

ASX Announcement

21 November 2018

CEO Remarks FY18 Annual General Meeting

Welcome to Bigtincan's Annual General Meeting for 2018. Thank you all for coming

Before we begin the formal company review presentation I wanted to say a few remarks about Bigtincan and the developments in what has been an eventful year for our business.

Firstly I would like to dedicate this presentation to Geoff Cohen, Bigtincan's co-founder who passed away in December 2017. For 5 years Geoff and I worked hand in hand every single day to create the best business we could for the entire Bigtincan family and whilst I'm incredibly proud of what the company has achieved in FY18, I want to recognise the work that Geoff did during all those years setting up the company for success.

FY18 was Bigtincan's first full year as a public company and has shown the benefits of the decision taken by the Board and its advisors to list the company on the ASX at the end of March 2017. I want to take this opportunity to thank the Board and the company's key advisors for their support and assistance in making the transition to a public company and supporting the ongoing operation and success of the business.

Bigtincan operates in one of the fastest growing markets for enterprise software in the world. Our software is used by hundreds of organisations around the world to power customer facing teams, and FY18 was our most successful year yet. With growth in recurring revenue, new household name customers and pleasingly, continued recognition of our software by leading analysts, Bigtincan software thrives in the very human interaction that sales and service people have with their customers and helps solve the unique challenges that have been introduced by the increasing digitisation of our modern business environment.

However, I want to remind us all that what makes Bigtincan truly special is the amazing team of dedicated people around the world that have created our software platform, worked with customers to implement that software and then supported deployments at very large scale around the world. It's the very nature of Bigtincan's international team that makes us successful with experts in the fields of software design, data science, and gotomarket to name a few, plus fanatical customer support helping Bigtincan to demonstrate to global customers why they should choose our technology. I want to thank our entire global team for their work to achieve our goals for the year.

Our vision for the future is a big one. **It's about transforming how customer facing people work.** How they learn, prepare, engage, share and follow up. It's about how the power of data science can be used to help deliver this success in ways not considered possible only a few years ago. But our journey is in many ways only just beginning. The opportunity in front of us will require the business, staff, channel and strategic partners and all involved in supporting Bigtincan to continue our focus and deliver on our plans to win in this fast growing market.

Thank you again for coming and now we would like to take you through a short presentation on the business performance over the year.

David Keane
Chief Executive Officer

Further 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, Thermo Fisher, 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.