Bigtincan AGM Presentation
CEO Presentation
November 21st , 2018

FY18 Financial Highlights

ARR at 30 JUNE 2018
$15.4m

⬆ **41**%

TRADING REVENUE FY18
$13.1m

⬆ **42**%

LOSS FY18
($6.8m)

⬆ **15**%

DEFERRED INCOME at 30 JUNE 2018

$9.1m

⬆ **102**%

CASH at 30 JUNE 2018

$23.8m

DEBT

Nil

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

Bigtincan®

FY18 Business Highlights

Strengthening market leading solutions

- 100+ releases of Bigtincan Hub across 5 platforms.

- Launched Quickdocs revolutionising content creation for sales people.

- Completed Contondo, Zunos and FatStax acquisitions supported by $15m capital raising

- CODiE Award for Best Sales Enablement Platform

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 the world 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.

Bigtincan®

BUSINESS DEPENDS ON BIGTINCAN

Bigtincan®

Video available on Youtube https://youtu.be/_Dj4wwZiJQw

PRODUCT, TECHNOLOGY ACHIEVEMENTS AND PROGRESS

Bigtincan®

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 |

Acquisition Execution Update

Positive financial impact

Exceptional people

Vertical market offerings

Strong technology

Delivering on the future of the market

Acquisition FatStax 2018

Acquisition Zunos 2018

Acquisition Contondo 2017

Industry's First
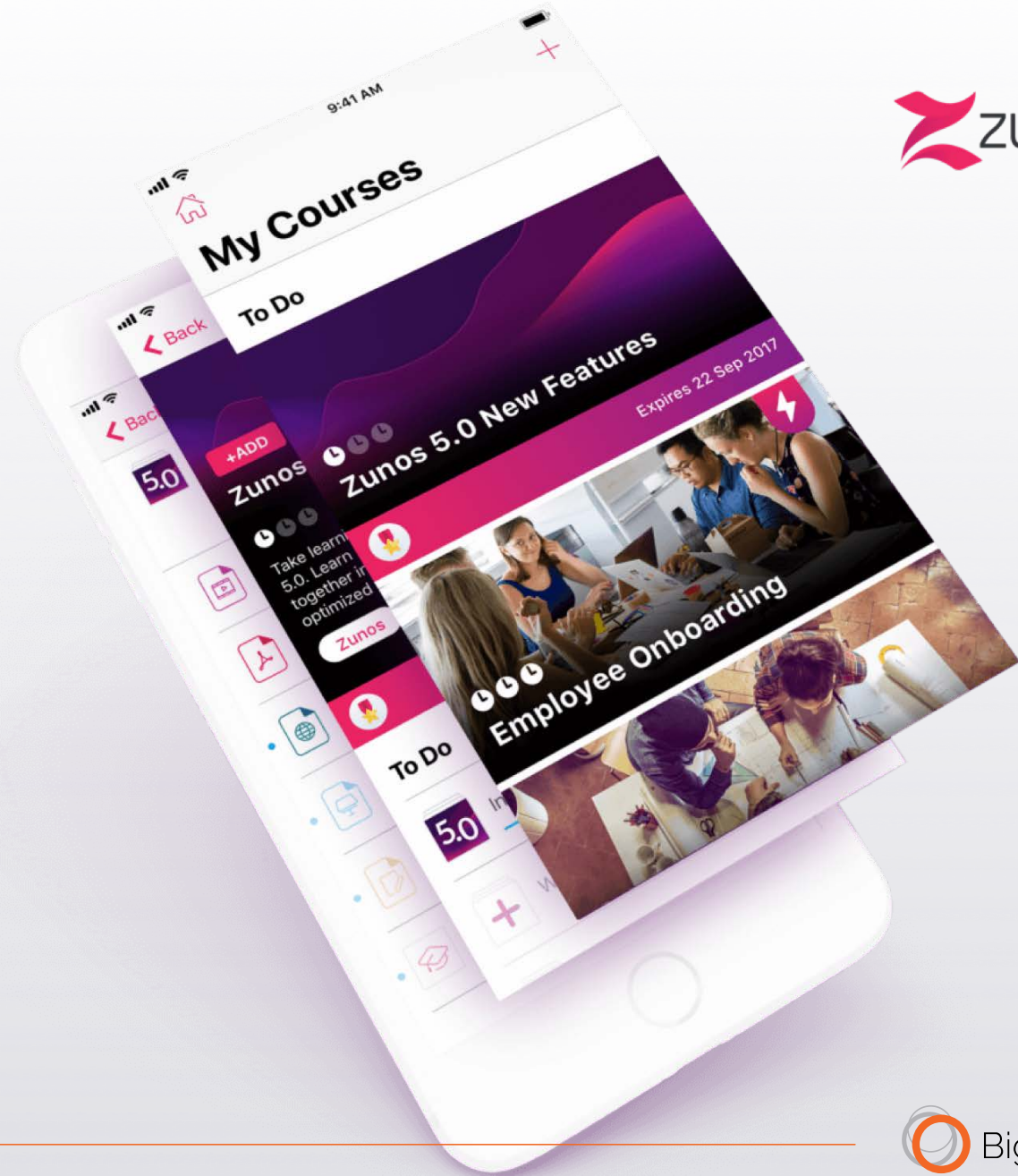Sales Enablement
Automation Platform

Bigtincan®

Acquisition of Contondo

Bringing ontologies to content recommendations and gap analysis inside CRM
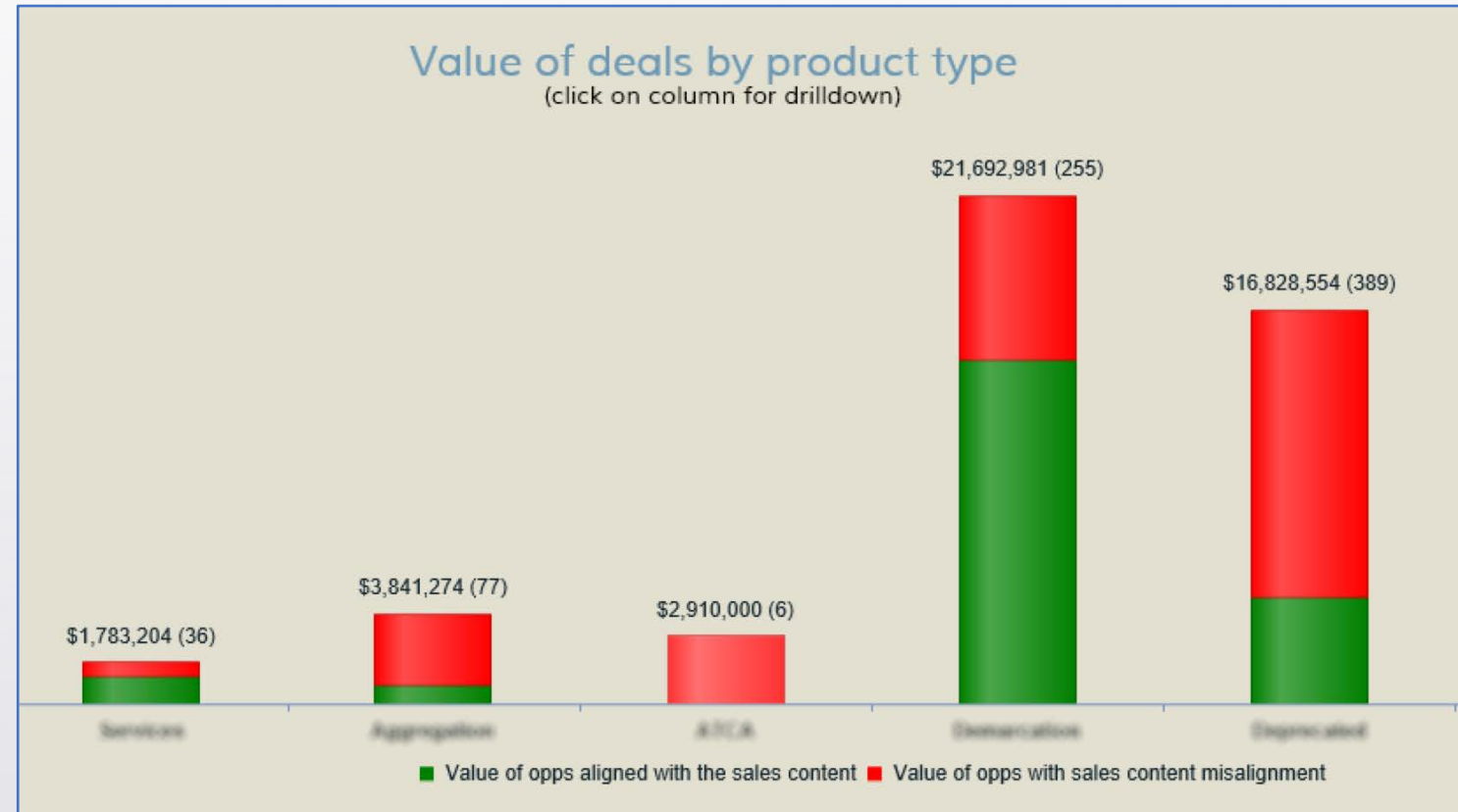
Acquisition of Zunos

Expanding on market leadership in sales enablement with leading global sales learning and gamification platform
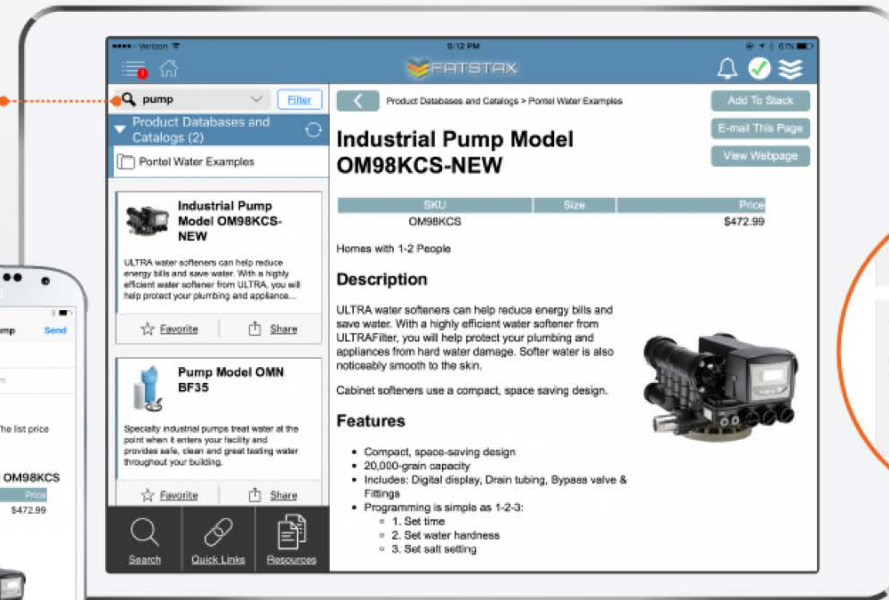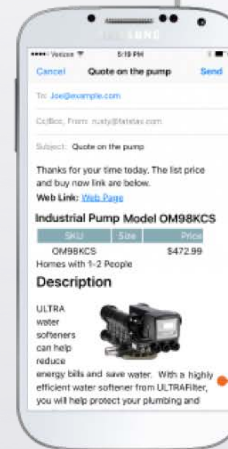
Acquisition of FatStax

Delivering Market Leadership in key Manufacturing Vertical

Sort, Filter, and Search through 100,000+ product pages instantly

Send quotes on the fly with buy it now web links and deep product descriptions

Create product tags and related products groupings with one-click

Technology Roadmap

Lead the market through the provision of a complete end to end Sales Enablement Automation Platform

SalesAI Everywhere
Throughout CY2021

Automation
CY2020

Unified Platform
CY2019

Initial Integration and Feature Release
End CY2018

Bigtincan®

Strategy

Building a complete platform helping customer facing teams to win more and be more productive

Content

Learning

Communications

Collaboration

Insights

Business 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, FatStax technology and strong release pipeline across all platforms

Corporate

- Implement growth programs in customer facing resources to take advantage of market development
- Continue to review the market for opportunities to meet growth goals
- Bigtincan remains on track to deliver its objective of 35-40% revenue growth in FY19 and expects retention to remain stable.
- Based on current trends, Bigtincan expects MRR in Dec 2018 to approximately match monthly operating expenses in Dec 2018 on a normalised basis.

Bigtincan®

Growth
Opportunities

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

Learning

Content

Communications

Collaboration

Insights

Expansion & new value to existing market/customers

Strategic Pillars

New geographic or vertical market expansion areas