

ASX Announcement

25 February 2025

1H FY25 Results Announcement

Highlights

Financial Update

- 1H FY25 Operating Revenue and other income of \$51.2m.
- 1H FY25 EBITDA of \$2.8m, and \$5.6m when adjusted removing one-time irregular and non-recurring items related to corporate activities and share based payments.
- FY25 Full Year EBITDA outlook \$10m+.

Customer Update

- 50+ new logs and 200+ expansions in the existing customer base.

Market Recognition Update

- Bigtincan was awarded the inaugural 2024 Aragon Research Innovation Award for Sales AI.
- Bigtincan CMO Pam Dearen named one of The Software Report's Top Women Leaders in Software for 2024.

Technology Update

- Ongoing delivery of AI features across Bigtincan platform.

Vector Scheme of Arrangement (SoA) Proposal Update

- Bigtincan has engaged with Vector Capital LLC to progress the scheme booklet and an Independent Expert's Report for dispatch to shareholders. Drafts of both documents have been submitted to ASIC in accordance with applicable legal requirements and will be dispatched to shareholders following the first court hearing. Bigtincan expects the scheme meeting to be held in early April 2025.

Bigtincan Holdings Limited (ASX:BTH) (**'Bigtincan'** or **'Company'**), a global software company providing a leading AI-powered sales enablement automation platform, has today released its Appendix 4D and is pleased to present commentary on activities in 1H FY25 ("Half") to accompany the lodgment of results for the half year ending 31 December 2024.

Financial Highlights

EBITDA for the period was \$2.8m an increase of 49% from \$1.9m in the prior corresponding period. This was a result of the continued cost restructure efforts in 1H FY25 from FY24 as reflected by a decrease in operating expenses from \$60.5m to \$52m for the six months to 31 December 2024. When adjusting for one off costs including corporate change of control related expenses and share based payments, Adjusted EBITDA was \$5.6m compared to \$5.7m for 1H FY24.

The net loss after tax for the six months ended 31 December 2024 was \$64m (31 December 2023: \$10.7m). This included a goodwill impairment of \$54m related to the proposed Vector transaction. This was required to align the Net Tangible Assets of the company to the consideration payable by Vector should the proposed Scheme of Arrangement be approved by shareholders. The Bigtincan Directors unanimously recommend that Bigtincan shareholders and Bigtincan option holders vote in favour of the Vector SoA Proposal in the absence of a superior proposal and subject to the independent expert concluding in the independent expert's report (and continuing to conclude) that the Vector SoA Proposal is in the best interests of Bigtincan shareholders and Bigtincan option holders.

For Full Year FY25, Bigtincan expects to achieve the following;

- Revenue of \$105m
- EBITDA of \$10m+
- Adjusted EBITDA \$15m+

Technology Highlights

Bigtincan continued to deliver on its Technology Roadmap including adding new features across its core products with a focus on AI technologies being added across the entire platform. This focus on adding value through AI technologies has continued Bigtincan's leadership in the AI empowered sales enablement platform environment.

Customer Highlights

Expansions in 200+ customers and 50+ new logos globally driven primarily by Bigtincan's investment in innovative AI technologies into the core sales enablement platform.

Market Recognition

On December 11, 2024, Bigtincan was awarded the inaugural 2024 Aragon Research Innovation Award for Sales AI, a prestigious accolade that highlights its pioneering efforts in leveraging artificial intelligence to transform sales processes. The recognition reflects the company's ability to not only adapt to evolving market demands but also actively shape the future of sales enablement through cutting-edge solutions.

Also in recognition of its commitment to a strong leadership team Pam Dearen, Chief Marketing Officer, has been named one of The Software Report's Top Women Leaders in Software for 2024.

Board Renewal Program

Bigtincan added industry expert Akash Agarwal to its Board of Directors at the AGM in November 2024 growing the market and US domestic market expertise of the Board.

Authorised by: **The Board of Directors of Bigtincan Holdings Limited**

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