



Bigtincan Holdings Limited

Q4 FY22 Appendix 4C & Quarterly Report Briefing

David Keane, CEO and Co-founder
Stefan Teulon, Chief Product Officer
Cyril Desouza, Global Financial Controller

27 July 2022

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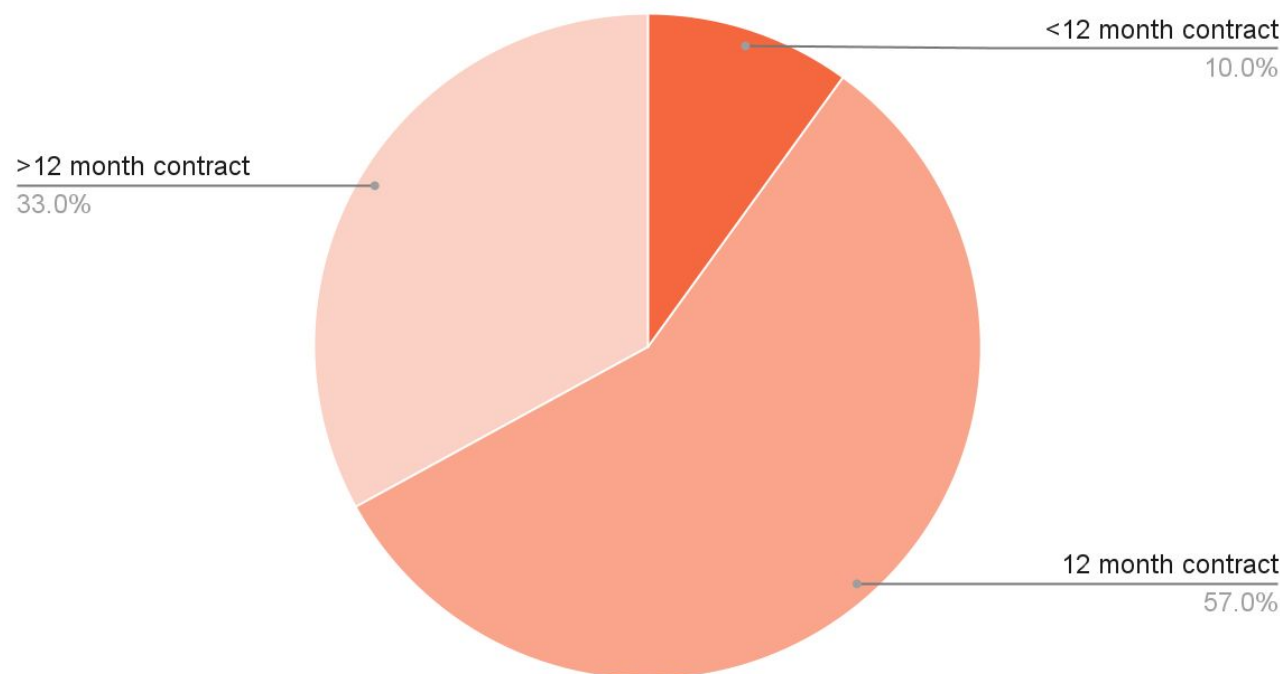
Q4 FY22 Cash Flow Highlights

- Total cash receipts **increased 113%** to \$31.3m from Q4 FY21.
- **Cash operating payments of \$31.2m** inclusive of costs related to the Brainshark integration program.
- **Third consecutive operating cash positive** quarter.
- **\$39.3m cash and cash equivalents** as at 30 June 2022.

Q4 FY22 Trading Highlights & Outlook

- **ARR > \$120m** shows the benefits of the enterprise customer base.
- **Increase** in longer term contracts → increased revenue certainty.
- **New customer wins and expansions**
- Expected to report maiden **Adjusted EBITDA positive full year** results for FY22
- **On track** to meet or exceed **\$109m revenue for FY22**
- Expected **cash flow breakeven** to be achieved in FY23.

ARR by Contract Length June 2022



Technology Update

Stefan Teulon, Chief Product Officer

Our vision

Help the world's best brands create the
Buying Experience of the Future
for their customers

Platform Releases

Learning Hub

- Updated user experience
- New Course Catalog Experience
- In progress curriculum indicators

Content Hub

- Content Hub v5.9.3

Engagement Hub

- Updated user experiences
- Conversational intelligence analytics
- Updated customer engagement features

↑ **75 features**

Shipped in Q4

Patent Coverage

Content Management

4 patents + 1 New

Remote Communication

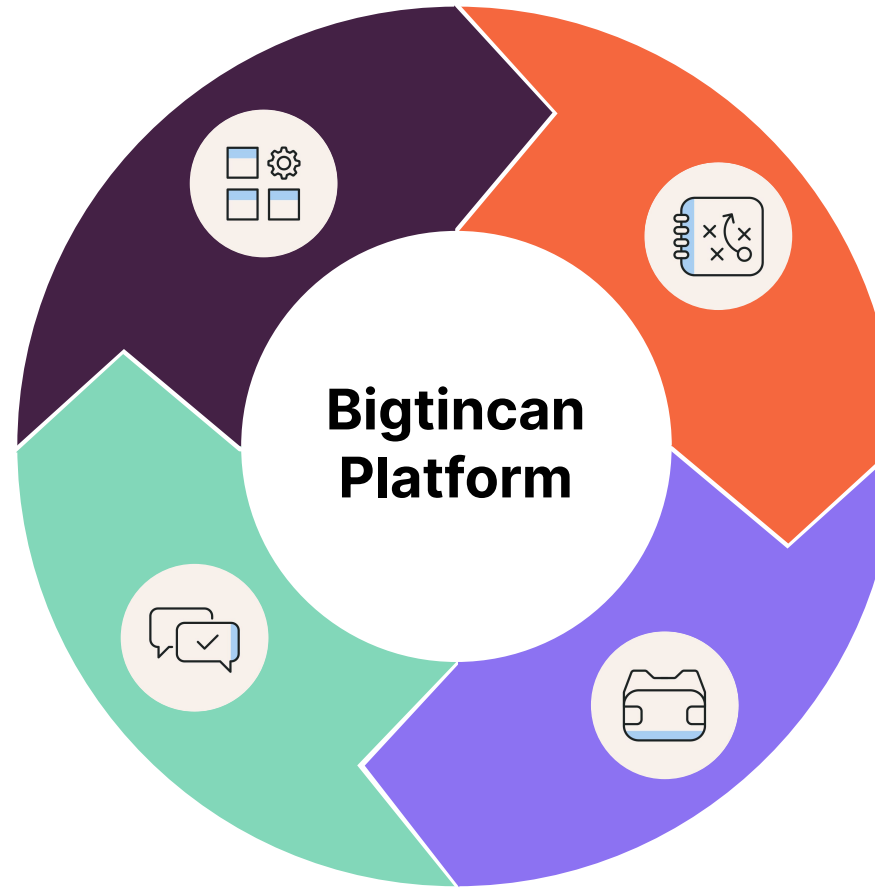
7 patents

Training / Coaching

1 patents

AR/VR

3 patents



Finance Update

Cyril Desouza, Global Financial Controller

Q4 FY22 Cash Summary

Cash receipts and payments

\$31.3m

Customer cash receipts



113%

From
Q4 FY21



9%

From
Q3 FY22

\$31.2m

Operating cash payments



113%

From
Q4 FY21



8%

From
Q3 FY22

Q4 FY22 Cash summary

\$49k

**Net cash from
operating activities**

~\$0.8m of Brainshark
integration investments
included in the QTR

**\$4.7m
in Q4 FY22**

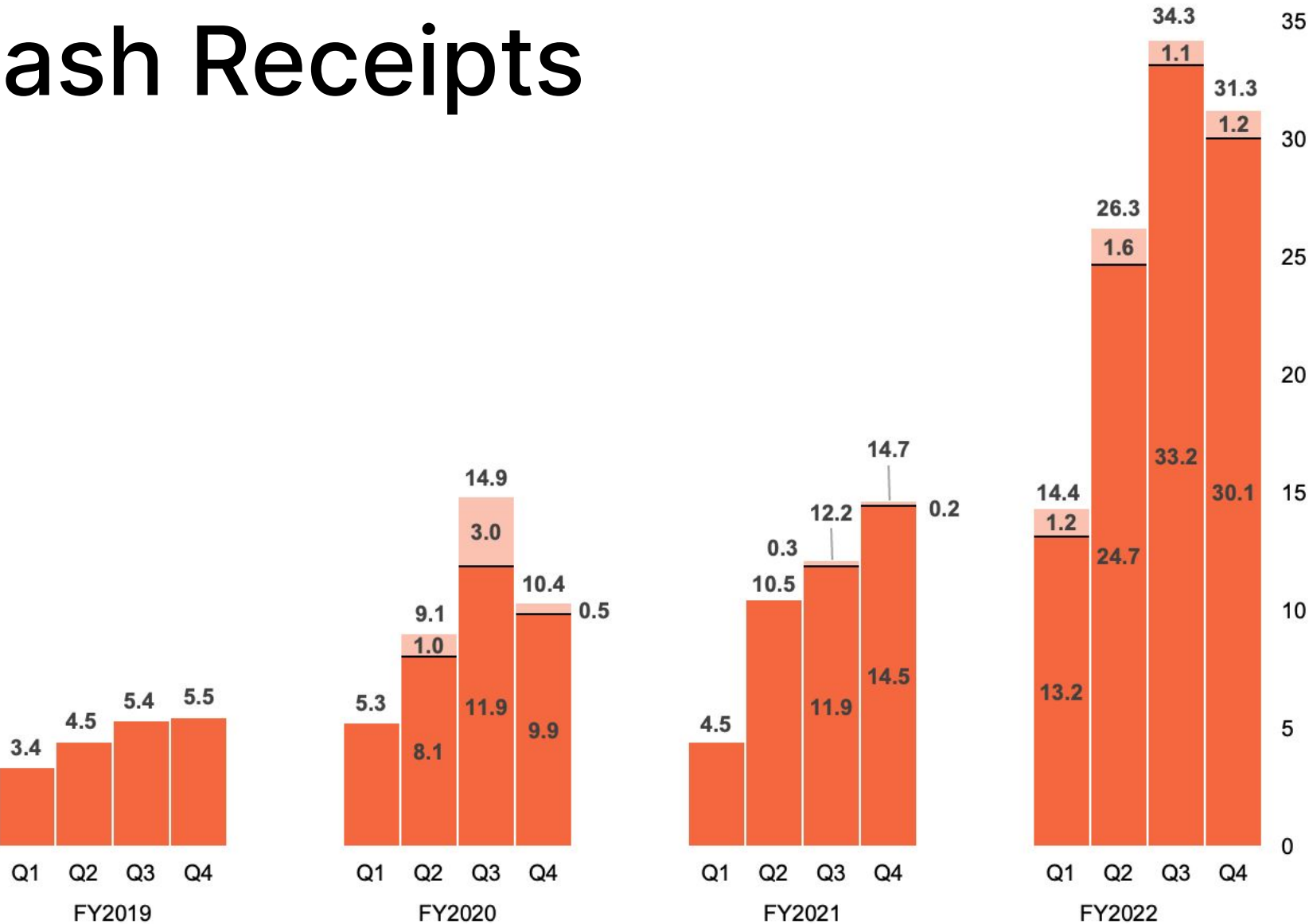
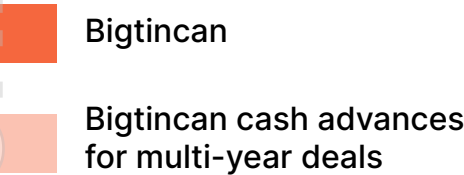
Cash investment into
capitalised development
software

\$39.3m

Cash and cash equivalents at
end of Q4 FY22

Quarterly Cash Receipts

(A\$m)



Looking ahead



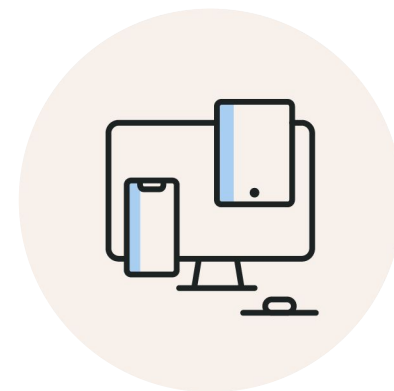
Cash Flow

Cash Flow Breakeven to be achieved in FY23



FY22 Adj EBITDA*

Positive result with increase over 1H FY22



Technology Innovation

Continued focus on innovation to drive cross sell and expansion

* Adjusted EBITDA includes adjustments for acquisition, share based payments and one-off items and abnormal FX impacts.



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