

ABN: 98 154 944 797

RESULTS FOR ANNOUNCEMENT TO MARKET

For year ended 30 June 2021

Reported	2021 \$000	2020 \$000		Change \$000	Change %
Revenue from ordinary activities	43,874	31,006	Up	12,868	42%
Loss from ordinary activities after tax attributable to members	(13,890)	(12,206)	Up	1,684	14%
Loss attributable to members	(13,890)	(12,206)	Up	1,684	14%

Bigtincan Holdings Limited has not paid, recommended or declared dividends for the year ended 30 June 2021 (2020:nil)

Net Tangible Asset information

	2021	2020
	(cents)	(cents)
Net Tangible asset per security	9.40	13.43

Derived by dividing the net assets less intangible assets attributable to equity holders of the Company by the total ordinary shares at 30 June 2021 (417,345,200) and 30 June 2020 (378,558,182) respectively.

Earnings per share (EPS)

Basic EPS amounts are calculated by dividing the profit or loss for the year attributable to ordinary equity holders of the Group by the weighted average number of ordinary shares outstanding during the year.

The following reflects the income and the share data used in the basic EPS computation.

	2021	2020
Weighted average number of ordinary shares for basic EPS	322,367,881	302,802,005
Net Loss after tax attributable to ordinary equity holders (\$000's)	(13,890)	(12,206)
Basic earnings per share (cents)	(4.31)	(4.03)
Diluted earnings per share (cents)	(4.31)	(4.03)

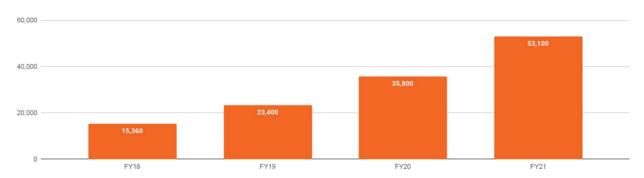


Commentary and results for the year

The financial information presented in this report has been prepared on a statutory basis in accordance with the measurement and recognition requirements of Australian Accounting Standards. This report contains certain non-IFRS measures, (i.e. Annualised Recurring Revenue (ARR), Monthly Recurring Revenue (MRR), Lifetime Value (LTV) and retention rate) which are used by Directors and management as measures of assessing the financial performance of the company. The Directors consider these measures to be a better indicator of the underlying performance of the business and provide valuable insight when assessing the operating performance of the business. Monthly recurring revenue is the monthly equivalent for subscription licenses and services. ARR is equal to MRR multiplied by 12. Retention rate is the MRR churn accumulated over the 12 months and subtracted from the ending MRR and divided into the ending MRR. Please note that the retention rate does not factor in any acquisition related MRR for 12 months since the acquisition. These measures are not recognised under AASB or IFRS and are referred to under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by ASIC.

FY21 was a solid year for Bigtincan Holdings as the company achieved several milestones which included an improvement in unit economics, passing the 1,000 customer deployments milestone, achieving \$50m in ARR, and continuing our vision of creating the buying experience of the future for the world's leading businesses. At 30 June 2021, ARR rose to \$53.1m which was \$17.3m (48%) higher than at 30 June 2020. ARR growth was driven by both new and expansion opportunities won as the company continued its robust go-to-market focus as well as strong product focus. Over the past 3 periods Bigtincan's ARR has grown at 51% CAGR as displayed in the graph below:

History of Strong ARR Growth (\$000s)



MRR retention was stable at 88% from 89% in FY20 as the company continued to invest in customer success, product and engineering during the period to continue delivering industry leading customer care to all Bigtincan customers.

During the year, the company completed the acquisitions of Agnitio A/S (8 October 2020), ClearSlide Inc (23 December 2020), VoiceVibes (15 January 2021), and Vidinoti SA (25 June 2021).

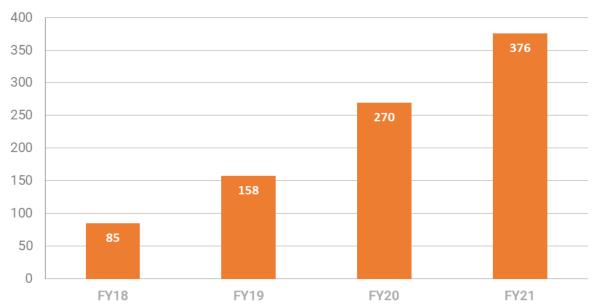


Lifetime Value

During the period, the global team at Bigtincan has been continuing to show the benefits of the underlying software as a service (SaaS) structure of the business. A measure that is used to represent a view of the likely gross profit stream from customers is Lifetime Value (LTV).

LTV measures the likely gross profit from existing recurring revenue products and services at a point in time. At 30 June 2021, Bigtincan's LTV was \$376m an increase of 39% from the June 2020 period, and continues a history of growth in LTV as demonstrated by the following graph:

LTV Growth (\$m)





Results Financial Metrics

Key financial metrics for Bigtincan were as follows:

	2021	2020	
KEY FINANCIAL METRICS	\$000	\$000	% v Last Year
Revenue	43,874	31,006	42% higher
Gross Margin	85%	85%	same
Operating expenses	52,400	39,893	31% higher
Net loss after income tax	(13,890)	(12,206)	14% higher
Adjusted EBITDA*	(6,090)	(6,735)	10% lower

^{*} Adjusted EBITDA includes adjustments for foreign currency, share based payments and one-off items below.

Total revenue grew by 42% over the FY21 period with all of the increase related to subscription revenue. This grew 46% reflecting the company's focus on optimising pricing and building a sustainable subscription-based model with our customers.

	2021 \$000	2020 \$000
Loss before income tax	(15,030)	(12,132)
EBITDA	(11,685)	(10,131)
Adjusted for the removal of various non-cash, one-time, irregular and non-recurring items:		
Bargain purchase gain	-	(876)
Remuneration arising from business combination	-	2,286
Acquisition costs	3,635	785
Share based payments	1,960	1,201
Sub-total of acquisition and non-recurring items	5,595	3,396
Adjusted EBITDA	(6,090)	(6,735)

Operating expenses grew by 31% to \$52.4m for the year primarily due to investments in:

- customer success resources to provide industry leading customer support
- data science
- network infrastructure to support ongoing onboarding major new global deployments
- engineering to create the platform for future product releases

The Company continued to invest in growing the business and incurred a net loss after tax of \$13.9m for the year ended 30 June 2021 (against 30 June 2020 loss after tax of \$12.2m)



CONSOLIDATED STATEMENT OF FINANCIAL PERFORMANCE

For year ended 30 June 2021

	Note	2021	2020
		\$000	\$000
Revenue	3	43,874	31,006
Other income	3	858	1,495
Total operating revenue and other income		44,732	32,501
Cost of revenues	4	(6,634)	(4,772)
Gross Profit		38,098	27,729
Operating expenses			
Sales and marketing	4	(23,258)	(18,498)
Product development	4	(17,833)	(15,726)
General and administration	4	(11,309)	(5,669)
Total expense from operating activities		(52,400)	(39,893)
Total Operating Loss		(14,302)	(12,164)
Finance income		407	84
Finance expenses	5	(1,135)	(52)
Net finance cost		(728)	32
Loss before income tax		(15,030)	(12,132)
Income tax benefit/ (expense)		1,140	(74)
Loss for the year after tax		(13,890)	(12,206)
Other comprehensive income			
Foreign operations – foreign currency translation differences		(565)	(26)
Total other comprehensive loss, net of tax		(565)	(26)
Total comprehensive loss for the year ended		(14,455)	(12,232)



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2021

Current Assets Cash and cash equivalents 6 56,259 71 Trade receivables 7 15,847 4 Other current assets 3,227 3 75 Total current assets 75,333 79 Non-current assets 8 1,665 2 Property, plant and equipment 8 1,665 2 Intangible assets 9 64,203 30 Other non-current assets 351 351 Total non-current assets 66,219 33 Total Assets 141,552 113 Liabilities 2 113 Current liabilities 0 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 10 6,528 5 Total current liabilities 2 2 Non- Current liabilities 2 2 Netered avenue 11 637 1 Provisions 1		Note	2021	2020
Cash and cash equivalents 6 56,259 71 Trade receivables 7 15,847 4 Other current assets 3,227 3 Total current assets 75,333 79 Non-current assets Intangible assets 9 64,203 30 Other non-current assets 9 64,203 30 Other non-current assets 66,219 33 Total non-current assets 66,219 33 Total Assets 141,552 113 Liabilities Current liabilities Deferred revenue 11 25,686 18 Provisions 12 1,262 1 Lease liabilities 10 6,528 5 Total current liabilities 221 1 Non- Current liabilities 221 1 Deferred tax liabilities 221 206 Deferred tax liabilities 463 1 Deferred revenue 11 637 1	Assets		\$000	\$000
Trade receivables 7 15,847 4 Other current assets 3,227 3 Total current assets 75,333 79 Non-current assets Property, plant and equipment 8 1,665 2 Intangible assets 9 64,203 30 Other non-current assets 9 64,203 33 Total non-current assets 66,219 33 Total Assets 141,552 113 Liabilities Current liabilities Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 10 6,528 5 Total current liabilities 36,567 27 Non-Current liabilities 221 206 Deferred tax liabilities 221 206 Deferred revenue 11 637 1 Provisions 12 206 20 Lease liabilities 13 11	Current Assets			
Other current assets 3,227 3 Total current assets 75,333 79 Non-current assets Property, plant and equipment 8 1,665 2 Intangible assets 9 64,203 30 Other non-current assets 66,219 33 Total non-current assets 66,219 33 Total Assets 141,552 113 Liabilities Current liabilities 2 113 Current liabilities 10 2,278 1 1 Deferred revenue 11 25,686 18 1 Provisions 12 1,262 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 2 2 1 1 2 2 2 1 2 2 2 2 1 2 2 2 2 2 2 2 2 2 2 2 2 2	Cash and cash equivalents	6	56,259	71,354
Non-current assets 75,333 79 Property, plant and equipment 8 1,665 2 Intangible assets 9 64,203 30 Other non-current assets 351 351 Total non-current assets 66,219 33 Total Assets 141,552 113, Liabilities Current liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 1 Lease liabilities 10 6,528 5 Total current liabilities 10 6,528 5 Total current liabilities 10 6,528 5 Total current liabilities 221 206 Provisions 12 206 Lease liabilities 11 637 1 Other non-current liabilities 13 11 Total non-current liabilities 13 11 Total Liabilities	Trade receivables	7	15,847	4,754
Non-current assets 8 1,665 2 Property, plant and equipment 8 1,665 2 Intangible assets 9 64,203 30 Other non-current assets 66,219 33 Total non-current assets 66,219 33 Total Assets 141,552 113 Liabilities Urrent liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 10 6,528 5 Total current liabilities 10 6,528 5 Total current liabilities 221 1 Deferred revenue 11 637 1 Provisions 12 206 Value 12 206 Provisions 12 206 Other non-current liabilities 13 11 Total non-current liabilities 13 11 <t< td=""><td>Other current assets</td><td></td><td>3,227</td><td>3,256</td></t<>	Other current assets		3,227	3,256
Property, plant and equipment 8 1,665 2 Intangible assets 9 64,203 30 Other non-current assets 66,219 33 Total non-current assets 166,219 33 Total Assets 141,552 113 Liabilities User the colspan="2">User	Total current assets		75,333	79,364
Intangible assets 9 64,203 30 Other non-current assets 351 Total non-current assets 66,219 33 Total Assets 141,552 113, Liabilities	Non-current assets			
Other non-current assets 351 Total non-current assets 66,219 33 Total Assets 141,552 113, Liabilities Current liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 813 5 Other current liabilities 10 6,528 5 Total current liabilities 221 1 Deferred tax liabilities 221 2 Deferred revenue 11 637 1 Provisions 12 206 Lease liabilities 221 206 Lease liabilities 3 11 Total non-current liabilities 3 11 Total non-current liabilities 38,105 31 Net Assets 103,447 81, Requity Share capital 163,676 129 Share-based payment reserve	Property, plant and equipment	8	1,665	2,321
Total non-current assets 66,219 33 Total Assets 141,552 113, Liabilities Current liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 10 6,528 5 Total current liabilities 10 6,528 5 Non- Current liabilities 221 2 Deferred revenue 11 637 1 Provisions 12 206 2 Lease liabilities 463 1 Other non-current liabilities 13 11 1 Total non-current liabilities 1 1,538 3 Total Liabilities 38,105 31 31 Net Assets 103,447 81 Equity Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53,05)	Intangible assets	9	64,203	30,961
Total Assets 141,552 113,552 113,552 113,552 113,552 113,552 1 10 2,278 1 Provisions 12 1,262 1 1 2 1 2 1 2 2 1 1 6,528 5 5 5 1 2 2 5 5 1 2 2 2 6 1 2 2 2 6 1 2 2 6 2 1 2 2 6 2 1 2 2 6 2 1 2 2 6 2 2 1 2 2 6 2 2 1 2 2 1 2	Other non-current assets		351	393
Liabilities Current liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 813 1 Other current liabilities 10 6,528 5 Total current liabilities 27 Non- Current liabilities 221 Deferred revenue 11 637 1 Provisions 12 206 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31 Net Assets 103,447 81 Equity Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53,676) Foreign currency translation reserve (580)	Total non-current assets		66,219	33,675
Current liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 813 1 Other current liabilities 10 6,528 5 Total current liabilities 221 206 1 Deferred tax liabilities 221 206 1 Provisions 12 206 1 Lease liabilities 463 1 1 Other non-current liabilities 13 11 1 1 Total non-current liabilities 1,538 3 3 3 1 1 1 1 3 1 1 1 1 3 1 1 1 1 3 1 1 1 1 3 1 1 1 3 1 1 1 3 1 1 1 3 1 1 3 1 3 1 1 3 3 1 3 1 3 <t< td=""><td>Total Assets</td><td></td><td>141,552</td><td>113,039</td></t<>	Total Assets		141,552	113,039
Current liabilities Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 813 1 Other current liabilities 10 6,528 5 Total current liabilities 221 206 1 Deferred tax liabilities 221 206 1 Provisions 12 206 1 Lease liabilities 463 1 1 Other non-current liabilities 13 11 1 1 Total non-current liabilities 1,538 3 3 3 1 1 1 1 3 1 1 1 1 3 1 1 1 1 3 1 1 1 1 3 1 1 1 3 1 1 1 3 1 1 1 3 1 1 3 1 3 1 1 3 3 1 3 1 3 <t< td=""><td>Liabilities</td><td></td><td></td><td></td></t<>	Liabilities			
Trade payables 10 2,278 1 Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 813 1 Other current liabilities 10 6,528 5 Total current liabilities 36,567 27 Non- Current liabilities 221 20 Deferred revenue 11 637 1 Provisions 12 206 1 Lease liabilities 463 1 Other non-current liabilities 13 11 1 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5 5 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)				
Deferred revenue 11 25,686 18 Provisions 12 1,262 Lease liabilities 813 10 6,528 5 Total current liabilities 36,567 27 Non- Current liabilities Deferred tax liabilities 221 20 Deferred revenue 11 637 1 Provisions 12 206 1 Lease liabilities 463 1 1 Other non-current liabilities 13 11 1 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)		10	2 278	1,368
Provisions 12 1,262 Lease liabilities 813 Other current liabilities 10 6,528 5 Total current liabilities 36,567 27 Non- Current liabilities 221 206 221 221 221 221 221 221 221 221 221 222				18,512
Lease liabilities 10 6,528 5 Total current liabilities 36,567 27 Non- Current liabilities 221 Deferred tax liabilities 221 Deferred revenue 11 637 1 Provisions 12 206 1 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31,538 Net Assets 103,447 81, Equity 5 5 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)				942
Other current liabilities 10 6,528 5 Total current liabilities 27 Non- Current liabilities 221 Deferred tax liabilities 221 Deferred revenue 11 637 1 Provisions 12 206 1 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity Share capital 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)		12		889
Non- Current liabilities 27 Deferred tax liabilities 221 Deferred revenue 11 637 1 Provisions 12 206 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5hare capital 163,676 129, Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)		10		5,619
Deferred tax liabilities 221 Deferred revenue 11 637 1 Provisions 12 206 1 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5hare capital 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)		70	<u> </u>	27,330
Deferred tax liabilities 221 Deferred revenue 11 637 1 Provisions 12 206 1 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5hare capital 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)				
Deferred revenue 11 637 1 Provisions 12 206 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5hare capital 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)				
Provisions 12 206 Lease liabilities 463 1 Other non-current liabilities 13 11 Total non-current liabilities 1,538 3 Total Liabilities 38,105 31, Net Assets 103,447 81, Equity 5hare capital 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)				985
Lease liabilities4631Other non-current liabilities1311Total non-current liabilities1,5383Total Liabilities38,10531,Net Assets103,44781,Equity5hare capital163,676129Share-based payment reserve7,5735Accumulated losses(67,222)(53,Foreign currency translation reserve(580)		• • • • • • • • • • • • • • • • • • • •		1,124
Other non-current liabilities1311Total non-current liabilities1,5383Total Liabilities38,10531,Net Assets103,44781,EquityShare capital163,676129Share-based payment reserve7,5735Accumulated losses(67,222)(53,Foreign currency translation reserve(580)		12		125
Total non-current liabilities1,5383Total Liabilities38,10531,Net Assets103,44781,Equity5hare capital163,676129Share-based payment reserve7,5735Accumulated losses(67,222)(53,Foreign currency translation reserve(580)				1,186
Total Liabilities 38,105 31, Net Assets 103,447 81, Equity Share capital 163,676 129 Share-based payment reserve 7,573 5 Accumulated losses (67,222) (53, Foreign currency translation reserve (580)		13		501
Net Assets Equity Share capital Share-based payment reserve Accumulated losses Foreign currency translation reserve (580)				3,921
Equity Share capital Share-based payment reserve Accumulated losses Foreign currency translation reserve (580)	Total Liabilities		38,105	31,251
Share capital163,676129Share-based payment reserve7,5735Accumulated losses(67,222)(53,Foreign currency translation reserve(580)	Net Assets		103,447	81,788
Share capital163,676129Share-based payment reserve7,5735Accumulated losses(67,222)(53,Foreign currency translation reserve(580)				
Share-based payment reserve7,5735Accumulated losses(67,222)(53,Foreign currency translation reserve(580)				
Accumulated losses (67,222) (53, Foreign currency translation reserve (580)	·			129,522
Foreign currency translation reserve (580)			7,573	5,613
				(53,332)
Total Equity 103,447 81,			(580)	(15)
	Total Equity		103,447	81,788



BIGTINCAN HOLDINGS LIMITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For year ended 30 June 2021

For year ended 30 June 2021	Share capital \$000	Share-based payment reserve \$000	Accumulated losses \$000	Foreign currency translation reserve \$000	Total \$000
Balance at 1 July 2019	65,279	4,412	(41,126)	11	28,576
Loss for the year	-	-	(12,206)	-	(12,206)
Other comprehensive income (net of tax)	-	-	-	(26)	(26)
Total comprehensive loss	-	-	(12,206)	(26)	(12,232)
Transactions with owners of the Group					
Issue of ordinary shares	64,243	-	-	-	64,243
Equity settled share-based payments	-	1,201	-	-	1,201
Total transactions with owners of the Group	64,243	1,201	-	-	65,444
Balance at 30 June 2020	129,522	5,613	(53,332)	(15)	81,788
Balance at 1 July 2020	129,522	5,613	(53,332)	(15)	81,788
Loss for the year	-	-	(13,890)	-	(13,890)
Other comprehensive income (net of tax)	-	-	-	(565)	(565)
Total comprehensive loss	-	-	(13,890)	(565)	(14,455)
Transactions with owners of the Group					
Issue of ordinary shares	34,154	-	-	-	34,154
Equity settled share-based payments	-	1,960	-	-	1,960
Total transactions with owners of the Group	34,154	1,960	_	-	36,114
Balance at 30 June 2021	163,676	7,573	(67,222)	(580)	103,447



CONSOLIDATED STATEMENT OF CASH FLOWS

For year ended 30 June 2021

	Note	2021	2020
		\$000	\$000
Cash flows from operating activities			
Cash receipts from customers		41,903	39,702
Cash paid to suppliers and employees		(53,454)	(40,813)
Cash used in operations		(11,551)	(1,111)
Interest received		407	34
Income grant received		221	2,913
Net cash (used in)/ from operating activities		(10,923)	1,836
Cash flows from investing activities			
Acquisition of property, plant and equipment	8	(278)	(330)
Capitalised development cost	9	(5,952)	(3,481)
Acquisition of businesses, net cash acquired		(30,719)	(11,609)
Net cash used in investing activities		(36,949)	(15,420)
Cash flows from financing activities			
Proceeds from issue of share capital		35,877	62,499
Proceeds from exercise of options		-	1,440
Repayment of lease liabilities		(723)	(854)
Transaction cost on issue of shares		(2,377)	(3,273)
Net cash from financing activities		32,777	59,812
Net increase in cash and cash equivalents		(15,095)	46,227
Cash and cash equivalents at 1 July		71,354	25,127
Effect of movements in exchange rates on cash held		-	-
Cash and cash equivalents at 30 June	6	56,259	71,354



BIGTINCAN HOLDINGS LIMITED NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For year ended 30 June 2021 Reporting entity

Bigtincan Holdings Limited ("the Company") is a company domiciled in Australia. The address of the Company's registered office is Level 6, 338 Pitt Street, Sydney, NSW, 2000. The consolidated financial statements of the Company as at and for the year ended 30 June 2020 comprise the Company and its subsidiaries (collectively the 'Group' and individually 'Group entities').

The Group is a for-profit entity and primarily involved in the provision of an integrated, online platform called "Bigtincan hub", a powerful, intelligent, collaborative and secure solution that automatically delivers the content to the users through their mobile devices.

Summary of Significant Accounting Policies

Basis of preparation

The financial report is a general-purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001, Australian Accounting standards and interpretations and other authoritative pronouncements of the Australian Accounting Standards Board. The financial report also complies with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

The financial report is based on accounts which are in the process of being audited and has been prepared in accordance with ASX listing rule 4.3A. As such, this preliminary report does not include all the notes that are included in an annual financial report.

Functional and presentation currency

These consolidated financial statements are presented in Australian dollars, which is the Group's functional currency.

Rounding of amounts

Amounts in the financial statements have been rounded off to the nearest thousand dollars, in reference to instrument 2016/191 issued by ASIC.

Use of judgements and estimates

In preparing these consolidated financial statements in conformity with AASBs and IFRSs, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised prospectively.



2021 2020 **Operating Revenue and Other income** \$000 \$000 Operating revenue Revenue from subscription and support services 42,544 29,455 Revenue from product related professional and contract services 1,330 1,551 43,874 31,006 **Total operating revenue** Other Income Government grants 803 595 Other* 55 900 858 1,495 Total other income

The Group primarily derives its revenue through the sale of its subscription and support services that allows customers to access the cloud-based application called Bigtincan Hub. There are three principal sources of revenue – subscription and support revenue, (2) product related professional services, and (3) other income such as Government grants and interest.

The company operates as a single business unit and the group does not qualify as operating segments as per AASB 8 Operating Segments.

Revenue by location	2021 \$000	2020 \$000
United States of America	39,137	28,296
Rest of the world	4.737	2,710
Total Revenue	43,874	31,006

Many customer contracts cover a global deployment and as such illustrating revenue by regions based on invoicing location of the customer is no longer considered appropriate. Reporting revenue by location as United State of America and the Rest of the World better aligns to the way the Group structures its customer contracts and clearly illustrates the region of focus, ie North America.

^{*}In 2020, Other included gain on bargain purchase of \$876 as shown in Note 15b



Post-employment benefit expense 1,065 Share based payment expenses 1,960 Tother operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 Tighthampeople of the page of the	4 Cost of sales and other expenses	2021 \$000	2020 \$000
Employee benefit expenses 4,748 Employee benefit expenses 6,634 Employee benefit expenses 34,572 Wages and salaries 34,572 Post-employment benefit expenses 1,065 Share based payment expenses 1,960 Other operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 14,803 Finance costs \$000 Other finance costs 94 Foreign exchange loss 1,041	Cost of Revenue		
Other costs 4,748 Employee benefit expenses 34,572 Wages and salaries 34,572 Post-employment benefit expense 1,065 Share based payment expenses 1,960 Other operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 Thance costs \$000 Other finance costs 94 Foreign exchange loss 1,041		1,886	1,271
Employee benefit expenses Wages and salaries 34,572 Post-employment benefit expense 1,065 Share based payment expenses 1,960 Other operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 14,803 14,803 Finance costs \$000 Other finance costs 94 Foreign exchange loss 1,041			3,501
Wages and salaries34,572Post-employment benefit expense1,065Share based payment expenses1,960Other operating expensesProfessional fees1,987Advertising and marketing1,850Other operating expenses8,349Depreciation and amortisation2,61714,803Finance costs\$000Other finance costs94Foreign exchange loss1,041		6,634	4,772
Post-employment benefit expense 1,065 Share based payment expenses 1,960 Tother operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 Prinance costs \$000 Other finance costs \$000 Other finance costs 94 Foreign exchange loss 1,041	Employee benefit expenses		
Share based payment expenses 1,960 37,597 Other operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 5 14,803 5 \$000 Other finance costs 94 Foreign exchange loss 1,041	Wages and salaries	34,572	26,294
Other operating expenses Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 14,803 14,803 Finance costs \$000 Other finance costs 94 Foreign exchange loss 1,041	Post-employment benefit expense	1,065	562
Other operating expensesProfessional fees1,987Advertising and marketing1,850Other operating expenses8,349Depreciation and amortisation2,61714,803Finance costsOther finance costs94Foreign exchange loss1,041	Share based payment expenses	1,960	1,115
Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 14,803 Finance costs \$000 Other finance costs 94 Foreign exchange loss 1,041		37,597	27,971
Professional fees 1,987 Advertising and marketing 1,850 Other operating expenses 8,349 Depreciation and amortisation 2,617 Tinance costs \$000 Other finance costs 94 Foreign exchange loss 1,041	Other operating expenses		
Other operating expenses 8,349 Depreciation and amortisation 2,617 14,803 Finance costs \$000 Other finance costs 94 Foreign exchange loss 1,041		1,987	2,084
Depreciation and amortisation 2,617 14,803 Finance costs Other finance costs Foreign exchange loss 1,041	Advertising and marketing	1,850	2,420
14,803 Finance costs 2021 Some state of the stat	Other operating expenses	8,349	5,190
Finance costs Other finance costs Foreign exchange loss 2021 \$000 1,041	Depreciation and amortisation	2,617	2,033
Finance costs Other finance costs Foreign exchange loss 1,041		14,803	11,727
Finance costs Other finance costs Foreign exchange loss 1,041			
Other finance costs 94 Foreign exchange loss 1,041	F. Finance costs	2021	2020
Foreign exchange loss 1,041	5 Finance costs	\$000	\$000
	Other finance costs	94	52
1.125	Foreign exchange loss	1,041	-
Finance Expense 1,133	Finance Expense	1,135	52



		2021	2020
6	Cash and cash equivalents	\$000	\$000
		FC 2F0	71 254
	Cash at bank	56,259	71,354
		56,259	71,354
		2021	2020
	Cash flow statement reconciliation	\$000	\$000
	Loss from ordinary activities after income tay	(13,890)	(12,206)
	Loss from ordinary activities after income tax	(13,890)	(12,200)
	Adjustments for non-cash expense and income items		
	Amortisation of intangible assets	1,325	895
	Depreciation of property, plant and equipment	1,292	1,138
	Bargain purchase gain	-	(876)
	Remuneration expense from acquisition	-	2,286
	Share based payments expense	1,960	1,201
	Bad debts written off	488	141
	Foreign exchange differences	417	(47)
	Operating cashflows before movements in working capital	(8,408)	(7,468)
	Change in assets and liabilities	(11,093)	349
	Changes in trade receivables Changes in other current assets	29	(760)
	Changes in triade and other payables	910	(187)
	Changes in trade and other payables Changes in other current liabilities	909	47
	Changes in other current habilities Changes in provisions	320	454
	Changes in income tax payables	(764)	-
	Changes in deferred income	7,174	9,401
	Net cashflows used in operating activities	(10,923)	1,836
	ivet casimows used in operating activities	(10,523)	1,030
		2021	2020
7	Trade and other receivables	\$000	\$000
	Trade receivables	1 / 775	E 672
	Trade receivables	14,775	5,672
	Indemnification asset	2,797 (1,730)	(920)
	Provision for doubtful debts Other receivables	(1,730)	(920)
	Total trade and other receivables	15,847	4,754



8 Property, Plant and Equipment

	Computer	Office	Right of Use	Total
	Equipment	Furniture	Assets	iotai
	\$000	\$000	\$000	\$000
<u>Cost</u>				
Balance at 1 July 2019	420	140	1,167	1,727
Additions	297	33	1,614	1,944
Acquired through business combination			148	148
Balance at 30 June 2020	717	173	2,929	3,819
Balance at 1 July 2020	717	173	2,929	3,819
Additions	278	-	102	380
Acquired through business combination	159	97	-	256
Balance at 30 June 2021	1,154	250	3,031	4,455
Accumulated depreciation				
Balance at 1 July 2019	306	54	-	360
Additions	140	27	971	1,138
Balance at 30 June 2020	446	81	971	1,498
Balance at 1 July 2020	446	81	971	1,498
Additions	368	27	897	1,292
Balance at 30 June 2021	814	108	1,868	2,790
Carrying value				
At 30 June 2020	271	92	1,958	2,321
At 30 June 2021	340	162	1,163	1,665



 9a
 Intangible assets - goodwill
 \$000
 \$000

 Goodwill
 40,700
 17,631

9b Intangible assets

	Software and IP	Licences	Customer List	Development Costs (WIP)	Total
	\$000	\$000	\$000	\$000	\$000
Balance at 1 July 2019	3,272	14	837	1,817	5,940
Additions	-	-	-	3,481	3,481
Acquisition through business combinations	4,712	-	627	-	5,339
Balance at 30 June 2020	7,984	14	1,464	5,298	14,760
Balance at 1 July 2020	7,984	14	1,464	5,298	14,760
Additions	-	-	-	5,952	5,952
Acquisition through business combinations	3,813	-	1,948	-	5,761
Effects of movements in exchange rates	(215)	-	-	-	(215)
Balance at 30 June 2021	11,582	14	3,412	11,250	26,258
Accumulated depreciation					
Balance at 30 June 2019	429	7	99	-	535
Additions	678	2	215	-	895
Balance at 30 June 2020	1,107	9	314	-	1,430
Balance at 1 July 2020	1,107	9	314	-	1,430
Additions	929	1	395	-	1,325
Balance at 30 June 2021	2,036	10	709	-	2,755
Carrying value					
At 30 June 2020	6,877	5	1,150	5,298	13,330
At 30 June 2021	9,546	4	2,703	11,250	23,503



		2021	2020
10	Trade and other payables	\$000	\$000
	Trade payables	2,278	1,368
	Accrued expenses	1,167	1,193
	Other trade payables	5,361	1,928
	Deferred consideration	-	2,498
-	Total trade and other payables	8,806	6,987

	2021	2020
Deferred Income	\$000	\$000
Current		
Subscription and support	24,212	18,478
Product related professional services	1,474	34
	25,686	18,512
Non-current		
Subscription and support	637	1,124
	637	1,124

	2021	2020
Provisions	\$000	\$000
Current		
Employee benefits	1,262	942
	1,262	942
Non-current		
Employee benefits	206	125
	206	125

Employee benefits

Provision for employee benefits represent amounts payable by the Consolidated Entity for accrued annual leave and long service leave.



		2021	2020
13	Other non-current liabilities	\$000	\$000
	Other non-current liabilities	11	501
		11	501

14 List of subsidiaries

Parent Entity and Subsidiaries

The Ultimate Parent entity and the ultimate parent of the consolidated group is Bigtincan Holdings Limited.

Set below is a list of the subsidiaries of the Group:

Name	Principal place of business	Ownership interest 2021	Ownership interest 2020
Subsidiaries of Bigtincan Holdings Limited:			
- Bigtincan Mobile Pty Limited	AUS	100%	100%
- Fatstax LLC	USA	100%	100%
- Zunos Technologies Pty Ltd	AUS	100%	100%
- Zunos Pty Ltd	AUS	100%	100%
- Zunos Inc	USA	100%	100%
- Core Search Technology Pty Ltd	AUS	100%	100%
- Asdeq Labs Pty Ltd	AUS	100%	100%
- Asdeq Software Pty Ltd	AUS	100%	100%
- Agnitio A/S	DNK	100%	100%
- Vidinoti SA	CHE	100%	100%
Subsidiaries of Bigtincan Mobile Pty Limited			
- BTC Mobility LLC	USA	100%	100%
- Bigtincan UK Ltd	UK	100%	100%
- BTCHubApp#41	AUS	100%	100%
Subsidiaries of BTC Mobility LLC			
- Xinnovation, Inc	USA	100%	100%
- Clearslide Inc.	USA	100%	100%
- Voicevibes Inc	USA	100%	100%



15 Business Combination

15a. Acquisition of Agnitio A/S

On 8 October 2020, the Group acquired 100% of the shares and voting interests of Agnitio A/S (Agnitio).

In the 9 months to 30 June 2021, Agnitio contributed loss of \$0.2m to the Group's results.

Details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table.

Fair value at acquisition date

	\$000
Cash and equivalents	8
Trade and other receivables	234
Fixed assets	8
Other assets	133
Trade and other payables	(187)
Unearned revenue	(403)
Other liability	(634)
Deferred tax liability	(198)
Identifiable intangibles	
- Software	642
- Customer contracts and relationships	697
Net identifiable assets acquired	300
Cash consideration	3,395
Goodwill recognised on acquisition of Agnitio	3,095

Purchase consideration

The Group has agreed to pay the selling shareholders an acquisition price which is approximately DKK 15,000,000 plus an amount equal to the amount by which the Final Working Capital exceeds the working capital target or minus an amount equal to the amount by which the Final Working Capital is lower than the Working Capital target and minus the Debts Payable at Closing and the Bonuses.

Acquisition-related costs

The Group incurred acquisition-related costs of \$495,000 relating to external legal fees, due diligence costs and other transaction costs. These amounts have been included in administrative expenses in the consolidated interim statement of profit or loss and other comprehensive income.



15b. Acquisition of Clearslide, Inc.

On 23 December 2020, the Group acquired 100% of the shares and voting interests of Clearslide,Inc (Clearslide).

In the 6 months to 30 June 2021, Clearslide contributed profit of \$0.7m to the Group's results.

Details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table.

Fair value at acquisition date

	\$000
Cash and equivalents	1,059
Trade and other receivables	6,264
Fixed assets	100
Other assets	335
Trade and other payables	(721)
Unearned revenue	(3,023)
Other liability	(3,393)
Identifiable intangibles	
- Software	1,969
- Customer contracts and relationships	1,296
Net identifiable assets acquired	3,886
Cash consideration	22,321
Goodwill recognised on acquisition of Clearslide	18,434

Purchase consideration

The Group has agreed to pay the selling shareholders an acquisition price which is USD 16,250,000.

Acquisition-related costs

The Group incurred acquisition-related costs of \$2.5m relating to external legal fees, due diligence costs and other transaction costs. These amounts have been included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.



15c. Acquisition of Voicevibes Inc

On 15 January 2021 the Group acquired 100% of the shares and voting interests of Voicevibes, Inc (Voicevibes).

In the 6 months to 30 June 2021, the contributed loss was not material to the Group's results.

Details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table.

> Fair value at acquisition date \$000

	Identifiable intangibles - Software	1,202
	Net identifiable assets acquired	1,001
	Cash consideration	1,624
	Deferred consideration	129
	Shares issued in business combination	
	Total consideration	1,753
	Goodwill recognised on acquisition of Voicevibes Inc	752
Pur	chase consideration	

- An upfront cash consideration of US\$1.26 million, which was equivalent to c. A\$1.6 million as at the Valuation Date
- Deferred cash payment of US\$100,000 on or before the first anniversary of completion of transaction. The deferred cash consideration was equivalent to c. A\$128,660 as at the Valuation Date.

Acquisition-related costs

The Group incurred acquisition-related costs of \$266K relating to external legal fees, due diligence costs and other transaction costs. These amounts have been included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.



15d. Acquisition of Vidinoti SA

On 25 June 2021, the Group acquired 100% of the shares and voting interests of Vidinoti, SA (Vidinoti).

In the period to 30 June 2021, the contributed loss was not material to the Group's results.

Provisional details of consideration and the fair value of identifiable assets acquired, liabilities assumed, and goodwill determined are set out in the following table. These values are provisional as the Group is still pending information used to determine the fair value of assets acquired on acquisition. Amendments may be made to these figures up to 12 months following the date of acquisition if new information is obtained about facts and circumstances that existed at acquisition date and if known, would have affected the measurement of the amounts recognized as of that date.

Fair value at acquisition date

	7000
Cash and equivalents	64
Trade and other receivables	(3)
Fixed assets	1
Other assets	5
Other liability	(55)
Net identifiable assets acquired	12
Cash consideration	393
Shares issued in business combination	281
Total consideration	674
Goodwill recognised on acquisition of Vidinoti SA	662

At completion a cash payment of approximately CHF270,000 was made by Bigtincan. Also at completion, 392,612 fully paid ordinary shares in the capital of Bigtincan were issued to the sellers at an issue price of \$1.01 per share (equating to CHF275,000). Of the shares issued, 114,662 shares (being the shares issued to 2 key executives) are subject to voluntary escrow restrictions for 12 months (as to 50%) and 24 months (as to 50%) and are subject to forfeiture if the executive is a bad leaver from the Company's employment during the escrow period.

Acquisition-related costs

The Group incurred acquisition-related costs of \$135K relating to external legal fees, due diligence costs and other transaction costs. These amounts have been included in administrative expenses in the condensed consolidated statement of profit or loss and other comprehensive income.

16. Associates and Joint Venture entities

Bigtincan Holdings Limited as at 30 June 2021 does not have any Joint Ventures or Associates.

17. Events subsequent to Balance Date

On 21 August 2021 the group has entered into an agreement to purchase Brainshark Inc, a Delaware Corporation. As a result the group has entered into an institutional placement and an accelerated pro-rata non-renounceable entitlement offer to raise a total of approximately A\$135.3 million

18. Unaudited Report

The Financial report for the year ended 30 June 2021 is in the process of being audited.