

ASX Announcement

27 February 2018

1st Half FY2018 Results Announcement

Bigtincan continues to grow revenue, channel partner expansion and market depth

Bigtincan Holdings Limited (**ASX: BTH**) is pleased to announce its financial results for the half year ended 31 December 2017 (1HFY18). Key highlights included:

- Monthly Recurring Revenue (MRR) growth of 43% to \$1,065,000, demonstrating the ongoing effectiveness of Bigtincan's SaaS-based business model and channel partner-centric go-to-market strategy.
- Deferred revenue growth of 104% to \$7.4M over 6 months and a total of \$9.9M over 24 months, in part from a lengthening of customer contract commitments.
- Working capital position improved with cash at bank steady at \$11.4M, reflecting some multi-year contract advanced payments, and accounts receivable at \$4.6M.
- Continued development of Bigtincan's market leading technology with new releases across all key platforms and Bigtincan Hub winning the 2017 SIIA CODiE industry award for the Best Sales Enablement Platform.
- Expansion of partner relationships with the addition of Verizon Wireless and other channels which brought Bigtincan's market coverage to 27 partners across 4 continents.
- Ongoing customer expansion in life sciences, telecommunications, technology and retail sectors.

Commenting on the result, Bigtincan CEO David Keane said "Over the past 6 months, we have seen continued strength in the sales enablement marketplace for Bigtincan with new customer wins, expanded channel partnerships, new technology releases and a continued focus on strengthening our position in the global markets in which Bigtincan operates."

Financial highlights for the Period 1HFY18

- Subscription and support revenue increased by 44% compared to 1HFY17 showing a consistent 45% CAGR since 2015.
- Total revenue increased by 40% compared to 1HFY17 following subscription revenue in a consistent manner.
- Gross margin has improved for the 6 months to 85% showing ongoing cloud scale benefits.
- Deferred revenue to be recognised within 12 months grew by 104% indicating the overall lengthening of customer contracts.
- Net Loss increased 20% to \$3.2M due to investment with cash staying steady from 2HFY17 at \$11.4M.

Key operational milestones achieved

Bigtincan was recognized by leading IT consulting firm Gartner in its 2017 Market Guide for Digital Content Management for Sales and won the 2017 SIIA CODiE award for Best Sales Enablement Platform against leading global competition showing the strength of the core technology platform.

Bigtincan's announcement of the partnership with Verizon Wireless during the half continued the focus on growing the business into new areas that expand Bigtincan's access to new markets and customers. With the addition of Verizon and other partners added during the half, Bigtincan now has 27 partners in place across 4 continents.

The acquisition of Israeli-based Contondo enhanced Bigtincan's AI intellectual property with a powerful ontology to classify content on its platform. The addition to Bigtincan of Contondo's data science team and IP is seen as a valuable component in its strategy of strengthening its market leading solutions.

FY18 Strategic Priorities

Bigtincan remains focussed on developing its business along the 4 core pillars of growth summarised in the IPO Prospectus:

Strengthening market leading solutions - continuing leadership in the market with new product releases that provide more value-added capabilities to customers, whilst reviewing the market to identify opportunities to expand technology base.

Expanding relationships with channels - supporting channels with technical and sales support resources, and tools to drive expanded sales.

Encouraging third party development programs - through launching developer programs and support systems to grow our partner ecosystem and expand Bigtincan Add-ons to create easy way for customers to extend and expand their use of Bigtincan.

Expanding sales and marketing capability - Grow channel and direct teams in market sectors not yet covered whilst reviewing the market for opportunities to expand customers base in key sectors, market areas, and geographic territories.

To learn more about Bigtincan and Bigtincan Hub, visit www.bigtincan.com or read the 2017 Gartner "Market Guide for Digital Content Management for Sales" report at www.bigtincan.com/blog/thank-you-gartner/

Additional Information

Investor Briefing

The Company will host a briefing for investors and analysts at 11.00am (AEDT) on 27 February 2018.

To pre-register for the briefing and avoid a queue while calling, please register at the following link: <https://services.choruscall.com.au/diamondpass/bigtincan-689608-invite.html>

If you are unable to pre-register, at the time of the call please dial one of the numbers below and provide the **conference ID: 689608** to the operator.

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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, ThermoFisher, Merck, ANZ Bank and others rely on Bigtincan to enhance sales productivity at every customer interaction. 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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