Coffee Microcaps Presentation

1 May 2023

8common

(ASX:8CO)

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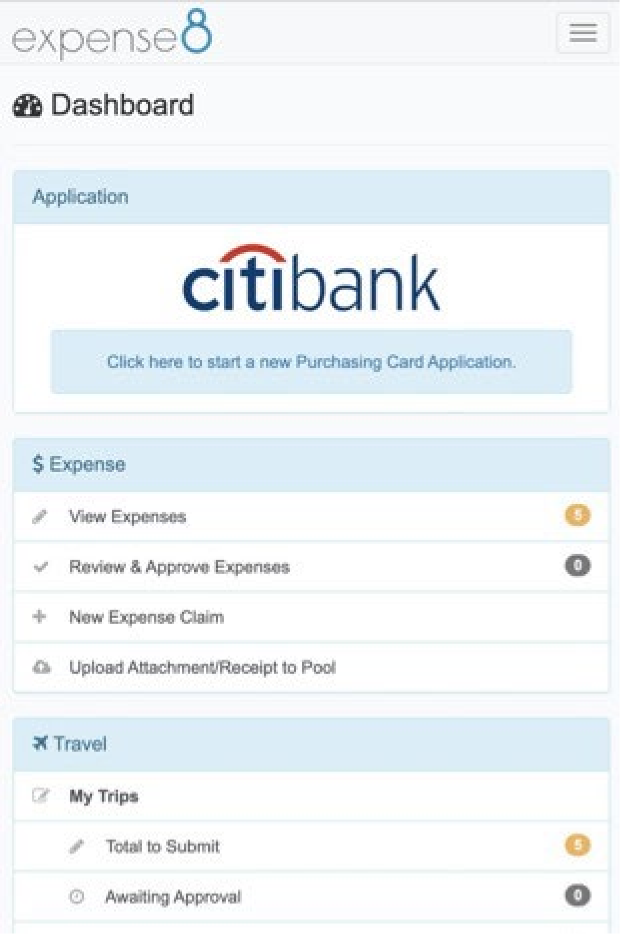
Financial Transactions Management and Payments for Blue Chip Clients

Leading Player + Pioneering Position

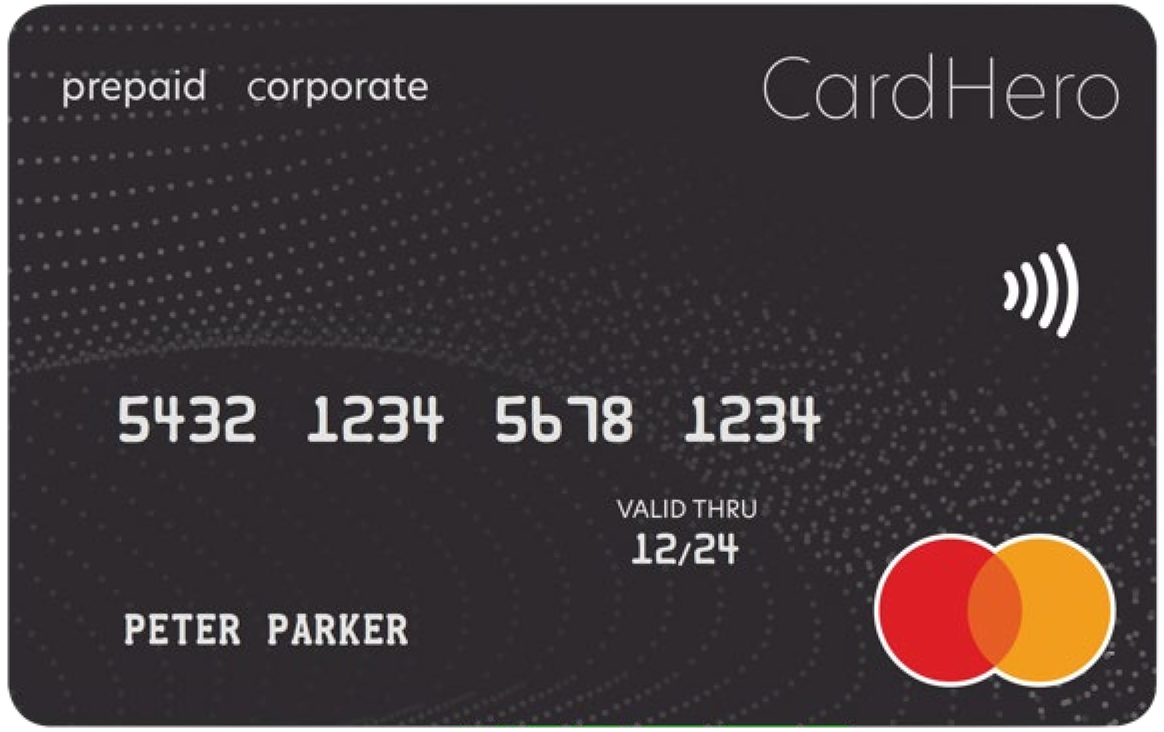
expense8

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

CardHero offers enterprises a next generation and robust closed-loop fund disbursement and card payment solution



Core Clients

8common's client base consists of enterprise customers such as Woolworths, and over 153k users across 160 state, territory and federal government entities

NSW GOVERNMENT

Australian Government

NORTHERN TERRITORY GOVERNMENT

Woolworths

MITRE 10

amcor

Rabobank

LIFE WITHOUT BARRIERS

Financial highlights show transition to positive operating cashflow

Financial Highlights at Q3 FY2023

$1.5m

Q3 FY23 Revenue 39% growth vs PCP

$766m

YTD value of transaction managed by exoense8

$889k

Q3 FY23 PCP SaaS and Transaction Revenue up 25% vs PCP

$6.2m

TTM Revenue +64% vs PCP

$4.6m

YTD FY23 revenue has already surpassed FY22 revenue of $4.5m

$5.5m

TCV of signed deals YTD FY23, greater than new TCV in FY21 and 22 combined

$47

Fed Gov ARPU vs $20 average ARPU

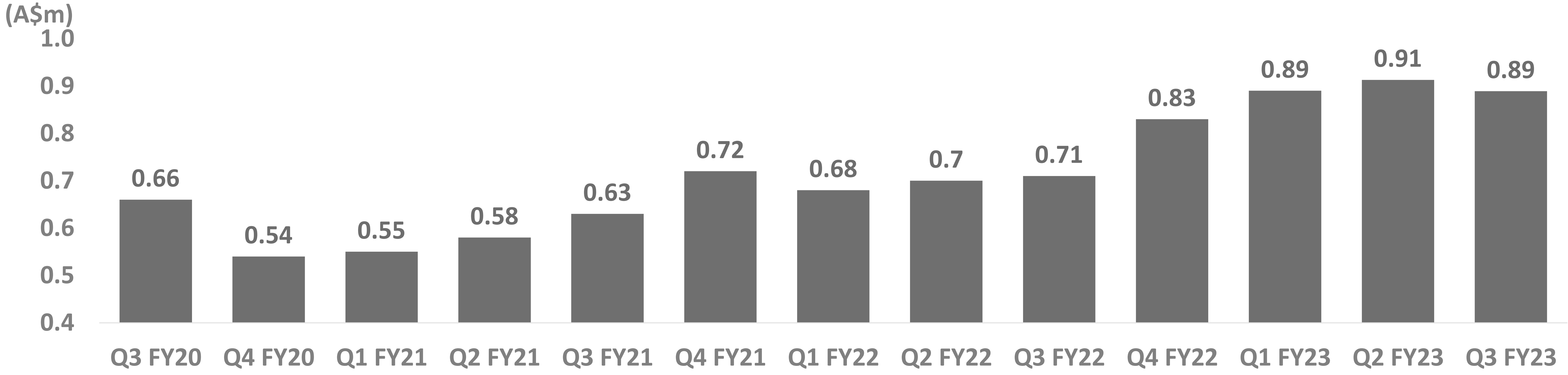
$1.7m

Cash balance to transition to op cashflow positive

Recurring & Transaction SaaS Revenue

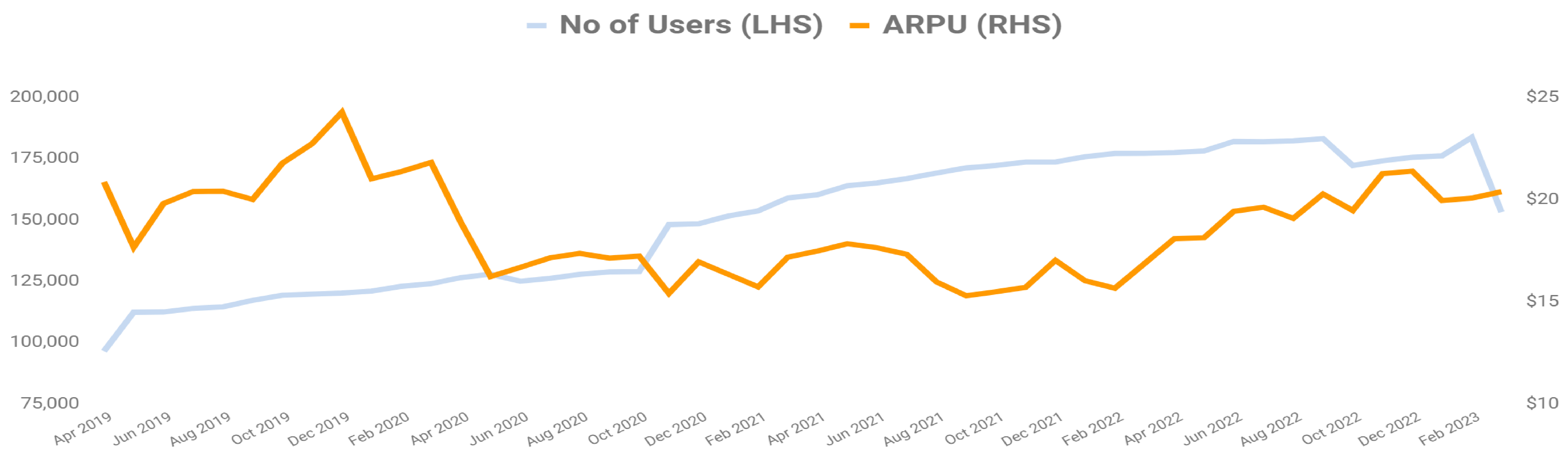
- Quarterly transaction and recurring SaaS revenue of $889k, up 25% on the previous corresponding period (pcp)
- Growth driven by increasing ARPU and higher proportion of Federal Government activity
- Annualised Recurring transaction and SaaS Revenue (ARR) of c.$3.7 million at 31 March 2023
- Federal GovERP mandate expected to significantly grow SaaS revenue in FY24 as current implementation projects deliver users to the platform

Quarterly Recurring & Transaction SaaS Revenue ($000)



User Growth and ARPU

- Overall user numbers decreased to 153k at the end of the quarter due to the roll-off of the Transport for NSW contract - a high user volume, low ARPU client.
- ARPU of $20.12, up 9% vs PCP, but down slightly on the prior quarter due to the impact of the seasonally lower business travel & activity levels over the January holiday period
- Federal Government ARPU of $46.96 for the period, an important indicator of future revenue growth given the increasing number of federal government users to be on-boarded under the GovERP program



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
- 8CO have designed a technology solution specifically with the GovERP program to provide a unified solution for the whole of Government Travel and Expense management requirements.
- As at 31 March 2023 over $5.5million total value of signed contracts under GovERP program
- Transaction and recurring revenue from GovERP to scale significantly in FY24

Federal GovERP

90

Mandated Government Entities
(28 are existing clients)

78

Opt-in Government Entities
(3 are existing clients)

$40k

Minimum Phase 0 Fee per Engagement

$50k

Minimum Implementation Fee per Entity

110k

Minimum Number of New Users from mandated entities. Potential of about 161k users

$47

ARPU (Annual) in Federal Government (March 2023)

Whole of Government ERP

- Potential of ~161k users under GovERP program
- 23,000 Federal Gov users
- Key Agencies Signed to date include:
  - Dpt. Veteran Affairs
  - Australian Securities and Investment Commission (ASIC)
  - Dpt. Climate Change, Energy, the Environment and Water
  - Dpt. of Finance (includes 6 other Service Delivery Office/Shared services agencies)
  - Dpt. of Human Services

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Federal GovERP

There are approximately 161k Total Potential Users Under the GovERP Program

75,000	36,000	27,000	23,000
Users not yet engaged	***Phase 0**	**On-boarding**	**Live users**

** Phase 0 Discovery workshops are a key pre onboarding phase for Federal Government agencies on their path to adopting the GovERP template and as such can be viewed as a precursor to future user additions. Over 63k users under the GovERP program have commenced or completed. Phase 0 Discovery workshops*

Source: https://budget.gov.au/2022-23-october/content/bp4/index.htm

CardHero


9:41
FaceTime
Monday
8
Calendar
Photos
Camera
Mail
Clock
Maps
Weather
Reminders
Notes
Stocks
News
Books
App Store
Podcasts
tv
TV
Health
Home
Wallet
Settings
CardHero

About CardHero

Digital pre-paid expense/disbursement cards

PRE-PAID CARDS

Digital pre-paid expense/disbursement cards designed to enhance transparency and reduce barriers to disbursement and access too funds by employees and clients

SIMPLIFIED FUNDS DISBURSEMENT

Manage employee/client disbursements easily with one off or multiple disbursements

STRAIGHTFORWARD ONBOARDING

Integration with other platforms, strong self provisioning capabilities

STREAMLINED ADMINISTRATION

Improved visibility, simplified reconciliations, ability to manage receipt photos to substantiate expenses

FULLY DIGITISED SYSTEM

Digital card ready to go, automatic notifications and ability to require uploaded receipts

EFFECTIVE REPORTING

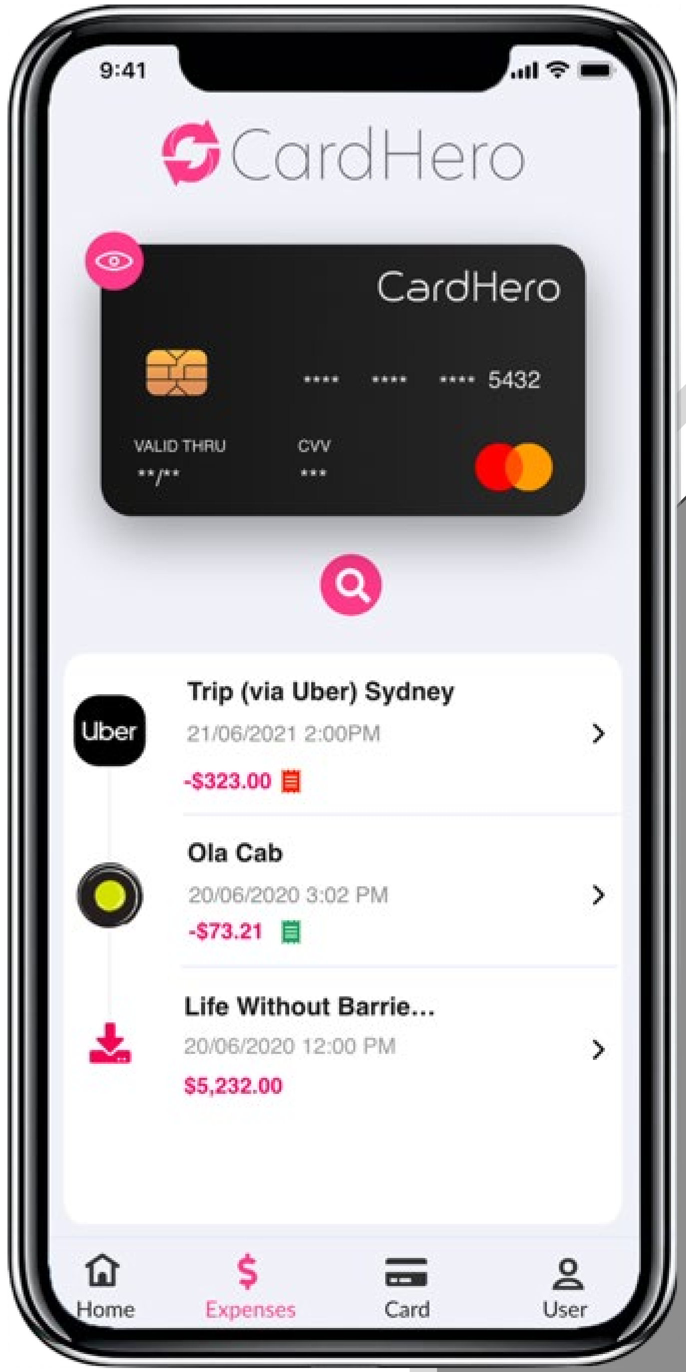
Near real-time transaction reporting and fraud detection

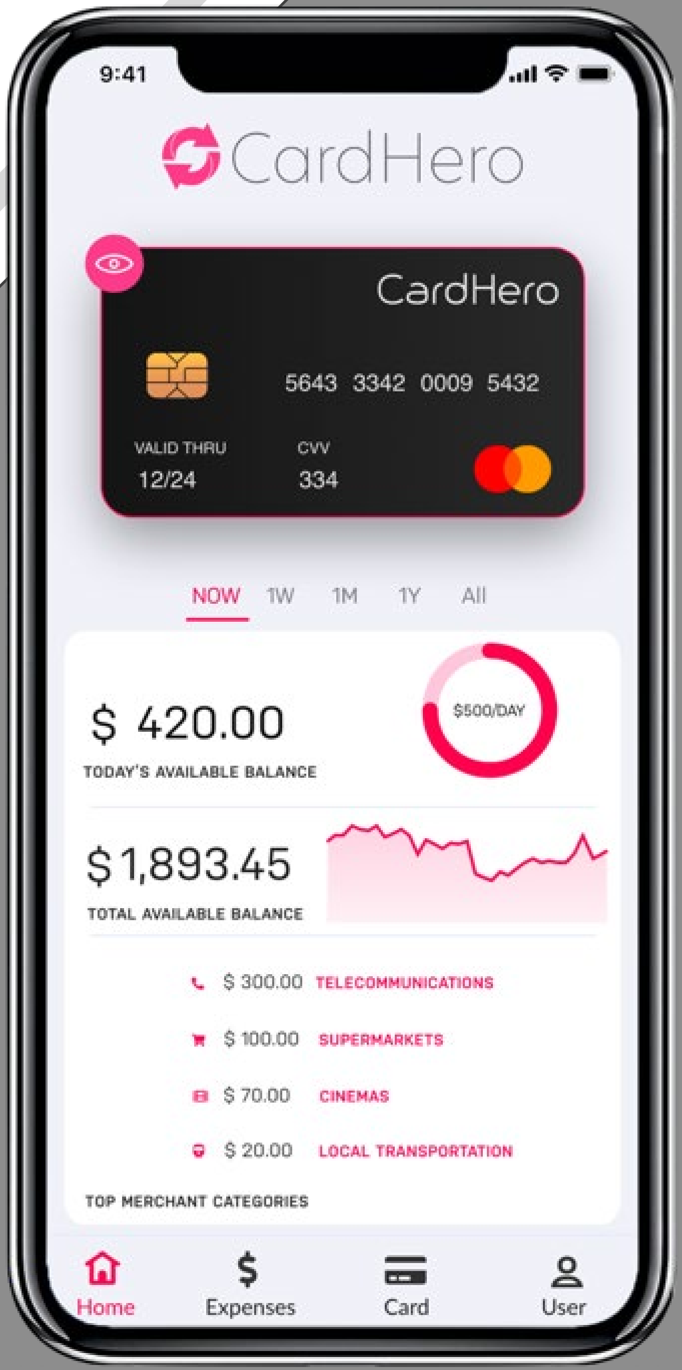
Employee Purchasing

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

Westhaven
Live how you choose.





CardHero

Fund Disbursement

Core Target Market:
- Large volume of transactions
- Pre-approval capabilities
- Post transaction reporting tools

Clients On-Boarded

Westhaven
Live how you choose.

Fund Disbursement Purposes

LIFE WITHOUT BARRIERS

ndis

CardHero +

The outlook

8CO will consolidate and secure its position in large enterprise financial payments and transaction management

A clear focus on:

- Grow organic revenue through new agency wins, uplift in users and increase of ARPU
- Over 27,000 users to go live under Fed GovERP in FY24
- Focus on strategy to deliver CardHero existing clients and clearly defined opportunities
- Expand direct client footprint and Develop partner ecosystem to scale distribution to new markets
- Strong balance sheet provides all capital required to execute on growth and transition to cash flow positivity

Investor Relations
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