

## September 2015 Quarterly Performance and year to date update

Performance and Productivity software group 8common Limited (**8common** or the **Company**) (ASX: **8CO**) is pleased to release its consolidated Quarterly Cash Flow for the quarter ended September 30 2015. Key highlights for the quarter up till the date of this release include:

- Expense8 continues strong growth on the back of the successful NSW Department of Education tender by winning multi-year contracts with Roche Diabetes Care and Mitre10 (existing client) and more onto the new platform
- Realtors8 revenue grew 71% (year on year) including RPM and Clicksold
- Realtors8 on a like for like basis (omitting the RPM and Clicksold acquisition) grew 21% (year on year)
- Realtors8 main asset increased its conversion rate from 55% to 80%
- Perform8 revised websites launched and won sizeable multi-year new business from Box Hill Institute, and a consortium of Perth Local Government, Laing O-Rourke and AECOM
- \$1,200,000 Convertible Note raise completed in October

Commenting on the current financial year achievements, 8common CEO, Nic Lim said ‘we are winning on all fronts with strong customer endorsement, high conversion rates and continued support from investors’.

### Cash flow performance

Cash flows for the group are traditionally skewed to the second half of the year with the final quarter being the strongest. Net operating cash flow for the quarter was an outflow of \$92,000, which was better than expectations due to better cost controls. Perform8 expects to collect customer receipts in the following quarter as new clients signed in the September quarter commence their project. The following quarter is expected to deliver strong customer operating receipts. In addition to the cash held at the end of September 2015 the group also had receivables of approximately \$600,000.

### Expense8

The pace continues to build as customers both old and new are attracted to and commit to the new platform. Existing client spend has also increased (up to 50%) as more features and functions are adopted. Notable client wins include Roche Diabetes Care and Mitre10 (existing client).

Significant opportunities in the core Australian business continue to be presented across both public and private sectors, which places the business in a solid position. Asia is gaining momentum with a build up of proposals and engagement with potential partners.

Commenting on the performance of Expense8, Nic Lim said “There was a lot at stake when we acquired this business some 18 months ago given the blue chip client base. The team has done a phenomenal job taking the product to where it is today and closing well in excess of \$1.5 million in new multi-year contracts in the last 6 months with new clients alone.”

### Realtors8

Realtors8 is enjoying the benefits of the recent acquisition of the RPM and Clicksold businesses as demonstrated by the product, cost and sales benefits. The original Realtors8 business grew 21% on a year on year basis whilst the business as a whole grew 71%.



Customer receipt contributions for the quarter ending 30 September 2015 which included RPM and Clicksold was \$436,331. On a like for like basis, the existing Realtors8 division collected an all-time high at \$308,679 compared to the previous year performance of \$253,881.

Commenting on the performance of Realtors8, Nic Lim said “We are on track and growing this business rapidly. The acquisition is performing to plan and the team has gained a lot of experience having now executed on 2 acquisitions in this space.”

### **Perform8**

Significant multi-year deals have been signed with new clients including Box Hill Institute and work has commenced on an iconic project that will see perform8 as the communications interface between Laing O’Rourke, AECOM and the Perth Government as part of the A\$100m Perth Stadium Station project. This Perth Stadium project marks the first partner deal on the new platform.

The multi-year contracts with monthly subscription and scheduled campaign based components are a clear step in the right direction, as is the successful growth of the Department of Defence account, which is now set to double this year.

As part of the sales and marketing ramp up, perform8 has launched a new website and associated lead generation program to increase numbers of prospects over the coming months. Sales efforts have intensified across both direct and partner channels.

Commenting on the performance of Perform8, Nic Lim said “The following quarters are going to be very exciting for this business as we double our efforts on the sales front and seize partner channel opportunities.”

### **Outlook**

All 3 operational businesses are clearly in sales growth mode as they have successfully past the ownership transition and core product renewal stages. Management is increasingly considering opportunities around building new products and further expansion opportunities. Partnership and reseller opportunities are being reviewed in Asia as the initial marketing efforts begin to bear fruit.

For further information please contact:

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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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