

## ASX Announcement

31 July 2018

# Completion of the acquisition of Zunos Technologies

Bigtincan Holdings Limited (ASX: BTH) ("Bigtincan") is pleased to announce that it has completed the acquisition of Zunos Technologies Pty Limited ACN 137 369 736 ("Zunos") announced to the market on 18 June 2018.

At completion a cash payment of \$3.25 million was made by Bigtincan. The balance of the purchase price (capped at a value of \$11 million) will be determined based on recurring revenue earned from the Zunos platform in FY19 and FY20.

Bigtincan's CEO, David Keane, said "I am very pleased to welcome the Zunos team to Bigtincan. The unique technology and market presence of Zunos adds to Bigtincan's vision of empowering sales and service professionals to be more successful and productive every day. Leveraging Zunos' unique approach to partner enablement, this acquisition also furthers our market reach to include the traditionally extended – and often neglected – network of our customers."

In addition to Zunos' learning capabilities, this acquisition also adds household name customers American Airlines, Sony PlayStation and Telstra to Bigtincan's global customer base. Additionally, Zunos brings its market leading IP, new channel partners and world-class talent to the combined business.

"Zunos' technology improves the performance of individuals by taking learning and skills development to the next level, truly engaging people with a unique learning experience," said Stefan Teulon, CEO of Zunos. "In pairing our expertise with Bigtincan's innovative, AI approach, expansive go-to-market team and global presence, we are excited to shape the future of learning and sales enablement for a growing global market."

The Bigtincan Share Purchase Plan Offer (SPP) closes at 5:00 pm (AEST) today. The results of the SPP will be announced in due course.

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## Further Information

### Investor Enquiries:

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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](http://www.bigtincan.com) or follow @bigtincan on Twitter.

### About Zunos Technologies

Zunos is a leader in sales and partner learning and enablement, headquartered in San Francisco, CA with a sales function in Denver, CO and development operations in Sydney and Brisbane. The Group's SaaS software is used by enterprises to provide training and knowledge development with users in 37 countries and in 22 languages. The Group has leading global household names as customers, including American Airlines and Sony PlayStation.