



ersonal use only

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



ersonal use only

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

**Create the buying
experience of
the future**

**Empower
Sellers**

**Engage
Customers**

Market Update

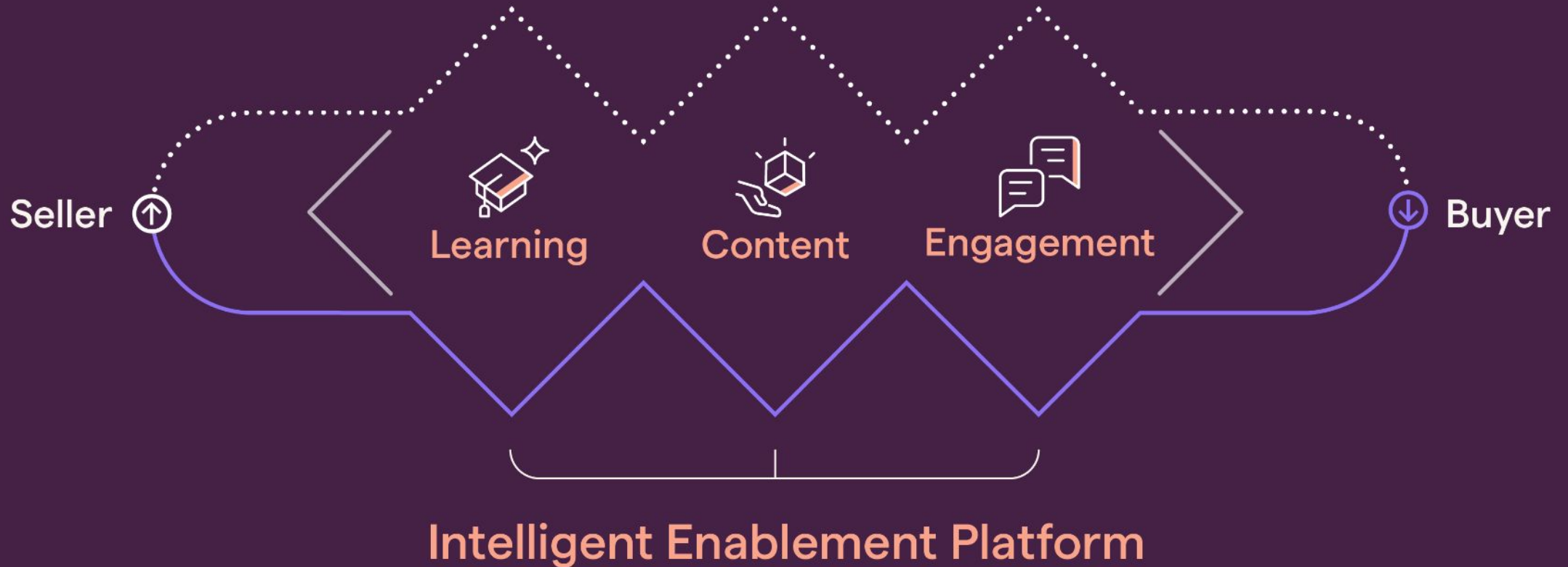
Gold medallist and named leader in the 2022 Sales Enablement Data Quadrant report from SoftwareReviews, a division of IT research and consulting firm Info-Tech Research Group.

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



ersonal use only

Call
intelligence

New Salesforce
integration

Custom
permissions

50

Features shipped

AI
coaching

Delivering
on accessibility

Enhanced
search experience



ersonal use only

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

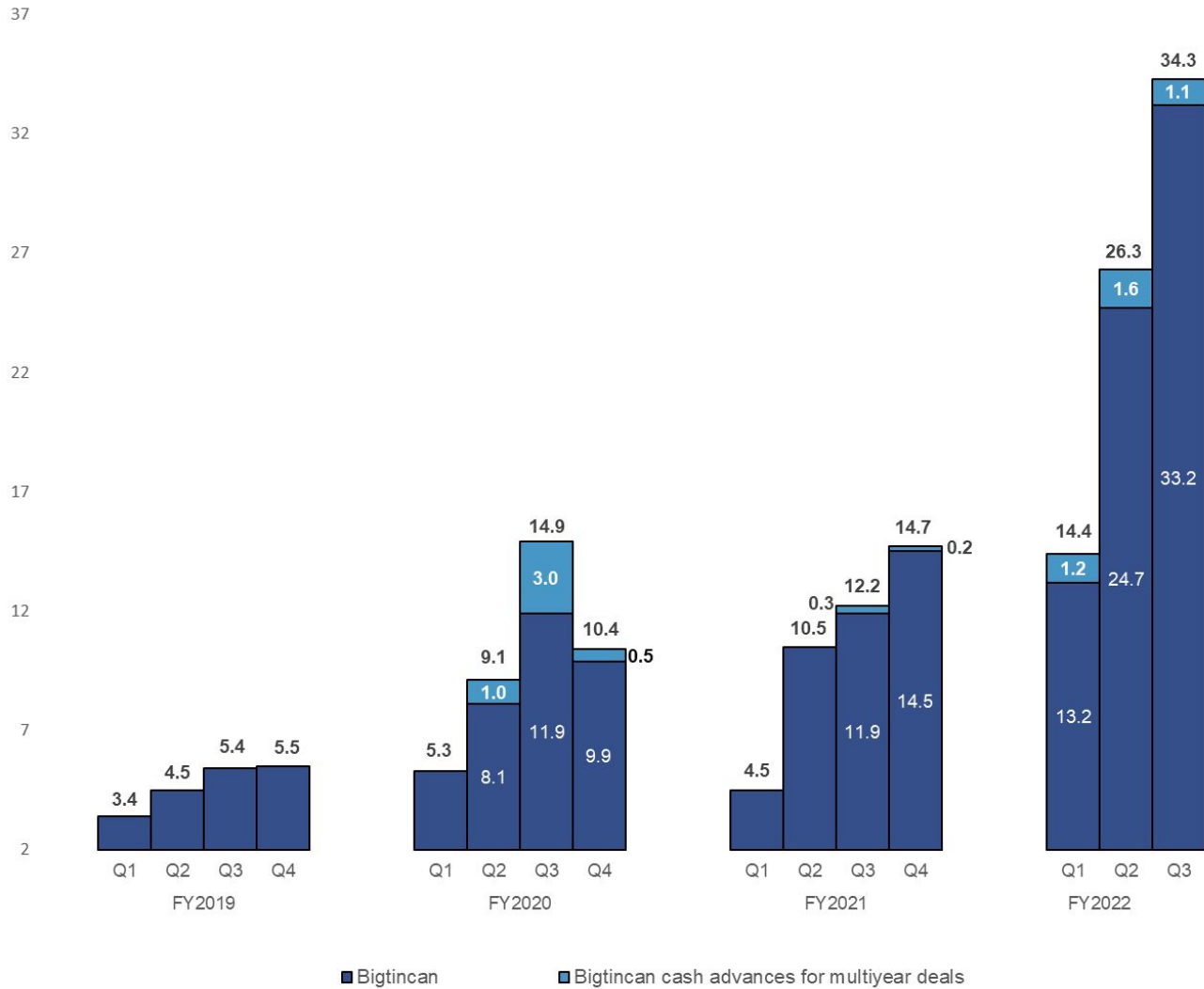
\$45.4m

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

Quarterly Cash Receipts (A\$m)



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

Important Notice and Disclaimer

This presentation is provided by Bigtincan Holdings Limited ACN 154 944 797 (Bigtincan) to provide summary information about Bigtincan and its subsidiaries (the Group). Statements in this presentation are made only as at 28 April 2022 and the information in this presentation remains subject to change without notice. The information in this presentation is of a general nature and does not purport to be complete, is provided solely for information purposes and should not be relied upon by the recipient.

This presentation is not, and does not constitute, or form any part of, an offer to sell or issue, or the solicitation, invitation or recommendation to purchase any securities.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. This presentation does not purport to summarise all information that a recipient should consider when making an investment decision, and should not form the basis of any decision by a recipient.

Recipients should carry out their own investigations and analysis of the Group and verify the accuracy, reliability and completeness of the information contained in this presentation or any other form of communication to which the recipient is permitted access in the course of evaluating an investment in Bigtincan.

No liability

To the maximum extent permitted by law, none of Bigtincan or its respective affiliates or related bodies corporate or any of their respective officers, directors, employees and agents (Related Parties), nor any other person, accepts any responsibility or liability for, and makes no recommendation, representation or warranty concerning, the content of this presentation, Bigtincan, the Group or Bigtincan securities including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of or reliance on any of the information contained in this presentation or otherwise arising in connection with it.

This presentation is not, and does not constitute, or form any part of, an offer to sell or the solicitation, invitation or recommendation to purchase any securities in the United States and neither this presentation nor anything contained herein shall form the basis of any contract or commitment. This presentation may not be distributed or released in the United States. Securities may not be offered or sold in the United States unless such securities are registered under the U.S. Securities Act of 1933, as amended (U.S. Securities Act) or in a transaction exempt from, or not subject to, the registration requirements of the U.S. Securities Act and any other applicable securities laws. Any public offering of securities in the United States would be made by means of a prospectus that would be obtained from the issuer or selling security holder and that would contain detailed information regarding the company and management, as well as financial statements. Each institution or person that reviews this presentation will be deemed to represent that each such institution or person is not in the United States.

The distribution of this presentation may be restricted by law. Persons who come into possession of this presentation should seek advice and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

Not financial product advice

Reliance should not be placed on the information or opinions contained in this presentation. This presentation is for informational purposes only and is not a financial product or investment advice or recommendation to acquire Bigtincan securities and does not take into consideration the investment objectives, financial situation or particular needs of any particular investor.

You should make your own assessment of an investment in Bigtincan and should not rely on this presentation. In all cases, you should conduct your own research of Bigtincan and the Group and analysis of the financial condition, assets and liabilities, financial position and performance, profits and losses, prospects and business affairs of Bigtincan, the Group and its business, and the contents of this presentation. You should seek legal, financial, tax and other advice appropriate to your jurisdiction.

Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Future performance

This presentation contains certain forward-looking statements with respect to the financial condition, operations and business of the Group and certain plans and objectives of the management of Bigtincan. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "believes", "estimates", "anticipates", "expects", "predicts", "intends", "plans", "goals", "targets", "aims", "outlook", "guidance", "forecasts", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts.

Such forward looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of the Group to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding the Group's present and future business strategies and the political and economic environment in which the Group will operate in the future, which may not be reasonable, and are not guarantees or predictions of future performance. No representation is made that any of these statements or forecasts will come to pass or that any forecast result will be achieved, or that there is a reasonable basis for any of these statements or forecasts.

Forward-looking statements speak only as at the date of this presentation and to the full extent permitted by law, Bigtincan, the Lead Manager and their respective affiliates and related bodies corporate and each of their respective Related Parties and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).

Financial data

All figures in the presentation are A\$ unless stated otherwise.

Financial Information

Any pro forma and forecast financial information provided in this presentation is for illustrative purposes only and do not represent a forecast or expectation as to the Group's future financial condition and/or performance. This document has been prepared at a time where the review of financial information contained in this presentation has not been completed and accordingly, you should only rely on any forecast or expectation as to the Group's future financial condition and/or performance that is contained in a prospectus or other offering document which may be issued by Bigtincan in connection with any offer of Bigtincan securities.