

ASX Release

10 October 2017

Bigtincan Holdings Ltd September Quarterly Report and Appendix 4C

Bigtincan Holdings Limited ('Bigtincan') is a leading provider of sales enablement and enterprise mobility software with operations in United States, Japan, Australia and 14 other countries. Bigtincan has continued to grow and deliver sales enablement solutions that improve sales efficiency, increasing conversion rates and wins while lowering costs for our customers.

Operations

During the September 2017 quarter, Bigtincan continued to execute on its IPO plan growing revenue, customer base and users. The Company expanded business with existing customers including ADP and Becton Dickinson, and won new customers in a range of vertical markets including Abiomed and Cyrolife in life sciences, financial services and telecommunications, as well as a range of smaller customers.

In August, Bigtincan confirmed a major new win in the USA for deployment through 2017 of the Bigtincan Hub product on up to 23,000 iPads across 5,500 locations. The Company anticipates that this opportunity will grow with additional sales through CY2018.

The US-focused sales team was further expanded adding resources to our Chicago, Illinois team to target the US mid-west market.

The pipeline of sales opportunities continues to strengthen.

Commentary to Appendix 4C

Net cash and cash equivalents increased by \$0.6 million from \$11 million as at June 30, 2017 to \$11.6 million as at September 30, 2017 due to expected revenue seasonality and pre-payments for licenses. The net cash burn continued to decrease in line with Prospectus forecasts for CY2017.

Business Commentary

Bigtincan remains on track to achieve IPO forecasts for CY2017. Revenue growth, expenditures and the strategic positioning of the Bigtincan Hub product in the market remain consistent with Company plans.

Analysis of key operating metrics was recently posted in the September 29 Annual Report for FY2017.

Based on forecast revenue growth, \$11.6 million in the bank and current market conditions, at this time, Bigtincan does not foresee a need to raise further capital for operations in the ordinary course of business.

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+ See chapter 19 for defined terms

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Quarterly report for entities subject to Listing Rule 4.7B

APPENDIX 4C- SEPTEMBER 2017 QUARTERLY CASH FLOW

Name of entity

Bigtincan Holdings Limited

ABN

98 154 944 797

Quarter ended ("current quarter")

30 September 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	4,766	4,766
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(686)	(686)
(d) leased assets	-	-
(e) staff costs	(3,072)	(3,072)
(f) administration and corporate costs	(452)	(452)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	49	49
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	40	40
1.8 Other	-	-
1.9 Net cash from / (used in) operating activities	645	645
2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(19)	(19)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-



Quarterly report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(19)	(19)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other		
	(a) Capitalised IPO issue costs	-	-
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	11,021	11,021
4.2	Net cash from / (used in) operating activities (item 1.9 above)	645	645
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(19)	(19)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-

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Quarterly report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	11,647	11,647

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	11,647	11,021
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	11,647	11,021

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Current quarter \$A'000
164
-

For the quarter ended 30 September 2017, payments to non-executive directors for fees and salaries to executive directors totalling \$163,768 were made.

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

Current quarter \$A'000
-
-



Quarterly report for entities subject to Listing Rule 4.7B

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	(390)
9.4 Leased assets	-
9.5 Staff costs	(3,150)
9.6 Administration and corporate costs	(450)
9.7 Other	
9.8 Total estimated cash outflows	(3,990)

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

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Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here:
(Director/Company secretary)

Date: October 10, 2017.

Print name: Mark Theodore Ohlsson.

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

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