ASX release

31 October 2017

September 2017 Quarterly Performance and Business Update

Performance and Productivity software group 8common Limited (**8common** of the **Company**) (ASX: **8CO**) is pleased to release its consolidated Quarterly Cash Flow for the quarter ended 30 September 2017. Key highlights for the quarter up till the date of this release include:

- $72,000 net cash outflow for the quarter, cash receipts from customers of $1,015,000;
- Significant new client wins with NSW Department of the Premier and Cabinet, NSW The Treasury, NSW Telco Authority, NSW Parliamentary Counsel and Federal Department of the Senate becoming clients;
- SaaS (Software as a Service monthly recurring platform and per transaction) revenue growth exceeded 48% on a year on year basis for the September 2017 quarter;
- Group cash position of $297,000 at 30 September 2017.
- Post 30 September, SGD$220,000 (approximately AUD$210,000) was received from Cloudaron Pte Ltd as part of the second tranche consideration for the 10% share sale of Realtors8 Pte Ltd. The entire consideration for the 10% stake was SGD$470,000);

Commenting on the September 2017 Quarter cash flows, 8common Executive Chairman, Nic Lim said "Key metrics continue to demonstrate improvement on a year on year basis. The future quarters of the year should continue to benefit from the strong growth in expense8 billings."

Cash flow performance

The Company recorded a cash outflow of $72,000 for the period which was an improvement from the prior year which was a cash outflow of $133,000. Cash receipts were slightly higher up 3% at $1,015,000 compared to the same period last year.

The group cash position at the end of September 2017 was $297,000. An additional SGD$220,000 (approximately AUD$210,000) was received from Cloudaron Pte Ltd on 20 October as part of the 2nd tranche payment for the 10% stake in Realtors8 Pte Ltd. The completion of the 10% share sale of Realtors8 Pte Ltd is expected to occur shortly.

Expense8

Core SaaS monthly recurring and transaction based revenue has grown in excess of 48% for the September 2017 Quarter versus the September 2016 Quarter (unaudited SaaS monthly recurring and transaction based revenue of $384,000 for the September 2017 quarter compared to $259,000 for the September 2016 quarter) as new and existing clients on-boarded over the previous financial year contributed strongly to revenue growth. Notable clients include the Federal Department of the Prime Minister and Cabinet, Federal Treasury, NSW Department of Education, Landmark and Amcor.

The Travel and Credit Card application and maintenance platforms are expected to fuel further growth as additional clients are on-boarded. Revenue models are similar across all platforms with implementation fees and SaaS based monthly platform and transaction fees.

Perform8

Management has begun to review the opportunities around Perform8 as group resources continue to focus on Expense8 and the sale of Realtors8.

Realtors8

The total consideration of SGD$470,000 has been received from Cloudaron Pte Ltd for the 10% sale of Realtors8 shares. Final completion procedures with respect to this have already begun and completion is due soon. There are no updates

available with regards to the sale of the remaining 90% stake in Realtors8. The Board and Management will provide updates as they become available.

Outlook

The group intends to continue pursuing a complete sale of Realtors8 to enable it to focus on the Expense8 business and build upon its suite of 3 platforms and market leading products.

For further information please contact:

Nic Lim
Executive Chairman
E: nic@8common.com

About 8common Limited
The 8common is listed on the Australian Securities Exchange (ASX:8CO). As a global software product company, 8common delivers productivity and performance software to enterprises and professionals globally. In its core markets of Australia and North America, its clients include government agencies, large corporates, multi-nationals and thousands of individual professionals. **www.8common.com**