

ASX Release
26 April 2018

Bigtincan Holdings Ltd March Quarterly Report and Appendix 4C

Bigtincan Holdings Ltd (ASX:BTH) "Bigtincan" is pleased to provide an update on activities for the quarter ending March 31st 2018. Bigtincan is a leading provider of sales enablement and enterprise mobility software with operations in the United States, UK, 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 strategic imperatives of;

- growing revenue/customer base through expanded channel partnerships
- continuing technology leadership through product development
- encouraging expanded partnerships through third party development
- expanding gotomarket programs

The company continued to expand the Bigtincan core sales enablement platform to accommodate customer growth. To further match this customer growth the management team and structure have been expanded with Vivian Stewart appointed as Chief Operating Officer, Patrick Welch as Chief Marketing Officer and new key positions added in engineering, product management, and customer service allowing the company to have in place appropriate management to support company growth.

In the quarter Bigtincan launched a new partnership with BPM Works, a global leader in marketing and sales enablement and added Bigtincan Hub to the global Jamf Marketplace, providing access to Jamf's customer base of over 4,000 business, government, and education clients.

Bigtincan launched new initiatives for retail and financial services markets in the quarter including Bigtincan's involvement at the NRF trade show in New York City where Bigtincan demonstrated Siri integration in the Hub product designed to assist retailers with sales enablement and new options for Retail customer deployments.

Product

In the quarter, Bigtincan released enhancements to Bigtincan Hub software that added new capabilities that allow customers to make better use of sales enablement. New developments included;

- Enhanced multi-user support tailored for the Retail sector
- New guided selling technology tailored for the Life Science sector
- Additions to Bigtincan's Public SDK and APIs that make it even easier for third parties to create integrations to the Bigtincan system.

Cash Commentary to Appendix 4C

Bigtincan strengthened its cash position closing the quarter at \$11.7 million.

The company generated customer receipts of \$4.8 million for the quarter, an increase of 46% on the March 2017 quarter (\$3.3 million). This contributed to an increase of \$0.2 million net cash and cash equivalents from \$11.5 million at 31 December 2017 to \$11.7 million at 31 March 2018.

Operating cash flows were positive for the quarter at \$0.2 million as Bigtincan further increased its market penetration and customer base. The cash position reflected the on track business plan execution across the business operations and continued revenue growth with some multi-year contract advanced payments from global customers.

Operating costs are in line with expectations as BigtinCan continues to grow its sales, marketing and technology support expenditure.

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Quarterly report for entities subject to Listing Rule 4.7B

APPENDIX 4C- MARCH 2018 QUARTERLY CASH FLOW

Name of entity

Bigtincan Holdings Limited	
ABN	Quarter ended ("current quarter")
98 154 944 797	31 March 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	4,837	14,158
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(577)	(1,883)
(d) leased assets	-	-
(e) staff costs	(3,530)	(10,240)
(f) administration and corporate costs	(543)	(1,419)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	26	113
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	-	-
1.9 Net cash from / (used in) operating activities	213	769

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(25)	(68)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
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)	-	-
2.6	Net cash from / (used in) investing activities	(25)	(68)

3.	Cash flows from financing activities		
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	-	-
3.10	Net cash from / (used in) financing activities	-	-

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	11,534	11,021
4.2	Net cash from / (used in) operating activities (item 1.9 above)	213	769
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(25)	(68)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	11,722	11,722

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	11,722	11,534
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)	11,722	11,534

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**

131
-

For the quarter ended 31 March 2018, payments to directors for fees and salaries of \$130,810 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**

-
-

8. Financing facilities available

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.

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
-	-
-	-
-	-

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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

9.4 Leased assets

9.5 Staff costs

9.6 Administration and corporate costs

9.7 Other

9.8 Total estimated cash outflows

-
-
(750)
-
(3,350)
(670)
(4,770)

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:
(Director/Company secretary)

Date: April 26th, 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.