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# 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





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# 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.

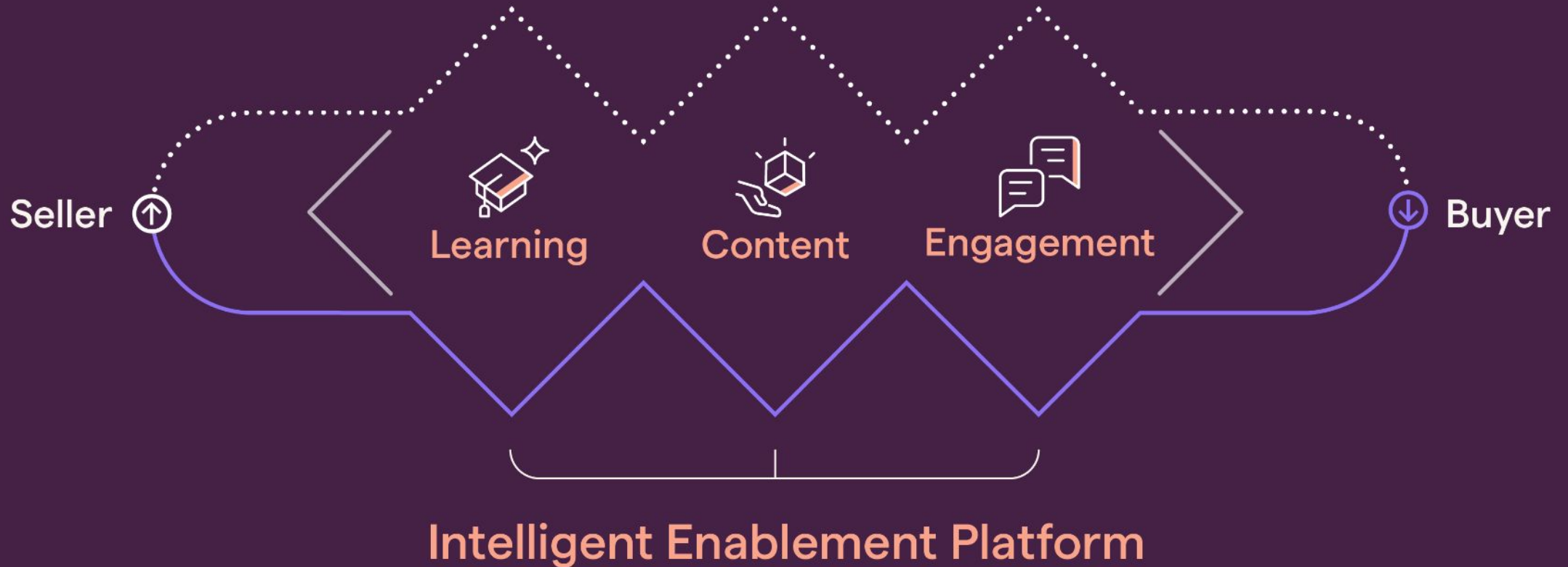
The award is based on the collective knowledge of real users and placement is based on satisfaction with product features, vendor experience, capabilities, and emotional sentiment. Bigtincan received an 8.9 out of 10 composite score, which represents the complete and aggregated satisfaction score from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

Bigtincan awarded 7th consecutive Stevie Award





# The buying experience of the future



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Call  
intelligence

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New Salesforce  
integration

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Custom  
permissions

50

Features shipped

AI  
coaching

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Delivering  
on accessibility

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Enhanced  
search experience





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# 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

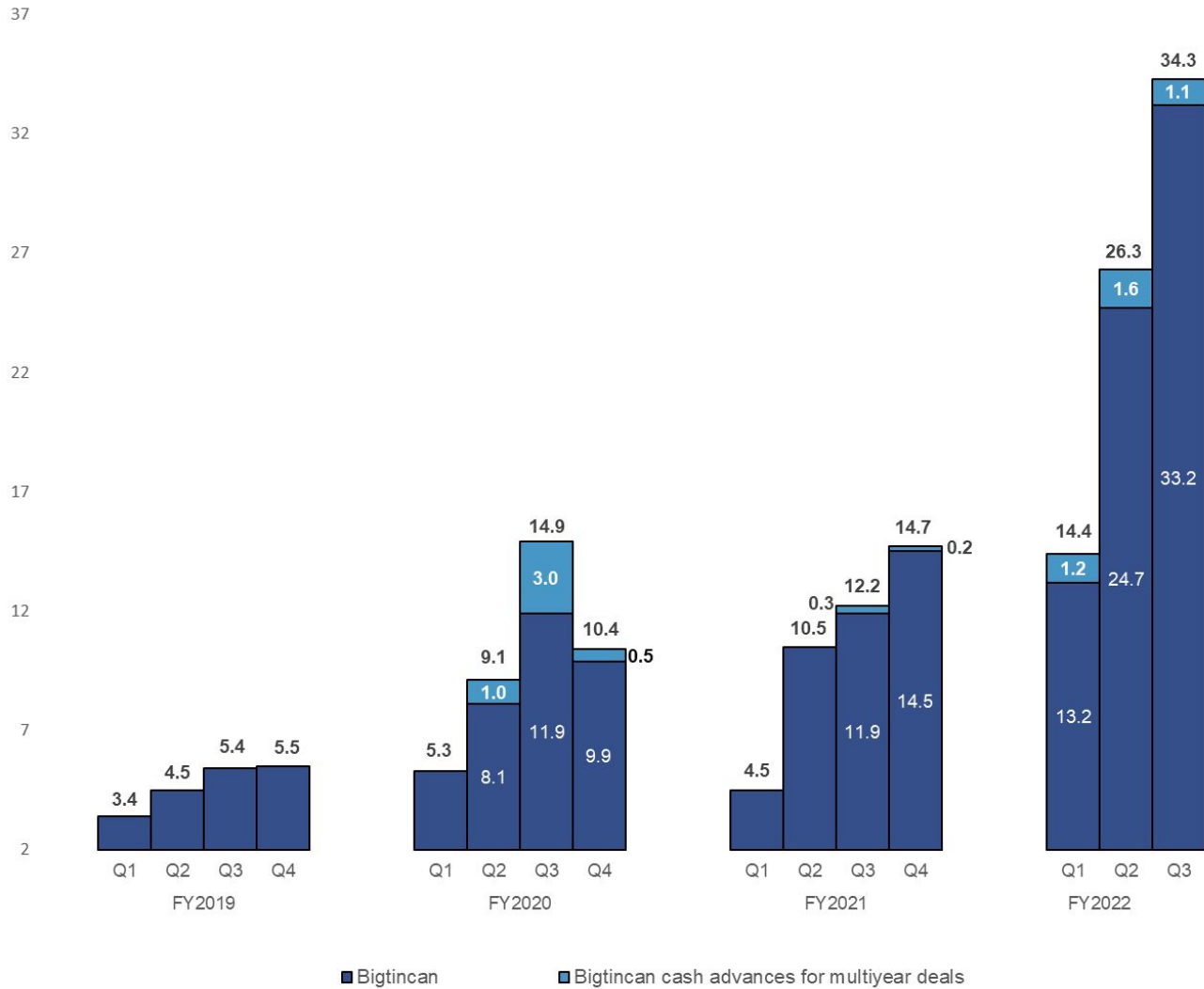
**\$45.4m**

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



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