



A GREAT PLACE TO BE!

Vita Group (VTG) Pie Funds Presentation



vita[®]
GROUP LIMITED

Vita Group

who we are

Retail
100 stores

SMB
21 centres

Enterprise
Growing eastern
seaboard presence



Strengthened by our
21 year partnership
with Telstra



WHAT WE'VE DELIVERED

in H1 FY16



Revenue¹ up 23% to \$321.2m

- growth in all strategic channels



EBITDA¹ up 25% to \$33.5m

- underlying EBITDA² up 46% to \$30.4m



Next Byte exit complete by February 2016 (announced Dec 2015)



Record investment in people programs & technology



Interim dividend \$8.7m, 5.76cps, up 40%

¹ from continuing operations

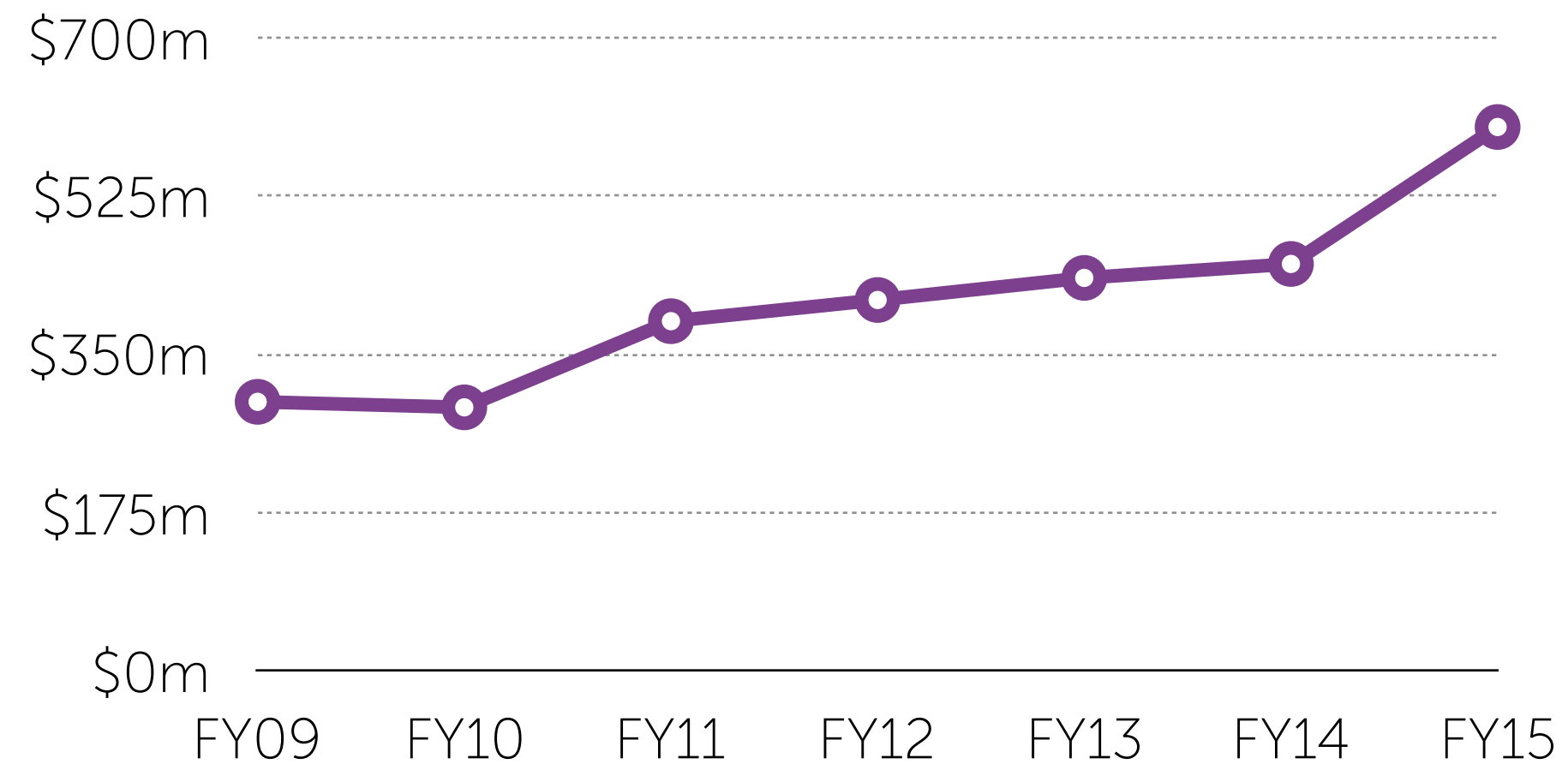
² from continuing operations excluding ESP

CONSISTENT PERFORMER

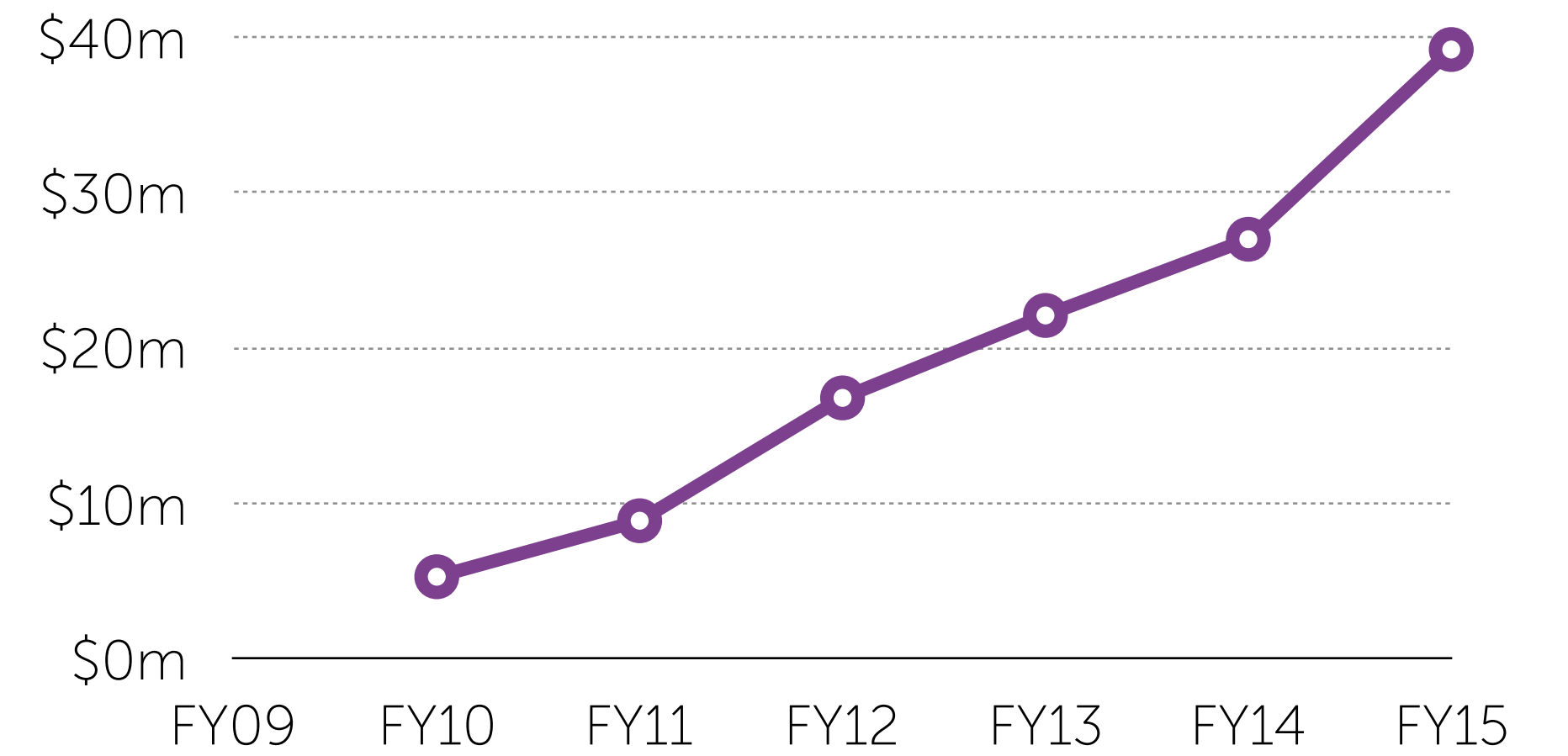
13 periods of consecutive growth



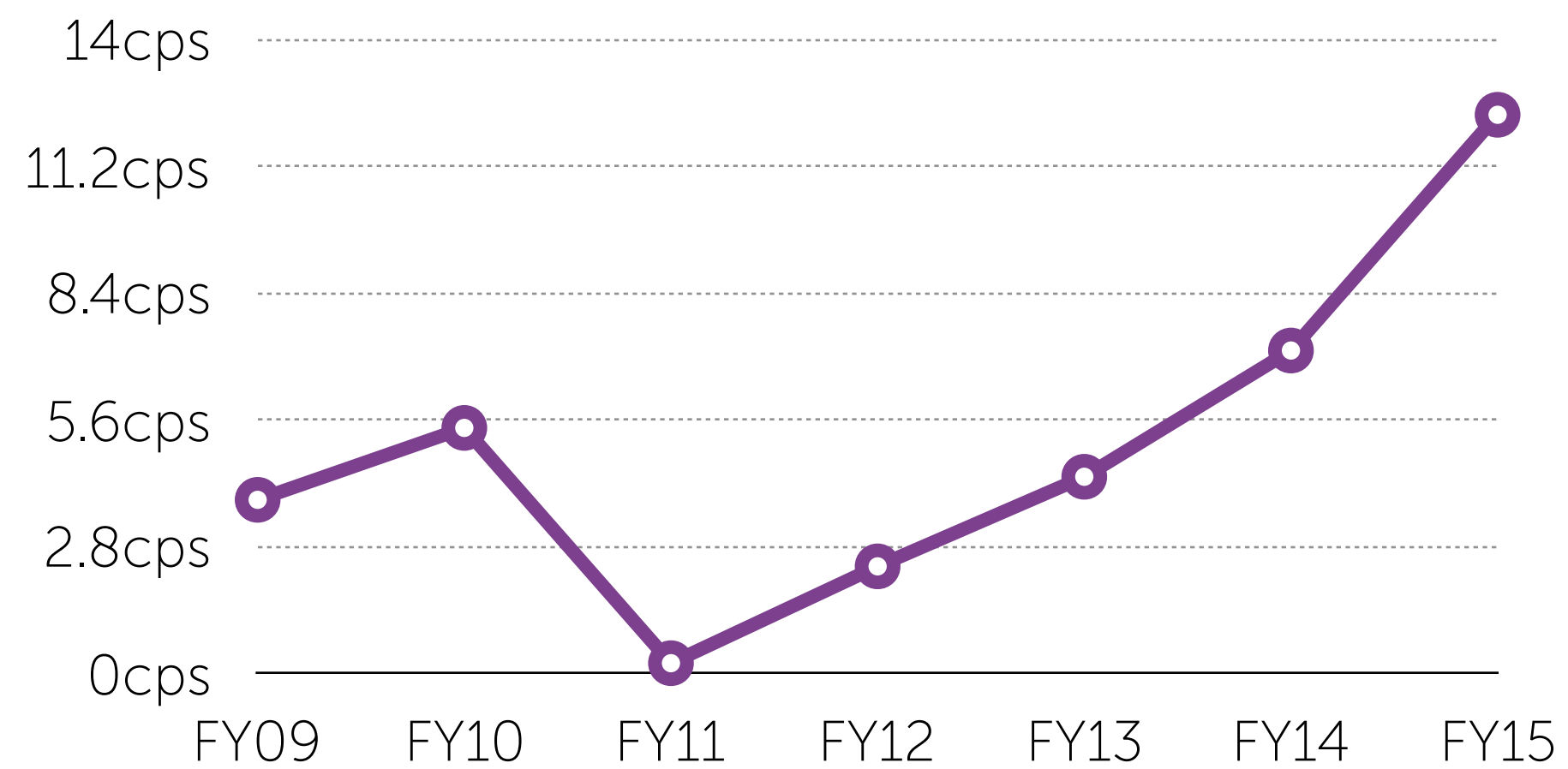
Revenue



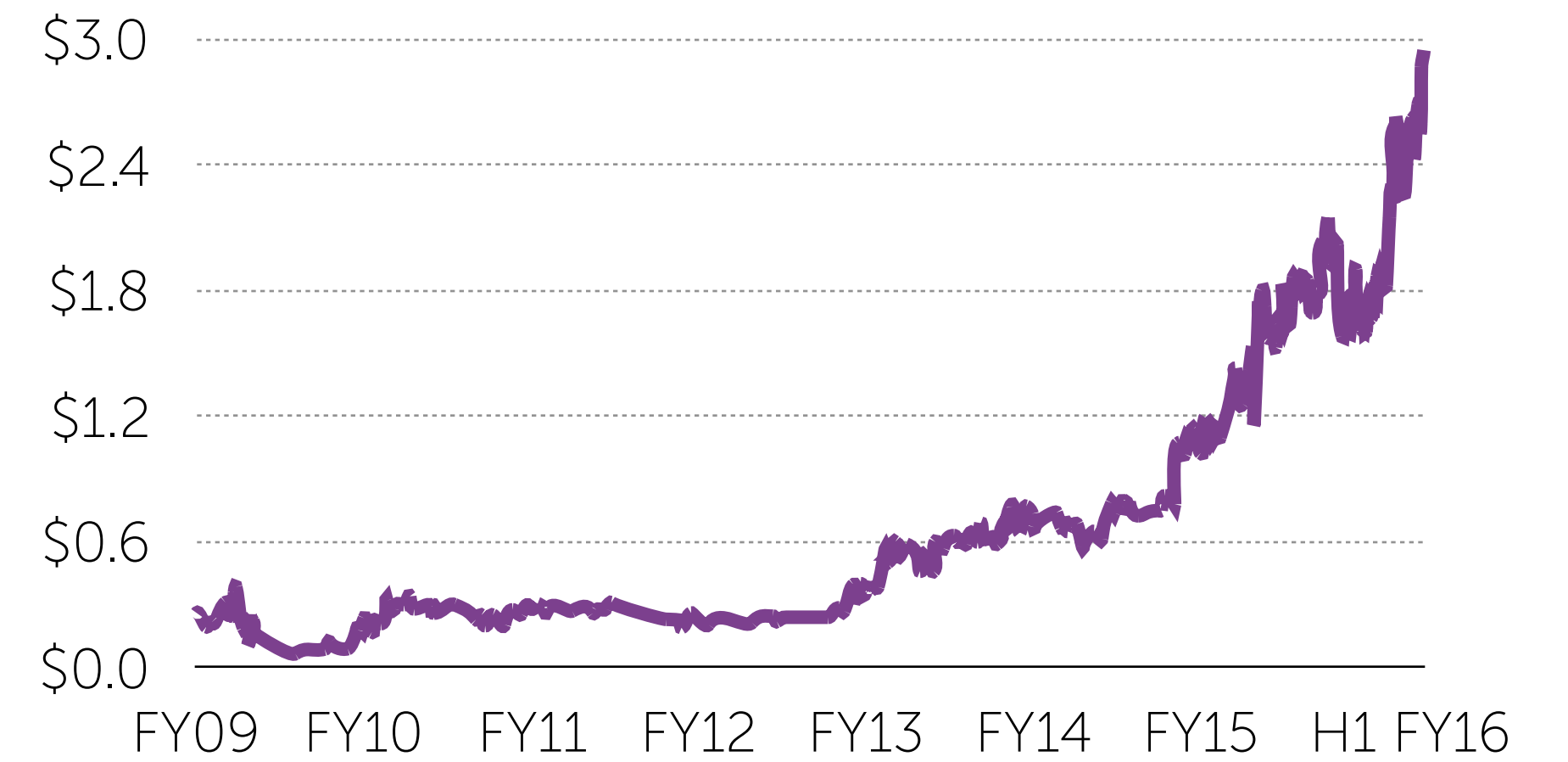
Underlying EBITDA



Underlying EPS



Share Price



OUR CORE COMPETENCIES

it's what makes
us different

We focus on our people

with high levels of
development,
coaching,
leadership,
and performance

We focus on our customers

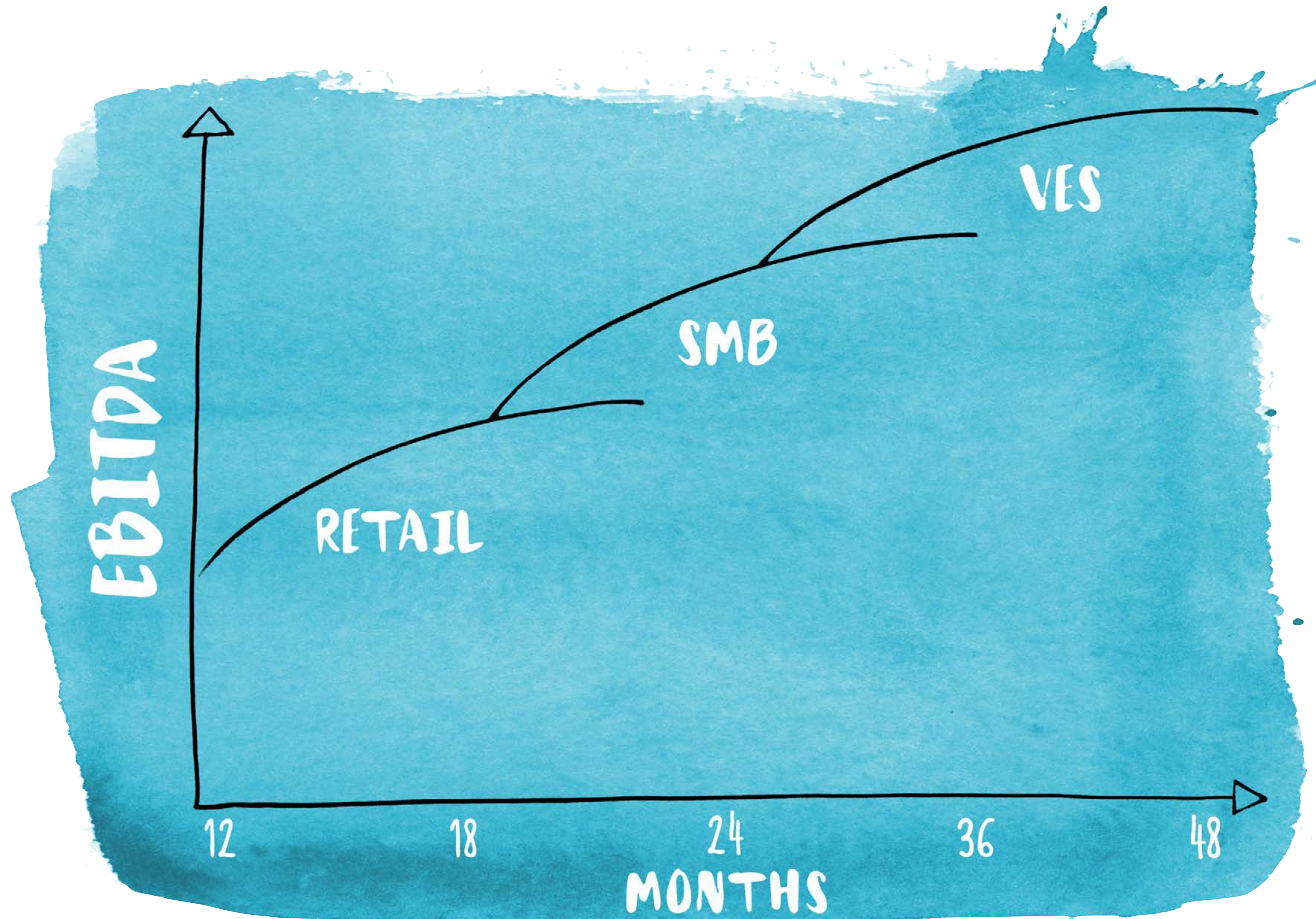
with our ability to
sell, service,
innovate, and
generate insights:
adding value & a
reason to buy

We have a performance driven culture

where we measure,
monitor and reward,
driving discipline
and accountability

OUR GROWTH HORIZONS

three distinctive separate channels



OUR GROWTH HORIZONS

three distinctive
separate channels

Continue to optimise our retail channel

*We'll continue to close the gap
between our highest and lowest
performing stores and teams*

Transform and scale small to medium business

*applying our retail disciplines in
the small to medium business
channel*

Build the foundations in the enterprise channel

*We've seen success in managed and
professional services, and will continue
in these areas, as well as mobility,
cloud, and collaboration*



VITAFUNDATION

**Support our
community through
the Vita Foundation**

Donated over \$110,000 to various charities.

Pledged \$200,000 to our hero charity Act for Kids,
to roll out a children's safety program throughout
Australia

Committed 1% NPAT to the foundation each
financial year.



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