



Bigtincan Holdings Ltd.

Q3 FY22 Appendix 4C & Quarterly Report Briefing

28 April 2022

David Keane, CEO and Co-founder

Q3 FY22 Cash Flow Highlights

Total cash receipts **increased 181%** to \$34.3m from Q3 FY21.

Cash operating payments of \$33.8m as Bigtincan made strategic investments into system infrastructure and new product development work.

\$0.5m operating cash positive for Q3 FY22.

\$45.4m cash and cash equivalents as at 31 March 2022.

Q3 FY22 Trading Highlights & Outlook

Bigtincan was awarded a **Gold Medal** in the 2022 SoftwareReviews Sales Enablement Data Quadrant Buyers Guide Report.

Bigtincan conducted its **FY22 Investor Product and Tech day** detailing Company product strategy.

New **wins** showcase the growing strength of the **multi-Hub** product model.

Product launches in the quarter including launch of **VR Showrooms**, and **Bigtincan for Salesforce** demonstrating innovation and leadership in the market, and providing new revenue streams.

Ongoing **execution** together with efficient technology and R&D investments present opportunity for strong results for FY22 and beyond.

On track to achieve or exceed \$119m in ARR and \$109m revenue for **FY22**.



New Wins and Expansion

Customer wins and expansions with wins at Lumen, Lionco, Informa Markets, Panasonic, Genentech, American Express Travel, Takeda Pharmaceuticals, Abbott, Guardian Insurance, Arctic Wolf Networks and Clarivate.



Proven ROI

"Bigtincan provides a great user experience that we can create in a fraction of the time our legacy platforms required. It has allowed us to innovate and build at scale quickly."

Ed Medeiros

Head, Sales Training and Development

Clarivate



Market and Technology Update

Stefan Teulon, Chief Product Officer

We believe that buying experiences should be engaging, provide value, and guide people to the best decisions.

Our Mission



Market Update

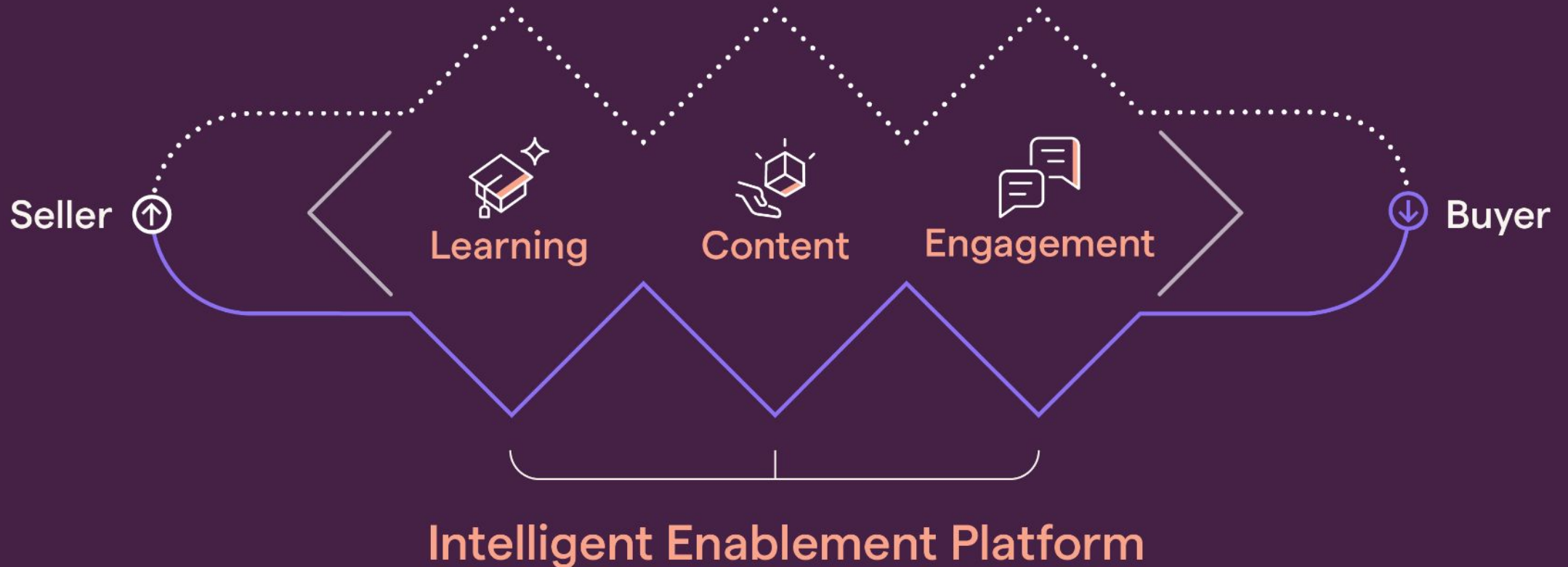
Gold medallist and named leader in the 2022 Sales Enablement Data Quadrant report from SoftwareReviews, a division of IT research and consulting firm Info-Tech Research Group.

The award is based on the collective knowledge of real users and placement is based on satisfaction with product features, vendor experience, capabilities, and emotional sentiment. Bigtincan received an 8.9 out of 10 composite score, which represents the complete and aggregated satisfaction score from end-users.

Bigtincan awarded 7th consecutive Stevie Award



The buying experience of the future



Call
intelligence

New Salesforce
integration

Custom
permissions

50

Features shipped

AI
coaching

Delivering
on accessibility

Enhanced
search experience



Finance Update

Cyril Desouza, Global Financial Controller

Q3 FY22 Cash Summary

\$34.3m

Customer cash receipts

↑ 181% From
Q3 FY21

↑ 30% From
Q2 FY22

\$33.8m

Operating cash payments

↑ 115% From
Q3 FY21

↑ 34% From
Q2 FY22

\$4.4m in Q3 FY22

Cash investment into capitalised development software.

Q3 FY22 Cash summary

\$0.5m

Net cash from operating activities



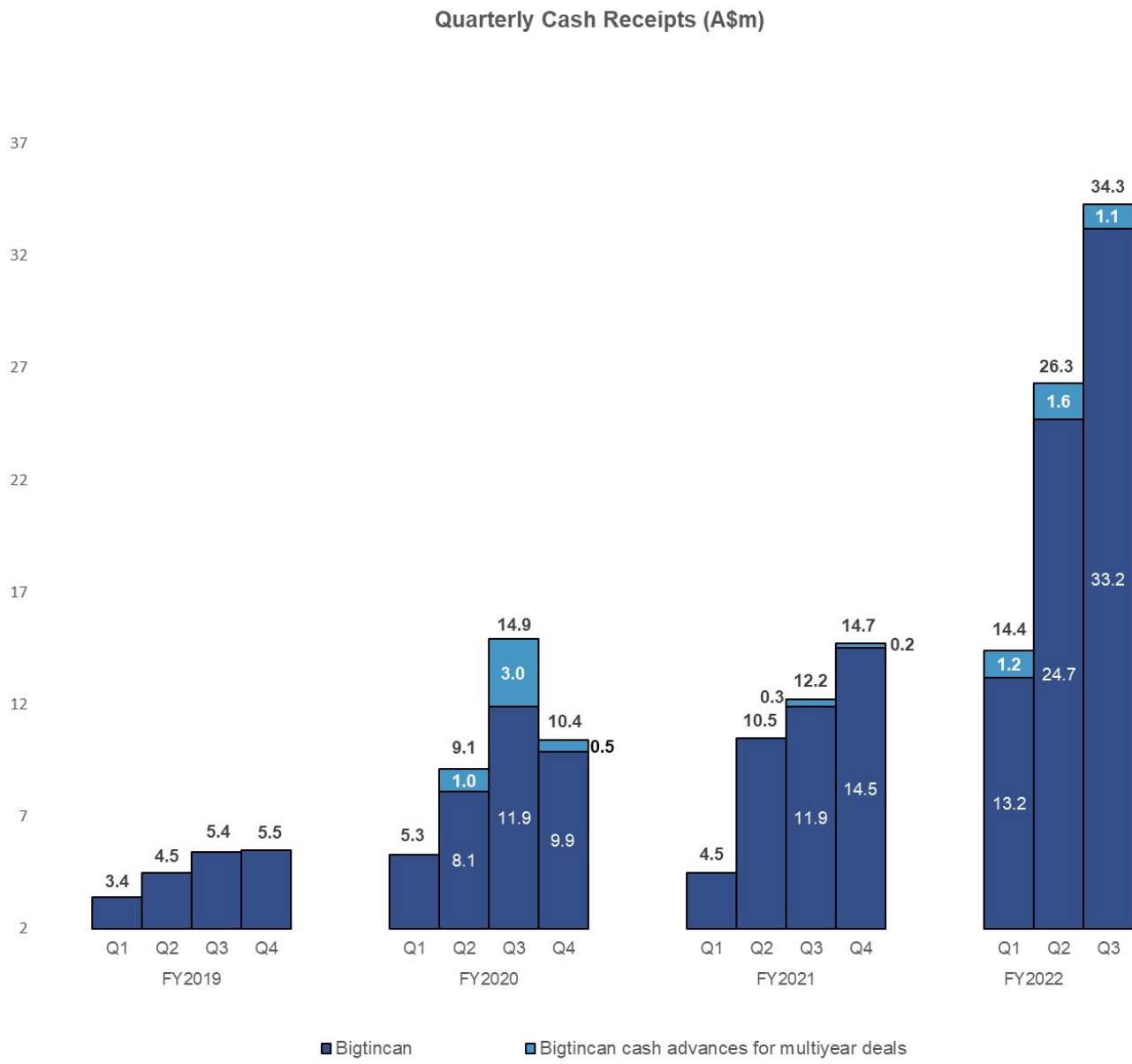
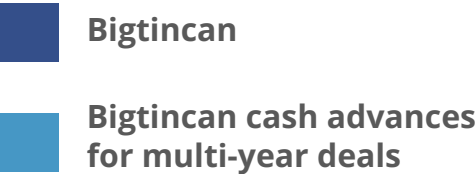
113% from (\$3.3m) From Q3 FY21

\$45.4m

Cash and cash equivalents at end of Q3 FY22

113% improvement of net cash from operating activities YoY: Demonstrating sound cash management and operational efficiency.

Q3 FY22 Cash summary



Q4 FY22 Outlook



New Product Releases

Value added offerings at additional \$/seat to add to existing Hubs model.



Cross Sell/Upsell

Showcasing the benefits of the Brainshark acquisition and growing customer base.



Operating Leverage

Continued focus on improving unit economics and leveraging increased scale.

Thank You

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