

## December 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 business update and consolidated Quarterly Cash Flow for the quarter ended December 31 2015. Key highlights include:

- 37% year on year increase in customer receipts for the 6 months ending December 2015
- Expense8 signed a strategic partnership with QBT (a subsidiary of travel provider Helloworld Limited (ASX:HLO)) to provide an integrated travel and expense solution
- Perform8 continues to deliver its product to blue chip clients and begin building a reseller network
- Realtors8 delivers a year on year revenue increase of 65%. Ongoing strong performance by both existing and recently acquired assets
- Board and management changes to facilitate growth, strategy and investor engagement
- Quarterly cash flow performance on budget and in line with expectations

Commenting on the activities for the December 2015 quarter, recently appointed 8common CEO, Nick Gonios said “8common continues to execute on successfully re-developing recently acquired products and growing its existing products. We are seeing strong growth and acceptance by our blue chip and loyal client base. These are exciting times as we have demonstrated the ability to win large clients and grow our existing base of business”

### Cash flow performance

Cash flows and revenues are on budget for the 6 months ended 31 December 2015 with an increase in cash receipts of \$1.843m vs \$1.342m over the same period last year. Net operating cash flow for the quarter was an outflow of \$247,000, which was in line with expectations, and resulted in net operating cash outflow of \$339,000 for the 6 months ended 31 December 2015.

Cash flows and revenues for the group are traditionally skewed to the second half of the year especially with the Expense8 business. The group continues to add to a high quality mix of recurring revenue from a spectrum of blue chip clients.

### Expense8

During the quarter, the Expense8 division was focused on building momentum with several customers committing to expense8 enterprise cloud (SaaS) migrations under multi year terms. This is a strong recognition of the overall team performance in transforming towards a world leading enterprise SaaS platform offering.

The expense8 pre trip travel module has also received strong endorsement from many customers with commitments expected to increase in calendar year 2016. This would add to Expense8’s new SaaS revenues as the division continues to focus on driving growth in Monthly Recurring Revenues (MRR) going forward. The Amadeus and QBT partnerships are driving more cross collaborative opportunities which have added further depth to the current sales pipeline.

Expense8 continues to build its Asia presence in Singapore and Malaysia and expects to announce several key partnerships across the travel & expense management market in coming months. Finally, a new Expense8 website was launched to become the growth marketing platform for the division leading into 2016.

Commenting on the performance, Nick Gonios said, “the team has been busy with implementing recent client wins including the sizeable NSW Department of Education and building out the pipeline of opportunities. We are in a sweet spot at the moment as the interest in adopting travel and expense management solutions is at an unprecedented high.”



### **Perform8**

A significant milestone was achieved during the quarter with the launch of Perform8 employee performance enterprise SaaS solution to the market. In addition, key new partners joined the Perform8 partner network with a strong focus on expanding this network leading into 2016.

Commenting on the performance of Perform8, Nick Gonios said “2015 was a year of transition for this division post the acquisition of the business from The COI Group. 2016 aims to be a year focused on accelerating product development with several new platform releases together with partner expansion initiatives to drive new SaaS (MRR) revenues for 8common across the Asia Pacific region.”

### **Realtors8**

Realtors8 division revenues were up 65% over the same period last year. This can be attributed to the wider choice of online real estate solutions available from the recent acquisitions of the RPM and Clicksold businesses together with the expansion of the North American sales team. It was a strong quarter for online platform optimisations across the division and further growth in the customer sales and success teams.

Realtors8 kicked off several complimentary partnerships across North America and continues to explore opportunities in Asia to deliver both greater market share and new revenues across the Realtors8 online real estate network.

### **Management team**

Board and management changes were announced to facilitate growth, strategy and investor relations. Nick Gonios was promoted from Group COO to CEO starting January 1<sup>st</sup>, 2016 with Nic Lim and Grant McCarthy becoming Executive Chairman and Non-Executive Director respectively.

### **Outlook**

The performance in the December 2015 half year has provided a platform for continued growth across all 3 8common divisions. Additional investment into key management and staff appointments with a focus on business development and enterprise SaaS product development solutions will continue in 2016.

“We have the fantastic mix of solid products, blue chip clients and large addressable markets to deliver growth. It’s now time to further engage with the investment community and make more people aware of the great business of the 8common Group.” said Nic Lim, Founder and Executive Chairman.

For further information please contact:

#### **Nick Gonios**

Chief Executive Officer

M: +61 416 239 111

E: [nick.g@8common.com](mailto:nick.g@8common.com)

#### **Nic Lim**

Executive Chairman

M: +65 923 66883

E: [nic@8common.com](mailto:nic@8common.com)

### **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.

[www.8common.com](http://www.8common.com)