

ASX announcement

Vita Group expects to exceed guidance for H1FY18



10 January 2018

Vita Group (ASX: VTG) today announced that it expects to deliver earnings before interest, tax, depreciation and amortisation (EBITDA) of around \$20 million for the six months to 31 December 2017, exceeding the guidance issued on 27 October 2017, which outlined expected EBITDA in the range \$16 million to \$18 million. The improved earnings estimate reflects a continuation of the Group's rigorous focus on cost control, coupled with robust Christmas trading in its retail channel, supported by an earlier than expected relaxation on allocations of iPhone 8 and iPhone X inventory.

The company has also updated guidance for the full year ending June 30, 2018. Originally anticipating EBITDA for FY18 to be between \$36 million to \$43 million, Vita now expects to deliver in the range \$38 million to \$43 million.

"We are pleased with the improved outcome for the first half of the financial year and are confident in our ability to deliver another solid result for FY18," said Vita Group Chief Executive Officer, Maxine Horne. "We will continue to look for efficiencies and improvements in our cost to serve across all of our businesses, whilst continuing to deliver exceptional customer experiences. We look forward to updating the market further when we announce our half year results in February."

The expected H1 result is subject to final accounting adjustments and auditor review. Vita Group will report its results for H1FY18 on Wednesday, 28 February. Conference call details will be provided in the coming weeks.

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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, Sprout, and Clear Complexions. For further information, visit www.vitagroup.com.au.



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