



# 2022 Annual Report

Bigtincan Holdings Limited  
ABN: 98 154 944 797

Level 6, 338 Pitt Street  
Sydney, NSW, Australia

[bigtincan.com](https://bigtincan.com)

<b>Chairman's report</b>	<b>3</b>
<b>Chief Executive Officer's report</b>	<b>4</b>
<b>Operating and Financial Overview</b>	<b>5</b>
<b>Directors' report</b>	<b>10</b>
<b>Directors' report - Remuneration report</b>	<b>16</b>
<b>Auditors' independence declaration</b>	<b>26</b>
<b>Financial Report</b>	
<b>Consolidated statement of profit or loss and other comprehensive income</b>	<b>27</b>
<b>Consolidated statement of financial position</b>	<b>28</b>
<b>Consolidated statement of changes in equity</b>	<b>29</b>
<b>Consolidated statement of cash flows</b>	<b>30</b>
<b>Notes to the consolidated financial statements</b>	<b>31</b>
<b>Directors' declaration</b>	<b>68</b>
<b>Independent auditors' report</b>	<b>69</b>
<b>ASX information</b>	<b>76</b>
<b>Corporate directory</b>	<b>78</b>

# Chairman's Report

---

## Dear Shareholder,

FY22 was a strong year for Bigtincan Holdings. Throughout this year, the Group delivered a solid financial result for our shareholders, with total revenue increasing to \$108m (up 146% on FY21), adjusted positive EBITDA of \$4.1m compared with negative EBITDA (\$6.1m) in FY21.

The transformative Brainshark acquisition completed in September 2021 has placed Bigtincan in a position to gain underlying benefits from its scale and allows the Company to build on its technology leadership into FY23 and beyond. Brainshark has not just made Bigtincan bigger, but it has added customers that are ideal targets for cross sell, technology that we see creating a competitive advantage in the Learning Hub offering, and a strong team that is adding value to Bigtincan across the world. Now with Brainshark, Bigtincan has a more complete offering that enhances competitiveness and offers customers strategic advantages that have the potential to add to revenue, and improve operating metrics in FY23 and into the future.

The results for the financial year 2022 demonstrate the early stages of the benefits of the Brainshark acquisition, and the ability for Bigtincan to grow its strong underlying unit economics. Brainshark, together with our organic growth engine led to Annualised Recurring Revenue (ARR) rising to \$120.1m which was 126% higher than at 30 June 2021. On top of the Brainshark acquisition, Bigtincan built out its sales and marketing capability resulting in the winning of new customer opportunities and the expansion of existing arrangements. Our technology team also delivered a large number of new capabilities in the year, satisfying the needs of new and existing customers. During the year, the Group proactively managed its response to the pandemic. Ensuring that our employees stayed informed and connected, whether in virtual or face to face environments together with a number of health and well-being initiatives have been key priorities during the year.

Overall FY22 was the biggest year yet in the growth of the Company, and which could not have been achieved without the hard work, commitment and passion of our

Chief Executive Officer, David Keane, the Bigtincan executive team and all employees. I would also like to thank my fellow Board members for their support and guidance to the business.

Finally, on behalf of the Board I would like to thank you, our shareholders, for your interest and continued support. We respect the trust you place in us and everyone across the Bigtincan Group as we build the business with the aim of achieving long-term shareholder value.



---

**Tom Amos**  
Chairman



# Chief Executive Officer's Report

---

Our vision at Bigtincan has always been about creating the buying experience of the future for our customers.

We believe that the way people engage in our new more digital and remote economy has led to disruptions that need new approaches to solve where the experience that humans deliver and receive is paramount to creating improved outcomes for both buyers and sellers, and that creating the improved outcomes will lead to opportunity for investors in Bigtincan.

FY22 was a transformative year in our journey to provide those experiences to the world's leading businesses, our global team at Bigtincan worked to support our vision through innovating using new technologies that will have impacts for years to come.

As Bigtincan began FY22, we communicated to shareholders that to achieve these goals, it was important to continue the plan started in FY20 to add new technologies and offerings alongside our Content Hub. With the Brainshark acquisition, completed in September 2021, that vision has come to life with the launch of the Bigtincan Intelligent Enablement Platform (IEP) technologies built to unite Brainshark with the existing Bigtincan platform to create the industry's leading end to end sales enablement offering.

During FY22 the strength of that vision was reinforced with Bigtincan winning industry recognition from industry analysts, media, awards and customer validation as our business grew to now be one of Australia's largest software as a service providers. Shareholders can see this progression in detail at our revamped Investor site available now at <https://investor.bigtincan.com>.

And whilst Brainshark was transformative in terms of the scale that Bigtincan now operates at, the ongoing organic growth as demonstrated by the FY22 results together with the innovative technology developed by

the global team are indications that the underlying business is strong and well setup for the future.

As Bigtincan enters FY23, whilst we see macroeconomic risks ahead, the need for businesses to address the productivity gap that has held back supply side growth since the pandemic began could become even more important to the world's leading companies, and with the technology platform in place, and the global team ready to execute, your company is in a good place to create the buying experience of the future for those companies and in doing so deliver strong financial results and add value to Bigtincan in FY23.

As our team works around the world to create the buying experience of the future for the world's leading brands, we do so using a technology platform that is built on the concept of preserving resources that are critical to our future.

With over 1m+ humans engaged on our platform in FY22 conducting tens of millions of monthly engagements, we know that Bigtincan technology helps to deliver a world that is moving to a digital footprint and away from paper based processes to digital processes for customer facing teams.

We know that this is only the beginning and that as momentum builds, we will have a bigger impact on reducing the impact on our environment and society.

In closing, I want to thank you, our shareholders, for your support for Bigtincan Holdings during FY22, and on your behalf thank the team at Bigtincan who have helped position the Company as a leader in one of the fastest growing sectors of enterprise SaaS against tough competition.



**David Keane**  
CEO and Co-Founder

# Operating and Financial Overview

---

## About Bigtincan

Bigtincan (ASX:BTH) is a leading software development Group with technology offerings focused on the sales enablement and engagement market. Since listing on the Australian Securities Exchange in March 2017, Bigtincan has continued to expand its original Software as a Service (SaaS) application platform creating a comprehensive solution that offers customers tools for Sales Content Management (Bigtincan Content Hub), Sales Readiness (Learning Hub) and Sales Engagement (Engagement Hub). These three Hubs work together to create Bigtincan's Intelligent Enablement Platform (IEP). These Hubs and associated technologies and features are used by primarily larger enterprise organisations looking to create the buying experience of the future for their customers in today's more digital and remote world.

Bigtincan operates globally with users in over 50 countries and with a solution localised into more than 40 languages. The business continues to expand its global footprint while maintaining its registered head office in Sydney, Australia. The global go-to-market strategy continues to be led from Boston, Massachusetts, USA, with sales resources throughout the USA, as well as customer facing resources in Tokyo, London, Copenhagen, and throughout the USA as well as in Sydney. Research and development is centred in Sydney and supported by development centers in Australia (Hobart) Denmark (Copenhagen), Scotland (Glasgow), Israel (Tel Aviv), USA (Portland, Atlanta, Indiana), and Singapore. Corporate and finance functions are based in Sydney.

Bigtincan products are now used by a growing number of the world's leading companies with over 2000 deployments and more than 1M users.

## Key Operational Metrics

Bigtincan sells its software products on a per user per month licence basis. Customers do not own the software but are licensed to use it during licence period and pay typically on a 12 month or greater, this is often referred to as a Software as a Service (SaaS) business model as is similar to common SaaS practices run by other large scale software providers. To measure the progression of the business in addition to traditional business financial metrics, Bigtincan uses established SaaS metrics as a measure of business performance and for reporting and management purposes. These measures are not recognised under Australian Accounting Standards (AAS) or International Financial Reporting Standards (IFRS) and are collectively referred to under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by the Australian Securities and Investment Commission (ASIC). These include Annualised Recurring Revenue (ARR), Lifetime Value of Recurring Revenue (LTV) and Monthly Recurring Revenue (MRR) Retention Rate.

## FY22 Progress in SaaS Metrics

Annualised Recurring Revenue (ARR) as measured by Bigtincan relates to software subscriptions and support services that are sold on a recurring basis. For the year ended 30 June 2022, ARR was \$120.1m an increase of 126% on the prior corresponding period reflecting the growth in contracted, recurring annualised revenue. FY22 was a transformational year as Bigtincan completed the Brainshark acquisition adding scale and technology to the business. Growth also occurred through both new logo wins, and expanded use of product within existing customers. Our “land and expand” approach is an important part of the Group’s strategy allowing for faster customer penetration followed by growth in services post original take up.

Key reasons behind the increase in organic revenues continue to be

- Sale and deployment of Bigtincan technologies and the IEP Platform into new enterprise customers
- Cross-selling new technology into existing customers post initial take up
- Launching new features in mobile content enablement applications to complement Bigtincan services.
- Improving and strengthening integration of the Bigtincan mobile content platforms; and
- Addition of new products for guided selling, predictive content and technical innovation

The Monthly Recurring Revenue (MRR) retention rate for FY22 was 87%, 2% lower than the prior year of 89%, with that change directly related to the end of life of a small number of legacy acquired products from prior years.

## Financial Summary

	2022 \$000	2021 \$000
<b>Results from Core Operations</b>		
Revenue from subscription and support services	102,030	42,544
Revenue from product related professional and contract services	6,003	1,330
<b>Total Operating Revenue</b>	<b>108,033</b>	<b>43,874</b>
Cost of revenue	13,181	6,634
<b>Operating Gross Profit</b>	<b>94,852</b>	<b>37,240</b>
<i>Gross margin</i>	88%	85%
<b>Total Operating Expenses</b>	<b>126,962</b>	<b>52,400</b>
<i>Percentage of total operating revenue</i>	118%	119%
<b>Operating Loss</b>	<b>(31,499)</b>	<b>(14,302)</b>
<i>Percentage of total operating revenue</i>	(29%)	(33%)
<b>Net Loss after Tax</b>	<b>(21,151)</b>	<b>(13,890)</b>
<i>Percentage of total operating revenue</i>	(20%)	(32%)
	2022 \$000	2021 \$000
<b>Adjusted EBITDA</b>		
Loss before income tax	(22,363)	(15,030)
Add back		
Net finance costs	81	728
Depreciation and amortisation	12,113	2,617
Underlying EBITDA	(10,169)	(11,685)
Adjusted for the removal of various non-cash, one-time, irregular, and non-recurring items:		
Transactions outside of business combination	(377)	240
Acquisition costs	9,750	3,635
Share based payments	4,902	1,720
<b>Adjusted EBITDA</b>	<b>4,106</b>	<b>(6,090)</b>

### Total Operating Revenue

During the period, Total Operating Revenue grew by 147% from \$43.9m in 2021 to \$108m.

Increased operating revenue reflects the impact of:

- The impact of acquisitions completed during FY22 that added to Bigtincan's customer base—primarily Brainshark;
- New customers wins during the year and organic expansion within the existing customer base;
- Launching new products that added value to the Bigtincan platform and
- Growth in geographic areas - notably in FY22 in the Asia/Pacific region.

### Cost of Revenue and Operating Gross Profit

Cost of revenue includes those expenses directly related to hosting, provision of customer support, operations personnel and related costs and contractor fees relating to project specific software activities.

The increase in the cost of revenue from the prior period was driven by the additional customer volume reflected in the revenue growth (147%) and the costs from acquisitions. The gross profit margin 3% higher than the prior year of 85%.

### Operating Expenses

Operating expenses grew by 142% to \$126.9m for the year primarily because of investments in:

- Impact of acquisitions conducted in FY22 that added scale, technology, and infrastructure to Bigtincan's global business;
- New technology investments including launching the Data Products group;
- Network and System infrastructure supporting ongoing onboarding of major new global deployments; and
- Engineering resources to create the platform for future product releases.

Within the operating expenses includes a business combination adjustment from Brainshark Inc.

### Net Loss After Tax

FY22 loss after tax was \$21.2m compared to \$13.9m in FY21. After adjusting for non-recurring and acquisition items, Adjusted EBITDA was \$4.1m compared to a loss of \$6.1m in FY21.

## Risks

The Group operates in a competitive marketplace and consequently faces a number of risks. The risks identified below are considered the more significant risks faced by the Group but is not an exhaustive list.

### Bigtincan Operates in a Competitive Industry

The financial performance of Bigtincan is heavily dependent on the strength of the sales enablement, sales engagement and mobile content industry. The market remains attractive and highly competitive with many companies operating in this space ranging from large multinational software companies to local operators in specific markets. A failure by Bigtincan to effectively compete with current and new competitors may adversely affect the Company's future financial performance and position.

### Failure to Retain Existing Customers and Attract New Customers

Bigtincan's business is dependent on its ability to retain its existing customers and attract new customers. The Company's business operates under various subscription models, all of which are exposed to the risk of cancellation, expiry, and non-renewal. In addition, failure to meet customer expectations through poor customer service, technology disruptions, or pricing may adversely affect future operating and financial performance and reputation.

### Reliance on Product Development

While Bigtincan's business model and product set has expanded, it remains heavily reliant upon its ability to build and release its software to the market. Bigtincan's ongoing success depends on its ability to continue to invest in and develop the capabilities needed to win new deals and retain existing customers. Inability to continue this development may result in reduced sales and usage, loss of customers and an inability to attract new customers.

### Disruption or Failure of Technology Systems

Bigtincan and its customers are dependent on the performance, reliability, and availability of the Company's technology platforms, data centres and global communications systems to store and transmit customer's confidential and proprietary information. There is a risk that these systems may be adversely affected by disruption, failure, service outages security breaches of customer data or data corruption, which could potentially lead to significant disruption to the business and operations and a loss of confidence by customers, or legal claims.

In addition, any security or data issues experienced by other cloud software companies globally could adversely impact trust in cloud solutions generally and could adversely affect Bigtincan's ability to host customers on its cloud platform.

**Reliance on Third Party IT Suppliers**

Bigtincan relies on a number of third-party suppliers to maintain and support Bigtincan Hub, its telecommunications facilities and its hosting infrastructure. If the contracts with these parties are terminated or there is a disruption for any reason in the provision of these services or software, Bigtincan's future financial performance and position may be adversely affected.

**Expansion of Bigtincan's International Footprint may not Achieve Intended Goals**

A significant part of Bigtincan's growth strategy is its goal to significantly grow its presence in overseas markets. The Company's growth plans are subject to a number of risks and may be inhibited by unforeseen issues particular to a territory or the need to invest significant resources and management attention to the expansion. Should the desired level of return on its international businesses not be achieved Bigtincan may fail to achieve the revenue growth underpinning its future financial performance.

**Macro Economic Factors**

The Company's ability to retain and renew existing contracts and win new contracts may also be impacted by broader external factors including a slowdown in economic activity, changes to law or changes to the regulation of the internet and e-commerce generally. If Bigtincan fails to adapt to these changes and retain existing customers, attract further business from existing customers and attract new customers, the Company's future financial performance and position may be adversely affected.

**Responsible Business**

Bigtincan recognises that to achieve its mission of creating the Buying Experience of the Future for the world's leading brands, there are obligations beyond the delivery of financial returns. Over the course of FY2023 Bigtincan will be working with a range of stakeholders to better understand and implement new policies and practices to enhance our disclosures on non-financial matters to enable investors to more fully evaluate our company performance.

**Corporate Governance Statement**

Bigtincan has adopted the comprehensive framework for Corporate Governance published by the ASX Corporate Governance Council to the extent that they are applicable. These policies are available on our website ([link](#)) and are available through our ASX disclosures.

**People**

Our global team plays a significant role in the success of Bigtincan. Spanning Australia, the USA, Denmark, Japan, The UK, Denmark, Israel and Singapore, we have a diverse range of people from different backgrounds and cultures. During the past year, in addition to undertaking the transformative acquisition and integration of Brainshark, a range of initiatives were undertaken including:

- Training in Inclusive hiring practices and unconscious bias
- Changed hiring practices to improve diversity through more inclusive job advertisements
- Enhance flexibility in work arrangements
- Enhanced paid parental leave provisions for secondary carers



**Environment**

As a digital SaaS business we know that there is a significant opportunity to assist in the reduction of environment, not only in our own operations, but also for our customers. We do this through the reduction in the use of paper resources through the use of digital collaboration tools and run our software in certified energy efficient data centres.

As we work through FY2023 our maturity in reporting will evolve with greater detail, data and insights. We look forward to providing more transparent data on our ESG performance in FY2023 and beyond.

# Directors' Report

---

The Directors present their report together with the consolidated financial statements of the Group comprising Bigtincan Holdings Limited (the Company) and its controlled entities for the financial year ended 30 June 2022 and the auditor's report thereon. The information set out below is to be read in conjunction with the Operating and Financial Review which forms part of this Director's report.

## 1. Board of Directors

The Directors of the Company during or since the end of the financial year were:

- **Tom Amos** – Chairman – Independent Non-Executive Director
- **Wayne Stevenson** – Independent Non-Executive Director
- **David Keane** – Executive Director
- **Inese Kingsmill** – Independent Non-Executive Director (Appointed October 2021)
- **Farouk Hussein** – Non-Executive Director (Appointed October 2021)
- **John Scull** – Non-Executive Director (Retired November 2021)

## 2. Information on Directors

### *Tom Amos – Independent Chairman*

Mr Tom Amos is an Independent Non-Executive Director of Bigtincan and Chairman of the Board. He is also Managing Director of emerging digital presence company dLook Pty Ltd and a Director of Ambertech Ltd (ASX:AMO). Mr Amos also holds the patent for the dLook cross media multichannel marketing systems. He has a BE (Electrical Engineering) from The University of Sydney.

Mr Amos actively develops private technology companies to grow and gain access to resources offered by public markets both in Australia and internationally. In this capacity, Mr Amos was a founding and long-term independent director of Macquarie Bank's Macquarie Technology Ventures Pty Ltd.

Mr Amos was previously Managing Director and Partner of Amos Aked Swift Pty Ltd, FlowCom Ltd and Director of a number of public and private companies in the content, digital services, radio and telecommunications sectors. Mr Amos was also a long-term Director and Vice Chair of Australian Telecommunications User Group Ltd, the public organisation that was formed by industry to improve communication services in Australia and which led to the deregulation of telecommunication services.

Mr Amos has over thirty years of intense involvement and management in the telecommunications, publishing, and related digital technology industries, through a period of unprecedented technological and regulatory change. As a company director, professional engineer, entrepreneur, businessman and strategic adviser to industry and government, Tom Amos has been at the leading edge of those changes.

***Wayne Stevenson – Independent Non- Executive Director***

Mr Stevenson joined the Board of Bigtincan in October 2016, bringing strong expertise in the financial services industry. He has over 35 years' experience in banking and financial services where he held a number of senior positions with ANZ Banking Group including various CFO roles over a period of 15 years involving significant acquisitions, restructures and divestments.

Mr Stevenson's board credentials are primarily from financial services organisations across Australia and Asia Pacific. His other current Non-Executive Director roles comprise Credit Union Australia Ltd, Cuscal Ltd and Mediaworks Holdings Ltd. Mr Stevenson has a BCom in Accounting, is a Chartered Accountant and Fellow of the Australian Institute of Company Directors.

***David Keane – Chief Executive Officer & Executive Director***

David started in the networking and communications market with Utah and California-based Novell running Asian marketing for Boston-based Wellfleet Communications, Inc. then grew the business for California-based Xylan Corp. in Australia and New Zealand.

Subsequently, David founded Veritel Wireless Pty Ltd which grew within three years to be one of the largest providers of wireless internet in Australia. Veritel was then sold to BigAir Australia Pty Ltd (now Superloop Ltd) on its path to ASX-listing.

David was a pioneer in the mobile applications sector starting in 2008 with the release of the first iPhone SDK and oversaw the development, promotion and expansion of heavily downloaded apps including BuzzMe and AdFree.

Now with Bigtincan, David is taking his experience in enterprise and adding his knowledge of how mobility works to drive the mobile productivity revolution, with a goal of helping workers all over the world to make the most of their mobile device.

***Inese Kingsmill – Independent Non- Executive Director***

Appointed in October 2021, Ms Kingsmill had an executive career spanning a broad spectrum of leadership positions with Microsoft, Telstra and Virgin Australia. Growth and transformation have been constant themes of Inese's career. As a non-executive director she currently serves on the boards of ASX-listed NobleOak Life Ltd and is Chair of Hipages Group Holdings. She has previously served as non-executive director on the boards of Rhipe Limited, Spirit Technologies Group, WorkVentures Limited and was Chair of the Australian Association of National Advertisers(AANA).

Ms Kingsmill holds a Bachelor of Business and has completed an Executive Program in Digital Transformation at the MIT Sloan School of Management and is a Member of the Australian Institute of Company Directors.

***Farouk Hussein – Non-Executive Director***

Appointed in October 2021, Mr Hussein is a Partner at SQN Investors, a U.S.-based investment firm focused on partnering with leading technology companies. SQN Investors is a substantial shareholder in Bigtincan. He brings over 11 years of private and public technology investment experience.

Mr Hussein holds an Honours Business Administration from Ivey Business School at Western University.

### 3. Directors' Meetings

The number of directors' meetings (including committees of the Directors) held while each Director was in office and the number of meetings attended by each Director:

	Board Meetings		Audit and Risk Committee Meetings		Remuneration and Nominations Committee Meetings	
	A	B	A	B	A	B
Director						
Tom Amos	14	14	4	4	4	4
David Keane	14	14	-	-	-	-
Wayne Stevenson	14	14	4	4	4	4
John Scull <sup>1</sup>	5	5	-	-	1	1
Inese Kingsmill <sup>2</sup>	11	11	-	-	3	3
Farouk Hussein <sup>3</sup>	11	11	-	-	3	3

A: Number of meetings attended

B: Number of meetings held during the time the director held office during the year

1 Mr. Scull retired in November 2021.

2. Ms Kingsmill was appointed in October 2021.

3. Mr. Hussein was appointed in October 2021.

### 4. Committee Membership

As at the date of this report, the Company had the following committees:

#### Audit and Risk Committee

Wayne Stevenson (Chairman)  
Tom Amos

#### Remuneration and Nominations Committee

Inese Kingsmill (Chairman)  
Tom Amos  
John Scull  
Farouk Hussein  
Wayne Stevenson

### 5. Company Secretary

Mark Ohlsson was appointed to the position of Company Secretary in January 2012. He has been a Company Secretary or Director of a number of ASX listed companies and his experience spans a wide range of industries. He has been involved in business management and venture capital for over 40 years and has advised numerous companies in corporate finance and other regulatory matters.

## 6. Director's Interests

The relevant interest of each director in the share capital as at the date of this report is as follows:

Director	Ordinary Shares
David Keane	23,707,658
John Scull	6,925,568
Tom Amos	431,630
Wayne Stevenson	504,292
Inese Kingsmill	-
Farouk Hussein*	-

Directors Interest for David Keane include shares held by or with the beneficial ownership of Laisun Keane.

\* Farouk Hussein is a representative of a major shareholder of Bigtincan Holdings Limited, SQN Investors. SQN Investors hold 74,940,121 shares.

## 7. Principal Activities

Bigtincan is a recognised global leader in the rapidly growing sales enablement market.

The Group's principal activity is the provision of an integrated, online platform called "Bigtincan Hub", a powerful, intelligent, collaborative and secure solution that automatically delivers the most relevant content to the right users directly, across any device and any network.

There were no other significant changes in the nature of the activities of the Group during the year.

## 8. Result of Operations

A description of the Company's operations, business model, material business risks, sources of funding, review of financial performance and position, and prospects are detailed in the Operating and Financial review on pages 5 - 8.

## 9. Dividends

Bigtincan Holdings Limited has not paid, recommended, or declared dividends for the year ended 30 June 2022 (2021: nil)

Shareholder returns	2022	2021
Loss attributable to owners of the company	(21,151,000)	(13,890,000)
Basic and diluted loss per share	(4.94)	(4.31)
Dividend paid	Nil	Nil
Dividend per share	Nil	Nil

## 10. Significant Changes in the State of Affairs

- On 9 September 2021, the Group acquired 100% of the shares and voting interests of Brainshark Inc at acquisition price of USD86m.
- On 10 December 2021, the Company entered into a joint program of £1.4m with Scottish Enterprises, Scotland's national economic development agency to support ongoing development of Bigtincan products and new R&D activities leading to new products.



## 11. Matters Subsequent to The End of The Financial year

No matters or circumstances which have arisen since the end of the financial year that have significantly affected, or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group, in the future financial years.

## 12. Likely Developments

The Group will continue to undertake its principal activities and seek further opportunities to add product and resource capability during the next financial year including by acquisition. The Directors do not anticipate any development in the operations of the Group that will negatively affect the result in subsequent years.

The Directors are not aware of other circumstances or matters that will significantly affect the operations and future results of the Group other than the developments that have been outlined in this report and the Operating and Financial review.

## 13. Environment Regulation

The Group is subject to environmental laws and regulations, which vary depending on the jurisdiction of the location of operations. The Group has policies and procedures in place to ensure compliance with all environmental laws and regulations applicable to it. The directors are not aware of any material breaches of environmental regulations during the financial year.

## 14. Proceedings on Behalf of the Company

No person has applied to the court under section 237 of the *Corporations Act 2001* for leave to bring proceedings on behalf of the Company or to intervene in any proceedings to which the Company is a party for the purposes of taking responsibility on behalf of the Company for all or part of those proceedings.

## 15. Indemnification and Insurance of Officers

The Company, to the extent permitted by law has indemnified the Directors and Officers of the Company on a full indemnity basis against all losses, liability, costs, charges and expenses incurred by that person as an officer of the Company or of a related body corporate.

The Company may, to the extent permitted by law, purchase and maintain insurance or pay, or agree to pay, a premium for a contract insuring each Director and executive officer of the Company against any liability incurred by that person as an officer of the Company or of a related body corporate, including for negligence or for reasonable costs and expenses incurred by that person in defending or responding to proceedings (whether civil or criminal and whatever the outcome).

No amount was paid under these indemnities during or since the financial year ended 30 June 2022.

## 16. Indemnification of Auditors

The Company has not, during or since the end of the financial year, indemnified or agreed to indemnify the auditor of the Company or any related entity against a liability incurred by the auditor.

During the financial year, the Company has not paid a premium in respect of a contract to insure the auditor of the Company or any related entity.

## 17. Non-audit Services

The Directors are satisfied that the provision of non-audit services during the financial year, by the auditor (or by another person or firm on the auditor's behalf), is compatible with, and did not compromise, the auditor independence requirements of the *Corporations Act 2001* for the following reasons:

- all non-audit services have been reviewed and approved to ensure that they do not impact the integrity and objectivity of the auditor; and
- none of the services undermine the general principles relating to auditor independence as set out in APES 110 Code of Ethics for Professional Accountants issued by the Accounting Professional and Ethical Standards Board, including reviewing or auditing the auditor's own work, acting in a management or decision-making capacity for the company, acting as advocate for the company or jointly sharing economic risks and rewards.

## 18. Auditor Independence Declaration

As required under section 307C of the *Corporations Act 2001*, a copy of the auditor's independence declaration combined with the independent auditor's report.

## 19. Corporate Governance Report

The Company has included its report on compliance with the principles for 30 June 2022 in the Corporate Governance section of the investor section on the Bigtincan website (<https://www.bigtincan.com/company/investors/corporate-governance/>). This is allowed under the ASX Corporate Governance Principles and Recommendations (third edition).

## 20. Rounding of Amounts

Amounts in the financial statements have been rounded off to the nearest thousand dollars, in accordance with Instrument 2016/191 issued by Australian Securities and Investments Commission (ASIC).

# Directors' Report

# Remuneration

# Report

---

## Message from the Chair of the Remuneration and Nominations Committee

On behalf of the Board, I am pleased to present the Bigtincan Limited Remuneration Report for the 2022 financial year ended 30 June 2022.

Over the course of the past year, Our Company grew to now comprise 495 employees across the globe. In line with this growth we continued to evolve our organisation design and refreshed our benchmarking of executive remuneration against similar sized entities and comparable companies. This work aims to ensure that our remuneration framework continues to links remuneration outcomes to the Group's business strategy and drivers, is market competitive and aligns executive remuneration to the delivery of sustainable shareholder returns.

The key principles which underpin this framework and which were reported last year have remained consistent, namely:

- Alignment of executive performance with the creation of sustainable value for shareholders;
- Delivery of market competitive remuneration to assist the Company to attract and retain talent;
- Motivation and retention of executives through a mix of fixed and variable (at risk) pay;
- Behaviour alignment consistent with the Group's values and culture; and
- Simple, clear, and transparent processes and documentation which is easily understood by participants and stakeholders.

The Board believes that an appropriately structured remuneration framework underpins a strong performance-based culture and assists in driving shareholder returns.

The FY2022 executive remuneration framework comprised the following three elements:

- Fixed remuneration positioned at approximately the median of listed organisations of similar size and complexity;
- Short term incentive (STI) awarded as cash and designed to drive performance over a twelve-month period relative to pre-determined Key Performance Indicators linked to our strategy; and
- Long term incentive (LTI) in the form of equity designed to recognise the creation of long-term shareholder value.

Consistent with market practice, a significant proportion of the remuneration of senior executives is at risk and is not payable if key predetermined performance criteria are not satisfied. An integral role of this approach has been to progressively improve and modify the remuneration and performance management framework.

Given the transformative nature of FY22, the Board reviewed our executive remuneration framework for greater consistency across the executive team, accompanied by an increased focus on shared corporate goals underpinning both short term and long term incentives. This new framework retains the mix of fixed, short term and long term performance-based incentives and is effective commencing FY23.

Integral to the integration of the various acquisitions made during the year, the Group has realigned its organisation structures and key responsibilities to recognise the changing nature of the Group. This has also involved harmonising remuneration arrangements for those staff in acquired entities.

For FY2022 the Board identified the following key activities as integral to delivering on our business strategy:

- Financial performance – particularly growth in Annualised Recurring Revenue (ARR);
- Enhancement of the Bigtincan product suite in accordance with the product roadmap;
- Expansion of the go-to-market sales capacity and capability; and
- Successful completion and integration of acquisitions.

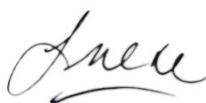
This past year has been a particularly active one for the Group with solid performances across a range of initiatives including:

- Revenue growth of 143% to \$108m together with a 126% growth in ARR to \$120.1m;
- Successful rollout of over 100 product releases across the Bigtincan platforms;
- Successful acquisition and onboarding of several large marquee customers;
- Successful integration and onboarding of three acquisitions;
- Development of a strong forward pipeline of potential customer acquisitions;
- Performance against the Group's stated values and behaviours; and
- Effective management of the Group's response to the global pandemic.

On behalf of the Board, I would like to thank all the employees for their dedication and commitments in successfully rising to the challenges posed during the year. The results outlined in this report could not have been achieved without the dedication and support of our senior executive team and all employees at Bigtincan.

The Board hereby recommends the Remuneration Report to shareholders for approval at the 2022 financial year Annual General Meeting. As part of its commitment to corporate governance best practice, the Board welcomes feedback from external stakeholders on its remuneration practices and disclosures.

Yours Sincerely,



**Inese Kingsmill**

**Chair of the Remuneration and Nominations Committee**

## Remuneration Report (Audited)

The Directors of Bigtincan Holdings Limited present the Remuneration Report for the Company and its controlled entities (collectively referred to as the 'Group') for the year ended 30 June 2022 in accordance with section 300A of the *Corporations Act 2001*. This Remuneration Report forms part of the Directors' Report and has been audited in accordance with the *Corporations Act 2001*.

The Remuneration Report outlines key elements and information on the remuneration framework for Non-Executive Directors, Executive Directors, and other Key Management Personnel ("KMP").

**The Remuneration Report is provided in the following format:**

1. Introduction
2. Remuneration framework overview
3. Executive remuneration
4. Bigtincan 2022 performance outcomes
5. Remuneration details for non-executive directors and executive KMP
6. Chief executive officer remuneration
7. Non-executive directors and executive KMP remuneration
8. Directors' interests

### 1. Introduction

The Remuneration report has been prepared on a basis consistent with the Financial Statements and includes total remuneration details for the year ended 30 June 2022. The report refers to a range of non-IFRS financial information including Annualised Recurring Revenue (ARR). The Directors consider these measures to be a better indicator of the underlying performance of the business and provide more meaningful comparisons of the operating performance of the business to other Software as a Service (SaaS) companies.

The following Key Management Personnel have been identified based on their specific authority and responsibility for the strategic operation of the business, included but not limited to the planning, directing and controlling the material activities of the Group during the course of 2022.

#### *Non-Executive Directors*

**Tom Amos** – Independent Non-Executive Chairman

**Wayne Stevenson** – Independent Non-Executive Director

**Inese Kingsmill** – Independent Non-Executive Director (appointed October 2021)

**Farouk Hussein** – Non-Executive Director (appointed October 2021)

**John Scull** – Non-Executive Director (resigned November 2021)

#### *Executive Directors*

**David Keane** – Chief Executive Officer

### 2. Remuneration framework overview

The Company operates in a competitive global market and thus attracting and retaining talented individuals is at the core of our success. Accordingly, the Board believes that an appropriately structured remuneration strategy underpins a strong performance-based culture and assists in driving shareholder returns. We recognised last year that there were a number of disparities between the compensation arrangements inherited from the various acquisitions. In addition to this, the talent market tightened and became increasingly competitive. As a consequence the Remuneration and Nomination committee engaged the advice of independent remuneration consultants, to conduct a benchmarking exercise to enable our framework to move towards best practice.



## 2. Remuneration framework overview (continued)

This new framework and resultant remuneration outcomes are being progressively implemented and provides a clear, transparent and easily understood performance management process with employees remunerated not only on the overall company achievements, but also on specific individual performance hurdles that contribute to the achievement of the company's overall business strategy. This ensures that there is consistency and a common purpose driving the performance of individuals. This framework is also being applied to all staff acquired through the various acquisitions which have been made.

The Board will continue to seek appropriate independent advice on an ongoing basis to ensure that the framework and remuneration components continue to align with business strategies, key external stakeholder expectations and current market best practice.

During the year, the Board has engaged independent external remuneration consultants Godfrey Remuneration Group (GRG) to benchmark executive remuneration, comparing it to similar sized entities and comparable companies and provided recommendations in relation thereto. GRG was paid \$45,298 (inclusive of GST) (2021: \$62,150) for the remuneration recommendations in respect of reviewing the amount and elements of remuneration.

The protocols included the prohibition of GRG providing advice or recommendations to key management personnel before the advice or recommendations were given to members of the remuneration committee and not unless GRG had approval to do so from members of the remuneration committee.

These arrangements were implemented to ensure that GRG would be able to carry out its work, including information capture and the formation of its recommendations, free from undue influence by members of the key management personnel about whom the recommendations may relate.

The board is satisfied that the remuneration recommendations were made by GRG free from undue influence by members of the key management personnel about whom the recommendations may relate.

The board undertook its own inquiries and review of the processes and procedures followed by GRG during the course of its assignment and is satisfied that its remuneration recommendations were made free from undue influence.

## 3. Executive remuneration

For 2022, remuneration outcomes for executives consist of a combination of Fixed Annual Remuneration, Short Term Incentives and Long-Term Incentives effected through the company's Employee Share Option Plan.

The table below represents the target remuneration mix for group executives and non-executives in the current year. The short-term incentive for David Keane, executive-director is provided at target levels, and the long-term incentive amount is provided based on the value granted in the current year.

	Fixed remuneration	At risk – Short term incentive	At risk – Long term incentive
Tom Amos	100%	-	-
Wayne Stevenson	100%	-	-
John Scull	100%	-	-
David Keane	30%	5%	65%
Inese Kingsmill	100%	-	-
Farouk Hussein	100%	-	-

### 3. Executive remuneration (continued)

#### 3.1 Fixed Annual Remuneration (Base Salary)

The terms of employment for senior executives contain a fixed annual remuneration component comprising Base Salary, Fixed Allowances and Superannuation (at the respective statutory rates).

Fixed remuneration is based on the responsibilities associated with, and the skills required to perform the role. Compensation levels for senior executives are reviewed annually by the Remuneration Committee through a process that considers individual and overall performance of the Company. The Committee also takes into consideration remuneration for comparative positions in other similar organisations.

#### 3.2 Performance Linked Compensation

##### Short Term Incentives (STI)

Executive employment contracts allow for discretionary ("at-risk") bonuses and other benefits to be paid on the achievement of financial and non-financial targets. Performance against the STI targets is assessed at the end of the financial year against both individual and business performance. These bonuses consist primarily of cash payments.

##### Long Term Incentives (LTI)

The Company has previously adopted rules for an Employee Share Option Plan which allows it to issue options, or such other approved securities convertible into shares to eligible persons (including directors, subject to compliance with the ASX Listing Rules) as the Board approves from time to time.

### 4. Bigtincan 2022 Performance Outcomes

The Group delivered strong operational and solid financial performance for the 2022 financial year. A detailed review of the Group's performance is contained within the Operating and Financial Review.

For the current year, the Board determined that the achievement of growth Operating Revenue, ARR, MRR and MRR Retention Rate were the most relevant measures for assessing performance. The FY22 financial highlights for these measures is summarised below:

#### Financial Highlights FY22

Operating Revenue	Up 167% to \$108,000,000
Annualised Recurring Revenue (ARR)	Up 126% to \$120,100,000
Monthly Recurring Revenue (MRR)	Up 126% to \$10,008
MRR Retention Rate	87%

Other factors considered in the determination of STIs were linked to the achievement of KPIs across a range of activities including:

- Growth in the go-to-market sales and marketing capability;
- Delivery of significant product suite innovations and enhancements to the Bigtincan Hub;
- Development of a strong pipeline of potential customers; and
- Successful completion and integration of acquisitions.

### 5. Remuneration details for non-executive directors and executive KMP

#### Principles used to determine the nature and amount of remuneration

The Board aims to set remuneration for non-executive directors at a level that attracts and retains non-executive directors of a high calibre and talent and periodically reviews the level of fees set.

## 5. Remuneration details for non-executive directors and executive KMP (continued)

Remuneration for non-executive directors is not linked to Company performance and is solely comprised of directors' fees (including statutory superannuation), in order to maintain director independence.

The total compensation for all non-executive directors for the 2022 year did not exceed the \$600,000 cap agreed to by the Company at the 2021 Annual General Meeting. The current agreed annual Non-Executive Director Fees to be paid are:

- Independent Chairman \$150,000
- Non-Executive Director \$100,000
- Committee Chair \$15,000

Non-executive directors have not received performance related compensation and are not provided with retirement benefits apart from statutory superannuation.

## 6. Chief executive officer remuneration

David Keane is the Chief Executive Officer and an Executive Director of the Company, based in Boston Massachusetts, USA.

Mr Keane's gross contract base salary is USD 200,000 per annum. Bigtincan contributes to a medical and dental program. Mr Keane also receives a relocation subsidy of USD 72,000 per annum. Mr Keane may also earn a performance bonus up to USD 90,000 based on the overall performance of Bigtincan as determined by the Board. During the year, Mr Keane was paid USD 45,000. Mr Keane is also entitled to be reimbursed for reasonable and pre-agreed business-related costs, travel, and equipment expenses.

Mr Keane's FY22 and FY23 entitlements will be recommended at the upcoming annual general meeting.

## 7. Non-executive directors and executive KMP remuneration

Details of the nature and amount of each major element of remuneration of each non-executive director and executive KMP of the Company for the year ended 30 June 2022 are:

2022	Salary and Fees	Cash Bonus	Post-Employment Benefits	Other Long-Term Incentives	Share Based Payments	Total
	\$	\$	\$	\$	\$	\$
Tom Amos	214,000	-	-	-	-	214,000
Wayne Stevenson	129,000	-	13,000	-	-	142,000
David Keane	375,000	61,000	-	-	815,000	1,251,000
Inese Kingsmill	86,000	-	-	-	-	86,000
Farouk Hussein	77,000	-	-	-	-	77,000
John Scull	93,000	-	-	-	-	93,000
<b>Total</b>	<b>974,000</b>	<b>61,000</b>	<b>13,000</b>	<b>-</b>	<b>815,000</b>	<b>1,863,000</b>

## 7. Non-executive directors and executive KMP remuneration (continued)

2021	Salary and Fees	Cash Bonus	Post-Employment Benefits	Other Long-Term Incentives	Share Based Payments	Total
	\$	\$	\$	\$	\$	\$
Tom Amos	150,000	-	-	-	-	150,000
Wayne Stevenson	105,000	-	10,000	-	-	115,000
John Scull	100,000	-	-	-	-	100,000
David Keane	543,000	118,000	-	-	696,000	1,357,000
Total	898,000	118,000	10,000	-	696,000	1,722,000

### Consequences of performance on shareholder wealth

In considering the Group's performance and benefits for shareholder wealth, the Remuneration and Nomination Committee (RNC) have regard to the following indices in respect of the current financial year and previous four financial years.

	2022	2021	2020	2019	2018
Loss attributable to owners of the Company	20,407,000	14,455,000	12,232,000	4,106,000	6,610,000
Dividends paid / declared	Nil	Nil	Nil	Nil	Nil
Change in share price	0.64	0.40	0.22	0.20	0.10

The loss attributable to owners of the company amounts for 2018 to 2022 have been calculated in accordance with Australian Accounting Standards (AASBs).

## 8. Directors' interests

The relevant interest shares and options interest if each Director as issued by companies within the Group as notified by the directors to the ASX in accordance with S205G(1) of the *Corporations Act 2001*, at the date of this report is as follows:

### Number of Ordinary Shares, Options and Rights at the date of Report

Director	Ordinary Shares	%	ESOP (Options)	Rights (PSARs)
David Keane <sup>1</sup>	23,707,658	4.15	3,000,000	1,500,000
John Scull <sup>2</sup>	6,925,568	1.26	-	-
Tom Amos <sup>3</sup>	431,630	0.08	-	-
Wayne Stevenson <sup>4</sup>	504,292	0.09	-	-
Inese Kingsmill <sup>5</sup>	-	-	-	-
Farouk Hussein <sup>6</sup>	-	-	-	-

### Notes in relation to the table of director's remuneration

<sup>1</sup> Shares held by Lai Sun Keane, spouse of David Keane are 16,266,354 shares plus 6,340,075 with beneficial ownership and shares held by David Keane are 1,101,229 shares. David Keane was issued 1,500,000 PSARs and 3,000,000 options in prior years. As part of the September 2021 capital raise David acquired 200,046 shares at an issue price of \$1.05 per share. During the year he purchased an additional 101,000 shares on market.

<sup>2</sup> John Scull is a director of Southern Cross IIF Trusco Pty Ltd and SBCVC Fund IV Pte Ltd holds the shares through this Trust. John resigned as a Director of Bigtincan Holdings Limited in November 2021.

<sup>3</sup> Tom Amos holds shares through Wave Link Systems Pty Ltd, a company in which Tom Amos' voting power exceeds 20%. As part of the September 2021 capital raise, Tom acquired 58,326 ordinary shares at an issue price of \$1.05 per share.

## 8. Directors' interests (continued)

### Notes in relation to the table of director's remuneration (continued)

<sup>4</sup> Wayne Stevenson holds shares through Rangitata Nominees Pty Ltd, a company in which Wayne Stevenson's voting power exceeds 20%. As part of the September 2021 capital raise, Wayne acquired 100,859 ordinary shares at an issue price of \$1.05 per share.

<sup>5</sup> Inese Kingsmill was appointed as independent Non-Executive director in October 2021.

<sup>6</sup> Farouk Hussein was appointed as Non-Executive director in October 2021 representing SQN Investors.

"Ordinary Shares" mean fully paid Ordinary Shares in the capital of the Company

"Options" or "Rights" are the opportunity to subscribe for one Ordinary Share in the capital of the Company

### Movement in equity instruments

The movement during the reporting period, by number of options and ordinary shares in Bigtincan Holdings Limited held, directly, indirectly, or beneficially, by each key management person, including their related parties, is as follows:

#### Movement in shares held:

	Held at 1 July 2021	New shares acquired	Shares Disposed	2022 Held at 30 June 2022
David Keane	22,885,326	6,641,121	(5,818,789) <sup>1</sup>	23,707,658
John Scull	6,925,568	-	-	6,925,568
Tom Amos	373,304	58,326	-	431,630
Wayne Stevenson	403,433	100,859	-	504,292
Inese Kingsmill	-	-	-	-
Farouk Hussein	-	-	-	-

	Held at 1 July 2020	New shares acquired	Shares Disposed	Held at 30 June 2021
David Keane	25,065,472	-	(2,180,146) <sup>1</sup>	22,885,326
John Scull	10,925,568	-	(4,000,000) <sup>2</sup>	6,925,568
Tom Amos	373,304	-	-	373,304
Wayne Stevenson	403,433	-	-	403,433

### Notes in relation to the table of movement in shares held

<sup>1</sup> Shares transferred to a facility with beneficial ownership of these shares.

<sup>2</sup> 4,000,000 shares were disposed by Southern Cross IIF Trusco Pty Ltd and SBCVC Fund IV Pte Ltd during the year ended 30 June 2021.

#### Movement in Share Options and Rights:

	Held at 1 July 2021	Granted Options and Rights during the year	Exercised	Held at 30 June 2022	Vested during the year	Vested and exercisable at 30 June 2022
Options						
David Keane	4,500,000	-	-	4,500,000	1,125,000	2,625,000
John Scull	-	-	-	-	-	-
Tom Amos	-	-	-	-	-	-
Wayne Stevenson	-	-	-	-	-	-
Inese Kingsmill	-	-	-	-	-	-
Farouk Hussein	-	-	-	-	-	-



## 8. Directors' interests (continued)

### Movement in Share Options and Rights (Continued):

	Held at 1 July 2020	Granted Options during the year	Exercised	Held at 30 June 2021	Vested during the year	Vested and exercisable at 30 June 2021
Options						
David Keane	3,000,000	1,500,000	-	4,500,000	1,312,500	1,875,000
John Scull	-	-	-	-	-	-
Tom Amos	-	-	-	-	-	-
Wayne Stevenson	-	-	-	-	-	-

#### Exercise of options granted as compensation

During the reporting period nil options (2021: nil) were exercised previously granted as compensation under the employee share option plan.

#### Options granted during the year

During the reporting period nil options (2021: nil) were granted during the year.

#### Performance Share Appreciation Rights (PSARs) granted during the year

During the reporting period nil PSARs (2021: 1,500,000) were granted during the year.

On 1 July 2021, the Group granted 1,500,000 Performance Share Appreciation Rights (PSARs) to the Chief Executive Officer that entitle him to ordinary shares after 3 years. The PSARs are subject to performance hurdles and vest on 30 June 2023.

#### Share options vested during the year

During the reporting period 1,125,000 options (2021: 1,312,500) vested and became exercisable.

#### Unvested options and rights

As at 30 June 2022, there were 1,875,000 (2021: 2,625,000) unvested Options and PSARs outstanding.

The maximum future value to David Keane for the options and PSARs amounts to \$460,518.

Vesting conditions are conditions that are used to determine the extent, if any, of vesting of PSARs. iTSR PSARs, the vesting condition will be based on the Total Shareholder Return (TSR) of Bigtincan over the Measurement Period (equivalent to the change in share price, plus dividends declared assumed to be reinvested) compared to the TSR of the ASX 300 Industrials Total Return Index. Vesting will be determined according to the following scale (note: CAGR means compound annual growth rate):

Performance level	BTH TSR compared to TSR of the ASX 300 Industrials TR index	% of Grant Vesting
Stretch	≥ Index TSR + 10% TSR CAGR	100%
Between Target and Stretch	> Index TSR + 5% TSR CAGR & < Index TSR + 10% TSR CAGR	Pro-rata
Target	Index TSR + 5% TSR CAGR	50%
Between Threshold and Target	> Index TSR & > Index TSR + 5% TSR CAGR	Pro-rata
Threshold	= Index TSR	0%
Below Threshold	< Index TSR	0%

## 8. Directors' interests (continued)

### Other transactions with key management personnel

A number of key management personnel (KMP), or their related parties, hold positions in other entities that result in them having control, or joint control, over the financial or operating policies of those entities.

A number of these entities transacted with the Group during the year. The terms and conditions of the transactions with KMP and their related parties were no more favourable than those available, or which might reasonably be expected to be available, on similar transactions to non-key management personnel related entities on an arm's length basis.

From time to time, Directors of the Group, or their related entities, may purchase goods from the Group. These purchases are on the same terms and conditions as those entered into by other Group employees or customers and are trivial or domestic in nature.



**Tom Amos**

(Chairman)

*30 September 2022*



**Inese Kingsmill**

(Director)

*30 September 2022*



# Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To the Directors of Bigtincan Holdings Limited

I declare that, to the best of my knowledge and belief, in relation to the audit of Bigtincan Holdings Limited for the financial year ended 30 June 2022 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

**KPMG**

A handwritten signature in black ink, appearing to read 'Julie Cleary'.

**Julie Cleary**  
*Partner*

Sydney  
30 September 2022

# Financial Report

## Consolidated statement of profit or loss and other comprehensive income

For year ended 30 June 2022

		2022 \$000	2021 \$000
	Note		
Revenue	3(a)	108,033	43,874
Cost of revenue	5(a)	(13,181)	(6,634)
Gross profit		<b>94,852</b>	<b>37,240</b>
Other income	3(b)	611	858
Sales and marketing expenses		(57,350)	(23,258)
Product development expenses		(30,844)	(17,833)
General and administration expenses		(38,768)	(11,309)
Total expense from operating activities		<b>(126,962)</b>	<b>(52,400)</b>
Total operating loss		<b>(31,499)</b>	<b>(14,302)</b>
Finance income	6(a)	9,428	407
Finance expenses	6(b)	(292)	(1,135)
Net finance costs		<b>9,136</b>	<b>(728)</b>
Loss before income tax		<b>(22,363)</b>	<b>(15,030)</b>
Income tax benefit	7	1,212	1,140
Loss for the year		<b>(21,151)</b>	<b>(13,890)</b>
<b>Other comprehensive income</b>			
<i>Items that are or may be reclassified subsequently to profit or loss</i>			
Foreign operations – foreign currency translation differences		744	(565)
<b>Total other comprehensive income / (loss), net of tax</b>		<b>744</b>	<b>(565)</b>
<b>Total comprehensive loss</b>		<b>(20,407)</b>	<b>(14,455)</b>
<b>Earnings per share</b>			
Basic loss per share (cents per share)	8(a)	(4.92)	(4.31)
Diluted loss per share (cents per share)	8(b)	(4.92)	(4.31)

The accompanying notes are an integral part of these consolidated financial statements.

## Consolidated statement of financial position

As at 30 June 2022

		2022 \$000	2021 \$000
<b>Assets</b>	<i>Note</i>		
<b>Current assets</b>			
Cash and cash equivalents	9	38,959	56,259
Trade and other receivables	10	19,384	15,847
Other assets	11	9,100	3,227
<b>Total current assets</b>		<b>67,443</b>	<b>75,333</b>
<b>Non-current assets</b>			
Property, plant and equipment	12	3,787	1,665
Intangible assets	13	234,639	64,203
Other assets	11	905	351
<b>Total non-current assets</b>		<b>239,331</b>	<b>66,219</b>
<b>Total assets</b>		<b>306,774</b>	<b>141,552</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Trade and other payables	14	15,442	8,806
Deferred revenue	15	50,580	25,686
Provisions	16	1,794	1,262
Lease liabilities	17	1,044	813
<b>Total current liabilities</b>		<b>68,860</b>	<b>36,567</b>
<b>Non-current liabilities</b>			
Deferred tax liabilities	7	14,055	221
Deferred revenue	15	2,672	637
Provisions	16	415	206
Lease liabilities	17	1,982	463
Other non-current liabilities		11	11
<b>Total non-current liabilities</b>		<b>19,135</b>	<b>1,538</b>
<b>Total liabilities</b>		<b>87,995</b>	<b>38,105</b>
<b>Net assets</b>		<b>218,779</b>	<b>103,447</b>
<b>Equity</b>			
Share capital	24	294,562	163,676
Share-based payment reserve		12,426	7,573
Accumulated losses		(88,373)	(67,222)
Foreign currency translation reserve		164	(580)
<b>Total shareholders' equity</b>		<b>218,779</b>	<b>103,447</b>

The accompanying notes are an integral part of these consolidated financial statements.



## Consolidated statement of changes in equity

## For year ended 30 June 2022

	Note	Share capital \$000	Share-based payment reserve \$000	Accumulated losses \$000	Foreign currency translation reserve \$000	Total \$000
<b>Balance at 1 July 2020</b>		<b>129,522</b>	<b>5,613</b>	<b>(53,332)</b>	<b>(15)</b>	<b>81,788</b>
Loss for the year		-	-	(13,890)	-	(13,890)
Other comprehensive income (net of tax)		-	-	-	(565)	(565)
<b>Total comprehensive loss</b>		<b>-</b>	<b>-</b>	<b>(13,890)</b>	<b>(565)</b>	<b>(14,455)</b>
<b>Transactions with owners</b>						
Issue of ordinary shares, net of transaction costs	24	33,873	-	-	-	33,873
Issue of ordinary shares related to business combinations	23a	281	-	-	-	281
Equity settled share-based payments	23a	-	1,960	-	-	1,960
<b>Total transactions with owners</b>		<b>34,154</b>	<b>1,960</b>	<b>-</b>	<b>-</b>	<b>36,114</b>
<b>Balance at 30 June 2021</b>		<b>163,676</b>	<b>7,573</b>	<b>(67,222)</b>	<b>(580)</b>	<b>103,447</b>
<b>Balance at 1 July 2021</b>		<b>163,676</b>	<b>7,573</b>	<b>(67,222)</b>	<b>(580)</b>	<b>103,447</b>
Loss for the year		-	-	(21,151)	-	(21,151)
Other comprehensive income (net of tax)		-	-	-	744	744
<b>Total comprehensive loss</b>		<b>-</b>	<b>-</b>	<b>(21,151)</b>	<b>744</b>	<b>(20,407)</b>
<b>Transactions with owners</b>						
Issue of ordinary shares, net of transaction costs	25	129,639	-	-	-	129,639
Issue of ordinary shares related to business combinations	23d	1,247	-	-	-	1,247
Equity settled share-based payments	24	-	4,853	-	-	4,853
<b>Total transactions with owners</b>		<b>130,886</b>	<b>4,853</b>	<b>-</b>	<b>-</b>	<b>135,739</b>
<b>Balance at 30 June 2022</b>		<b>294,562</b>	<b>12,426</b>	<b>(88,373)</b>	<b>164</b>	<b>218,779</b>

The accompanying notes are an integral part of these consolidated financial statements.

## Consolidated statement of cashflows

### For year ended 30 June 2022

		2022 \$000	2021 \$000
<b>Cash flows from operating activities</b>	<i>Note</i>		
Cash receipts from customers		118,496	44,829
Cash paid to suppliers and employees		(123,761)	(58,274)
<b>Cash used in operations</b>		<b>(5,265)</b>	<b>(13,445)</b>
Interest received		136	407
Government grant and income tax received		570	221
<b>Net cash used in operating activities</b>	<i>9</i>	<b>(4,559)</b>	<b>(12,817)</b>
<b>Cash flows from investing activities</b>			
Acquisition of property, plant, and equipment	<i>12</i>	(820)	(278)
Capitalised development cost	<i>13</i>	(16,578)	(5,952)
Acquisition of businesses, net cash acquired		(125,079)	(29,020)
<b>Net cash used in investing activities</b>		<b>(142,477)</b>	<b>(35,250)</b>
<b>Cash flows from financing activities</b>			
Proceeds from issue of share capital		133,018	36,250
Proceeds from exercise of options		88	-
Repayment of lease liabilities		(1,150)	(901)
Transaction cost on issue of shares		(2,220)	(2,377)
<b>Net cash from financing activities</b>		<b>129,736</b>	<b>32,972</b>
<b>Net decrease in cash and cash equivalents</b>		<b>(17,300)</b>	<b>(15,095)</b>
Cash and cash equivalents at 1 July		56,259	71,354
<b>Cash and cash equivalents at 30 June</b>	<i>9</i>	<b>38,959</b>	<b>56,259</b>

The accompanying notes are an integral part of these consolidated financial statements.

<b>Note 1</b>	Nature of operations
<b>Note 2</b>	Basis of preparation
<b>Note 3</b>	Revenue
<b>Note 4</b>	Segment reporting
<b>Note 5</b>	Expenses
<b>Note 6</b>	Finance income and costs
<b>Note 7</b>	Income taxes
<b>Note 8</b>	Earnings per share
<b>Note 9</b>	Cash and cash equivalents
<b>Note 10</b>	Trade and other receivables
<b>Note 11</b>	Other assets
<b>Note 12</b>	Property, plant, and equipment
<b>Note 13</b>	Intangible assets
<b>Note 14</b>	Trade and other payables
<b>Note 15</b>	Deferred revenue
<b>Note 16</b>	Provisions
<b>Note 17</b>	Leases
<b>Note 18</b>	Financial instruments
<b>Note 19</b>	Impairment
<b>Note 20</b>	Financial instruments – Risk management
<b>Note 21</b>	Related parties
<b>Note 22</b>	Deed of Cross Guarantee
<b>Note 23</b>	Business combinations
<b>Note 24</b>	Equity-settled share-based payment arrangements
<b>Note 25</b>	Equity and reserves
<b>Note 26</b>	Parent entity disclosures
<b>Note 27</b>	Auditors remuneration
<b>Note 28</b>	Capital management
<b>Note 29</b>	Subsequent events

## 1. Nature of operations

Bigtincan Holdings Limited ("the Company") is a company domiciled in Australia. The Company's registered office is Level 6, 338 Pitt Street, Sydney NSW 2000. The consolidated financial statements of the Company as at and for the year ended 30 June 2022 comprise the Company and its subsidiaries (collectively referred to as the 'Group' and individually 'Group entities').

The Group is a for-profit entity and primarily involved in the provision of an integrated, online platform called "Bigtincan Hub", a powerful, intelligent, collaborative and secure solution that automatically delivers the most relevant content to the right users directly, using their mobile devices.

## 2. Basis of preparation

The consolidated financial statements are general-purpose financial statements, which have been prepared in accordance with the requirements of the *Corporations Act 2001*, Australian Accounting Standards and interpretations and other authoritative pronouncements of the Australian Accounting Standards Board (AASB). The consolidated financial statements comply with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

The Group has presented the expense categories within the consolidated statement of profit and loss on a functional basis. The categories used include cost of revenue, product development, sales and marketing and general and administration which are described in Note 5.

The consolidated financial statements for the year ended 30 June 2022 were approved and authorised for issue by the Board of Directors on 30<sup>th</sup> September 2022.

### (i) Principles of consolidation

#### *(a) Business combinations*

The Group accounts for business combinations using the acquisition method when the acquired set of activities and assets meets the definition of a business and control is transferred to the Group. In determining whether a particular set of activities and assets is a business, the Group assesses whether the set of assets and activities acquired includes, at a minimum, an input and substantive process and whether the acquired set has the ability to produce outputs.

The Group has an option to apply a 'concentration test' that permits a simplified assessment of whether an acquired set of activities and assets is not a business. The optional concentration test is met if substantially all of the fair value of the gross assets acquired is concentrated in a single identifiable asset or group of similar identifiable assets.

The consideration transferred in the acquisition is generally measured at fair value, as are the identifiable net assets acquired. Any goodwill that arises is tested annually for impairment. Any gain on a bargain purchase is recognised in profit or loss immediately. Transaction costs are expensed as incurred, except if related to the issue of debt or equity securities.

The consideration transferred does not include amounts related to the settlement of pre-existing relationships. Such amounts are generally recognised in profit or loss.

Any contingent consideration is measured at fair value at the date of acquisition. If an obligation to pay contingent consideration that meets the definition of a financial instrument is classified as equity, then it is not remeasured and settlement is accounted for within equity. Otherwise, other contingent consideration is remeasured at fair value at each reporting date and subsequent changes in the fair value of the contingent consideration are recognised in profit or loss.

If share-based payment awards (replacement awards) are required to be exchanged for awards held by the acquiree's employees (acquiree's awards), then all or a portion of the amount of the acquirer's replacement awards is included in measuring the consideration transferred in the business combination. This determination is based on the market-based measure of the replacement awards compared with the market-based measure of the acquiree's awards and the extent to which the replacement awards relate to pre-combination service.

## 2. Basis of preparation (continued)

### (i) Principles of consolidation (continued)

#### *(b) Subsidiaries*

Subsidiaries are entities controlled by the Group. The Group 'controls' an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date on which control commences until the date on which control ceases.

#### *(c) Transactions eliminated on consolidation*

Intra-group balances and transactions, and any unrealised income and expenses (except for foreign currency transaction gains or losses) arising from intra-group transactions, are eliminated. Unrealised gains arising from transactions with equity-accounted investees are eliminated against the investment to the extent of the Group's interest in the investee. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

### (ii) Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except where stated otherwise.

### (iii) Functional and presentation currency

These consolidated financial statements are presented in Australian dollars, which is the Group's functional currency.

#### *Foreign currency transactions*

Transactions in foreign currencies are translated to the respective functional currency of the Group entity at exchange rates at the dates of the transactions.

Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the exchange rate at the reporting date. Non-monetary assets and liabilities that are measured at fair value in a foreign currency are translated into the functional currency at the exchange rate when the fair value was determined. Non-monetary items that are measured based on historical cost in a foreign currency are translated at the exchange rate at the date of the transaction. Foreign currency differences are generally recognised in profit or loss and presented within finance costs.

#### *Foreign operations*

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on acquisition, are translated into AUD at the exchange rates at the reporting date. The income and expenses of foreign operations are translated into AUD at the exchange rates at the dates of the transactions.

Foreign currency differences are recognised in OCI and accumulated in the translation reserve, except to the extent that the translation difference is allocated to NCI.

### (iv) Rounding of amounts

Amounts in the financial statements have been rounded off to the nearest thousand dollars, in reference to instrument 2016/191 issued by Australian Securities and Investment Commission (ASIC).

### (v) Use of estimates and judgements

In preparing these consolidated financial statements in conformity with AASBs and IFRSs, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income, and expenses. Actual results may differ from these estimates.

## 2. Basis of preparation (continued)

### (v) Use of estimates and judgements (continued)

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised prospectively. Information on key accounting estimates and judgements can be found in the following notes:

	Note
Income taxes – recognition of deferred tax assets	7
Intangible assets – key assumptions in the impairment test of intangibles and goodwill	13
Leases – judgement in the exercise of extension options	17
Trade receivables – key assumptions in the measurement of expected credit loss allowance	20
Business combinations – fair value of assets acquired and liabilities assumed	23
Share-based payment plans – measurement of fair values	24

### (vi) Fair value measurement

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access at that date. The fair value of a liability reflects its non-performance risk.

When one is available, the Group measures the fair value of an instrument using the quoted price in an active market for that instrument. A market is regarded as 'active' if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis. If there is no quoted price in an active market, then the Group uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

The best evidence of the fair value of a financial instrument on initial recognition is normally the transaction price – i.e. the fair value of the consideration given or received. If the Group determines that the fair value on initial recognition differs from the transaction price and the fair value is evidenced neither by a quoted price in an active market for an identical asset or liability nor based on a valuation technique for which any unobservable inputs are judged to be insignificant in relation to the measurement, then the financial instrument is initially measured at fair value, adjusted to defer the difference between the fair value on initial recognition and the transaction price. Subsequently, that difference is recognised in profit or loss on an appropriate basis over the life of the instrument but no later than when the valuation is wholly supported by observable market data or the transaction is closed out.

### (vii) Going concern basis of preparation

The financial statements have been prepared on the going concern basis of accounting, which assumes the Group and the Company will be able to continue trading and realise assets and discharge liabilities in the ordinary course of business for a period of at least 12 months from the date of signing these financial statements.

The Group recorded a loss after tax for the year ended 30 June 2022 of \$21.2m (2021: loss of \$13.9m) but net cash flows used in operating activities is \$17.2m (2021: \$12.8m). As at 30 June 2022, the Group's current assets were less than current liabilities by \$1.4m (2021: Current asset exceed current liability by \$38.8m) and its total assets exceeded total liabilities by \$218.8m (2021: \$103.4m).

### (viii) Standards on issue but not yet effective

A number of new standards and amendments to standards are effective for annual reporting periods beginning after 1 July 2021 and earlier application is permitted.

The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective. The following amended standards and interpretations are not expected to have a significant impact on the Group's consolidated financial statements once applied:

- Annual Improvements to IFRS Standards 2018-2020
- Reference to Conceptual Framework (Amendments to IFRS 3)
- Classification of Liabilities as Current or Non-current (Amendments to IAS 1)
- Disclosure of Accounting Policies (Amendments to IAS1 and IFRS Practice Statement 2)
- Definition of Accounting Estimates (Amendments to IAS 8)

### 3. Revenue

AASB 15 requires disclosure of revenue disaggregation that best depicts how the nature, amount, timing and uncertainty of the Group's revenue and cash flows are affected by economic factors. The Group disaggregates revenue by categories shown in the table below for the year ended 30 June 2022:

	2022 \$000	2021 \$000
<b>(a) Operating revenue</b>		
Revenue from subscription and support services	102,030	42,544
Revenue from product related professional and contract services	6,003	1,330
	<b>108,033</b>	<b>43,874</b>

The Group primarily derives its revenue through the sale of its subscription and support services that allows customers to access the cloud-based application.

#### Revenue recognition and measurement

The Group determines subscription and support revenue recognition through the following five steps:

- Identification of the contract, or contracts, with a customer
- Identification of the performance obligations in the contract
- Determination of the transaction price
- Allocation of the transaction price to the performance obligations in the contract
- Recognition of revenue when, or as, performance obligations are satisfied

The Group accounts for a contract when it has approval and commitment from both parties, the rights of the parties are identified, payment terms are identified, the contract has commercial substance and collectability of consideration is probable.

The Group generates revenue from the following sources:

##### *(i) Subscription and support revenue:*

Subscription and support revenue comprise the recurring monthly fees from customers accessing Bigtincan's cloud-based application and support fees from customers purchasing support. Subscription and support agreements are generally entered into annual periods such as 1-3 years. Revenues from subscription services is recognised over time on a rateable basis over the contract term beginning on the date that the subscription is made available to the customer and they have access to the Group's software.

##### *(ii) Product related professional and contract services:*

Revenue from product related professional services includes time limited or event related: education and training, data integration, data migration and client specific configuration. Revenue is recognised over time as the services are provided to the customers. Contract service revenue is also recognised on a proportional performance basis and ratably over the contract term.

##### *Costs of obtaining a customer contract*

AASB 15 requires that incremental costs associated with acquiring a customer contract, such as sales commissions, be recognised as an asset and amortised over a period that corresponds with the period of the benefit. Where the Group records such costs in prepayments.

### 3. Revenue (continued)

#### Revenue recognition conditions

Revenue from professional services was only recognised when the following conditions have been met:

- There was contractual evidence of the arrangement.
- The service has been provided to the customer.
- Revenue was recognised as services based on the various stages of completion of services.
- Collection of payment for the services was reasonably assured.

Costs incurred or to be incurred in respect of the transaction could be measured reliably.

	2022 \$000	2021 \$000
<b>(b) Other income</b>		
Government grants	80	804
Other	531	54
	<b>611</b>	<b>858</b>

Government grants are initially recognised as deferred income at fair value if there is reasonable assurance that the grants will be received, and the Group will comply with the conditions associated with the grant. Grants of a revenue nature are recognised in the profit and loss as other income on a systematic basis in the periods in which the related expenses are recognised.

### 4. Segment reporting

The Group operates as a single business unit under AASB 8 Operating Segments. The Chief Operating Decision Maker assesses the financial performance of the Group as a single segment and reviews revenue as subscription, support, and professional services.

	2022 \$000	2021 \$000
<b>Segment revenue</b>		
Subscription and support services	102,030	42,544
Professional and contract services	6,003	1,330
	<b>108,033</b>	<b>43,874</b>

The amounts of revenue per region below is based on the billing address and location of the customer.

	2022 \$000	2021 \$000
<b>Revenue by location</b>		
Australia	4,217	1,554
United States of America	93,545	39,137
Rest of the world	10,271	3,183
	<b>108,033</b>	<b>43,874</b>

Reporting revenue by location as Australia, United States of America and the Rest of the World aligns to the way the Group structures its customer contracts.

	2022 \$000	2021 \$000
<b>Non-current assets by geographic location</b>		
Australia	37,569	26,293
United States of America	193,718	34,524
Rest of the world	8,045	5,402
<b>Total</b>	<b>239,332</b>	<b>66,219</b>
<b>Segment loss before tax</b>	<b>(22,363)</b>	<b>(15,030)</b>



## 5. Expenses

### Cost of revenue

Cost of subscription, support and product related professional services revenues consists of expenses associated with hosting, providing customer support, personnel and related costs of operations, contractor fees relating to project specific software development activities, outsourced subscription fees and amortization expenses associated with acquired developed technology.

### Sales and marketing expenses

Sales and marketing expenses primarily consist of personnel and related costs of our sales and marketing employees and executives, including salaries, benefits, bonuses, commissions, training and share based compensation, cost of marketing programs, such as lead generation, promotional events, public relations services, webinars and other meeting costs and allocated overhead, including facility and recruitment costs.

### Product development expenses

Product development expenses primarily consist of personnel and related costs of our product development employees and executives, including salaries, share based compensation, and employee benefits as well as expenses relating to product development consultants and allocated overheads, including facility and recruitment costs.

### General and administration expenses

General and administration expenses primarily consist of personnel and related costs of executive, finance and administrative personnel, share based compensation, legal and other professional fees, other corporate expenses and allocated overhead.

	2022 \$000	2021 \$000
<b>(a) Cost of revenue</b>		
Employee benefits expense	4,000	1,886
Other costs	9,181	4,748
	<b>13,181</b>	<b>6,634</b>
<b>(b) Other major operating expenses (by nature)</b>		
Professional fees	1,988	1,987
Advertising and marketing expenses	5,232	1,850
Other operating expenses	20,392	8,349
Depreciation and amortisation	12,113	2,617
Share based payment expense	4,902	1,960
	<b>44,627</b>	<b>16,763</b>
<b>(c) Employee benefits expense</b>		
Wages and salaries	80,263	34,572
Post-employment benefits	2,072	1,065
	<b>82,335</b>	<b>35,637</b>

### Employee benefits

#### Short term employee benefits

Short term employee benefits are benefits (other than termination benefits) that are expected to be settled within 12 months of the end of the financial year in which employees render the related service. Short term employee benefits include salaries and wages plus related on-costs such as payroll tax, superannuation and workers compensation insurance and are measured at the undiscounted amounts expected to be paid when the obligation is settled.

## 5. Expenses (continued)

### Long term employee benefits

Long term benefits are benefits that are not expected to be settled wholly within 12 months after the end of the annual reporting period. These benefits include long service leave which are measured at discount amounts. The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to anticipated future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government guaranteed bonds with terms of maturity that match, as closely as possible, the estimated future cash outflows.

#### *Post-employment benefits*

Employee benefits that are payable after the completion of employment. One type is defined contribution plan such as superannuation where the employer contributes a fixed proportion of the employee's income.

#### *Share-based payments*

The grant-date fair value of equity-settled share-based payment arrangements granted to employees is generally recognised as an expense, with a corresponding increase in equity, over the vesting period of the awards. The amount recognised as an expense is adjusted to reflect the number of awards for which the related service and non-market performance conditions are expected to be met, such that the amount ultimately recognised is based on the number of awards that meet the related service and non-market performance conditions at the vesting date. For share-based payment awards with non-vesting conditions, the grant-date fair value of the share-based payment is measured to reflect such conditions and there is no true-up for differences between expected and actual outcomes.

## 6. Finance income and costs

	2022 \$000	2021 \$000
<b>(a) Finance income</b>		
Interest income	72	407
Foreign exchange gains	9,356	-
	<b>9,428</b>	<b>407</b>
<b>(b) Finance cost</b>		
	<b>2022</b>	<b>2021</b>
	<b>\$000</b>	<b>\$000</b>
Other finance costs	292	94
Foreign exchange loss	-	1,041
<b>Finance cost</b>	<b>292</b>	<b>1,135</b>

## 7. Income taxes

	2022 \$000	2021 \$000
<b>Amounts recognised in profit or loss</b>		
Current tax expense	(586)	111
Deferred tax expense	(626)	(1,251)
<b>Total income tax (benefit)/expense</b>	<b>(1,212)</b>	<b>(1,140)</b>

### Reconciliation of effective tax rate

Loss before tax from continuing operations	(22,363)	(15,030)
Tax using the Company's domestic tax rate (30%: 2021: 30%)	<b>(6,709)</b>	<b>(4,509)</b>
Effect of tax rates in foreign jurisdiction	312	105
Change in tax rate	(13)	-
Tax effect of:		
- Permanent differences	(3,861)	(7)
- Tax incentives	(626)	-
- Changes in estimates related to prior years	(467)	-
- Recognition of previously unrecognised deductible temporary differences	(990)	(709)
- Recognition of previously unrecognised tax losses	-	(62)
- Current year losses for which no deferred tax asset is recognised	11,142	4,042
<b>Income tax benefit</b>	<b>(1,212)</b>	<b>(1,140)</b>

### Amounts recognised in other comprehensive income

	2022 \$000	2021 \$000
Tax benefit recognised in other comprehensive income	(1,025)	-

### Deferred tax

assets/(liabilities) 2022	Net balance as at 1 July	Recognised in profit or loss	Recognised in OCI	Acquired in business combinations	Net balance as at 30 June
Intangible assets	(221)	(4,473)	(1,025)	(13,435)	(19,154)
Unrealised foreign exchange	-	(2,589)	-	-	(2,589)
Accruals	-	1,699	-	-	1,699
Others	-	78	-	-	78
Carry forward tax losses	-	5,911	-	-	5,911
<b>Net deferred tax assets/(liabilities)</b>	<b>(221)</b>	<b>626</b>	<b>(1,025)</b>	<b>(13,435)</b>	<b>(14,055)</b>

### Deferred tax

assets/(liabilities) 2021	Net balance as at 1 July	Recognised in profit or loss	Net balance as at 30 June
Intangible assets	-	(221)	(221)
<b>Net deferred tax assets/(liabilities)</b>	<b>-</b>	<b>(221)</b>	<b>(221)</b>

Income tax expense comprises current and deferred tax which are recognised in profit or loss except to the extent that they relate to a business combination, or items recognised directly in equity or in OCI.

## 7. Income taxes (continued)

### Current tax expenses

Current tax comprises the expected tax payable or receivable on the taxable income or loss for the year and any adjustment to tax payable or receivable in respect of previous years.

Current tax assets and liabilities are offset only if certain criteria are met.

### Tax consolidation

The Company and its wholly owned Australian controlled entities have formed an income tax consolidated group under the tax consolidation regime. The head entity, Bigtincan Holdings Limited, and the controlled entities in the tax consolidated Group account for their own current and deferred tax amounts. These tax amounts are measured as if each entity in the tax consolidated Group continues to be a standalone taxpayer in its own right. In addition to its own current and deferred tax amounts, the Company also recognises the current tax liabilities (or assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from controlled entities in the tax consolidated Group.

### Deferred tax expense

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for:

- Temporary differences on the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss;
- Temporary differences related to investment in subsidiaries, associates, and joint arrangements to the extent that the Group is able to control the timing of the reversal of the temporary differences and it is probable that they will not reverse in the foreseeable future; and
- Taxable temporary differences arising on the initial recognition of goodwill.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, using tax rates enacted or substantively enacted at the reporting date.

The measurement of deferred tax reflects the tax consequences that would follow the manner in which the Group expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

### Unrecognised deferred tax assets

Deferred tax assets have not been recognised in respect of the following items, because it is not probable that future taxable profit will be available against which the Group can use the benefits therefrom.

	2022 \$000	2021 \$000
Deductible temporary differences	-	990
Tax losses	27,051	15,909
	<b>27,051</b>	<b>16,899</b>

## 8. Earnings per share (EPS)

### (a) Basic earnings per share

The calculation of basic earnings per share has been based on the following profit/(loss) attributable to equity holders of the Group divided by the weighted average number of ordinary shares outstanding during the year.

	2022 \$000	2021 \$000
<b>Loss attributable to ordinary shareholders - Basic</b>	<b>(21,151)</b>	<b>(13,890)</b>
Issued ordinary shares at 1 July	322,368	302,802
Effect of shares issued under business combination	2,431	281
Effect of new shares issued to existing shareholders	105,458	19,285
<b>Weighted-average number of ordinary shares at 30 June</b>	<b>430,257</b>	<b>322,368</b>
<b>Basic loss per share (cents)</b>	<b>(4.92)</b>	<b>(4.31)</b>

### (b) Diluted earnings per share

The calculation of diluted earnings per share has been calculated by dividing the profit/ (loss) attributable to equity holders of the Group by weighted average number of ordinary shares outstanding during the year.

	2022 \$000	2021 \$000
<b>Loss attributable to ordinary shareholders - Basic</b>	<b>(21,151)</b>	<b>(13,890)</b>
Weighted average number of ordinary shares at 30 June (basic)	430,257	322,368
Dilutive effect of share options on issue	-	-
<b>Weighted-average number of ordinary shares (diluted) at 30 June</b>	<b>430,257</b>	<b>322,368</b>
<b>Diluted loss per share (cents)</b>	<b>(4.92)</b>	<b>(4.31)</b>

## 9. Cash and cash equivalents

	2022 \$000	2021 \$000
Cash and cash equivalents	38,959	56,259
	<b>38,959</b>	<b>56,259</b>

### Reconciliation of loss after tax to net cash flows from Operating activities

	2022 \$000	2021 \$000
Loss from ordinary activities after income tax	(21,151)	(13,890)
<b>Adjustments for non- cash expense and income items</b>		
Amortisation of intangible assets	10,232	1,325
Depreciation of property, plant, and equipment	1,879	1,292
Share based payments	4,902	1,960
Bad debts written off	35	488
Unrealised foreign exchange	(9,152)	61
Income tax benefit	(1,212)	-
<b>Operating cash flows used in before movements in working capital</b>	<b>(14,467)</b>	<b>(8,764)</b>
<b>Change in assets and liabilities</b>		
Changes in trade receivables	2,298	(4,377)
Changes in other current assets	407	323
Changes in trade and other payables	12,047	(3,171)
Changes in other current liabilities	(4,123)	(490)
Changes in provisions	740	401
Changes in deferred income	(1,420)	3,261
Income tax paid	(41)	-
<b>Net cash flows used in operating activities</b>	<b>(4,559)</b>	<b>(12,817)</b>

## 10. Trade and other receivables

	2022 \$000	2021 \$000
Trade receivables	18,834	14,775
Indemnification asset*	879	2,797
Provision for doubtful debts	(1,696)	(1,730)
Other receivables	1,367	5
	<b>19,384</b>	<b>15,847</b>

\*During the year, the Group recorded indemnification asset in respect to the liabilities relating to provision for sales taxes upon acquisition of Brainshark Inc. and reduced ClearSlide Inc,' portion of indemnification asset to US\$217,000 post re-assessment on the liabilities. Per the terms of the acquisition, the Group is indemnified over this amount. Therefore, a receivable has been recorded by the Group in relation to amounts claimable from the former shareholders against any historical Clearslide as well as Brainshark sales tax obligations paid by the Group.

*Movement in the provision for doubtful debts during the year was as follows:*

	2022 \$000	2021 \$000
Balance at 1 July	1,730	920
Created during the year	1,180	1,298
Utilised during the year	(1,214)	(488)
Balance at 30 June	<b>1,696</b>	<b>1,730</b>

## 11. Other assets

	2022 \$000	2021 \$000
<b>Current</b>		
Prepayments *	7,628	2,501
Other current assets	1,472	726
	<b>9,100</b>	<b>3,227</b>
<b>Non-current</b>		
Prepayments *	513	-
Employee loan	392	351
<b>Total</b>	<b>905</b>	<b>351</b>

\* Included in this amount are prepaid sales commission amounting \$4,072,000 (2021: \$704,000 which are incremental costs of obtaining a new customer contract or renewing an existing customer contract. These costs are amortised over the contract period.

## 12. Property plant and equipment

	Computer equipment \$000	Office furniture \$000	Right of use assets \$000	Total \$000
<b>Cost</b>				
Balance at 1 July 2020	717	173	2,929	3,819
Additions	278	-	102	380
Acquired through business combination	159	97	-	256
<b>Balance at 30 June 2021</b>	<b>1,154</b>	<b>270</b>	<b>3,031</b>	<b>4,455</b>
Balance at 1 July 2021	1,154	270	3,031	4,455
Additions	766	54	2,796	3,616
Acquired through business combination	385	-	-	385
<b>Balance at 30 June 2022</b>	<b>2,305</b>	<b>324</b>	<b>5,827</b>	<b>8,456</b>
<b>Accumulated depreciation</b>				
Balance at 1 July 2020	446	81	971	1,498
Depreciation charge for the year	368	27	897	1,292
<b>Balance at 30 June 2021</b>	<b>814</b>	<b>108</b>	<b>1,868</b>	<b>2,790</b>
Balance at 1 July 2021	814	108	1,868	2,790
Depreciation charge for the year	695	107	1,077	1,879
<b>Balance at 30 June 2022</b>	<b>1,509</b>	<b>215</b>	<b>2,945</b>	<b>4,669</b>
<b>Carrying value</b>				
<b>At 30 June 2021</b>	<b>340</b>	<b>162</b>	<b>1,163</b>	<b>1,665</b>
<b>At 30 June 2022</b>	<b>796</b>	<b>109</b>	<b>2,882</b>	<b>3,787</b>

### Recognition and measurement

Items of property, plant and equipment are measured at cost less accumulated depreciation and accumulated impairment losses.

If significant parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant, and equipment.

Any gain or loss on disposal of an item of property, plant and equipment is recognised in profit or loss.

## 12. Property plant and equipment (continued)

### Subsequent expenditure

Subsequent expenditure is capitalised only if it is probable that the future economic benefits associated with the expenditure will flow to the Group.

### Depreciation

Depreciation is calculated to write off the cost of property, plant, and equipment less their estimated residual values, using the straight-line basis over their estimated useful lives, and is generally recognised in profit or loss.

The estimated useful lives of property, plant and equipment for the current and comparative period are as follows:

Class of property, plant and equipment	Depreciation rates
Office equipment	33%
Computer equipment	50%
Right of use asset	Term of lease

The property, plant and equipment's residual values and useful lives are reviewed and adjusted if appropriate at each financial year end.

## 13. Intangible assets

	Goodwill	Intellectual property	Licenses	Customer relationships	Development costs (WIP)	Total
	\$000	\$000	\$000	\$000	\$000	\$000
<b>Cost</b>						
Balance at 1 July 2020	17,631	7,984	14	1,464	5,298	32,391
Additions	-	-	-	-	5,952	5,952
Acquisitions through business combinations	22,944	3,813	-	1,948	-	28,705
Disposals	125	(215)	-	-	-	(90)
<b>Balance at 30 June 2021</b>	<b>40,700</b>	<b>11,582</b>	<b>14</b>	<b>3,412</b>	<b>11,250</b>	<b>66,958</b>
Balance at 1 July 2021	40,700	11,582	14	3,412	11,250	66,958
Additions	80,765	559	28	-	16,578	97,930
Acquisitions through business combinations	-	33,989	-	34,790	-	68,779
Effects of movements in exchange rates	8,431	2,803	-	2,725	-	13,959
<b>Balance at 30 June 2022</b>	<b>129,896</b>	<b>48,933</b>	<b>42</b>	<b>40,927</b>	<b>27,828</b>	<b>247,626</b>
<b>Accumulated Depreciation</b>						
Balance at 1 July 2020	-	1,107	9	314	-	1,430
Amortisation expense	-	929	1	395	-	1,325
<b>Balance at 30 June 2021</b>	<b>-</b>	<b>2,036</b>	<b>10</b>	<b>709</b>	<b>-</b>	<b>2,755</b>
Balance at 1 July 2021	-	2,036	10	709	-	2,755
Amortisation expense	-	4,810	1	4,987	434	10,232
<b>Balance at 30 June 2022</b>	<b>-</b>	<b>6,846</b>	<b>11</b>	<b>5,696</b>	<b>434</b>	<b>12,987</b>
<b>Carrying value</b>						
<b>At 30 June 2021</b>	<b>40,700</b>	<b>9,546</b>	<b>4</b>	<b>2,703</b>	<b>11,250</b>	<b>64,203</b>
<b>At 30 June 2022</b>	<b>129,896</b>	<b>42,087</b>	<b>31</b>	<b>35,231</b>	<b>27,394</b>	<b>234,639</b>



## 13. Intangible assets (continued)

### Goodwill

Goodwill arising on the acquisition of subsidiaries is measured at cost less accumulated impairment losses. The Group tests goodwill for impairment annually or more frequently if events or changes in circumstances indicate that goodwill may be impaired. The recoverable amount of the cash generating unit ("CGU"), which is the lowest level within the Group for which information about goodwill is monitored by internal management, is determined based on a value in use calculation which requires the use of cash flow projections based on approved financial budgets, which is extrapolated over a five-year period. The growth rate used does not exceed the long-term average growth rate for the market in which the segment operates. The discount rate used reflects the Group's pre-tax weighted average cost of capital. Goodwill is maintained and monitored at the Group level.

### Intellectual Property

Intellectual property acquired as part of a business combination is recognised separately from goodwill. The intellectual property assets are carried at their fair value at the date of acquisition less accumulated amortisation and impairment losses.

### Customer Relationships

Customer relationships acquired as part of a business combination are recognised separately from goodwill. The customer relationships are carried at their fair value at the date of acquisition less accumulated amortisation and impairment losses.

### Development Costs (WIP)

Costs that are directly associated with the development of software are recognised as intangible assets where the following criteria are met:

- It is technically feasible to complete the software product so that it will be available for use;
- Management intends to complete the software product and use or sell it;
- It can be demonstrated how the software will generate future economic benefits;
- Technical, financial, and other resources necessary to complete the development of and sell the software are available;
- There is an ability to use or sell the software product; and
- The expenditure attributable to the software during its development can be reliably measured.

Other development expenditure that does not meet these criteria, which includes research activities and the expenditure on maintenance of computer software, is expensed as incurred.

The carrying value of an intangible asset arising from development expenditure is tested for impairment annually when the asset is not yet available for use or more frequently when an indication of impairment arises during the reporting period.

### Subsequent Expenditure

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure, including expenditure on internally generated goodwill and brands, is recognised in profit or loss as incurred.

### Amortisation

Intangible assets other than Goodwill have finite useful lives. Amortisation is calculated to write off the cost of intangible assets less their estimated residual values using the straight-line method over their estimated useful lives and is generally recognised in profit or loss. Amortisation is recognised in the income statement on a straight-line basis over the estimated useful life of the intangible asset from the date available for use. Goodwill is not amortised, but instead is reviewed for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

The estimated useful lives for the current and comparative periods are as follows:

Development costs	3-4 years
Intellectual property	5-10 years
Licenses	10 years
Customer relationships	5-10 years

## 13. Intangible assets (continued)

### Amortisation (continued)

Amortisation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

### Other Intangible Assets

Other intangible assets that are acquired by the Group and have finite useful lives are measured at cost less accumulated amortisation and any accumulated impairment losses.

### Impairment Testing for CGUs Containing Goodwill

At 30 June 2022, the Group considers the operation of a single CGU, the lowest level for which information is available and monitored for internal management purposes is the consolidated Group. This reflects the management of assets and synergies across the Group and is consistent with the Group's segment reporting.

The recoverable amount of the single CGU, is based on value in use, estimated using discounted cash flows. The estimated recoverable amount of the CGU exceeded its carrying amount by approximately \$262.6m (2021: \$62.8m). Management has performed sensitivity analysis and assessed reasonably possible movement on key assumptions and has not identified any instances that could cause the carrying amount of the CGU, over which goodwill is monitored to exceed its recoverable amount. Key assumptions used in the estimation of the recoverable amount are set out below:

	2022	2021
Post-tax discount rate per annum	12.0%	12.0%
Pre-tax discount rate per annum	15.0%	15.0%
Perpetuity growth rate	2.5%	2.5%

## 14. Trade and other payables

	2022 \$000	2021 \$000
Trade payables	6,540	2,278
Accrued expenses	1,786	1,167
Other payables	7,116	5,361
	<b>15,442</b>	<b>8,806</b>

Trade and other payables represent liabilities for services that remain unpaid at 30 June 2022 and arise when the Group is obliged to make a future payment in respect to the service agreement. They are usually settled on payment terms of 30 days.

## 15. Deferred revenue

	2022 \$000	2021 \$000
<b>Current</b>		
Subscription and support	48,264	24,212
Product related professional services	2,316	1,474
	<b>50,580</b>	<b>25,686</b>
<b>Non-current</b>		
Subscription and support	2,672	637
	<b>2,672</b>	<b>637</b>

The Group generally invoices customers in advance of the services through either upfront fee, annual, quarterly, or monthly payments.

## 16. Provisions

	2022 \$000	2021 \$000
<b>Current</b>		
Employee benefits	1,794	1,262
	<b>1,794</b>	<b>1,262</b>
<b>Non-current</b>		
Employee benefits	415	206
	<b>415</b>	<b>206</b>
Reconciliation of carrying amounts at the beginning and end of the period		
	2022 \$000	2021 \$000
Balance at 1 July	1,468	1,067
Additional provision recognised during the period	197	235
Utilised / reversed during the period	543	166
Balance at 30 June	<b>2,208</b>	<b>1,468</b>

### Employee Benefits

Provision for employee benefits represent amounts payable for accrued annual leave and long service leave.

## 17. Leases

	2022 \$000	2021 \$000
<b>Current</b>		
Lease liabilities	1,044	813
	<b>1,044</b>	<b>813</b>
<b>Non-current</b>		
Lease liabilities	1,982	463
	<b>1,982</b>	<b>463</b>
	2022 \$000	2021 \$000
<b>Amounts recognised in profit or loss</b>		
<b>Leases under AASB 16</b>		
Interest on lease liabilities	104	81
Expenses relating to short term leases	625	240
Depreciation	1,077	897
	<b>1,806</b>	<b>1,218</b>
	2022 \$000	2021 \$000
<b>Amounts recognised in statement of cash flows</b>		
Total cash outflow for leases	1,150	901

## 17. Leases (continued)

At inception of a contract, the Group assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Group uses the definition of a lease in AASB 16.

### *As a lessee*

As a lessee, the Group leases many assets, namely properties and office equipment. The Group recognises a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, and subsequently at cost less any accumulated depreciation and impairment losses, and adjustment for certain remeasurement of the lease liability. The cost of the right-of-use asset includes the amount of recognised lease liabilities, initial direct costs inherent to the lease, and the expected costs to make good the leases asset, less any incentive received.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Group by the end of the lease term or the cost of the right-of-use asset reflects that the Group will exercise a purchase option. In that case the right-of-use asset will be depreciated over the useful life of the underlying asset, which is determined on the same basis as those of property and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Group's incremental borrowing rate. Generally, the Group uses its incremental borrowing rate as the discount rate. The Group determined its incremental borrowing rate by obtaining interest rates from various external financing sources and making certain adjustments to reflect the terms of the lease and the type of asset leased.

The lease payments include fixed payments (including in substance fixed payments), variable lease payments that depend on an index or rate, amounts expected to be payable under a residual value guarantee and the exercise price under a purchase option that the Group is reasonably certain to exercise, lease payments in a option renewal period of the Group is reasonably certain to exercise an extension option, and penalties for early termination of a lease unless the Group is reasonably certain not to terminate early.

The lease liability is measured at amortised cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Group's estimate of the amount expected to be payable under a residual value guarantee, if the Group changes its assessment of whether it will exercise a purchase, extension or termination option or if there is a revised in-substance fixed lease payment.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the right-of-use asset has been reduced to zero.

The Group presents right-of-use assets in 'property, plant and equipment' and lease liabilities separately in the statement of financial position.

The Group has elected not to recognise right-of-use assets and lease liabilities for leases of low-value assets and short-term leases. The Group recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

The Group has applied judgement to determine the lease term for some lease contracts that include renewal options. The assessment of whether the Group is reasonably certain to exercise such options impacts the lease term, which significantly affects the amount of lease liabilities and right of use assets recognised.

## 18. Financial instruments

### Recognition and Initial Measurement

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the financial instrument. Financial instruments are initially measured at fair value, adjusted for transaction costs, unless they are classified as fair value through profit or loss in which case transaction costs are expensed in the consolidated statement of profit or loss immediately.

### Classification and Subsequent Measurement

The Group's financial assets and financial liabilities, which comprises cash and cash equivalents, trade and other receivables and trade and other payables are all classified and measured at amortised cost on initial recognition.

Financial instruments classified and measured at amortised cost on initial recognition are subsequently measured at amortised cost using the effective interest rate method. The amortised cost is reduced by impairment losses. Interest income, foreign exchange gains, and losses and impairment are recognised in the consolidated statement of profit or loss.

The effective interest method is used to allocate interest income or interest expense over the relevant period within finance income and expense in profit or loss and is equivalent to the rate that discounts estimated future cash payments or receipts (including fees, transaction costs and other premiums or discounts) over the expected life (or when this cannot be reliably predicted, the contractual term) of the financial instrument to the net carrying amount of the financial asset or financial liability. Revisions to expected future net cash flows will necessitate an adjustment to the carrying amount with a consequential recognition of an income or expense item in profit or loss.

### Derecognition of Financial Instruments

Financial assets are derecognised when the contractual rights to the cashflows from the financial asset expire or when the financial asset and all substantial risks and rewards are transferred. A financial liability is derecognised when it is discharged, cancelled, or expired. On derecognition of a financial liability, the difference between the carrying amount extinguished and the consideration paid (including any non-cash assets transferred or liabilities assumed) is recognised in profit and loss.

### Offsetting

Financial assets and financial liabilities are offset and the net amount presented in the consolidated statement of financial position when, and only when, the Group currently has a legally enforceable right to set off the amounts and it intends either to settle them on a net basis or to realise the assets and settle the liabilities simultaneously.

## 19. Impairment

### Financial assets

The Group recognises loss allowances for Expected Credit Losses ('ECLs') on financial assets measured at amortised cost. The Group measures loss allowances at an amount equal to lifetime ECLs, except for: bank balances for which credit risk (i.e. the risk of default occurring over the expected life of the financial instrument) has not increased significantly since initial recognition. These balances are measured at 12 month ECLs.

Loss allowances for trade receivables are measured at an amount equal to lifetime ECLs.

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECLs, the Group considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Group's historical experience and informed credit assessment that includes forward-looking information.

The Group assumes that the credit risk on a financial asset has increased significantly if it is more than 60 days past due.

## 19. Impairment (continued)

The Group considers a financial asset to be in default when:

- the debtor is unlikely to pay its credit obligations to the Group in full, without recourse by the Group to actions such as realising security (if any is held); or
- the financial asset is more than 90 days past due.

Lifetime ECLs are the ECLs that result from all possible default events over the expected life of a financial instrument. 12-month ECLs are the portion of ECLs that result from default events that are possible within the 12 months after the reporting date (or a shorter period if the expected life of the instrument is less than 12 months). The maximum period considered when estimating ECLs is the maximum contractual period over which the Group is exposed to credit risk.

### *Measurement of ECLs*

ECLs are a probability-weighted estimate of credit losses. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity in accordance with the contract and the cash flows that the Group expects to receive). ECLs are discounted at the effective interest rate of the financial asset.

### *Credit-impaired financial assets*

At each reporting date, the Group assesses whether financial assets carried at amortised cost are credit-impaired. A financial asset is 'credit-impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred.

Evidence that a financial asset is credit-impaired includes the following observable data:

- significant financial difficulty of the debtor;
- breach of contract such as a default or being more than 90 days past due; or
- it is probable that the debtor will enter bankruptcy or other financial reorganisation.

### *Presentation of allowance for ECL in the statement of financial position*

Loss allowances for financial assets measured at amortised cost are deducted from the gross carrying amount of the assets.

### *Write-off*

The gross carrying amount of a financial asset is written off when the Group has no reasonable expectations of recovering a financial asset in its entirety or a portion thereof. For corporate customers, the Group individually makes an assessment with respect to the timing and amount of write-off based on whether there is a reasonable expectation of recovery. The Group expects no significant recovery from the amount written off. However, financial assets that are written off could still be subject to enforcement activities in order to comply with the Group's procedures for recovery of amounts due.

## Non-Financial Assets

At each reporting date, the Group reviews the carrying amounts of its non-financial assets (other than deferred tax assets) to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. Goodwill is tested annually for impairment.

For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or CGUs. Goodwill arising from a business combination is allocated to CGUs or groups of CGUs that are expected to benefit from the synergies of the combination.

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. Value in use is based on the estimated future cash flows, discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

An impairment loss is recognised if the carrying amount of an asset or CGU exceeds its recoverable amount. Impairment losses are recognised in profit or loss. They are allocated first to reduce the carrying amount of any goodwill allocated to the CGU, and then to reduce the carrying amounts of the other assets in the CGU on a pro rata basis.

An impairment loss in respect of goodwill is not reversed. For other assets, an impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

## 20. Financial Instruments – Risk management

The Group has exposure to the following risks arising from financial instruments:

- Credit risk
- Liquidity risk
- Market risk

### Risk Management Framework

The Company's Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework.

The Group's risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls and to monitor risk and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities.

The Group Audit Committee oversees how management monitors compliance with the Group's risk management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the Group.

### (i) Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations and arises principally from the Group's receivables from customers.

The carrying amount of financial assets represents the maximum credit exposure.

#### *Trade and other receivables*

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. However, management also considers the factors that may influence the credit risk of its customer base, including the default risk associated with the industry and country in which the customers operate.

Management determines concentration risk by geographic region.

The risk management committee has established a credit policy under which each new customer is analysed individually for creditworthiness before the Group's standard payment and delivery terms and conditions are offered.

The Group limits its exposure to credit risk from trade receivables by establishing a maximum payment period of between one and three months for its customers.

The Group establishes an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivable.

As at 30 June 2022, the maximum exposure to credit risk for trade and other receivables by geographic region was as follows:

	2022 \$000	2021 \$000
USA	15,815	11,455
United Kingdom (UK)	140	1,135
Australia	1,344	905
Europe	1,262	1,156
Others	273	124
<b>Total</b>	<b>18,834</b>	<b>14,775</b>

## 20. Financial Instruments – Risk management (continued)

### (i) Credit risk (Continued)

As at 30 June 2022, the aging of trade receivables that were not impaired was as follows:

	2022 \$000	2021 \$000
Neither past due nor impaired	11,255	9,237
Past due 1-30 days - not impaired	1,990	1,274
Past due 31-90 days - not impaired	1,503	844
Past due 91-120 days - not impaired	288	579
Past due greater than 120 days - not impaired	2,102	1,111
Past due greater than 120 days - impaired	1,696	1,730
<b>Total</b>	<b>18,834</b>	<b>14,775</b>

Management believes that the unimpaired amounts that are past due by more than 30 days are still collectible in full, based on historical payment behaviour and extensive analysis of customer credit risk.

#### Cash and cash equivalents

The group held cash and cash equivalents of \$38,959,000 at 30 June 2022 (2021: \$56,259,000).

### (ii) Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulty in meeting the obligations associated with financial liabilities that are settled by delivering cash or another financial asset. The Group's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when they are due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

#### Exposure to liquidity risk

The following are the remaining contractual maturities of financial liabilities at the reporting date. The amounts are gross and undiscounted.

30 June 2022

Non-derivative financial liabilities	Carrying amount \$000	3 months or less \$000	3 to 6 months \$000	6 to 12 months \$000	More than 12 months \$000
Trade payables	6,540	6,540	-	-	-
Lease liabilities	3,026	310	315	419	1,982
	<b>9,566</b>	<b>6,850</b>	<b>315</b>	<b>419</b>	<b>1,982</b>

30 June 2021

Non-derivative financial liabilities	Carrying amount \$000	3 months or less \$000	3 to 6 months \$000	6 to 12 months \$000	More than 12 months \$000
Trade payables	2,278	2,278	-	-	-
Lease liabilities	1,276	272	228	313	463
	<b>3,554</b>	<b>2,550</b>	<b>228</b>	<b>313</b>	<b>463</b>

### (iii) Market risk

Market risk is the risk that changes in market prices – such as foreign exchange rates, interest rates and equity prices – will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing return.



## 20. Financial Instruments – Risk management (continued)

### (iii) Market risk (continued)

#### Currency risk

The Group is exposed to currency risk to the extent that there is a mismatch between the currencies in which sales and purchases are denominated and the functional currency of Group companies. The functional currency of the Group companies is primarily the Australian dollar (AUD).

#### Exposure to currency risk

The summary quantitative data about the Group's exposure to currency risk as reported to the management of the Group is as follows:

30 June 2022 (In AUD)	USD \$000	GBP \$000	Euro \$000	Others \$000
Cash and cash equivalents	18,207	391	142	176
Trade receivables	16,904	-	352	-
Trade payables	(5,675)	(92)	(113)	(9)
Net statement of financial position exposure	<b>29,436</b>	<b>299</b>	<b>381</b>	<b>167</b>

30 June 2021 (In AUD)	USD \$000	GBP \$000	Euro \$000	Others \$000
Cash and cash equivalents	9,817	139	6	188
Trade receivables	14,457	1,001	426	1,862
Trade payables	(2,454)	(52)	(21)	(30)
Net statement of financial position exposure	<b>21,820</b>	<b>1,088</b>	<b>411</b>	<b>2,020</b>

#### Currency risk – sensitivity analysis

The following significant exchange rate have been applied:

	Average rates		Year-end spot rate	
	2022	2021	2022	2021
USD	0.7030	0.7645	0.6889	0.7518
GBP	0.6645	0.5449	0.6589	0.5429

A reasonably possible strengthening (weakening) of the USD and GBP against all other currencies at 30 June would affect the measurement of financial instruments denominated in a foreign currency and affected equity and profit or loss by the amounts shown below. This analysis assumes that all other variables remain constant.

Effect in thousands of AUD		Profit or loss		Equity, net of tax	
30 June 2022	Strengthening	Weakening	Strengthening	Weakening	
USD	3,271	(3,271)	(2,289)	2,289	
GBP	39	(39)	(27)	27	
30 June 2021					
USD	2,424	(2,424)	(1,697)	1,697	
GBP	121	(121)	(85)	85	

#### Interest rate risk

Given the short term and non-interest-bearing nature of the Group's financial assets and liabilities, the Group is exposed to an insignificant risk arising from interest rate fluctuations.

## 21. Related parties

### Key Management Personnel

The Key Management Personnel (KMP) are defined under AASB 124 Related Party Disclosures to include Non-Executive Directors, Executive Directors and those persons with authority and responsibility for planning, directing, and controlling the activities of the Group for the year. For 2022, the KMP for the Group were as follows:

Tom Amos	Independent Non-Executive Chairman
Wayne Stevenson	Independent Non-Executive director
Inese Kingsmil	Independent Non-Executive Director (appointed October 2021)
Farouk Hussein	Non – Executive Director (appointed October 2021)
John Scul	Non-Executive Director (resigned November 2021)
David Kean	Chief Executive Officer and Executive Director

### Key Management Personnel Compensation

	2022	2021
Key management personnel compensation comprised the following:	<b>\$000</b>	<b>\$000</b>
Short-term employee benefits	1,035	1,016
Post-employment benefits	13	10
Share based payments	815	696
Total	<b>1,863</b>	<b>1,722</b>

### Short Term Employee Benefits

These amounts include fees paid to independent and executive Directors including salary and cash bonuses.

### Post-Employment Benefits

Amounts of superannuation contributions during the financial year.

### Share Based Payments

Amounts of expense related to the equity-settled benefit schemes as measured by the fair value of the shares granted on grant date.

### Transactions with Key Management Personnel (KMP)

At 30 June 2022, there are no loans outstanding to / from KMP (2021: \$Nil).

As at 30 June 2022, the Directors of the Company control 5.58% (2021: 7.4%) of the voting shares of the Company.

A number of Key Management Personnel, or their related parties, hold positions in other companies that result in them having control or significant influence over these companies. A number of these companies transacted with the Group during the year. The terms and conditions of these transactions were no more favourable than those available, or which might reasonably be expected to be available, in similar transactions with non-key management personnel related companies on an arm's length basis.

The ultimate parent entity and the ultimate parent of the consolidated group is Bigtincan Holdings Limited.

## 21. Related parties (continued)

Set below is a list of material subsidiaries of the Group:

Name	Principal place of business	Ownership interest 2022	Ownership interest 2021
<b>Subsidiaries of Bigtincan Holdings Limited:</b>			
• Bigtincan Mobile Pty Limited	AUS	100%	100%
• Fatstax LLC	USA	100%	100%
• Zunos Technologies Pty Ltd	AUS	100%	100%
• Zunos Pty Ltd	AUS	100%	100%
• Zunos Inc	USA	100%	100%
• Core Search Technology Pty Ltd	AUS	100%	100%
• Asdeq Labs Pty Ltd	AUS	100%	100%
• Asdeq Software Pty Ltd	AUS	100%	100%
• Agnitio A/S	DNK	100%	100%
• Vidinoti SA	CHE	100%	100%
• Task Exchange Pty Ltd	AUS	100%	-
<b>Subsidiaries of Bigtincan Mobile Pty Limited</b>			
• BTC Mobility LLC	USA	100%	100%
• Bigtincan UK Ltd	UK	100%	100%
• BTCHubApp#41	AUS	100%	100%
<b>Subsidiaries of Bigtincan Mobility LLC</b>			
• Brainshark Inc	USA	100%	-
• Xinnovation, Inc	USA	100%	100%
• Clearslide Inc.	USA	100%	100%
• Voicevibes Inc	USA	100%	100%
• Storyslab Inc	USA	100%	-

## 22. Deed of Cross Guarantee

Pursuant to the relief provided under *ASIC Corporations (Wholly-owned Companies) Instrument 2016/785*, the wholly-owned subsidiary listed below is relieved from the *Corporations Act 2001* requirements for preparation, audit and lodgement of financial reports, and Directors' reports.

It is a condition of the Instrument that the Company and the subsidiary enter into a Deed of Cross Guarantee. The effect of the Deed is that the Company guarantees, to each creditor, payment in full of any debt in the event of winding up of the subsidiary under certain provisions of the *Corporations Act 2001*.

Details of entities entering and exiting the Deed of Cross Guarantee, which represent a 'Closed Group' for the purposes of the Instrument are as follows:

### Parent entity

Bigtincan Holding Limited

### Subsidiary entities

Bigtincan Mobile Pty Ltd

A consolidated statement of profit or loss and other comprehensive income and consolidated statement of financial position, comprising the Company and controlled entities which are a party to the Deed, after eliminating all transactions between parties to the Deed of Cross Guarantee, for the year ended 30 June 2022 is set out as follows:

## 22. Deed of Cross Guarantee (continued)

### Statement of profit or loss and other comprehensive income

	2022 \$000
Revenue	49,264
Cost of revenue	(7,483)
<b>Gross profit</b>	<b>41,781</b>
Other income	40
Sales and marketing expenses	(20,191)
Product development expenses	(12,673)
General and administration expenses	(11,771)
<b>Total expense from operating activities</b>	<b>(44,635)</b>
<b>Total operating loss</b>	<b>(2,814)</b>
Finance expense	(68)
Finance income	7,413
<b>Net finance income</b>	<b>7,345</b>
<b>Profit before income tax</b>	<b>4,531</b>
Income tax expense	(1)
<b>Profit for the year</b>	<b>4,530</b>
<b>Other comprehensive income</b>	
<i>Items that are or may be reclassified subsequently to profit or loss</i>	
Foreign operations – foreign currency translation differences	2,820
<b>Total other comprehensive income, net of tax</b>	<b>2,820</b>
<b>Total comprehensive income</b>	<b>7,350</b>

## 22. Deed of Cross Guarantee (continued)

### Statement of financial position

	2022 \$000
<b>Assets</b>	
<b>Current assets</b>	
Cash and cash equivalents	24,941
Trade and other receivables	7,301
Other assets	3,017
<b>Total current assets</b>	<b>35,259</b>
<b>Non-current assets</b>	
Property, plant and equipment	597
Intangible assets	35,642
Other assets	200,109
<b>Total non-current assets</b>	<b>236,348</b>
<b>Total assets</b>	<b>271,607</b>
<b>Liabilities</b>	
<b>Current liabilities</b>	
Trade and other payables	6,881
Deferred revenue	18,003
Provisions	1,283
Lease liabilities	464
<b>Total current liabilities</b>	<b>26,631</b>
<b>Non-current liabilities</b>	
Deferred revenue	1,116
Provisions	328
Other non-current liabilities	11
<b>Total non-current liabilities</b>	<b>1,455</b>
<b>Total liabilities</b>	<b>28,086</b>
<b>Net assets</b>	<b>243,521</b>
<b>Equity</b>	
Share capital	293,318
Share-based payment reserve	12,426
Accumulated losses	(64,464)
Foreign currency translation reserve	2,241
<b>Total shareholders' equity</b>	<b>243,521</b>

## 23. Business combinations

### 23a. Acquisition of Vidinoti SA

On 25 June 2021, the Group acquired 100% of the shares and voting interests of Vidinoti, SA (Vidinoti).

Included in the identifiable assets and liabilities acquired at the date of acquisition of Vidinoti are inputs (patented technology and customer relationships), production processes and an organised workforce. The Group has determined that together the acquired inputs and processes significantly contribute to the ability to create revenue. The Group has concluded that the acquired set is a business. Taking control of Vidinoti will enable the Group to expand its presence in Europe and getting access to Vidinoti's patented technology. The Group also expects to reduce costs through economies of scale.

During the year ending 30 June 2022, the purchase price accounting for the acquisition of Vidinoti SA was finalised. The acquisition was provisionally accounted for at 30 June 2021. Details of the purchase consideration, and finalised fair values of the net assets acquired and gain on bargain purchase at the date of acquisition were as follows:

	Fair value at acquisition date
	\$000
Cash and equivalents	64
Trade and other receivables	(3)
Fixed assets	1
Other assets	5
Other liability	(55)
Deferred tax Liability	(182)
Software	1,221
<b>Net identifiable assets acquired</b>	<b>1,051</b>
Cash consideration	393
Shares issued in business combination	281
<b>Total consideration</b>	<b>674</b>
<b>Gain on bargain purchase recognised on acquisition of Vidinoti SA</b>	<b>(377)</b>

#### *Purchase consideration*

At completion on 25 June 2021, a cash payment of approximately CHF273,000 was made by Bigtincan. Also at completion, 392,612 fully paid ordinary shares in the capital of Bigtincan were issued to the sellers at an issue price of \$1.01 per share (equating to CHF275,000). Of the shares issued, 114,662 shares (being the shares issued to 2 key executives) were subject to voluntary escrow restrictions for 12 months (as to 50%) and 24 months (as to 50%) and were subject to forfeiture if the executive is a bad leaver from the Company's employment during the escrow period. The 114,662 shares issued to 2 key executives form part of post combination services and are accounted as a share based payment arrangement under AASB 2 *Share Based Payments*. Shares amounting to 277,950 forms part of consideration under AASB 3 *Business Combinations*.

#### *Acquisition-related costs*

During the year ended 30 June 2021, the Group incurred acquisition-related costs of \$254,000 relating to external legal fees, due diligence costs and other transaction costs. These amounts were included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.

#### *Measurement of fair values – identifiable intangible assets*

*Replacement cost method* – The replacement cost method considers the cost the Company will pay to replace the asset that is priced at the same or equal value.

## 23. Business combinations (continued)

### 23b. Acquisition of Brainshark, Inc.

On 8 September 2021 the Group acquired 100% of the shares and voting interests of Brainshark, Inc (Brainshark).

Included in the identifiable assets and liabilities acquired at the date of acquisition of Brainshark are inputs (patented technology and customer relationships), production processes and an organised workforce. The Group has determined that together the acquired inputs and processes significantly contribute to the ability to create revenue. The Group has concluded that the acquired set is a business.

Brainshark is recognised as a leader in sales coaching, learning and readiness with 900+ customers and approximately 180 employees. Brainshark's data-driven sales readiness platform provides content authoring, readiness scorecards, training & onboarding, and coaching & practice. Taking control of Brainshark will enable the Group to expand its presence in the United States of America and getting access to Brainshark's patented technology. The acquisition is also expected to provide the Group with additional annual recurring revenue in the same market segment through a strong and diverse customer base.

From acquisition date to 30 June 2022, Brainshark contributed revenue of \$50m and generated profit of \$3.6m to the group's results. Details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table.

	Fair value at acquisition date \$000
Cash and equivalents	4,564
Trade and other receivables	5,496
Property, plant and equipment	358
Other assets	6,703
Trade and other payables	(581)
Unearned revenue	(28,255)
Other liability	(3,554)
Deferred tax liability	(13,253)
Intangible assets:	
- Software	33,989
- Customer contracts and relationships	34,790
<b>Net identifiable assets acquired</b>	<b>40,257</b>
<b>Purchase consideration – fully paid in cash</b>	<b>115,992</b>
<b>Goodwill recognised</b>	<b>75,735</b>

#### *Purchase consideration*

The Group has agreed to pay the selling shareholders an acquisition price which is USD 86,000,000.

#### *Acquisition-related costs*

The Group incurred acquisition-related costs of \$8.6m relating to external legal fees, due diligence costs integration cost other transaction costs and integration costs of \$1.8m. These amounts have been included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.

#### *Measurement of fair values – identifiable intangible assets*

*Relief-from-royalty method and multi-period excess earnings method:* The relief-from-royalty method considers the discounted estimated royalty payments that are expected to be avoided as a result of the patents being owned. The multi-period excess earnings method considers the present value of net cash flows expected to be generated by the customer relationships, by excluding any cash flows related to contributory assets.

## 23. Business combinations (continued)

### 23b. Acquisition of Brainshark, Inc. (continued)

#### *Goodwill*

The goodwill is attributable mainly to the skills and technical talent of Brainsharks' work force and the synergies expected to be achieved from integrating the company into the Group's existing Bigtincan Hub. Goodwill recognised is expected to be deductible for tax purposes in the United States of America.

### 23c. Acquisition of Storyslabs, Inc

On 30 April 2022, the Group acquired 100% of the shares and voting interests of Storyslabs, Inc (Storyslabs).

Included in the identifiable assets and liabilities acquired at the date of acquisition of Storyslabs are inputs (patented technology and customer relationships), production processes and an organised workforce. The Group has determined that together the acquired inputs and processes significantly contribute to the ability to create revenue. The Group has concluded that the acquired set is a business.

In the period to 30 June 2022, Storyslabs contribution to revenue and loss was not material to the Group's results. Provisional details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table. These values are provisional as the Group is still pending information used to determine the fair value of assets acquired on acquisition. Amendments may be made to these figures up to 12 months following the date of acquisition if new information is obtained about facts and circumstances that existed at acquisition date and if known, would have affected the measurement of the amounts recognized as of that date.

	Fair value at acquisition date \$000
Cash and equivalents	138
Trade and other receivables	172
Other assets	103
Trade and other payables	(200)
Other liability	(94)
<b>Net identifiable assets acquired</b>	<b>119</b>
Cash consideration	1,415
Deferred consideration	2,798
<b>Total consideration</b>	<b>4,213</b>
<b>Provisional Goodwill recognised on acquisition of Storyslab, Inc</b>	<b>4,094</b>

#### *Purchase consideration*

At completion a cash payment of approximately USD1,000,000 was paid by Bigtincan. There is a deferred consideration of USD2,000,000 payable in January 2023.

#### *Acquisition related costs*

The Group incurred acquisition-related costs of \$108,189 relating to external legal fees, due diligence costs integration cost other transaction costs. These amounts have been included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.

#### *Goodwill*

The goodwill is attributable mainly to the skills and technical talent of Storyslabs' work force and the synergies expected to be achieved from integrating the company into the Group's existing Bigtincan Hub. Goodwill recognised is expected to be deductible for tax purposes in the United States of America.



## 23. Business combinations (continued)

### 23d. Acquisition of Task Exchange Pty Limited

On 30 May 2022, the Group acquired 100% of the shares and voting interests of Task Exchange Pty Limited (Task Exchange).

Included in the identifiable assets and liabilities acquired at the date of acquisition of Task Exchange are inputs (patented technology and customer relationships), production processes and an organised workforce. The Group has determined that together the acquired inputs and processes significantly contribute to the ability to create revenue. The Group has concluded that the acquired set is a business.

In the period to 30 June 2022, Task Exchange contribution to revenue and loss was not material to the Group's results. Provisional details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table. These values are provisional as the Group is still pending information used to determine the fair value of assets acquired on acquisition. Amendments may be made to these figures up to 12 months following the date of acquisition if new information is obtained about facts and circumstances that existed at acquisition date and if known, would have affected the measurement of the amounts recognized as of that date.

	Fair value at acquisition date \$000
Cash and equivalents	307
Trade and other receivables	201
Fixed assets	1
Other assets	28
Other liability	(227)
<b>Net identifiable assets acquired</b>	<b>310</b>
Cash consideration	-
Shares issued in business combinations	1,247
<b>Total consideration</b>	<b>1,247</b>
<b>Provisional Goodwill recognised on acquisition of Task Exchange Pty Ltd</b>	<b>937</b>

#### *Purchase consideration*

At completion, 2,430,946 fully paid ordinary shares in the capital of Bigtincan were issued to the sellers at an issue price of \$0.51 per share (equating to AUD 1,247,075).

#### *Acquisition related costs*

The Group incurred acquisition-related costs of \$39,640 relating to external legal fees, due diligence costs integration cost other transaction costs. These amounts have been included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.

#### *Goodwill*

The goodwill is attributable mainly to the skills and technical talent of Task Exchanges' work force and the synergies expected to be achieved from integrating the company into the Group's existing Bigtincan Hub. None of the goodwill recognised is expected to be deductible for tax purposes.

## 23. Business combinations (continued)

### 23e. Financial results of all acquisitions

If the acquisition date for all acquisitions that occurred during the year had been as of 1 July 2021, the results of Bigtincan Holdings Limited, being the combined entity including a full year of the results for Brainshark would have been:

	<b>2022</b> <b>\$000</b>
Revenue	118,051
Loss before tax	(15,080)

## 24. Equity-settled share-based payment arrangements

### Share-Based Payment with Employees

The grant-date fair value of equity-settled share-based payment arrangements granted to employees is generally recognised as an expense, with a corresponding increase in equity, over the vesting period of the awards. The amount recognised as an expense is adjusted to reflect the number of awards for which the related service and non-market performance conditions are expected to be met, such that the amount ultimately recognised is based on the number of awards that meet the related service and non-market performance conditions at the vesting date. For share-based payment awards with non-vesting conditions, the grant-date fair value of the share-based payment is measured to reflect such conditions and there is no true-up for differences between expected and actual outcomes.

## 24. Equity-settled share-based payment arrangements (continued)

### Share Option Plan

During FY 2022 options exercise prices were ranging from \$0.465 to \$1.195.

Grant date/employees entitled	Number of Instruments	Vesting conditions	Contractual life of options
Options granted to key management personnel			
On 12/05/2012	3,629,915	Service vesting condition	7 years
On 29/10/2012	266,906	Service vesting condition	7 years
On 18/06/2013	1,067,622	Service vesting condition	7 years
On 15/12/2013	189,503	Service vesting condition	7 years
On 16/05/2014	2,228,661	Service vesting condition	7 years
On 01/01/2022	3,000,000	Service vesting condition	7 years
<b>Total</b>	<b>10,382,607</b>		
Options granted to employees/consultants			
On 12/02/2012	160,143	Service vesting condition	7 years
On 21/07/2012	162,812	Service vesting condition	7 years
On 12/08/2012	10,676	Service vesting condition	7 years
On 15/09/2012	133,453	Service vesting condition	7 years
On 15/10/2012	266,906	Service vesting condition	7 years
On 21/10/2012	26,691	Service vesting condition	7 years
On 22/10/2012	13,345	Service vesting condition	7 years
On 15/11/2012	80,072	Service vesting condition	7 years
On 15/04/2013	133,453	Service vesting condition	7 years
On 23/12/2012	106,762	Service vesting condition	7 years
On 15/03/2013	1,668	Service vesting condition	7 years
On 09/06/2013	53,381	Service vesting condition	7 years
On 15/08/2013	13,345	Service vesting condition	7 years
On 15/09/2013	13,345	Service vesting condition	7 years
On 16/05/2014	1,265,132	Service vesting condition	7 years
On 19/03/2015	907,479	Service vesting condition	7 years
On 03/05/2015	220,864	Service vesting condition	7 years
On 14/05/2015	112,100	Service vesting condition	7 years
On 16/05/2015	40,036	Service vesting condition	7 years
On 16/05/2016	13,345	Service vesting condition	7 years
On 01/07/2016	40,036	Service vesting condition	7 years
On 12/09/2016	346,977	Service vesting condition	7 years
On 16/05/2016	399,024	Service vesting condition	7 years
On 12/09/2017	5,352,345	Service vesting condition	7 years
On 30/09/2017	604,502	Service vesting condition	7 years
On 10/12/2018	1,460,336	Service vesting condition	7 years
Exercised options	(7,830,428)		
Forfeited options	(1,975,610)		
On 01/01/2022	2,896,500	Service vesting condition	7 years
On 01/04/2022	2,512,500	Service vesting condition	7 years
Exercised options	(2,454,505)		
Forfeited options	(499,375)		
option Granted FY21	4,189,800	Service vesting condition	7 years
Forfeited during the year	(2,309,033)		
Exercised during the year	(862,154)		
Granted during the year	15,454,414	Service vesting condition	7 years
<b>Total share options as at 30 June 2022</b>	<b>31,442,944</b>		

## 24. Equity-settled share-based payment arrangements (continued)

### Measurement of fair values

The fair value of the employee share options has been measured using the Black –Scholes formula and includes the following assumptions:

- expected volatility has been based on an evaluation of the historical volatility of at the company's share price
- compounded risk-free interest rate was estimated based on an average rate of 10Y government bonds
- Number of years to exercise the options equals the contractual life of options
- Stock price is calculated based on the price of shares set by equity financing activities, taking into account the compound annual growth rate between the effective dates of these activities and actual grant dates of stock options

All the assumptions used are subject to annual review and adjustment to best reflect the fair value as per balance sheet date.

	Number of options 2022	Weighted average exercise price 2022 (in \$)	Number of options 2021	Weighted average exercise price 2021 (in \$)
Outstanding at 1 July	19,159,717	0.34	17,923,797	0.24
Forfeited during the year	(2,309,033)	1.02	(499,375)	0.54
Exercised during the year	(862,154)	0.32	(2,454,505)	0.11
Granted during the year	15,454,414	0.89	4,189,800	0.67
Outstanding at 30 June	<b>31,442,944</b>	<b>0.60</b>	<b>19,159,717</b>	<b>0.34</b>

### Expenses recognised in profit or loss

	2022	2021
	\$000	\$000
Share-based payments	4,336	1,616
	<b>4,336</b>	<b>1,616</b>

### Performance Share Appreciation Rights

On 1 July 2021, the Group granted 1,500,000 Performance Share Appreciation Rights (PSARs) to the Chief Executive Officer that entitle him to ordinary shares after 3 years. The PSARs are subject to performance hurdles and vest on 30 June 2023.

Vesting conditions are conditions that are used to determine the extent, if any, of vesting of PSARs. iTSR PSARs, the vesting condition will be based on the Total Shareholder Return (TSR) of Bigtincan over the Measurement Period (equivalent to the change in share price, plus dividends declared assumed to be reinvested) compared to the TSR of the ASX 300 Industrials Total Return Index. Vesting will be determined according to the following scale (note: CAGR means compound annual growth rate):

Performance level	BTH TSR compared to TSR of the ASX 300 Industrials TR index	% of Grant Vesting
Stretch	≥ Index TSR + 10% TSR CAGR	100%
Between Target and Stretch	> Index TSR + 5% TSR CAGR & < Index TSR + 10% TSR CAGR	Pro-rata
Target	Index TSR + 5% TSR CAGR	50%
Between Threshold and Target	> Index TSR & > Index TSR + 5% TSR CAGR	Pro-rata
Threshold	= Index TSR	0%
Below Threshold	< Index TSR	0%

## 24. Equity-settled share-based payment arrangements (continued)

### Expenses recognised in profit or loss

	2022	2021
	\$000	\$000
Share-based payments	566	344
	<b>566</b>	<b>344</b>

### Measurement of fair values

The fair value of the employee share options has been measured using the Monte Carlo simulation and includes the following assumptions:

- expected volatility has been based on an evaluation of the historical volatility of at the company's share price
- compounded risk-free interest rate was estimated based on an average rate of 5Y government bonds
- number of years to exercise the options equals the service period

## 25. Equity and reserves

### (a) Share capital

	2022	2021
Ordinary shares	Number of shares (000's)	
Shares at 1 July	415,323	376,562
New Shares issued	-	-
New shares issued to existing shareholders	134,596	38,646
Shares issued in business combination	2,431	115
<b>Balance at 30 June</b>	<b>552,350</b>	<b>415,323</b>

	2022	2021
Movement in share capital – Ordinary Shares	\$000	\$000
Balance at 1 July	163,676	129,522
Share issue proceeds	134,238	36,250
Shares issued in business combination	1,247	281
Directly attributable issue costs	(4,599)	(2,377)
<b>Balance at 30 June</b>	<b>294,562</b>	<b>163,676</b>

All shares rank equally regarding Group's residential assets.

### Ordinary Shares

The Group does not have authorised capital or par value in respect of its issued shares. All issued shares are fully paid. The holders of these shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at general meetings of the Group.

Incremental costs directly attributable to the issue of ordinary share, net of any tax effects, are recognised as a deduction from equity.

## 25. Equity and reserves (continued)

### (b) Nature and purpose of reserves

#### (i) Share based payment reserve

Share-based payment reserve comprises the fair value of share options and recognised as an expense. Upon exercise of options, any proceeds received are credited to share capital. The share-based payment reserve remains as a separate component of equity.

#### (ii) Foreign currency translation reserve

The translation reserve comprises all foreign currency differences arising from the translation of the financial statements of foreign operations.

## 26. Parent entity disclosures

As at and throughout the financial year ended 30 June 2022, the parent entity of the Group was Bigtincan Holdings Limited.

	2022 \$000	2021 \$000
<b>Results of parent entity</b>		
Loss for the year	(1,576)	(2,894)
Total comprehensive loss for the year	(1,576)	(2,894)
<b>Financial position of the parent entity at year end:</b>		
Current assets	22,604	49,346
<b>Total assets</b>	<b>287,603</b>	<b>156,392</b>
Current liabilities	678	522
<b>Total liabilities</b>	<b>678</b>	<b>522</b>
<b>Total equity of parent entity comprising of:</b>		
Share capital	295,163	163,676
Treasury shares	(1,850)	-
Share based payment reserve	9,373	7,573
Accumulated losses	(15,761)	(15,379)
<b>Total equity</b>	<b>286,925</b>	<b>155,870</b>

### Parent entity contingent liability

The Directors are of the opinion that provisions are not required in respect of contingencies, as it is not probable that a future sacrifice of economic benefits will be required, or the amount is not capable of reliable measurement.

## 27. Auditors remuneration

The following fees were paid or are payable at 30 June 2022 for services provided by KPMG as the Group's auditor during the financial year:

	2022 \$000	2021 \$000
Audit services	459	370
Other non-audit services	412	109
<b>Total</b>	<b>871</b>	<b>479</b>

## **28. Capital management**

The Group's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business.

## **29. Subsequent events**

No matters or circumstances which have arisen since the end of the financial year have significantly affected, or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group, in the future financial years.

In the opinion of the Directors of Bigtincan Holdings Limited ("the Company"):

1. The consolidated financial statements and notes that are set out on pages 27 to 67 are in accordance with the *Corporations Act 2001*, including:
  - i. Giving a true and fair view of the Group's financial position as at 30 June 2022 and of its performance, for the financial year ended on that date; and
  - ii. Complying with *Australian Accounting Standards* and the *Corporations Regulations 2001*; and
2. There are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.
3. This declaration has been made after receiving the declarations required to be made to the Directors by Chief Executive Officer in accordance with section 295A of the *Corporations Act 2001* for the financial year ended 30 June 2022.
4. The Directors draw attention to Note 2 to the consolidated financial statements, which includes a statement of compliance with International Financial Reporting Standards.

Signed in accordance with a resolution of the Directors:

Dated at Sydney, 30<sup>th</sup> day of September, 2022.



---

Tom Amos

*Chairman*



---

Wayne Stevenson

*Director*





# Independent Auditor's Report

To the shareholders of Bigtincan Holdings Limited

## Report on the audit of the Financial Report

### Opinion

We have audited the **Financial Report** of Bigtincan Holdings Limited (the Company).

In our opinion, the accompanying Financial Report of the Company is in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the **Group's** financial position as at 30 June 2022 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards* and the *Corporations Regulations 2001*.

The **Financial Report** comprises:

- Consolidated statement of financial position as at 30 June 2022;
- Consolidated statement of profit or loss and other comprehensive income, Consolidated statement of changes in equity, and Consolidated statement of cash flows for the year then ended;
- Notes including a summary of significant accounting policies; and
- Directors' Declaration.

The **Group** consists of the Company and the entities it controlled at the year-end or from time to time during the financial year.

### Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with these requirements.

## Key Audit Matters

The **Key Audit Matters** we identified are:

- Revenue recognition;
- Accounting for business combinations; and
- Capitalisation of software development costs.

**Key Audit Matters** are those matters that, in our professional judgement, were of most significance in our audit of the Financial Report of the current period.

These matters were addressed in the context of our audit of the Financial Report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

### Revenue recognition

Refer to Note 3 to the Financial Report

#### The key audit matter

The Group primarily generates revenue from selling “Subscriptions and support service” and “Product related professional and contract service” (collectively referred to as Revenue) to customers for accessing its software as a service (SaaS) application platform (known as “Bigtincan Hub”).

Revenues are recognised over time and are considered a key audit matter due to:

- The significant importance of revenue as a key performance indicator to the Group and its shareholders, given the Group’s historical losses, expansion and strategic growth in the future.
- The high portion of audit effort applied to gather sufficient appropriate audit evidence given the volume of transactions.

#### How the matter was addressed in our audit

Our procedures included:

- We examined the Group’s revenue recognition policies for revenue contracts for consistency with the requirements of AASB 15 *Revenue from Contracts with Customers*.
- We identified and tested, on a sample basis, the key internal controls surrounding new revenue contracts. The key control tested was in relation to the approval of invoices. This approval involves management matching the term of the subscription period, pricing and the type of service against signed purchase orders or service agreements from customers.
- We tested a sample of invoices for new revenue contracts. We:
  - checked the invoices selected to the underlying terms and conditions, including price, start and end dates, of the associated signed purchase orders or service agreements;
  - checked the start dates of the signed purchase orders or service agreements to the dates of active status on the Bigtincan Hub;
  - recalculated the subscription and support revenue expected to be recognised for the year and the amount deferred as at the balance date. We did this by calculating a rateable basis using the price, start and end dates of the services provided to the

	<p>customers. These were compared to the amounts recorded by the Group; and</p> <ul style="list-style-type: none"> <li>○ recalculated the product related professional and contract service expected to be recognised for the year and the amount deferred as at the balance date. We did this by obtaining customer confirmations for the percentage of completion for the services provided and applying these percentages to the allocated transaction price. These were compared to the amounts recorded by the Group.</li> </ul> <ul style="list-style-type: none"> <li>• We obtained the year-end deferred revenue reconciliation which details new and existing revenue contracts' terms and values. On a sample basis, we: <ul style="list-style-type: none"> <li>○ checked the opening balances to the prior year's closing deferred revenue reconciliation, including service periods and value; and</li> <li>○ recalculated the amount of revenue expected to be recognised for the financial year and the amount of revenue expected to be deferred as at balance date. We did this by: <ul style="list-style-type: none"> <li>○ calculating a rateable basis using the price, start and end dates of the services provided to the customers for subscription and support service revenue; and</li> <li>○ obtaining customer confirmations for percentage of completion for the services provided and applying these percentages to the allocated transaction price for product related professional and contract service revenue.</li> </ul> </li> <li>○ These were compared to the amounts recorded by the Group.</li> </ul> </li> </ul>
--	--

Accounting for business combinations	
Refer to Note 23 to the Financial Report	
The key audit matter	How the matter was addressed in our audit
<p>The accounting for business combinations was considered a key audit matter due to:</p> <ul style="list-style-type: none"> <li>• The financial significance of the transactions to the Group.</li> <li>• The significant judgements made by the Group in relation to the purchase consideration and the purchase price allocation (PPA), in particular the identification and determination of the fair value of the intangible assets acquired.</li> </ul> <p>These factors and the complexity of acquisition accounting required significant audit effort and involvement of senior audit team members in assessing this key audit matter.</p>	<p>Our procedures included:</p> <ul style="list-style-type: none"> <li>• We obtained the Purchase Agreement for each transaction to understand the structure, key terms and conditions, and nature of certain payments.</li> <li>• We evaluated the accounting treatment of the transactions against the criteria of a business combination in the accounting standards.</li> <li>• Checked the fair value of the assets and liabilities at acquisition date to underlying financial accounting records and external valuation reports for intangible assets.</li> <li>• Worked with our valuation specialists to evaluate the Group's valuation of intangible assets acquired. This included: <ul style="list-style-type: none"> <li>○ Considering the objectivity, competence, experience and scope of the Group's external valuation experts;</li> <li>○ Examining and assessing the key assumptions in the Group's external valuation expert reports prepared in relation to the identification and valuation of intangible assets including: <ul style="list-style-type: none"> <li>- comparing the key assumptions and useful lives applied by the Group in determining the value of the Group's identifiable intangible assets to comparable acquisitions, industry data and knowledge of the terms and conditions of the underlying Purchase Agreements and against the accounting standard requirements.</li> <li>- assessing forecast earnings assumptions by using our industry experience, inquiries with previous business owners and historical financial information of the acquirees.</li> </ul> </li> </ul> </li> <li>• Checking the mathematical accuracy of the Group's calculation of goodwill arising on each acquisition.</li> <li>• Assessing the Group's business combination disclosures in the financial report against our understanding obtained from our testing and the requirements in the accounting standards.</li> </ul>

Capitalisation of software development costs	
Refer to Note 13 to the Financial Report	
The key audit matter	How the matter was addressed in our audit
<p>The accounting for capitalisation of software development costs was considered a key audit matter due to:</p> <ul style="list-style-type: none"> <li>• The high volume of software developer hours and related costs;</li> <li>• The Group develops its software products using an agile development methodology. This approach requires more judgement in assessing the Group's application of the requirements of AASB 138 <i>Intangible Assets</i> (AASB 138) to capitalise the development costs. These assessments include: <ul style="list-style-type: none"> <li>○ whether a project can be completed and produce a viable product;</li> <li>○ whether an activity is eligible for capitalisation;</li> <li>○ estimating time which staff spend developing the technology and software, and determining the value attributable to that time; and</li> <li>○ whether a project is available for use in a manner in which management intended and, accordingly commence amortisation.</li> </ul> </li> </ul>	<p>Our procedures included:</p> <ul style="list-style-type: none"> <li>• Obtaining an understanding of the Group's software development process and how software developers use project management tool, JIRA, to record activities and the hours incurred;</li> <li>• Inspecting the Group's documentation on the status of projects and the evaluation of the future economic benefits of the software under development;</li> <li>• Assessing the Group's capitalisation positions using our knowledge of the business and projects, and through discussions with various stakeholders, including: the Senior Vice President Engineering, the Chief Product Officer, the Chief Executive Officer and the Group Financial Controller;</li> <li>• Testing the capitalisation of developer hours on projects on a sample basis by: <ul style="list-style-type: none"> <li>○ investigating the nature of tasks performed by developers with Project Managers and the Chief Executive Officer;</li> <li>○ checking and evaluating the activities being performed by developers related to a project in development or an enhancement to an existing software product as opposed to research or maintenance;</li> <li>○ assessing, whether the hours capitalised relate to an employee with a developer related role that is allocated to a particular project; and</li> <li>○ Obtained employee confirmation of hours capitalised on a particular project.</li> </ul> </li> <li>• assessing the rate per hour calculations applied to time eligible for capitalisation by testing a sample of employee hourly rates to underlying employee contracts;</li> <li>• Assessing whether a project is available for use in a manner in which management intended and whether amortisation has commenced; and</li> </ul>

	<ul style="list-style-type: none"> <li>Evaluating the adequacy of the disclosures included in the financial report against the requirements of the accounting standards.</li> </ul>
--	---

## Other Information

Other Information is financial and non-financial information in Bigtincan Holdings Limited's annual reporting which is provided in addition to the Financial Report and the Auditor's Report. The Directors are responsible for the Other Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon, with the exception of the Remuneration Report and our related assurance opinion.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor's Report we have nothing to report.

## Responsibilities of the Directors for the Financial Report

The Directors are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with *Australian Accounting Standards* and the *Corporations Act 2001*;
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error; and
- assessing the Group and Company's ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Group and Company or to cease operations, or have no realistic alternative but to do so.

## Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at:

[https://www.auasb.gov.au/admin/file/content102/c3/ar1\\_2020.pdf](https://www.auasb.gov.au/admin/file/content102/c3/ar1_2020.pdf). This description forms part of our Auditor's Report.

## Report on the Remuneration Report

### Opinion

In our opinion, the Remuneration Report of Bigtinan Holdings Limited for the year ended 30 June 2022, complies with *Section 300A* of the *Corporations Act 2001*.

### Directors' responsibilities

The Directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with *Section 300A* of the *Corporations Act 2001*.

### Our responsibilities

We have audited the Remuneration Report included in pages 16 to 25 of the Directors' report for the year ended 30 June 2022.

Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with *Australian Auditing Standards*.



KPMG



Julie Cleary

Partner

Sydney

30 September 2022

# ASX Information

## ASX INFORMATION

Substantial shareholders

The substantial shareholders (greater than 5%) as at 20<sup>th</sup> September 2022 were:

	No Shares	%
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED - A/C 2	77,450,565	14.03
NATIONAL NOMINEES LIMITED	58,296,717	10.56
CITICORP NOMINEES PTY LIMITED	46,384,899	8.41
J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	45,329,365	8.21
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	31,210,225	5.66

Distribution of shareholders as at 29<sup>th</sup> September 2022

Range of Holding	Holders	Shares
1-1,000	4,229	2,843,365
1,001-5,000	7,354	19,108,011
5,001-10,000	2,646	19,724,893
10,001 - 100,000	3,234	85,658,129
100,001 - over	214	425,015,756
	17,677	552,350,154

Shareholders with less than a marketable parcel -414

## Voting Rights

Each fully paid ordinary share carries voting rights of one vote per share.



Twenty Largest Shareholders as at 20<sup>th</sup> September 2022 – 64.90%

	Number of Shares	Percentage of capital held
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED - A/C 2	77,450,565	14.03
NATIONAL NOMINEES LIMITED	58,301,600	10.56
CITICORP NOMINEES PTY LIMITED	46,539,583	8.43
J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	45,209,846	8.19
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	31,658,043	5.74
UBS NOMINEES PTY LTD	15,146,499	2.74
MRS LAI SUN KEANE	10,266,354	1.86
JENSEN COHEN HOLDINGS PTY LTD <JENSEN COHEN SUPERFUND A/C>	7,823,875	1.42
BNP PARIBAS NOMS PTY LTD <DRP>	7,698,016	1.39
BNP PARIBAS NOMINEES PTY LTD <IB AU NOMS RETAILCLIENT DRP>	7,254,591	1.31
MERRILL LYNCH (AUSTRALIA) NOMINEES PTY LIMITED	7,237,848	1.31
BRISPOT NOMINEES PTY LTD <HOUSE HEAD NOMINEE A/C>	6,108,123	1.11
MRS LAI SUN KEANE	6,000,000	1.09
WARBONT NOMINEES PTY LTD <UNPAID ENTREPOT A/C>	5,978,030	1.08
BOND STREET CUSTODIANS LIMITED <SALTER - D79836 A/C>	5,500,000	1.00
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED-GSCO ECA	5,246,968	0.95
AOTEAROA INVESTMENT COMPANY PTY LIMITED <ROBERTSINVESTMENT NO2 A/C>	4,830,014	0.88
SBCVC FUND IV PTE LTD <CO # 201115559C A/C>	3,462,784	0.63
NEWECONOMY COM AU NOMINEES PTY LIMITED <900 ACCOUNT>	3,289,205	0.60
SOUTHERN CROSS IIF TRUSCO PTY LTD <STHN CROSS IIF CWEALTH	3,210,380	0.58
<b>TOTAL</b>	<b>358,212,324</b>	<b>64.90</b>

# Corporate Directory

---

## **Directors**

Tom Amos (Chairman)  
Wayne Stevenson  
David Keane  
Inese Kingsmill  
Farouk Hussein

## **Auditors**

KPMG  
Level 38  
Tower Three  
300 Barangaroo Avenue  
Sydney NSW 2000

## **Company Secretary**

Mark Ohlsson

## **Solicitors**

Bentleys Legal (NSW) Pty Ltd  
Level 14, 60 Margaret Street  
Sydney NSW 2000 Australia

## **Registered Office**

Level 6, 338 Pitt Street  
Sydney NSW Australia 2000

## **Share Registry**

Computershare Investor Services Pty Limited

## **Head Office**

Level 6, 338 Pitt Street  
Sydney NSW 2000

## **Website Address**

<http://www.bigtincan.com.au>

## **Country of Incorporation**

Bigtincan Holdings Limited is domiciled and incorporated in Australia.

## **Stock Exchange Listing**

Bigtincan Holdings Limited is listed on the Australian Securities Exchange. ASX Code: BTH