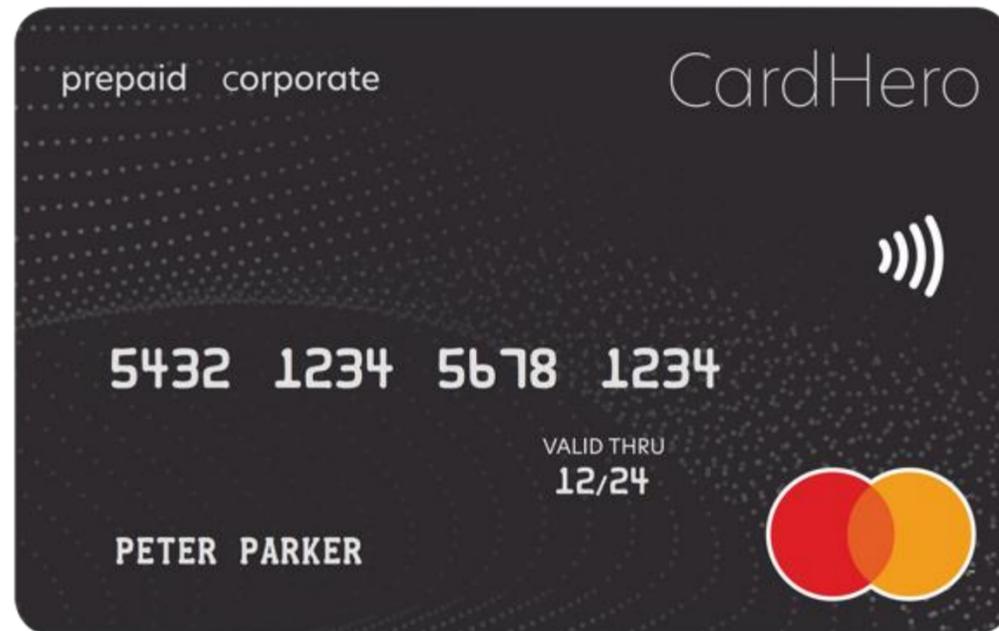
## Enterprise SaaS + Fintech Payments



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 169k users across 162 state, territory and federal government entities



Australian Government



# FY23 Review

Key achievements in FY23 include:

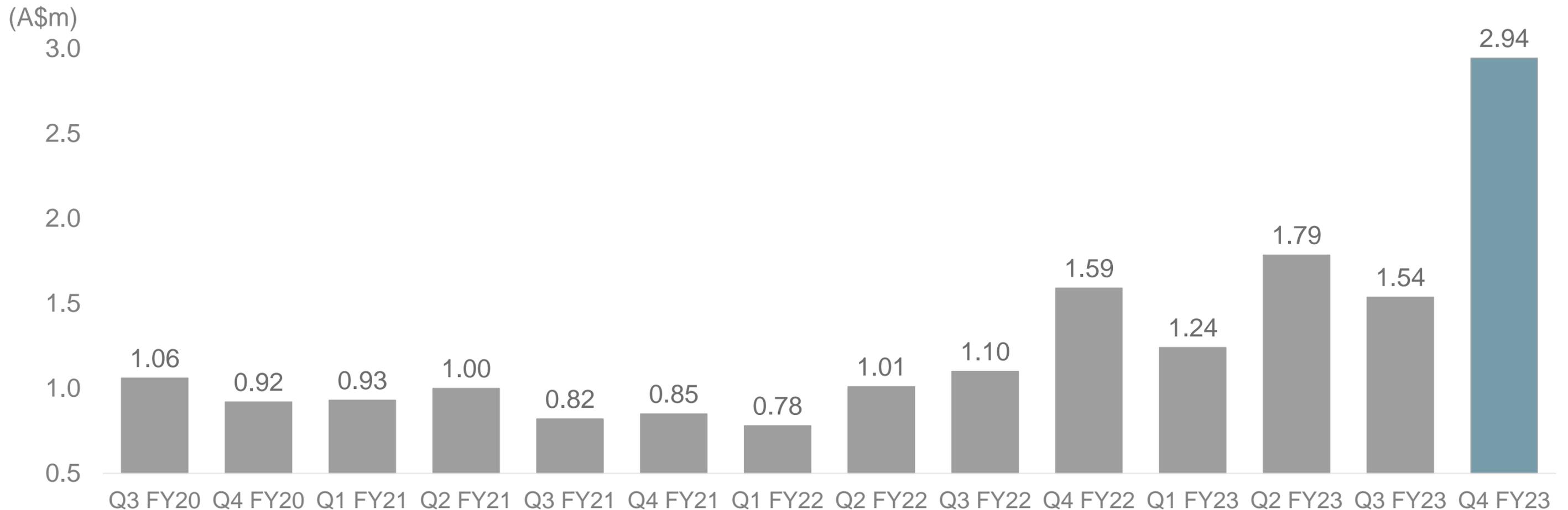
- +65% Total Revenue y.o.y
- +24% SaaS Revenue y.o.y
- Total Contract Revenue (TCV) from new and renewals grew to \$12.39m in FY23
- Processed nearly \$1B in transactions, up 38% on FY22;
- Exited FY23 with Annualised Recurring Revenue run rate of \$3.9 million;
- Operationally cash flow positive in Q4 FY23 with no anticipated requirement for additional capital

	FY22	FY23 (unaudited)	Change	% Change (vs pcip)
<b>Total Revenue (\$'000)</b>	4,570	7,521	2,951	65%
<b>SaaS &amp; Transaction Revenue (\$'000)</b>	2,925	3,632	707	24%
<b>Number of users ('000)</b>	182	169	(13)	-7%
<b>ARPU – Federal Government (\$'000)</b>	47.5	56.41	8.9	19%
<b>ARPU – Total (\$'000)</b>	19.4	24.29	4.9	25%
<b>Cash Receipts (\$'000)</b>	4,762	7,689	3,020	61%
<b>Operating Cash Flow (\$'000)</b>	(1,660)	(961)	699	42%
<b>Total Contract Value (TCV) (\$'000)</b>	3,380	12,389	9,009	367%

# Revenue

- Q4 FY23 revenue of \$2.9 million, to end the year strongly
- Total FY23 revenue of \$7.5 million, up 65% on FY22
- FY23 revenue driven by implementations (\$3.1m)
- Federal GovERP mandate expected to continue driving revenue in FY24

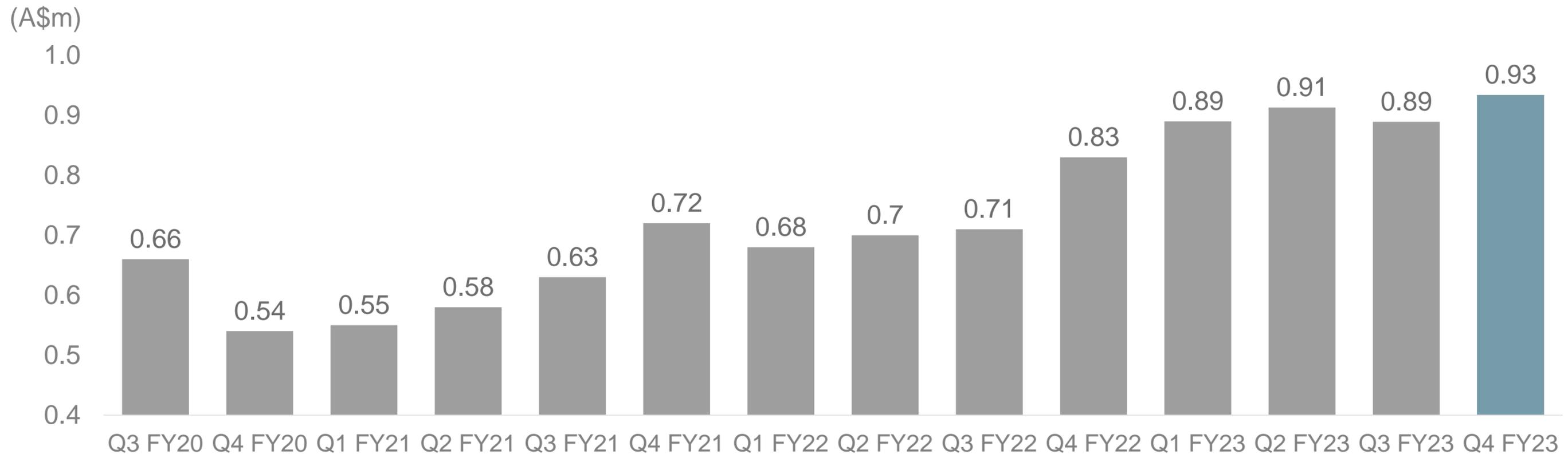
## Revenue (\$m)



# Recurring & Transaction SaaS Revenue

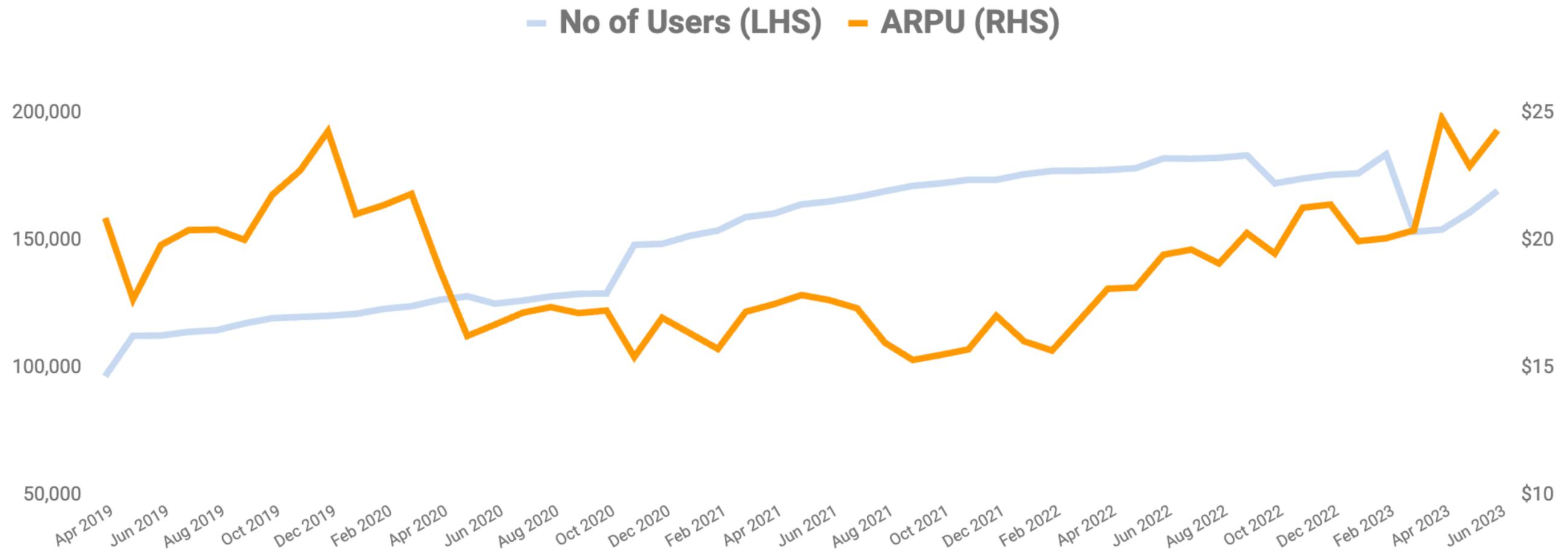
- Transaction and recurring SaaS revenue of \$3.6 million, up 24% on FY22
- Growth driven by combination of growing user numbers and increasing ARPU
- Exited FY23 with Annualised Recurring SaaS and transaction Revenue (ARR) of c.\$3.9 million
- Federal GovERP roll out expected to significantly grow SaaS revenue in FY24
- 6.5k users went live at the of Q4 FY23 with SaaS revenues to be reflected from Q1 FY24

## Quarterly Recurring & Transaction SaaS Revenue



# User Growth and ARPU

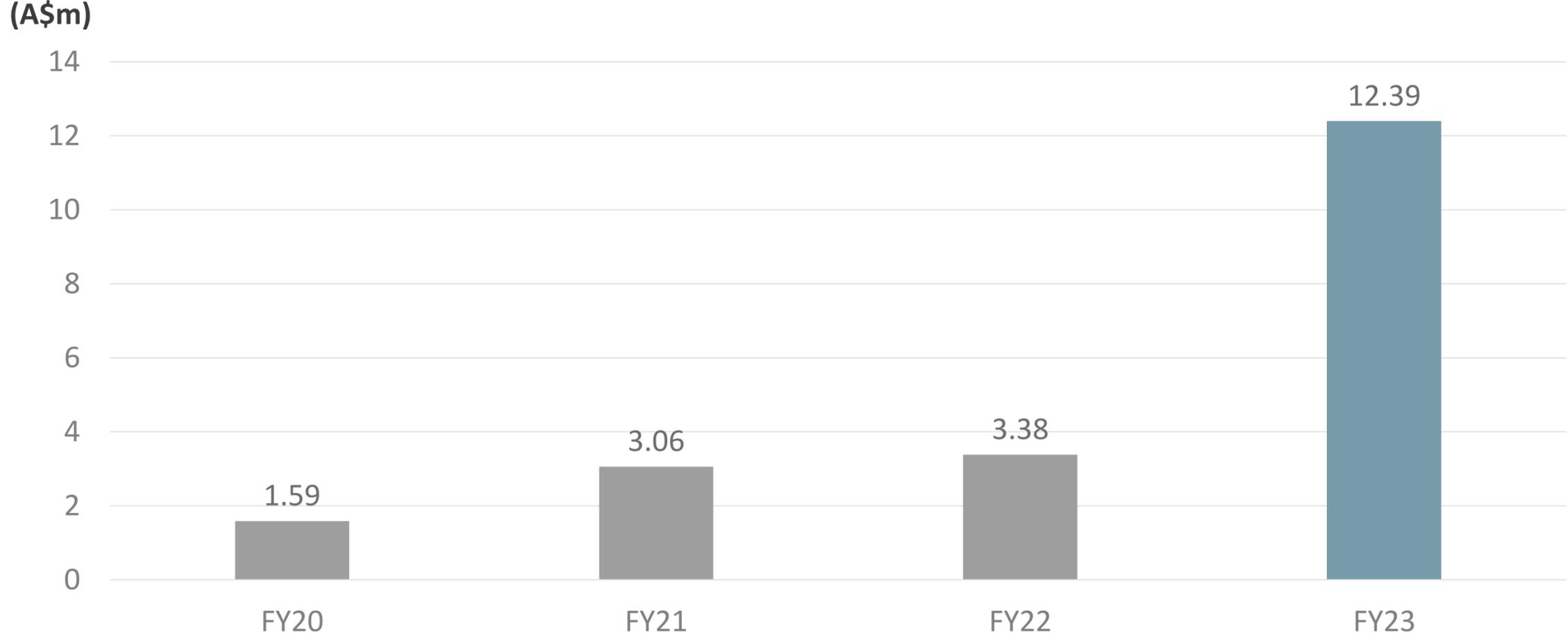
- The number of users on our platforms recovers to over 169k after the user rationalisation of 1 large client and departure of another
- June 2023 ARPU of \$24.29 is 25% growth y.o.y
- June 2023 FedGov ARPU of \$56.41 is 19% growth y.o.y
- Increasing Federal Government users under GovERP and high ARPU bodes well for future revenue growth.



# Strong growth in TCV (new and renewals)

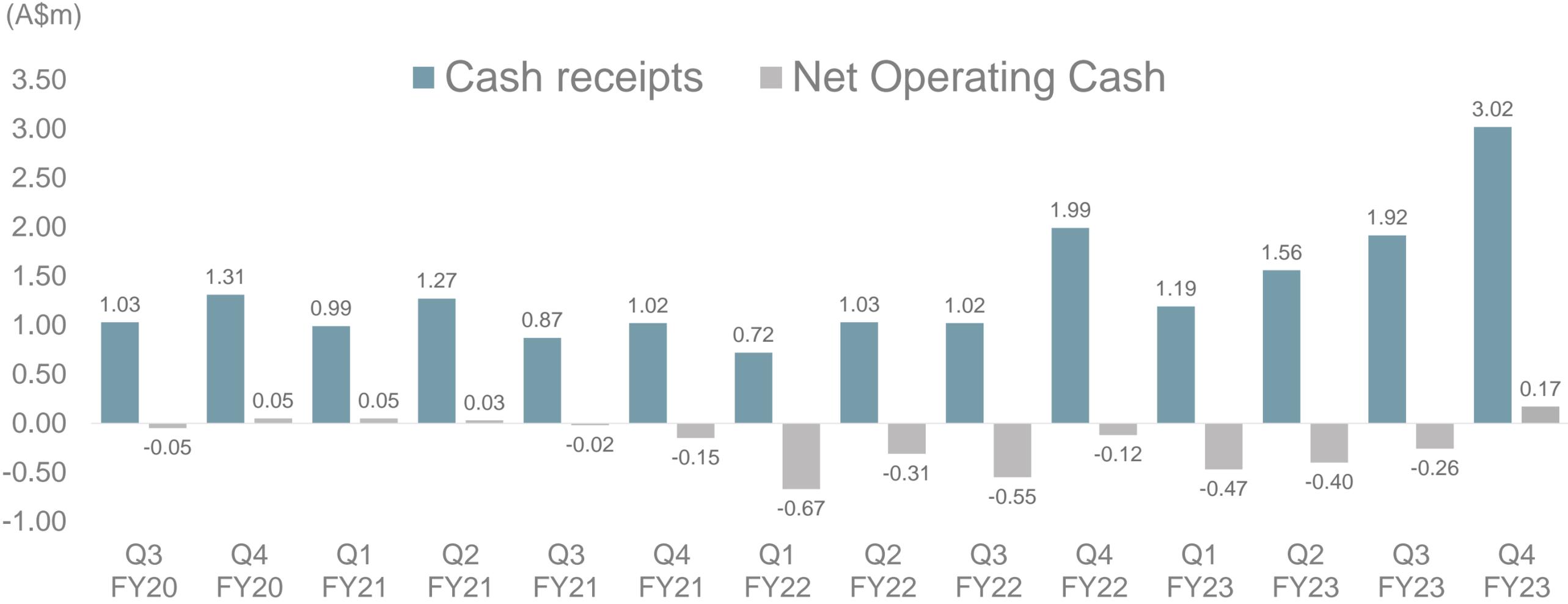
- \$12.39m in TCV signed in FY23, almost ~3.7x FY22 TCV
- \$9.2m in TCV was from Federal GovERP
- Momentum expected to continue in FY24
- Robust pipeline of Phase “0” prospects

**Total Contract Value of New and Renewed Contracts**



# Strong finish to Q4 to deliver positive operating cash flow

- Record cash receipts of \$3m driven by implementations
- Development costs are expected to decrease in FY24
- New TCV and implementation wins will drive Q1 FY24 cash and revenue
- Cash position is adequate with no anticipated requirement to raise capital

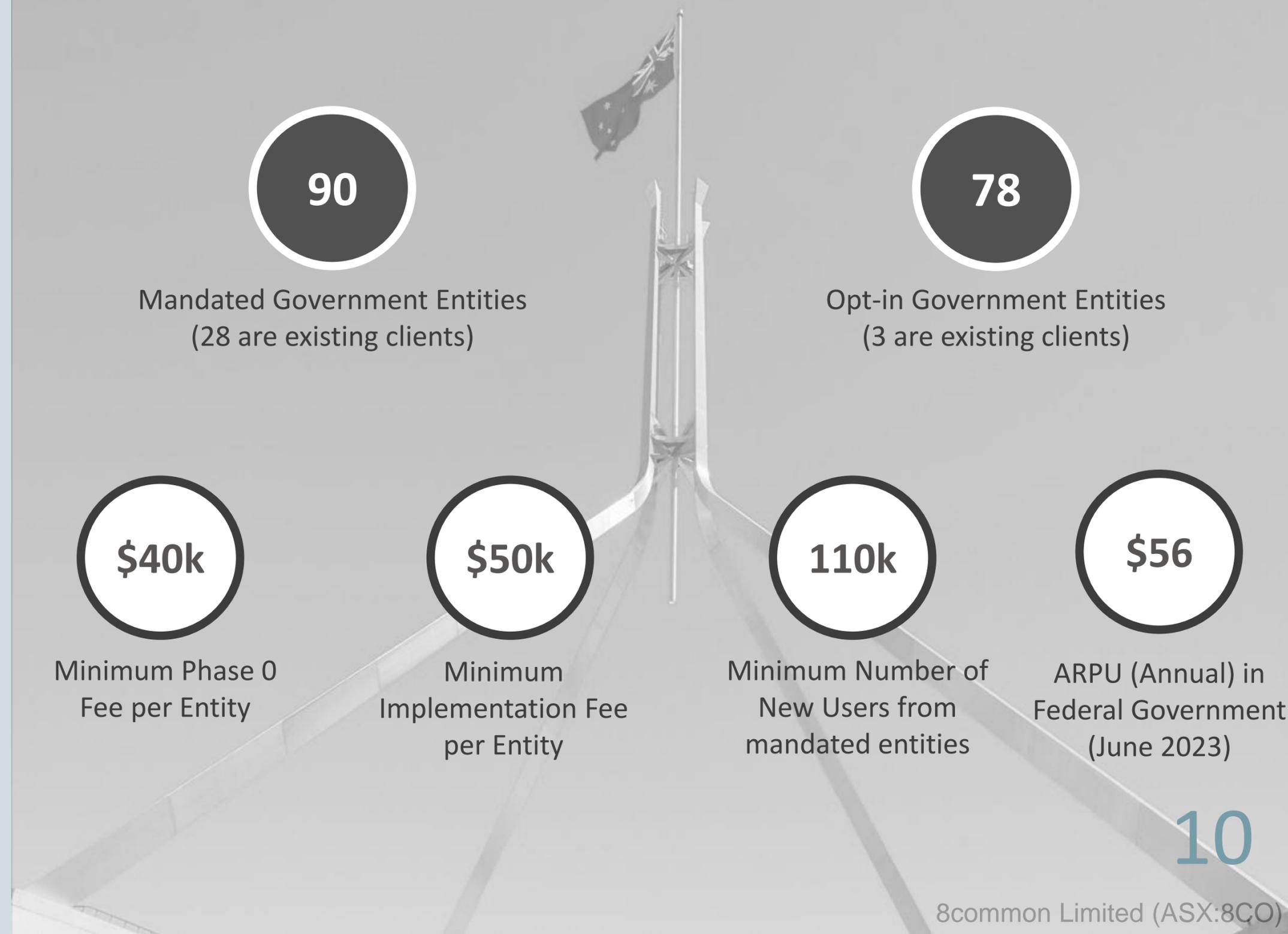


# Whole of Government ERP

- 8CO flagship product expense8 was selected as the sole solution provider of Travel and Expense Management for the Australian Government GovERP panel
- As at 30 June 2023 total value of signed contracts ~\$10.7 million
- 32 entities and 32k users have onboarded onto expense8
- A further +33k users across 3 Federal Government entities have commenced or completed Phase 0 Discovery workshops (pre onboarding phase to adopting the GovERP template)



## Federal GovERP



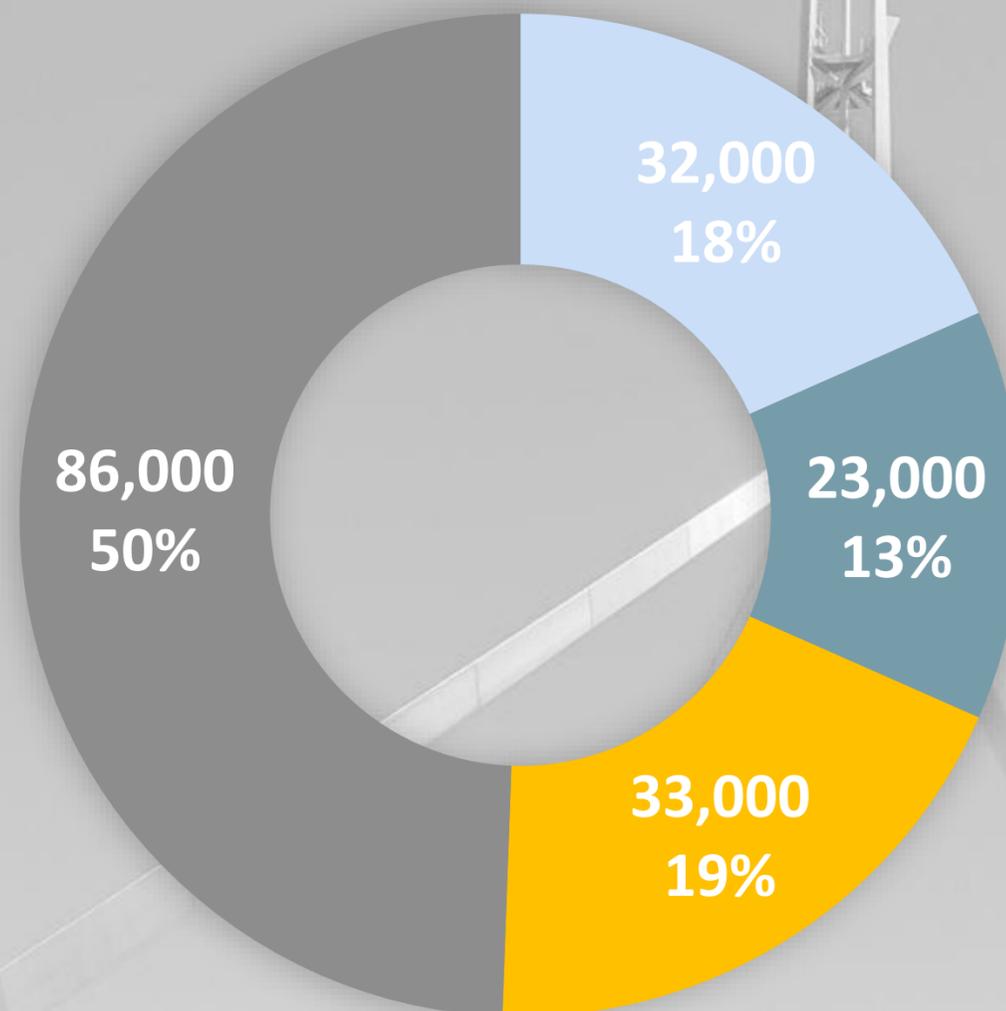
# Whole of Government ERP

- Potential of ~174k users in total (excluding the Department of Defence)
- June 2023 ARPU of \$56.41 for every Federal Government employee
- ~23k users being on-boarded
- ~33k users (Federal Government entities) have commenced or completed Phase 0 discovery workshops



## Federal GovERP

Total of ~ 174k users as at 30 June 2023

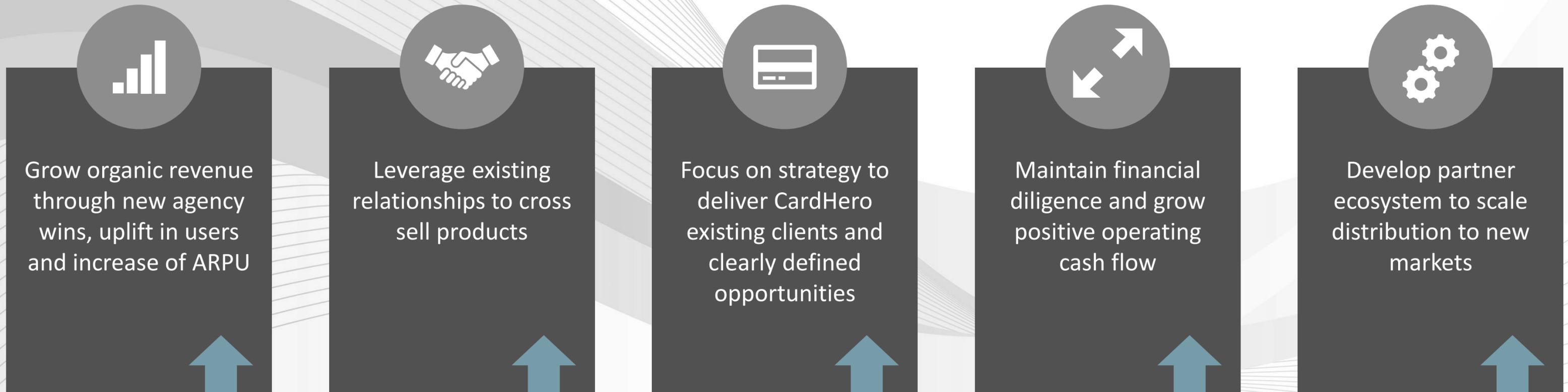


- 1. Live users
- 2. On-boarding
- 3. Phase 0
- 4. Potential Users

# 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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