



# Bigtincan Holdings Limited

Q4 FY22 Appendix 4C & Quarterly Report Briefing

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**Cyril Desouza, Global Financial Controller**

27 July 2022

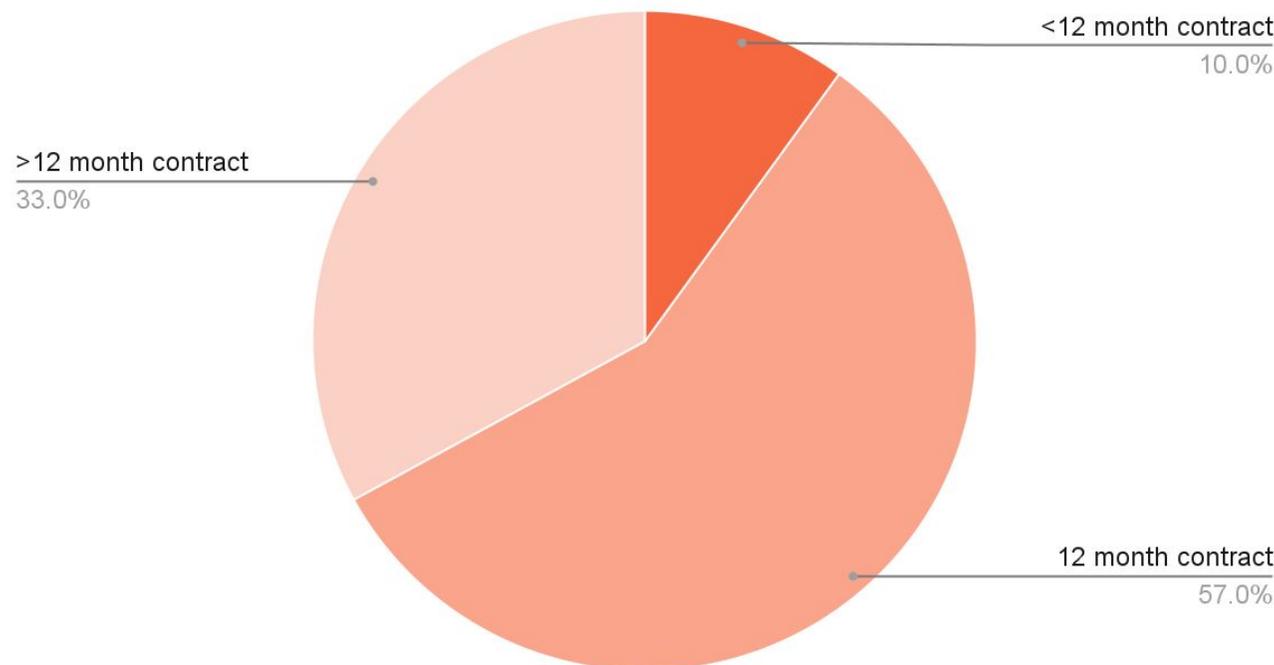
# Q4 FY22 Cash Flow Highlights

- Total cash receipts **increased 113%** to \$31.3m from Q4 FY21.
- **Cash operating payments of \$31.2m** inclusive of costs related to the Brainshark integration program.
- **Third consecutive operating cash positive** quarter.
- **\$39.3m cash and cash equivalents** as at 30 June 2022.

# Q4 FY22 Trading Highlights & Outlook

- **ARR > \$120m** shows the benefits of the enterprise customer base.
- **Increase** in longer term contracts → increased revenue certainty.
- **New customer wins and expansions**
- Expected to report maiden **Adjusted EBITDA positive full year** results for FY22
- **On track** to meet or exceed **\$109m revenue for FY22**
- Expected **cash flow breakeven** to be achieved in FY23.

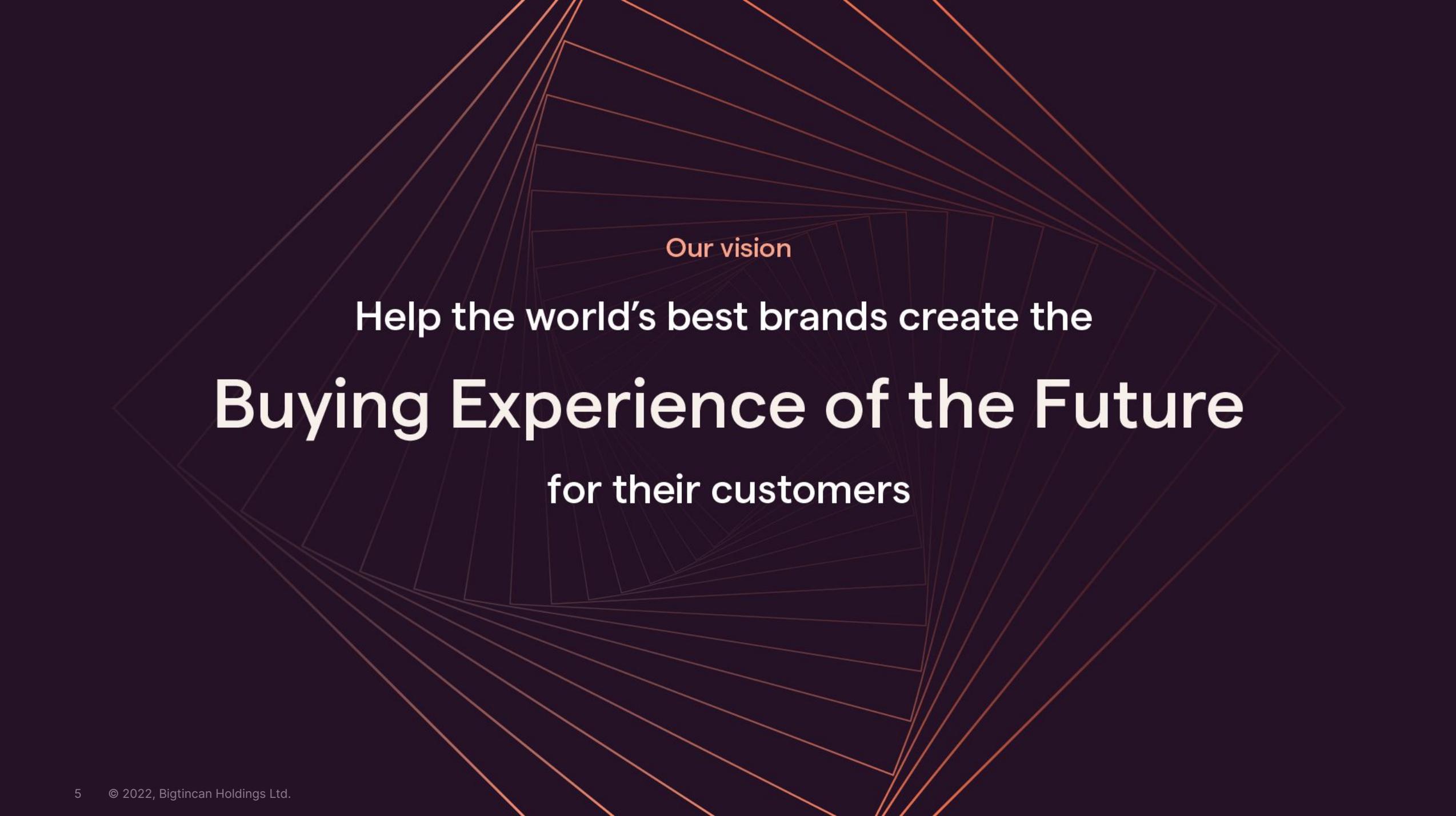
ARR by Contract Length June 2022



# Technology Update

Stefan Teulon, Chief Product Officer

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Our vision

Help the world's best brands create the  
**Buying Experience of the Future**  
for their customers

# Platform Releases

## Learning Hub

- Updated user experience
- New Course Catalog Experience
- In progress curriculum indicators

## Content Hub

- Content Hub v5.9.3

## Engagement Hub

- Updated user experiences
- Conversational intelligence analytics
- Updated customer engagement features

 **75 features**

Shipped in Q4

# Patent Coverage

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## Content Management

4 patents + 1 New

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## Remote Communication

7 patents



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## Training / Coaching

1 patents

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## AR/VR

3 patents

# Finance Update

Cyril Desouza, Global Financial Controller

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# Q4 FY22 Cash Summary

Cash receipts and payments

**\$31.3m**

Customer cash receipts

↑ **113%** From  
Q4 FY21

↓ **9%** From  
Q3 FY22

**\$31.2m**

Operating cash payments

↑ **113%** From  
Q4 FY21

↓ **8%** From  
Q3 FY22

# Q4 FY22 Cash summary

**\$49k**

**Net cash from  
operating activities**

~\$0.8m of Brainshark  
integration investments  
included in the QTR

**\$4.7m**

**in Q4 FY22**

Cash investment into  
capitalised development  
software

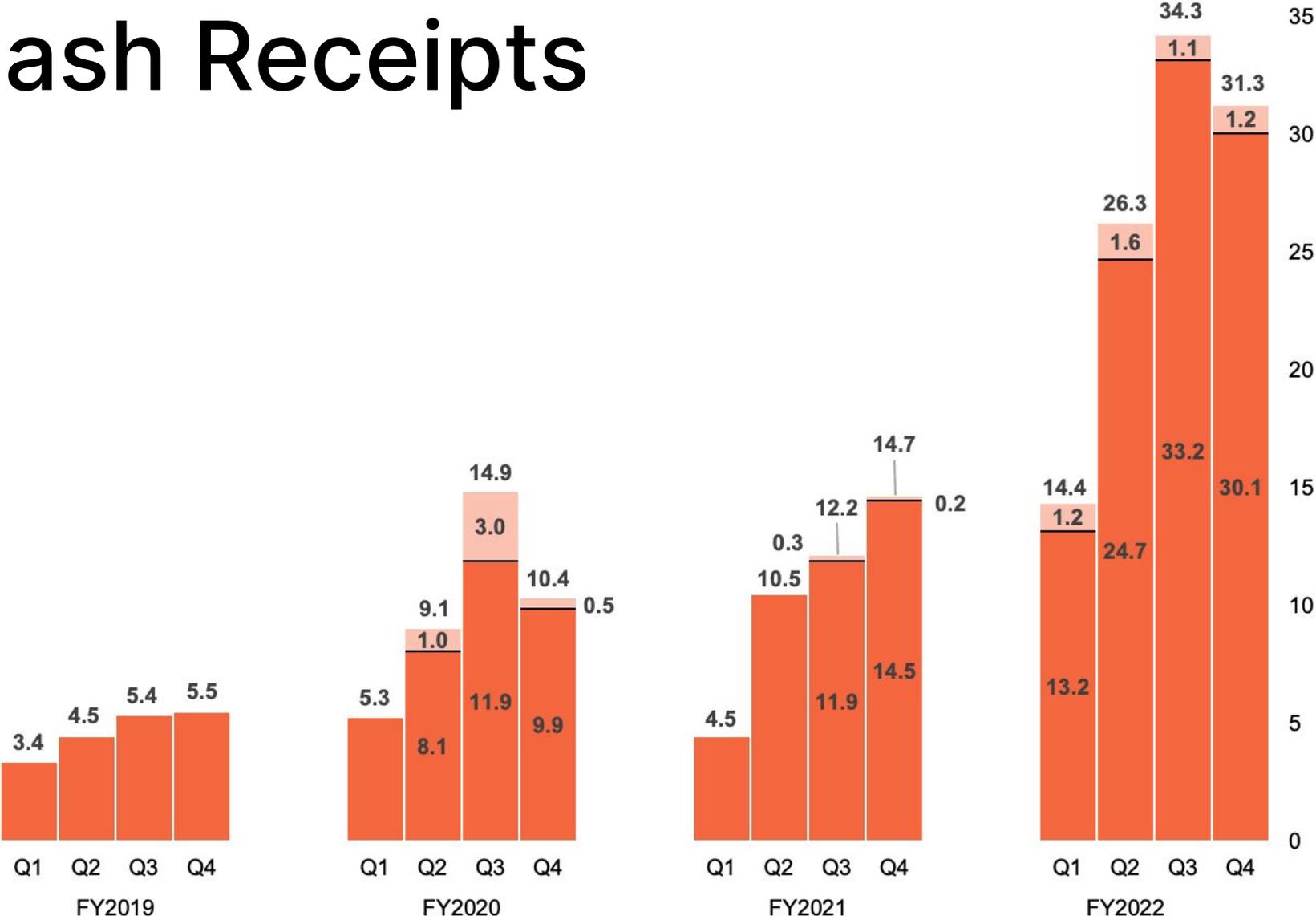
**\$39.3m**

Cash and cash equivalents at  
end of Q4 FY22

# Quarterly Cash Receipts

(A\$m)

- Bigtincan
- Bigtincan cash advances for multi-year deals



# Looking ahead



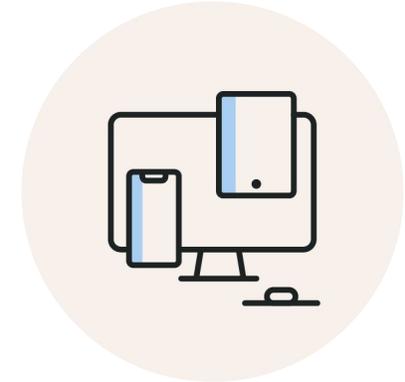
## Cash Flow

Cash Flow Breakeven to be achieved in FY23



## FY22 Adj EBITDA\*

Positive result with increase over 1H FY22



## Technology Innovation

Continued focus on innovation to drive cross sell and expansion

\* Adjusted EBITDA includes adjustments for acquisition, share based payments and one-off items and abnormal FX impacts.



Thank You



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