



Bigtincan Holdings Limited

Q1 FY23 Appendix 4C & Quarterly Report Briefing

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

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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.

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



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Gartner®



Bigtincan™

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 Bigtincan Design System:

650% increase

in Search usage

90% increase

in filters usage

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

- 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



Q1 operating cash flow since FY20


\$m	Q1 FY20	Q1 FY21	Q1 FY22	Q1 FY23
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





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Thank you



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