



Company announcement and media release

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8common Limited subsidiary, Expense8, grows client footprint, revenues by 15% and announces new strategic relationships

Dual Sydney and Singapore headquartered technology company 8common Limited (ASX: 8CO) is pleased to announce some exciting developments with its travel and expense management subsidiary, Expense8. The Expense8 business has continued to make strong progress since 8common's listing on the Australian Stock Exchange (ASX) in August this year, winning new clients, growing revenues by over 15% and expanding its offering.

"We are very pleased with the progress since acquiring the business in March this year. Increasing the client geographical footprint, revenue growth and new partnerships with global industry leaders positions us very well as we prepare the business for exponential growth. Clients have responded very encouragingly as demonstrated by the new geographical and client mandates. This is clearly a game changer moment for Expense8," said Zoran Grujic, Managing Director of Expense8 and CFO of 8common Limited.

Expense8's client footprint continues to expand, with clients now spanning across eight countries – Australia, United Kingdom, Japan, Hong Kong, New Zealand, Singapore, USA and the newest country, the Philippines. Product development has been a major focus for the Company as it positions itself for exponential growth in both existing and new markets.

Expense8 is very pleased to also announce that it has recently entered into two key strategic relationships that will support both product and marketing ambitions. These relationships have been formed with Amadeus, a leading provider of advanced technology solutions for the global travel industry, and Airplus, a leading global provider of payment and billing solutions for business travel. Both companies are large scale, global companies with strong track records, and Expense8 is very excited about the potential of these relationships.

With close to 30 years of experience, Amadeus has built a strong reputation in the travel and tourism sector. It provides the technology which keeps the travel sector moving - from initial search to making a booking, from pricing to ticketing, from managing reservations to managing check-in and departure processes. This strategic relationship with Amadeus will see the integration of Expense8's expense management automation tool, expense8, with Amadeus' leading online booking tool, e-Travel Management. Corporations benefit from improved efficiency and compliance by managing their travel approval, booking and expense management as an end-to end process within a single interface.

AirPlus has grown over the last 25 years to service more than 41,900 corporate customers in almost 60 countries. It offers innovative payment systems that simplify billing and payment processes for its clients, and improves the transparency around corporate travel. Expense8 has been working closely with AirPlus to integrate a number of their clients onto the Expense8 system. The seamless integration between the two systems enables expense data to flow more efficiently and reduces the errors introduced to the expense system.

Commenting on the new strategic relationships, Mr Grujic said:

"We are very pleased to be able to align with global leaders, which we believe is testament to the standing the Expense8 business has built in the market since the product launched in 1998. The Amadeus



relationship will allow Expense8 to deliver a complete end-to-end solution for its expense management clients, while the AirPlus relationship will open a significant channel for us in terms of potential new corporate clients.”

“Both these strategic relationships will further strengthen our product and forge new joint marketing initiatives. We look forward to offering our clients an end-to-end solution that will streamline their travel and expense management function and provide valuable analytics around their business expenses,” said Mr Grujic.

Expense8’s growth has seen the business grow its revenue by over 15% in comparison to the same time last year on the back of new clients, customisations and increase in the number of transactions.

Mr Grujic said, “Blue chip existing client base, sales growth and a solid product supported by industry leading partners is exactly what we had planned for leading up to the IPO in August. The pace will continue to pick up from here.”

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About 8common Limited and Expense8

The 8common is listed on the Australian Stock Exchange (ASX:8CO). It is an enterprise software company with a primary business is in the development and distribution of two established software solutions: Expense8 and Realtors8. Expense8 is an integrated end to end Travel and Expense management solution used by government agencies, Australian corporates and multinationals in 8 countries. Expense8 operated on both licence fee and transaction based business model.

About Amadeus

Amadeus is a leading provider of advanced technology solutions for the global travel industry. Customer groups include travel providers (e.g. airlines, hotels, rail and ferry operators, etc.), travel sellers (travel agencies and websites), and travel buyers (corporations and travel management companies).

The Amadeus group employs around 10,000 people worldwide, across central sites in Madrid (corporate headquarters), Nice (development) and Erding (operations), as well as 71 local Amadeus Commercial Organisations globally. The group operates a transaction-based business model. Amadeus is listed on the Spanish Stock Exchange under the symbol “AMS.MC” and is a component of the IBEX 35 index.

To find out more about Amadeus please visit www.amadeus.com, and www.amadeus.com/blog for more on the travel industry.

About Airplus

AirPlus International is a key provider of savings to over 40,000 customers worldwide through a suite of business travel payment solutions which include central bill accounts, corporate cards and online management tools. AirPlus is travel agency neutral, the leading issuer of UATP worldwide and the preferred partner of various airlines such as Air China, Continental Airlines, Luxair, Lufthansa German Airlines, Austrian Airlines, Swiss International Air Lines, TAP Portugal and Singapore Airlines.