

ASX Announcement

28th April 2020

Bigtincan Investor Briefing to discuss March 2020 Quarterly Report and Appendix 4C

*New customer wins with focus on operations and cost management,
delivering strong cash position, reaffirmation of FY20 guidance.*

Bigtincan Holdings Limited (ASX: BTH) (“Bigtincan”, the “Company”), a global software company providing a leading AI-powered sales enablement automation platform, is pleased to invite investors to join CEO, David Keane, for a presentation on the Company’s March 2020 Quarterly Report and Appendix 4C.

To register your interest please email Investor Relations Manager, Jane Morgan on:

jm@janemorganmanagement.com.au

Date: Wednesday, 29 April 2020

Time: 8:30am (AEST)

After registering, you will receive a confirmation email with further details about joining the webinar.

We encourage participants to send through questions to jm@janemorganmanagement.com.au by 5pm (AEST) Tuesday 28 April 2020.

Highlights from Operating Activities

- Customer cash receipts increased 178% to \$14.9m, from the March 2019 quarter of \$5.4m.
- Cash operating payments increased 63% to \$11.1m, against \$6.8m for the previous corresponding quarter.
- Bigtincan had \$31.5m in cash and cash equivalents at the end of the March Quarter.
- New wins with Fortune 500 companies delivered in the quarter, including DXC.
- Bigtincan introduced its community program offering a coronavirus awareness toolkit and working remotely awareness course, to aid companies embracing working from home and showcase the power of its mobile first solution.
- During the Quarter the Company reviewed its operations, adjusted the operating cost base, and focussed on efficiency and productivity in sales and marketing, product development and general administration across the Company’s global operations in light of the global pandemic.
- Bigtincan reaffirmed guidance for FY20, and remains on track to deliver 30-40% organic revenue growth, with stable retention in FY20 as demonstrated by new wins and ongoing market execution.

Authorised for release by Tom Amos, Chairman of Bigtincan Holdings Limited.

Further Information:

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About Bigtincan

Bigtincan (ASX:BTH) helps sales and service teams increase win rates and customer satisfaction. The company's mobile, AI-powered sales enablement automation platform features the industry's premier user experience that empowers reps to more effectively engage with customers and prospects and encourages team-wide adoption. Leading brands including AT&T, Thermo Fisher, Merck, ANZ Bank and others rely on Bigtincan to enhance sales productivity and fuel customer engagement. With global sales and marketing headquartered in Boston, Bigtincan also has offices across EMEA, Australia and Asia. To discover more about how your organization can benefit from the Bigtincan Hub platform, please visit www.bigtincan.com or follow @bigtincan on Twitter.

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