

**ASX Release**  
31 October 2018

## Bigtincan Holdings Ltd March Quarterly Report and Appendix 4C

Bigtincan Holdings Limited ('Bigtincan') is pleased to present commentary on activities in Q1 FY19 to accompany the lodgement of this Appendix 4C cash report for Q1 FY19.

Bigtincan is a leading provider of sales enablement and enterprise mobility software providing an integrated platform for driving the performance of customer facing workers.

During this quarter Bigtincan continued to execute on its growth strategy, winning new customers, extending global channel partners, as well as completing the acquisition of Zunos Technologies Pty Ltd. Zunos, together with the recently announced acquisition of FatStax, LLC, bring new capabilities to the Bigtincan solution. The integration of these technologies to create a unified Bigtincan product offering add further capabilities which solve the end to end needs of users in the world's largest enterprise customers.

### Highlights

- **Revenue growth continuing on track against previously committed growth targets.**
- **Cash receipts from operations for the quarter of \$3.412m (up 36% pcp excluding multi-year payments received pcp.)**
- **Cash balances at 30 September 2018 of \$18.7m (up 70% pcp) including cash from recent capital raising for use on acquisitions and acquisition-related integration spending.**
- **Excluding acquisition-related and integration costs, underlying operating expenses were in line with forecast.**
- **New product launch of Bigtincan for Salesforce which opens up a new market for the Bigtincan technology for potential use by the 150,000 business customers of Salesforce.com.**
- **Business expansion through integration of acquisitions brings new team members in Sydney, Brisbane, Melbourne, San Francisco, and Denver.**

### Customer Wins

During the quarter, the company continued its land and expand program with new wins across the world including the following leading Fortune 500 companies;

- Eaton Corp (Manufacturing)
- EMC Corporation (Technology)
- Prudential Insurance (Insurance)
- Deloitte (Accounting)
- Cushman Wakefield (Real estate)

With the continued addition of new technology and products from the Bigtincan development teams as well as those added through recent acquisitions, Bigtincan is well positioned to continue to win new customers, add additional revenue generating offerings to grow customer deal size and be further embedded into customer facing teams.

### Cash Position and Commentary

Cash receipts of \$3.412m were up 35% over the previous period (pp). However, whilst down 28% over the previous corresponding period (pcp) in absolute terms they were up 36% pcp excluding multi-year payments received. Total underlying spend for the June quarter was \$4.6m after excluding costs related to acquisitions and acquisition integration and a one-off ATO payment arrangement which was historically offset against R&D credits.

Underlying operating costs excluding acquisition and acquisition integration related costs were in line with expectations as Bigtincan continues to see leverage from its sales, marketing and technology support expenditure. Bigtincan expects to see integration costs from announced acquisitions become normalised by end FY19.

During the quarter, investing activities included the acquisition of Zunos Technologies Pty Limited which resulted in a cash payment of \$3.25m.

At the end of the quarter Bigtincan Holdings had cash of \$18.5m and is well capitalized to fund the continued growth strategy of the Company to achieve its objective of maintaining at least 35%-40% year on year revenue growth.

### Product Releases

During the quarter, Bigtincan released its newest product - Bigtincan for Salesforce - created using data science technology from the Contondo Inc acquisition completed in 2017. Bigtincan for Salesforce is a new initiative that brings content recommendations to Salesforce.com's 150,000+ business customers using AI technology. This new solution allows Bigtincan to sell to a new set of customers in the mid-market who need an easy to implement solution that doesn't require complex 'tag' based setup, as well as adding value to existing Bigtincan enterprise customers. More information on Bigtincan for Salesforce is available at <http://www.bigtincan.com>.

In addition, Bigtincan released updates to products delivering improved performance, new security updates and additional functional capabilities as part of the ongoing innovation and customer needs focused development program during the quarter including enhancements to core mobile apps and cloud system improvements as part of the company's commitment to continuing innovation.

### Growing Global Presence and Ongoing Market Validation of the Bigtincan Solution

In the quarter, Bigtincan participated in the world's leading events for sales enablement including a major presence at Dreamforce in San Francisco where Bigtincan for Salesforce was announced, and events with Sirius Decisions in the USA and UK promoting the Bigtincan solution to over 170,000 attendees in total from more than 100 countries.

Bigtincan was selected by Forrester research as a Strong Performer in its category and has been recognised by Gartner Research as having all the capabilities needed to address the sales enablement market.

In their report Gartner<sup>2</sup> note "**Bigtincan is one of the best-established DCMS and sales enablement platform vendors in this market, offering a comprehensive set of DCMS capabilities in Bigtincan Hub product. It has sold to a diverse set of verticals, including high tech, life sciences, manufacturing and retail.**" Full details from the report are available at the Gartner website <https://goo.gl/nqEFZJ>

Bigtincan's solution was further validated during the quarter when Bigtincan won the MarTech Breakthrough Award for Best Sales Enablement.

The Zunos acquisition expanded Bigtincan's global presence by adding resources in Sydney, Brisbane and Melbourne in Australia, and San Francisco and Denver in the USA.

### Completion of SPP

During the quarter, as part of its recent capital raising, the share purchase plan received support from shareholders with the company receiving and accepting applications totalling \$871,747 resulting in the issue of 2,490,649 shares.

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[1] Bigtincan uses certain measures to manage and report on its business that are not recognised under AAS or IFRS. These measures are collectively referred to under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by ASIC. Annualised Recurring Revenue (ARR) represents contracted, recurring revenue on an annualised basis.

[2] Gartner uses the acronym DCMS to represent Digital Content Management for Sales – an acronym for Sales Enablement

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Quarterly report for entities subject to Listing Rule 4.7B

APPENDIX 4C- SEPTEMBER 2018 QUARTERLY CASH FLOW

Name of entity

<b>Bigtincan Holdings Limited</b>	
<b>ABN</b>	<b>Quarter ended ("current quarter")</b>
98 154 944 797	30 September 2018

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	3,418	3,418
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	-	-
(c) advertising and marketing	(617)	(617)
(d) leased assets	-	-
(e) staff costs	(4,859)	(4,859)
(f) administration and corporate costs	(1,328)	(1,328)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	44	44
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	151	151
1.8 Other	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(3,189)</b>	<b>(3,189)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(63)	(63)
(b) businesses (see item 10)	(3,250)	(3,250)
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-

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<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
(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)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(3,313)</b>	<b>(3,313)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	872	872
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 issue costs	(18)	(18)
<b>3.10 Net cash from / (used in) financing activities</b>	<b>854</b>	<b>854</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	24,175	24,175
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(3,189)	(3,189)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(3,313)	(3,313)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	854	854
4.5 Effect of movement in exchange rates on cash held	-	-
<b>4.6 Cash and cash equivalents at end of quarter</b>	<b>18,528</b>	<b>18,528</b>

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5. <b>Reconciliation of cash and cash equivalents</b> 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	18,528	24,175
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
<b>5.5 Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>18,528</b>	<b>24,175</b>

**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**

189

-

For the quarter ended 30 September 2018, payments to directors for fees and salaries of \$189,331 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**

-

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8. <b>Financing facilities available</b> <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. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	(720)
9.4 Leased assets	-
9.5 Staff costs	(4,950)
9.6 Administration and corporate costs	(690)
9.7 Other	
<b>9.8 Total estimated cash outflows</b>	<b>(6,360)</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity	Zunos Technologies Pty Ltd	-
10.2 Place of incorporation or registration	Australia	-
10.3 Consideration for acquisition or disposal	\$3.25m	-
10.4 Total net assets	Purchase price allocation pending	-
10.5 Nature of business	Software	-

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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 31<sup>st</sup>, 2018.

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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