



Bigtincan Holdings Ltd

June 2021 Appendix 4C and Quarterly Report Commentary

COMPANY OVERVIEW

1,000+

Customer
deployments

60 Countries

Global customer base

>500,000

Licensed seats

Established

Efficient routes to market

10B+

TAM opportunity

230+

Worldwide staff

Data points referenced from Bigtincan 1H FY21 and FY20 AGM materials

\$53.1m

ARR

\$14.7m

Customer
cash receipts

\$14.7m

Operating
cash payments

\$0.02m

Net operating cash
flow for Q4

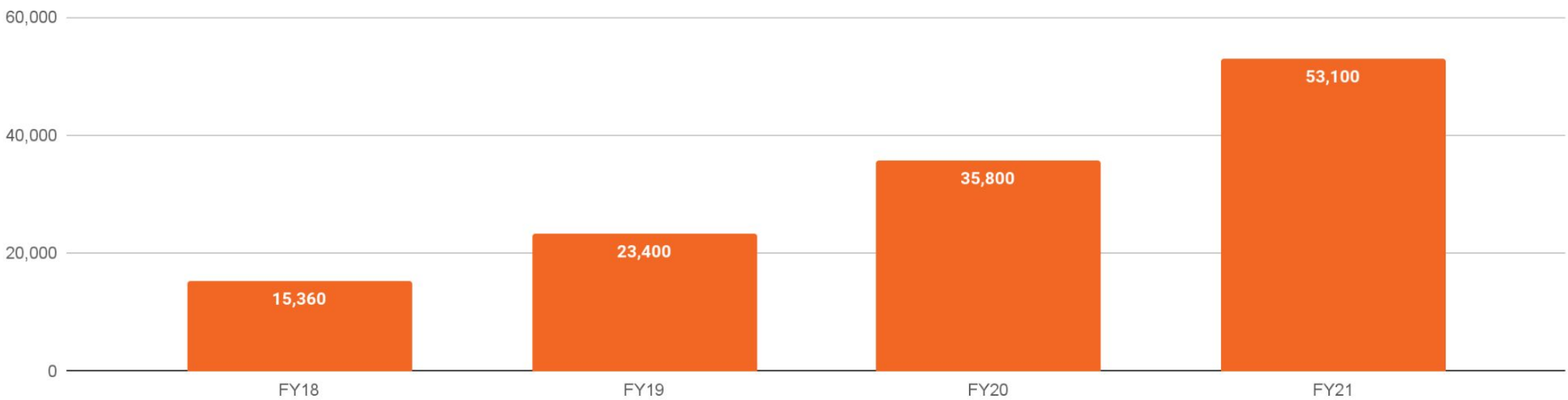
\$43.5m+

Forecast FY21
operating revenue

\$56.7m

Cash and cash equivalents at end of Q4 FY21

ARR \$ 000s



ARR	End FY20	End FY21
Organic ARR position	\$32.7m	\$44.8m
ARR added through acquisitions in the period	\$3.1m	\$8.3m
Total	\$35.8m	\$53.1m

ARR GROWTH SOURCES

New wins

Customer expansion

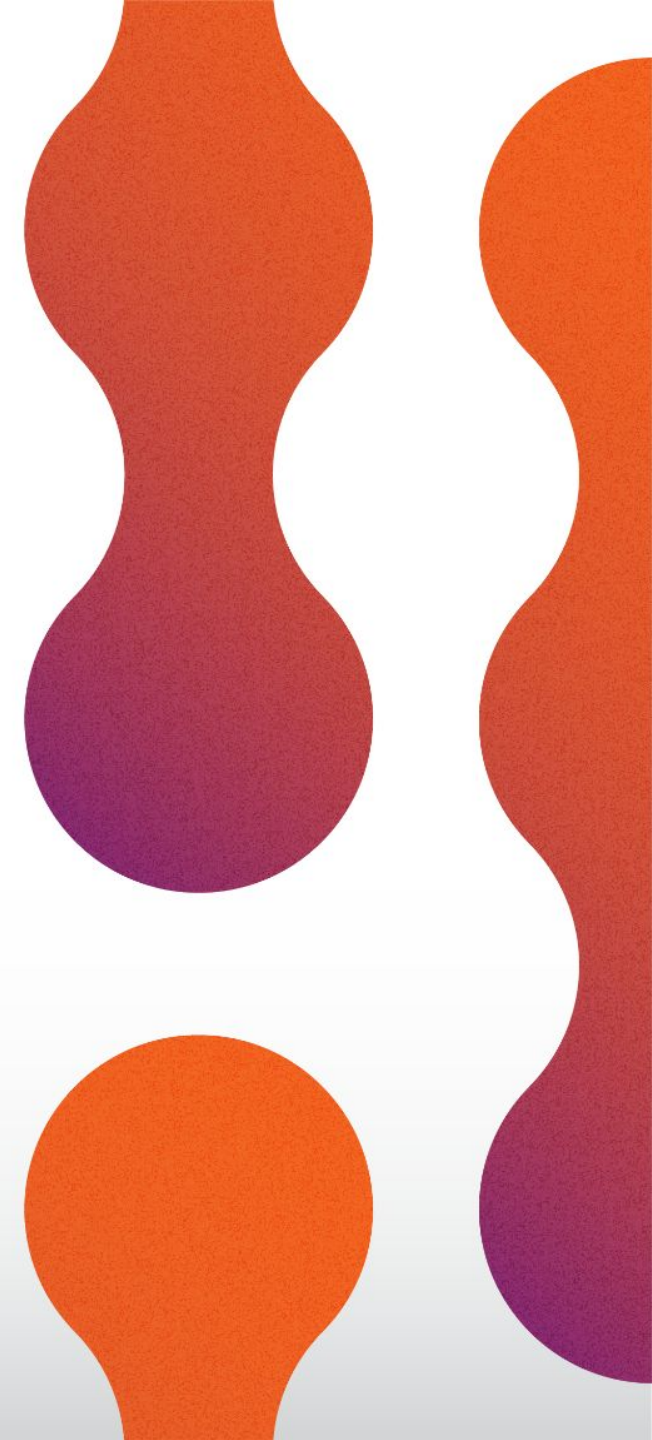
Strategic M&A

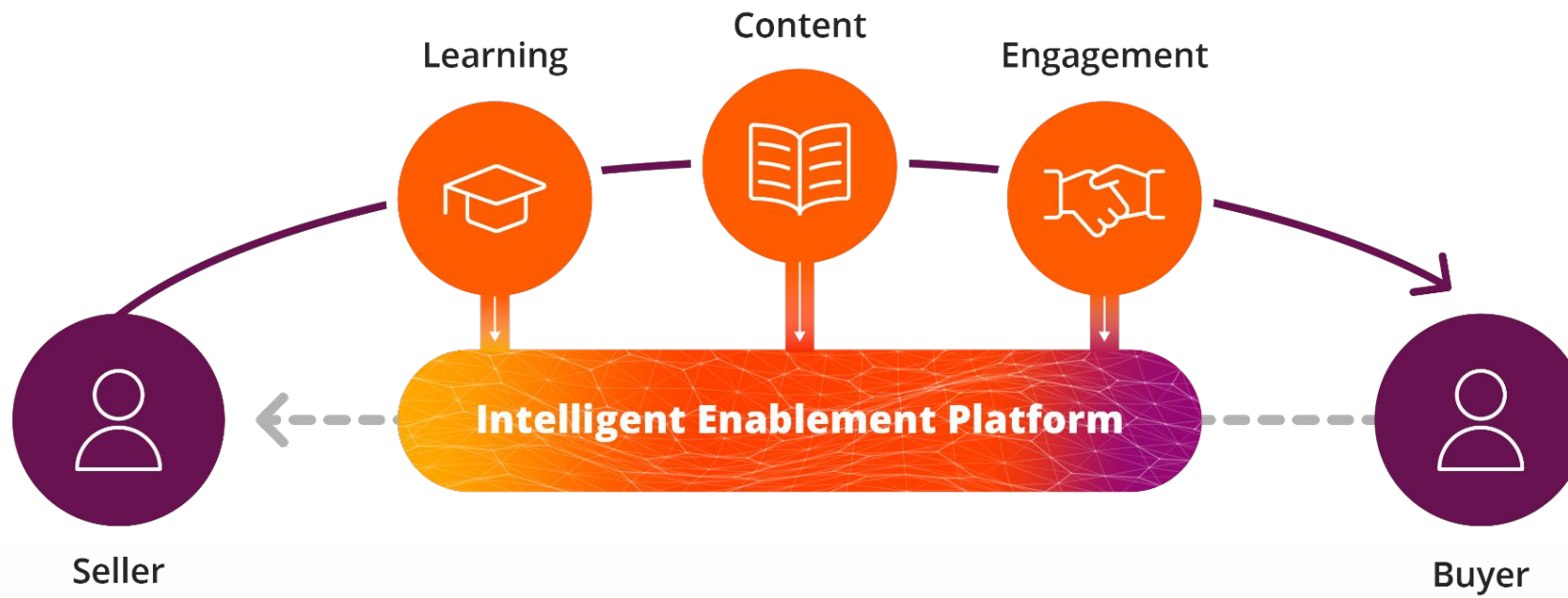
**Engagement Hub/
ClearSlide
cross sell/upsell**

TESTIMONIAL

Robbie Hebert

Managing Partner | Green Home Systems

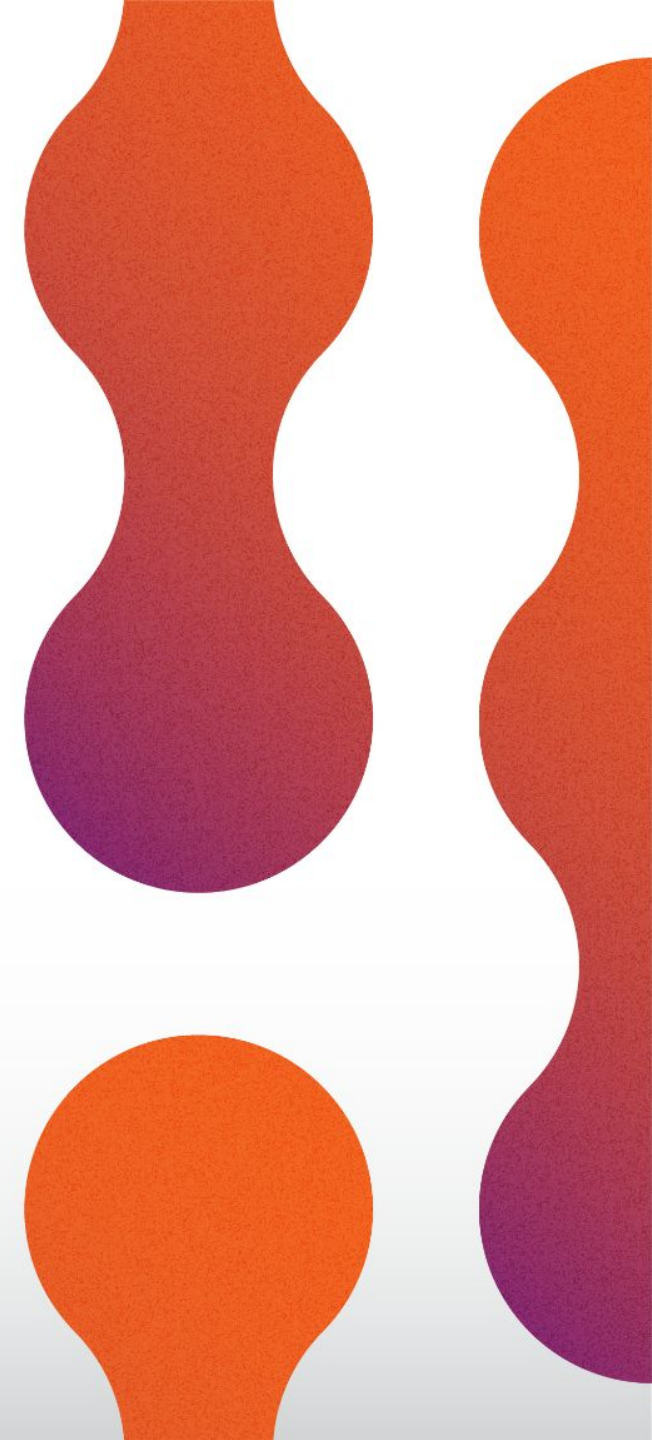




JUNE 2021 4C UPDATE

Cyril Desouza

Global Financial Controller | Bigtincan



\$14.7m

Customer cash receipts

↑40%

From Q4 FY20
Excluding multi-year payments

↑20%

From Q3 FY21

\$14.7m

Operating cash payments

↑19%

From Q4 FY20

↓7%

From Q3 FY21

Q4 net operating cash flow: \$0.02m

	FY20	FY21
Cash receipts	\$39.7m	\$41.9m
FY20 multi year payments exceeding 12 months	-\$4.5m ¹	+\$4m ²
FY21 multi year payments exceeding 12 months	-	-\$0.5m ³
Total cash receipts	\$35.2m	\$45.4m

¹ Customer prepayment of \$4.5m in FY20 for services of \$4m in FY21 and \$0.5m in FY22

² Customer prepayment in FY20 for services provided in FY21

³ Customer prepayment in FY20 for services to be provided in FY22

ENTERPRISE-FOCUSED BUSINESS MODEL BENEFITS

Full year cash receipts

\$41.9m



Conversion against initial ARR

117%

125%

After adjusting for
multi-year pre-payments

REVENUE GROWTH

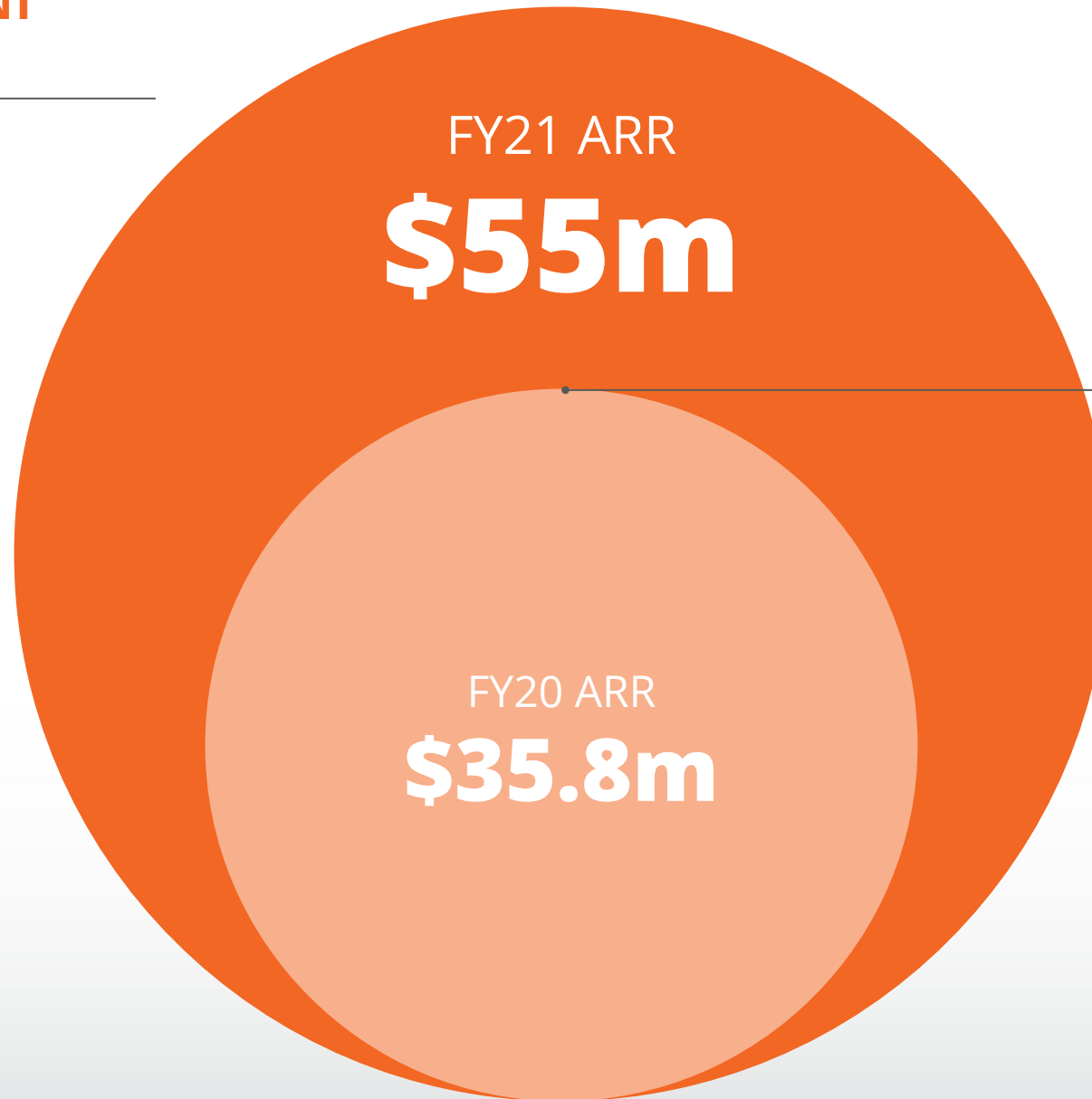
FY21 audited revenue

\$43.5m+

Annual growth rate

40%+

ARR ON A CONSTANT CURRENCY BASIS



Constant currency growth rate of **54%** over FY20

Organic growth of **29%** to \$46.1m on constant currency basis

100+

Feature releases
across 5 platforms

KEY CUSTOMER WINS & EXPANSIONS

WINNEBAGO

SANOFI 

Red Bull

ABB

 **SAGE**
Publishing

RECENT AWARDS



SUCCESSFUL ACQUISITIONS

Agnitio

Life sciences

VoiceVibes

Voice analytics

ClearSlide

Engagement

Vidinoti

AR/VR

Grant of additional
USA patents on aspects
of our system

New and expanded
global channel relationships



Thank You

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