

Increased travel & activity levels deliver record SaaS revenue

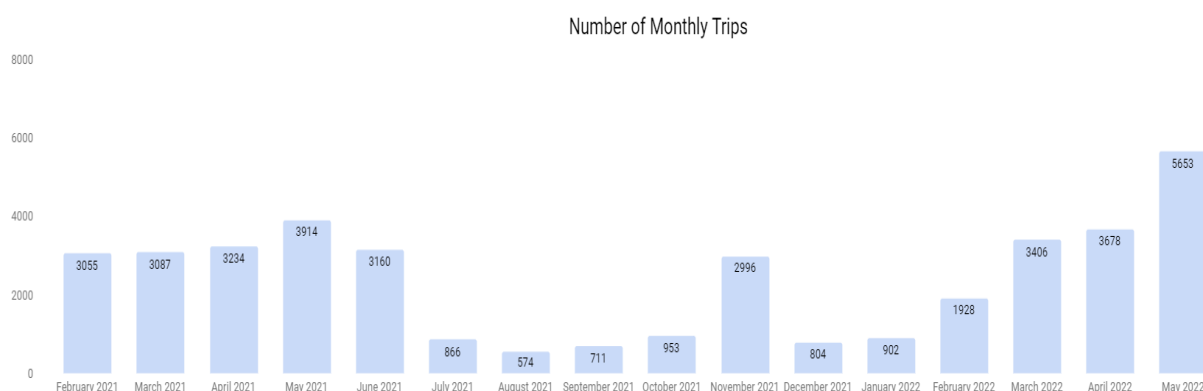
Fintech company 8common Limited (**8common** or the **Company**) (ASX: **8CO**) is pleased to provide a trading update on current business activity levels and transaction and recurring SaaS revenue.

Highlights:

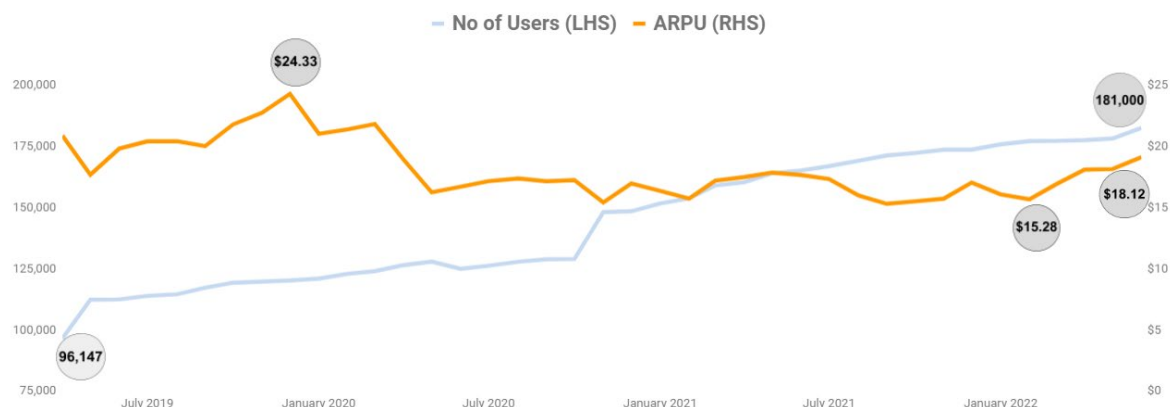
- The continued improvement in activity levels, as well as a strong pick up in domestic and international travel, is anticipated to deliver a record quarter for transaction and recurring SaaS revenue in Q4 FY22 of c.\$820-830k (based on activity levels delivered quarter to-date)
- The anticipated c.\$820-830k in transaction and recurring SaaS revenue for Q4 FY22 is an increase of c.14-15% vs Q3 FY22
- The return of travel activity continues with over 9,000 trips recorded in the quarter to date (April and May), exceeding the entire Q3 FY22 total trips of 6,236
- May 2022 ARPU of \$18.12 is the highest level seen since the pre-pandemic levels of ~\$20 in March 2020
- Total revenue for Q4 FY22 is expected to exceed \$1.6 million (up +50% versus Q3 FY22) as the Company continues to generate implementation revenues associated with the roll out of the GovERP work package
- The large level of implementation revenues in Q4 FY22 will lead to ongoing transaction and recurring SaaS revenue from FY23 onwards
- CardHero has gone live with Westhaven in May (ref ASX 23 March 2022) with first transactions recorded. CardHero provides a second revenue stream for 8CO with a strong outlook as not-for-profits, corporates and government agencies look to a solution for their fund distribution requirements.

8common CEO, Andrew Bond said "The continued improvement in business and travel activity in Australia continues to positively impact our revenue. Importantly, whilst activity levels are improving, we continue to expand our business footprint with over 180k users on our platform.

"Our customer led ethos and product offering, coupled with a strong pipeline of Federal Government entities to onboard in coming months under the GovERP work package will continue to drive revenue growth. With user numbers expected to increase materially in coming months as the first entities under the GovERP work program go live early in FY23, we are set to deliver further increases in our transaction and recurring SaaS revenue in FY23 and beyond. With a solid balance sheet, growing Expense8 demand and the rollout of the CardHero platform, we are expecting a strong finish for the company in FY22 and further growth in FY23 and beyond."



8common



This release has been approved by the Board of 8common.

-END-

Further information

Corporate

Nic Lim
nic@8common.com
Executive Chairman

Investors

Craig Sainsbury
craig.sainsbury@marketeye.com.au

About 8common Limited

8common (ASX:8CO) solutions deliver enterprise grade financial transaction processing for government entities and large enterprise businesses. Its flagship Expense8 platform is a leading pureplay provider of end to end travel expense management software, card application and management. The innovative software solutions improve organisation, productivity, incorporate company organisational policies and expense auditing to reduce fraud. Expense8 by 8common was named a Major Player in the IDC MarketScape: Worldwide SaaS and Cloud-Enabled Travel and Expense Management Applications 2019 Vendor Assessment.

Its new products being PayHero (procurement payment gateway) and CardHero (pre-paid card fund distribution) deliver closed loop solutions to support regulated, large network and high-volume requirements. 8common's specialises in large enterprise and government segments.

Its growing client base of more than 163,000 platform users include enterprise customers Woolworths, Broadcast Australia, Amcor, and over 158 state and federal government entities. For more information, visit <https://www.8common.com/>