

# Vita Group response to Fairfax Media article published 4 April 2017

4 April 2017

Vita Group Limited (ASX: VTG) is aware of an article published in the media this morning titled: “**Leak reveals Telstra's considering taking back high performing stores from licensees**”, which refers to the contents of a ‘leaked’ Telstra internal ‘draft’ document.

The article alleges that Telstra has identified a number of stores that it could ‘take back control [of] by not renewing the Telstra Dealership Agreement (TDA) with licensees’ – some of which are owned by Vita Group.

As quoted by a Telstra spokesperson in the article, the leaked draft document:

"...does not reflect the viability of any of the stores listed, and no decisions can be taken on individual Vita sites due to the nature of the agreement.”;

And:

"There are no current plans to amend our arrangement with the Vita Group. All conversations with Vita and individual licensees are confidential."

Telstra and Vita Group have enjoyed a strategic relationship for 22 years, presently governed by a Master License Agreement, which applies to all of Vita Group’s Telstra stores. The Master Licence Agreement has been extended a number of times, and currently extends to 2020.

The terms of the Master License Agreement are confidential and any significant changes to it are subject to mutual agreement.

### Further enquiries:

Andrew Leyden  
Chief Financial Officer  
Ph: 07 3624 6701  
Mob: 0438 719 778

Suzanne Bartlett (Media)  
External Communications Manager  
Ph: 07 3624 6913  
Mob: 0429 967 084

**About Vita Group** Vita Group is a consultative solutions provider, specialising in enhancing customers’ way of life. Vita operates Telstra branded stores and Business Centres, SQDAthletica, Vita Enterprise Solutions and Sprout. For further information, visit [www.vitagroup.com.au](http://www.vitagroup.com.au).



Vita Group Limited - ABN 62 113 178 519

Phone. (07) 3624 6666  
Fax. (07) 3624 6999  
Email. [info@vitagroup.com.au](mailto:info@vitagroup.com.au)

Actual. 77 Hudson Road Albion QLD 4010  
Post. PO Box 218 Albion QLD 4010  
[www.vitagroup.com.au](http://www.vitagroup.com.au)