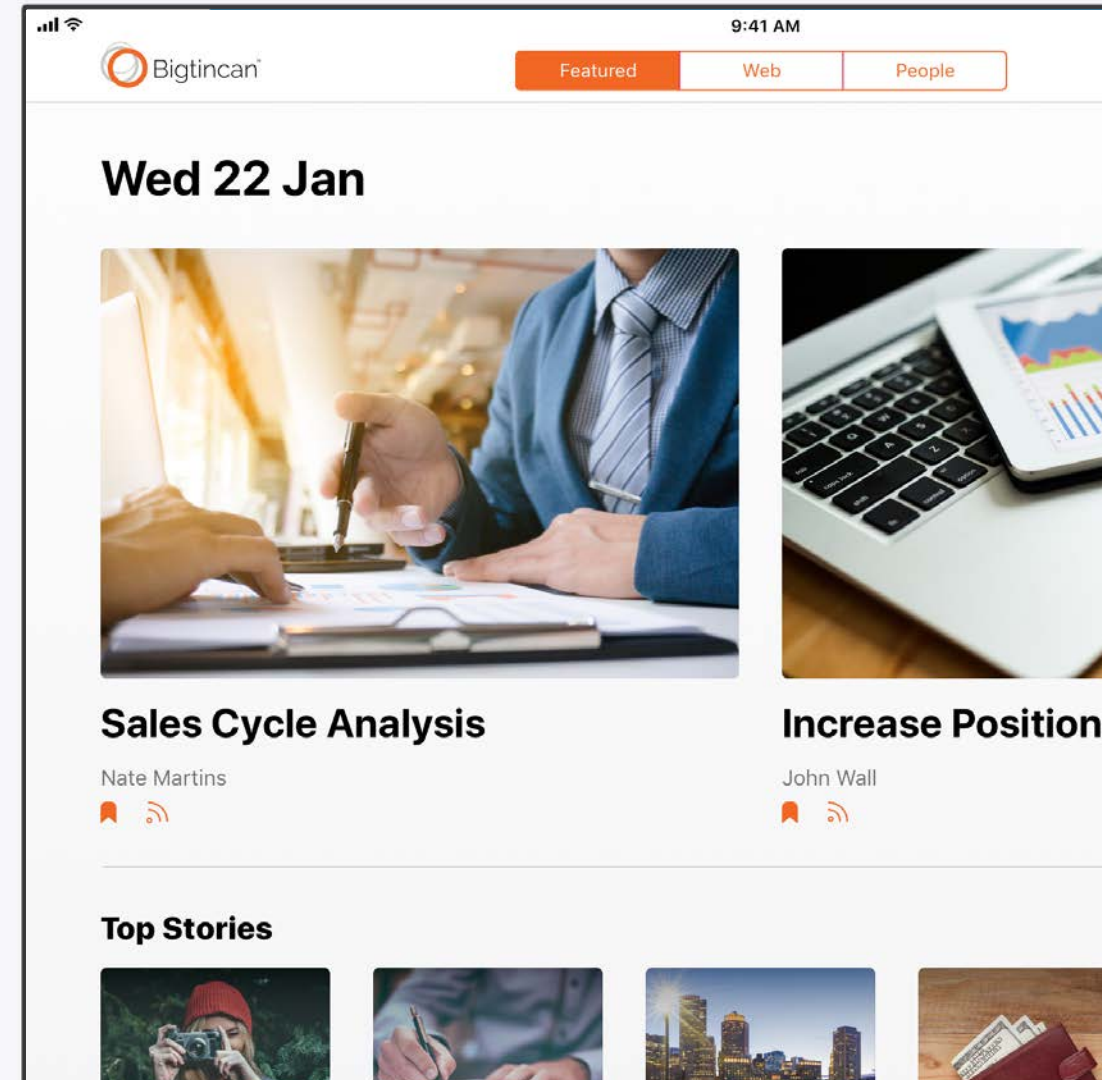




BIGTINCAN HOLDINGS LIMITED FULL YEAR RESULTS PRESENTATION

AUGUST 2018



FY18 Financial Highlights

ARR*
\$15.4m

↑41%

REVENUE
\$13.1m

↑42%

LOSS
(\$6.8m)

↑15%

DEFERRED INCOME

\$9.1m

↑102%

CASH

\$23.8m

DEBT

Nil

*Annualised Recurring Revenue (ARR) represents contracted, recurring revenue on an annualised basis. NB. All amounts are AUD

FY18 Highlights

Strengthening market leading solutions

- 100+ releases of Bigtincan Hub across 5 platforms.
- Launched Quickdocs revolutionising content creation for sales people.
- Completed Contondo acquisition.
- Announced Zunos acquisition.
- CODiE Award for Best Sales Enablement Platform against global tier one competition.

Expanding relationships with channels

- Delivery through Verizon's extensive sales team.
- New partners in the USA, Europe and Asia including Connection and Cancom.
- Channel partner network extends across 4 continents with 28 partners.
- Conducted 200+ channel development events.

Encouraging third party development programs

- Launched integrations to Microsoft Outlook, Cornerstone, and over 30+ external repositories.
- Launch of Bigtincan Add-ons to drive increased third party development.
- First company in the space to have a public SDK made available.

Expanding sales and marketing capability

- Expanded Bigtincan team to support activities on four continents.
- Created new lead generation programs and established SDR team.
- Won and deployed one of the world's largest Sales Enablement deals – 5,500 locations across the USA.

AGENDA

1. FY18 Financial Results
2. Bigtincan Overview
3. FY18 Business Performance
4. FY19 Outlook
5. Appendices

FY18 Results Financial Results




Cardinal Health

Results

FY2018 Summary

 **Revenue**
42%

Revenue growth driven by increases in contracted recurring revenue

 **Cash Flow**
74%

Operating cash flow improvement driven by improved collections and multiyear prepayments

Financial Summary

	FY18	FY17	Variance
Revenue	\$13.1m	\$9.2m	+42%
Gross margin	83%	84%	-1%
Operating expenses	\$19.2m	\$14.2m	+35%
Net loss before tax	\$6.8m	\$5.9m	+15%

Key Operational Metrics

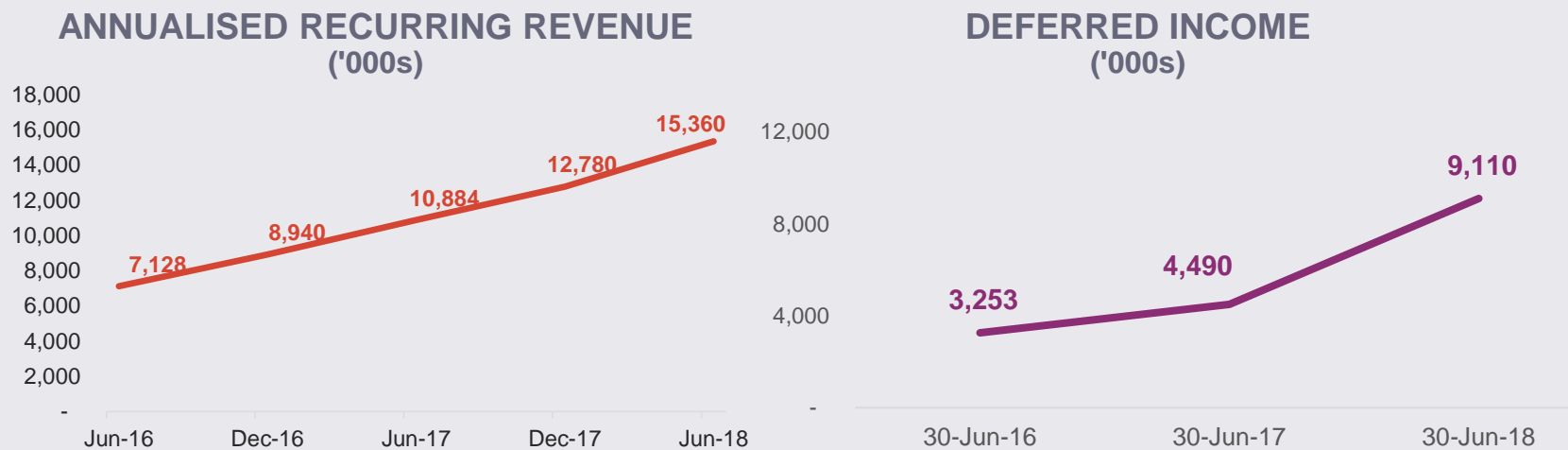
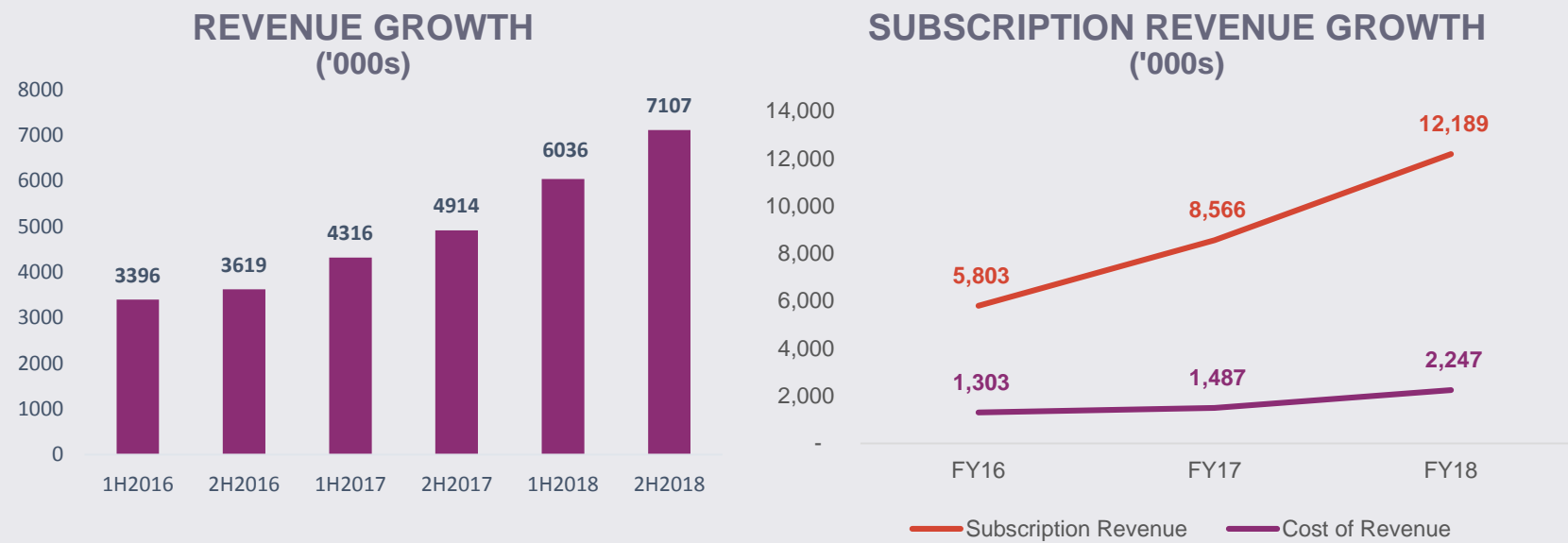
	June '18	June '17	Variance
ARR end of period	\$15.4m	\$10.9m	+41%
Retention rate	85%	88%	-3%
Cash	\$23.8m	\$11.0m	+116%
Av. monthly operating cash flow ¹	(\$0.1m)	(\$0.4m)	+74%

¹ Average monthly operating cash flow over the previous 12 months.

NB. 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.

Revenue

Continued growth trajectory



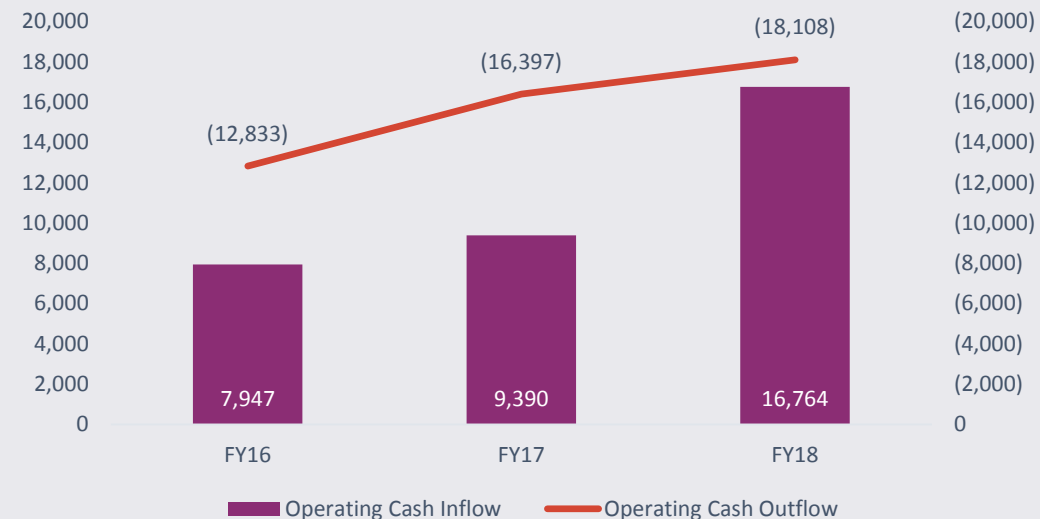
Cash Conversion

Continuous improvement
in cash management

OPERATING CASH FLOWS (‘000s)

	FY18	FY17
Cash receipts from customers	16,764	9,390
Cash paid to suppliers and employees	(18,108)	(16,397)
Cash used in operations	(1,344)	(7,007)

OPERATING CASH INFLOW/ OUTFLOW (‘000s)



BIGTINCAN OVERVIEW



GUESS

Overview



Bigtincan is a Sales Enablement Software Platform that helps sales people be more effective in their job

Bigtincan Hub solves key problems for sales people

Market Challenges

65% of sales reps can't find content to send to prospects

13 hours each week looking for and creating marketing collateral

65% of content is unused by sales

37% of sales rep time spent selling

87% of training content is forgotten within 30 days

57% of sales reps achieving quota

How Bigtincan Helps

Smart system to recommend the right content to the right sales person to share as needed/permissioned

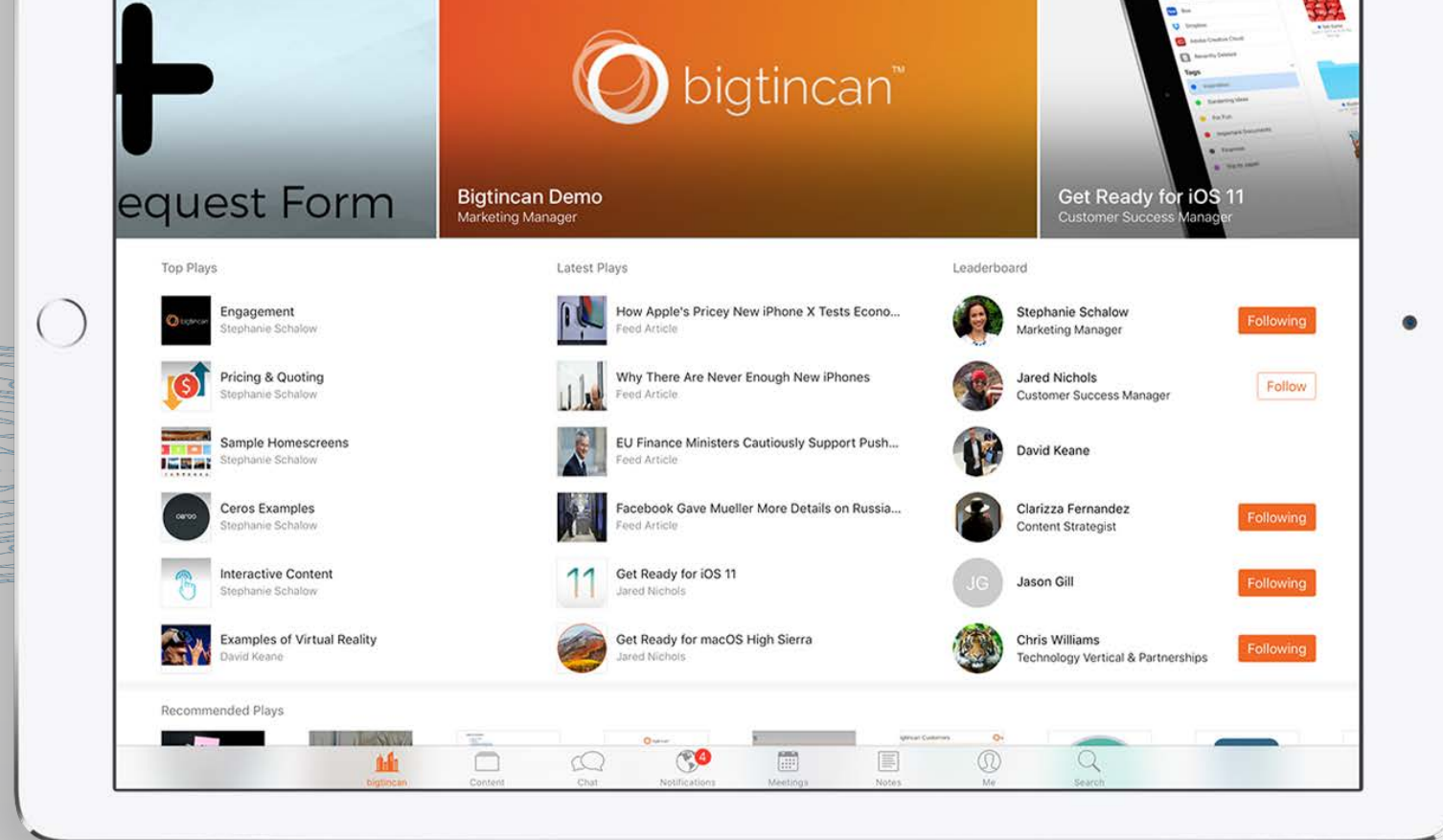
Easy to use, mobile first designed platform to help find and create the right content

Marketing knows what / why content is / isn't being used - can create better content with a positive feedback loop

Automation of processes including preparing for meetings, updating CRM done by the system – freeing time to be spent with customers

Integration of learning content inside the sales content system ensures that learning is ongoing and relevant

Sales people achieve better results by being better prepared - more time on the customer relationship



Bigtincan's SaaS Platform

A complete set of capabilities for Enterprise

Creation Tools

Smart Apps

Adaptive Delivery

Learning/Training

Analytics/Reporting

FY 18 BUSINESS PERFORMANCE



Hologic

Business Performance



Market

- Introduced vertical market program with 8 key verticals.
- Launched new offer for the Life Science Vertical - Bigtincan LS \$62.50/u/m - 26% per unit price uplift from Bigtincan Ultimate.



Customer

- Completed deployment of significant 5,500 site deal proving ability to deliver at scale.
- Grew partnership with Apple and Salesforce focused on impacting customer adoption of Bigtincan solutions.



Channel

- Expanded channel coverage with 7 new partners (including Verizon Wireless).
- Conducted 200+ channel development sessions.



Technology

- Bigtincan Ultimate and Bigtincan LS added at top end of product line.
- Technology releases across all key platforms (iOS, Windows, Android, Email, CRM).



Corporate

- Completed Contondo and announced Zunos acquisitions.
- \$15M private placement completed (SPP announced).
- Building experience and skill in integration.

Investing in technology

Driving innovation

125 product upgrades and enhancements released in FY18

51% of employees focus on innovation and product development

Global development operation leading to follow the sun development

MAJOR PRODUCT DEVELOPMENT FOCUS ON:

- UX/UI
- Design for scale
- Data science
- Security

Public API and SDK

Expanded ease of use (i.e. Quickdocs)

Improved system operation (built to scale)

Meeting needs of Corporate IT

Deep integrations with third party systems

Strong pipeline of technology in place for FY19

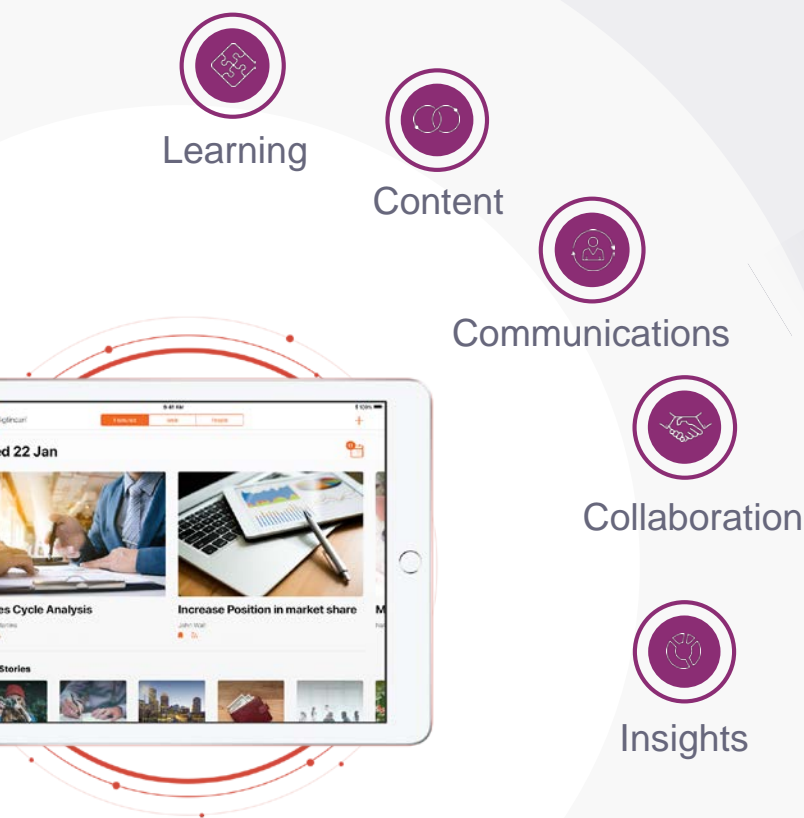
FY19 OUTLOOK



Thermo Fisher Scientific

Growth Opportunities

BTH covers end to end needs of sales enablement and marketing management



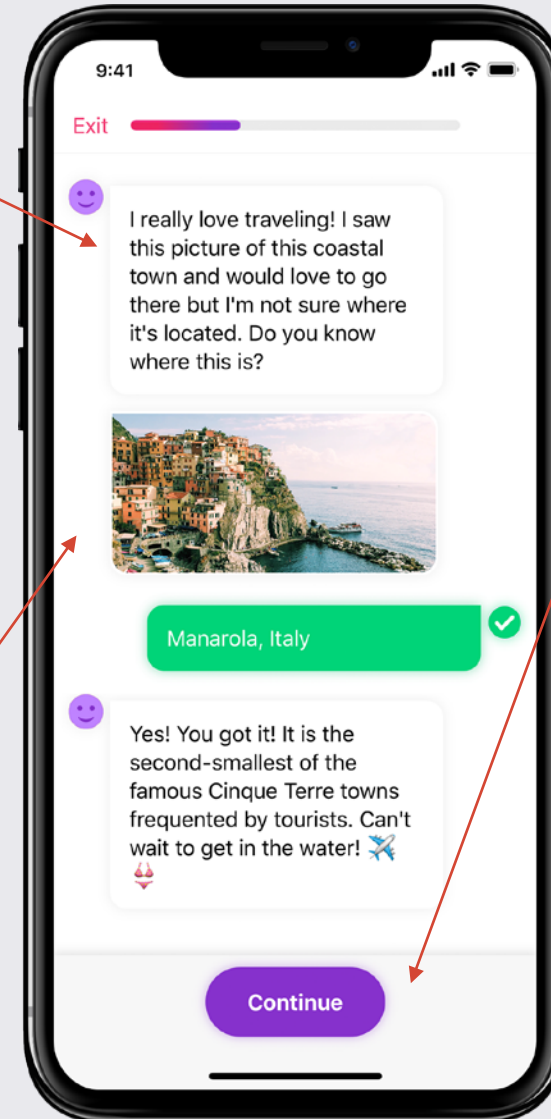
Zunos Technology

Building another onramp to the Bigtincan business

87% of learning/
training is
forgotten
within 30 days

Zunos
technology
transforms
how
corporate
learning
is done.

Corporate
America
needs skill
development
in tight
employment
conditions



Integration with
Bigtincan Hub
will unleash
growth
opportunities
with new
customers
and upsell
into existing
customers.

Roadmap for FY19



Market

- Continue to expand vertical market offerings with new value points for customers
- Launch integrations marketplace reducing friction to corporate deployment



Customer

- Grow land and expand program with expanded technology base (organic product plus in-organic acquired products)



Channel

- Add strategic partners in geographic and market sectors to expand reach



Technology

- Data science-based approach enabling sales people to plan better
- Integration of Zunos and Contondo technology and strong release pipeline across all platforms



Corporate

- Complete previously announced M&A activity
- Implement growth programs in EMEA to take advantage of market development

Q&A



Field Turf

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APPENDIX – FINANCIAL DETAILS



Financial Performance

P&L Statement

	FY18	FY17
Revenue	13,143	9,230
Cost of revenue	(2,247)	(1,497)
Gross Profit	10,896	7,733
Other income	1,158	1,155
Sales and marketing	(10,577)	(6,806)
Product development	(6,675)	(5,401)
General and administration	(1,989)	(1,982)
Operating loss	(7,187)	(5,301)
Finance income	448	2,653
Finance costs	(74)	(3,291)
Net finance costs	374	(638)
Loss before income tax	(6,813)	(5,939)
Income tax expense	(82)	(43)
Loss for the year	(6,895)	(5,982)

June 2018 June 2017

Assets

Cash and cash equivalents	23,782	11,021
Trade and other receivables	2,684	2,341
Other assets	1,642	1,643
Total current assets	28,108	15,005

Property, plant and equipment	163	178
Intangible assets	524	351
Other non-current assets	534	164
Total non-current assets	1,221	693
Total assets	29,329	15,698

Liabilities

Trade and other payables	(634)	(729)
Deferred revenue	(7,303)	(3,615)
Provisions	(380)	(417)
Other liabilities	(1,972)	(1,451)
Total current liabilities	(10,289)	(6,212)

Deferred tax liabilities	(1)	(1)
Deferred revenue	(1,807)	(875)
Provisions	(48)	(32)
Other liabilities		
Total non-current liabilities	(1,856)	(908)
Total liabilities	(12,145)	(7,120)
Net Assets	17,184	8,578

Equity

Share capital	(49,770)	(35,560)
Share-based payment reserve	(3,952)	(3,415)
Accumulated losses	37,292	30,398
Foreign currency translation reserve	(754)	(1)
Total equity	(17,184)	(8,578)

Financial Position

Balance Sheet