

Bigtincan Holdings Limited

Q1 FY23 Appendix 4C & Quarterly Report Briefing

David Keane, CEO and Co-founder Stefan Teulon, Chief Product Officer Cyril Desouza, Global Financial Controller 27th October 2022

Q1 FY23

Cash Flow Highlights

- Total quarterly customer cash receipts of \$37.7m, an increase of 162% vs Q1 FY22, and a record up 20% Qtr on Qtr from \$31.3m in Q4 FY22.
- Cash operating payments of \$37.5m inclusive of costs related to one off severances and associated costs of \$2.8m.
- → Fourth consecutive operating cash positive quarter.
- → **\$35.3m cash and cash equivalents** as at 30 September 2022.

Q1 FY23

Market Update

- 2022 Sammy Award Winner, Product of the Year, and the only sales enablement platform in the category.
- → Software Reviews Champion again.
- Gartner Market Guide shows Bigtincan's ongoing recognition and competitive strength.
- New logo wins in Q1 included: HSA Insurance, Assurant, XPO Logistics, eBay.
- Expansion deals in Q1 included: Cisco,
 Convatech, Anaplan, Cigna, Farmers, Fidelity,
 Seagate, Google and Allurion.

Reports available at bigtincan.com





Bigtincan Recognized In 2022 Gartner® Market Guide for Revenue Enablement Platforms For Seventh Consecutive Year

Bigtincan Delivers Holistic Solution That Meets Evolving Customer Needs

Waltham, Mass – August 24, 2022 – Bigtincan (ASXIBTH), the global leader in sales enablement automation, today announced it has been recognized as a Representative Vendor of Revenue Enablement Platforms in the 2022 Gartner Market Guide for Revenue Enablement Platforms[1] for the seventh consecutive year.

Gartner segments the revenue enablement platform market into eight capability categories. The categories include digital content management, training, coaching, analytics and engagement, integration and platform, machine learning (ML),



By 2026, 65% of B2B sales organizations will transition from intuitionbased to data-driven decision making,

using technology that unites workflow, data and analytics... Gartner continues to see double digit revenue growth for the sales enablement market."

1 Year Anniversary

Brainshark Acquisition

- Product
- Teams
- → Systems
- Commercial benefits
 - → Revenue
 - → NPAT
 - → Retention

34% increase

in User Sessions time across the Learning Hub compared to pre-acquisition.

97% increase

in My Enrollments system usage.

Increase in the usage of key functions shows the benefit of the Bigtincan Design System:

650% increase

in Search usage

90% increase in filters usage

Technology Update

Stefan Teulon, Chief Product Officer

Our vision

Help the world's best brands create the

Buying Experience of the Future

for their customers

Technology Update Platform Releases

Learning Hub

- → Deeper integration of Brainshark and Content Hub
- Expanded UI updates in the new modernised
 Brainshark experience including content UI views
- Additional accessibility support

Content Hub

- → Hub Share Rooms available for all users
- → New APIs available for file management

Engagement Hub

- Platform updates to enable enhanced
 3rd party integrations
- → Launch of new controls for Meeting hosts

156 features & enhancements

Shipped in Q1



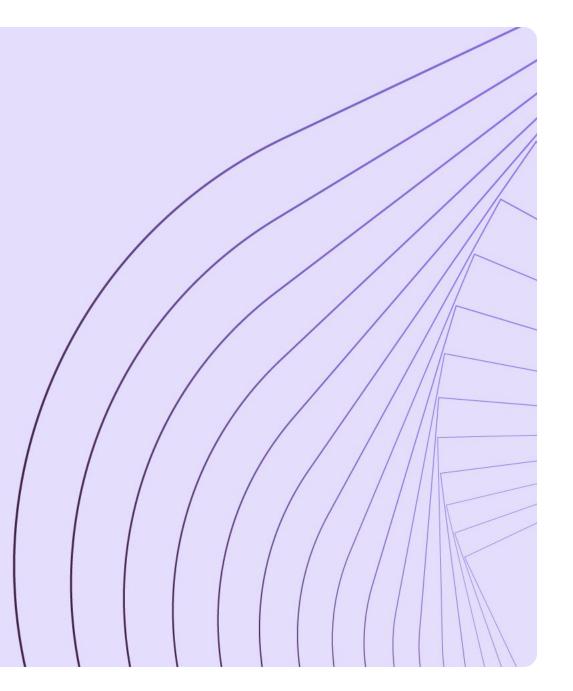
Better together.

- → Apple Mobility Partner Program charter member since 2015
- → Our joint solution helps people do their best work
- → Consumers brought the iPhone to Enterprise
- → And now better together on MacOS Ventura



Finance Update

Cyril Desouza, Global Financial Controller



Q1 operating cash flow since FY20

\$m	Q1 FY20	Q1 FY21	Q1 FY22	Q1 FY23
Customer Receipts	5.3	4.5	14.4	37.7
Net cash from/ (used in) operating activities	(2.5)	(6.5)	(4.9)	0.3

Q1 FY23 Operating Cash Summary

\$37.7m

Customer cash receipts

\$37.5m

Operating cash payments

 162% From Q1 FY22
 20% From Q4 FY22 **94%** From Q1 FY22

20% From Q4 FY22

Q1 FY23 Overall Cash Summary

\$0.3m Net cash from operating activities

Operating cash spend included \$2.8m in one off severance and business adjustment costs in the Quarter \$3.5m capitalised R&D in Q1 FY23

Reduced from \$4.7m in Q4 FY22

\$35.3m

Cash and cash equivalents at end of Q1 FY23

Looking ahead







FY23 Outlook

On track for FY23 guidance

Market Development

Individual productivity driving market growth and multi-Hub sales

Technology Innovation

Continued focus on innovation to drive cross-sell and expansion



Scan with your phone camera then select the AR button to see a 3D object in your space





Thank you

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