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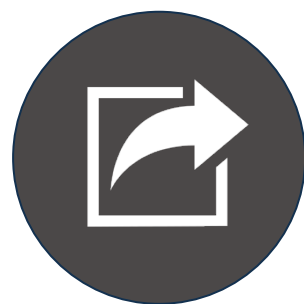
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we help clients manage transactions...



Approval



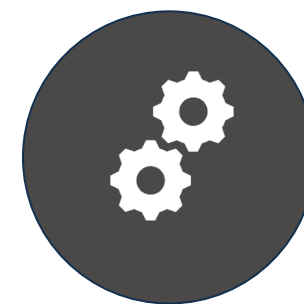
Card Expenses



Procurement Payments



Cash Payments



Taxi Fleet Car Petrol



Cash Allowance Advance

via our platforms...



Expense Management



Corporate Travel



Card Application & Maintenance



PayHERO Payment Gateway

to reconcile with financial erp



Leadership in Government



- Department of the Premier & Cabinet
- Department of Education
- Department of Justice
- Department of Finance, Services and Innovation
- Legal Aid

- Office of the Director of Public Prosecution
- Office of the Environment & Heritage
- Rural Fire Service
- Police Force
- Roads and Maritime Services
- Transport for NSW



Australian Government

- Australian Electoral Commission
- Department of the Senate
- Department of Finance
- The Treasury
- Department of the Prime Minister



- Whole of Government

some of our clients...

Blue-Chip corporate
customer base





- 2 complementary B2B software businesses:
 1. **Expense8**: leading cloud-based platform for employee expense management
 2. **PayHERO**: payment gateway providing merchant account services
- Strong and growing footprint of government and large corporate clients
- \$2.6m revenue in FY2018 (unaudited), transitioning from moderate to high growth:
 - +24% YoY revenue;
 - +56% YoY Software as a Service (SaaS) revenue;
- Clear path to 2.8x lift in Expense8 ARPU through upselling new platforms.
- Integrating PayHERO and Expense8 creates a procurement approval, payment gateway and expense reconciliation capability.
- Comparable companies have been acquired at revenue multiples of 6-15x.

Corporate Information

Capital Structure

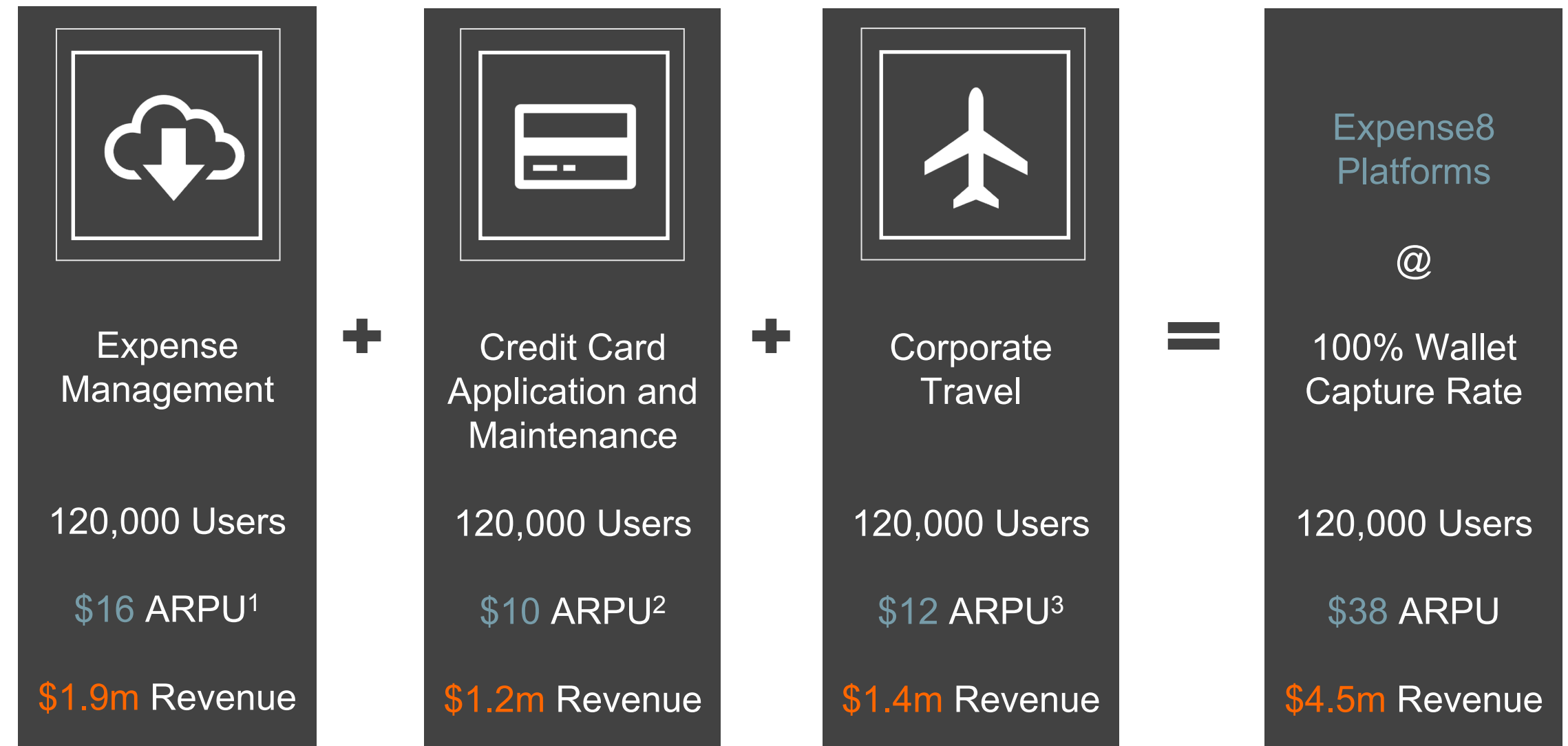
| | |
|------------------------------------------------|----------------|
| Share price (31-Aug-18) | A\$0.04 |
| Shares on issue | 136,130,136 |
| Listed Options at \$0.035 | 47,882,263 |
| Diluted Market Capitalisation | A\$9.2m |
| Cash (30-June-18) | A\$0.5m |
| Shares in Clouaron Bhd Bloomberg (CLOUD:MK) | A\$3.1m |
| Enterprise Value | A\$7.3m |

Shareholdings

| | |
|-----------|-------|
| Directors | 30.6% |
| Top 20 | 69.8% |

FY2018 (unaudited) **\$1.6m** revenue from **120,000 users** in SaaS revenue.
 Upselling **120,000 users** across all platforms at **ARPU of \$38** could deliver
\$4.5m, a **2.8x increase** in revenue.

Expense8,
 clear path to
100-200% uplift
 in Existing
 Customer ARPU



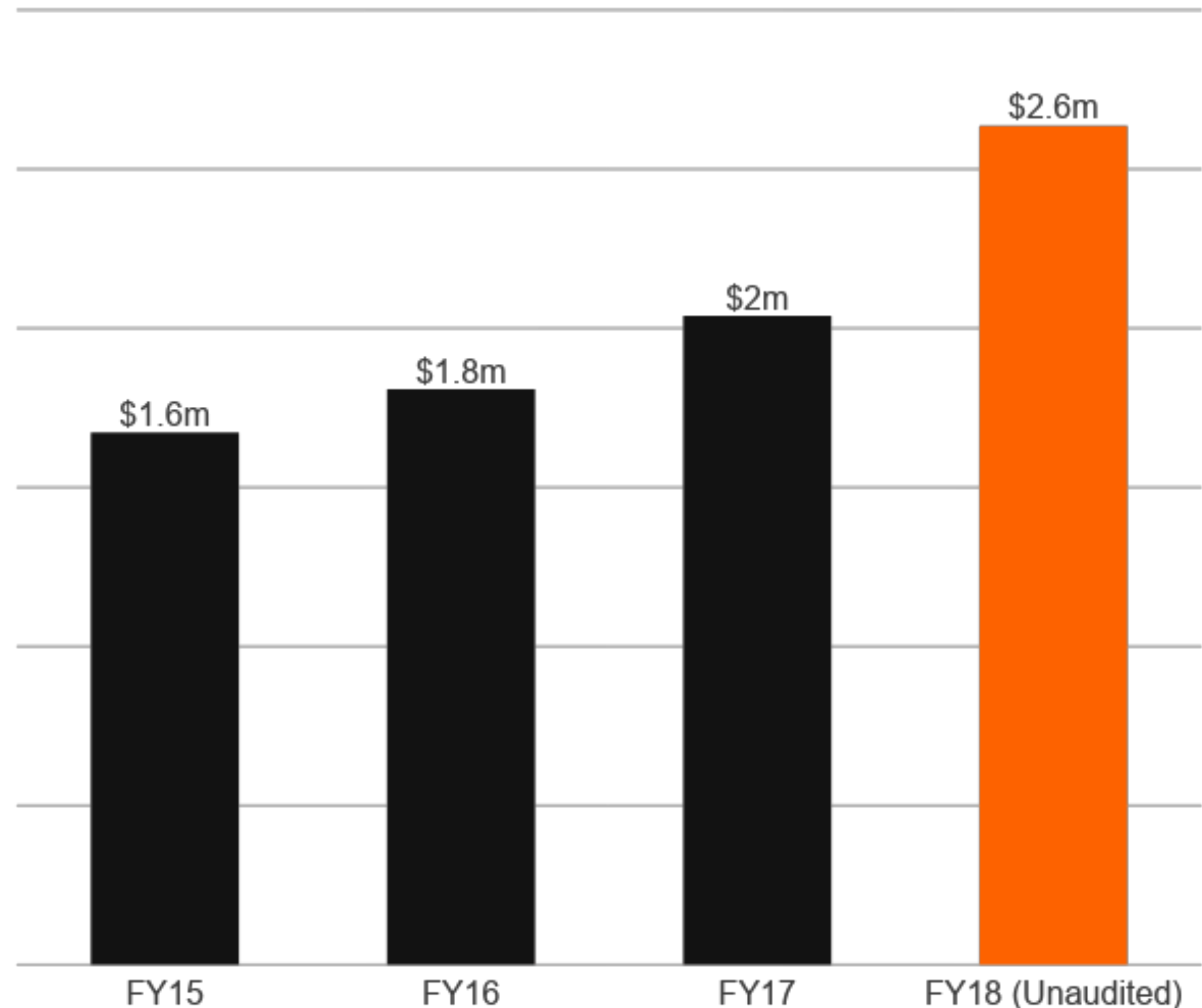
¹ Actual based on unaudited FY18 Expense8 June 2018 SaaS Revenue and Actual User Count

² Company estimates based on client transaction patterns

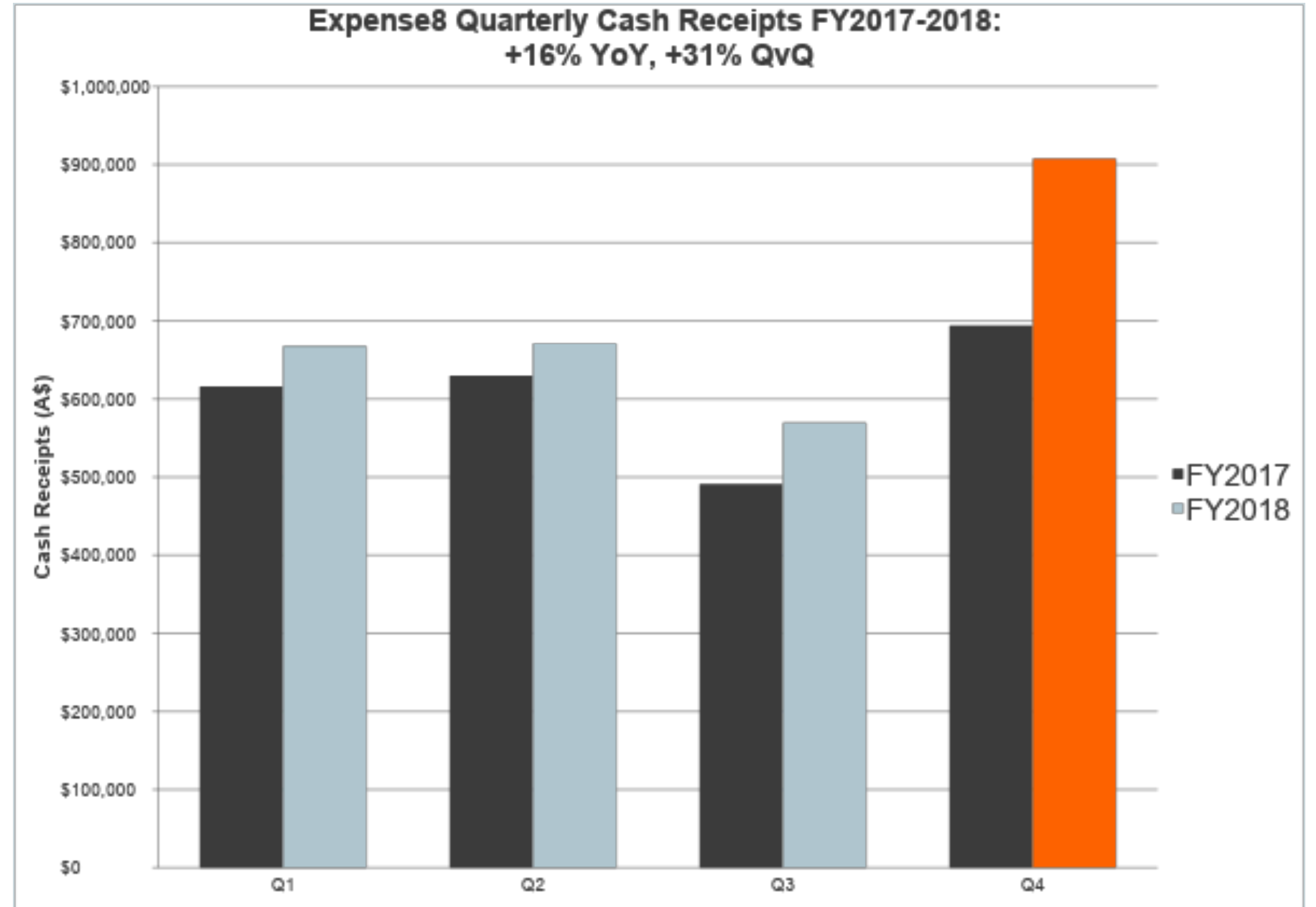
³ Actual based on FY18 Corporate Travel revenue from existing customer base

Transitioning from moderate to **high** growth

- **\$2.6m Expense8 Revenue** in FY18 (unaudited).
- **29% YoY Growth** in Expense8 Revenue from FY17 to FY18.
- **Multiple substantial new clients** onboarded in FY18, including the Federal Department of the Senate, NSW Department of the Premier and Cabinet and The NSW Treasury.

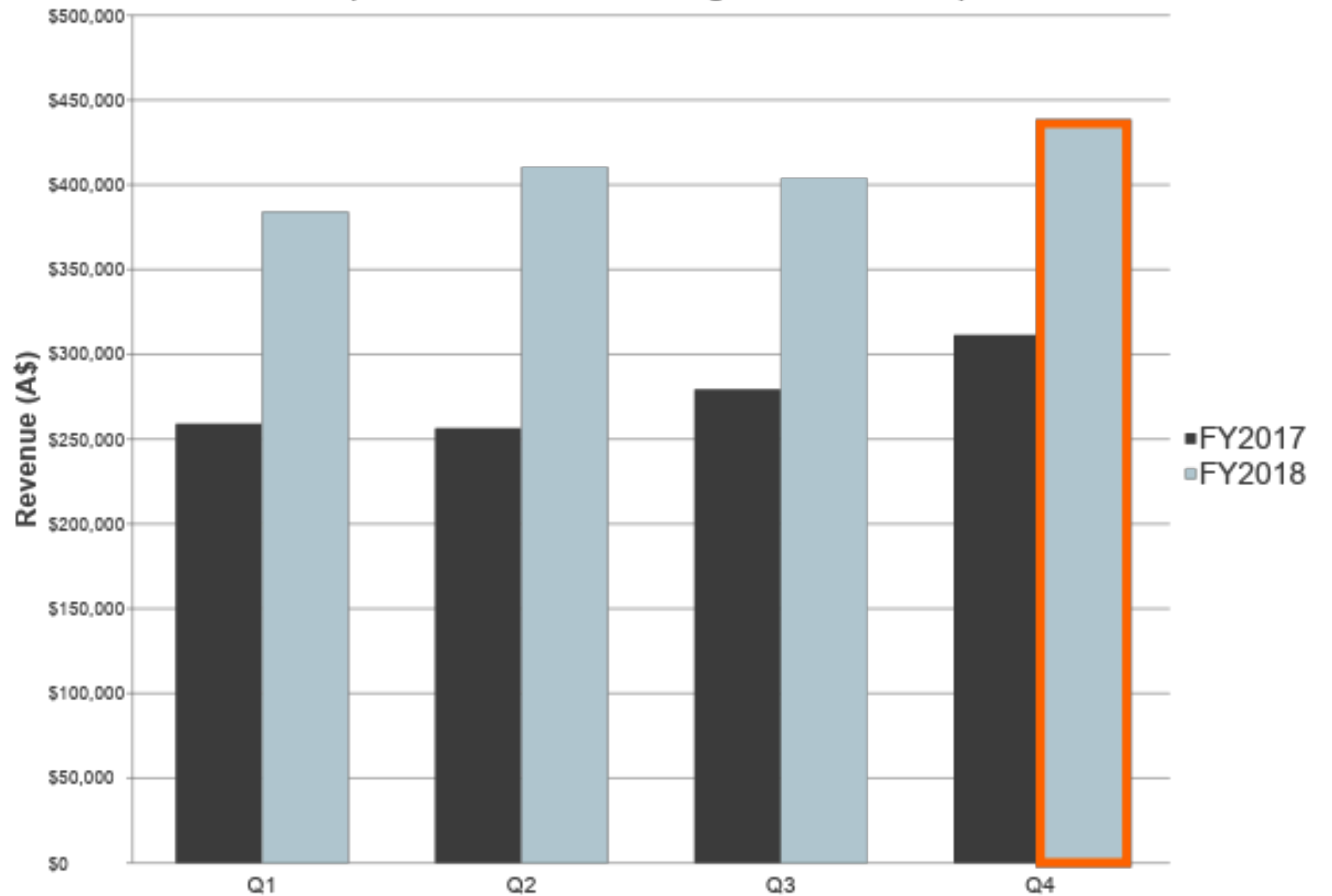


Cash receipts
+31% QvQ

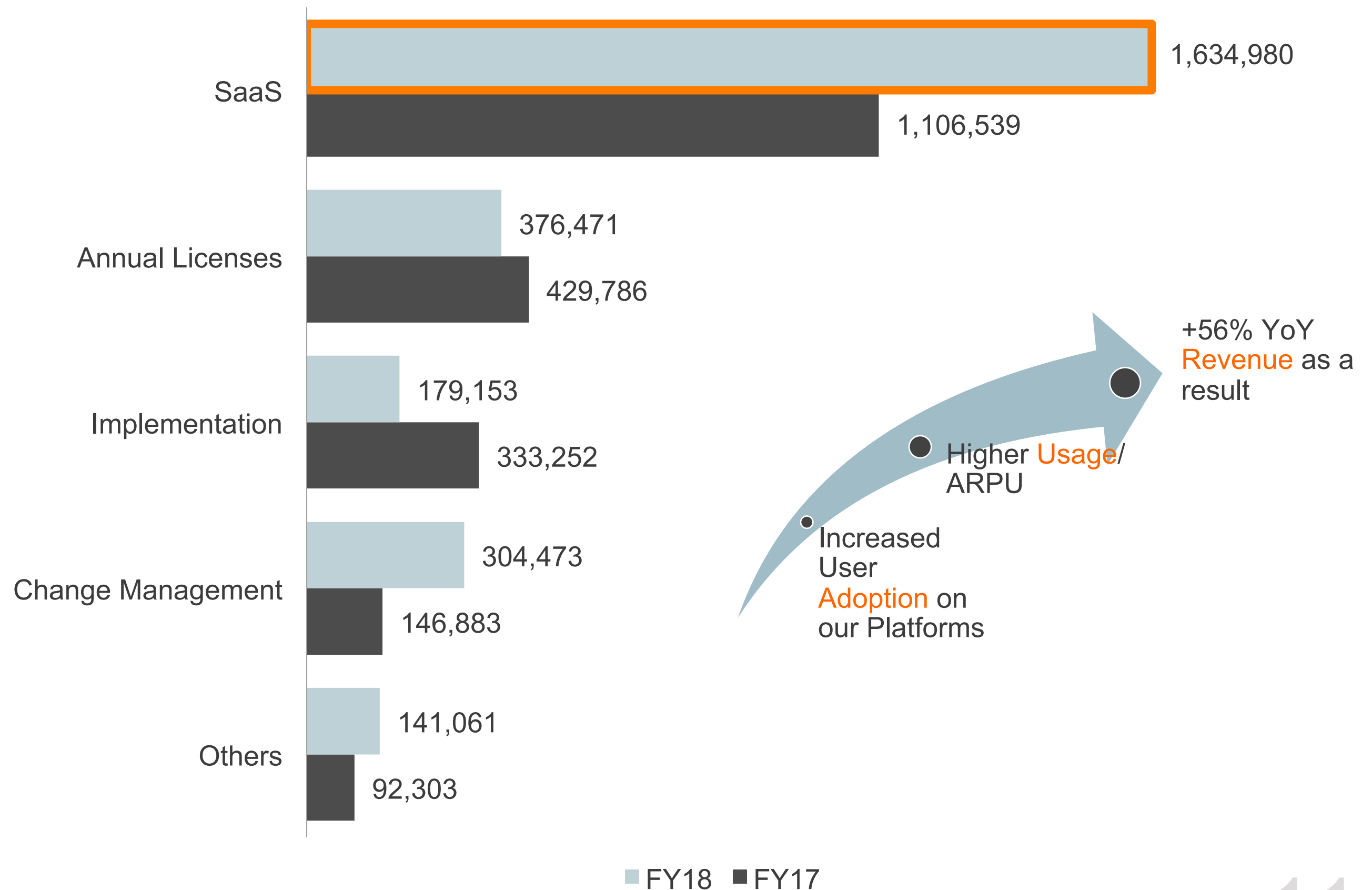


Revenue growth driven by our SaaS +56% YoY segment

Expense8 Quarterly SaaS Revenue FY2017-2018*: +56% (FY2018 unaudited management accounts)



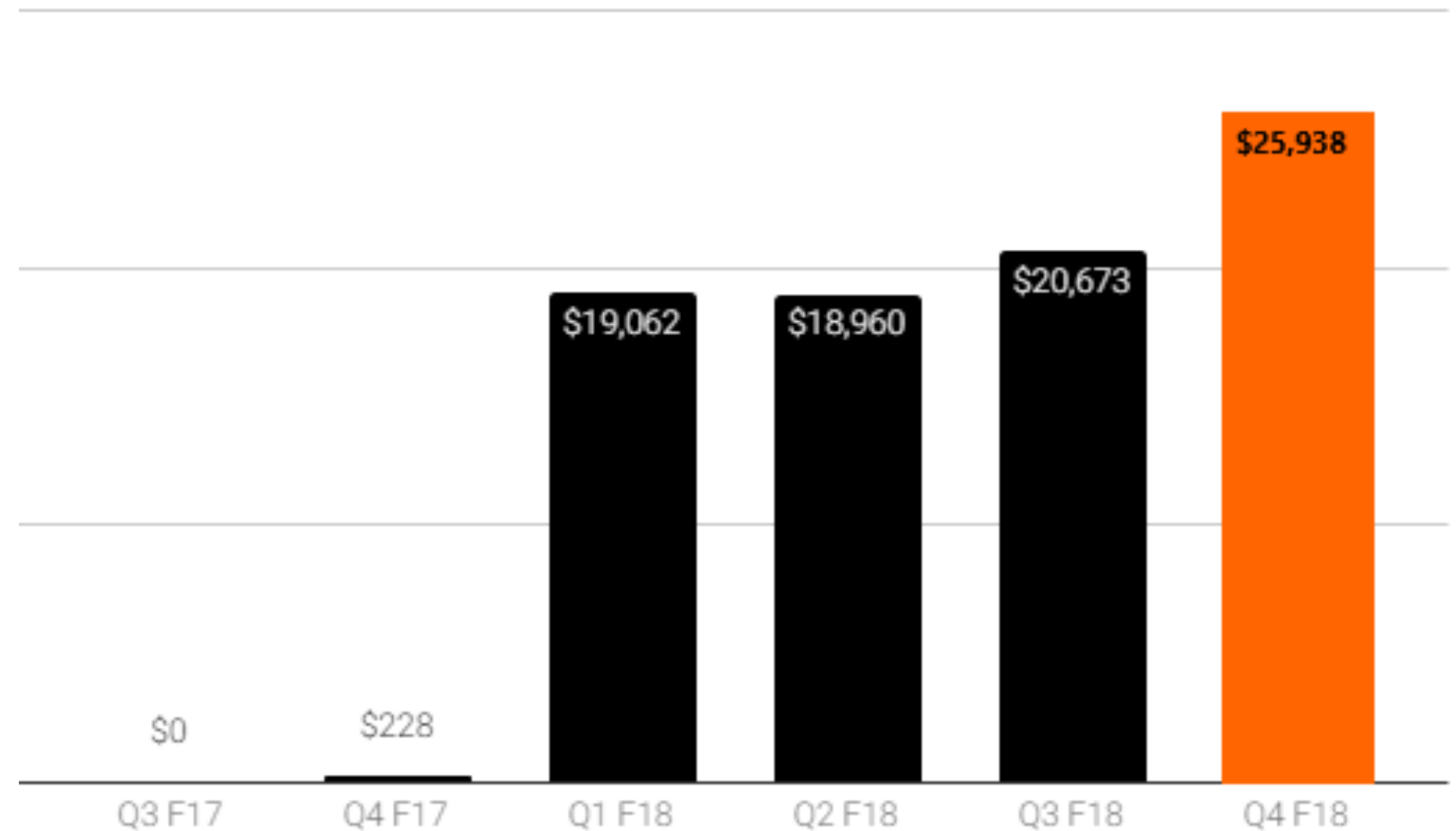
Revenue growth driven by our SaaS segment



Travel Module revenue to fuel further **growth**

Federal Treasury and Dept of Prime Minister & Cabinet were early adopters

1st NSW Gov agency went live in September 2018



Acquisition of PayHERO delivers blue-sky opportunity to deliver an Integrated Card, Expense and Payment Platforms



- Identity
- Transaction Approval and Access
- Application Repository

VAULT



- Allowances, reimbursement
- P-Cards (e.g. Credit, Fuel):
 - Physical
 - Virtual

Wallet



Card Application & Maintenance

- Application Fee
- Transaction Fee



Corporate Travel Module

- Platform Fee
- Transaction Fee



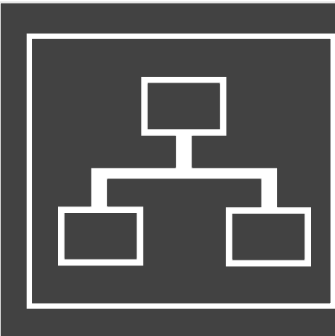
Expense Management System

- Platform Fee
- Per account/user Fee
- Transaction Fee



PayHERO Payment Gateway

- Token Fee
- Transaction Fee
- % of transaction value

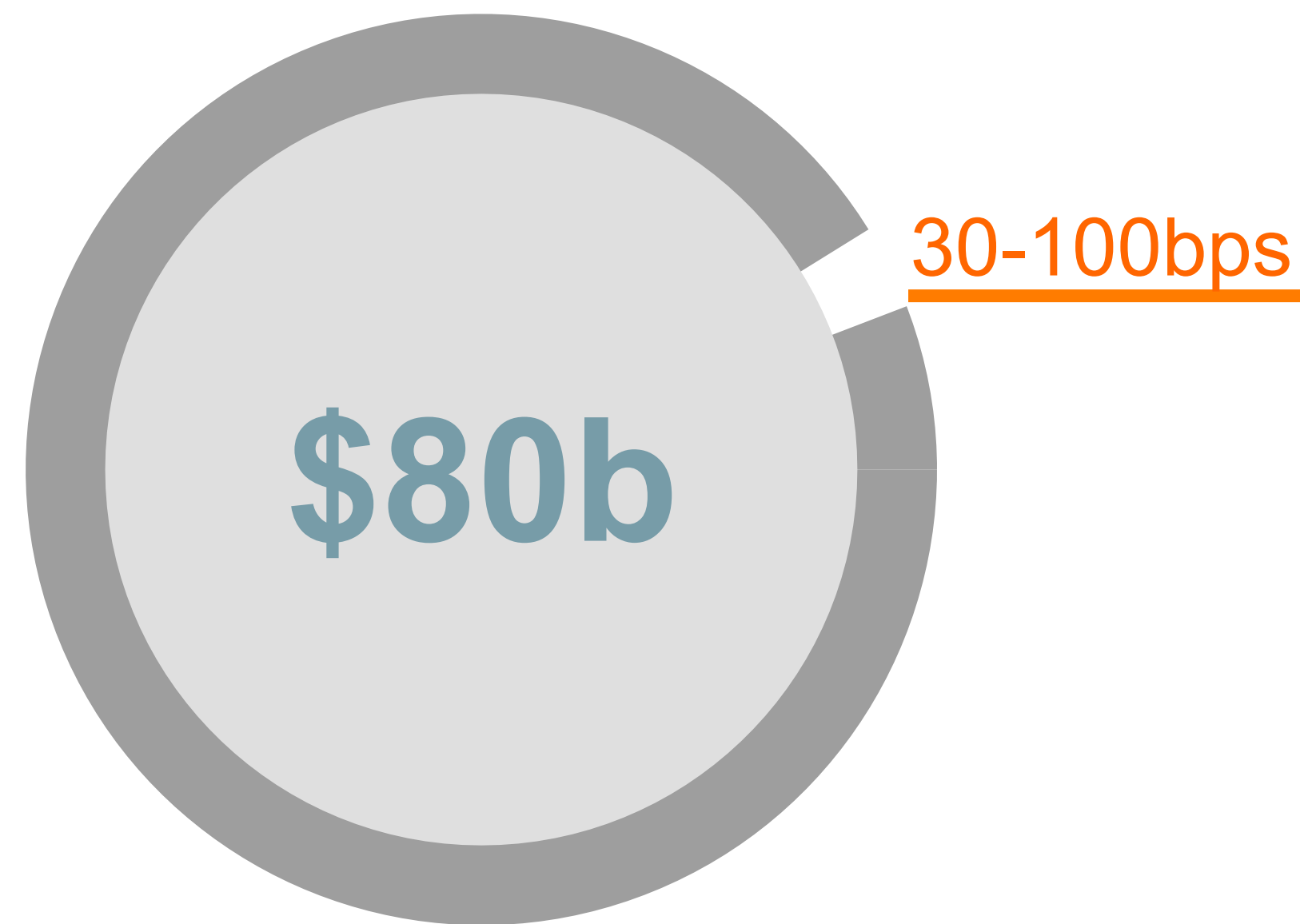


- Payment Verification
- Leveraging the Hyperledger Consortium

Blockchain Enablement

PayHERO Payments Opportunity

- Processing Federal, NSW and Northern Territory Government procurement payments is a **\$80b total addressable market** based on the FY2017 reported annual procurement spend.
- Industry GDV to revenue average of between **30-100bps**.
- Annual Transaction Revenue opportunity of between **\$24-80m**.



Federal, NSW & NT Government Annual Procurement Budget and RBA Benchmark Transaction Fee

Source:

<https://www.afr.com/technology/nsw-government-looks-to-microsoft-artificial-intelligence-to-cut-10m-costs-20180607-h112nu>

<https://www.finance.gov.au/procurement/statistics-on-commonwealth-purchasing-contracts/>




<https://nt.gov.au/industry/government/sell-my-goods-and-services-to-government/buy-local-plan>

Comparable ASX Companies

(16-7-18)

| Company | Ticker | Revenue TTM | Market Cap (A\$m) | EV/EBITDA | Price/Sales (TTM) |
|-------------------------------------------------------------------------------------------------------------------------|--------|-------------|-------------------|-----------|-------------------|
|  Novatti™ INNOVATION FOR PAYMENTS | NOV | 3.4 | 33 | -6.1x | 9.82 |
|  EML Mutual since 1910 | EML | 63.4 | 368.8 | 49.5x | 5.78 |
|  8common | 8CO | 3.8 | 6.8 | 7.2x | 1.79 |

Precedent Competitor Transactions

| Company | Revenue at Time of Acquisition (Estimated A\$m) | Reported Acquisition Amount (Reported A\$m) | Revenue multiple |
|------------------------------------------------------------------------------------------------|----------------------------------------------------|------------------------------------------------|------------------|
| SAP Concur  | 700 | 8,300 | 11.9x |
| Frædom® | 32 | 262 | 8.2x |
| certify  | 7 | 100 | 14.8x |
| i:FAO  | 20 | 93 | 4.7x |

Recent Acquisitions by ASX-listed EML Payments

| Company | Date | Industry Vertical | Acquisition Price | Acquisition EBITDA Multiple |
|---------------------------|---------------|-----------------------------|-------------------|-----------------------------|
| Store Financial Services | 2014 | Gift Card Processor | \$24.9m | 9.3x |
| PRESEND Prepaid Solutions | February 2018 | Prepaid Card Provider | \$11.1m | 21x |
| PerfectCard DAC | July 2018 | Expense Management Software | \$9.6m | 12x |

Nic Lim
Executive Chairman
8common Limited

e: nic@8common.com