

Appendix 4E

For year ended 30 June 2017

BIGTINCAN HOLDINGS LIMITED

ABN: 98 154 944 797

RESULTS FOR ANNOUNCEMENT TO MARKET

For year ended 30 June 2017

Reported	30 June 2017	30 June 2016		Change	Change
	\$000's	\$000's		\$000's	%
Monthly Recurring Revenue (MRR)	907	594	Up	313	53
Revenue from ordinary activities	9,230	7,015	Up	2,215	32
Profit/ (loss) from ordinary activities after tax attributable to members	(5,984)	(7,902)	Down	(1,918)	24
Profit/ (loss) attributable to members	(5,984)	(7,902)	Down	(1,918)	24

Dividend Information

Bigtincan Holding Limited has not paid, recommended or declared dividends for the year ended 30 June 2017 (2016:nil)

Net Tangible Asset information

	30 June 2017	30 June 2016
	(cents)	(cents)
Net Tangible asset per security	8.70	10.06

Derived by dividing the net assets less intangible assets attributable to equity holders of the Company by the total ordinary shares at 30 June 2017 (176,340,101) and 30 June 2016 (30,270,097) respectively.

Earnings per share (EPS)

Basic EPS amounts are calculated by dividing the profit or loss for the year attributable to ordinary equity holders of the Group by the weighted average number of ordinary shares outstanding during the year.

The following reflects the income and the share data used in the basic EPS computation.

	2017	2016
	(cents)	(cents)
Weighted average number of ordinary shares for basic EPS	176,340,101	17,175,000
Net Profit/(loss) after tax attributable to ordinary equity holders	(5,984)	(7,902)
Basic earnings /(loss) per share	(3.39)	(46.01)
Diluted earnings/ (loss) per share	(2.97)	(26.10)

Commentary supporting Appendix 4E

Bigtincan is a recognised global leader in the rapidly growing sales enablement market. Enterprise, mid-market and SME organisations use sales enablement technologies to help them improve the performance of their sales teams to win more deals and improve sales productivity.

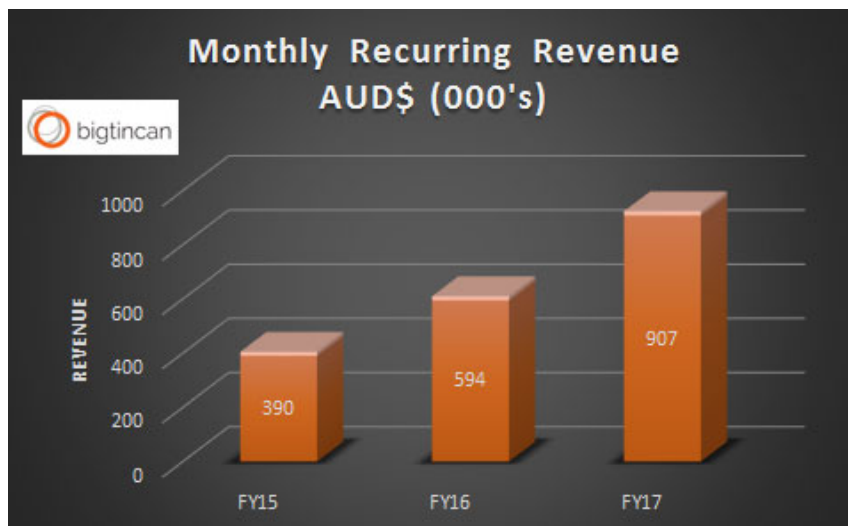
RESULTS - Key Operational Metrics

The key value measure for a Software as a Service business (SaaS) such as Bigtincan is Monthly Recurring Revenue (MRR).

As at June 30, 2017, Bigtincan generated more than \$907,000 in Monthly Recurring Revenue representing a 53% increase year on year from \$594,000 as at June 2016.

Bigtincan generates 90% of its revenue in the USA from subscription licenses and annual support which represents a Monthly Recurring Revenue stream for Bigtincan, as these customers make ongoing subscription payments generally 12 months in advance.

The graph below shows that over the last three (3) financial years Bigtincan's MRR has grown at over 50% per annum and remains in line with the IPO forecast.



Key Operational Metrics for Bigtincan are Monthly Recurring Revenue, Customer Retention Rate, and Cash Management (average monthly cash burn – measured over 12 months in arrears). Over the 2017 Financial Year these were as follows:

KEY OPERATIONAL METRICS	FY 2017	FY 2016	Vs Last Year	IPO forecast FY17	IPO forecast CY 17
MRR end of period	\$907,000	\$594,000	53% higher	\$895,000	\$1,070,000
Retention rate	88%	92%	4% lower	92%	92%
Cash	\$11.0M	\$0.3M	na	na	na
Av. mthly burn rate	(\$363,000)	(\$419,000)	na	(\$427,000)	(\$259,000)

Subscription retention rate for FY2017 was slightly lower than forecast at 88% is expected to improve over the second half of CY2017.

Average monthly cash burn is reducing in accordance with CY2017 expectations.

RESULTS – Financial Metrics

Total GAAP revenue grew by 32% over FY2017 where subscription GAAP revenue grew by 48%, highlighting a continued focus on recurring subscription revenue.

Financial Metrics for Bigtincan are GAAP Revenue, Margin, Expenses and Operating Profit where over the 2017 Financial Year these were as follows:

FINANCIAL METRICS	FY 2017	FY 2016	Vs Last Year	IPO forecast	
				FY17	CY 17
Revenue	\$9.23M	\$7.015M	32% higher	\$9.679M	\$11.737
Gross Margin	84%	81%	3% higher	85%	86%
Operating expenses	\$14.192M	\$12.224M	16% higher	\$13.882M	\$16.418M
Net Profit/(loss) before tax	(\$5.941M)	(\$7.821M)	24% higher	(\$4.649M)	(\$4.978M)

Gross Margin is in line with forecasts. Operating Expenses were slightly higher due primarily to additional investments in expanding the Salesforce relationship with our US sales and marketing team.

Company Progress

This significant increase in MRR highlights that organisations around the globe, and across industries, rely on Bigtincan Hub to ensure the productivity of their mobile workforce makes every customer interaction count. The growth in Monthly Recurring Revenue aligns with the Company's vision of:

- Continuing the sale and deployment of Bigtincan Hub into enterprise;
- Launch new features in mobile content enablement applications to complement Bigtincan services;
- Improve and strengthen integration of the Bigtincan mobile content platforms; and
- Accelerate new products for guided selling, predictive content and technology innovation.

Market Place

In addition to revenue growth, Bigtincan has continued to be recognized by the market as a leader in the rapidly growing Sales Enablement space. According to Aragon Research the sales enablement market will be a US\$5B annualized revenue market by 2021.

During 2017, Bigtincan has continued its growth path with an expanded global sales team, new versions of award-winning software and continued revenue growth. These developments during 2017 include:

- Expanded partnership with Salesforce.com achieving Gold status and won the prestigious Demo Jam award at Salesforce.com Dreamforce New York in May this year;
- Extended partnership with Cisco and Apple through shipping FastLane support inside the Bigtincan Hub product;
- Winning a CODiE Award for best Sales Enablement Platform against global tier one competition;
- Winning a competitive deal for a leading US based NASDAQ listed business covering thousands of locations across the USA; and
- Growing the sales and marketing team with important new management and sales hires.

Initial Public Offering

A fully underwritten Initial Public Offering (“IPO”) was undertaken successfully on the Australian Stock Exchange (ASX), listing March 24, 2017 where a total of 46,154 million new shares were issued at A\$0.26 per share raising a net \$10.5M.

Outlook

Bigtincan remains well placed to meet the IPO key operational and financial metrics including the Monthly Recurring Revenue target of \$1,077,000 for December 2017.

Bigtincan is continuing to invest in the training and development of its recently upgraded US sales and marketing team during the second half of Calendar 2017 to support continued customer and revenue growth through Calendar 2018.

BIGTINCAN HOLDINGS LIMITED
CONSOLIDATED STATEMENT OF FINANCIAL PERFORMANCE
For year ending 30 June 2017

	Note	2017 \$000	2016 \$000
Revenue	3	9,230	7,015
Other income	3	3,735	1,313
Total operating revenue and other income		12,965	8,328
Cost of revenues	4	(1,497)	(1,303)
Gross Profit		11,468	7,025
<i>Operating expenses</i>			
Sales and marketing	4	(6,808)	(4,875)
Product development	4	(5,401)	(4,969)
General and administration	4	(1,982)	(2,675)
Total operating and other expenses		(14,191)	(12,519)
Total profit /(Loss) before financing costs and tax		(2,723)	(5,494)
Finance income		73	4
Finance expenses	5	(3,291)	(2,827)
Net Finance costs		(3,218)	(2,575)
Profit/ (Loss) before income tax		(5,941)	(7,821)
Income tax expense		(43)	(81)
Profit/ (Loss) for the year after tax		(5,984)	(7,902)
Other comprehensive income			
Foreign operations – foreign currency translation differences		(18)	(5)
Total other comprehensive loss, net of tax			
Total comprehensive income (loss) for the period		(6,002)	(7,907)

The accompanying notes are an integral part of these consolidated financial statements.

BIGTINCAN HOLDINGS LIMITED
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
As at 30 June 2017

	Note	2017	2016
Assets		\$000	\$000
<i>Current Assets</i>			
Cash and cash equivalents	6	11,021	307
Trade receivables	7	2,341	1,264
Other current assets	7	1,544	1,338
Total current assets		14,906	2,909
<i>Non-current assets</i>			
Property, plant and equipment	8	178	37
Intangible assets	9	351	401
Other non-current assets	7	261	99
Total non-current assets		790	537
Total Assets		15,696	3,446
Liabilities			
<i>Current liabilities</i>			
Trade payables	10	729	1,178
Deferred revenue	11	3,615	3,253
Provisions	12	417	333
Other current liabilities	10	1,451	1,496
Total current liabilities		6,212	6,260
<i>Non-Current liabilities</i>			
Deferred tax liabilities		1	1
Deferred revenue	11	875	-
Provisions	12	32	-
Other non-current liabilities	13	-	5,208
Total non-current liabilities		908	5,209
Total Liabilities		7,120	11,469
Net Assets		8,576	(8,023)
Equity			
Share capital	14	35,560	13,161
Share-based payment reserve		3,415	3,213
Accumulated losses		(30,400)	(24,416)
Foreign currency translation reserve		1	19
Total Equity		8,576	(8,023)

The accompanying notes are an integral part of these consolidated financial statements.

BIGTINCAN HOLDINGS LIMITED
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
For year ending 30 June 2017

	Note	Share capital	Share-based payment reserve	Accumulated losses	Foreign currency translation reserve	Total
		\$000	\$000	\$000	\$000	\$000
Balance at 1 July 2015		13,161	2,868	(16,514)	24	(461)
Loss for the year		-	-	(7,902)	-	(7,902)
Other comprehensive income (net of tax)		-	-	-	(5)	(5)
Total comprehensive loss		-	-	(7,902)	(5)	(7,907)
Transactions with owners of the Group						
Issue of ordinary shares	14	-	-	-	-	-
Equity settled share-based payments		-	345	-	-	345
Total transactions with owners of the Group		-	345	-	-	345
Balance at 30 June 2016		13,161	3,213	(24,416)	19	(8,023)
Balance at 1 July 2016		13,161	3,213	(24,416)	19	(8,023)
Loss for the year		-	-	(5,984)	-	(5,984)
Other comprehensive income (net of tax)		-	-	-	(18)	(18)
Total comprehensive loss		-	-	(5,984)	(18)	(6,002)
Transactions with owners of the Group						
Issue of ordinary shares	14	22,399	-	-	-	22,399
Equity settled share-based payments		-	202	-	-	202
Total transactions with owners of the Group		-	202	-	-	202
Balance at 30 June 2017		35,560	3,415	(30,400)	1	8,576

The accompanying notes are an integral part of these consolidated financial statements.

BIGTINCAN HOLDINGS LIMITED
CONSOLIDATED STATEMENT OF CASH FLOWS
For year ending 30 June 2017

	Note	2017	2016
		\$000	\$000
Cash flows used in operating activities			
Cash receipts from customers		9,390	7,947
Cash paid to suppliers and employees		(16,397)	(12,833)
Cash used in operations		(7,007)	(4,885)
Interest received		73	3
Income grant/taxes received		1,156	1,215
Net cash used in operating activities		(5,821)	(3,668)
Cash flows used in investing activities			
Acquisition of property, plant and equipment	8	(201)	(34)
Acquisition of intangibles	9	-	-
Net cash used in investing activities		(201)	(34)
Cash flows used in financing activities			
Proceeds from issue of share capital		12,000	-
Proceeds from issue of convertible notes		6,189	2,579
IPO capitalised costs		(1,453)	-
Net cash from financing activities		16,736	2,579
Net increase/ (decrease) in cash and cash equivalents		10,714	(1,123)
Cash and cash equivalents at 1 July		307	1,430
Effect of movements in exchange rates on cash held		-	-
Cash and cash equivalents at 30 June	6	11,021	307

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

Reporting entity

Bigtincan Holdings Limited (“the Company”) is a company domiciled in Australia. The address of the Company’s registered office is Level 9, 267 Clarence Street, Sydney NSW 2000. The consolidated financial statements of the Company as at and for the year ended 30 June 2017 comprise the Company and its subsidiaries (collectively the ‘Group’ and individually ‘Group entities’).

The Group is a for-profit entity and primarily involved in the provision of an integrated, online platform called “Bigtincan hub”, a powerful, intelligent, collaborative and secure solution that automatically delivers the most relevant content to the right users directly, using their mobile devices.

Summary of Significant Accounting Policies

Basis of Preparation

The financial report is a general purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001, Australian Accounting standards and interpretations and other authoritative pronouncements of the Australian Accounting Standards Board. The financial report also complies with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

The financial report is based on accounts which are in the process of being audited and have been prepared in accordance with ASX listing rule 4.3A. As such, this preliminary report does not include all the notes that are included in an annual financial report. Release of this will be on/or before 30 September 2017.

Functional and presentation currency

These consolidated financial statements are presented in Australian dollars, which is the Group’s functional currency.

Rounding of amounts

Amounts in the financial statements have been rounded off to the nearest thousand dollar, in reference to instrument 2016/191 issued by ASIC.

Use of judgements and estimates

In preparing these consolidated financial statements in conformity with AASBs and IFRSs, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised prospectively.

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

3 Operating Revenue and Other income

	2017	2016
	\$000	\$000
Operating revenue		
Revenue from subscription and support services	8,566	5,803
Revenue from product related professional and contract services	664	1,212
Total operating revenue	9,230	7,015
Other Income		
Government grants	1,155	1,174
Other – convertible note adjustment	2,580	139
Total other income	3,735	1,313

The Group primarily derives its revenue through the sale of its subscription and support services that allows customers to access the cloud based application called Bigtincan Hub. There are three principal sources of revenue – subscription and support revenue, (2) product related professional services, and (3) other income such as Government grants and interest..

Convertible note fair value adjustment

As a result of a contingent settlement provision in the convertible notes raised in FY16, the Company was required to recognize a liability for an additional 100% of the face value of the Convertible notes. As a result, a liability reflecting 200% of the face value of the notes was recognized as at 30 June 2016. On completion of the offer, the additional liability recognized was reversed with an offsetting impact recognized as a gain of \$2,579 million through the income statement of FY 17

The company operates as a single business unit and the group does not qualify as operating segments under AASB 8 Operating Segments.

	2017	2016
	\$000	\$000
Revenue by location		
Asia Pacific	1,194	1,335
United states of America	7,871	5,469
Rest of the world	165	211
Total Revenue	9,230	7,015

Revenue per region is based on the invoicing location of the customer.

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

4 Cost of sales and other expenses

	2017	2016
	\$000	\$000
Employee benefits expense	594	554
Subscriptions, hosting and server costs	885	749
	1,479	1,303

	2017	2016
	\$000	\$000
Wages and salaries	9,825	7,676
Post- employment benefit expense	360	315
Share based payments expense*	202	344
	10,387	8,335

Other operating expenses

	2017	2016
	\$000	\$000
Professional fees	248	717
Advertising and marketing	1,245	717
Depreciation and amortisation	98	85
Other operating expenses	2,213	2,169
	3,804	3,688

Audit and Non-Audit Fees

Fees payable or paid for services provided by KPMG, the Company's auditor during the year were:

	2017	2016
	\$000	\$000
Audit services	145	31
Other services	-	-
	145	31

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

5 Finance costs

After completion of the offer, the Pre-IPO convertible notes at a 20% discount to the offer price, resulted in expenses of \$2.7m recognised through the income statement on completion of the offer, reflecting the carrying value of capitalized advisor costs of \$0.3 m and the \$2.4m discount.

	2017	2016
	\$000	\$000
Convertible discount value	2,785	2,579
Other finance costs	506	248
	<u>3,291</u>	<u>2,827</u>

6 Cash and cash equivalents

	2017	2016
	\$000	\$000
Cash at bank	3,021	307
Short term deposits	8,000	-
Total Cash and cash equivalents	11,021	307

Cash Flow Statement Reconciliation

Reconciliation of Loss after tax to Net cash flows from Operations

	2017	2016
	\$000	\$000
Operating Loss after tax		
<i>Adjustments for non- cash expense and income items</i>	(5,984)	(7,902)
Amortisation of intangible assets	51	53
Depreciation of property, plant and equipment	54	32
Share based payments	202	344
Bad debts written off	81	42
Unrealised foreign exchange	(16)	20
Settlement provision- Convertible notes	-	2,579
Operating cashflows before movements in working capital		
Change in assets and liabilities		
Decrease/(Increase) in trade receivables	(1,077)	377
Decrease)/increase in trade and other payables	(494)	217
(Decrease)/Increase in deferred income	1,207	407
(Decrease)/Increase in employment liabilities	116	96
(Decrease)/ Increase in income tax payable	39	67
Net Cash flows used in operating activities	(5,821)	(3,668)

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

7 Trade and Other Receivables

	2017	2016
	\$000	\$000
Current		
Trade receivables	2,529	1,376
Provision for doubtful debts	(188)	(112)
Other receivables	1,544	1,338
Total trade and other receivables	3,885	2,602
Non-current assets	261	99

8 Property, Plant and Equipment

	Computer Equipment	Office Furniture	Total
	\$000	\$000	\$000
<i>Cost</i>			
Balance at 1 July 2015	75	6	81
Additions	34	-	34
Disposals	(27)	-	(27)
Balance at 30 June 2016	82	6	88
Balance at 1 July 2016	82	6	88
Additions	116	85	201
Disposals	(3)	-	(3)
Balance at 30 June 2017	195	91	286
<i>Accumulated depreciation and impairment losses</i>			
Balance at 1 July 2015	45	1	46
Depreciation	31	1	32
Disposals	(26)	-	(26)
Balance at 30 June 2016	50	2	52
Balance at 1 July 2016	50	2	52
Depreciation	49	5	54
Disposals	3	-	3
Balance at 30 June 2017	102	7	109
<i>Carrying amounts</i>			
At 30 June 2016	33	4	37
At 30 June 2017	93	85	178

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

9 Intangible assets

	Intellectual property	Licenses	Customer list	Total
	\$000	\$000	\$000	\$000
<i>Cost</i>				
Balance at 1 July 2015	486	14	6	506
Additions	-	-	-	-
Disposals	-	-	-	-
Balance at 30 June 2016	486	14	6	506
Balance at 1 July 2016	486	14	6	506
Additions	-	-	-	-
Disposals	-	-	-	-
Balance at 30 June 2017	486	14	6	506
<i>Accumulated depreciation and impairment losses</i>				
Balance at 1 July 2015	49	2	1	51
Amortisation	51	1	1	53
Disposals	-	-	-	-
Balance at 30 June 2016	100	3	1	104
Balance at 1 July 2016	100	3	1	104
Amortisation	48	2	1	51
Disposals	-	-	-	-
Balance at 30 June 2017	148	5	2	155
Net Book Value				
At 30 June 2017	338	9	4	351
At 30 June 2016	387	10	4	401

10 Trade and other payables

	2017	2016
	\$000	\$000
Trade payables	729	1,178
Accrued expenses	429	490
Other trade payables	1,022	1,006
Total trade and other payables	2,180	2,674

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

11 Deferred Income
Current assets

	2017	2016
	\$000	\$000
Subscription and support	4,466	3,336
Product related professional services	24	16
Non-product related professional services	-	1
Total deferred revenue	4,490	3,253

Non-current assets

Subscription and support	875	-
Product related professional services	-	-
Total deferred revenue	875	-

12 Provisions

	2017	2016
	\$'000	\$'000
Employee benefits	417	333
Current	417	333
Employee benefits	32	-
Non-Current	32	-

Employee benefits

Provision for employee benefits represent amounts payable by the Consolidated Entity for accrued annual leave and long service leave.

13 Other non-current liabilities

	2017	2016
	\$000	\$000
Convertible notes	-	2,629
Additional 100% of the face value of Fourth Convertible Notes	-	2,579
<i>Deferred tax liabilities</i>	1	1
Total other non-current liabilities	1	5,209

BIGTINCAN HOLDINGS LIMITED
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For year ending 30 June 2017

14	Contributed Equity	2017	2016
	Weighted average number of ordinary shares		
	For basic and diluted earnings per share	176,340,101	17,175,000
		2017	
		\$000	
	Shares issued during the IPO process		
	Number of shares held by existing shareholders	84,260	
	Number of shares issued to convertible note holders	45,920	
	New Shares issued-15 March 2017	46,154	
	At the end of reporting period	176,340	
	Movement in share capital	2017	2016
		\$000	\$000
	At the beginning of the period	13,161	13,161
	Share proceeds	12,000	-
	Issued Costs	(1,453)	-
	Conversion of convertible notes	11,852	-
	Movement in share capital	22,399	-
	At the end of reporting date	35,560	13,161

Parent Entity and Subsidiaries

The Ultimate Parent entity and the ultimate parent of the consolidated group is Bigtincan Holdings Limited

15. List of subsidiaries

Set below is a list of the subsidiaries of the Group:

Name	Principal place of business	Ownership interest 2017	Ownership interest 2016
Subsidiaries of BigTinCan Holdings Limited:			
BigTinCan Mobile Pty Ltd	AUS	100%	100%
Subsidiaries of BigTinCan Mobile Pty Ltd:			
BTC Mobility LLC	USA	100%	100%
BigTinCan UK Ltd	UK	100%	100%

16. Associates and Joint Venture entities

Bigtincan Holdings Limited as at 30 June 2017 does not have any Joint Ventures or Associates

17. Events subsequent to Balance Date

There are no post balance date events

18. Unaudited Report

The Financial report for the year ended 30 June 2017 is in the process of being audited. Release of the annual financial statement will be on or prior to 30 September 2017.