



Identify . Acquire . Grow
Global Software Products, Capturing Asian Growth

AGM Presentation

November 2014





Consolidated Group Financials Q1 2015



	Q1 FY15 A\$
Revenue	642,700
Expenses	567,563
NPBT	75,137
Cash flow	1,316,000
Cash Position	1,682,000

- Performance in-line with expectations
- Smooth ownership transition
- Seeing immediate operational synergies
- Expect cost efficiencies
- Refining the identify, acquire, grow model
- Growing resources, better execution
- Moving into the HR space via partnership & planned acquisition
- Year on year revenue up 6.5%
- Healthy cash position of \$1.6m
- Added \$200,000 in operating and financing cash flows in Q1
- Prudent acquisition practice resulted in a \$169,000 saving on the BIS acquisition
- Planned HR acquisition expected to be yield accretive

Products updated. Financial performance intact. Ready for Asia & acquisitions.

Review: Expense8 Q1 FY15' vs. Q1 FY14'



	Q1 FY15 A\$	Q1 FY14 A\$	Variance %
Revenue	365,183	316,832	15.3
Expenses	351,137	367,674	(4.5)
NPBT	14,046	(50,842)	
Revenue: SaaS	133,275	123,200*	8.2
Revenue: Customer	176,671	122,243	44.5
SaaS Transactions	84,804	57,218	48.2
SaaS Accounts	6,116	5,381	13.7

*applying consistent accounting policies

Activity

- Travel module Phase 1
- Partnerships with Amadeus & Airhelp
- UI/UX Revamped
- Integrated Travel & Expense
- Mobile module completed

Highlights

- 1st Government Private Cloud
- Clients moving into SaaS
- Opportunities in Asia validated
- Added clients in the Philippines & NZ
- 8 countries

Growth across all areas. Product ready. All set for Asian expansion.

Expense Only (Old)



WELCOME TO icms Email: icmsadmin@gpt.com.au Phone: 02 8239 3777

HELPFUL TIPS	
Going on leave?	<input type="checkbox"/> ?
Applying for Amex?	<input type="checkbox"/> ?
Applying for MasterCard?	<input type="checkbox"/> ?
Need to claim 'km usage'?	<input type="checkbox"/> ?
Need to claim 'Car Toll deductions'?	<input type="checkbox"/> ?

By submitting expenses through ICMS, you confirm that you have read and understood all of GPT's policies in relation to

AMEX is open. The current period is June 2014

Cash Advance is Locked

Cash Reimbursement is open. The current period is September 2014

Cash Reimbursement CTI is Locked

Westpac MasterCard is open. The current period is September 2014

Westpac Visa is open. The current period is September 2014

Number of users logged into GPT :14 Total number of users: 54

Account Holder Details	Invoice Details	Period Type	Period (ctrl-click to select/deselect)
Last Name starts with: <input type="text"/>	Invoice Number is: <input type="text"/>	SAP - Cash Reimbursement CTI	<input type="checkbox"/> All <input type="checkbox"/> Sep 2010 <input type="checkbox"/> August 2010 <input type="checkbox"/> July 2010
First Name starts with: <input type="text"/>	Status <input type="radio"/> Any <input checked="" type="radio"/> Open <input type="radio"/> Closed		
Employee No. starts with: <input type="text"/>	Where any expenses are (ctrl-click to select/deselect) <input type="checkbox"/> Any <input type="checkbox"/> Unsubmitted <input type="checkbox"/> Committed <input type="checkbox"/> Submitted <input type="checkbox"/> Authorised <input type="checkbox"/> Sent to GL <input type="checkbox"/> Rejected	SAP - Westpac MasterCard	<input type="checkbox"/> All <input type="checkbox"/> September 2014 <input type="checkbox"/> August 2014 <input type="checkbox"/> July 2014
Company (ctrl-click to select/deselect) <input type="checkbox"/> All <input type="checkbox"/> SAP - The GPT Group	Expenses Received? <input checked="" type="radio"/> Any <input type="radio"/> Yes <input type="radio"/> No		
Management Unit (ctrl-click to select/deselect) <input type="checkbox"/> All <input type="checkbox"/> Billing Account <input type="checkbox"/> Default		SAP - Cash Advance	<input type="checkbox"/> All <input type="checkbox"/> Nov 2009 <input type="checkbox"/> Oct 2009 <input type="checkbox"/> Sep 2009
Account Number starts with: <input type="text"/>		SAP - AMEX	<input type="checkbox"/> All <input type="checkbox"/> June 2014 <input type="checkbox"/> May 2014 <input type="checkbox"/> April 2014
Truncated AccountNumber starts with: <input type="text"/>			
Truncated AccountNumber ends with: <input type="text"/>			
			<input type="checkbox"/> All

Travel & Expense Revamped



expense8 Powered by BIS \$ Expense - ✕ Travel Report **Expense List Screen** Charlie Parker

Authorise Expenses

Search Sort by Date: Newest first 10 20 40

Status	Account Holder	Charge Description	Purpose & Coding String	Amount	Actions
	Davis, Miles Westpac Visa	TRAMEZZINI ESPRESSO ⓘ 22/06/2013 March 2014	Client Meeting Sales / Office Supplies	\$10.00 Tax: \$0.91	
	Davis, Miles Westpac Visa	WILSON PARKING MEL042 ⓘ 22/06/2013 March 2014	Sales Meeting	\$34.00 Tax: \$3.09	
	Davis, Miles Westpac Visa	WILSON PARKING SYD137 ⓘ 22/06/2013 March 2014	Lunch Trip	\$28.00 Tax: \$2.55	
	Davis, Miles Westpac Visa	MYER CENTRE CARPARK/Sales ⓘ 22/06/2013 March 2014	Sales Meeting	\$20.00 Tax: \$1.82	
	Davis, Miles Westpac Visa	Sofitel Wentworth Sydney ⓘ 21/06/2013 March 2014	Sales Trip	\$252.00 Tax: \$22.91	
	Davis, Miles Westpac Visa	YELLOWCAB AUS 131924 ⓘ 20/06/2013 March 2014	Prospect Meeting	\$13.59 Tax: \$0.00	

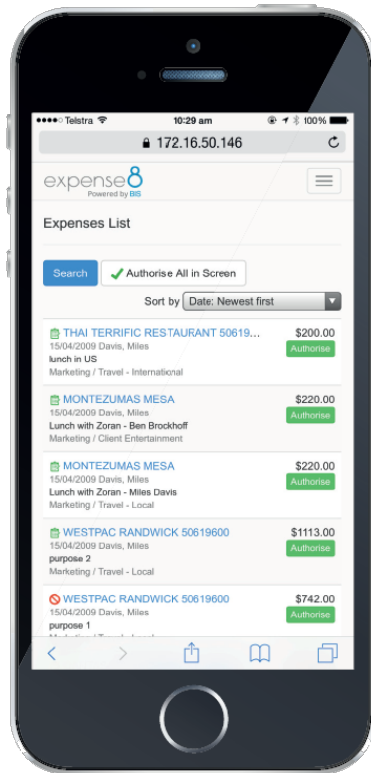
expense8 Powered by BIS \$ Expense - ✕ Travel Report **Trip List Screen** Ben Traveller

My Trips

Search Create Sort by Trip ID: High to Low 10 20 40

	Trip to Canberra ID: 603 29/10/2014 - 04/11/2014	SYD ⇄ CBR Reason: Customer Meeting	\$355.70
	Trip to Melbourne for Client Retention ID: 502 14/10/2014 - 17/10/2014	SYD ⇄ MEL Reason: Customer Meeting	\$717.05
	Meetings in Brisbane ID: 501 14/10/2014 - 17/10/2014	SYD ⇄ BNE Reason: Customer Meeting	\$1052.94
	Trip to Perth ID: 381 24/09/2014 - 02/10/2014	SYD ⇄ PER Reason: External Training	\$760.26
	Trip to Melbourne (1) ID: 341 03/09/2014 - 05/09/2014	SYD ⇄ MEL Reason: Customer Meeting	\$458.40
	Trip to Melbourne ID: 283 29/10/2014 - 30/10/2014	SYD ⇄ MEL Reason: Customer Meeting	\$354.00

Enhanced Mobile Solution



expense8
Powered by BIS

10:28 am
172.16.50.146

2. Found a transaction you didn't make ?
Call [1800 123 456](tel:1800123456)

3. Going on leave ? Nominate a Delegate/Deputy

4. How to add a reimbursement expense.

5. Mobile tutorial.

6. Cabcharge presentation.

\$ Expense

- Total to Code/Submit **14**
- Pending Reimbursement Approval **0**
- Total to Authorise **3**
- New Expense Claim
- Upload Receipts

✈ Travel

- Total to Approve **0**

expense8
Powered by BIS

10:29 am
172.16.50.146

Expenses List

Search Authorise All in Screen

Sort by **Date: Newest first**

THAI TERRIFIC RESTAURANT 50619...	\$200.00	Authorise
15/04/2009 Davis, Miles lunch in US Marketing / Travel - International		
MONTEZUMAS MESA	\$220.00	Authorise
15/04/2009 Davis, Miles Lunch with Zoran - Ben Brockhoff Marketing / Client Entertainment		
MONTEZUMAS MESA	\$220.00	Authorise
15/04/2009 Davis, Miles Lunch with Zoran - Miles Davis Marketing / Travel - Local		
WESTPAC RANDWICK 50619600	\$1113.00	Authorise
15/04/2009 Davis, Miles purpose 2 Marketing / Travel - Local		
WESTPAC RANDWICK 50619600	\$742.00	Authorise
15/04/2009 Davis, Miles purpose 1		

Review: Realtors8 Q1 FY15' vs. Q1 FY14'



	Q1 FY15 C\$	Q1 FY14 C\$	Variance %	Oct 2014
Revenue	271,596	264,818	2.6	89,364
Expenses	211,809	196,452	7.8	
NPBT	59,787	68,366	(12.7)	
Monthly Recurring	231,693	244,499	(6.1)	73,333
Custom & others	39,903	20,319	96.4	16,031
Billed sites	1,824	1,862	(2.0)	1,887

Activity

- New pricing introduced from 9/37/57/107/129 to 17/37/57/77
- Lower subscription, higher custom spend
- New website & control panel
- Partnerships with MobileAds & Dynamic Creative
- UI/UX Revamped

Highlights

- Monthly recurring down slightly due to new pricing
- Custom solutions up 96.4%
- Billed sites surging strongly to hit 1,887 in October
- Asian strategy to deliver product with lead generation and new media formats

New lower pricing structure. Move towards custom and performance revenue.

Revamped website in December 2013



HOME PLANS TEMPLATES APPROVED VENDORS BLOG CONTACT ORDER SUPPORT

ubertor
video focused real estate agent websites

30 Days Free
No Contract
No Setup Fee
No Obligation
Ready In Minutes

Get Started!

Combustion YouTube Vidler facebook

Step 1
Choose the plan that best suits your needs!

Step 2
Sign up online and your website will be ready the same day

Step 3
Start utilizing the power of an Ubertor website for your business

BUILD MY SITE >

ubertor WEBSITE PLANS

	CONCERGE \$107.00/mo.	PLUS \$57.00/mo.	BASIC \$37.00/mo.	LIGHT \$9.99/mo.
LISTINGS				
Active Listings	Unlimited	45	5	0
Sold Listings	Unlimited	Unlimited	25	0

ubertor TOUR TEMPLATES PRICING SUPPORT **START FREE TRIAL**

Real Estate websites made easy

Have your website up and running in 90 seconds

START FREE TRIAL >

TAKE PRODUCT TOUR

Power market your listings

Ubertor provides one of the most powerful listing creation tools online. It's not just powerful, but very easy to use. If you can "fill in the blanks", you can create your first Real Estate listing.

Search engine optimized websites

Ubertor's Real Estate websites are built for all the major search engines, especially Google. All the pages on your website, including all your Real Estate listings will be tailored to rank high in the searches, generating more leads for you.

Full MLS integration

Focus on what you do best - selling. Let our system automatically market your Real Estate listings, your office listings, and any other Real Estate listings you want to display.

FIND OUT HOW

Testimonials

[Leave a message](#)



Sydney . Manila . Singapore . Vancouver . Kuala Lumpur

8common Limited (8CO:ASX)

Revamped Control Panel in July 2014



1 MONTH FREE Bryan Sloan | [View Website](#) | [Enhancements](#) | [Access CP2](#) | [Live Tour](#) | [Logout](#)

Dashboard Marketing Pages Blog Listings Video Refer Ubertor Setup Billing

Welcome Bryan Sloan Type your question here Search [click here for LIVE HELP](#)

Dashboard > Pages > Pages Pages

EDIT A PAGE LIBRARY

Edit a Page

Main Menu
Expand All / Collapse All
Click on the Web Page you wish to edit:

- Home
- (53) Properties
 - OfficeAFC
 - Subpages
 - Expand Subpages
 - Collapse Subpages
 - Add New Subpage
 - Edit
 - Edit Page Content
 - Edit Raw Page Content
 - Search Engine Optimization
 - Hide Page
 - Tools
 - Edit Banner
 - Manage Module
 - Move
 - Move Up
 - Move Down
 - Move to Front
 - Move to End
 - Move to Bottom
 - Move Level
 - Move under 'Home'
 - Move under 'OfficeAFC'
 - Move under 'Blog'
 - Move under 'For Buyers'
 - Move under 'Contact'
 - Move under 'Links'
 - Move under 'AFCTest'
 - Move under 'Map Search 1'
 - Move under 'VideoShowcase'
 - Move under 'For Rent'
 - Move under 'Rented'
 - Blog
 - For Buyers
 - Contact
 - Links
 - AFCTest
 - Map Search 1
 - VideoShowcase
 - [+ new main page]
- Bottom Menu**
Expand All / Collapse All
[+ new bottom page]
- Footer**
 - Privacy Policy
 - Sitemap
- Mobile**
 - Home
 - (52) Listings
 - Blog
 - Contact

Bryan Sloan ADD LISTING RATE US 1 MONTH FREE WHAT'S NEW? Revert to Legacy CP

WEBSITE OVERVIEW Leads 2 1 Active listings 52 Sold listing 1 Pages 42 Blogs 468 Videos 3 Mb of Videos 180

DASHBOARD PAGES LIBRARY LISTINGS BLOG VIDEO MARKETING ACCOUNT & SETTINGS BILLING LIVE HELP KNOWLEDGE BASE LIVE TOUR

WELCOME BRYAN SLOAN!
Wednesday, November 26, 2014
Hello Bryan Sloan,
Follow Ubertor on Twitter - @Ubertor
Pick up a copy of Stephen Jagger's new book "Sociable! - How Social Media is Turning Sales and Marketing Upside-Down" [here](#).

Tweets
@Ubertor
KyleAndJay.ca @KYLEandJAYca 17h
I gotta say, the #service received from @ubertor is always top notch! Quickly settled a billing issue #greatservice #realestate Thx uberOres
Retweeted by ubertor

UPCOMING EVENTS
JUMPSTART
Leap past the competition in Google, Yahoo! and MSN with 8 easy steps. Each step takes around 5 minutes. Complete in one or multiple sittings. Do click Live Help if you get stuck and need a hand.
Click the JumpStart button to get started today!
Jumpstart!

SUPPORT
Standard
2 complimentary support channels are available:
• Knowledge Base
• Live Chat

NEW UBERTOR FEATURES
• Tuesday, Sep 30
• Organize Your Listings in Multiple Categories
• Monday, Sep 22
• Create Your Own Automatic Listings Page with Ubertors New AFC Builder
• Thursday, Sep 4
• Single Property Real Estate Websites
• Thursday, Aug 28
• Show Everyone Yours the Expert with a Dedicated Condo Building Website
• Friday, Aug 9
• Ubertor will now automatically crop your images to fit just right

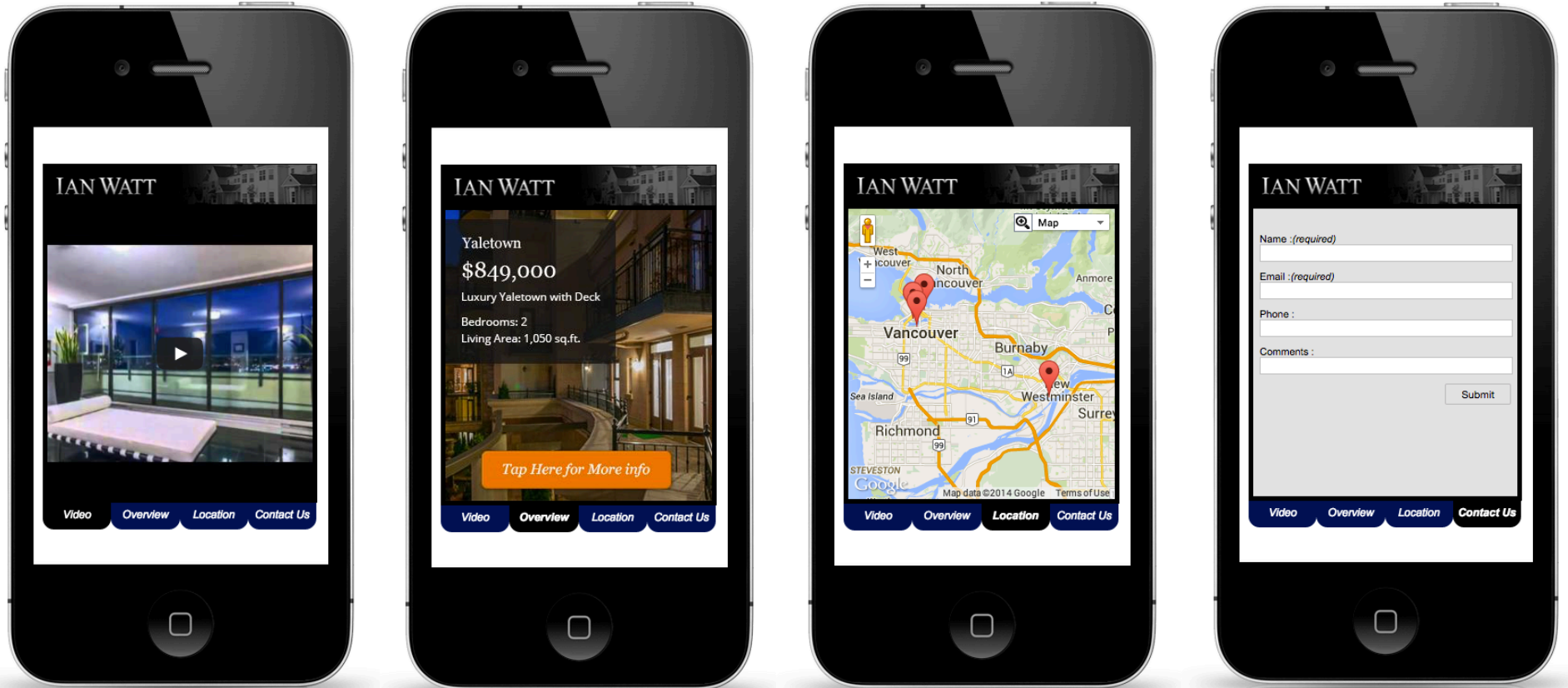
GETTING STARTED WITH UBERTOR
Setup Domain
Create business card portrait
Create first listing
Create first blog post
Create a new page

SUPPORT
Type your question here
[click here for LIVE HELP](#)

Chat with us! Type your message here



MobileAds Partnership – Lead Generation



Cutting edge advertising formats. Mobile first lead generation.

Dynamic Creative Partnership – Effectiveness

Sample Ads

The Campaign Managers can see sample ad copy simply by rolling over the template.



The screenshot shows a campaign manager interface. On the left, a tooltip for a dynamic ad displays the following text: "House Kingston Pde", "19 Kingston Parade Northgate For Sale.", "Call Shaun Hudson Smith, Ray White", and "22bareenaavenue.com". Below the tooltip, a search bar contains the text "PropertyType" and "Street". Other fields include "Locale" with "For Sale.", "Call" with "Agent", and "Url". On the right, a "FALLBACK AD" is shown with the text: "Ray White Real Estate", "The Widest Selection of Real Estate in Australia. Call Ray White Now!", and "www.raywhite.com.au". A "+ New" button is visible in the top right corner.

These ads then end up in Google, looking something like this.

4BR House Strathalbyn - 25berrysmithdrivestrathalbyn.com

Ad www.25berrysmithdrivestrathalbyn.com/

Features In This Home Are Endless. To View, Call Rob Hannam Now!

Next phase of digital advertising. Delivering highly effective campaigns.

Perform8: HR Vertical Strategy



- HOME
- PRODUCTS
- SERVICES
- CLIENTS
- ABOUT
- RESOURCES
- CONTACT US

Manage a gamut of HR functions with a
Complete Suite of HCM Modules

EXPLORE MORE

Proven success with over 600 companies

Cross-sell with Expense8, provide managed services to Australian corporates



Identify . Acquire . Grow
Global Software Products, Capturing Asian Growth

DISCLAIMER

This presentation has been produced by 8common Limited and may contain forward looking statements that are based on Management's current expectations, beliefs and assumptions and are subject to a number of risks and uncertainties. Forward looking statements contained in this presentation are not guarantees of future performance and involve risks and uncertainties that are difficult to predict, and are based upon assumptions as to future events that may not prove accurate. Therefore, the actual outcomes and results may differ from those described.

In any forward-looking statement in which 8common Limited expresses an expectation or belief such expectation or belief is expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the statement or expectation or belief will result or be achieved or accomplished. We are not under any duty to update forward-looking statements unless required to by law.

This investor presentation is not an offer of securities, and does not form part of any prospectus that has or may be issued. 8common Limited and its directors, employees, associates, affiliates and agents, make no:

- a. Representations or warranties, expressed or implied, in relationship to this presentation or the accuracy, reliability or completeness of any information in it or the performance of 8common Limited; and
- b. Accept no responsibility for the accuracy or completeness of this presentation.

This presentation is intended to provide information only and does not constitute or form an offer of securities or a solicitation or invitation to buy or apply for securities, nor it or any part of it form the basis of, or be relied upon in any connection with any contracts or commitment whatsoever. The information in this presentation does not take into account the objectives, financial situation or particular needs of any person. Nothing in this presentation constitutes investment, legal, tax or other advice.

This presentation does not, nor does it purport to, contain all the information prospective investors in 8common Limited would desire or require in reaching an investment decision. To the maximum extent permitted by law, 8common Limited, their officers, directors, employees, associates, affiliates or agents, nor any other person accepts any liability for any loss, claim, damages, costs or expenses of any nature (whether foreseeable or not), including, without limitation, any liability arising from fault or negligence on the part of any of them or any other person, for any loss arising from the use of this presentation or its content or otherwise arising in connection with it or any errors or omissions in it.

The distribution of this presentation in jurisdictions outside of Australia may be restricted by law. This presentation has not been filed, lodged, registered or approved in any jurisdiction and recipients of this presentation should keep themselves informed of and comply with and observe all applicable legal and regulatory requirements. In Australia, this presentation is made only to sophisticated or professional investors under the Corporations Act, but will be released on the ASX.