



Investor Update

March 2021

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8common

Enterprise-grade financial payments and transaction management.

Expense8 platform is a leading provider of end to end travel expense management software, card application and management.

CardHero (Corporate Payments and Funds Disbursement) and PayHero (Procurement Payments) initiatives deliver fintech payment solutions and revenue models targeting similar clients as Expense8.



Growing SaaS
Recurring+Transaction
Revenue



Fully accredited
Government
supplier



Data sovereignty

Core Products



Leading cloud-based platform for employee travel and expense management

Corporate Expense & Funding Disbursement cards

Online payments and procurement payments



Australian Government

Core Customers



3

Enterprise SaaS + Fintech Payments



expense8 

 Dashboard

Application



[Click here to start a new Purchasing Card Application.](#)

\$ Expense

 View Expenses	5
 Review & Approve Expenses	0
 New Expense Claim	
 Upload Attachment/Receipt to Pool	

 Travel

 My Trips

 Total to Submit	5
 Awaiting Approval	0
 Total to Book	0
 Finalise Past Trips	0
 New Trip	

March 2021 Update

CardHero preparing to go-live, Expense8 SaaS Revenue accelerates

- Inaugural contract for CardHero+ with Life Without Barriers going well:
 - Initial beta card roll-out scheduled for April 2021
 - Three-year contract valued at \$1.6 million
 - Estimated annual SaaS revenue of ~\$500k per annum and
 - One-off implementation fee of \$150k
- Recurring and transaction based SaaS revenue for March 2021 (for February activity) was \$226k
- Return of travel activity with over 3,000 trips recorded in February, as compared to 727 trips in January
- User levels continue to increase to over 157k (up over 25% over the past 12 months)



March 2021 SaaS
recurring & transaction
revenue



Trips on the travel
platform in Feb 2021, up
4x from Jan 2021



Year-on-Year increase in
users to 157k



Cumulative Q1 + Q2 FY21
operating
cash in-flow



ARPU recovering from
low of \$15.40. Pre-covid
high was \$24.26

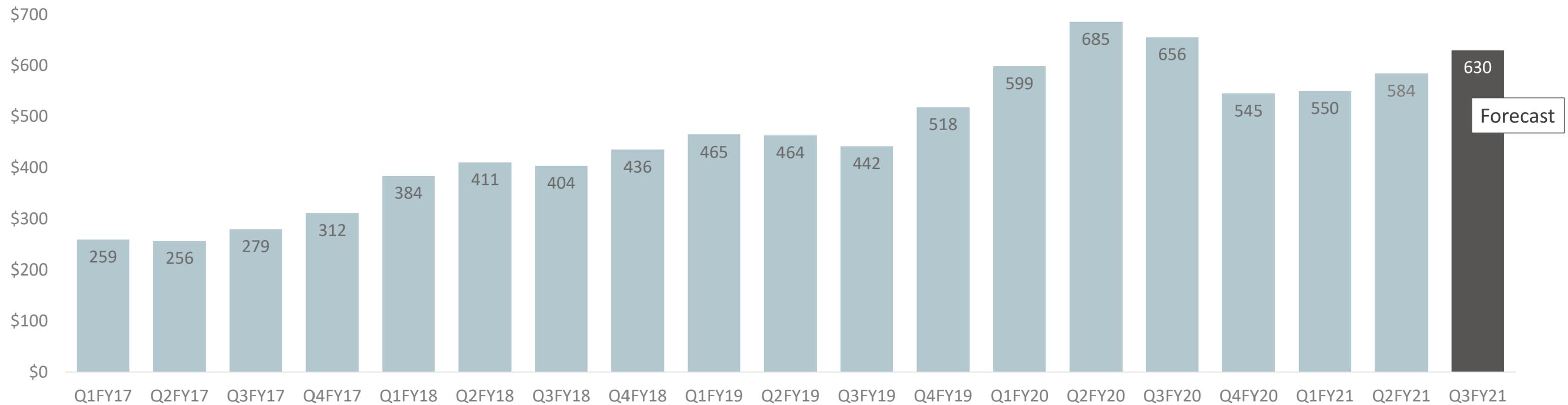


Net Cash position
at 31 December 2020

Recurring & Transaction SaaS Revenue

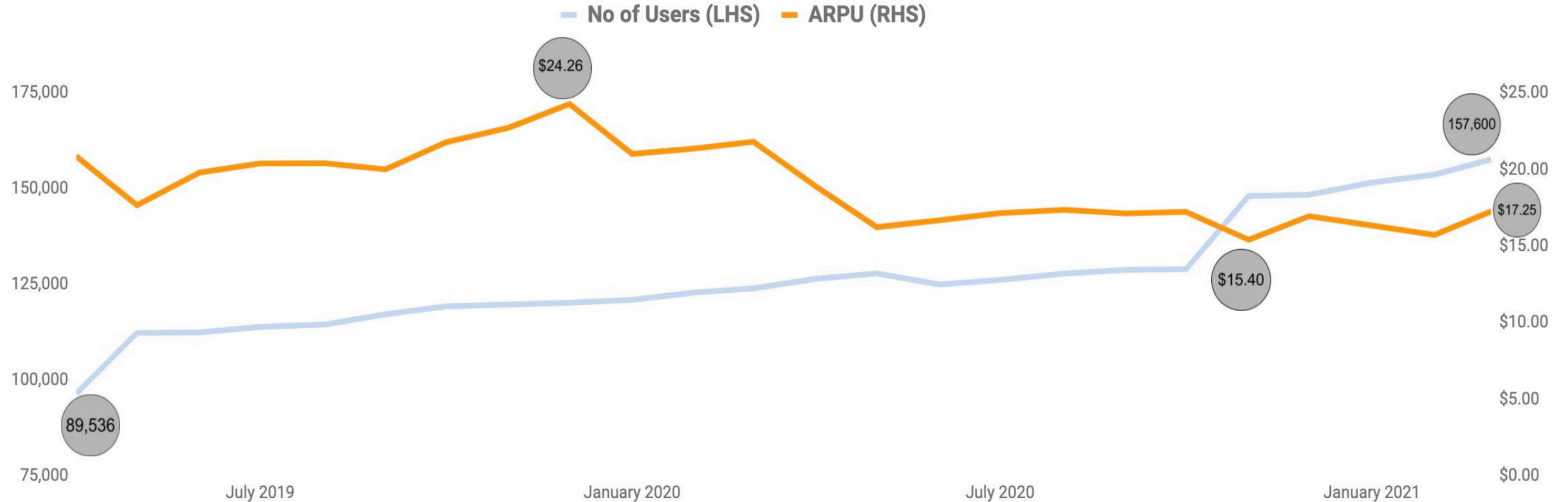
- Q3 2021 SaaS revenue expected to be greater than \$630k
- Beneficiary of return to travel with over 3,000 trips recorded in February 2021, up 400% from January 2021
- Users increased by 25% y.o.y to 157,000 and ARPU begins to recover from low of \$15.40 to \$17.25 in March 2021 (pre-covid high was \$24.26)
- Further increase expected when CardHero+ rolls-out with Life Without Barriers

Quarterly Recurring SaaS Revenue (\$000)



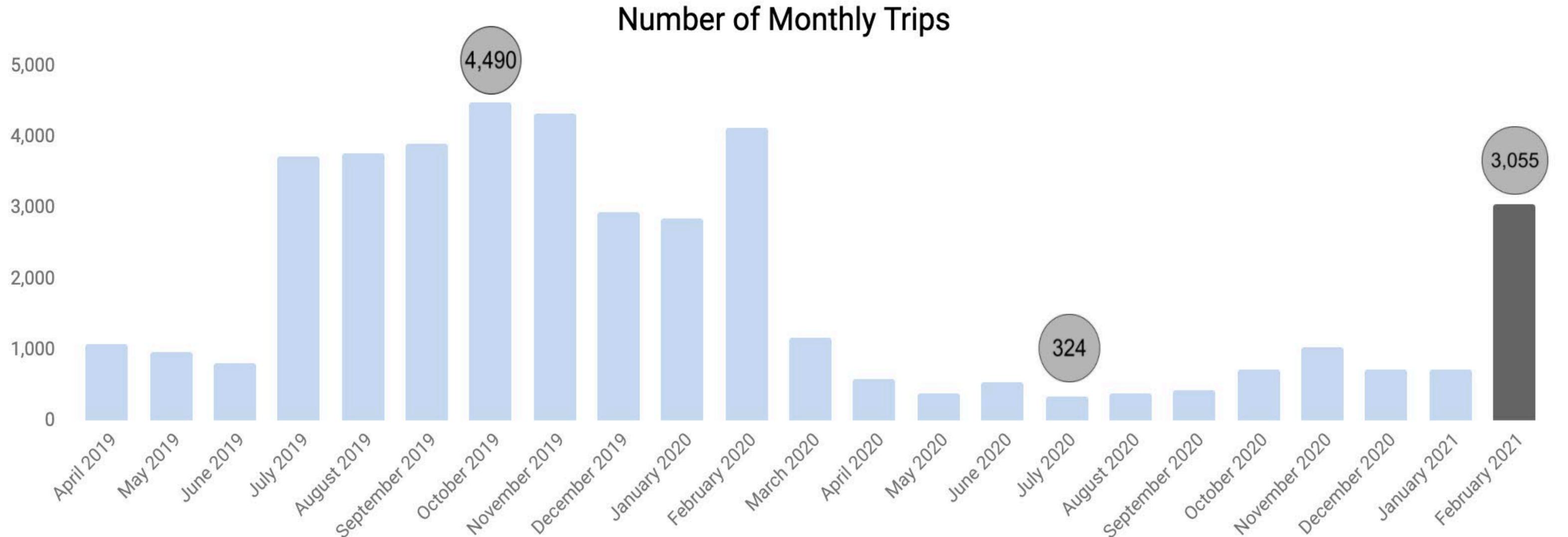
Number of Users and ARPU

- Users increased by 25% y.o.y to 157,000
- ARPU begins to recover from low of \$15.40 to \$17.25 in March 2021
- Pre-covid ARPU high was \$24.26 in Q2FY20
- Number of users has increased 31% from Q2FY20 to Q3FY21 2021



Benefiting from the return of Travel

- Beneficiary of return to travel with over 3,000 trips recorded in February 2021, up from 727 in January 2021
- Pre-covid monthly trip high was 4,490 in Q2FY20
- Number of users has increased 31% from Q2FY20 to Q3 FY21



Expense8: positioned for growth

Globally recognised as **Market Leader** by **IDC** in its 2019 MarketScape Enterprise Travel & Expense Management Report

Federal Shared Services Mandates

1

Department of Industry, Innovation & Science



2

Department of Finance

+40

Pipeline of Agencies to on-board

\$2.5m

Implementation on revenue pipeline

\$1.6m

Annual SaaS revenue pipeline



FULL AUTOMATION
of expense process

SECURITY AND MONITORING
Increased data security and monitoring



COST SAVINGS
70% cheaper than purchase order process

REAL TIME TRACKING
Real time audit and expense tracking



GROWING OPPORTUNITY
Growing card limits NSW Purchase Card limit \$5k in 2018 \$70k in 2019

SIGNIFICANT INVESTMENTS
Significant investments in system upgrades towards best of breed providers



Contract wins, renewals and partnerships

Highlight of contract wins, renewals and partnerships since the beginning of CY20

- Signed 3 year EML partnership to launch CardHero
- 3 year contract with Life Without Barriers for \$1.6m to rollout 3,500 (initial) CardHero+ cards with an annual subscription revenue of \$500k a year
- Sypt (subsidiary of BPAY) partnership to harness Artificial Intelligence with Federal Treasury as the 1st customer
- Federal Dept of Prime Minister & Cabinet extends contract
- 6 Federal Government entities go live with expense8
- Northern Territory Government goes live with expense8

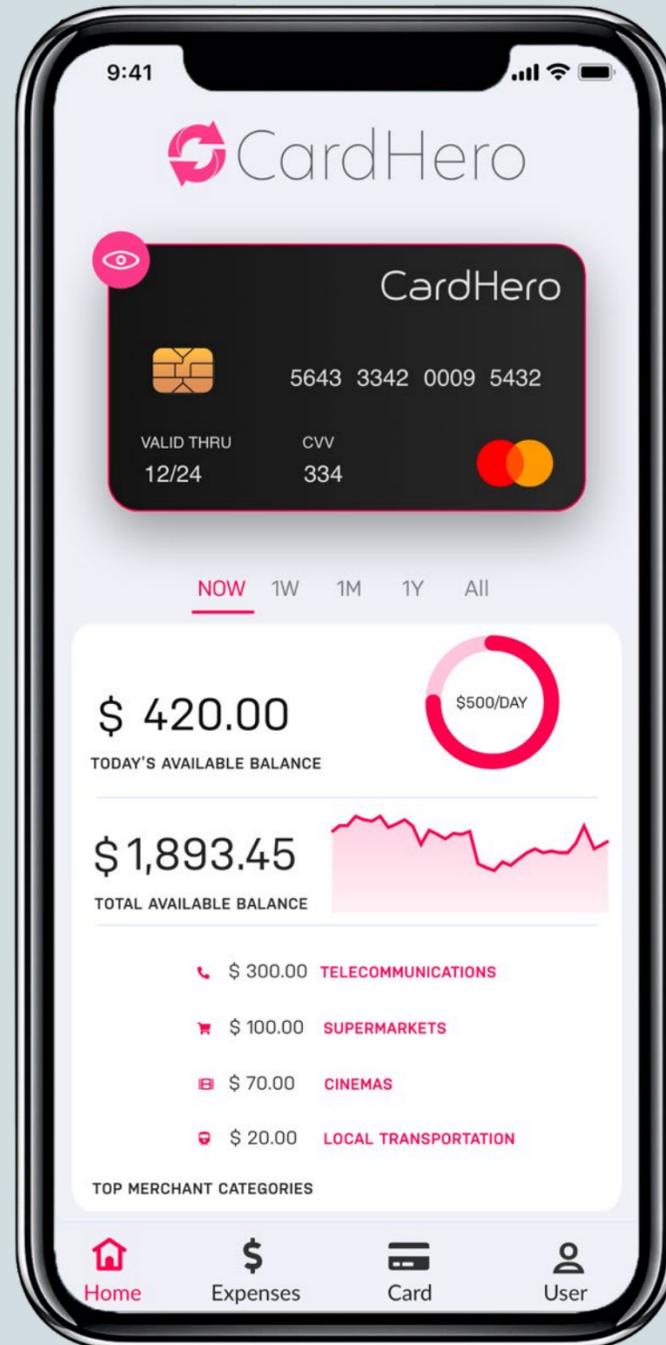


CardHero



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CardHero



CardHero leverages 8common's significant coverage of Government and Corporate customers via its globally recognised Expense8 product platform which serves over 150 government entities as well as large corporates including Woolworths, Amcor and others.

CardHero and CardHero+ platforms have two distinctive use cases and clients in mind:

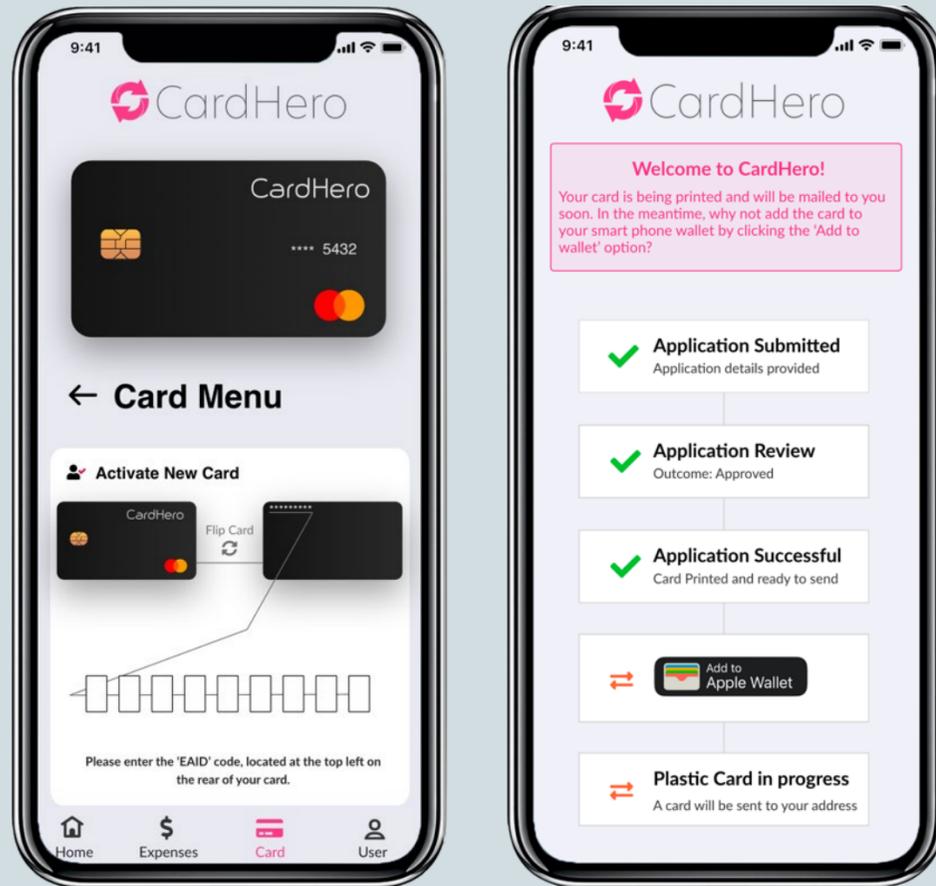
- CardHero is an integrated card payment and expense management solution targeted at government and large enterprise clients;
- CardHero+ is an integrated fund disbursement and spend management solution which can be used by not for profits and educational institutions to disburse funding and reconcile transactions.

Revenue model a combination of:

- monthly platform fee; and
 - per card per month; or
 - percentage of load fee

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



Life Without Barriers

Life Without Barriers (LWB) is a charitable organisation supporting close to 23,000 people living in over 400 communities across Australia.

Life Without Barriers provides a range of services under the National Disability Insurance Scheme (NDIS) in every Australian state and territory.

In 2019, Life Without Barriers supported 6,089 people with disability out of whom 4,043 people are participants of the NDIS.

CardHero+ will provide users with a:

- Seamless funds and expense management process;
- Reduce administrative time on validation and reconciliation of expenses;
- Streamlined distribution of funds

** Life Without Barriers has been a client of Expense8 for approximately 9 years*



**WE
LIFE WITHOUT
VE BARRIERS**



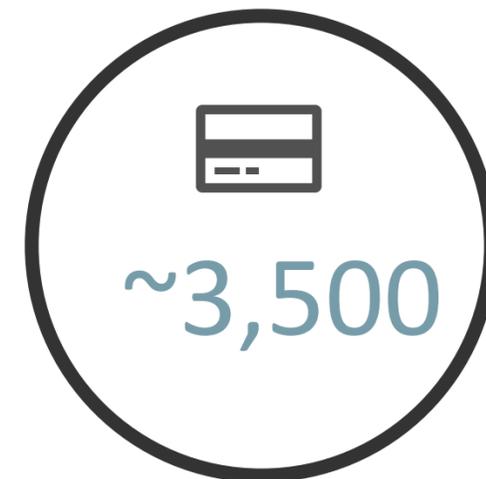
Agreement signed with LWB



Recurring revenue per annum

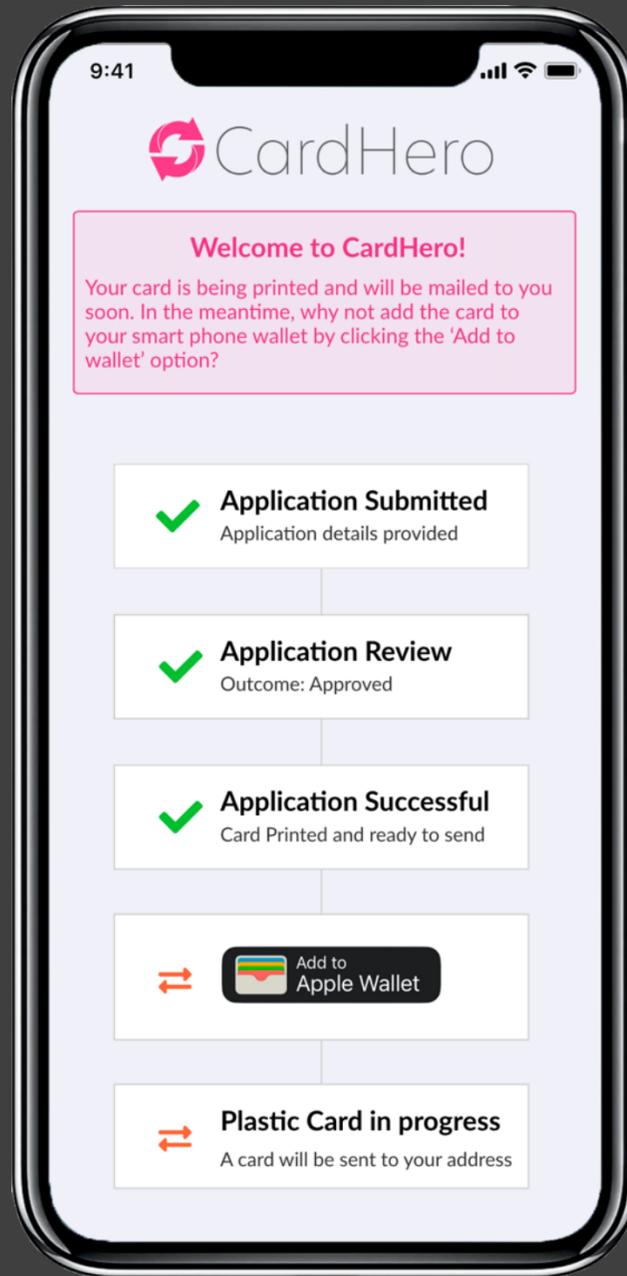


Total contract value over three years

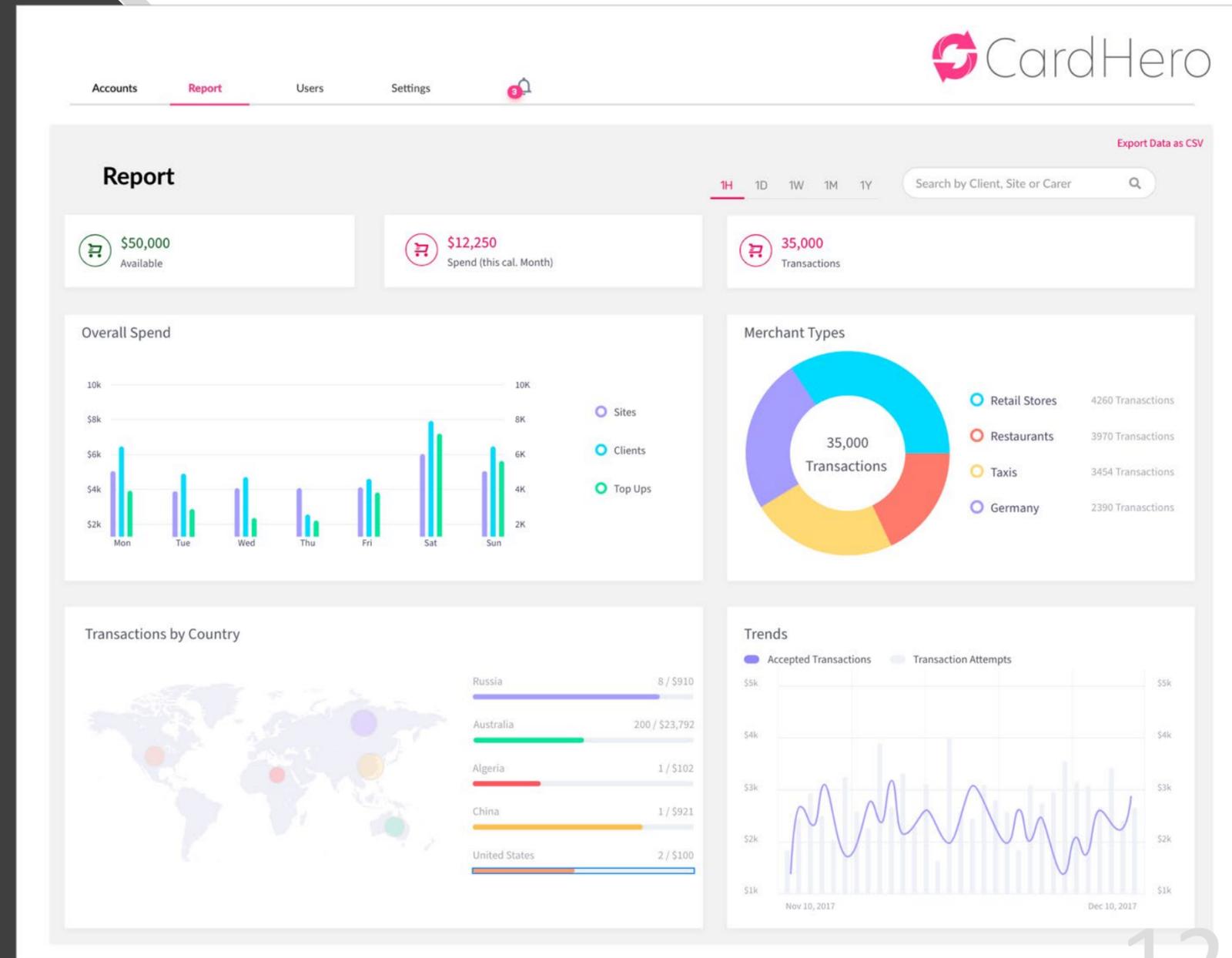


Cards to be issued

Simple Applications



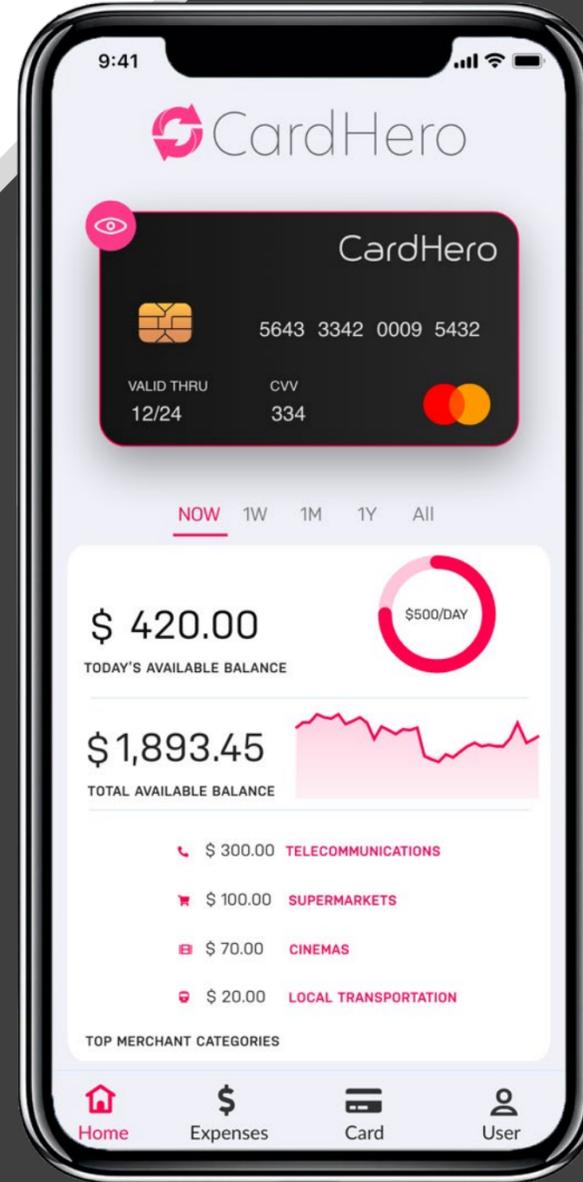
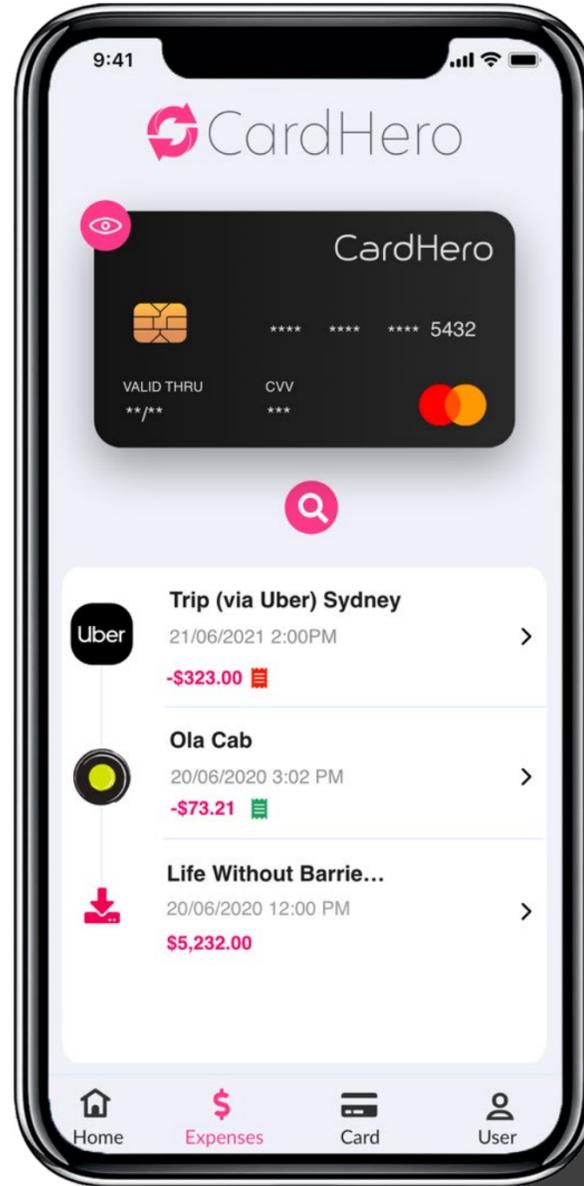
Effective Reporting



Employee Purchasing

Employees will be able to transact on their card with the CardHero smartphone application providing access to information such as available funds, past transactions and recent top-ups. Authorised decision makers/Client Administrators, though unable to transact, will be able to view this same information.

Employees will be able to transact on an unrestricted basis, though their transactions will be assessed by a 'fraud detection' process.



Fund Disbursement

Social service clients will be able to transact on their card with the CardHero smartphone application providing access to information such as available funds, past transactions and recent top-ups. Authorised decision makers/Client Administrators, though unable to transact, will be able to view this same information.

Clients will be able to transact on an unrestricted basis, though their transactions will be assessed by a 'fraud detection' process.

Employee Purchasing

Target Clients:

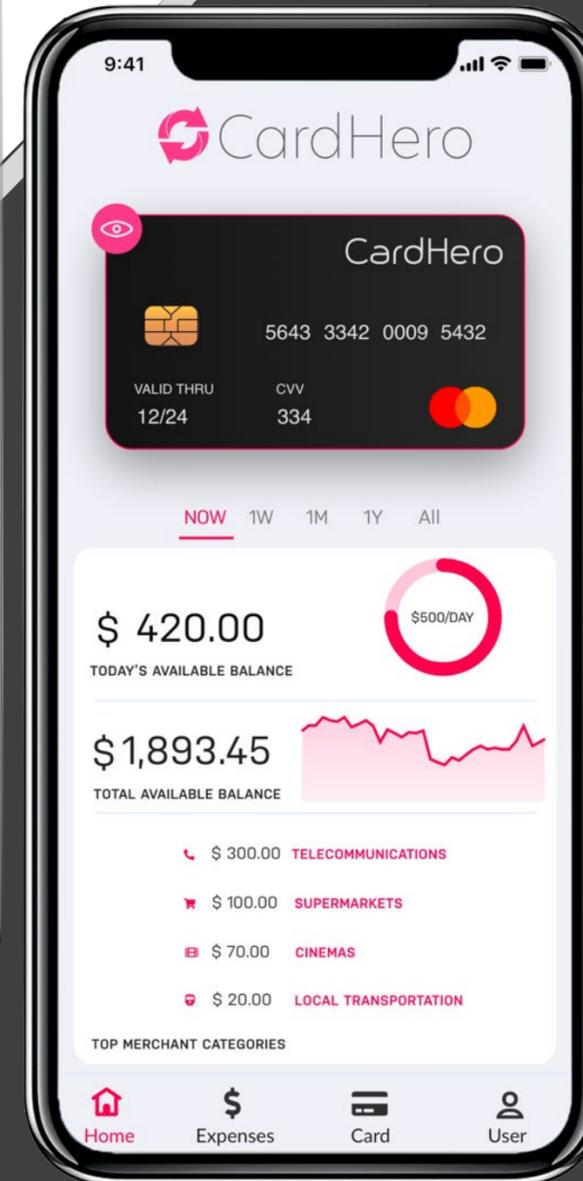
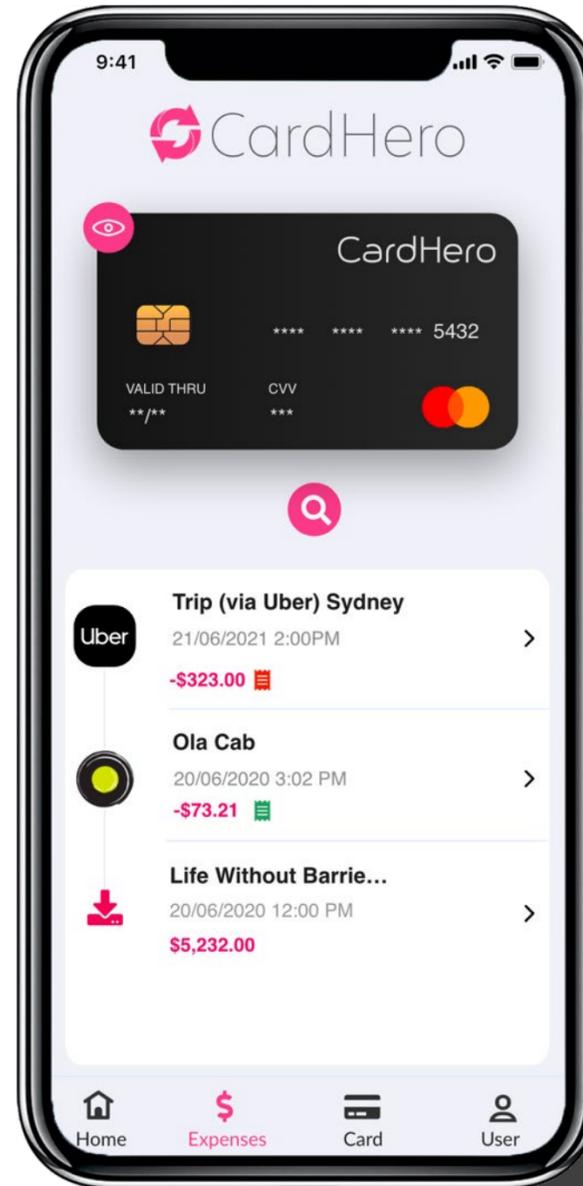
- Government
- Large Corporate

Use cases:

- Employee corporate expenses
- Employee allowances
- Employee per diems
- Procurement cards

Benefits:

- No contingent liability issues unlike traditional corporate credit cards
- Ability to retrieve unused funds efficiently
- Pre-transaction approval process
- Near real-time transaction reporting



Fund Disbursement

Target Clients:

- Not For Profit
- Government
- Educational institutions
- Charities

Use cases:

- NDIS management
- Grant management
- Fundraising programs
- Emergency, relief, disaster funding

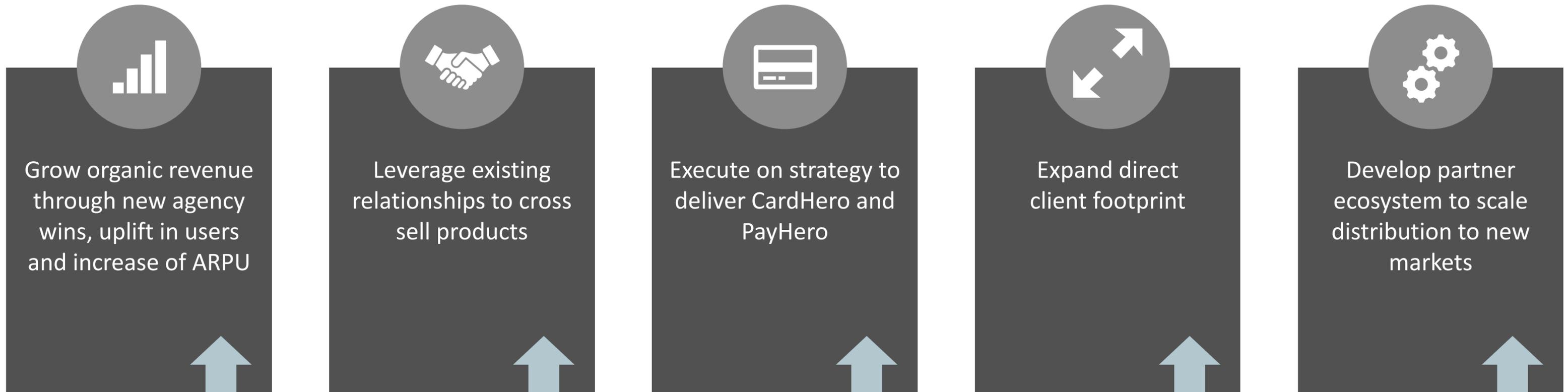
Benefits:

- Mobile friendly convenience
- Ability to retrieve unused funds efficiently
- Pre-transaction approval process
- Near real-time transaction reporting
- Merchant management

The outlook

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

A clear focus on:



Corporate Information

Capital Structure

Share price (25-Mar-21)	A\$0.165
Shares on issue	200,409,756
Market Capitalisation	A\$33.1m
Cash (31-Dec-21)	A\$4m
Shares in Clouaron Bhd Bloomberg (CLOUD:MK)	A\$620k

Shareholdings

Directors	29.28%
Top 20	65.48%

Board & Management



Nic Lim

Founder & Executive
Chairman

Founder, investor and Board member of various technology companies over the last 21 years. Co-Founded Catcha.com in 1999. Prior to founding 8common, Nic had a career in finance with UBS, Credit Suisse and Morgan Stanley.

Nic is also an active early stage technology investor via 8capita which has made nearly 50 investments since 2012.



John Du Bois

Independent,
Non-Executive Director

Mr John Du Bois has had a very accomplished career. This includes 9 years at SAP culminating in the role of EVP and Managing Director South West Asia which was extended to Australia and New Zealand (Asia-Pacific and Japan) and more than 6 years at Senetas Limited (SEN:ASX) as Chairman and CEO, a leading Security Software company with a strong Federal Government client footprint



Adrian Bunter

Independent,
Non-Executive Director

Adrian is an executive director of Venture Advisory, a specialist telecommunications, media and technology (TMT) financial advisory firm operating out of Australia and Asia. He has 25 years' experience in accounting, audit, and finance, as well as a broad range of corporate advisory roles ranging from debt/equity raisings, mergers and acquisitions, divestments of business and strategy development and execution, including over 16 years with PricewaterhouseCoopers



Larry Gan

Non-independent,
Non-Executive Director

Larry has built a reputation based on extraordinary work ethic, strategic thinking and visionary ability. During his 26 years with Accenture, he held many global leadership roles. Since 2013, Larry has served on several boards of public listed companies in UK, Australia, Europe and Malaysia and also as Trustee of charitable and not for profit institutions. He is a Fellow of Association of Certified Chartered Accountants.



Andrew Bond

Chief Executive Officer

Andrew joined 8common in August 2015 and is a highly regarded and well respected leader. Prior to 8common, Andrew has held several roles in Woolworths Limited, Satori Group and AMP Limited. Andrew brings over 10 years' experience in the technology sector leading sales and marketing and technology teams.

Investor Relations

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Executive Chairman

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