



# Bigtincan Holdings Limited

Q1 FY23 Appendix 4C & Quarterly Report Briefing

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**Cyril Desouza, Global Financial Controller**

27th October 2022

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# Cash Flow Highlights

- **Total quarterly customer cash receipts of \$37.7m**, an increase of 162% vs Q1 FY22, and a record - up 20% Qtr on Qtr from \$31.3m in Q4 FY22.
- **Cash operating payments of \$37.5m** inclusive of costs related to one off severances and associated costs of \$2.8m.
- **Fourth consecutive operating cash positive** quarter.
- **\$35.3m cash and cash equivalents** as at 30 September 2022.

Q1 FY23

# Market Update

- 2022 Sammy Award Winner, Product of the Year, and the only sales enablement platform in the category.
- Software Reviews Champion - again.
- Gartner Market Guide shows Bigtincan's ongoing recognition and competitive strength.
- New logo wins in Q1 included: HSA Insurance, Assurant, XPO Logistics, eBay.
- Expansion deals in Q1 included: Cisco, Convatech, Anaplan, Cigna, Farmers, Fidelity, Seagate, Google and Allurion.

Reports available at [bigtincan.com](https://bigtincan.com)



Gartner®



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## Bigtincan Recognized In 2022 Gartner® Market Guide for Revenue Enablement Platforms For Seventh Consecutive Year

Bigtincan Delivers Holistic Solution That Meets Evolving Customer Needs

Waltham, Mass - August 24, 2022 - Bigtincan (ASX:BTI), the global leader in sales enablement automation, today announced it has been recognized as a Representative Vendor of Revenue Enablement Platforms in the 2022 Gartner Market Guide for Revenue Enablement Platforms[1] for the seventh consecutive year.

Gartner segments the revenue enablement platform market into eight capability categories. The categories include digital content management, training, coaching, analytics and engagement, integration and platform, machine learning (ML),

“

**By 2026, 65% of B2B sales organizations will transition from intuition-based to data-driven decision making,** using technology that unites workflow, data and analytics... Gartner continues to see double digit revenue growth for the sales enablement market.”

1 Year Anniversary

# Brainshark Acquisition

- Product
- Teams
- Systems
- Commercial benefits
  - Revenue
  - NPAT
  - Retention

**34% increase**

in User Sessions time across the Learning Hub compared to pre-acquisition.

**97% increase**

in My Enrollments system usage.

**Increase in the usage of key functions shows the benefit of the Bigtinca Design System:**

**650% increase**

in Search usage

**90% increase**

in filters usage

# Technology Update

Stefan Teulon, Chief Product Officer

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Our vision

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

# Platform Releases

## Learning Hub

- Deeper integration of Brainshark and Content Hub
- Expanded UI updates in the new modernised Brainshark experience including content UI views
- Additional accessibility support

## Content Hub

- Hub Share Rooms available for all users
- New APIs available for file management

## Engagement Hub

- Platform updates to enable enhanced 3rd party integrations
- Launch of new controls for Meeting hosts

↑ **56 features & enhancements**

Shipped in Q1





Bigtincan™

# Better together.

- Apple Mobility Partner Program charter member since 2015
- Our joint solution helps people do their best work
- Consumers brought the iPhone to Enterprise
- And now better together on MacOS Ventura

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# Finance Update

Cyril Desouza, Global Financial Controller

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# Q1 operating cash flow since FY20


<b>\$m</b>	<b>Q1 FY20</b>	<b>Q1 FY21</b>	<b>Q1 FY22</b>	<b>Q1 FY23</b>
Customer Receipts	5.3	4.5	14.4	37.7
Net cash from/ (used in) operating activities	(2.5)	(6.5)	(4.9)	0.3

# Q1 FY23 Operating Cash Summary

**\$37.7m**


Customer cash receipts


 **162%** From  
Q1 FY22

 **20%** From  
Q4 FY22

**\$37.5m**

Operating cash payments

 **94%** From  
Q1 FY22

 **20%** From  
Q4 FY22



# Q1 FY23 Overall Cash Summary

**\$0.3m**

**Net cash from  
operating activities**

Operating cash spend  
included \$2.8m in one off  
severance and business  
adjustment costs in the  
Quarter

**\$3.5m**

**capitalised R&D  
in Q1 FY23**

Reduced from \$4.7m  
in Q4 FY22

**\$35.3m**

Cash and cash equivalents  
at end of Q1 FY23

# Looking ahead



## **FY23 Outlook**

On track for FY23 guidance



## **Market Development**

Individual productivity  
driving market growth and  
multi-Hub sales



## **Technology Innovation**

Continued focus on  
innovation to drive cross-sell  
and expansion



Scan with your phone  
camera then select the  
AR button to see a 3D  
object in your space



# Thank you



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