

ASX Announcement | 30 August 2022

Bigtincan Holdings Limited

## Bigtincan releases FY22 Financial Results

ARR grows 126% to \$120.1m, Adj. EBITDA improves by \$10.2m to \$4.1m in transformative year

Bigtincan Holdings Limited (ASX:BTH) (**'Bigtincan'** or **'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 its activities for the Full Year 2022 ("FY22") to accompany the lodgement of results for the full year ending 30 June 2022.

### FY22 Financial Highlights

- Annualised Recurring Revenue<sup>1</sup> (**'ARR'**) of **\$120.1m**, up **126%**
- Revenue<sup>2</sup> of **\$108.6m**, up **143%** pcp
- Organic Revenue **\$57.4m**, up **31%** pcp
- Gross margin of **88%**, up **3%** pcp
- Adjusted EBITDA<sup>3</sup> of **\$4.1m**, a **\$10.2m** improvement pcp
- **\$38.9m** Cash and cash equivalents
- 3 out of 4 operating cash positive quarters
- Total operating cash outflow improved by \$9.8m to **-\$3.7m**
- ARR guidance for FY23 of **\$137m to \$143m**
- Revenue guidance for **FY23** of **\$123-128m**
- Cash flow breakeven forecast for FY23
- Positive adjusted EBITDA forecast to materially exceed FY22

**Bigtincan Co-Founder and CEO, David Keane, commented on the FY22 results:**

*"We are pleased to deliver another record result in FY22, with the Company's ARR performance coming in ahead of guidance and delivering our first ever adjusted EBITDA positive year together with a strong set of SaaS metrics."*

<sup>1</sup> ARR represents contracted, recurring revenue on an annualised basis

<sup>2</sup> IFRS revenue calculated as operating revenue and other income.

<sup>3</sup> Adjusted EBITDA includes adjustments for acquisition, share based payments and one-off items.

*In FY22, Bigtincan continued its strong trajectory of organic growth while adding scale through the transformative acquisition of Brainshark. We are happy with the quality of people, customers and technology that came with Brainshark and I'm very much looking forward to discussing Bigtincan's newly integrated product offerings with our enterprise customers this year.*

*Against the current backdrop of inflation and economic uncertainty, Bigtincan's enterprise customer base is focused on productivity for their sales teams, underlined by strong expansion sales throughout the year together with new wins globally. As we head into FY23, Bigtincan is well positioned to continue its growth trajectory with improvements expected across all key metrics as we continue to leverage our improved software platform and uplifted scale of operations."*

## SaaS metrics

- Lifetime Value ('LTV') **\$812m**, up **107%** pcp, with 76% CAGR since FY18
- Net Retention Ratio of **108%** down 1% pcp excluding impact of Brainshark cross sell
- LTV/CAC of **4.0**, up **13%** pcp
- **94%** of total revenue is subscription and recurring revenue based
- **33%** of ARR in contracts longer than 12 months
- **78%** of ARR in contracts >\$100k ARR

## FY22 Trading Highlights

- **Acquisition and integration of Brainshark** completed adding operating scale and advanced learning technology, with Brainshark synergies driving improved adjusted EBITDA.
- **260+ Features and Enhancements** shipped during the year across Content, Learning and Engagement Hubs driving technology leadership.
- **2000+ customer deployments** and more than **1,000,000 licensed users**, with a track record of new **customer wins and expansions** and **31%** buying 2 or more modules.
- Bigtincan continues to be recognised as an **industry leader** in a large and growing market space by industry research firms Gartner, Forrester, SoftwareReviews and Aragon.
- **Australian patent No 2021200811** granted for a method and system for providing contextual electronic content.

## FY23 Guidance

Bigtincan provides the following guidance for FY23:

- ARR in the range of \$137m to \$143m
- Revenue in the range of \$123m-128m
- Cash flow breakeven to be achieved in FY23
- Positive adjusted EBITDA forecast to materially exceed FY22

## Investor Webinar

Bigtincan Holdings Limited (ASX: BTH) ("Bigtincan") is pleased to invite shareholders and investors to attend a live webinar where management will provide an overview of the Full Year Results for the period ending 30 June 2022. The webinar will be hosted via **Zoom at 11:00 am AEST on Tuesday 30 August 2022 / USA Monday 29 August 9:00 pm EDT.**

### Details of the event are as follows:

**Event:** Bigtincan Holdings Limited Full Year Results Investor Webinar

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

**Date and Time:** Tuesday 30 August 2022 at 11:00 am AEST (US 9:00 pm EDT 29 August)

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

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

[https://janemorganmanagement-au.zoom.us/webinar/register/8516608746984/WN\\_STIcsL\\_KRS26l8sNYAJxvg](https://janemorganmanagement-au.zoom.us/webinar/register/8516608746984/WN_STIcsL_KRS26l8sNYAJxvg)

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 questions via email beforehand to [jm@janemorganmanagement.com.au](mailto:jm@janemorganmanagement.com.au)

Authorised by: Tom Amos, Chairman – Bigtincan Holdings Limited

### Above Information

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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.

## Bigtincan is helping the world's leading brands facilitate the buying experience of the future.

Everything we offer is designed to be smart, flexible, and easily adapted to unique business processes with highly personalized experiences that people and brands love. We're on a mission to help companies deliver branded buying experiences that are engaging, personalized, provide value, and guide people to the best decisions with confidence. World-class companies like Nike, Guess, Prudential, and Starwood Hotels trust Bigtincan to enable customer-facing teams to intelligently prepare, engage, measure and continually improve the buying experience for their customers.

For more information about Bigtincan (ASX: BTH), visit: [bigtincan.com](https://bigtincan.com) or follow Bigtincan on social media:

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## Investor Enquiries

For more information, visit our [Investor Site](#)

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