

ASX Release

31 July 2017

Bigtincan Holdings Ltd June Quarterly Report and Appendix 4C

Bigtincan Holdings Limited ('Bigtincan') is a leading provider of enterprise mobility software with operations in United States, Japan, Australia and 14 other countries. Bigtincan has continued to grow and deliver mobile based sales solutions that improve sales efficiency, increasing conversion rates while lowering costs for customers.

Business Commentary

Bigtincan remains on track to achieve Prospectus forecasts for CY2017.

During the quarter the Annualised Run Rate (ARR) from subscription revenue exceeded \$10 million inferring annualised cash receipts in excess of \$12 million per annum after including professional services and government rebates.

Revenue growth, expenditures and strategic positioning of the Bigtincan Hub product in the market remain consistent with Bigtincan's plans.

In mid-July Bigtincan was recognized with the CODiE award for 2017 Best Sales Enablement Platform in the United States which confirms Bigtincan as a global technology and product leader.

Analysis of key operating metrics will be provided in August in association with the unaudited Appendix 4E.

While the pipeline of sales opportunities continues to grow strongly, supported by solid expansion with existing customers, Bigtincan's revenues remain subject to seasonal variations and the timing of major deals.

Cash Commentary to Appendix 4C

Net cash and cash equivalents decreased by \$3.4 million from \$14.4 million in March 2017 to \$11 million at 30 June 2017 due to:

- seasonal variation in receipts of \$1.1m due to US market quarterly pattern as well as distribution of Bigtincan annual renewals;
- administrative delays in receipts of \$0.2m (channel partner terms changed in June);
- front-loading of R&D costs of \$0.2m to bring forward functionality to enable an allied market opportunity;
- higher recruitment costs of \$0.1m to accelerate company growth;
- front-loading of marketing costs of \$0.2m;
- out of cycle IPO costs of \$0.2m and \$0.3m; and
- net cash burn of \$1.1m generally in line with Prospectus forecasts for CY2017.

Based on the forecast revenue growth, \$11 million in the bank and current market conditions, at this time Bigtincan does not foresee the need to raise further capital for operations in the ordinary course of business.

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Quarterly report for entities subject to Listing Rule 4.7B

APPENDIX 4C- JUNE 2017 QUARTERLY CASH FLOW

Name of entity

Bigtincan Holdings Limited	
ABN	Quarter ended ("current quarter")
98 154 944 797	30 June 2017

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	1,520	9,302
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(865)	(1,598)
(d) leased assets	-	-
(e) staff costs	(3,137)	(12,838)
(f) administration and corporate costs	(556)	(1,970)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	54	73
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	71	1,173
1.8 Other		
(a) Non- capitalised IPO issue costs	-	(75)
1.9 Net cash from / (used in) operating activities	(2,913)	(5,933)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	(78)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) 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	-	(78)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	12,000
3.2	Proceeds from issue of convertible notes	-	6,189
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other		
	(a) Capitalised IPO issue costs	(493)	(1,477)
3.10	Net cash from / (used in) financing activities	(493)	16,712

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	14,436	307
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(2,913)	(5,933)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(78)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(493)	16,712
4.5	Effect of movement in exchange rates on cash held	(9)	13
4.6	Cash and cash equivalents at end of quarter	11,021	11,021

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	11,021	14,436
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)	11,021	14,436

6. Payments to directors of the entity and their associates	Current quarter \$A'000
6.1 Aggregate amount of payments to these parties included in item 1.2	254
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

For the quarter ended 30 June 2017, payments to directors for fees and salaries of \$254,378 were made.

7. Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	(370)
9.4 Leased assets	-
9.5 Staff costs	(3,100)
9.6 Administration and corporate costs	(417)
9.7 Other	
9.8 Total estimated cash outflows	(3,887)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

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.



Sign here:
Company secretary

Date: ..31 July 2017.....

Print name: ..Mark Ohlsson.....

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.