

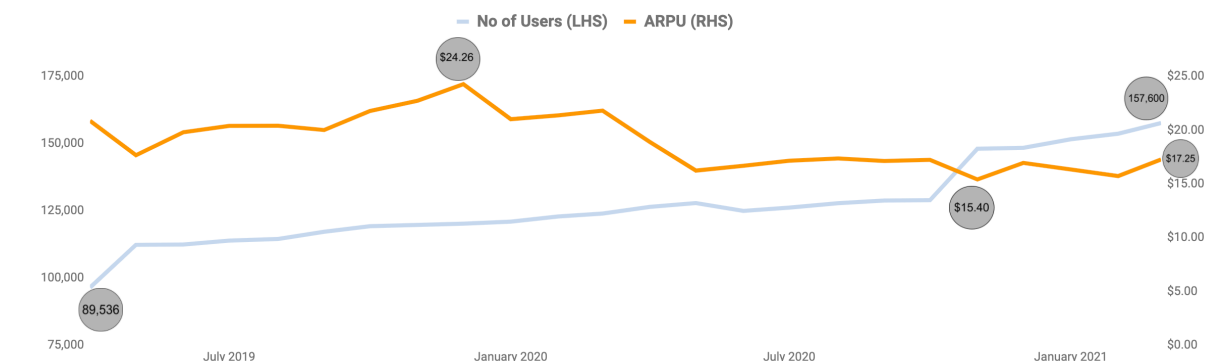
## Trading Update

### SaaS revenue accelerates to highest ever since December 2019 driven by user growth and increased travel

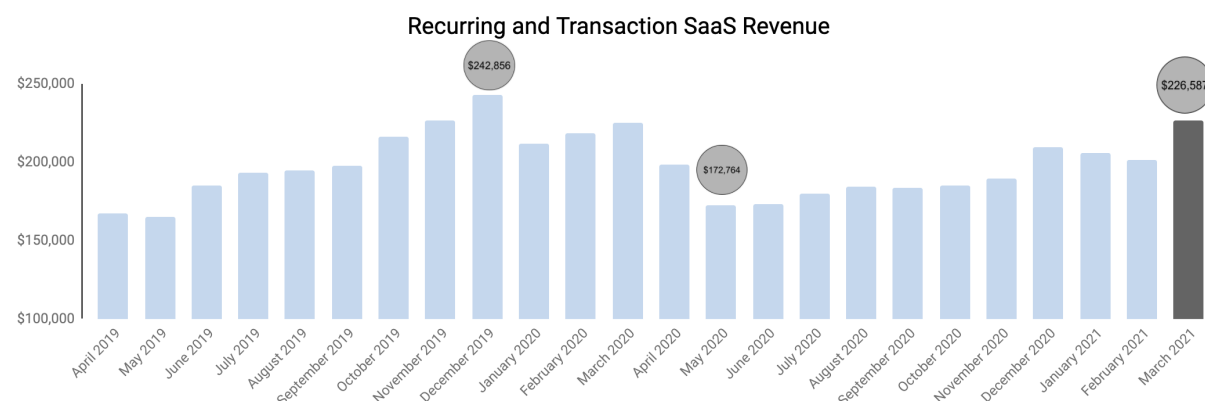
Fintech company 8common Limited (**8common** or the **Company**) (ASX: **8CO**) is pleased to provide a trading update on current business activity levels and SaaS revenues.

#### Highlights:

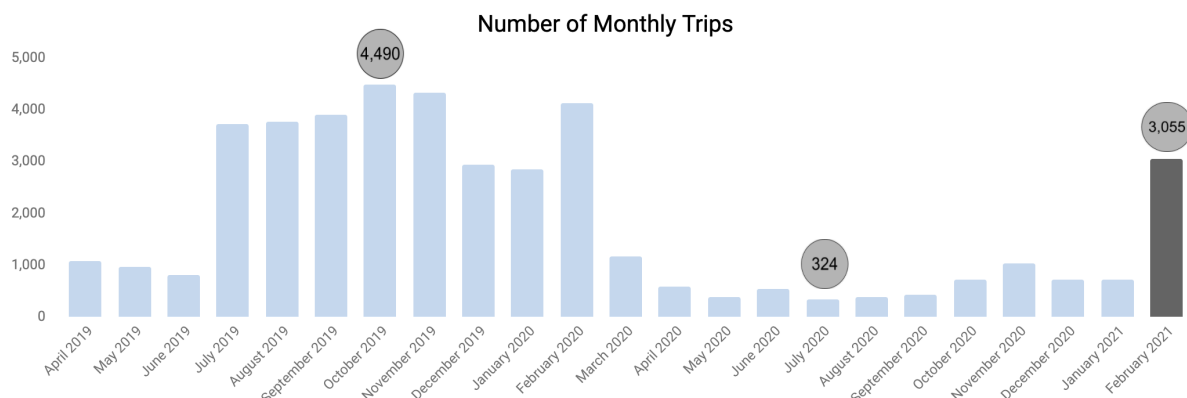
- Recurring and transaction-based SaaS revenue for the month of March (for February activity) was \$226k, the 3<sup>rd</sup> highest monthly level ever, and the highest since December 2019 (\$242k) as travel and expense activity continued to normalise in Australia post the impact of COVID-19
- The return of travel activity has been a significant driver in the improvement in revenue with over 3,000 trips recorded in February, as compared to 727 trips in January
- User levels continue to increase to over 157k (up over 25% over the past 12 months)
- The March quarter recurring SaaS and transaction-based revenue is expected to be greater than \$630k
- Inaugural CardHero+ contract with not-for-profit Life Without Barriers progressing well with initial beta card roll-out scheduled for April 2021. The company continues to receive high quality commercial opportunities for the roll out of the CardHero



\*March 2021 Forecasted Users/ARPU



\*March 2021 Forecasted SaaS Revenue



8common CEO, Andrew Bond said “The SaaS revenue achieved in March is an important milestone. We are benefiting from the 25% y.o.y increase in users and the start of return to travel. Our ability to execute new products, implement new customers and support clients at scale is a testament to our robust development, R&D and operational capabilities.”

“The roll out of CardHero+ with not-for-profit Life Without Barriers to deliver a next generation funding disbursement capability to their NDIS supported disability care communities continues to be executed in line with our project plan. We are well placed to deliver the CardHero+ platform to more end customers and capture the increasing growth opportunity provided by CardHero’s integrated card payment, expense management and fund disbursement technology.”

“With a strong balance sheet, growing Expense8 demand and the development of the CardHero platform, we are expecting a strong finish for the company in FY21, providing a very solid foundation for FY22.”

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

-END-

## Further information

### Corporate

Nic Lim  
[nic@8common.com](mailto:nic@8common.com)  
 Executive Chairman

### Investors

Craig Sainsbury  
[craig.sainsbury@marketeye.com.au](mailto: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 157,000 platform users include enterprise customers Woolworths, Broadcast Australia, Amcor, and over 150 state and federal government entities. For more information, visit <https://www.8common.com/>