

## **March 2017 Quarterly Performance and Business 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 31 March 2017. Key highlights for the quarter up till the date of this release include:

- Quarterly cash receipts from revenues were \$879,000, in-line with the same period last year;
- Cumulative cash receipts from revenues in the last 9 months were \$2,939,929, up by 8% year-on-year;
- Prime Minister & Cabinet goes live with Expense8 Travel module making it the second Federal agency on-board the integrated Travel and Expense management solution;
- Expense8 secured the Australian Communication and Media Authority (ACMA) as a new client;
- Proceeds of \$233,000 received as an initial component of the consideration terms for non-binding sale of the realtors8 business;
- Group cash position at the end of the quarter \$483,000, up by 93% from \$249,000 in the previous quarter
- Following end of quarter, 8common received \$379,000 under the Federal Government's R&D Tax incentive Program.

Commenting on the March 2017 Quarter cash flow, 8common Executive Chairman, Nic Lim said '8common continues to be on track to return to positive operating cash flow. Cash receipts for the quarter were in-line at \$879,000 and the 9 month cumulative cash receipts to date have grown by 8% year-on-year to \$2,939,929. Additionally, the initial cash receipt component for the sale of the realtors8 business has significantly strengthened our financial position and allows 8commons to fully focus on capturing growth in the employee productivity space.'

### **Cash flow performance**

As we continue in our growth investment phase, net operating cash flow for the quarter was an outflow of \$57,000, which is a solid improvement from the previous quarter (Q1 2017 outflow of \$99,000) and previous year comparable quarter (Q3 2016 outflow of \$372,000) and puts us on a path to return to positive operating cash flow. Cash receipts for the quarter were in-line at \$879,000 while the 9 month cumulative cash receipts to date have grown by 8% to \$2,939,929, driven by the expense8 monthly software as a service (SaaS) payment model.

The group cash position at the end of March 2017 was \$483,000, up by 93% from \$249,000 in the previous quarter.

### **Expense8**

The Department of the Prime Minister & Cabinet has also gone live with the Expense8 Travel module making it the second Federal agency to adopt the integrated Travel and Expense Management solution.

The momentum of existing customer iCMS to expense8 migrations proposal sign offs continued during the quarter with clients like Amcor, Federal Department of Finance, Boral Timber and Life Without Barriers. This further secures future revenues with multi year contracts.



Commenting on the performance of Expense8, Nic Lim said “Expense8 is hitting its stride as we grow acquire new clients and extend our existing relationships. We are very focused on delivering our class leading solution and expect to grow even stronger in the coming quarters. We are hitting the sweet spot.”

### **Perform8**

Perform8’s continues to engage with new and existing clients to deliver the solution together with reseller partners.

### **Realtors8**

On April 3, 2017, 8common announced that it had signed a non-binding term sheet to sell its realtor8’s business for a total consideration of SGD\$4.7m (or approximately A\$4.3m). As part of the consideration terms, 8common has received an initial payment of SGD\$250,000 (or approximately A\$233,000). The total consideration to be received is in excess of the carrying value of the realtors8 business unit. 8common will provide shareholders with further updates and disclosures as they arise. The Realtors8 business continues to deliver consistent performance.

### **Outlook**

8common will continue the drive growth across its businesses. The combination of growing revenue and strong cost management is expected to support a return path towards positive operating cash flow.

For further information please contact:

#### **Nic Lim**

Executive Chairman

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)**