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**ASX: 9SP**

**ASX Announcement  
19 December 2016**

## **Milestone #3 of 4: Barclays dashboard goes live**

### **Highlights:**

- Major milestone achieved, Barclays Bank dashboard now live
- Barclays Bank is 9 Spokes' largest channel partner to date, and the successful implementation is the Company's most significant achievement to date
- 9 Spokes remains on track to complete its four targeted milestones, of having all channel partners live during the December quarter
- Project completion enables invoice to Barclays for final and largest implementation payment, as well as recurring contracted monthly licence fees.
- 9 Spokes will host a webcast/teleconference tomorrow at **11.00am AEDT** to discuss the Barclays milestone

9 Spokes (ASX: 9SP) ("The Company"), the business insights dashboard for SMEs, is pleased to announce it has successfully completed a major milestone, with its white label dashboard for Barclays Bank UK ("Barclays") now live.

9 Spokes CEO, Mark Estall, will host a webcast/teleconference at **11.00am AEDT (1.00pm NZT) tomorrow, 20 December 2016** to discuss the significance of this milestone. Details of the webcast/teleconference are listed on the following page.

Barclays' business dashboard enables the bank's customers to see their banking and business information in one place, for the first time. Barclays is the largest of 9 Spokes' current channel partners.

**Dan Posner, Director of Business Propositions at Barclays said:** *"We're delighted to have worked with 9 Spokes to create a dashboard for our customers that will give our customers a better view of how their business is performing and provide a more engaging online banking experience."*

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**Mark Estall, Co-Founder and CEO at 9 Spokes said:** *"We look forward to seeing how our dashboard enhances Barclays' ability to help and support their SME customers.*

*Barclays is a major milestone for us. We are proud to have successfully delivered to one of the world's leading banks at such an early stage of our business development. We expect Barclays to contribute the most customers of any of our channels over the coming year."*

### **Largest channel, third of four major milestones**

With Barclays live, 9 Spokes has achieved three of the four major release milestones expected during the December quarter. During this quarter, 9 Spokes' Direct channel, Propel by Deloitte and now Barclays have gone live in the UK.

The fourth major release, **Suncorp Group (Australia)** is expected to go live shortly. In aggregate, 9 Spokes' existing channel partners have a customer base of approximately 2 million SMEs.

The UK market entry is significant for 9 Spokes. The UK has 5.5 million SMEs and is 9 Spokes' largest market to date. Use of cloud-based software is increasing. According to market research commissioned by a UK cloud industry body, the overall cloud adoption rate in the UK stands at 84%, up from 48% in 2010.

### **Cash receipts increase in December quarter**

9 Spokes is pleased to advise it has now received implementation payment #4 of 5 from Barclays, triggered by a previously achieved implementation milestone. This takes cash receipts for the quarter to date to NZ\$1.2m, up from NZ\$0.15m in the September quarter.

9 Spokes expects to invoice Barclays in coming days for implementation payment #5 of 5, which is the largest implementation payment and represents project completion. Importantly, with Barclays dashboard now live, 9 Spokes has also achieved the trigger for Barclays to pay recurring contracted monthly licence fees.

### **Webcast details**

**CEO webcast/teleconference tomorrow, 20/12/2016 at 11.00am AEDT (1.00pm NZT).**

**Webcast:** <https://boardroom.media/broadcast/?refid=&eid=585374d949bdfc840bd2b796>

**Conference ID: 976026.** Australia Toll Free: 1 800 558 698 / Alternate Australia Toll Free: 1 800 809 971 / Australia Local Number: +61 2 9007 3187 / New Zealand 0800 453 055 / United Kingdom 0800 051 8245 / United States 1855 8811 339

### **World-class collection of software**

9 Spokes is proud to be working with a collection of world-class online software applications on the platform. This includes two of the leading accounting applications globally, Intuit and Sage. In aggregate these two vendors have more than 11 million SME customers globally.

**Dominic Allon, VP & Managing Director Intuit UK commented:** *“Intuit is delighted to have 9 Spokes join the QuickBooks ecosystem. By using 9 Spokes, small businesses can combine insights from multiple software sources, including QuickBooks, in one place. This innovative solution will allow small businesses to get even more out of QuickBooks.”*

**Alan Laing, EVP Partner & Alliances at Sage commented:** *“Sage and 9 Spokes have partnered to provide small businesses with the best and easiest-to-use tools they need to succeed. With the Sage One accounting app connected to the 9 Spokes smart dashboard, business owners will experience a compelling solution that will help them make the critical day-to-day decisions needed to succeed.”*

### **For more information:**

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### **About 9 Spokes**

The 9 Spokes smart dashboard enables SMEs to connect their software to one dynamic interface - giving them a clear overview of their business. It allows management and advisors to access data and new metrics across key areas, from any device at any time. With these insights, it's easier to make the big decisions to either manage or grow a business.

Businesses can integrate their supported software into the dashboard as well as choose from a selection of recommended and accredited apps to suit their industry.

The smart dashboard from 9 Spokes is available as a direct model to small businesses and as a white labelled platform that Channel Partners can offer to their SME customer base.

**Find out more at [www.9spokes.com](http://www.9spokes.com)**

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