

ASX Release

23 October 2025

Q1 FY26 Operational Cash Inflow Achieved – Q1 EBITDA Positive

September 2025 Quarterly Report and Appendix 4C

Fintech company 8common Limited (**8common** or the **Company**) (ASX: **8CO**), is pleased to release its quarterly cashflow and business update for the quarter ended 30 September 2025 (1Q FY26).

Outlook:

- Growing Transaction and SaaS revenue of \$1.29m (up 8% vs PCP) and gross margin averaging 70% for the quarter delivered a good start to FY26.
- Moving from infrastructure, billing, and technology enhancements in FY25, the Company is now focused on expanding product and client segments. These initiatives together with the robust pipeline should support expectations for full year positive cashflow and EBITDA.

Key financial highlights during 1Q FY26 include:

- **Transaction and recurring SaaS revenue:** \$1.29 million, up 8% vs PCP.
- **Total revenue:** \$1.7 million, down 16% vs PCP.
- **Cash receipts from operations:** \$1.83 million.
- **Net operating cash inflow:** \$55k.
- **Annualised Recurring Revenue (ARR):** ~\$5.2 million (based on Q1 SaaS and transaction revenue of \$1.29m).
- **ARPU:** \$28.06 with a stable user base of 183,000.
- **Operational cost reduction:** Total costs down 38% vs PCP, driven by a 45% decrease in Admin and Corporate costs.
- **Cash position:** \$0.1 million at 30 September 2025 (unchanged from 30 June 2025), supported by a \$1.5 million loan facility. \$50k was repaid during 1Q FY26 leaving \$400k outstanding on the facility at 30 September.

Key operational highlights include:

- Expansion of the Partner network with the successful onboarding of Callida and GreenCloud. This brings the total Partner count to 7 which comprises a mix of specialist and comprehensive large scale firms.
- NSW Department of Education (DoE) renewed their Expense8 contract for a 2-year fixed term representing an estimated value of \$1.56m with two 1-year extensions, representing an estimated total contract value of \$3.54m including GST.

	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26*
Total Revenue (\$k)	1,978	1,785	1,487	2,089	1,667
SaaS & Transaction Revenue (\$k)**	1,199	1,234	1,106	1,579	1,290
COGS (\$k)	833	539	536	456	495
Gross Margin (%)	58.4%	69.6%	63.8%	78%	70%
Expenses (\$k)	1,344	1,370	1,161	1,037	1,021
EBITDA (\$k)	(199)	(143)	(204)	600	152
Net Profit (Loss) (\$k)	(376)	(330)	(380)	423	(52)
Number of users (k)	162	181	186	185	183
ARPU – Total (A\$)	29.42	27.68	26.76	29.36	28.06

* Unaudited management accounts

**Note change in SaaS billing schedule resulting in 1 off increased SaaS revenue in April 2025 of \$674k with normalised months for May (\$455k) and June (\$452k) in Q4FY25. Management estimates that normalised SaaS revenue and Gross margin for the quarter would have been \$1.36m and 75.6% respectively

8common CEO, Andrew Bond said “Our company wide upgrades throughout FY25, which resulted in stronger margins, placed us in a good position as we started FY26. The results show a stabilised cost base and a 2nd consecutive quarter of positive cashflow and EBITDA.

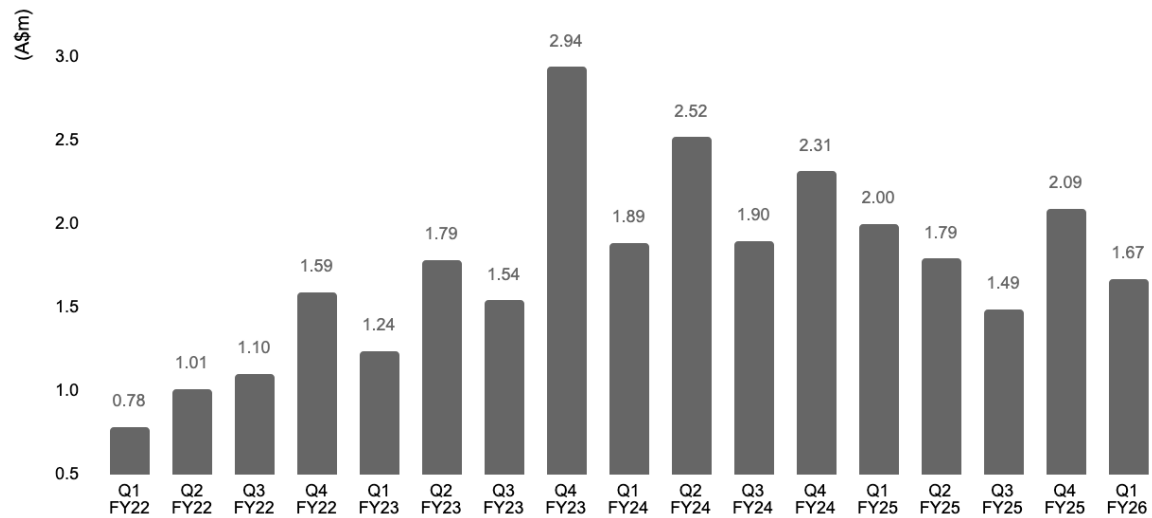
New client engagement has maintained momentum and we look forward to expanding our userbase in the coming quarters.”

Financial and operational review

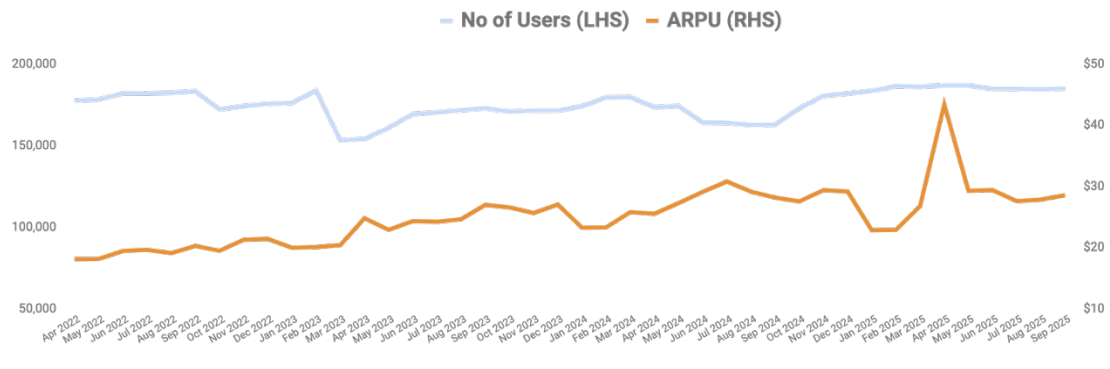
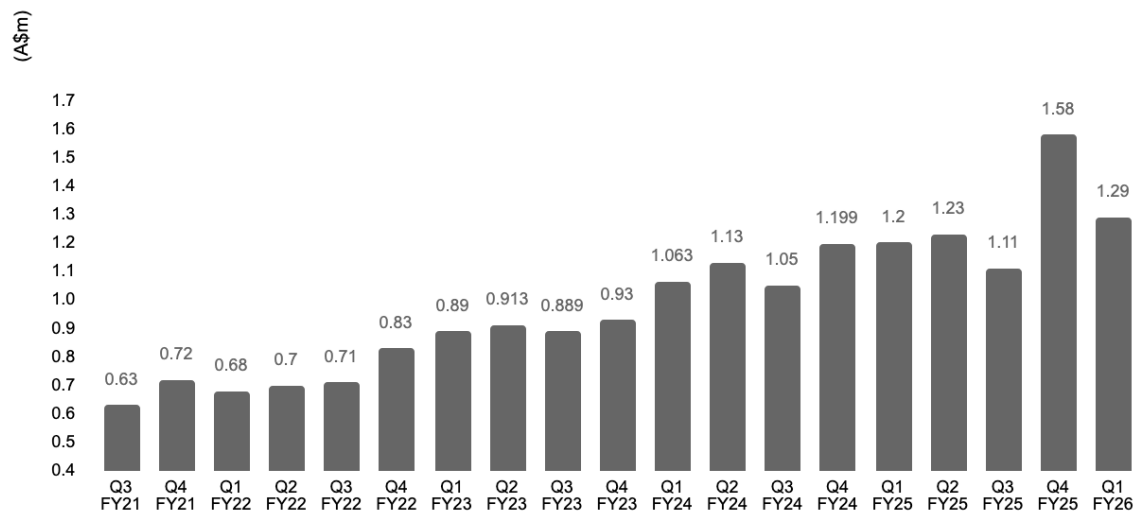
The Company delivered transaction and recurring SaaS revenue of \$1.29 million, up 8% on the previous corresponding period (PCP) and total revenue of \$1.7 million. ARPU for 1QFY26 was \$28.06, with a steady user base of 183k users.

Payments to the Directors of the entity, consisting of salaries and fees for Executive and Non-Executive Director, totalled \$90k during the quarter (see section 6 of the Appendix 4C). No other payments were made to any related parties or their associates of the entity.

Total revenue



Recurring SaaS & Transaction revenue

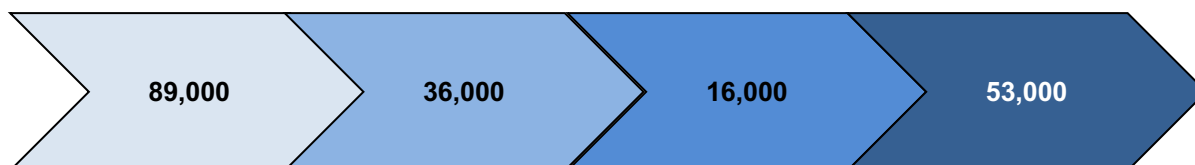


Expense8

- Expansion of the Partner network with the successful onboarding of Callida and GreenCloud. This brings the total Partner count to 7 which comprises a mix of specialist and comprehensive large scale firms.
- NSW Department of Education (DoE) renewed their Expense8 contract for a 2-year fixed term representing an estimated value of \$1.56m with two 1-year extensions, representing an estimated total contract value of \$3.54m including GST.

Fed Gov onboarding pipeline (as at 30 September 2025)

There are approximately 194k Total Potential Users of Expense8



Users not yet engaged

*Phase 0

Onboarding

Live Users

** Phase 0 Discovery workshops are a key pre onboarding phase for Federal Government agencies on their path to adopting Expense8 and as such can be viewed as a precursor to future user additions. Over 55k users have commenced or completed. Phase 0 Discovery workshops*

Source: https://budget.gov.au/content/bp4/download/bp4_10_staffing_of_agencies.pdf

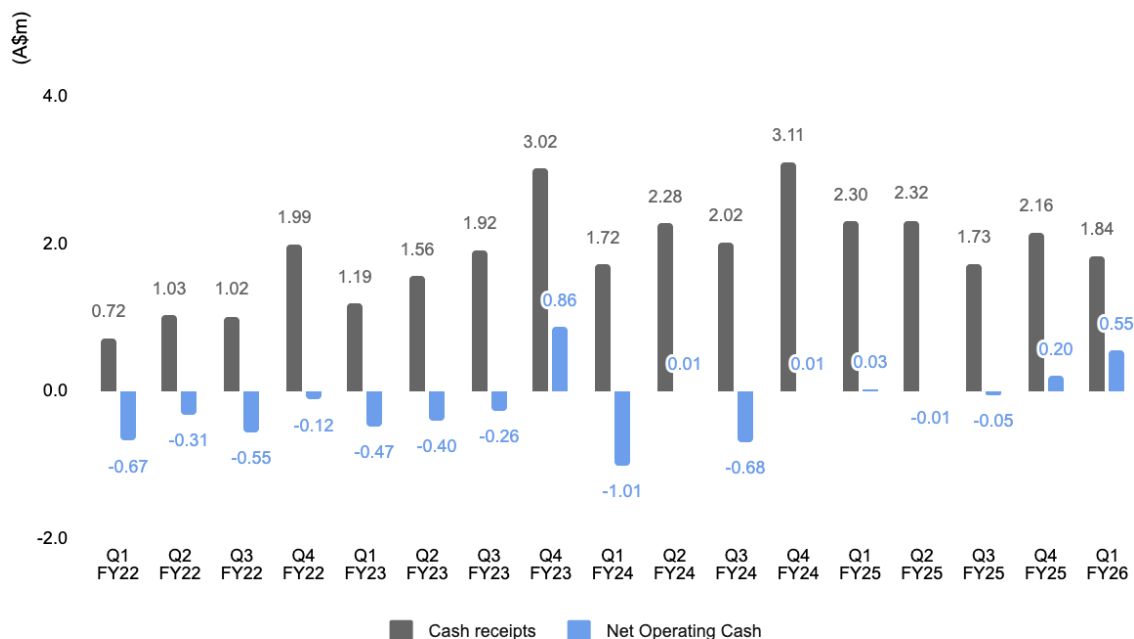
CardHero

CardHero contributed \$118k in revenue during the quarter and continues to operate cashflow positive. Renewed interest from customers has brought on more pre-sales activity.

Cash Flow performance

Net cash flow from operations for 1Q FY26 was \$55k, supported by strong cash receipts and healthy gross margins which should continue through the rest of the year.

The Company had a cash position of \$0.1 million as at 30 September 2026. The Executive Chairman has provided a loan facility of up to \$1.5 million. \$50k was repaid during the quarter, leaving \$400k outstanding at the end of the quarter. \$1.1m remains available for draw down, if required, under the facility from the Executive Chairman.



Further information

Corporate

Nic Lim
nic@8common.com
 Executive Chairman

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.

CardHero (prepaid card fund distribution) delivers a closed loop solution to support regulated, large network and high-volume requirements. 8common specialises in large enterprise and government segments.

Its growing client base of more than 183,000 platform users include enterprise customers Woolworths, Broadcast Australia, Amcor, and over 190 state and federal government entities. For more information, visit <https://www.8common.com/>

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

8common Limited

ABN

51 168 232 577

Quarter ended ("current quarter")

30 September 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	1,842	1,842
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs		
(c) advertising and marketing		
(d) leased assets		
(e) staff costs	(802)	(802)
(f) administration and corporate costs	(979)	(979)
1.3 Dividends received (see note 3)		
1.4 Interest received	0	0
1.5 Interest and other costs of finance paid	(6)	(6)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	55	55
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
	(f) other non-current assets		
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	Net cash from / (used in) investing activities		

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings	(50)	(50)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	(50)	(50)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	101	101
4.2	Net cash from / (used in) operating activities (item 1.9 above)	55	55
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(50)	(50)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	106	106

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	106	101
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	106	101

6. Payments to related parties of the entity and their associates

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

Current quarter \$A'000
90

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

Relates to payment of Director wages and Director fees for the quarter.

7. Financing facilities

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
1,500	400
-	-
-	-
1,500	400

7.5 Unused financing facilities available at quarter end

1,100

- 7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Facility is provided by Mr Nic Lim, Executive Chairman of the Company. The facility is unsecured and has an interest rate of 6% per annum. The loan facility expires on 1 May 2026.

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	55
8.2 Cash and cash equivalents at quarter end (Item 4.6)	106
8.3 Unused finance facilities available at quarter end (Item 7.5)	1,100
8.4 Total available funding (Item 8.2 + Item 8.3)	1,206
8.5 Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	N/A

- 8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date:23 October 2025.....

Authorised by:Board of Directors.....

(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.