



# **DECEMBER QUARTERLY REPORT**

# Activation of Further Revenue Streams Contributing to Ongoing Revenue Growth

## Highlights

- Revenue continued to outperform expectations, with \$650,405 achieved in the December 2015 quarter, a 60% increase on the prior September 2015 quarter (\$406,582)
- The increase represents another period of strong growth with encouraging contributions from new revenue streams including licensing and sponsorship partnerships
- Strong SME membership pipeline with over 14,000 merchants
- Further sales distribution licenses and sponsorship opportunities expected to drive growth of additional revenue streams in the March quarter

Big Un Limited (ASX:BIG, 'BRTV' or 'the Company') is pleased to provide a review of its activities for the three month period, ended 31 December 2015.

## Corporate

# Expectations Exceeded with Continued Robust Revenue Growth

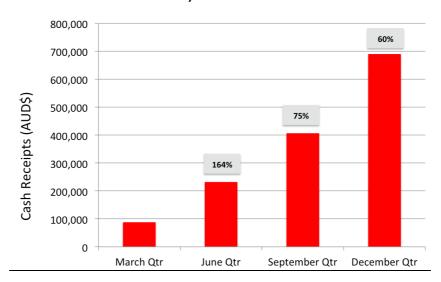
Strong revenue growth continued for the guarter ended 31 December 2015, with cash receipts of \$650,405, representing 60% growth on the prior September quarter (\$406,582 September 2015 quarter) and outperforming expectations. The Company previously guided the market towards cash receipts of \$600,000 during the December guarter (announced on 25 November 2015).

Initial contributions from new revenue streams achieved during the quarter, including licensing and sponsorship agreements, have provided the Company with a positive outlook in the coming quarters. BRTV will continue to focus on developing Pillar Two of its business model as it seeks to further monetise its video platform.

The Company's sales and marketing capacity continues to focus on growing its member base across the SME market within Australia and internationally and during the March quarter.



### **Quarterly Revenue Growth**



### **Cash Position**

Cash position as at 31 December 2015 is \$2.2m. The Company enters 2016 in a strong position following the activation of further revenue streams.

## **Expansion of Advisory Board**

Effective 21 December 2015 Big Unlimited appointed former Xero Executive and technology entrepreneur, Leanne Graham to its Advisory Board.

Ms Graham has a track record of leading successful technology businesses and delivering significant growth across early stage businesses. Her appointment brings access to a significant network of global contacts to accelerate BIG's B2B expansion and strengthens an existing strong Advisory Board underpinned by three experienced Google executives, including:

- Chris Mulchay, former head of digital content for Google Play and one of Australia's leading experts in Google AdWords with an in-depth knowledge of video content marketing
- David Murphy, former Google executive with streaming video network and configuration expertise and;
- Daniel Rex, a digital marketing expert and current head of Google channel intelligence for Europe.

## Operational

Activation of Further Revenue Streams – Sales Distribution & Sponsorship Opportunities

During the quarter, the Company signed its first international sales distribution license with leading US consultancy, DNA Behaviour International Resources (DNA) based in New York.



The revenue share agreement provides Big Review TV with access to a wide distribution network of SMEs within the US and the opportunity to accelerate membership growth within the region, following the establishment of beachheads in both New York and San Francisco. BRTV will leverage DNA's extensive network of small and medium sized businesses to grow its member base within the US.

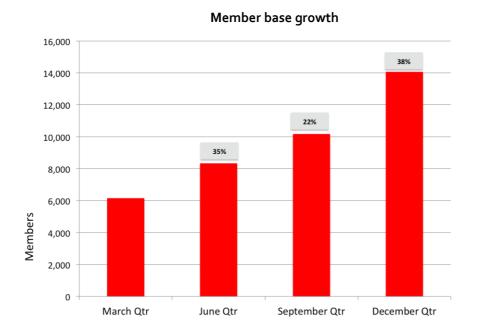
DNA will pay BRTV an initial AU\$500,000 for the license fee and revenue thereon will be split based on the revenue share agreement and successful sales and Key Performance Indicators (KPIs). The Company expects to achieve a minimum of 5,000 new SME members in New York City alone during 2016

Furthermore, during the period, the Company signed its first member sponsorship agreement with First Class Capital, a leading Australian finance provider ("FCC") to the global SME market. The agreement provides an additional revenue stream in the March 2016 quarter, from initial sponsorship and advertising initiatives, which will be offered to Big Review TV members. The agreement is also expected to increase BRTV's subscriber member base and strengthen content on the platform to drive user traffic.

## Ongoing Growth of Member Base

During the quarter, the Company reached over 14,000 merchants in its member base. This represents an acceleration of 3,895, or 38%, since the end of the September quarter, and is attributable to the successful sales initiatives implemented and growing awareness and demand from SMEs for online video content.

The Company expects its member base will continue to grow this year as it implements partnership and as it signs further sales and distribution agreements both domestically and internationally.





#### **Product Update**

The BRTV mobile app was publicly launched in November and is now available to download for free in the Google Play store and Apple's App Store globally. The launch of the app has significantly expanded Big Review TV's ability to target a wider audience and capture a substantial market share.

The app is now being actively marketed to Big Review TV's members, with a consumer marketing campaign to commence in the March 2016 quarter. The launch of the app opens up additional revenue opportunities as large volumes of video content is uploaded and shared across the Internet, potentially providing Big Review TV with global content, a rich consumer database and engaged user-base.

The app is available in iOS and Android versions and currently scores a 4.5 out of 5 rating in the Google Play Store.

### **Outlook**

Over the March quarter and 2016 the Company anticipates a continued expansion of its member base both domestically and internationally, following the execution of its first sales distribution license in the US and a strong go-to-market strategy.

Licensing partnerships are expected to become a significant revenue stream in 2016 as the Company progresses a strong pipeline of further licensing opportunities in Hong Kong, London and Singapore.

Sponsorship opportunities will also become a key part to the Company's offering and are expected to further drive customer growth. Big Unlimited are currently in the process of activating several further revenue streams from sponsorship, advertising and digital marketing products in addition to the agreement with First Class Capital, signed in December 2015.

The Company's strong conversion rate of ~45% coupled with strong partnership agreements, network marketing, newly launched products and additional revenue opportunities optimally positions the business to continue to grow its revenues throughout 2016.

#### **ENDS**

For media

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#### ABOUT BIG REVIEW TV

Big Review TV operates in the media and technology space providing online video content, video reviews and online marketing services to small and medium sized enterprises.

Big Review TV is the world's first video review platform that combines short video reviews with TV style review shows and peer generated video reviews made via the "Big Review TV" video app. The platform allows users to search and find entertaining videos for places to eat, play, stay or shop anywhere in the world and it actively encourages users to contribute to Big Review TV content by videoing and uploading their own reviews to the Big Review TV platform.

Big Review TV capitalises on three massive trends in the digital media space – online video, peer generated content and mobile video creation and sharing apps. Importantly, Big Review TV is actually solving a very real problem in the B2B space by producing high-quality and affordable content for brands.