

## **9 Spokes signs contract with Bank of New Zealand to provide business performance dashboard platform to small and medium business customer base**

**Auckland, NZ | 13 March,** 9 Spokes (ASX: 9SP or “the Company”), the leading Marketplace and Insights company to small businesses, is pleased to announce it has signed a pivotal contract with the Bank of New Zealand (“BNZ”), to provide a white-label version of the 9 Spokes platform.

The contract signed with BNZ follows a thorough process that will see the 9 Spokes platform integrated into the BNZ’s business banking customer journey. BNZ is the first Australasian bank to partner with 9 Spokes and follows contracts with UK business bank leader Barclays and Canada’s largest bank, Royal Bank of Canada. BNZ is a fully-owned subsidiary of National Australia Bank (“NAB”).

BNZ is a recognised leader in business banking with more than 130,000 small and medium business customers. BNZ has a reputation for innovation and fostering close relationships with businesses. This reputation is demonstrated by winning the Best Small Business Bank by Canstar for six years in a row and also being voted the top performing bank in SAP’s 2016 New Zealand Digital Experience Report.

**Shelley Ruha, Director BNZ Partners said:** “Partnering with 9 Spokes is a natural evolution for BNZ as we seek to build compelling propositions for our business customers.

“The 9 Spokes dashboard enables customers to connect relevant apps and gain meaningful insights that help them run their businesses more effectively; be it accounting, inventory management, payroll and apps like LinkedIn or Google Analytics. BNZ will also be fully integrating its bank data, enabling businesses to gain deeper insights into cash flow management.

“The service will be launched later this year and will be available to all BNZ’s 130,000 SME customers.”

**Mark Estall, Co-Founder and CEO of 9 Spokes said:** “The signing of BNZ is extremely important to us, being a company that was born and bred in NZ. We deliberately set out to be a global company from day one, that is, instead of partnering with local banks, we targeted global banks, such as Barclays and RBC. We are extremely delighted to now enter the Australasian retail bank market with such a well-recognised and respected partner in BNZ. We look forward to partnering with BNZ to further improve the banking experience for their customers.”

### **Annualised Recurring Revenue of \$6-7m achieved**

The signing of BNZ is another step towards 9 Spokes building a global platform with clients in all continents. Following the signing of the BNZ contract, the Company is pleased to advise it has now met the range of annualised recurring revenue guidance of \$6-7m by March 31, 2018.

### **Conference call with 9 Spokes and BNZ Management**

The Company will host an investor conference call to discuss the BNZ announcement. The call will provide the ability for investors to hear from BNZ, as well as 9 Spokes’ leadership team.

The call is scheduled for 1.15pm AEDT on Thursday, 15 March, 2018. Please send questions ahead of this call to [simon@nwrcommunications.com.au](mailto:simon@nwrcommunications.com.au).

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Attendee access code: 664-152-692

To listen to via webinar on a computer, please register at:

<https://attendee.gotowebinar.com/register/8715420044390009091>

A replay will be made available shortly after the conclusion of the call via the same link.

**For more information:**

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**About BNZ**

Bank of New Zealand (BNZ) was founded in 1861 and is committed to being an integral part of a high achieving New Zealand, and helping its customers be good with money.

To operate in New Zealand, BNZ employs more than 4,800 people to help its 1.2 million customers across the country. The bank has more than 160 retail stores and 33 Partners business centres across New Zealand, and works with personal, business, agri, charity and private wealth clients offering services in retail, small business, commercial, corporate, agribusiness, institutional and investment, and insurance.

BNZ is one of New Zealand's largest carbon neutral companies and works to help make New Zealand's communities stronger. Bank of New Zealand is a subsidiary of the National Australia Bank Group of companies, and is governed locally by a fully empowered New Zealand Board of Directors.

Find out more at [www.bnz.co.nz](http://www.bnz.co.nz)

**About 9 Spokes**

9 Spokes is a leading MarketPlace and Insights company which provides a smart dashboard that enables small businesses to connect their software to one dynamic interface - giving them a clear overview of their business. It allows



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management and advisors to access data and new metrics across key areas, from any device at any time. With these insights, it's easier to make the big decisions to either manage or grow a business.

Businesses can integrate their supported software into the dashboard as well as choose from a selection of recommended and accredited apps to suit their industry.

The smart dashboard from 9 Spokes is available as a Direct model to small businesses and as a white labelled platform that Channel Partners can offer to their small business customer base.

Find out more at [www.9spokes.com](http://www.9spokes.com)