

ASX Announcement

30 April 2021

Bigtincan Holdings Ltd March 2021 Quarterly Report & Appendix 4C

Consistent Market and Business Progress underpin a Strong Q3

Bigtincan Holdings Limited (**ASX:BTH**) (“**Bigtincan**”, the “**Company**”), a global software company providing a leading AI-powered sales enablement automation platform, has today released its Appendix 4C, and is pleased to present commentary to accompany the lodgement of this cash report for the quarter ending 31 March 2021 (“Quarter”, “Reporting Period”).

Q3 FY21 Highlights

Highlights from Operating Activities

- Customer cash receipts of \$12.2m against end December 2020 ARR of \$48.4m
- Cash operating payments of \$15.8m including full quarter for ClearSlide and Agnitio acquisitions announced Q2 FY21, and payment for VoiceVibes acquired early January 2021.
- Bigtincan had \$59.1m in cash and cash equivalents at the end of the March Quarter and is well funded to continue its growth strategy.
- New technology offerings as detailed in the Product and Technology Investor event held April 28th 2021.
- New customer wins showcase ongoing market adoption and growth

Commenting on the quarterly results, Bigtincan CEO and Co-Founder David Keane, said: “Bigtincan continues its leadership in Sales Enablement globally, with leading technology and a strong focus on execution. The importance of our vision of connecting every customer facing worker with the digital and remote economy has been highlighted through the pandemic and remains more relevant than ever before.”

Cash Position and Commentary

Customer cash receipts for Q3 FY21 were \$12.2m, when excluding multi year payments an increase of 13% from Q2 FY21 of \$10.5m. Cash receipts are on track against an ARR of \$48.4m at 1H FY2021, showing the benefits of Bigtincan’s enterprise focus.

Total operating cash payments for the quarter were \$15.8m, which represents an increase of 35% over the prior quarter and includes staff, operational and transitional costs related to the ClearSlide, Inc. (“ClearSlide”) and Agnitio A/S (“Agnitio”) acquisitions and initial integration costs.

Bigtincan continued its program to undertake and invest in longer-term development projects, with \$1.3m of costs allocated to capitalised software development. These projects are important to the future of the business and are long term strategic programs providing ongoing investments in data science and AI technologies.

During the quarter, Bigtincan made a cash payment of \$1.7m to VoiceVibes, Inc. (“VoiceVibes”) which related to the acquisition in January 2021. Additionally, there were advisor, legal and other fees related to the acquisitions of ClearSlide and VoiceVibes of \$1.6m (recognised in Section 2.5 within investing activities).

As at 31st March 2021, Bigtincan held \$59.1m in cash and cash equivalents and is well funded to continue to execute on its growth plans.

Fees paid to Directors totalled \$157k for the period in line with disclosure in the annual report.

Customer Wins

Q3 FY21 saw new customer wins in key verticals including Sanofi in Life Sciences, Winnebago in Transportation, ABB (formerly ASEA Brown Boveri) in infrastructure and Sage Publishing in the UK as Bigtincan continues to grow the customer base and expand existing customers with new products and technologies as announced at the April 2021 Investor Product and Technology day.

M&A Progress

At the end of Q2 FY21 Bigtincan completed its largest M&A deal to date acquiring Clearslide. Details on ClearSlide are available in previous Bigtincan ASX announcements.

Since the acquisition Bigtincan has completed a series of tasks to unify and integrate the ClearSlide operations into the Bigtincan environment including integration of people, backend systems, and technology development structure. This program has run to plan showing the ongoing progress at Bigtincan in executing M&A integration activities at scale.

For investors interested in the progress of the integration, customer touchpoints post completion of the acquisition on Dec 31st 2020 include;

- 20 new Bigtincan customers have originated from existing ClearSlide marketing programs including Six Flags, Legend BioTech USA, Inc., Tennessee Titans, and the Australian Institute of Management.
- In February and March 2021, all ClearSlide Top 50 accounts up for renewal were renewed.
- Re-signed two marquee customers Sacramento Kings and Penske Media Corporation based on Engagement Hub technology.

In the quarter, Bigtincan completed a small technology-focused acquisition of VoiceVibes, a leader in voice analytics technology. VoiceVibes technology was featured in the Product and Technology Investor Briefing event held on April 28th. A recording of the event is available at <https://investor.bigtincan.com>.

New Product Offerings

As announced at the recent Product and Technology Investor Briefing, Bigtincan is launching a new “Hubs” product strategy with Content Hub, Learning Hub, Automation Hub and the new Engagement Hub as the core. These Hub products work seamlessly together to help achieve Bigtincan’s vision of transforming how every customer facing person works with their customers.

Bigtincan is now able to offer Bigtincan Engagement Hub to new and existing customers. Engagement Hub allows customers to connect their customer facing teams with their end customers, conduct virtual engagements, and maintain connection to end customers through a suite of tools all provided under a single platform.

Investors will see this new product strategy being used with existing and new customers to maintain and grow revenue as a pillar of Sales Enablement for all Bigtincan customers.

For more information investors can review the video recording of the Product and Technology Investor Briefing at <https://investor.bigtincan.com>.

Revenue Progression for FY21

Based on progression in Q3 FY21 deferred revenue, remaining performance obligations and anticipated revenue from renewals, Bigtincan expects \$43m-\$44m in revenue for FY21 from previous guidance of \$41-44m.

ARR Progression for FY21

Bigtincan expects ARR to be at the top end of FY21 ARR guidance of \$49-\$53m, assuming a stable exchange rate and customer retention.

ABOVE INFORMATION

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[1] 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. Annualised Recurring Revenue (ARR) represents contracted, recurring revenue on an annualised basis.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity	
Bigtincan Holdings Limited	
ABN	Quarter ended ("current quarter")
98 154 944 797	31 MARCH 2021

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	12,221	27,253
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	-	-
	(c) advertising and marketing	(1,156)	(2,392)
	(d) leased assets	-	-
	(e) staff costs	(11,663)	(29,792)
	(f) administration and corporate costs	(2,933)	(6,765)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	26	89
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	71	573
1.8	Other (provide details if material)		
1.9	Net cash from / (used in) operating activities	(3,434)	(11,034)

2.	Cash flows from investing activities		
2.1	Payments to acquire:		
	(a) entities	-	-
	(b) businesses	(1,702)	(29,052)
	(c) property, plant and equipment	(67)	(205)
	(d) investments	-	-
	(e) intellectual property	(1,322)	(3,426)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-

	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	(1,557)	(1,723)
2.6	Net cash from / (used in) investing activities	(4,648)	(34,406)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	35,001	35,038
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other – Capitalised issue costs	(2,034)	(2,366)
3.10	Net cash from / (used in) financing activities	32,967	32,672

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	34,224	71,877
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(3,434)	(11,034)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(4,648)	(34,406)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	32,967	32,672
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	59,109	59,109

5.	Reconciliation of cash and cash equivalents	Current quarter	Previous quarter
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	\$A'000	\$A'000
5.1	Bank balances	59,109	33,435

5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	59,109	33,435

6. Payments to related parties of the entity and their associates

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

Current quarter \$A'000
157
-

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments:

The above relates to Directors fees paid in the period.

7. Financing facilities

Note: the term "facility" includes all forms of financing arrangements available to the entity.

Add notes as necessary for an understanding of the sources of finance available to the entity.

- 7.1 Loan facilities
- 7.2 Credit standby arrangements
- 7.3 Other (please specify)
- 7.4 **Total financing facilities**

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
-	-
-	-
-	-
-	-

7.5 Unused financing facilities available at quarter end

-

- 7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

8. Estimated cash available for future operating activities

\$A'000

8.1	Net cash from / (used in) operating activities (Item 1.9)	(3,434)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	59,109
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	59,109
8.5	Estimated quarters of funding available (Item 8.4 divided by Item 8.1)	17

If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: n/a

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: n/a

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: n/a

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 30 April 2021

Authorised by: **Tom Amos, Chairman – Bigtincan Holdings Limited**
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.