

March 2015 Quarterly Performance and Business Update

Dual Sydney and Singapore headquartered Performance and Productivity software company 8common Limited (**8common** or the **Company**) (ASX: **8CO**) is pleased to release its consolidated Quarterly Cash Flow for the quarter ended 30 March 2015. Key highlights include:

- Further development of the expense8 product and tighter integration with the Amadeus platform
- Focus on the integration of the COI group within the 8common group
- Quarterly cash flow performance on budget and in line with expectations
- Continued support of the Realtors8 platform in Asia with new customers coming on board

Commenting on the activities for the group for the nine months to date, 8common CEO, Nic Lim said '8common has had a very productive year. We are executing on our mission as a global software product company capturing Asian growth and positioning ourselves for strong growth in coming quarters. Product development, signing strategic relationships for Expense8 and Realtors8, undertaking due diligence on new acquisitions, bolstering the management team with experienced senior personnel have all been delivered whilst ensuring the existing businesses continues to perform'.

Cash flow performance

Cash flows for the group are traditionally skewed to the second half of the year, with the first nine months of the year generally being cash flow break even. Net operating cash flow for the quarter was an outflow of \$117,000, which was in line with expectations, and resulted in net operating cash flow outflow of \$52,000 for the 9 months ended 30 March 2015.

Expense8

Over the past three months Expense8 has been refining the integration with the Amadeus platform. Its revenue for the quarter is in line with expectations and is expected to grow in the coming months. During the quarter, the Expense8 division was focused on refining its integration with Amadeus to enable a better user experience.

Realtors8

Revenue was in line with expectations and comparable to the December 2014 quarter. Over the last quarter the Realtors8 division began its push into Asia with the on-boarding of initial clients in Malaysia. Increased marketing is expected in coming quarters and the number of Asian clients is expected to grow strongly.

Perform8

The acquisition of the business and assets of Sydney based employee survey and performance improvement business, Centre for Organisational Innovation (COI) was completed on 30 January 2015. Over the subsequent months we have focused on the integration of this business into the group, while looking at the cross sell opportunities available. Revenue from the division is in line with expectations and previous guidance.

Outlook

The performance of the group for the 9 months to March 2015 has laid the foundations for strong growth for 8common in the June 2015 quarter and beyond. Each division is performing in line with expectations in their base markets with growth commencing in target Asian markets.



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About 8common Limited

The 8common Group is listed on the Australian Securities Exchange (ASX:8CO). Its enterprise Performance and Productivity software products support government agencies, large corporates, multinationals and professional verticals (i.e. Real Estate) globally. The 3 primary products are Expense8, Realtors8 and Perform8. Expense8 is an integrated end-to-end travel and expense management solution used by government agencies, Australian corporates and multinationals in 8 countries. Expense8 operates on both a licence fee and transaction based business model. Realtors8 provides real estate agents and brokers in North America and Asia with a web based content management system that allows for the creation of unique websites to list property portfolios including integration with multi listing services (MLS) systems. It provides real estate agents and brokers with tools to generate lead for their property listings and to manage their customers. Perform8 incorporates the Centre for Organisational Innovation's (COI) employee survey product to assist organisations with employee surveying and performance improvement.

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