

## ASX Announcement

26th August 2020

### FY20 Results Announcement

#### ***Bigtincan achieves revenue growth of 56% and LTV growth of 70% vs FY19***

**Bigtincan Holdings Limited (ASX:BTH) ('Bigtincan', the 'Company')**, a global software company providing a leading AI-powered sales enablement automation platform, has today released its Appendix 4E and is pleased to present commentary on activities for the 2020 Financial Year ("FY20"), to accompany the lodgement of results for the full year ending 30 June 2020.

Key highlights (% vs FY19) include:

- Annualised Recurring Revenue (ARR) up 53% to \$35.8m.
- Revenue Growth of 56% to \$31m, including organic growth of 38% at the top end of guidance range.
- Retention up 2% to 89%.
- Subscription revenue grew 57% to \$29.5m.
- Lifetime Value grew 70% from \$112m to \$270m.
- Completion of three acquisitions (Veelo, Asdeq Labs, XINN) provided key add on technology, new markets and expert teams that added value to the Bigtincan business.
- The Company adapted to the global pandemic with a focus on Bigtincan team members, customers and key verticals as the impact of the pandemic became more understood.

**Commenting on the result, Bigtincan CEO, David Keane, said:** "FY20 was a successful year for Bigtincan as the Company continued to grow through the pandemic, with a focus on enterprise customers and on our technology, to take advantage of the tailwinds of digital and mobility adoption that are impacting the world."

"During FY20, Bigtincan won the coveted CODiE Award for best sales enablement automation platform and continued its growth path with key metrics growing strongly, including ARR growth of 53% over last year, retention up to 89%, subscription revenue up 57%, and LTV up 70% demonstrating efficient growth with LTV/CAC at 3.9."

"Bigtincan conducted three acquisitions - adding tech, people, and vertical market expertise to the company - the biggest year in our history for acquisitions, and the Company is well funded to execute on accretive acquisitions that are in the pipeline for FY21."

"The Company also grew to over 160 people - spread across three continents - with 50% of our team dedicated to product development and innovation."

During FY20 Bigtincan added \$12.6m in ARR from expansion and new logo enterprise deals, which included some of the world's leading household name brands showcasing the Company's ability to win in a global market.

A detailed results review presentation has been uploaded to the ASX today to accompany this release.

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### Product and Technology

During FY20 Bigtincan added over 100 features and new capabilities to its platforms across 5 major operating environments. The Company continued its ongoing commitment to market leadership with technology teams continuing to build value over the long term, ensuring Bigtincan's products continue to lead the sales enablement market, enabling differentiation to win more new and expanded enterprise business.

During FY20 Bigtincan received continued marketplace recognition for both technology innovation and customer wins both through analysts like Gartner, Forrester and Aragon where Bigtincan was well regarded in key reports covering the space, and through industry awards including CODiE, Martech, Stevie and Mobile Star awards.

### Acquisitions

During FY20 Bigtincan announced the acquisition of XINN for document automation in the financial services market, Asdeq Labs for their core content processing and forms technology, and Veelo for their inside sales and guided selling enablement approach.

These companies added to the core Bigtincan platform, joining other acquisitions completed in 2018 and 2017, that have provided value to the Company in future periods.

Bigtincan's acquisition strategy builds the long term value proposition, adding to the product roadmap for many years into the future, and form a key part of Bigtincan's plans for the future.

Bigtincan informed investors of its intention to continue to accretively acquire companies in line with the Company's stated M&A criteria for the FY21 period, driven by an existing and well funded M&A program, and a range of market forces favourable to Bigtincan that meet the four stated acquisition criteria;

- 1) **Positive financial impact** - recurring revenue generated through subscription and support services of cloud based software (SaaS), accretive revenue versus Bigtincan's revenue multiple, revenue and cost synergies realised over time.

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- 2) **Complementary technology** - acquisitions that add key technology that can help expedite the Company roadmap or bring unique technology that can grow Bigtincan's land and expand model
- 3) **People** - addition of highly capable people with technical and product expertise and good cultural fit that can add value to Bigtincan.
- 4) **Complementary gotomarket strategy and customer base** - expand the Bigtincan offering to existing clients, entry into new market vertical and geographies or further penetration into an existing arena and upsell/cross-sell Bigtincan product into target company customer base.

### Capital Raising

Bigtincan conducted two capital raising events during FY20, raising \$20m in September 2019 as part of an acquisition focussed capital raising program, and \$42.5m in May 2020 to ensure that the Company was well placed for the impact of the pandemic and to be able to take advantage of opportunities for M&A and other strategic actions. As a result of these activities Bigtincan has a strong balance sheet and is well funded to build and execute its plans in FY21 and beyond.

Full details are available on the ASX website and [investor.bigtincan.com](http://investor.bigtincan.com)

### FY21 Outlook

Whilst the medium to long term impact of the pandemic is uncertain, Bigtincan enters FY21 in a strong position with a leading technology platform and pipeline of innovations for FY21 and beyond, an established and growing gotomarket team and a well funded M&A program.

Bigtincan provides the following guidance for FY21:

- Annualised Recurring Revenue of \$49-53m
- Revenue of \$41-44m for FY21 with stable retention.

### FY20 RESULTS BRIEFING

Following the release of Bigtincan results for the 12 months ending 30 June 2020, the Company will be hosting a briefing for investors and analysts at 9.00am (AEST) on 26 August 2020, as per the details below.

#### Details of the event are as follows:

**Event:** Bigtincan Holdings Limited FY20 Investor Webinar

**Presenters:** Chief Executive Officer and Co-founder, David Keane, Chief Operating Officer, Vivian Stewart and Global Financial Controller, Cyril Desouza

**Date and Time:** Wednesday 26th August at 9.00am AEST

**Where:** Zoom Webinar - details to be provided upon registration

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To register your interest for the webinar please click through to the link below:

[https://us02web.zoom.us/webinar/register/WN\\_mfSlf5KCQLaWHDmiGTXjEA](https://us02web.zoom.us/webinar/register/WN_mfSlf5KCQLaWHDmiGTXjEA)

After registering your interest, you will receive a confirmation email with information about joining the webinar. Participants will be able to submit questions via the panel throughout the presentation, however we encourage shareholders and investors to send through questions via email beforehand to [jm@janemorganmanagement.com.au](mailto:jm@janemorganmanagement.com.au)

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To learn more about Bigtincan and Bigtincan Hub, visit [www.bigtincan.com](http://www.bigtincan.com) or read the 2018 Gartner "Market Guide for Digital Content Management for Sales" report available for download [here](#).

\*Annualised Recurring Revenue (ARR) represents contracted, recurring revenue on an annualised basis.

All amounts are AUD. Retention numbers exclude acquisition related impacts.

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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](http://www.bigtincan.com) or follow @bigtincan on Twitter.

Authorised for release to the ASX by Tom Amos, Chairman of Bigtincan Holdings Ltd.

### Further Information

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