

# Appendix 3B

## New issue announcement, application for quotation of additional securities and agreement

*Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.*

Introduced 01/07/96 Origin: Appendix 5 Amended 01/07/98, 01/09/99, 01/07/00, 30/09/01, 11/03/02, 01/01/03, 24/10/05, 01/08/12, 04/03/13

Name of entity

Bigtincan Holdings Limited (**Bigtincan**)

ABN

98 154 944 797

We (the entity) give ASX the following information.

### Part 1 - All issues

*You must complete the relevant sections (attach sheets if there is not enough space).*

- |   |   |   |
|---|---|---|
| 1 | +Class of +securities issued or to be issued  | Fully paid ordinary shares ( <b>New Shares</b> ).   |
| 2 | Number of +securities issued or to be issued (if known) or maximum number which may be issued | <p>29,528,407 New Shares to be issued under the institutional component of the fully underwritten pro rata accelerated non-renounceable entitlement offer as announced by Bigtincan to ASX on 11 April 2019 (<b>Entitlement Offer</b>).</p> <p>Approximately 7,606,231 New Shares are expected to be issued on 17 May 2019 under the retail component of the Entitlement Offer, subject to reconciliation of shareholder entitlements and rounding.</p> |

+ See chapter 19 for defined terms.

3	Principal terms of the +securities (e.g. if options, exercise price and expiry date; if partly paid +securities, the amount outstanding and due dates for payment; if +convertible securities, the conversion price and dates for conversion)	Fully paid ordinary shares ranking equally with all other fully paid ordinary shares on issue in Bigtincan.
4	<p>Do the +securities rank equally in all respects from the +issue date with an existing +class of quoted +securities?</p> <p>If the additional +securities do not rank equally, please state:</p> <ul style="list-style-type: none"> <li>• the date from which they do</li> <li>• the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment</li> <li>• the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment</li> </ul>	Yes, the New Shares rank equally with the existing fully paid ordinary shares in Bigtincan.
5	Issue price or consideration	\$0.42 per New Share.
6	Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)	<p>The proceeds will be applied principally to:</p> <ul style="list-style-type: none"> <li>• Expand sales and marketing staff (primarily USA and UK)</li> <li>• Technology and product development to drive continued innovation</li> <li>• M&amp;A opportunities in line with acquisition criteria; and</li> <li>• Working capital and transaction costs.</li> </ul>
6a	<p>Is the entity an +eligible entity that has obtained security holder approval under rule 7.1A?</p> <p>If Yes, complete sections 6b – 6h in relation to the +securities the subject of this Appendix 3B, and comply with section 6i</p>	Yes.

+ See chapter 19 for defined terms.

6b	The date the security holder resolution under rule 7.1A was passed	21 November 2018.
6c	Number of +securities issued without security holder approval under rule 7.1	-
6d	Number of +securities issued with security holder approval under rule 7.1A	-
6e	Number of +securities issued with security holder approval under rule 7.3, or another specific security holder approval (specify date of meeting)	-
6f	Number of +securities issued under an exception in rule 7.2	<p>29,528,407 New Shares to be issued under the institutional component of the Entitlement Offer.</p> <p>Approximately 7,606,231 New Shares are expected to be issued under the retail component of the Entitlement Offer, subject to reconciliation of shareholder entitlements and rounding.</p>
6g	If +securities issued under rule 7.1A, was issue price at least 75% of 15 day VWAP as calculated under rule 7.1A.3? Include the +issue date and both values. Include the source of the VWAP calculation.	N/A
6h	If +securities were issued under rule 7.1A for non-cash consideration, state date on which valuation of consideration was released to ASX Market Announcements	N/A
6i	Calculate the entity's remaining issue capacity under rule 7.1 and rule 7.1A – complete Annexure 1 and release to ASX Market Announcements	<p>Remaining capacity:</p> <p>LR 7.1: 768,679</p> <p><u>LR 7.1A: 360,532</u></p>

+ See chapter 19 for defined terms.

7 +Issue dates

Note: The issue date may be prescribed by ASX (refer to the definition of issue date in rule 19.12). For example, the issue date for a pro rata entitlement issue must comply with the applicable timetable in Appendix 7A.

Cross reference: item 33 of Appendix 3B.

The issue date under the institutional component of the Entitlement Offer is 24 April 2019.

The issue date under the retail component of the Entitlement Offer is scheduled for 17 May 2019.

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+ See chapter 19 for defined terms.

	Number	+Class
8	<p>Number and +class of all +securities quoted on ASX (including the +securities in section 2 if applicable)</p>	<p>Fully paid ordinary shares</p>
	<p>After completion of the institutional component of the Entitlement Offer there will be 252,330,966 shares on issue.</p> <p>After completion of the retail component of the Entitlement Offer there will be approximately 259,937,197 shares on issue (being the aggregate of 252,330,966 shares on issue and approximately 7,606,231 New Shares expected to be issued under the retail component of the Entitlement Offer, as referred to in item 2 of this Appendix 3B).</p>	

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+ See chapter 19 for defined terms.

	Number	+Class
9		Number and +class of all +securities not quoted on ASX (including the +securities in section 2 if applicable)
	7,588,902	Options (New ESOP) various exercise prices, vesting and expiry dates subject to employment
	11,616,931	Options (Original ESOP) various exercise prices, vesting and expiry dates subject to employment
	1	Ordinary Shares Purchase Warrant which entitles its holder, subject to the terms of the warrant, to subscribe for up to 5,004,492 ordinary shares in the Company at an exercise price of \$0.234 per share
	1,000,000	Options, exercise price 49 cents, expiring 17 December 2021
10	Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	
	None.	

## Part 2 - Pro rata issue

11	Is security holder approval required?	No.
12	Is the issue renounceable or non-renounceable?	Non-renounceable (ANREO).
13	Ratio in which the +securities will be offered	1 New Share for every 6 existing fully paid ordinary shares in Bigtincan held at the record date for the Entitlement Offer.

+ See chapter 19 for defined terms.

14	+Class of +securities to which the offer relates	Fully paid ordinary shares.
15	+Record date to determine entitlements	16 April 2019 (7.00pm (Sydney time)).
16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?	No.
17	Policy for deciding entitlements in relation to fractions	Fractional entitlements will be rounded up to the nearest whole number of shares.
18	Names of countries in which the entity has security holders who will not be sent new offer documents  <small>Note: Security holders must be told how their entitlements are to be dealt with.  Cross reference: rule 7.7.</small>	For the institutional component of the Entitlement Offer, all countries other than Australia, New Zealand, Hong Kong, Singapore, the United Kingdom and the United States.  For the retail component of the Entitlement Offer, all countries other than Australia and New Zealand.
19	Closing date for receipt of acceptances or renunciations	The institutional component of the Entitlement Offer closed on 12 April 2019.  The retail component of the Entitlement Offer is scheduled to close at 5.00pm (Sydney time on 10 May 2019).
20	Names of any underwriters	Baillieu Limited ACN 006 519 393 and Canaccord Genuity (Australia) Limited ACN 075 071 466 ( <b>Underwriters</b> ).
21	Amount of any underwriting fee or commission	Bigtincan has agreed to pay the Underwriters the following fees:  (a) a management fee equal to 1.0% of the gross proceeds of the Entitlement Offer; and (b) an underwriting fee equal to 4.5% of the gross proceeds of the Entitlement Offer.
22	Names of any brokers to the issue	N/A

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+ See chapter 19 for defined terms.

23	Fee or commission payable to the broker to the issue	N/A
24	Amount of any handling fee payable to brokers who lodge acceptances or renunciations on behalf of security holders	N/A
25	If the issue is contingent on security holders' approval, the date of the meeting	N/A
26	Date entitlement and acceptance form and offer documents will be sent to persons entitled	<p>No prospectus is being prepared. An investor presentation was provided to ASX on 11 April 2019.</p> <p>A retail offer booklet and entitlement and acceptance form is being sent to eligible retail shareholders on 23 April 2019.</p>
27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	11 April 2019.
28	Date rights trading will begin (if applicable)	N/A
29	Date rights trading will end (if applicable)	N/A
30	How do security holders sell their entitlements <i>in full</i> through a broker?	N/A
31	How do security holders sell <i>part</i> of their entitlements through a broker and accept for the balance?	N/A
32	How do security holders dispose of their entitlements (except by sale through a broker)?	N/A
33	<sup>+</sup> Issue date	The issue date under the institutional component of the Entitlement Offer will be 24 April 2019.

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<sup>+</sup> See chapter 19 for defined terms.



The issue date under the retail component of the Entitlement Offer is scheduled for 17 May 2019.

## Part 3 - Quotation of securities

*You need only complete this section if you are applying for quotation of securities*

34 Type of <sup>+</sup>securities  
(tick one)

(a) ☒ <sup>+</sup>Securities described in Part 1

(b) ☐ All other <sup>+</sup>securities

Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities

### Entities that have ticked box 34(a)

#### Additional securities forming a new class of securities

*Tick to indicate you are providing the information or documents*

35 ☐ If the <sup>+</sup>securities are <sup>+</sup>equity securities, the names of the 20 largest holders of the additional <sup>+</sup>securities, and the number and percentage of additional <sup>+</sup>securities held by those holders

36 ☐ If the <sup>+</sup>securities are <sup>+</sup>equity securities, a distribution schedule of the additional <sup>+</sup>securities setting out the number of holders in the categories

1 - 1,000  
1,001 - 5,000  
5,001 - 10,000  
10,001 - 100,000  
100,001 and over

37 ☐ A copy of any trust deed for the additional <sup>+</sup>securities

### Entities that have ticked box 34(b)

38 Number of <sup>+</sup>securities for which <sup>+</sup>quotation is sought

N/A

39 <sup>+</sup>Class of <sup>+</sup>securities for which quotation is sought

N/A

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+ See chapter 19 for defined terms.

40	<p>Do the <sup>+</sup>securities rank equally in all respects from the <sup>+</sup>issue date with an existing <sup>+</sup>class of quoted <sup>+</sup>securities?</p> <p>If the additional <sup>+</sup>securities do not rank equally, please state:</p> <ul style="list-style-type: none"><li>• the date from which they do</li><li>• the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment</li><li>• the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment</li></ul>	N/A					
41	<p>Reason for request for quotation now</p> <p>Example: In the case of restricted securities, end of restriction period</p> <p>(if issued upon conversion of another <sup>+</sup>security, clearly identify that other <sup>+</sup>security)</p>	N/A					
42	<p>Number and <sup>+</sup>class of all <sup>+</sup>securities quoted on ASX (<i>including</i> the <sup>+</sup>securities in clause 38)</p>	<table><tr><th>Number</th><th><sup>+</sup>Class</th></tr><tr><td>N/A</td><td>N/A</td></tr></table>	Number	<sup>+</sup> Class	N/A	N/A	
Number	<sup>+</sup> Class						
N/A	N/A						

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<sup>+</sup> See chapter 19 for defined terms.

## Quotation agreement

- 1      <sup>+</sup>Quotation of our additional <sup>+</sup>securities is in ASX's absolute discretion. ASX may quote the <sup>+</sup>securities on any conditions it decides.
- 2      We warrant the following to ASX.
  - The issue of the <sup>+</sup>securities to be quoted complies with the law and is not for an illegal purpose.
  - There is no reason why those <sup>+</sup>securities should not be granted <sup>+</sup>quotation.
  - An offer of the <sup>+</sup>securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.

Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty
  - Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any <sup>+</sup>securities to be quoted and that no-one has any right to return any <sup>+</sup>securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the <sup>+</sup>securities be quoted.
  - If we are a trust, we warrant that no person has the right to return the <sup>+</sup>securities to be quoted under section 1019B of the Corporations Act at the time that we request that the <sup>+</sup>securities be quoted.
- 3      We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- 4      We give ASX the information and documents required by this form. If any information or document is not available now, we will give it to ASX before <sup>+</sup>quotation of the <sup>+</sup>securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.



Sign here: .....  
Company secretary

Date: 23/4/2019

Print name:      Mark Ohlsson

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<sup>+</sup> See chapter 19 for defined terms.

# Appendix 3B – Annexure 1

## Calculation of placement capacity under rule 7.1 and rule 7.1A for eligible entities

Introduced 01/08/12 Amended 04/03/13

### Part 1

Rule 7.1 – Issues exceeding 15% of capital											
<b>Step 1: Calculate “A”, the base figure from which the placement capacity is calculated</b>											
<b>Insert</b> number of fully paid +ordinary securities on issue 12 months before the +issue date or date of agreement to issue	176,340,101										
<b>Add</b> the following: <ul style="list-style-type: none"> <li>Number of fully paid +ordinary securities issued in that 12 month period under an exception in rule 7.2</li> <li>Number of fully paid +ordinary securities issued in that 12 month period with shareholder approval</li> <li>Number of partly paid +ordinary securities that became fully paid in that 12 month period</li> </ul> <p><i>Note:</i></p> <ul style="list-style-type: none"> <li>Include only ordinary securities here – other classes of equity securities cannot be added</li> <li>Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed</li> <li>It may be useful to set out issues of securities on different dates as separate line items</li> </ul>	<table> <tr> <td>SPP (Aug 18)</td><td>2,490,649</td></tr> <tr> <td>ESOP (Aug 18)</td><td>117,926</td></tr> <tr> <td>ESOP (Feb19)</td><td>470,471</td></tr> <tr> <td>ESOP (Apr 19)</td><td>205,338</td></tr> <tr> <td>ESOP (Apr 19)</td><td>320,931</td></tr> </table>	SPP (Aug 18)	2,490,649	ESOP (Aug 18)	117,926	ESOP (Feb19)	470,471	ESOP (Apr 19)	205,338	ESOP (Apr 19)	320,931
SPP (Aug 18)	2,490,649										
ESOP (Aug 18)	117,926										
ESOP (Feb19)	470,471										
ESOP (Apr 19)	205,338										
ESOP (Apr 19)	320,931										
<b>Subtract</b> the number of fully paid +ordinary securities cancelled during that 12 month period	0										
<b>“A”</b>	179,945,416										

+ See chapter 19 for defined terms.

<b>Step 2: Calculate 15% of “A”</b>	
<b>“B”</b>	0.15 <i>[Note: this value cannot be changed]</i>
<b>Multiply “A” by 0.15</b>	26,991,812
<b>Step 3: Calculate “C”, the amount of placement capacity under rule 7.1 that has already been used</b>	
<b>Insert</b> number of <sup>+</sup> equity securities issued or agreed to be issued in that 12 month period <i>not counting</i> those issued: <ul style="list-style-type: none"> <li>Under an exception in rule 7.2</li> <li>Under rule 7.1A</li> <li>With security holder approval under rule 7.1 or rule 7.4</li> </ul> <b>Note:</b> <ul style="list-style-type: none"> <li><i>This applies to equity securities, unless specifically excluded – not just ordinary securities</i></li> <li><i>Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed</i></li> <li><i>It may be useful to set out issues of securities on different dates as separate line items</i></li> </ul>	25,223,133  Options (Mar 19)    1,000,000
<b>“C”</b>	26,223,133
<b>Step 4: Subtract “C” from [“A” x “B”] to calculate remaining placement capacity under rule 7.1</b>	
<b>“A” x 0.15</b> <i>Note: number must be same as shown in Step 2</i>	26,991,812
<b>Subtract “C”</b> <i>Note: number must be same as shown in Step 3</i>	26,223,133
<b>Total [“A” x 0.15] – “C”</b>	768,679 <i>[Note: this is the remaining placement capacity under rule 7.1]</i>

+ See chapter 19 for defined terms.

## Part 2

<b>Rule 7.1A – Additional placement capacity for eligible entities</b>	
<b>Step 1: Calculate “A”, the base figure from which the placement capacity is calculated</b>	
<b>“A”</b> <i>Note: number must be same as shown in Step 1 of Part 1</i>	179,945,416
<b>Step 2: Calculate 10% of “A”</b>	
<b>“D”</b>	0.10 <i>Note: this value cannot be changed</i>
<b>Multiply “A” by 0.10</b>	17,994,542
<b>Step 3: Calculate “E”, the amount of placement capacity under rule 7.1A that has already been used</b>	
<b>Insert</b> number of +equity securities issued or agreed to be issued in that 12 month period under rule 7.1A  <i>Notes:</i> <ul style="list-style-type: none"> <li>• This applies to equity securities – not just ordinary securities</li> <li>• Include here – if applicable – the securities the subject of the Appendix 3B to which this form is annexed</li> <li>• Do not include equity securities issued under rule 7.1 (they must be dealt with in Part 1), or for which specific security holder approval has been obtained</li> <li>• It may be useful to set out issues of securities on different dates as separate line items</li> </ul>	17,634,010
<b>“E”</b>	17,634,010

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+ See chapter 19 for defined terms.

<b>Step 4: Subtract “E” from [“A” x “D”] to calculate remaining placement capacity under rule 7.1A</b>	
“A” x 0.10 <i>Note: number must be same as shown in Step 2</i>	17,994,542
<b>Subtract “E”</b> <i>Note: number must be same as shown in Step 3</i>	17,634,010
<b>Total</b> [“A” x 0.10] – “E”	360,532 <i>Note: this is the remaining placement capacity under rule 7.1A</i>

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+ See chapter 19 for defined terms.