

ASX Release
26 July 2018

Bigtincan Holdings Ltd June 2018 Quarterly Report and Appendix 4C

Strong revenue growth and well positioned to continue its expansion

Bigtincan Holdings Limited ('Bigtincan') is a leading provider of sales enablement and enterprise mobility software with operations in United States, Japan, Australia and 14 other countries. Bigtincan continued to execute on its strategic plan growing revenue, customers and individual users as well as expanding go-to-market partnerships. Recent product releases have delivered further functionality to users in line with the Company's product and technology roadmap.

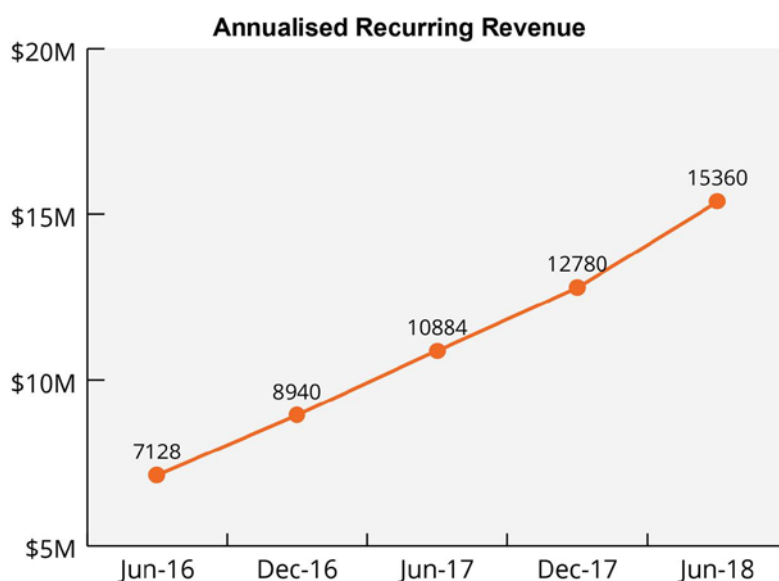
During this quarter Bigtincan added new customers in the USA, Europe, and Asia/Pacific and further expanded relationships with a number of existing multinational customers.

Highlights

- **Annualised Recurring Revenue¹ (ARR) exceeded \$15.3m (up 41% on pcp)**
- **Cash receipts from operations for the quarter of \$2.5m (up 66% on pcp) and \$16.7m for the last 12 months (up 80% on pcp)**
- **Cash balances at 30 June of \$23.9m (up 117%) including net proceeds of capital raising of \$14.2m**
- **Operating expenses in line with previous quarter at \$4.6m**
- **Grant of USA Patent**

Strong Recurring Revenue

Bigtincan continued to grow subscription revenue – passing the \$15.3m Annualised Recurring Revenue level during the quarter. This was an increase of 41% on the ARR at 30 June 2017.



¹ Bigtincan uses certain measures to manage and report on its business that are not recognised under AAS or IFRS. These measures are collectively referred to under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by ASIC. Annualised Recurring Revenue (ARR) represents contracted, recurring revenue on an annualised basis.

Cash Position

Cash receipts of \$2.5m were up 66% over the previous corresponding period and for the last 12 months overall cash receipts were \$16.7m, up ~80% from the previous corresponding period of \$9.3m. Total operating spend for the June quarter was \$4.6m in line with the June 2017 quarter, slightly down from \$4.7m for the March 2018 quarter.

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

Cash balances at 30 June were \$23.9m, up \$12.2m on the previous quarter reflecting the impact of the successful capital raising completed in June 2018.

Product Releases

Bigtincan continued to enhance its product with releases across all platforms (iOS, Windows, Android, Web) together with new capabilities allowing rapid content creation, improved leads automation and sales recommendations.

During the quarter Bigtincan announced the release of Bigtincan Life Sciences - a dedicated offering for the Life Sciences industry establishing Bigtincan as the first Sales Enablement platform to offer a dedicated solution for this market sector.

Grant of USA Patent

In the quarter, Bigtincan was officially granted a USA Patent for the core Bigtincan content management system providing additional market protection for the Company.

Capital Raising and Zunos Acquisition

Bigtincan completed a successful capital raising of \$15m from institutional investors to support the acquisition of Zunos Technologies. This acquisition, which is expected to complete in July 2018, will add additional capability to the Bigtincan platform focused on onboarding, training and knowledge development, together with additional skilled resources. A \$3m share purchase program (SPP) is also currently in progress.

Additional Information

Investor Briefing

The Company will host a briefing for investors and analysts at 11.00am (AEST) on 27 July 2018.

To pre-register for the briefing and avoid a queue while calling, please register at the following link: <https://services.choruscall.com.au/diamondpass/bigtincan-634454-invite.html>

If you are unable to pre-register, at the time of the call please dial one of the numbers below and provide the **conference ID: 634454** to the operator.

Australia Toll Free: 1800 558 698 Australia Local/International: +61 2 9007 3187

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Quarterly report for entities subject to Listing Rule 4.7B

APPENDIX 4C- JUNE 2018 QUARTERLY CASH FLOW

Name of entity

Bigtincan Holdings Limited	
ABN	Quarter ended ("current quarter")
98 154 944 797	30 June 2018

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	2,528	16,686
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(502)	(2,585)
(d) leased assets	-	-
(e) staff costs	(3,553)	(13,793)
(f) administration and corporate costs	(503)	(1,922)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	27	140
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	38	78
1.8 Other	-	-
1.9 Net cash from / (used in) operating activities	(1,965)	(1,195)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(21)	(89)
(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	-	-

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(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	(21)	(89)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	15,000	15,000
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 issue costs	(836)	(836)
3.10 Net cash from / (used in) financing activities	14,164	14,164

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	11,722	11,021
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,965)	(1,195)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(21)	(89)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	14,164	14,164
4.5 Effect of movement in exchange rates on cash held	-	-
4.6 Cash and cash equivalents at end of quarter	23,900	23,900

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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	23,900	11,722
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)	23,900	11,722

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**

150

-

For the quarter ended 30 June 2018, payments to directors for fees and salaries of \$149,873 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**

-

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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	(630)
9.4 Leased assets	-
9.5 Staff costs	(3,662)
9.6 Administration and corporate costs	(570)
9.7 Other	
9.8 Total estimated cash outflows	(4,862)

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: 26 July 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.