

**ASX Release**29<sup>th</sup> January 2018**Bigtincan Holdings Ltd December Quarterly Report and Appendix 4C**

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

**Highlights**

Bigtincan continued to execute on its IPO plan growing revenue, customer base and users as well as expanding go-to-market partnerships. During this quarter Bigtincan added new customers in the USA, Europe, and Asia/Pacific including recognized global companies Extreme Networks, Syngenta, and Omada Health, and expanded business with existing global customers including Thyssen Krupp, Hologic and HINO.

During the quarter, Bigtincan continued to expand go-to-market programs, subscription revenues and the Bigtincan core sales enablement platform. A strategic acquisition of Israel-based AI technology company Contondo was announced and completed.

**Go-to-market Expansion**

Over the quarter, Bigtincan signed and announced a strategic partnership with Verizon Wireless to bring the Bigtincan sales enablement solution to market in the USA through Verizon's enterprise sales team, as well as establishing new partners in the USA, Europe and Asia, including Connection (<http://connection.com>) and Cancom (<http://cancom.com>).

**Product Release**

In November Bigtincan delivered new product releases that extend the Bigtincan platform to provide additional functionality. This significant milestone broadened the platform to new areas including learning, training, and the ability to create third party add on platform extensions. Bigtincan Add-ons allow customers, partners, and third-party software developers to create extensions to the Bigtincan solution, expanding the depth and breadth of the value the solution provides.

**Acquisition**

Bigtincan announced the acquisition of Contondo to contribute to Bigtincan's ongoing leadership in AI-powered sales enablement automation. Contondo's sales enablement automation tools focus on discovery and classification of available sales and service content, while enhancing measurement and improving investment return. Contondo's data science team and innovative core features add further strength to Bigtincan's leadership in the market.

With the Contondo acquisition Bigtincan has added additional data science experts and a new presence in Israel to ensure access to the skills and expertise needed for this new frontier in computing.

**Commentary to Appendix 4C**

Bigtincan closed the quarter with \$11.5M in cash. The continuing strong cash position reflected on track business plan execution across the business operations and included some multi-year contract advanced payments from global customers along with a continued focus on improved accounts receivable. Revenue and expenditures remained consistent with Company plans.

Cash receipts from customers and partners were strong at \$4.55M and the company cash position for the December quarter was just \$113K below that for previous quarter closing, with a closing cash balance of \$11.53M at December 31.

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+ See chapter 19 for defined terms

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## Quarterly report for entities subject to Listing Rule 4.7B

## APPENDIX 4C- DECEMBER 2017 QUARTERLY CASH FLOW

## Name of entity

<b>Bigtincan Holdings Limited</b>	
<b>ABN</b>	<b>Quarter ended ("current quarter")</b>
98 154 944 797	31 December 2017

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	4,555	9,321
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(619)	(1,305)
(d) leased assets	-	-
(e) staff costs	(3,640)	(6,711)
(f) administration and corporate costs	(424)	(877)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	38	87
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	40
1.8 Other	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(90)</b>	<b>555</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(23)	(42)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-

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2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(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)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(23)</b>	<b>(42)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
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	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>-</b>	<b>-</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	11,647	11,021
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(90)	555
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(23)	(42)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>11,534</b>	<b>11,534</b>

## Quarterly report for entities subject to Listing Rule 4.7B

<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	11,534	11,647
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>11,534</b>	<b>11,647</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 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

**Current quarter  
\$A'000**

169

-

For the quarter ended 31 December 2017, payments to directors for fees and salaries of \$168,788 were made.

**7. Payments to related entities of the entity and their associates**

- 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

**Current quarter  
\$A'000**

-

-

## Quarterly report for entities subject to Listing Rule 4.7B

8.	Financing facilities available	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
	Add notes as necessary for an understanding of the position		
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.		

9.	<b>Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1	Research and development	-
9.2	Product manufacturing and operating costs	-
9.3	Advertising and marketing	(450)
9.4	Leased assets	-
9.5	Staff costs	(3,350)
9.6	Administration and corporate costs	(470)
9.7	Other	
9.8	<b>Total estimated cash outflows</b>	<b>(4,270)</b>

10.	<b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
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	-	-

**Quarterly report for entities subject to Listing Rule 4.7B****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: .....  
(Director/Company secretary)

Date: 29 January 2018.

Print name: Mark Theodore 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.