

ASX Release

24 August 2022

## Significant \$575k contract continues Federal GovERP rollout

Fintech company 8common Limited (8common or the Company) (ASX: 8CO) is pleased to announce that it has received its third significant contract under the Australian Government GovERP deed.

### Highlights:

- Significant \$575k inc-GST contract from the Australian Government under the GovERP program taking total value of signed contracts to date under the GovERP to over \$2.0 million (inc-GST)
- The contract covers the development of the GovERP Travel & Expense Management System (TEMS) Whole of Australian Government (WoAG) Template ('the Template'). The Template is a technology solution designed by 8Common specifically for the GovERP program to provide greater functionality for Federal Government agencies
- The Template will underpin the GovERP program which incorporates 158 Federal Government entities (90 mandated and 68 opt-in) encompassing an estimated 110,000 new users.
- The first phase of the GovERP program has gone live with seven existing customer entities (c.3,000 new users) utilising the existing GovERP version of Expense8. The associated SaaS transaction and recurring revenue commenced in 1Q FY23
- Currently 8CO generates a Federal Government ARPU of \$47 (\$53 pre-covid) servicing over 20,000 employees across 30 entities
- 8CO anticipates to onboard further agencies under the GovERP agreement in FY23

Expense8 is the exclusive provider under the Travel and Expense Management Value Stream for the Shared Services Program which includes up to 150k employees across 90 mandated and 68 opt-in Government Entities (i.e. 158 entities in total).

The \$575k (inc-GST) contract covers the development of the Whole of Government Template for Travel and Expense Management ('the Template'). The Template is a technology solution designed by 8Common specifically for the GovERP program to provide a unified solution for the whole of Government Travel and Expense management requirements. The Template will utilise Expense8 technology with greater functionality specifically designed for Federal Government. The Template will be deployed for all agencies that transition under the GovERP program including all agencies currently using GovERP version of Expense8.

The first 7 agencies under the GovERP program have gone live utilising the GovERP version of Expense8. These agencies incorporate over 3,000 users and the associated SaaS transaction and recurring revenue commenced in 1Q FY23.

Today's agreement takes the total value of signed contracts to date under the GovERP to over \$2.0 million (inc-GST).

8common CEO, Andrew Bond said "We are very excited to see the first seven agencies under the GovERP program go live. The GovERP work program represents a significant driver of current and future revenue for the Company with the potential for over 100,000 new users to utilise our solution that currently delivers an average ARPU of \$47.

"The future work package to develop the Whole of Australian Government Template for Travel and Expense Management will provide a seamless solution to rapidly onboard entities to our travel and expense management solution. The revenue from the GovERP contracts coupled with our base operations and growing rollout of our CardHero product will deliver a step change increase in our revenue profile in FY23 and beyond."

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

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## Further information

### Corporate

Nic Lim  
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Executive Chairman

### Investors

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## 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 product CardHero (prepaid card fund distribution) delivers solutions to support regulated, large network and high-volume requirements. CardHero helps boost compliance with smart rules and spend controls at an organisation and user level.

Its growing client base of more than 182,000 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/>