



ASX and media release

1 September 2014

8common achieves growth in 2014

Key highlights

- **Strong financial performance in FY14 on a like for like basis**
- **Successful ownership transition of acquisitions now completed**
- **Synergies being achieved between Expense8 and Realtors8 product teams**
- **Business has commenced the execution of its expansion strategy**

Dual Sydney and Singapore headquartered technology company 8common Limited (ASX: 8CO) is pleased to announce its preliminary unaudited results for the period from incorporation (25 February 2014) to 30 June 2014. Over this period the Group achieved revenue of \$1,147,501 and a consolidated profit after tax of \$127,933. The results included the expensing of a range of costs associated with the acquisition of the Expense8 business and certain costs associated with the IPO, which occurred following the period end. The Realtors8 business delivered growth in both revenue and profit whereas the Expense8 results were in line with previous year results. The result for FY2014 compared to FY2013 on an aggregate basis for the Group is as follows:

	Aggregate FY2013 \$	Aggregate FY2014 \$	Variance \$	Variance %
Revenue	2,870,711	2,924,604	53,893	1.9%
Expenses	1,909,420	2,244,992	461,815	17.6%
NPBT	961,291	679,612	(281,678)	(29.3%)

Commenting on the results, Nic Lim, CEO of 8common, said:

“I am pleased to report a smooth transition of ownership which has resulted in a modest growth of both revenue and profit on a like for like basis in comparison to the previous year. This provides for a very strong foundation from which we can execute our expansion plans.

“Synergies are being achieved by the product teams of Expense8 and Realtors8 through the leveraging of resources and intelligence from each other. Whilst the products are distinctive in customer type, support and distribution, we have already seen significant benefits in areas of product development, systems architecture, design and strategy.”

“The company remains on track to deliver on its exciting business plan as detailed in the company’s prospectus. 8common’s market leading productivity and business software solutions, together with a scalable and profitable business model, ensures we are well positioned to capitalise on the significant growth opportunities available to us. The company has no debt and is generating strong positive cash flows.”



During the period to 30 June 2014 there was \$76,845 in depreciation and amortisation costs as well as \$162,793 in one-off acquisition and listing related costs and approximately \$65,000 in head office costs that were expensed and were not incurred in FY2013. Comparing the FY2013 result of \$981,159 on a like for like basis, the FY2014 result would have been \$984,250, a 0.3% increase over the previous year.

Even though this is only a slight increase in the bottom line profit amount, it came at a time when there was a large amount of internal disruption due to the purchase of the businesses and the focus of the Board of Directors and management going towards the listing of the entity on the ASX.

To help our current and future shareholders better understand the performance of the businesses and to enable a comparison of the performance of the businesses between FY2013 and FY2014 the below table highlights the abnormal items between the years to show a normalised result for FY2014:

	Aggregate FY2013 \$	Aggregate FY2014 \$	Variance \$	Variance %
Revenue	2,870,711	2,924,604	53,893	1.9%
Expenses	1,909,420	2,244,992	461,815	17.6%
NPBT	961,291	679,612	(281,679)	(29.3%)
Depreciation & Amortisation	19,868	76,845	60,781	286.8%
Acquisition & IPO related costs expensed	-	162,793	162,793	~
Head office costs	-	65,000	65,000	~
Comparable aggregate EBITDA of operating businesses	981,159	984,250	3,091	0.3%

Note: Refer to the Prospectus for an outline of expected full year costs associated with the 8common Ltd Group that are not included in operational expenses of the two underlying businesses.

Growth and Expansion

Mr Lim said that 8common has a two pronged expansion strategy for growth of the business. The first involves further product development to support growth in its traditional markets in Australia and North America. The second is centred on geographic expansion of its products into Asia.

“With the acquisitions and listing now complete, we look forward to rolling out the company’s clearly defined execution roadmap and building value for our shareholders.”

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About 8common Limited

The 8common Group’s primary business is in the development and distribution of two established software solutions: Expense8 and Realtors8. The solutions help companies, their employees and professionals control costs, boost productivity and in the case of Realtors8, generate leads