



# Market Eye Virtual Conference

Tech companies innovating during COVID-19

May 2020

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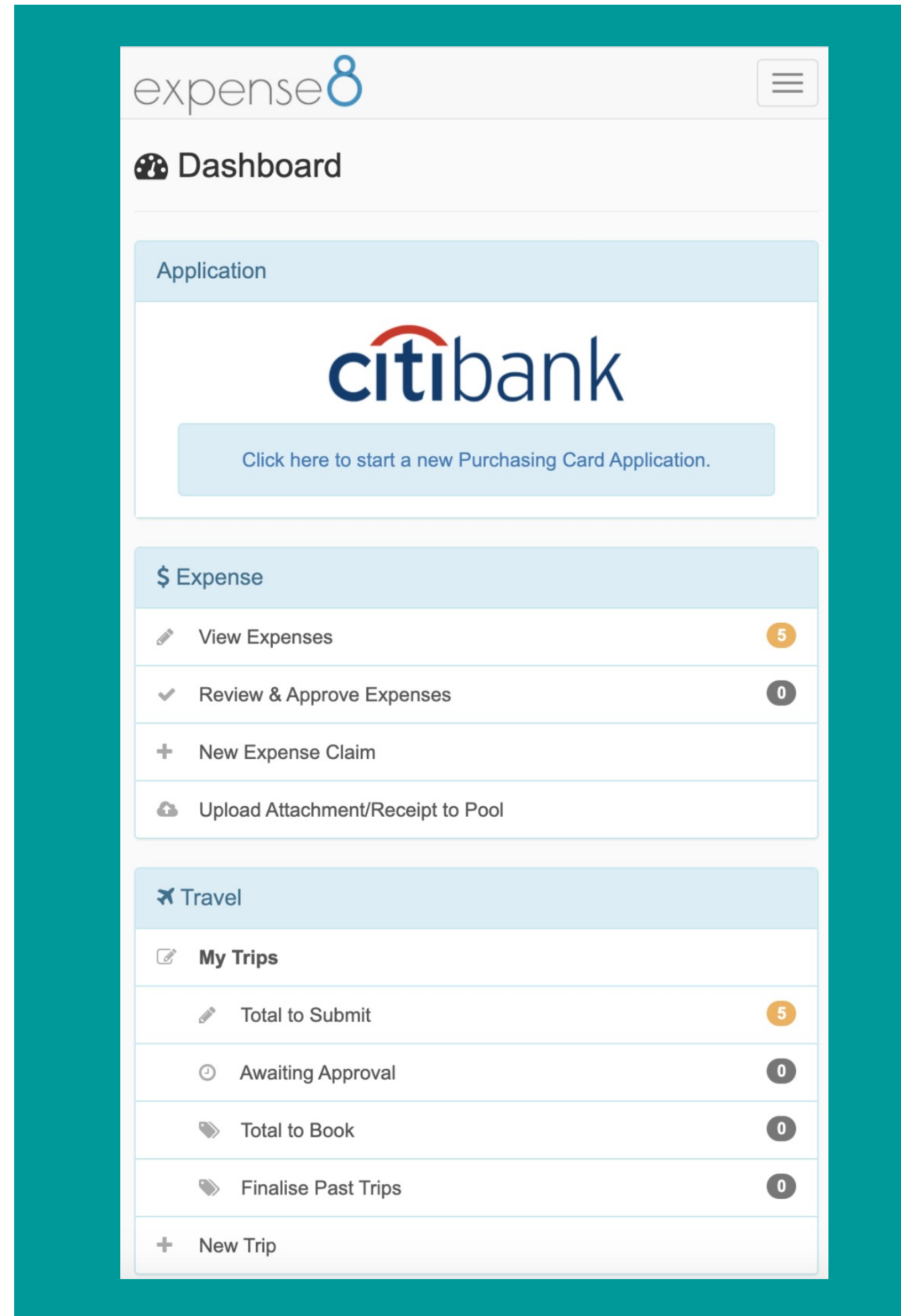
# What we do



WE  
LIFE WITHOUT  
VE BARRIERS

Fed Gov	State Gov	Corporate
28%	41%	31%

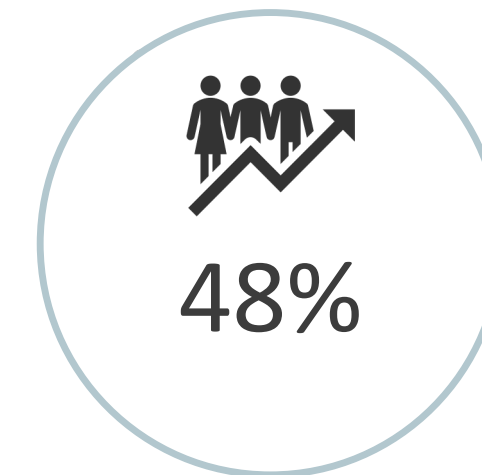
March 2020 Unaudited SaaS Revenue



Platform Users  
129 Gov Entities +  
Corporates



Annual ARPU  
Fed Gov (\$48), State Gov  
(\$13), Corporate (\$35)



Increase in SaaS Q3 FY20  
vs pcp



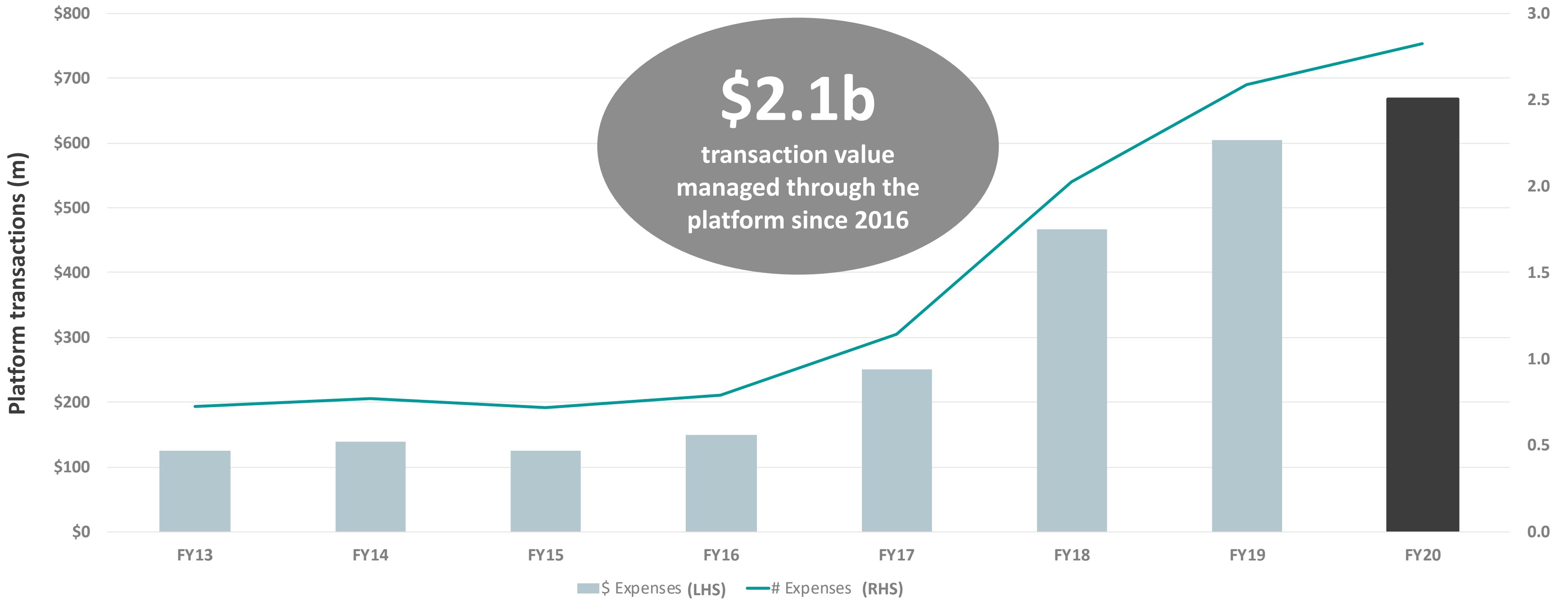
Annualised Recurring  
Revenue

Q3 FY2020 Unaudited Financials

3

# Proven Performance

- 4.5x growth between 2016 to 2020 in value of transaction managed
- \$2.1 billion in transactions managed since 2016, \$668 million in the last 12 months



# Well positioned in a growing space

Globally recognised as **Market Leader** by IDC in its 2019 MarketScape Enterprise Travel & Expense Management Report

## Federal Shared Services Mandates

Department of Industry, Science, Energy and Resources



Department of Finance



Full automation of expense process



Increased data security and monitoring



70% cheaper than Purchase Order process



Real time audit and expense tracking



Growing card limits  
NSW Purchase Card limit  
\$5k in 2018  
\$70k in 2019



Significant investments in system upgrades towards best of breed providers

# Fed Gov focus

Highly valuable and sizeable revenue base

Global peers who succeed in government, succeed elsewhere

## Why we win

Accredited Government Supplier

High performance and well integrated

Data sovereignty + Australian based Support and Implementation

Significant portion of team has Department of Defence baseline clearance

# Federal Shared Services

Department of Industry, Science, Energy and Resources



Department of Finance

**+50**

new Federal entities to onboard over next 2 years

**\$50,000**

minimum implementation cost per entity

Access to more than

**40,000**

new employees

**\$48**

average revenue per user in Federal Government

**+\$2.5m**

implementation revenue pipeline

**\$1.6m**

pipeline of Annual Recurring Revenue

### Growth targets



Universities



Schools



Corporate



# COVID-19

### Impact on existing business:

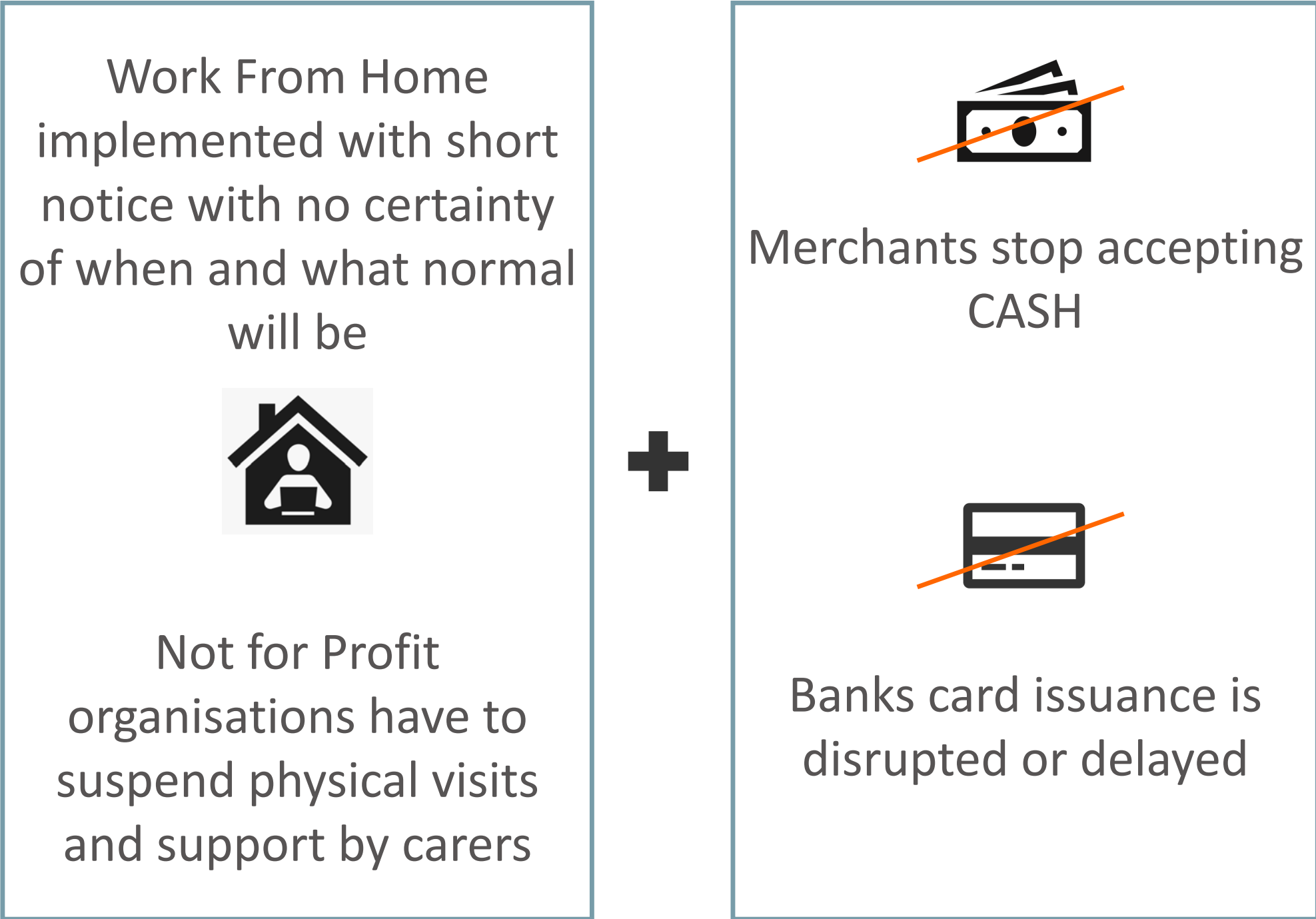
- New implementations and existing client change requests increased in recent weeks with clients utilising the down time to implement improvements
- Short term effect on SaaS revenue growth with a decrease in travel (6.9% of SaaS revenue) and slight decrease in expense transactions from the 3<sup>rd</sup> week of April followed by a steady increase from 2<sup>nd</sup> week of May

### Opportunity 1: CardHero

- Digital pre-paid expense card
- Redundancy card in place of Bank issued cards or issuance of cards to employees who don't have Corporate Cards

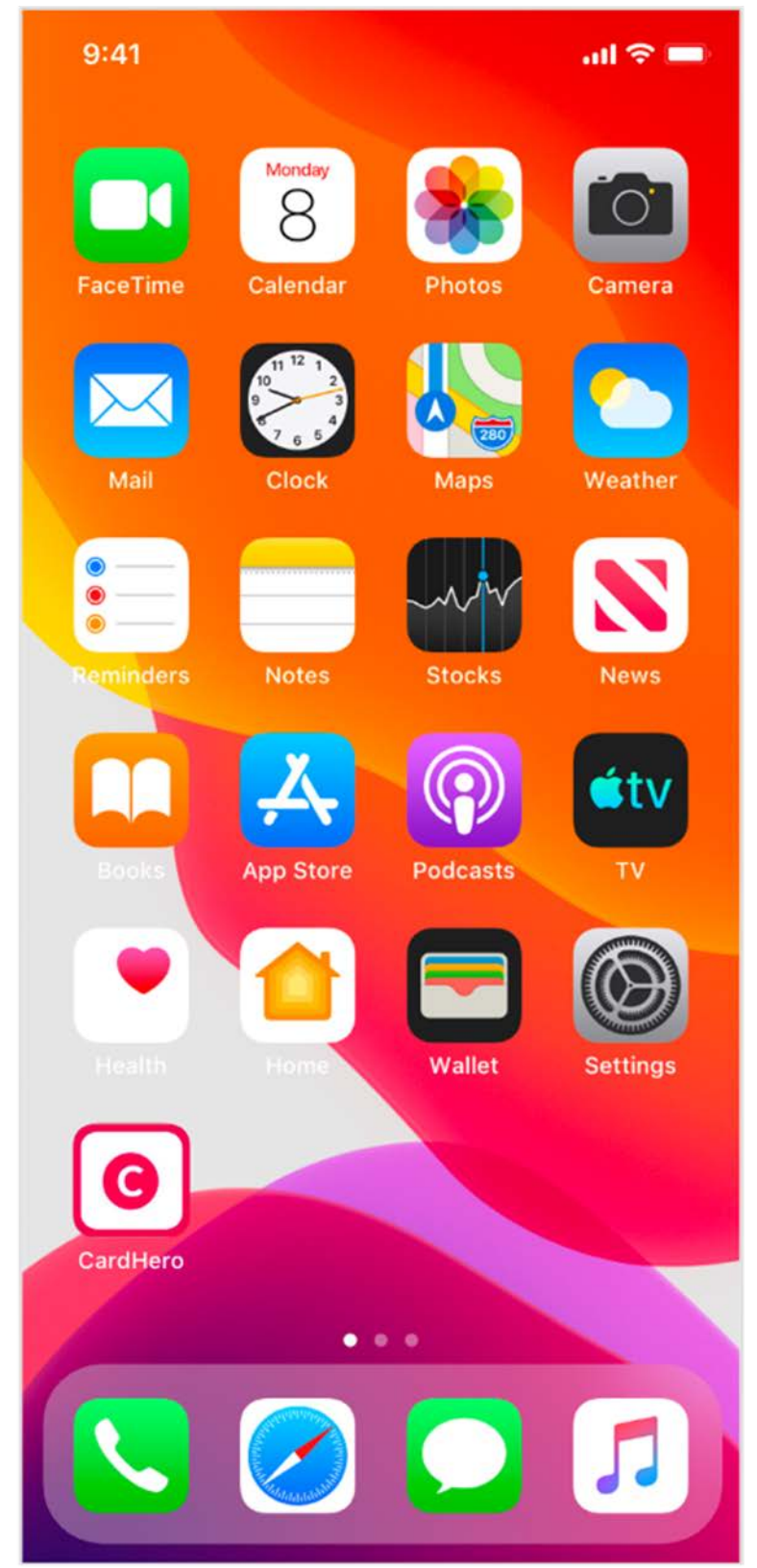
### Opportunity 2: CardHero+

- Digital pre-paid fund disbursement card
- Ensure funding programs can continue where ATM and Bank Branch access is not available

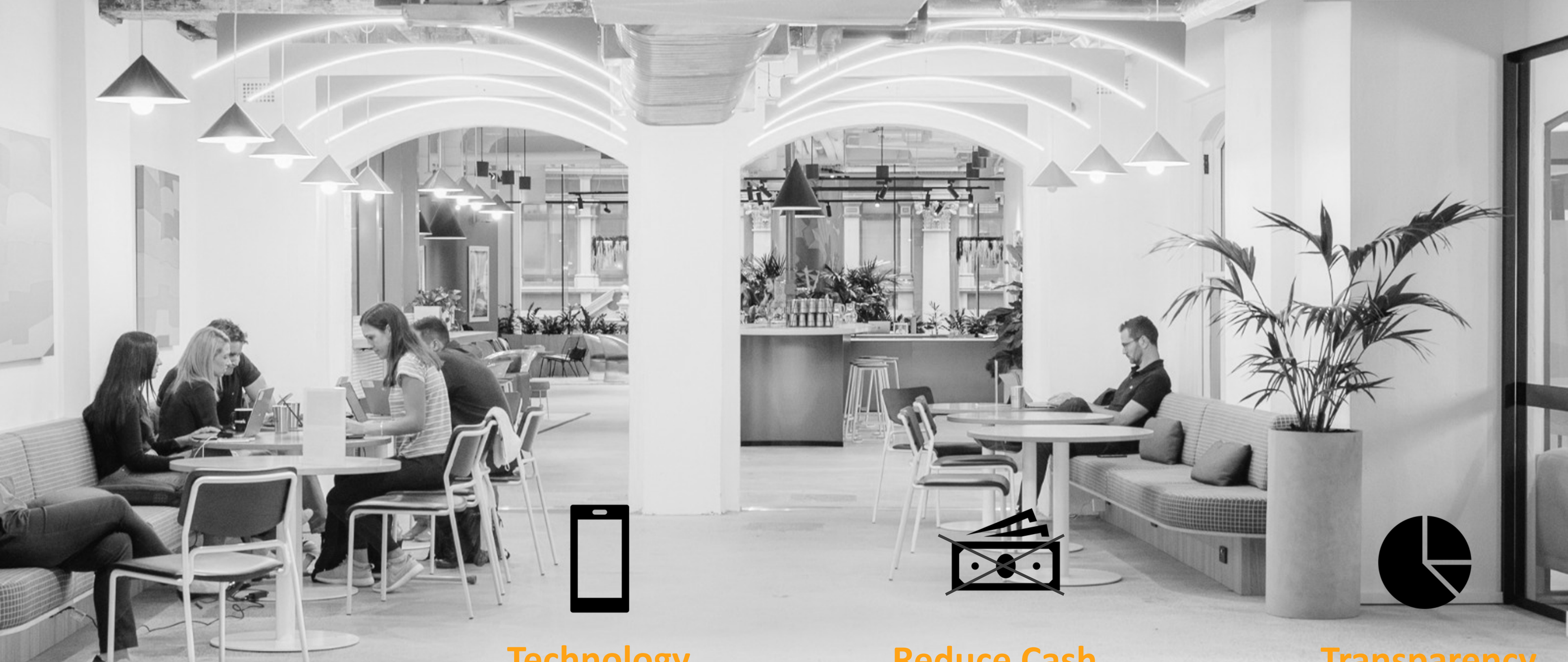




# CardHero







Technology



Reduce Cash

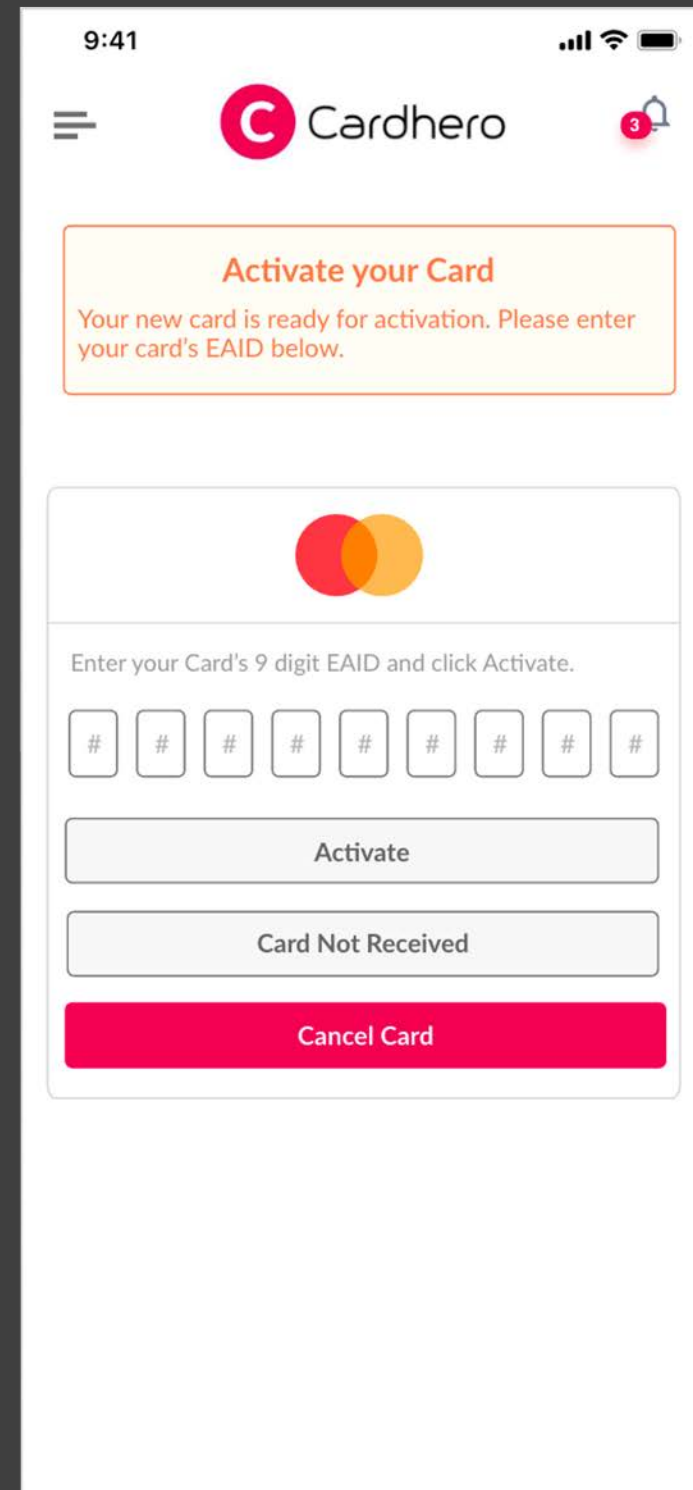
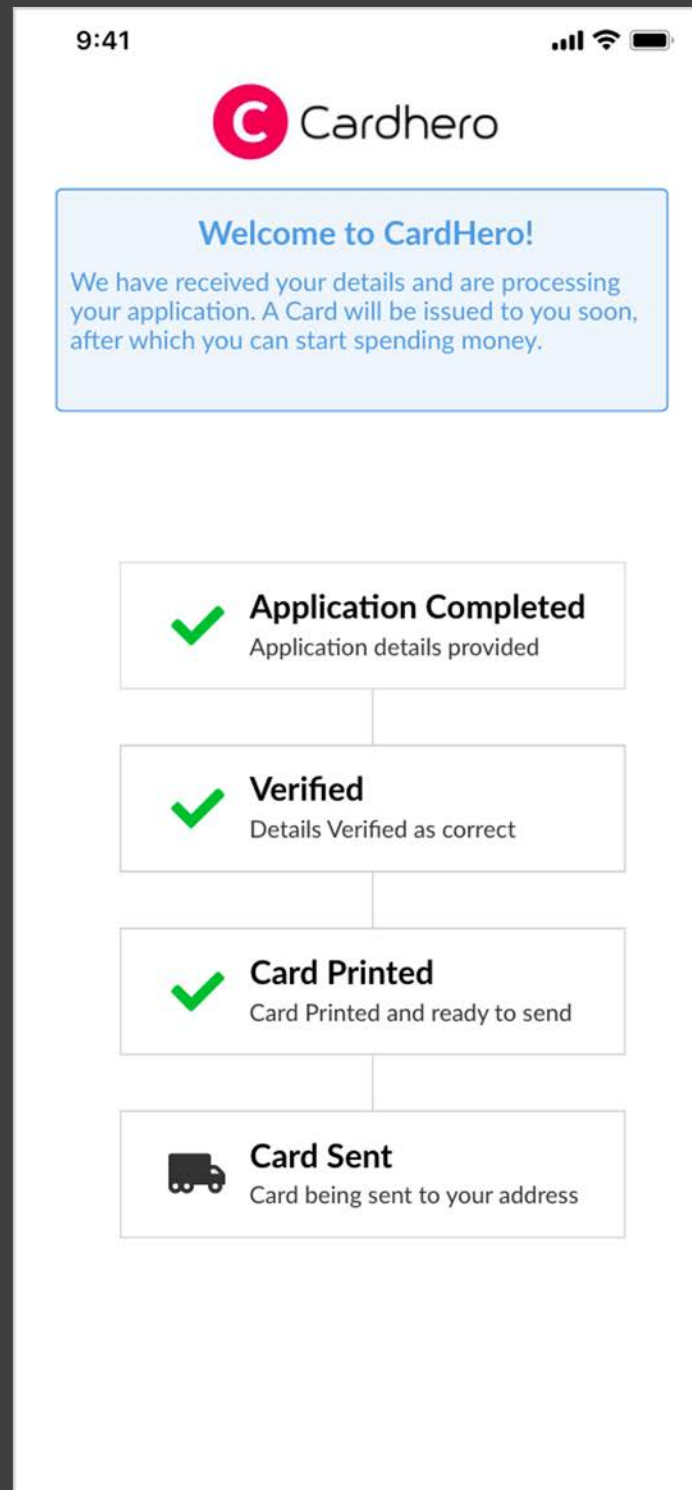


Transparency

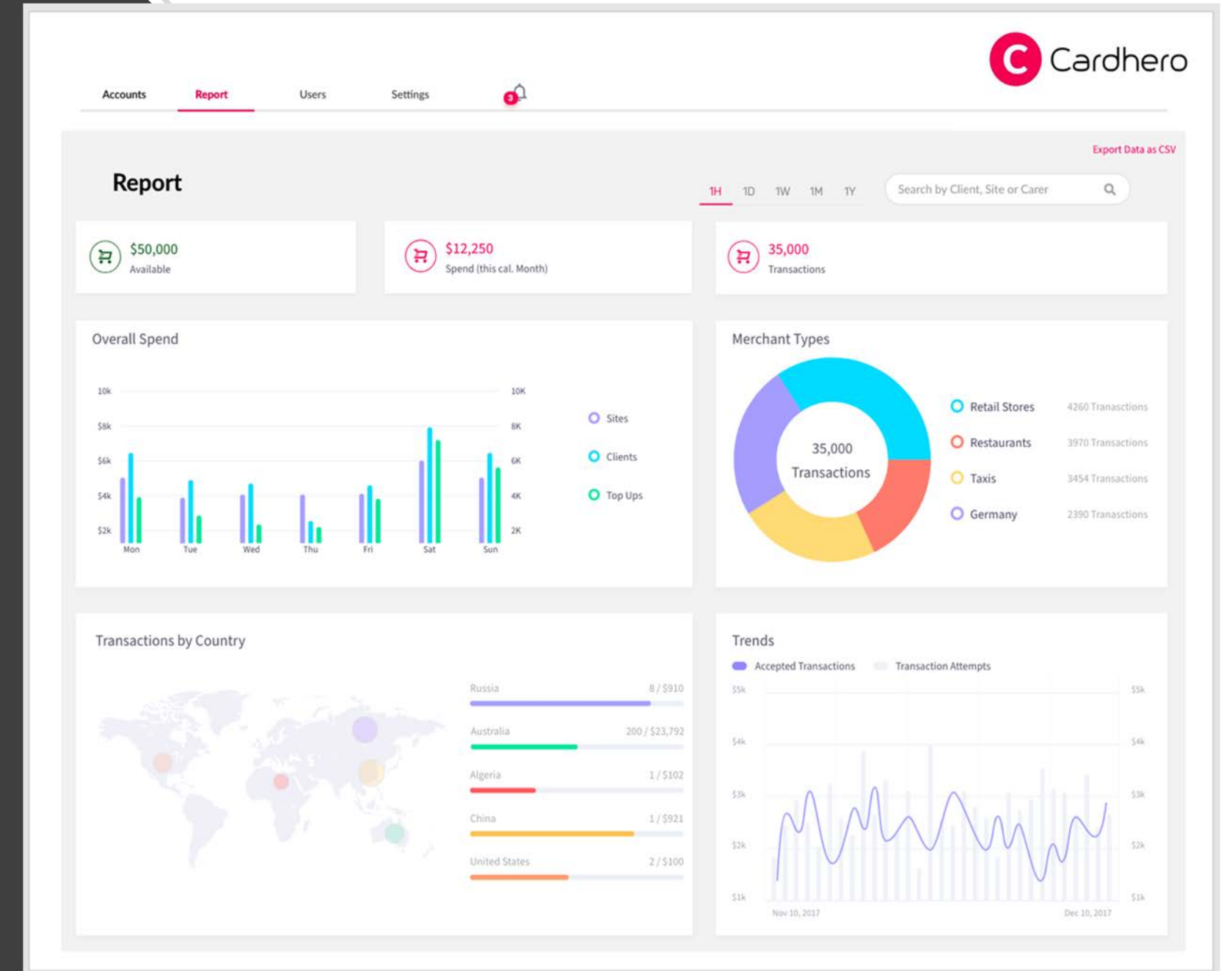
 CardHero



# Simple Applications



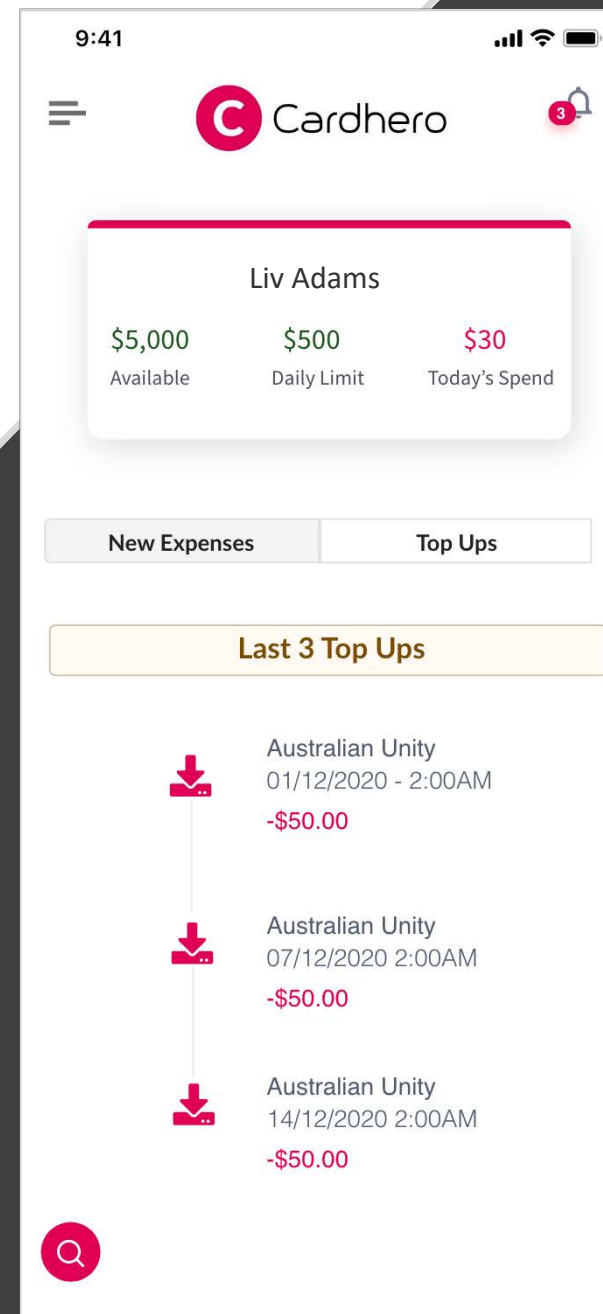
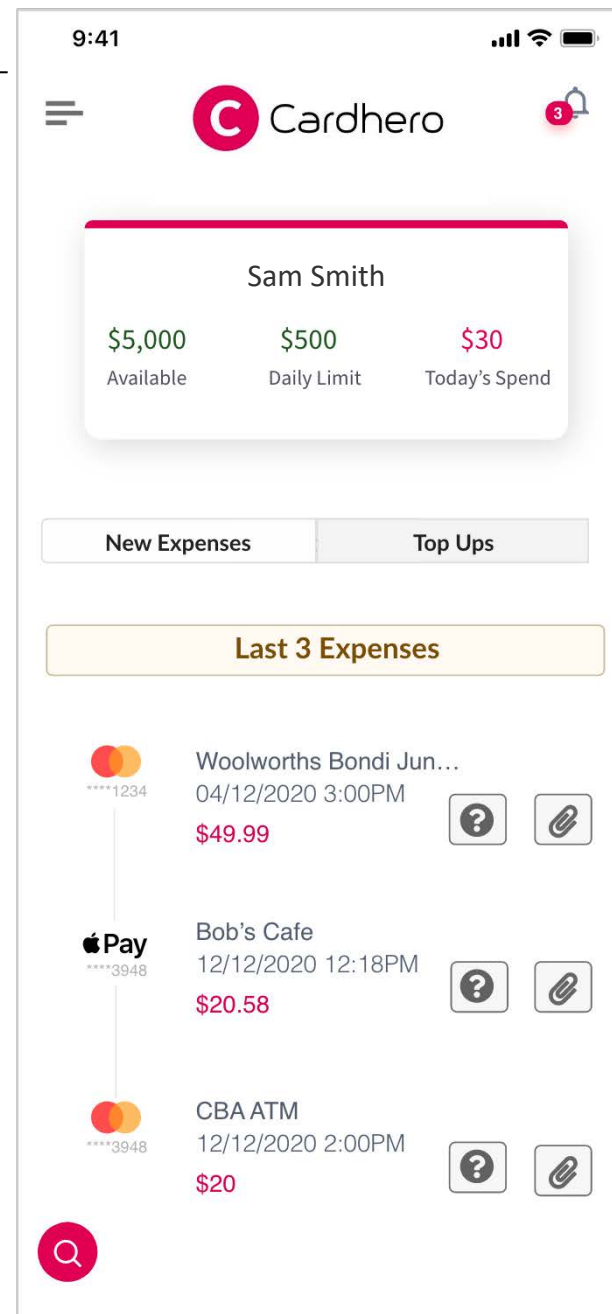
# Effective Reporting



# Employee Purchasing

Employees will be able to transact on their card with the CardHero smartphone application providing access to information such as available funds, past transactions and recent top-ups. Authorised decision makers/client administrators will be able to view this same information.

Employees will be able to transact on an unrestricted basis with their transactions assessed by a 'fraud detection' process.



# Fund Disbursement

Social service clients will be able to transact on their card with the CardHero smartphone application providing access to information such as available funds, past transactions and recent top-ups. Authorised decision makers/client administrators will be able to view this same information.

Clients will be able to transact on an unrestricted basis with their transactions assessed by a 'fraud detection' process.

# The outlook

8CO will consolidate and secure its position in **large enterprise financial transaction management**





## Investor Relations

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