

19 February 2019

Ms Belinda Chiu
Senior Adviser, Listings Compliance (Sydney)
ASX Limited
20 Bridge Street
SYDNEY NSW 2000

By email: Belinda.Chiu@asx.com.au

Dear Belinda,

Re Appendix 4C Query

We refer to your letter of 14 February 2019 to 8common Limited ("8CO" or the "Company") and adopting similar paragraph numbering as contained therein we respond as follows:

1. Barring unforeseen circumstances in relation to anticipated timing of receipts of accounts receivable amounts, the Company does not expect to have negative operating cash flows for the time being. This has been driven by new customer contracts and existing customer billings, which have been rising, and are expected to now have risen to be equal to, or slightly above our anticipated operating cash outflows. The current quarter net cash flows are expected to improve significantly over the previous quarter. Operating cash flow will also be supported by reduced corporate overhead costs, which has decreased due to the completion of the Realtors8 divestment.
2. The Company continues to assess its funding requirements in light of its business objectives and any possible investment opportunities. The Executive Chairman converted \$333,000 worth of options, as announced on 2 November 2018. There are more than \$1.3m worth of options currently on issue with an exercise price of \$0.035 (expiring on 20 February 2020), which can be exercised. The Company also holds approximately \$1.5m worth of listed securities in Clouaron Berhad, which are available for sale.
3. The Company expects to be able to continue its operations and meet its business objectives as evidenced by growth in customers, increase in revenue and cash receipts. The directors are very conscious of the cash flow requirements of the Company but also seek to ensure that capital is raised at appropriate valuations so as to maximise the value and benefit for all shareholders. The directors are confident of the ongoing growth opportunities with the business units of the Company.
4. We confirm that the Company is in compliance with the ASX Listing Rules and in particular Listing Rule 3.1. We confirm that there is no information that should be given to ASX about the Company's financial condition in accordance with that Listing Rule 3.1 that has not already been released to the market.

8common

5. We confirm that this response has been approved by the Board of Directors of the Company.

We trust this answers your queries.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Dean Jagger', is positioned above the typed name and title.

Dean Jagger
Company Secretary



14 February 2019

Mr Nic Lim
Mr Zoran Grujic
8common Limited

By email

Dear Mr Lim and Mr Grujic

8common Limited ('8CO'): Appendix 4C Query

ASX refers to 8CO's Appendix 4C quarterly report for the period ended 31 December 2018 lodged with the ASX Market Announcements Platform and released on 31 January 2019 (the 'Appendix 4C').

ASX notes that 8CO has reported:

- negative net operating cash flows for the quarter of \$209,000;
- cash at the end of the quarter of \$329,000; and
- estimated cash outflows for the next quarter of \$994,000.

It is possible to conclude, based on the information in the Appendix 4C, that if 8CO were to continue to expend cash at the rate indicated by the Appendix 4C, 8CO may not have sufficient cash to continue funding its operations.

Request for Information

In view of that, ASX asks 8CO to answer separately each of the following questions and provide the following confirmations in a format suitable for release to the market under Listing Rule 18.7A:

1. Does 8CO expect that it will continue to have negative operating cash flows for the time being and, if not, why not?
2. Has 8CO taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?
3. Does 8CO expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?
4. Please confirm that 8CO is complying with Listing Rule 3.1 and that there is no information that should be given to ASX about its financial condition under that rule that has not already been released to the market.
5. Please confirm that 8CO's responses to the questions above have been authorised and approved in accordance with its published continuous disclosure policy or otherwise by its board or an officer of 8CO with delegated authority from the board to respond to ASX on disclosure matters.

Please also provide any other information that 8CO considers may be relevant to ASX forming an opinion on whether 8CO is complying with Listing Rule 12.2 that a listed entity's financial condition must, in ASX's opinion, be adequate to warrant the continued quotation of its securities and its continued listing.

When and where to send your response

This request is made under Listing Rule 18.7. Your response is required as soon as reasonably possible and, in any event, by no later than **9:30 AM AEDT Tuesday, 19 February 2019**.

If we do not have your response by then, ASX will have no choice but to consider suspending trading in 8CO's securities under Listing Rule 17.3. You should note that if the information requested by this letter is information required to be given to ASX under Listing Rule 3.1 and it does not fall within the exceptions mentioned in Listing Rule 3.1A, 8CO's obligation is to disclose the information "immediately". This may require the information to be disclosed before the deadline set out in the previous paragraph.

ASX reserves the right to release a copy of this letter and your response on the ASX Market Announcements Platform under Listing Rule 18.7A. Accordingly, your response should be in a form suitable for release to the market. Your response should be sent to me by e-mail at ListingsComplianceSydney@asx.com.au. It should not be sent directly to the ASX Market Announcements Office. This is to allow me to review your response to confirm that it is in a form appropriate for release to the market, before it is published on the ASX Market Announcements Platform.

Listing Rule 3.1 and 3.1A

Listing Rule 3.1 requires a listed entity to give ASX immediately any information concerning it that a reasonable person would expect to have a material effect on the price or value of the entity's securities. Exceptions to this requirement are set out in Listing Rule 3.1A. In responding to this letter, you should have regard to 8CO's obligations under Listing Rules 3.1 and 3.1A and also to Guidance Note 8 *Continuous Disclosure: Listing Rules 3.1 – 3.1B*. It should be noted that 8CO's obligation to disclose information under Listing Rule 3.1 is not confined to, nor is it necessarily satisfied by, answering the questions set out in this letter.

Trading halt

If you are unable to respond to this letter by the time specified above, you should discuss with us whether it is appropriate to request a trading halt in 8CO's securities under Listing Rule 17.1. If you wish to request a trading halt, you must tell us:

- the reasons for the trading halt;
- how long you want the trading halt to last;
- the event you expect to happen that will end the trading halt;
- that you are not aware of any reason why the trading halt should not be granted; and
- any other information necessary to inform the market about the trading halt, or that we ask for.

We may require the request for a trading halt to be in writing. The trading halt cannot extend past the commencement of normal trading on the second day after the day on which it is granted.

You can find further information about trading halts in Guidance Note 16 *Trading Halts & Voluntary Suspensions*.

Enquiries

If you have any queries or concerns about any of the above, please contact me immediately.

Kind regards

Belinda Chiu
Senior Adviser, Listings Compliance (Sydney)