

ASX Announcement

12 April 2018

Block trade introduces new institutional investors to the Bigtincan share register

Bigtincan Holdings Limited (ASX: BTH) notes a block trade of approximately 9.9 million Bigtincan shares has been executed by Baillieu Holst Ltd.

The Company's substantial shareholders Southern Cross IIF Trusco Pty Ltd (**Southern Cross**), Softbank China Venture Capital Fund IV Pte Ltd (**SBCVC**) (entities associated with Mr John Scull, Non-Executive Director of Bigtincan) and other parties, offered approximately 9.9 million shares or 5.6% of the Company's issued shares to institutional investors. Post the block trade Southern Cross and SBCVC combined shareholding in Bigtincan will be reduced to 13.0% of Bigtincan's issued shares.

The releasing of this tranche of shares to a broader range of institutional investors represents a further step to increasing the liquidity of Bigtincan shares. Southern Cross and SBCVC has made a voluntary commitment that its remaining shareholding (post the block trade) shall be subject to escrow until the release of Bigtincan's Fiscal 2018 full year results, expected to be around August 2018.

Non-Executive Director, Mr John Scull advised, "Southern Cross and SBCVC's action in no way represents any reduction of my personal commitment to Bigtincan Holdings Limited and I will continue as a Non-Executive Director of the Company. I remain committed to robustly pursuing growth of the business both organically and through acquisitions and I am positive about the Company's future".

This action, which introduces new institutional shareholders to the Bigtincan share register is, in the opinion of the Directors of Bigtincan, positive and in the interest of all shareholders.

Mark Ohlsson – Company Secretary

Additional Information

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About Bigtincan

Bigtincan (ASX:BTH) helps sales and service teams increase win rates and customer satisfaction. The company's mobile, AI-powered sales enablement automation platform features the industry's premier user experience that empowers reps to more effectively engage with customers and prospects and encourages team-wide adoption. Leading brands including AT&T, ThermoFisher, Merck, ANZ Bank and others rely on Bigtincan to enhance sales productivity and fuel customer engagement. With global sales and marketing headquartered in Boston, Bigtincan also has offices across EMEA, Australia and Asia. To discover more about how your organization can benefit from the Bigtincan Hub platform, please visit www.bigtincan.com or follow @bigtincan on Twitter

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