

1Q FY24 Investor Presentation

31 October 2023

8common
 (ASX:8CO)

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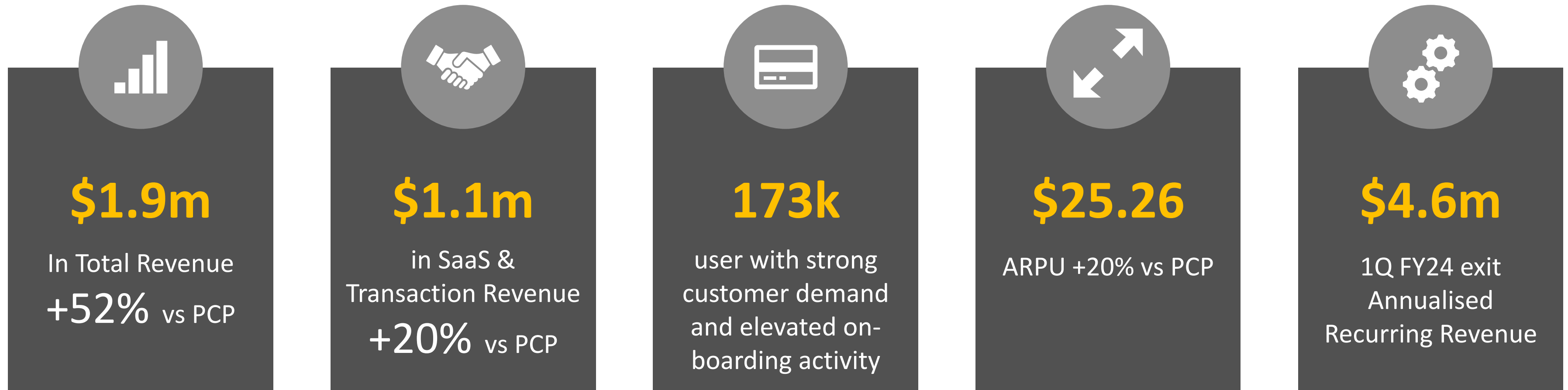
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Record Recurring Revenue in 1QFY24 driven by GovERP

The growing scale of our business was reflected in a record \$1.1m in SaaS revenue delivered in the quarter

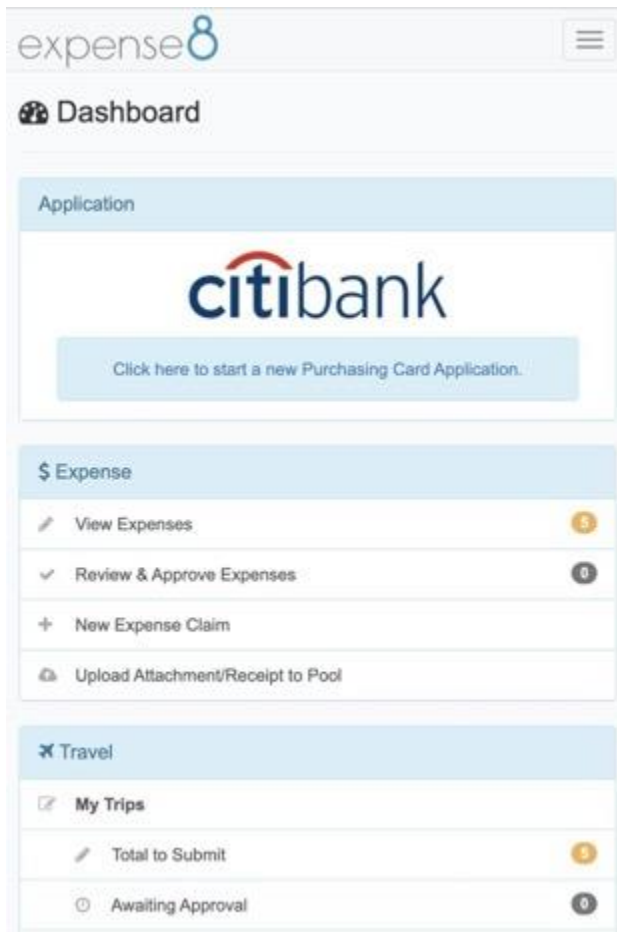


Leading fintech platform for government entities and large enterprises

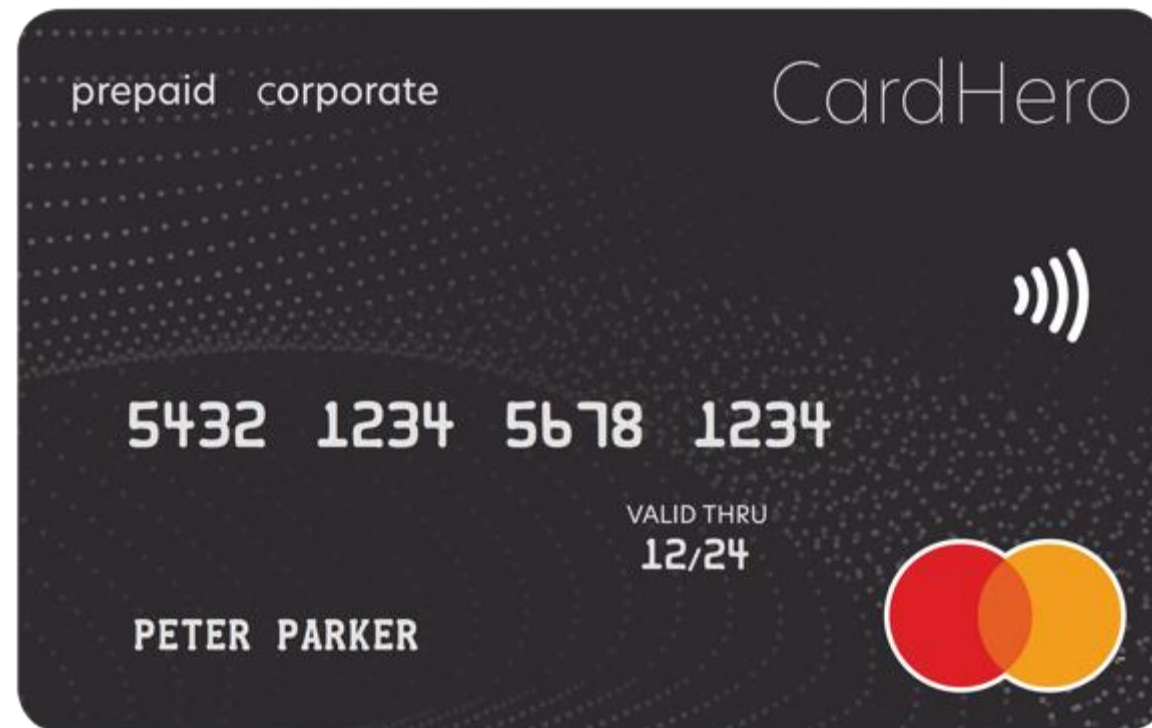
Enterprise SaaS + Fintech Payments



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 172k users across 165 state, territory and federal government entities



Australian Government

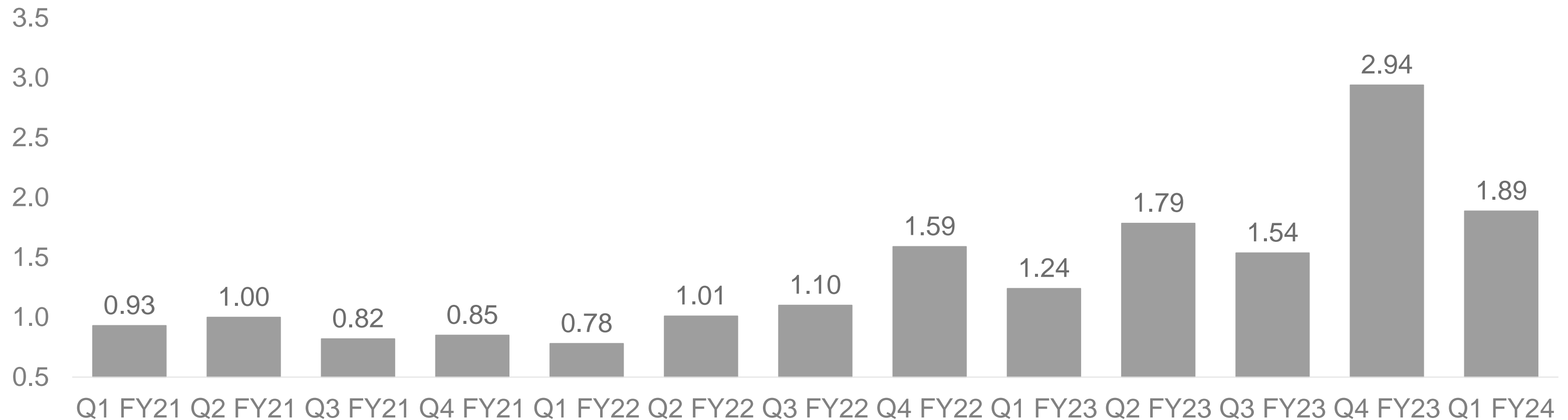


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Total Revenue

- Total revenue for 1Q FY24 of \$1.9 million up 52% on the PCP but down on the record 4Q FY23
- Strong customer demand has resulted in elevated on-boarding activity with concurrent implementation projects being executed across multiple entities
- The above entities are forecast to go live in the coming quarter, allowing the receipt of unrecognised implementation revenue and the commencement of recurring SaaS revenue as over 14k users will be onboarded to our solution
- Strong pipeline of implementation activity through FY24

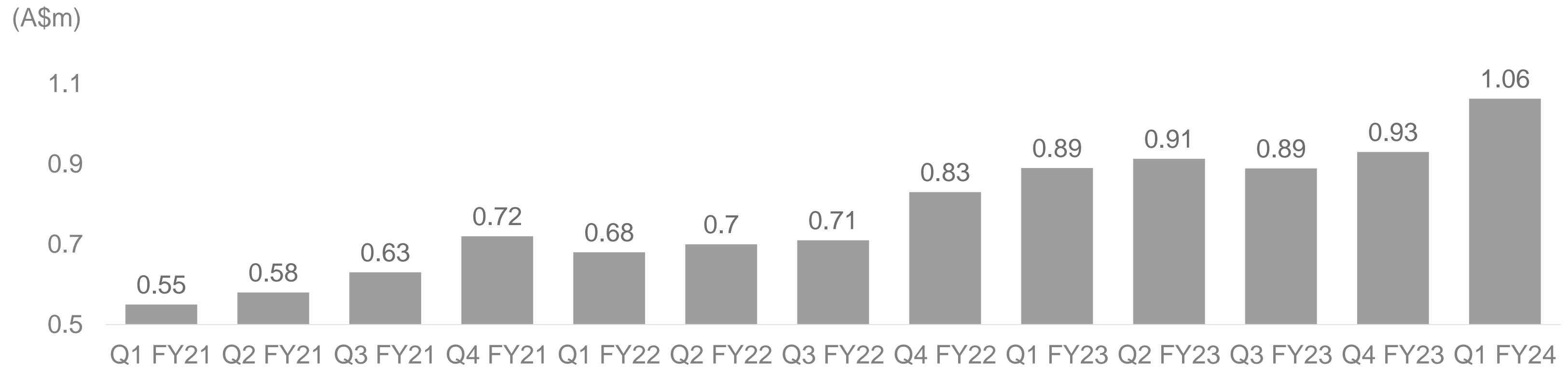
Revenue (A\$m)



Recurring & Transaction SaaS Revenue

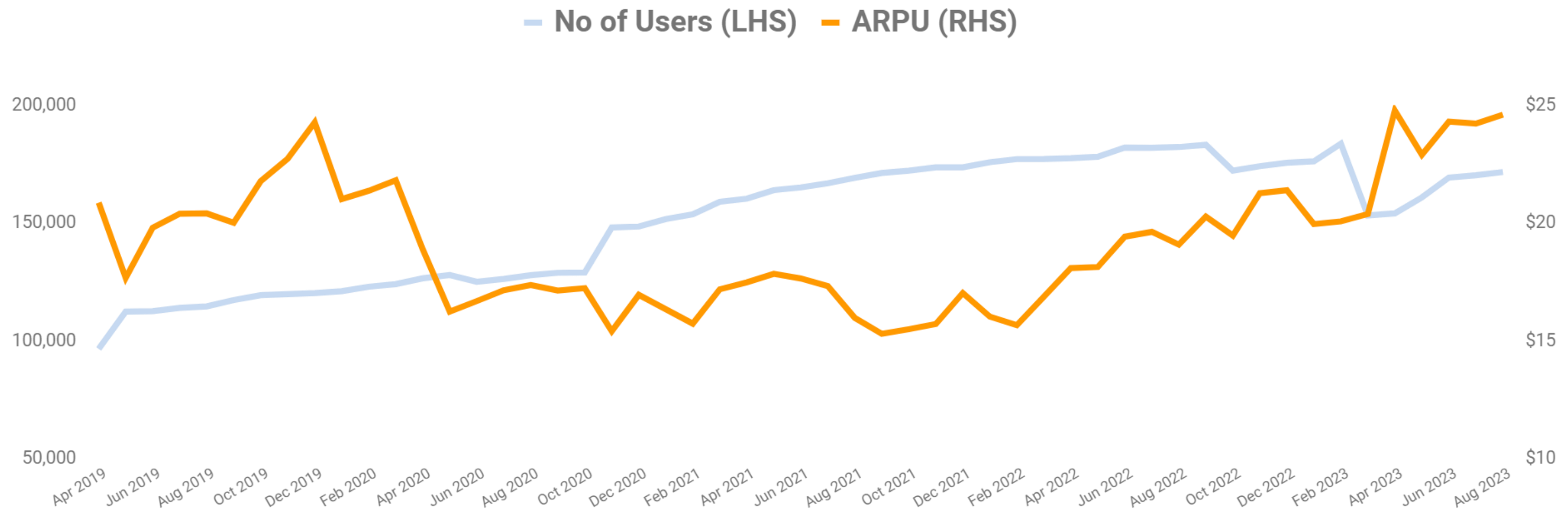
- Record quarterly transaction and recurring SaaS revenue of \$1.1 million, up 20% on the pcp
- Growth driven by combination of growing user numbers and increasing ARPU
- Exited September with strong momentum and over \$385k of transaction and recurring SaaS revenue for the month
- 1Q FY24 with Annualised Recurring SaaS and transaction Revenue (ARR) of c.\$4.6 million
- Federal GovERP roll out expected to significantly grow SaaS revenue in FY24

Quarterly Recurring & Transaction SaaS Revenue (A4m)



User Growth and ARPU

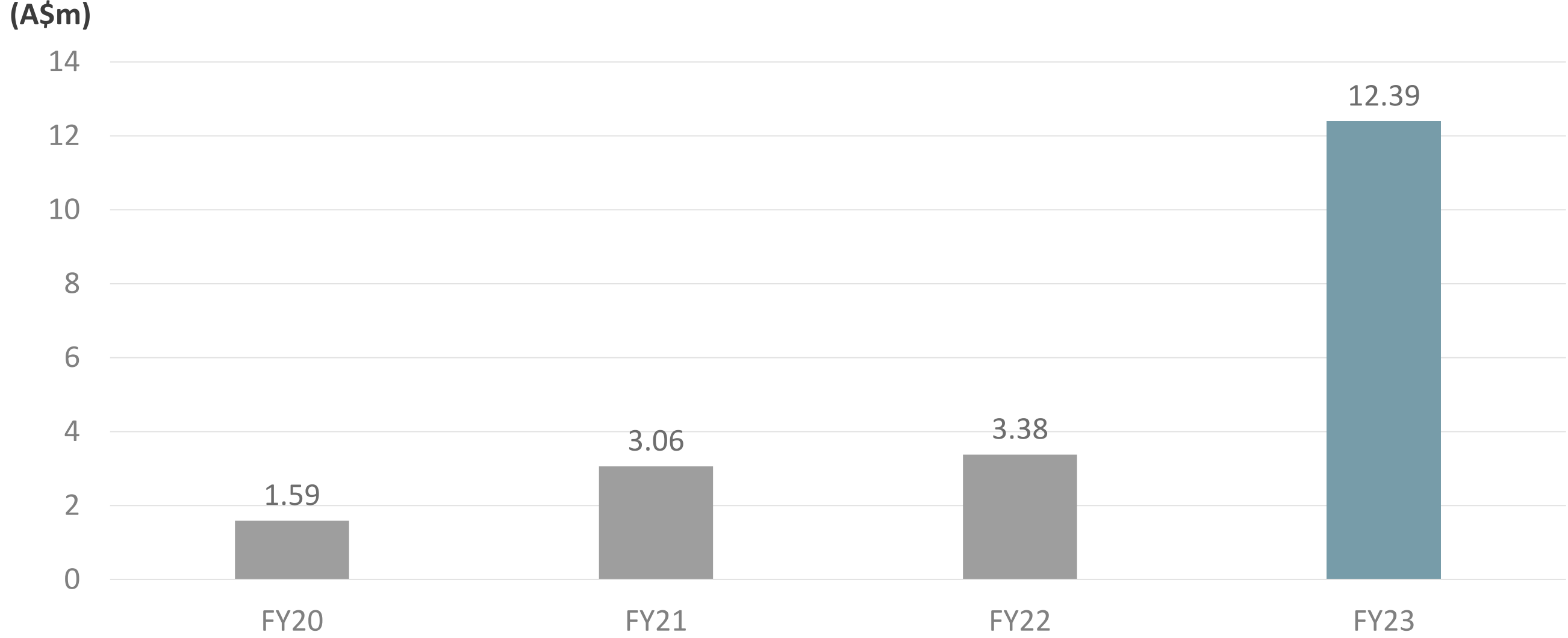
- The number of users on our platforms of over 173k
- 1Q FY24 ARPU of \$25.26 is 20% growth y.o.y driven by growing FedGov exposure
- Increasing Federal Government users under GovERP and high ARPU bodes well for future revenue growth.



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

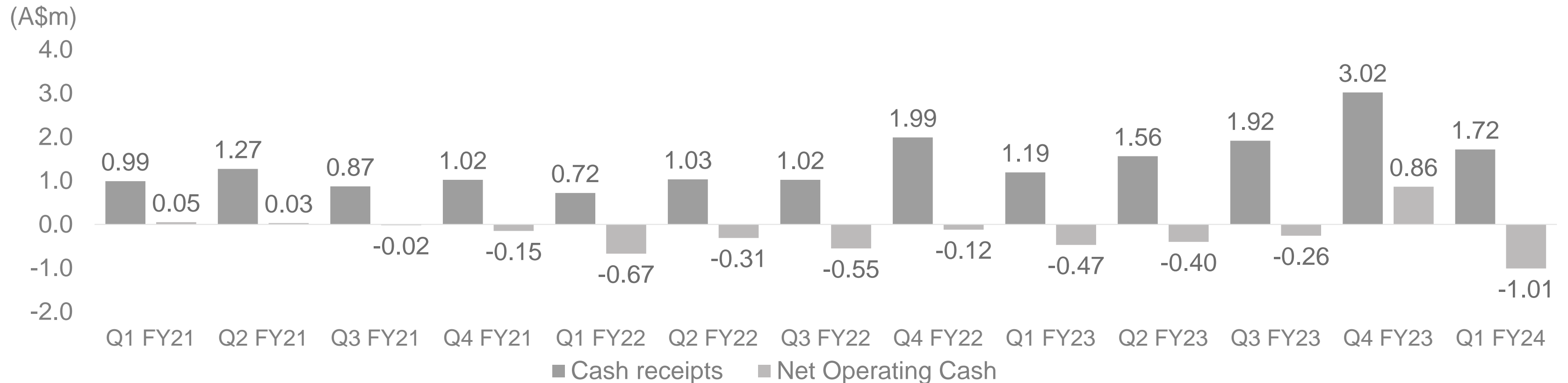
Total Contract Value of New and Renewed Contracts



Investing for future growth

- Operational cash outflow of \$1.0 million due to timing mismatches between project implementation costs (includes significant third party contractors) and cash receipts from client billing milestones.
- The Company also accelerated product delivery initiatives to deliver upgraded card application and Gov Protect modules along with a strategic investment to enhance our API capabilities and further uplift infrastructure to prepare for “Protected” status within FedGov
- Cash at 27 October 2023 had increased to \$1.1 million.

Cashflow performance

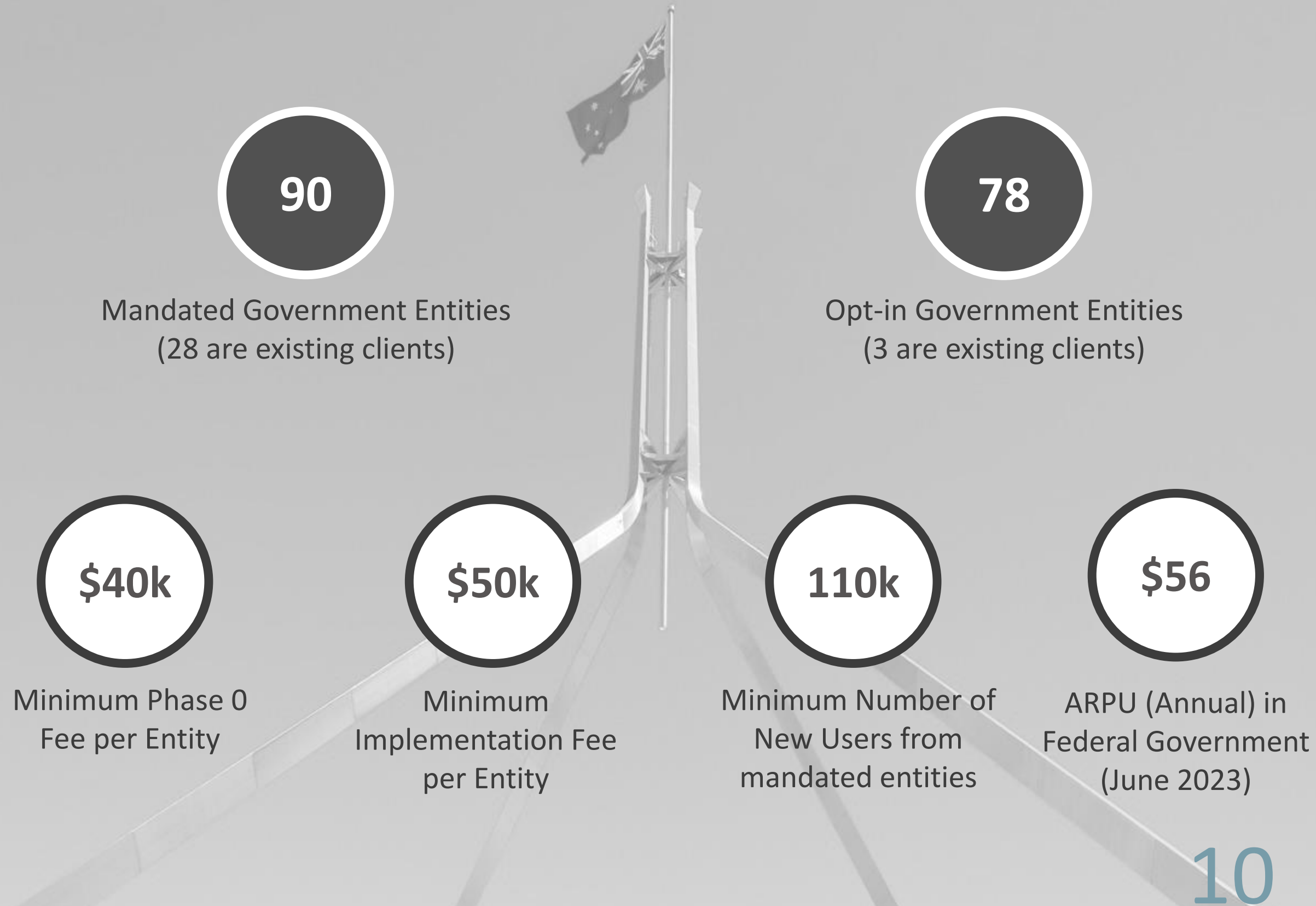


Whole of Government ERP

- 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 September 2023 total value of signed contracts ~\$10.6 million
- 34 entities and 38k users have onboarded onto expense8 as at 31 October 2023
- A further +35k users across 3 Federal Government entities have commenced or completed Phase 0 Discovery workshops (pre onboarding phase to adopting the GovERP template)



Federal GovERP



GovERP Implementation

- Potential of ~174k users in total (excluding the Department of Defence)
- During the quarter elevated on-boarding activity with concurrent implementation projects being executed across multiple entities including IP Australia, Department of Veteran Affairs, Department of Education, Service Delivery office Uplift (Department of Finance) Department of Climate Change, Energy, the Environment and Water, Department of Employment and Workplace Relations
- FedGov ARPU of \$51 as at September 2023

GovERP onboarding pipeline



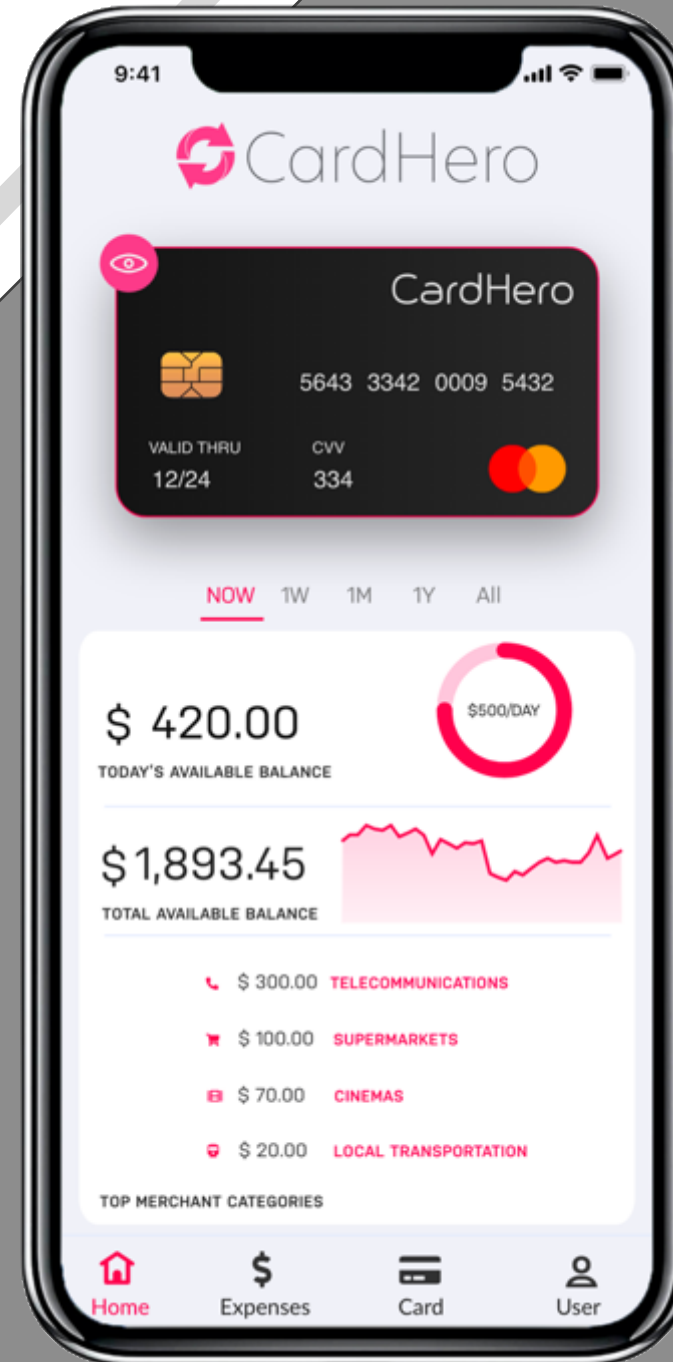
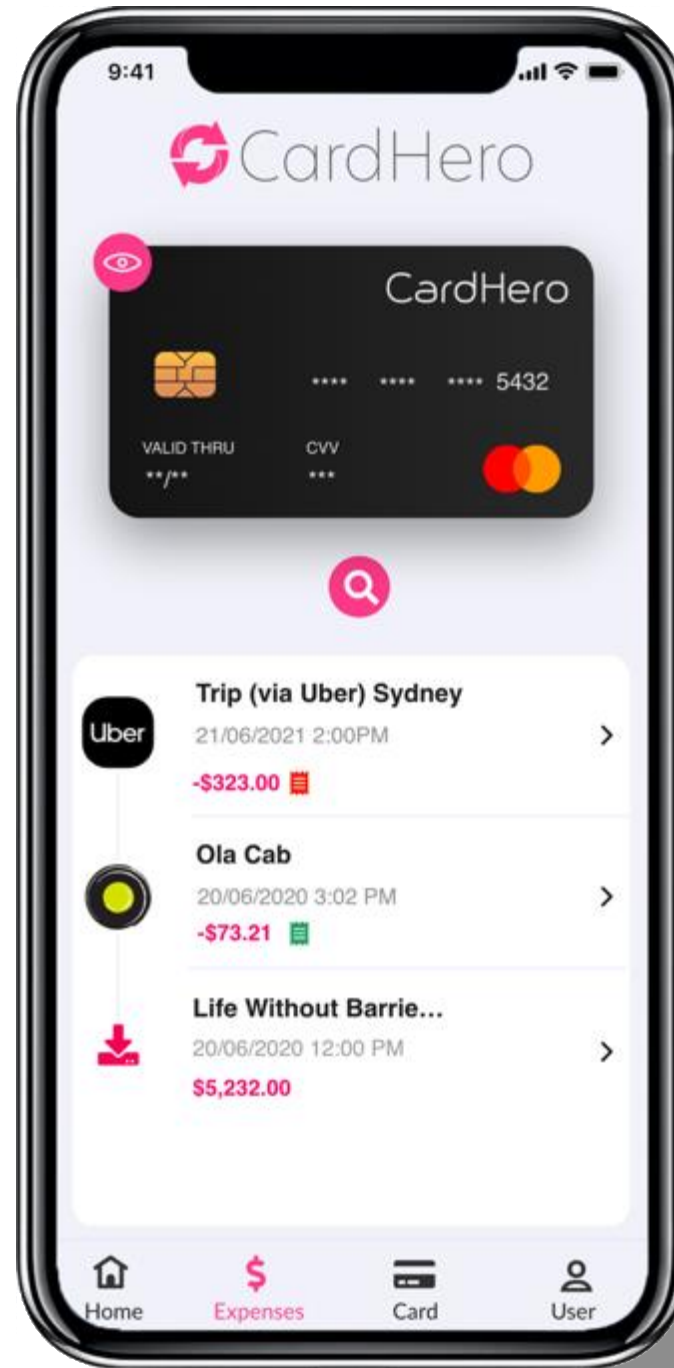
Source: https://budget.gov.au/content/bp4/download/bp4_10_staffing_of_agencies.pdf.

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

Pipeline Value:

\$3,000,000

Clients On-Boarded



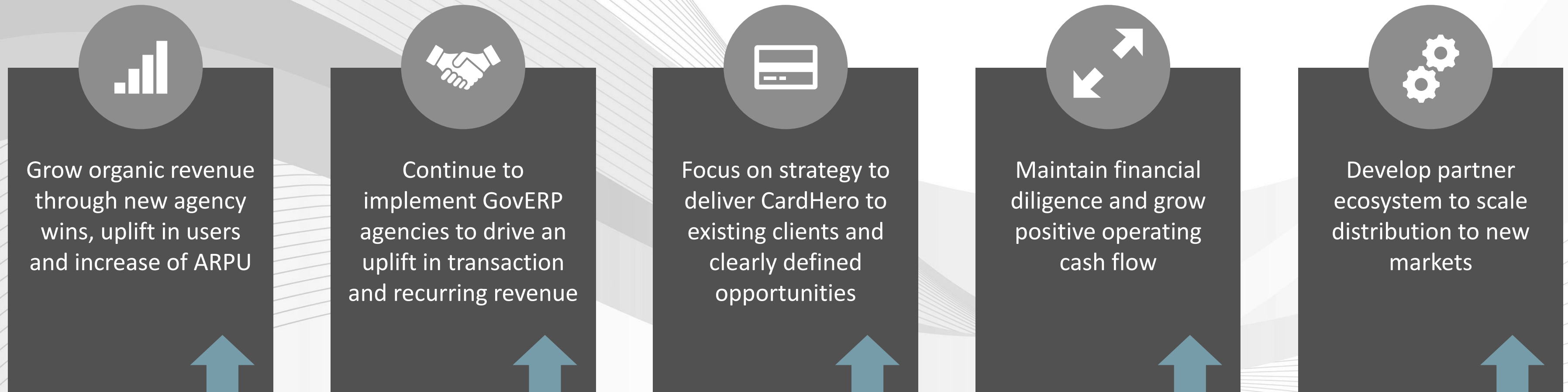
Fund Disbursement Purposes



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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