

# Annual General Meeting

3 November 2023

  
 (ASX:8CO)



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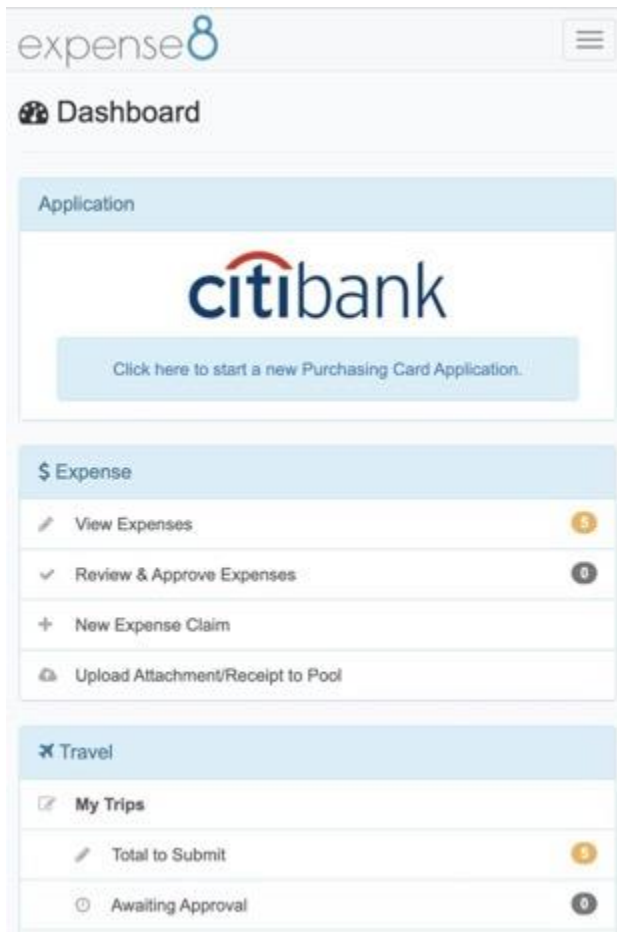
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# Leading fintech platform for government entities and large enterprises

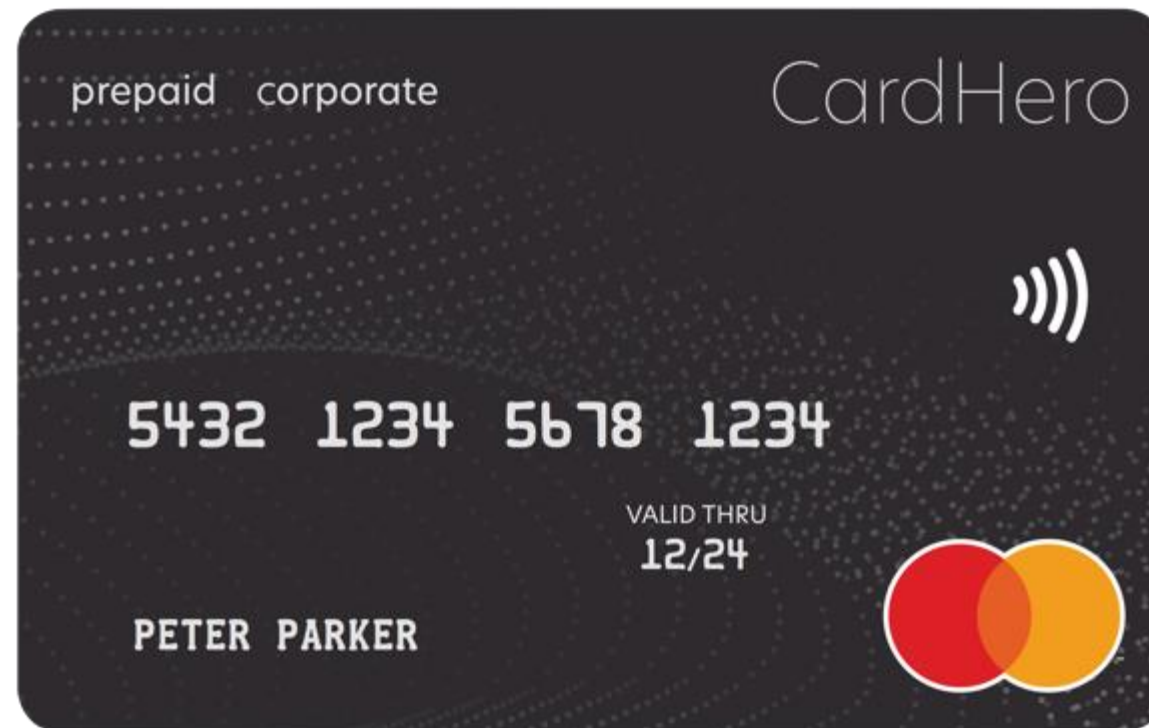
## Enterprise SaaS + Fintech Payments



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<sup>1</sup>

8common's client base consists of enterprise customers such as Woolworths, and over 169k users across 162 state, territory and federal government entities

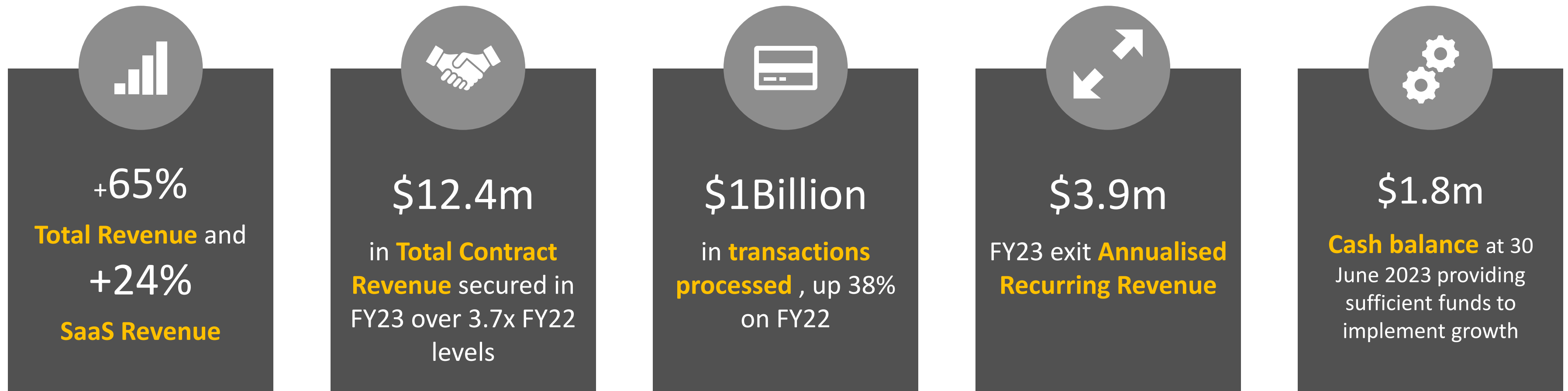


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1. As at 30 June 2023

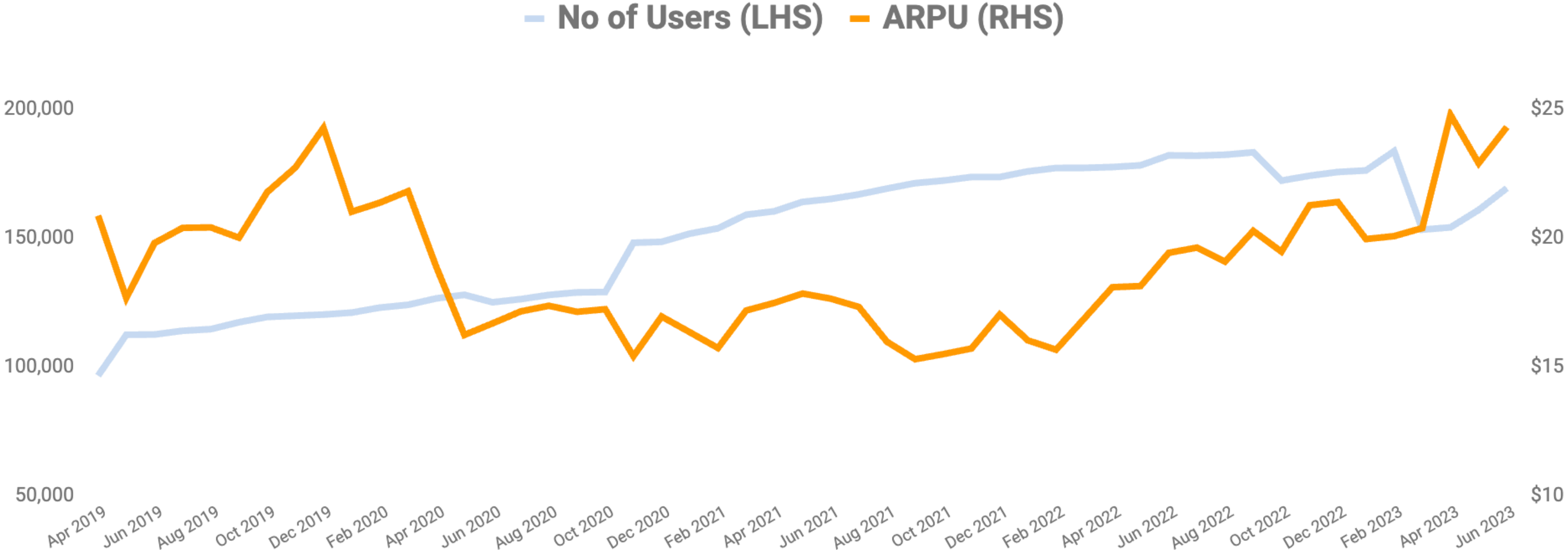
# FY23 in Review

FY23 saw 8CO continue to deliver growth, leveraging the GovERP contract, and generating positive cashflow in 4QFY23



# GovERP contract driving user and ARPU growth

- The number of users on our platforms of over 169k
- June 2023 ARPU of \$24.29 is 25% growth y.o.y
- June 2023 FedGov ARPU of \$56.41 is 19% growth y.o.y
- Increasing Federal Government users under GovERP and high ARPU bodes well for future revenue growth.



# Growing our Recurring & Transaction SaaS Revenue

- Continued momentum in transaction and recurring SaaS through FY23
- FY23 Transaction and SaaS revenue grew 24% to \$3.6 million
- Growth driven by combination of growing user numbers and increasing ARPU
- Federal GovERP roll out expected to significantly grow SaaS revenue in FY24

## Quarterly Recurring & Transaction SaaS Revenue (\$m)

(A\$m)

1.1

0.9

0.7

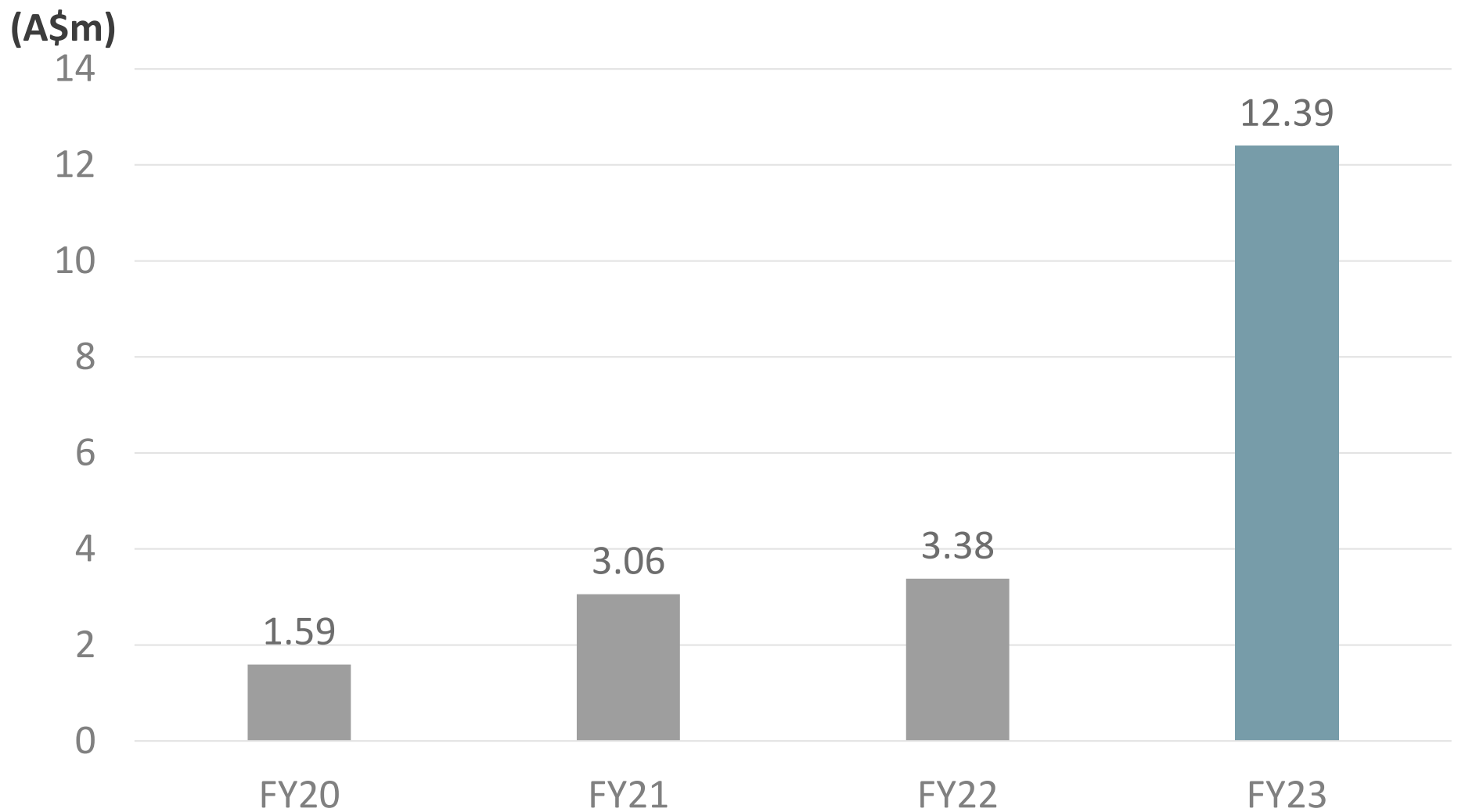
0.5



# Strong growth in TCV (new and renewals)

- \$12.39m in TCV signed in FY23, almost ~3.7x FY22 TCV including \$9.2m TCV from Federal GovERP
- Momentum expected to continue in FY24
- Robust pipeline of Phase “0” prospects
- Key contracts include:
  - The Department of Employment and Workplace Relations
  - The Department of Climate Change, Energy, the Environment and Water
  - The Department of Veteran Affairs
  - The Department of Education
  - The Australian Securities and Investment Commission (ASIC)

**Total Contract Value of New and Renewed Contracts**



# 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
- Potential of ~174k users in total (excluding the Department of Defence)
- As at 30 June 2023 total value of signed contracts ~\$10.7 million
- 32 entities and 32k users onboarded onto expense8 by 30 June 2023
- A further +33k 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 onboarding pipeline (at 30 June 2023)



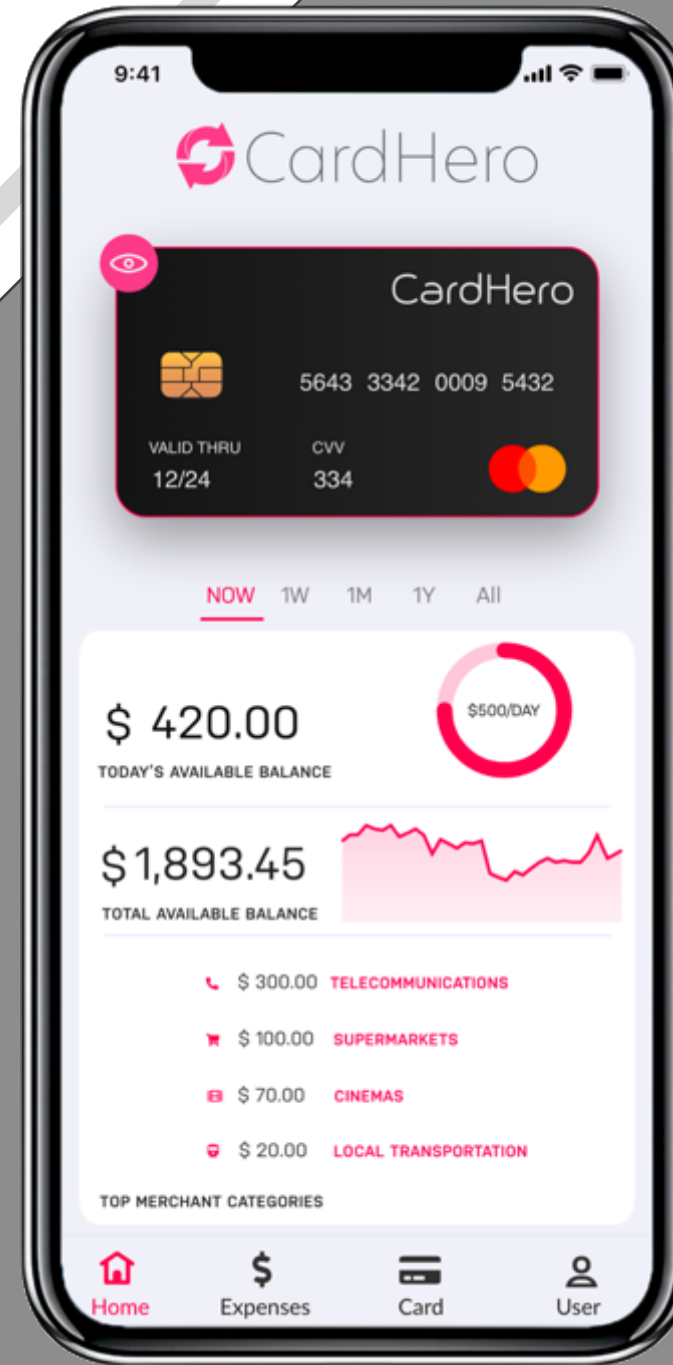
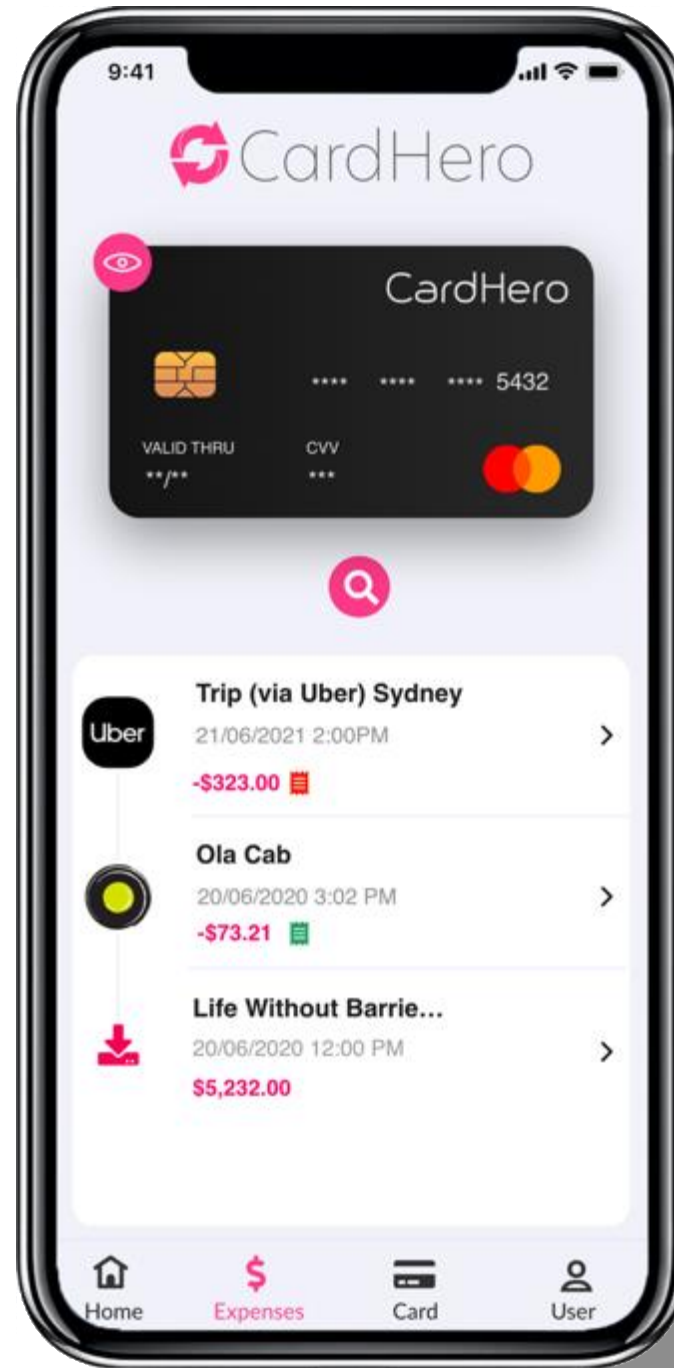


# Employee Purchasing

## 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



# Strong momentum into FY24

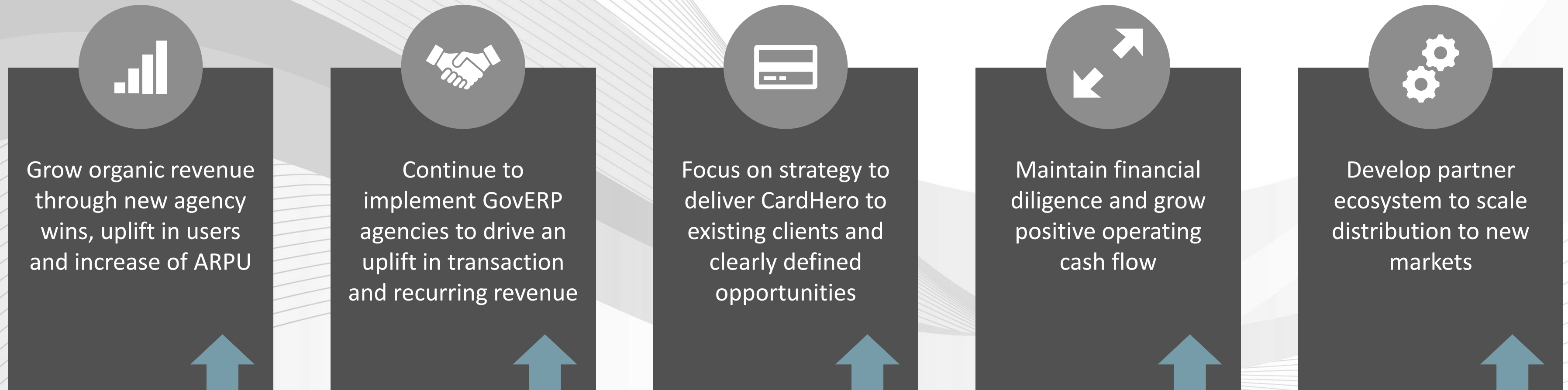
- Record quarterly transaction and recurring SaaS revenue of \$1.1 million, up 20% on the previous corresponding period (PCP). Exited 1QFY24 with strong momentum and over \$385k of transaction and recurring SaaS revenue for the month of September
- Cash receipts from operations of \$1.7 million, up 44% vs PCP
- Annualised Recurring transaction and SaaS Revenue (ARR) of c.\$4.6 million at 30 September 2023
- The Company also accelerated product delivery initiatives to deliver upgraded card application and FedGov Protect modules along with a strategic investment to enhance our API capabilities and further uplift infrastructure to prepare for Federal Government “Protected” status

	1QFY23	1QFY24	% Change (QoQ)
<b>Total Revenue (A\$k)</b>	1,246	1,888	52%
<b>SaaS &amp; Transaction Revenue (A\$k)</b>	894	1,063	20%
<b>Number of users (k)</b>	183	173	(6%)
<b>ARPU – Federal Government (A\$)</b>	49.63	48.24	(3%)
<b>ARPU – Total (A\$)</b>	19.30	25.26	20%

# 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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