

RELEASE | Bigtincan Holdings Limited (ASX:BTH) Offer Closes Oversubscribed Raising, A\$12 million

Highlights

- Bigtincan Holdings' IPO closes oversubscribed, raising A\$12 million
- Initial Public Offer 100% fully underwritten by Baillieu Holst
- Lead manager Baillieu Holst, co-manager Foster Stockbroking
- Supported by a select number of institutional and retail investors
- Bigtincan commences trading Friday, 24 March 2017 with ticker code "BTH"

Friday, 24 March 2017: Boston-based SaaS company Bigtincan Holdings Limited (ASX:BTH) ("Bigtincan" or "the Company") is pleased to announce its 100% fully underwritten initial public offer (IPO) has closed oversubscribed, raising A\$12 million. Subject to ASX approvals and satisfaction of listing conditions, the Company should begin trading on the Australian Securities Exchange (ASX) Friday, 24 March 2017 under the ticker code "BTH."

About Bigtincan Hub™ - the product: Bigtincan's software as a service (SaaS) application platform is known as "Bigtincan Hub" and has been conceived, designed and delivered with a focus on the mobile revolution taking place in the enterprise. Bigtincan Hub is an artificial intelligence powered and secure solution for mobile workforces that enables sales and service organisations and their employees to better engage and win with customers. Bigtincan Hub works on all major mobile platforms (iOS, Android, Windows, and Blackberry, as well as Windows desktop, Mac desktop and Apple WatchOS), has been translated into 17 languages and is currently deployed in over 35 countries.

Bigtincan's successful business model is based on:

- Already in excess of 300 paying enterprise customers with 100,000 licenses globally and a proven presence in the US market
- Yearly revenue growth (MRR) in excess of 45%
- A single product focus delivered via software as a service ("SaaS") model
- Founded in Sydney, its operational HQ in Boston, with a strong market presence in the USA for more than three years delivering proven go-to-market traction - now further expanding the US team
- Recognised US market-leading technology driven by innovative global engineering team
- High gross margin - approximately 85% for CY2017 - based on core technology ownership
- Established as a significant thought leader and well positioned in the early stages of a very large and growing total addressable market.

Bigtincan's IPO has been supported by a select number of institutional and professional retail investors. Bigtincan's 176.3 million shares were priced at \$0.26, giving the company a market capitalisation of \$45.9 million at the offer price, with an enterprise valuation of 2.89 x EV/CY 2017 forecast revenue.

Bigtincan's strengthened balance sheet will provide working capital as the Company continues to further accelerate sales growth in North America and EMEA. Additional product development and innovation continues. As a listed entity on the ASX, Bigtincan will also benefit from improved governance and balance sheet flexibility.

Bigtincan Co-Founder and Chief Executive Officer David Keane: "On behalf of the Board, our shareholders and our talented, hard-working employees, we are delighted to have closed our offer oversubscribed and to be listing on the ASX.

The successful completion of this capital raising ensures we move forward rapidly with our expansion plans. We welcome all our new shareholders as we build momentum as a listed company.

Bigtincan has an exciting future and we look forward to updating the market on developments as we secure key milestones."

Bigtincan Holdings Limited (ASX:BTH)

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About Bigtincan Holdings Limited

Bigtincan Holdings Limited (ASX:BTH) is a Boston-based software company that helps sales and service teams increase win rates and customer satisfaction. Major corporations rely on Bigtincan to enhance sales and service productivity at every customer interaction. Bigtincan operates around the world with offices across Australia, Asia and EMEA. To discover more about Bigtincan, please visit www.bigtincan.com

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