

24 October **2014**

Vita Group (VTG)
ANNUAL
GENERAL MEETING




vita
GROUP LIMITED

Strong sustained performance in competitive markets

REVENUE  **4%**
FY14 TOTAL \$450.1 MILLION

EBITDA¹  **52%**
FY14 TOTAL \$33.5 MILLION

**UNDERLYING
EBITDA²**  **22%**
FY14 TOTAL \$27.0 MILLION

**UNDERLYING
NPAT³**  **66%**
FY14 TOTAL \$10.3 MILLION

**FULL YEAR
DIVIDEND**  **64%**
TO 4.64cps FULLY FRANKED

Strong performance from retail channel

- Physical portfolio optimisation
- Investment in people reflected in continued improvement in like-for-like store performance

Business channel well positioned to drive earnings growth

- B2B offering defined
- Camelon ICT Solutions embedded into the group
- Highly competitive proposition for the B2B market

Next Byte impairment announced last February

- Necessary and prudent
- Reflects decision to scale back planned expansion of Next Byte to invest instead in Telecommunications

Capital management

- Full-year dividend fully franked and significantly ahead of prior year
- Re-instigated DRP to allow shareholder flexibility to reinvest ordinary dividends

¹ Excludes impact of \$19.4m Next Byte impairment

² Excludes non-cash H2 impact of discontinued warranty/swap program

³ Excludes post-tax impact of \$19.4m Next Byte impairment and H2 non-cash impact of discontinued warranty / swap program

CAPITAL MANAGEMENT

INITIATIVES

Intend to pay a series of special dividends

- First dividend 3cps, fully franked
 - Record date 10 November 2014, payment date 5 December 2014
 - DRP will apply with a 2.5% discount
 - DRP is underwritten to 100% of the special dividend
- Size and number of subsequent special dividends at Board's discretion pending market conditions and financial performance; intention to review the position approximately twice per year
- Funds raised from the DRP used to supplement the Group's growth plans in retail and business channels

Note: VWAP will be calculated between 13 and 26 November 2014.

DISCLAIMER

The material in this presentation is a summary of Vita Group Limited's (Vita) activities and results, and is current at the date of preparation, 24 October 2014. Further details are provided in the Company's full year accounts and results announcement released on 24 October 2014.

No representation, express or implied, is made as to the fairness, accuracy, completeness or correctness of information contained in this presentation, including the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in the presentation ("forward-looking statements"). Such forward-looking statements are by their nature subject to significant uncertainties and contingencies and are based on a number of estimates and assumptions that are subject to change (and in many cases are outside the control of Vita and its Directors) which may cause the actual results or performance of Vita to be materially different from any future results or performance expressed or implied by such forward-looking statements. Undue reliance should not be placed on forward-looking statements and except as required by law or regulation, Vita assumes no obligation to update these forward-looking statements. To the maximum extent permitted by law, Vita and its related corporations, Directors, officers, employees and agents disclaim any obligations or undertaking to release any updates or revisions to the information in this presentation to reflect any change in expectation or assumptions and disclaim all responsibility and liability for these forward-looking statements (including without limitation, liability for fault or negligence).

This presentation provides information in summary form only and is not intended to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. Due care and consideration should be undertaken when considering and analysing Vita's financial performance. All references to dollars are to Australian Dollars unless otherwise stated.

To the maximum extent permitted by law, neither Vita nor its related corporations, Directors, officers, employees or agents, nor any other person, accepts any liability, including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it.

Certain financial data included in this presentation may be "non-IFRS financial information" under Regulatory Guide 230 Disclosing non-IFRS financial information published by ASIC. [The non-IFRS financial information in this presentation may include underlying profit after tax]. Vita believes this non-IFRS financial information, where included, provides useful information to users in measuring the financial performance and conditions of Vita. The non-IFRS financial information measures do not have standardized meanings prescribed by International Financial Reporting Standards and, therefore, may not be comparable to similarly titled measures presented by other entities, nor should they be considered as an alternative to other financial measures determined in accordance with International Financial Reporting Standards. Undue reliance should not be placed on any non-IFRS financial information.

This presentation is not and should not be considered as an offer or an invitation to acquire shares in Vita or any other financial product and does not and will not form any part of any contract for the acquisition of shares.

This presentation should be read in conjunction with other publicly available material. Further information including historical results and a description of the activities of Vita is available on our website, www.vitagroup.com.au