



ASX:BIG  
20<sup>th</sup> April 2017

## Big Un Limited Announce Q3 FY17 Results Cash Revenues Up 372% from Q3 FY16

Big Un Limited (ASX:BIG, or 'the Company') is pleased to announce the release of its results for the quarter ended 31 March 2017 (Q3 FY17). The cash receipts from customers continue to show strong growth, reaching \$5.6m for the quarter (up 372% from Q3 FY16). The production pipeline also continues to expand, both organically (an increase of 62% from Q3 FY16) and through acquisition (36,000 new members from the acquisition of BHA Media Ltd from The Intermedia Group). Paying subscribers have increased to 3,100 (up 82% from Q3 FY16) with an underlying ARPU also experiencing growth due to the higher value packages offered, now \$5.1k (up 356% from this time last year)

### Financial and Operations Overview

#### Cashflow Performance and Management

- Cash Receipts from Customers continues strong growth to \$5.6m, up 372% from Q3 FY16.
- Cash Flow Positivity continues with BIG recording the second period of global cash flow positivity and a cash surplus of \$1.6m for the quarter from Operating and Investing Activity.
- Operating and Investing expenses well controlled with an increase of only 9% from Q2 FY17 producing a resultant cash revenue increase of 39% from the prior quarter.

#### Operations

- Production Pipeline increased 62% organically to 24,500 customers and added a further 36,000 members following the acquisition of BHA Media Ltd from The Intermedia Group. This represents an overall increase of 302% in the pipeline from this time last year.
- Offering of a larger bundled video product resulted in continued increase in ARPU to \$5.1k (up 356% from Q3 FY16)
- Paying subscribers have increased by 82% from Q3 FY16 to 3,100 members
- Video content views showed significant increase to 29.3m, up 532% Q3 FY16

### Outlook

Commenting on the outlook for the business CEO Richard Evertz says "The March quarter results underline the robust nature of our business model and our ability to deliver against the Company's growth strategy. The outlook for BIG is exciting. Our focus over the next quarter is to fully monetise the BHA acquisition, continue to negotiate global JV opportunities and consolidate corporate sponsorship and advertising opportunities. Over the next 12 months we expect to report healthy customer retention rates and continued growth in all areas"

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## CONTACT

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## ABOUT BIG REVIEW TV

BIG (ASX: BIG) is the parent company of Big Review TV Ltd. Big Review TV are innovative disruptors in the online video space delivering subscription based video technology products and services. The Company has operations across Australia and in New Zealand, the United Kingdom and the United States, Hong Kong, Singapore and Vancouver and was listed on the ASX in December 2014.

# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

Big Un Limited

ABN

86 106 399 311

Quarter ended ("current quarter")

31 March 2017

### Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (12 months) \$A'000
1.1 Receipts from customers	5,578	12,149
1.2 Payments for		
(a) staff costs and contractors	(1,411)	(5,469)
(b) advertising, marketing and sales commissions	(1,819)	(4,024)
(c) research & development and technology	(155)	(708)
(d) leased assets	(2)	(6)
(e) other working capital	(550)	(1,728)
(f) realised currency gains	2	(1)
1.3 Dividends received		
1.4 Interest and other items of a similar nature received		2
1.5 Interest and other costs of finance paid	(4)	(8)
1.6 Income tax refund (R&D Tax Concession)		471
1.7 Other (Refund of GST paid)	(165)	(118)
Other (Refund from Department of Natural Resources and Mines regarding Security Deposit)		
<b>Net operating cash flows</b>	<b>1,474</b>	<b>561</b>

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A'000	Year to date ( 12 months) \$A'000
1.8 Net operating cash flows (carried forward)	<b>1,474</b>	<b>561</b>
<b>1.9 Cash flows related to investing activities</b>		
Payment for acquisition of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets	(15)	(98)
(e) other non-current assets (software application)	(2)	(50)
<b>1.10 Proceeds from disposal of:</b>		
(a) businesses (item 5)		
(b) equity investments	38	38
(c) intellectual property		
(d) physical non-current assets		
(e) other non-current assets		
1.11 Loans to other entities (Note: Loan to Big Review TV Limited)		
1.12 Loans repaid by other entities (Note: Loan repayments – from Auroch Minerals)		
1.13 Other (Cash acquired on acquisition of BHA Media Pty Ltd)	69	69
	90	(41)
<b>Net investing cash flows</b>		
<b>1.14 Total operating and investing cash flows</b>	<b>1,564</b>	<b>520</b>
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	103	103
1.16 Proceeds from sale of forfeited shares		
1.17 Proceeds from borrowings		
1.18 Repayment of borrowings		
1.19 Dividends paid		
1.20 Other (Capital raising costs)		(203)
<b>Net financing cash flows</b>	<b>103</b>	<b>(100)</b>
<b>Net increase (decrease) in cash held</b>	<b>1,667</b>	<b>420</b>
1.21 Cash at beginning of quarter/year to date	2,602	3,848
1.22 Exchange rate adjustments to item 1.20	1	2
1.23 <b>Cash at end of quarter</b>	<b>4,270</b>	<b>4,270</b>

+ See chapter 19 for defined terms.

**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	(87)
1.25	Aggregate amount of loans to the parties included in item 1.11	

1.26 Explanation necessary for an understanding of the transactions

- Remuneration paid to directors : \$87,016
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**Non-cash financing and investing activities**

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

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2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

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**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities		
3.2	Credit standby arrangements		

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**Reconciliation of cash**


Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	4,270	2,602
4.2 Deposits at call		
4.3 Bank overdraft		
4.4 Other (provide details)		
<b>Total: cash at end of quarter (item 1.23)</b>	<b>4,270</b>	<b>2,602</b>

**Acquisitions and disposals of business entities**

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	BHA Media Pty Ltd	
5.2 Place of incorporation or registration	NSW, Australia	
5.3 Consideration for acquisition or disposal	3,261,595 ordinary shares at \$0.20	
5.4 Total net assets	\$64,057	
5.5 Nature of business	Media and Publishing	

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:  ..... Date: 20 April 2017  
 Company secretary

Print name: Elissa Lippiatt

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## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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