

Q4 FY25 Operational Cash and EBITDA Positive

June 2025 Quarterly Report and Appendix 4C

Fintech company 8common Limited (**8common** or the **Company**) (ASX: **8CO**), is pleased to release its quarterly cashflow and business update for the quarter ended 30 June 2025 (4Q FY25).

Outlook:

- Record Transaction and SaaS revenue of \$1.36m (normalised, see below for explanation) and gross margin improvements to 76.5% resulted in a strong finish to FY25.
- The Company has now completed a major round of infrastructure, billing, and technology enhancements, delivering significant margin expansion. These initiatives drove an unaudited EBITDA positive position for the quarter.

Key financial highlights during 4Q FY25 include:

- **Transaction and recurring SaaS revenue:** \$1.58 million, up 32% vs PCP.
(note: Includes approximately \$220k of one-off revenue from billing schedule change; normalised revenue estimated at \$1.36m for the quarter).
- **Total revenue:** \$2.1 million, down 10% vs PCP (including one-off revenue from billing schedule change referred to above).
- **Cash receipts from operations:** \$2.15 million; full year receipts of \$8.5 million.
- **Net operating cash inflow:** \$203k; full year \$140k.
- **Annualised Recurring Revenue (ARR):** ~\$5.4 million (based on normalised Q4 SaaS and transaction revenue of \$1.36m).
- **ARPU:** \$34.14 with a stable user base of 185,000.
- **Operational cost reduction:** Total costs down 38% vs PCP, driven by a 45% decrease in Admin and Corporate costs.
- **Cash position:** \$0.1 million at 30 June 2025 (unchanged from 31 March 2025), supported by a \$1.5 million loan facility. \$700k was established under the facility during the quarter (no cash received), and \$170k of the facility was repaid during the quarter in cash, and \$80k of the facility was reduced via other non-cash invoice credits.

Key operational highlights include:

- Completion of infrastructure and technology upgrades, boosting gross margins from 58% (July 2024) to 79% (June 2025).
- Successful onboarding of the Net Zero Economy Authority and the National Anti-Corruption Commission.
- Resumption of Federal Government procurement activity post-election, leading to a new client win with the Australian Institute of Marine Science (AIMS).

	1QFY25	2QFY25	3QFY25	4QFY25	FY25
Total Revenue (\$k)	1,978	1,785	1,487	2,089	7,339
SaaS & Transaction Revenue (\$k)*	1,199	1,234	1,106	1,579*	5,118
Number of users (k)	162	181	186	185	185
ARPU – Total (A\$)	29.60	27.27	23.78	34.14	27.66

*Note change in SaaS billing schedule (resulting in one-off increased SaaS revenue in April 2025 of \$674k with normalised months is May (\$455k) and June (\$452k). Management estimates that normalised SaaS revenue and Gross margin for the quarter would have been \$1.36m and 75.6% respectively.

8common CEO, Andrew Bond said “Over the last nine months, we’ve executed significant upgrades across infrastructure, billing, and technology — driving meaningful margin and cashflow improvements. Encouragingly, we’re now seeing renewed business momentum post-election, demonstrated by our new client win with AIMS.

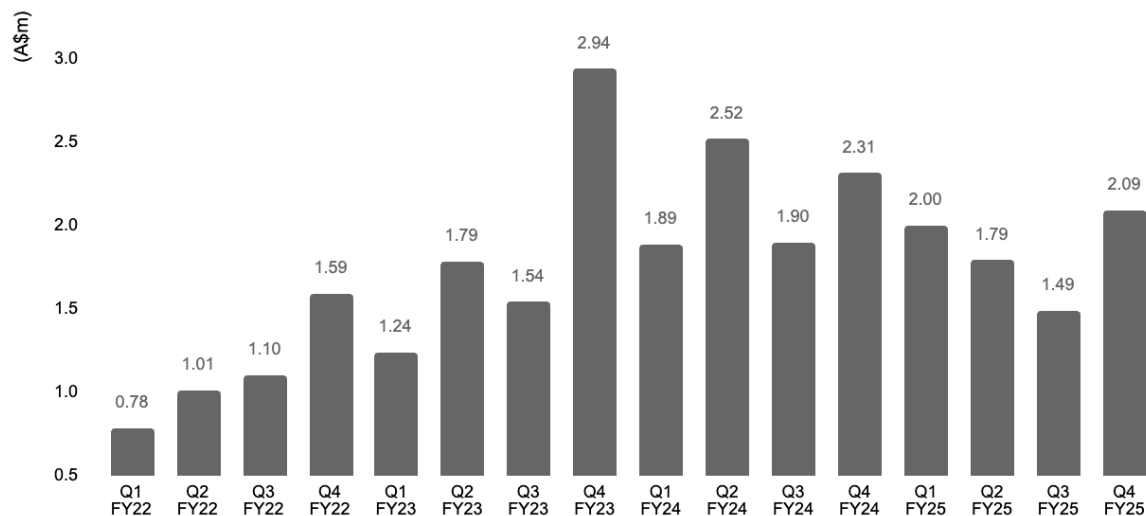
Aside from the one-off April SaaS revenue which added \$220k of revenue, Q4FY25 is a good representation of the efforts which have led to stronger margins. We are well positioned to benefit from new client wins with these foundations in place.”

Financial and operational review

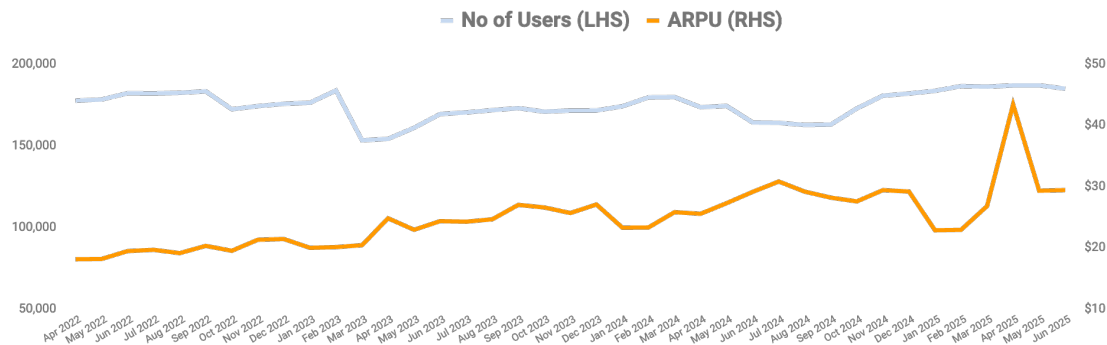
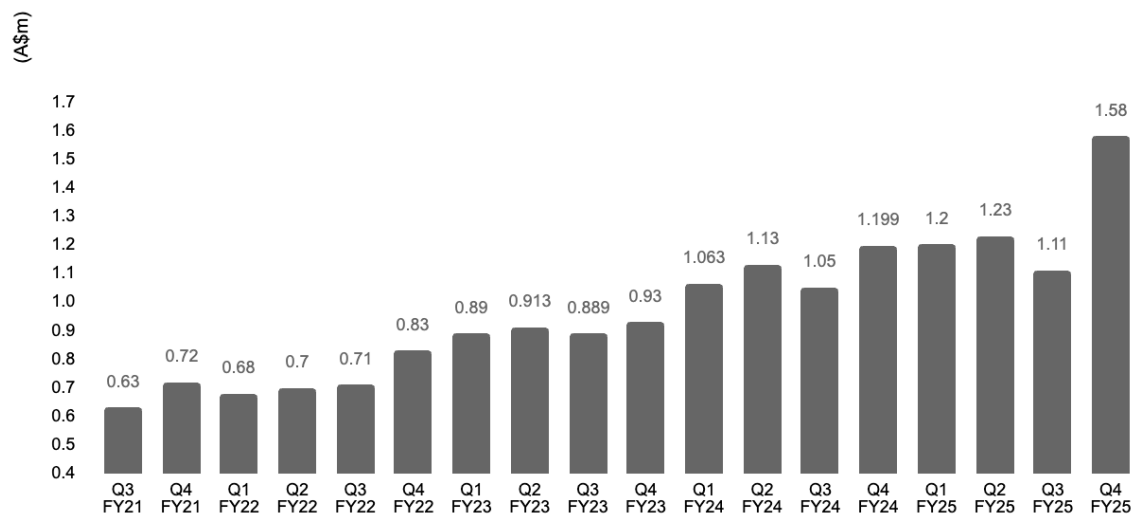
The Company delivered transaction and recurring SaaS revenue of \$1.6 million, up 32% on the previous corresponding period (PCP) and total revenue of \$2.1 million. ARPU for 4QFY25 was \$34.14, with a steady user base of 185k users.

Payments to the Directors of the entity, consisting of salaries and fees for Executive and Non-Executive Director, totalled \$75k during the quarter (see section 6 of the Appendix 4C). No other payments were made to any related parties or their associates of the entity.

Total revenue



Recurring SaaS & Transaction Revenue

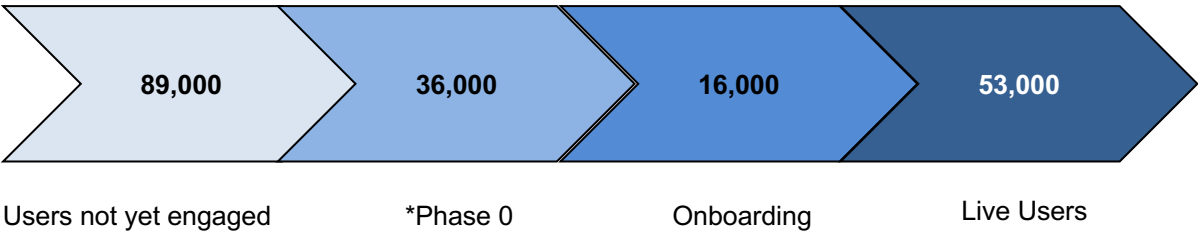


Expense8

- The Federal Government Election resulted in slower business development activities in 3QFY25 however post election has seen a significant acceleration of new business enquiries and approaches to market. This is expected to continue into FY26.
- Net Zero Economy Authority and National Anti Corruption Commission went live during the quarter;
- Reseller partnership activity continues to strengthen and the Company anticipates meaningful results arising from the partnerships with multiple partners bidding on multiple new business implementations in 4QFY25.

Fed Gov onboarding pipeline (as at 30 June 2025)

There are approximately 194k Total Potential Users of Expense8



* Phase 0 Discovery workshops are a key pre onboarding phase for Federal Government agencies on their path to adopting Expense8 and as such can be viewed as a precursor to future user additions. Over 55k users have commenced or completed. Phase 0 Discovery workshops

Source: https://budget.gov.au/content/bp4/download/bp4_10_staffing_of_agencies.pdf

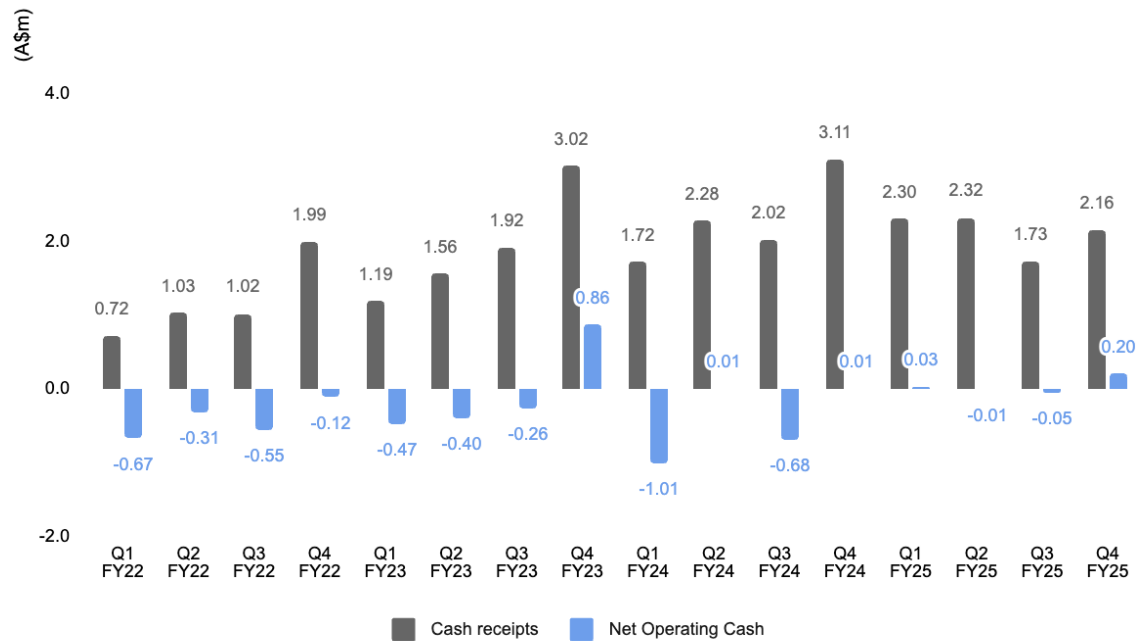
CardHero

CardHero continues to operate cashflow positive and with business development efforts continuing. CardHero contributed \$111k to recurring SaaS and transaction revenue during the quarter.

Cash Flow performance

Net cash flow from operations for 4Q FY25 was \$203k, supported by strong cash receipts and cost efficiency gains which should continue through the rest of the year.

The Company had a cash position of \$0.1 million as at 30 June 2025. On 30 April 2025, the interest free amounts for expenses and funding provided by the Executive Chairman as disclosed in the half year report for the period ended 31 December 2024 have been formalised under the loan facility such that a total amount of \$700,000 had been established as part of the facility from the Executive Chairman and a member of management at a rate of 6% per annum with a minimum term of 13 months. Subsequently \$170,000 of the loan was repaid during the quarter in cash, and \$80k of the facility was reduce via other non-cash invoice credits. \$1,050,000 remains available under the facility from the Executive Chairman.



Further information

Corporate

Nic Lim
nic@8common.com
 Executive Chairman

About 8common Limited

8common (ASX:8CO) solutions deliver enterprise grade financial transaction processing for government entities and large enterprise businesses. Its flagship Expense8 platform is a leading pureplay provider of end-to-end travel expense management software, card application and management. The innovative software solutions improve organisation, productivity, incorporate company organisational policies and expense auditing to reduce fraud.

CardHero (prepaid card fund distribution) delivers a closed loop solution to support regulated, large network and high-volume requirements. 8common specialises in large enterprise and government segments.

Its growing client base of more than 185,000 platform users include enterprise customers Woolworths, Broadcast Australia, Amcor, and over 190 state and federal government entities. For more information, visit <https://www.8common.com/>

Appendix 4C

Quarterly cash flow report for entities
subject to Listing Rule 4.7B

Name of entity

8common Limited

ABN

51 168 232 577

Quarter ended ("current quarter")

30 June 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	2,164	8,553
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs		
(c) advertising and marketing		(6)
(d) leased assets		
(e) staff costs	(664)	(2,461)
(f) administration and corporate costs	(1,279)	(5,936)
1.3 Dividends received (see note 3)		
1.4 Interest received	0	8
1.5 Interest and other costs of finance paid	(18)	(18)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	203	140
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(f) other non-current assets		
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	Net cash from / (used in) investing activities		

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings		
3.6	Repayment of borrowings	(170)	(170)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	(170)	(170)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	68	131
4.2	Net cash from / (used in) operating activities (item 1.9 above)	203	140
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(170)	(170)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	101	101

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	101	68
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	101	68

6. Payments to related parties of the entity and their associates

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

Current quarter \$A'000
75

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments

Relates to payment of Director wages and Director fees for the quarter.

7. Financing facilities

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
1,500	450
-	-
-	-
1,500	450

7.5 Unused financing facilities available at quarter end

1,050

- 7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Facility is provided by Mr Nic Lim, Executive Chairman of the Company. The facility is unsecured and has an interest rate of 6% per annum. The loan facility expires on 1 May 2026.

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (Item 1.9)	203
8.2 Cash and cash equivalents at quarter end (Item 4.6)	101
8.3 Unused finance facilities available at quarter end (Item 7.5)	1,050
8.4 Total available funding (Item 8.2 + Item 8.3)	1,151
8.5 Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	N/A

- 8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

2. Has the entity 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?

Answer: N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date:31 July 2025.....

Authorised by:Board of Directors.....

(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.