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ASX Announcement

30 October 2020

Bigtincan Holdings Ltd September 2020 Quarterly Report & Appendix 4C

Highlights from Operating Activities

- Customer cash receipts of $4.5m in line with Company forecasts.
- Cash operating payments of $11.5m, a decrease of 7% from the previous quarter.
- Cash and cash equivalents of $63.0m at the end of the Reporting Period.
- Summer 2020 Release adding new features across all platforms, with major enhancements to learning/training/coaching technologies designed to assist in remote skill development during the COVID-19 pandemic.
- New wins and expansion in all geographies.
- Market recognition as demonstrated through release of annual Gartner Market Guide.
- Progression on M&A with due diligence completed on Agnitio A/S.

Bigtincan Holdings Limited (ASX:BTH) ("Bigtincan", the "Company"), a global software company providing a leading AI-powered sales enablement automation platform, has today released its Appendix 4C, and is pleased to present commentary on activities in Q1 FY21, to accompany the lodgement of this cash report for the quarter ending 30 September 2020 (the "Quarter", "Reporting Period").

Market Commentary on Impact of Global Pandemic - Digital and Mobility

According to International Data Corporation (IDC) Worldwide Digital Transformation Spending Guide*, spending on the digital transformation of business practices, products, and organizations is predicted to continue at a solid pace, despite challenges presented by the COVID-19 pandemic. This focus on digitization and Bigtincan's unique strength in mobility, provides the Company with opportunities for tailwinds going into FY21. Bigtincan's ability to address counter-cyclical market sectors (life sciences, technology, telecommunications), was demonstrated over the past quarters, with new customers and expansions in Technology, Financial Services and Life Sciences.

During the Quarter, the Company saw no impact on payment terms from enterprise customers, or had extended potential bad debt exposure.

Summer Product Release

During the Quarter Bigtincan conducted a Summer 2020 product release, with this release adding new functionality to the Bigtincan suite of products including;

- Custom automation hook within the Draft and Publish pipeline for Bigtincan Automation, providing customers with a greater level of extensibility, to add custom functionality to drafting and publishing automation, often required in more complex business scenarios.
- An updated UI/UX for Bigtincan Home Screens, elevating the experience in Bigtincan to a new level, and crafted by Bigtincan Office of Design, showcasing the importance of a design led strategy for product experience.
- Enhancements to the Find ability through the platform with new Full Page Search, and PitchBuilder enhancements, enabling users to find content easier and faster, reinforcing the importance of content findability for Bigtincan. More information at the search results level has also been added, including

highlighted pages allowing users to preview pages prior to opening. Web Pitch Builder enables users to create on-the-fly presentations from different files and file types to customize it for their prospects.

- SDK Enhancements - Over 20 new API calls enabling the creation of unique, highly secure add-on features and integrations, eg: HubShare API, Calendar API, Languages API, with new Add-ons available as modules; Notes, tasks, calendar
- Genie Recommender - Recommending the best content to users across any mobile device, utilising machine learning and AI to drive engagement and deliver increased value to users, with the ability to integrate to third party data sources.

Plus industry firsts in the learning/training/onboarding platform that are key needs for a remote learning environment driven by the impact of COVID-19.

These firsts included:

Dynamic Widgets - Powerful filters to personalise and target content to each user with a rules engine integrated into the Dashboard editor creating a consumer solution.

Dynamic Persistent Navigation - Adding ability to tailor the navigation of the app across all applications.

Integrated Course Navigation - Course UI optimizations elevate the experience and create the ultimate remote learning experience for enterprise organizations.

Investors should expect Bigtincan to deliver our Fall Release during Q2 FY20 - a seasonally significant release.

Cash Position and Commentary

Customer cash receipts for the Quarter were $4.5m. This September quarter is typically lower due to seasonality (slower US Summer quarter) and cash receipts are in line with the Company's forecasts. During the Reporting Period, the Company also received $0.5m in Government grants.

Total Operating cash payments for the Quarter were $11.5m, a 7% decrease from Q4 FY20 of $12.3m.

Bigtincan continued its program to fund longer-term development projects, with $1.1m of costs allocated to capitalised software development. These projects are important to the future of the business and are long term strategic programs providing ongoing investments in data science and AI technologies.

Additionally during the Quarter, Bigtincan made a cash payment of $876K to Zunos Technologies Pty Ltd which relates to the third and final earn-out payment for the acquisition in July 2018.

As at 30 September 2020, Bigtincan had $63.0m in cash and cash equivalents, and is well funded to execute on its growth plans.

Customer Wins

In Q1 FY21 Bigtincan announced the new win with Red Bull GmbH for a deployment of Bigtincan software, with a total contract value of $1.8m AUD over 30 months, and an option to extend for a further 60 months.

The software will be used by Red Bull employees and distributors globally to help empower these users for remote onboarding and training, and to help promote and sell Red Bull products in customer facing scenarios on iOS devices and phones/tablets. Bigtincan was chosen in a competitive bid process.

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During the Quarter, Bigtincan continued to win competitive deals including new wins with Atlantic Broadband and TBI Inc. and demonstrated ongoing expansion in existing enterprise customers, with accounts across each geography including Sony Playstation, Germers, Equitable, T-Mobile, and WL Gore.

Market Validation

During the Reporting Period Gartner released its annual report on the state of the market for Sales Enablement with the release of its Market Guide for Sales Enablement Platforms. Bigtincan was recognised as a Representative Vendor of Sales Enablement Platforms in all of the capabilities defined by Gartner for the third consecutive year and listed for the 5th consecutive year.

This demonstrates the ongoing recognition of the Bigtincan technology and business in the market.

A Bigtincan press release on the Guide is available here - https://www.bigtincan.com/company/press-releases/bigtincan-meets-all-capabilities-gartners-market-guide-sales-enablement-third-year/ and Bigtincan is making the Guide available to investors free of charge at our website - https://investor.bigtincan.com

M&A Progress

During the Quarter, Bigtincan continued to work on progressing its pipeline of targeted M&A deals, including the finalisation of the due diligence and integration planning work for Agnitio A/S. Agnitio was successfully closed in early October.

FY21 Progress

Bigtincan remains on track to meet market guidance as provided in the FY20 Full Year Results material.

ABOVE INFORMATION

**https://www.idc.com/getdoc.jsp?containerId=IDC_P32575*

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[1] Bigtincan uses certain measures to manage and report on its business that are not recognised under AAS or IFRS. These measures are collectively referred to under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by ASIC. Annualised Recurring Revenue (ARR) represents contracted, recurring revenue on an annualised basis.

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Appendix 4C

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

Name of entity

Bigtincan Holdings Limited

ABN	**Quarter ended ("current quarter")**
98 154 944 797	**30 SEPTEMBER 2020**

Consolidated statement of cash flows		**Current quarter $A'000**	**Year to date (12 months) $A'000**
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	4,521	4,521
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	-	-
	(c) advertising and marketing	(624)	(624)
	(d) leased assets	-	-
	(e) staff costs	(9,019)	(9,019)
	(f) administration and corporate costs	(1,906)	(1,906)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	36	36
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	465	465
1.8	Other (provide details if material)		
1.9	**Net cash from / (used in) operating activities**	**(6,527)**	**(6,527)**

2.	**Cash flows from investing activities**		
2.1	Payments to acquire:		
	(a) entities	-	-
	(b) businesses	(876)	(876)
	(c) property, plant and equipment	(83)	(83)
	(d) investments	-	-
	(e) intellectual property	(1,054)	(1,054)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-

	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	**Net cash from / (used in) investing activities**	**(2,013)**	**(2,013)**

3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	7	7
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other – Capitalised issue costs	(322)	(322)
3.10	**Net cash from / (used in) financing activities**	**(315)**	**(315)**

4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	71,877	71,876
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(6,527)	(6,527)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2,013)	(2,013)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(315)	(31)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	**Cash and cash equivalents at end of period**	**63,022**	**63,021**

5.	**Reconciliation of cash and cash equivalents** at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	**Current quarter $A'000**	**Previous quarter $A'000**
5.1	Bank balances	**63,021**	71,876

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5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**63,021**	**71,876**

6.	**Payments to related parties of the entity and their associates**	**Current quarter $A'000**
6.1	Aggregate amount of payments to related parties and their associates included in item 1	146
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

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

The above relates to Directors fees paid in the period.

7.	**Financing facilities** *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	**Total facility amount at quarter end $A'000**	**Amount drawn at quarter end $A'000**
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	**Total financing facilities**	-	-

7.5	**Unused financing facilities available at quarter end**	-

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

8.	**Estimated cash available for future operating activities**	**$A'000**
8.1	Net cash from / (used in) operating activities (Item 1.9)	(6,527)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	63,022
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	63,022
8.5	**Estimated quarters of funding available (Item 8.4 divided by Item 8.1)**	9

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

8.6

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

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Answer: n/a

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

Answer: n/a

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

Answer: n/a

Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

Date: 30 October 2020

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

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

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