

ASX Announcement

27 November 2019

Chairman's Address to Annual General Meeting

We have made excellent progress in 2019 both financially and strategically and Bigtincan is well positioned to build upon this for future growth. The Group continued to demonstrate strong growth in FY19 in all areas of the business whilst continuing an expansion of our technology base as the platform for future growth.

Annualised Recurring Revenue (ARR) hit a record of \$23.4m at June 2019, up 52% from June 2018. Total Revenue of \$19.9m for FY19, was up by 51% and the net loss after tax of \$4.1m was broadly in line with forecasts.

This year we have continued to expand our sales capability focussed on new customer wins and expansion opportunities, continued to be a leader in the use of data science to help our customers empower their teams and upskilled our support infrastructure. The Bigtincan team has demonstrated that it can continue to grow and compete on a global scale.

During this year we have also innovated in the information we provide to shareholders. We introduced unit economics around lifetime value of customers and separated out organic and acquisition growth to provide guidance on how we are scaling the business.

The achievements during the year, and our momentum now, would not have been possible without the commitment and dedication of Bigtincan's outstanding people. We would like to thank all of the Bigtincan team for their effort and contribution through this important growth period.

Finally, on behalf of the Board and Management, I would like to thank you, our shareholders, for your interest, your continued support and indeed the trust you place in us and everyone across Bigtincan as we grow our customer base and continue to build long-term shareholder value.

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Further Information

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