

## New Government Contracts & On Course for full year EBITDA positive

### March 2026 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 31 March 2026 (3Q FY26).

#### Outlook:

- SaaS revenue of \$1.2m, up 7% vs previous corresponding period (PCP) and gross SaaS margin averaging 73% for the quarter.
- New contract wins including The Aged Care Quality and Safety Commission and The National Environmental Protection Agency.

#### Key financial highlights during Q3 FY26 include:

- **Transaction and recurring SaaS revenue:** \$1.2 million, up 7% vs PCP.
- **Total revenue:** \$1.45 million, down 3% vs PCP.
- **Cash receipts from operations:** \$1.43 million.
- **Net operating cash inflow:** \$8k.
- **Annualised Recurring Revenue (ARR):** ~\$5.1 million (based on Q3FY26 YTD SaaS and transaction revenue).
- **ARPU:** \$25.03 with an increased user base of 195,000.
- **Operational cost reduction:** Total costs down 12% vs PCP, driven by a 41% decrease in Admin and Corporate costs.
- **Cash position:** \$0.1 million at 31 March 2026 (stable from 31 December 2025), supported by a \$1.5 million loan facility. \$7k was repaid during Q3 FY26 leaving approx. \$300k outstanding on the facility at 31 March 2026. Subsequent to quarter end, the \$1.5 million loan facility was extended by 12 months and now expires on 1 May 2027, otherwise on the same terms. Due to strong receipts following the end of the quarter an additional \$100k of the loan has been repaid.

#### Key operational highlights include:

- New customer contract signings including The Aged Care Quality and Safety Commission (TCV \$1m inc GST over 2 years) and The National Environmental Protection Agency (TCV \$200k inc GST over 1.5 years), which is moving out of an existing shared service to become its own instance.
- Customer contract extensions including The Treasury (1 year) and Audit Office of NSW (3 years).
- Significant increase in go to market activity in the Australian Government sector with entities totalling approx. 24,000 users currently active with approaches to market.

	Q3FY25	Q3FY26	Var	Var %	Q3FY26 YTD*
<b>Total Revenue (\$k)</b>	1,493	1,448	(45)	(3.0%)	4,674
<b>SaaS &amp; Transaction Revenue (\$k)</b>	1,119	1,198	79	7.1%	3,768
<b>COGS (\$k)</b>	537	478	(59)	(11.0%)	1,440
<b>Gross Margin</b>	64.0%	67.0%	3.0%	4.7%	69.2%
<b>Expenses (\$k)</b>	1,168	1,024	(144)	(12.3%)	3,045
<b>EBITDA (\$k)</b>	(212)	(54)	158	74.5%	188
<b>Net Profit (Loss) (\$k)</b>	(381)	(260)	121	31.8%	(429)
<b>Number of users (k)</b>	186	195	9	4.8%	195
<b>ARPU – Total (A\$)</b>	23.98	25.03	1.05	4.4%	26.89

\* Unaudited management accounts

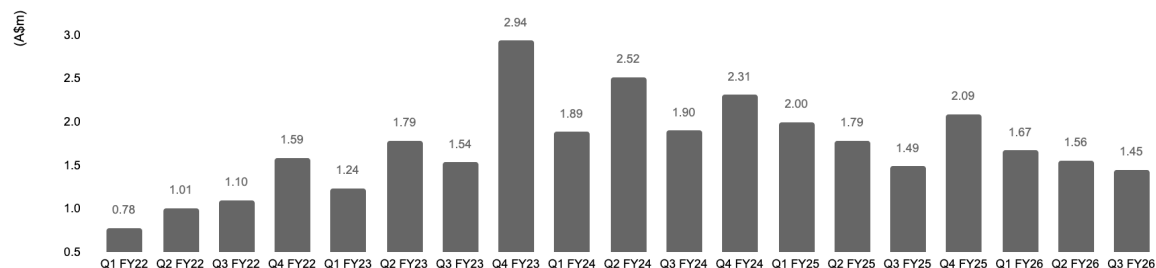
**8common CEO, Andrew Bond** said “Q3 has been a period of significant operational execution, marked by high-value contract wins and a steady expansion of our user base to 195,000. With our cost base now stabilised and gross SaaS margins approximately 70%, we are well-positioned to close FY26 EBITDA positive and with strong positive operational cash flow.”

### Financial and operational review

The Company delivered transaction and recurring SaaS revenue of \$1.2 million, up 7% on PCP and total revenue of \$1.45 million. ARPU for Q3FY26 was \$25.03, with an increased user base of 195k users. On a trailing twelve months (TTM) basis, SaaS revenue has grown at a 3-year CAGR of 15% p.a.

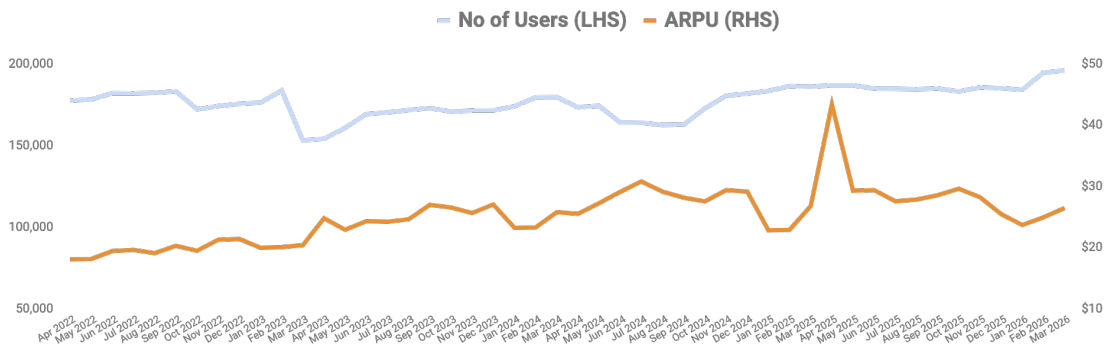
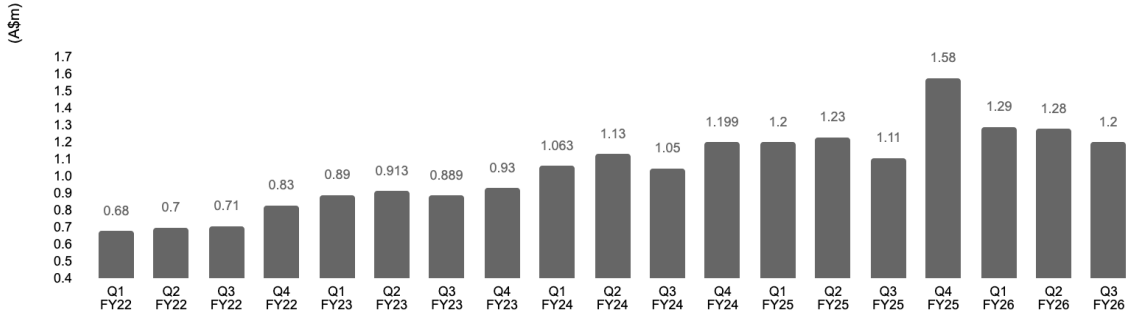
Payments to the Directors of the entity, consisting of salaries and fees for Executive and Non-Executive Director, totalled \$63k during the quarter (see section 6 of the Appendix 4C). No other payments were made to any related parties or their associates of the entity.

### Total revenue



For personal use only

Recurring SaaS & Transaction revenue

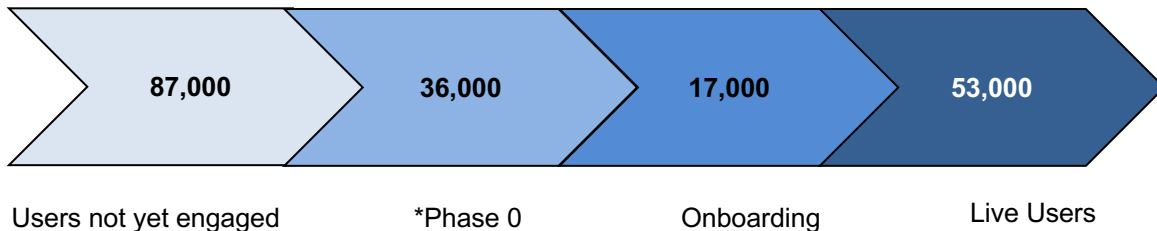


Expense8

- Momentum in Federal Sector continues with new multi-year agreements for the Aged Care Quality and Safety Commission and the National Environmental Protection Agency.
- Expansion to 195,000 total users (up 4.8% PCP), bolstered by the onboarding of the Australian Institute of Marine Science.
- High revenue retention confirmed through successful contract extensions with The Treasury and the Audit Office of NSW.

Fed Gov onboarding pipeline (as at 31 March 2026)

There are approximately 193k 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 36k users have commenced or completed Phase 0 Discovery workshops

Source: [https://budget.gov.au/content/bp4/download/bp4\\_10\\_staffing\\_of\\_agencies.pdf](https://budget.gov.au/content/bp4/download/bp4_10_staffing_of_agencies.pdf)

For personal use only

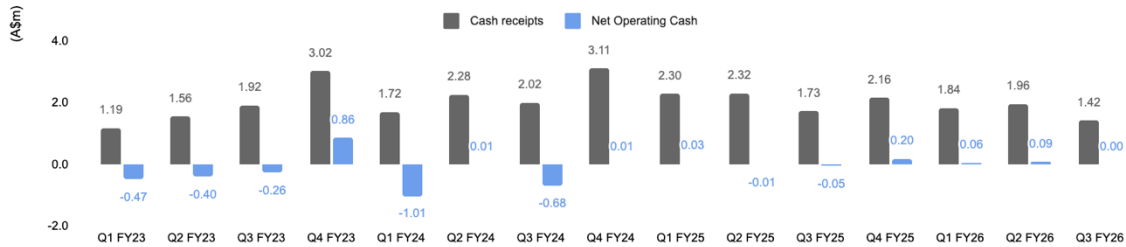
CardHero

CardHero contributed \$125k in revenue during the quarter and continues to operate cashflow positive. Renewed interest from customers has brought on more pre sales activity.

**Cash Flow performance**

Net cash flow from operations for 3Q FY26 was \$8k, supported by strong cash receipts and healthy gross margins which should continue through the rest of the year.

The Company had a cash position of \$0.1 million as at 31 March 2026. The Executive Chairman has provided a loan facility of up to \$1.5 million. \$7k was repaid during the quarter, leaving approximately \$300k outstanding at the end of the quarter. \$1.2m remains available for draw down, if required, under the facility from the Executive Chairman. The facility has been extended and now has an expiry date a 1 May 2027, and other terms of the facility remain the same. Due to strong receipts following the end of the quarter an additional \$100k of the loan has been repaid.



**Further information**

**Corporate**

Nic Lim  
[nic@8common.com](mailto: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 195,000 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/>

For personal use only

## 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")

31 March 2026

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,424	5,226
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs		
(c) advertising and marketing		
(d) leased assets		
(e) staff costs	(726)	(2,278)
(f) administration and corporate costs	(685)	(2,774)
1.3 Dividends received (see note 3)		
1.4 Interest received	0	0
1.5 Interest and other costs of finance paid	(5)	(16)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
<b>1.9 Net cash from / (used in) operating activities</b>	<b>8</b>	<b>157</b>
<b>2. Cash flows from investing activities</b>		
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 (9 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)		
<b>2.6 Net cash from / (used in) investing activities</b>		

<b>3. Cash flows from financing activities</b>		
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	(7)	(148)
3.7 Transaction costs related to loans and borrowings		
3.8 Dividends paid		
3.9 Other (provide details if material)		
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(7)</b>	<b>(148)</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	109	101
4.2 Net cash from / (used in) operating activities (item 1.9 above)	8	157
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-

For personal use only

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(7)	(148)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>110</b>	<b>110</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	110	109
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>110</b>	<b>109</b>

**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

<b>Current quarter \$A'000</b>
63

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.

For personal use only

**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**

	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
	1,500	304
	-	-
	-	-
	1,500	304

**7.5 Unused financing facilities available at quarter end**

1,196

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 2027.

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	8
8.2 Cash and cash equivalents at quarter end (Item 4.6)	110
8.3 Unused finance facilities available at quarter end (Item 7.5)	1,196
8.4 Total available funding (Item 8.2 + Item 8.3)	1,306
8.5 <b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	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

For personal use only

## 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: .....23 April 2026.....

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.

For personal use only