



ASX:BIG
31st October 2017

Big Un Limited Announce Q1 FY18 4C Results Cash Revenues Q1 FY18 \$15.0m and Operating Surplus of \$5.6m

Big Un Limited (ASX:BIG, or 'the Company') is pleased to announce the release of its 4C results for the quarter ended 30 September 2017 (Q1 FY18). BIG achieved cash receipts from customers for the quarter of \$15.0m (up 488% from Q1 FY17).

BIG achieved a cash profit of \$5.6m for Q1 FY18 from operating activities and a further \$0.8m was received from the exercise of share options resulting in a net increase in cash of \$6.3m and a closing cash balance of \$15.5m.

Financial and Operations Overview

Cashflow Performance and Management

- Cash Receipts from Customers of \$15.0m, up 488% from Q1 FY17.
- Operating Activities generated a cash profit of \$5.6m for the quarter as the Company maintained its global cashflow positivity.
- Operating and Investing expenses well controlled, with BRTV delivering a 48% cash gross margin from Australian operations and overseas operations cashflow positive as initial US investment in operations starts to deliver cash revenues.
- Increase in operational expenses over the quarter reflects investment in US expansion and investment in technology.

Operations

- Customer Renewals improved and \$3m of the cash receipts generated in the quarter was from existing customers. This compares with a total video cash revenue for the same period in the prior year Q1 FY17 of \$2.45m or a revenue renewal rate of 122% i.e. revenue from existing customers **increased** 22% from the corresponding quarter in the prior year.
- The BIG database of members and subscribers increased to 128,700 members, an increase of 544% from prior year, following the completion of the acquisition of the hospitality vertical from The Intermedia Group. The pipeline consists of 4,900 customer who have taken a paid product (a conversion rate of 40% of the 12,000 customers who have made a purchasing decision). There are a further 16,700 customers currently in production and 35,000 Hair and Beauty plus 65,000 Hospitality subscribers.
- Paying subscribers have increased by 114% from Q1 FY17 to 4,900 members.
- Offering of a larger bundled video product resulted in continued increase in ARPU to \$7.5k (up 154% from Q1 FY17)
- Video content views continued to increase to 44.2m, up 170% from Q1 FY17

Outlook

Commenting on the outlook for the business Richard Evertz says, “The Company growth continues at an incredibly exciting pace, reflecting huge demand for our video technology platform and products. We are excited at the Company outlook for the coming financial year as we focus on consolidating our first to market advantage in Australia including leveraging opportunities in the Australian hospitality sector following our recent acquisition from The Intermedia Group. The Company are strongly focused on US expansion, growing and developing revenue from pillar two and on the further development of pillar three (our unique video review platform and app). The management team are laser focused on the execution of our global growth strategy and the development of partnerships in key vertical markets both in Australia and overseas. We look forward to providing further information on this strategy during Q2.”

ENDS

CONTACT

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ABOUT BIG REVIEW TV

BIG (ASX: BIG) is the parent company of Big Review TV Ltd. Big Review TV is a social media, video review platform. BIG 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")

30 September 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	14,995	14,995
1.2 Payments for		
(a) staff costs and contractors	(2,496)	(2,496)
(b) advertising, marketing and sales commissions	(4,855)	(4,855)
(c) research & development and technology	(219)	(219)
(d) leased assets	(1)	(1)
(e) other working capital	(1,417)	(1,417)
(f) realised currency gains	0	0
1.3 Dividends received		
1.4 Interest and other items of a similar nature received	1	1
1.5 Interest and other costs of finance paid	(9)	(9)
1.6 Income tax refund (R&D Tax Concession)		
1.7 Other (GST paid)	(416)	(416)
Net operating cash flows	5,583	5,583

+ 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)	5,583	5,583
1.9 Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets	(56)	(56)
(e) other non-current assets (software application)	(74)	(74)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets		
(e) other non-current assets		
1.11 Loans to other entities		
1.12 Loans repaid by other entities		
1.13 Other (Cash acquired on acquisitions)	113	113
	(17)	(17)
Net investing cash flows		
1.14 Total operating and investing cash flows	5,566	5,566
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	768	768
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)		
	768	768
Net financing cash flows		
Net increase (decrease) in cash held	6,334	6,334
1.21 Cash at beginning of quarter/year to date	9,206	9,206
1.22 Exchange rate adjustments to item 1.20		
1.23 Cash at end of quarter	15,540	15,540

+ 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	(92)
1.25	Aggregate amount of loans to the parties included in item 1.11	
1.26	Explanation necessary for an understanding of the transactions	
	<p style="margin-left: 40px;">- Remuneration paid to directors : \$92,220</p>	

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

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

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

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	15,540	9,206
4.2 Deposits at call		
4.3 Bank overdraft		
4.4 Other (provide details)		
Total: cash at end of quarter (item 1.23)	15,540	9,206

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	Food and Beverage Media Pty Ltd A List Guide Pty Ltd	
5.2 Place of incorporation or registration	NSW, Australia	
5.3 Consideration for acquisition or disposal	\$1,600,000 cash and 2,666,666 ordinary shares in BIG at \$0.90	
5.4 Total net assets	\$580,089	
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: 31 October 2017
 Company secretary

+ See chapter 19 for defined terms.

Print name: Elissa Lippiatt

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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