

## **MARCH QTR UPDATE – ACCELERATING GROWTH AND SET FOR CASH FLOW POSITIVE IN MARCH**

### Highlights

- Revenue growth has accelerated in the current quarter and cash receipts for the three months ended 31 March 2016 is expected to exceed \$1.1m – an increase of approximately 70% on the prior quarter
- Cash flow positive is expected to be achieved for the first time in the month of March 2016, significantly ahead of pre-existing expectations
- Key drivers of growth include ongoing membership pipeline conversion and significant Enterprise partnerships

Big Un Limited (ASX:BIG, 'BRTV' or 'the Company') is pleased to provide an update on trading performance for the current quarter.

The Company has experienced accelerating growth into the current quarter, with total cash revenues for the three months ended 31 March 2016 expected to exceed \$1.1 million. This represents an increase of approximately 70% on the prior quarter ended 31 December 2015 and a 1,150% increase on the corresponding March 2015 quarter.

Revenue growth was driven by the Company's shift towards focusing on cementing Enterprise partnerships as part of its go-to market strategy. Following the addition of former Xero Senior Executive Leanne Graham to BIG's advisory board in late December 2015, the Company is currently building an internal sales team to focus on offering Enterprise solutions and anticipates achieving a targeted 30,000 members by the end of this calendar year. As part of the Company's shift in focus, outsourcing arrangements with CDM Direct Communication Services have ended.

The shift towards cementing Enterprise partnerships has commenced through an agreement with GeoOp, a leading workforce management software provider. As part of the agreement, GeoOp will promote BRTV's services to its client base of over 21,000 tech-savvy users across 35 countries. BIG will initially offer GeoOp's clients with tailored video packages to drive customer acquisition and growth of its paying subscriber members.

Further growth has been achieved from increasing views of BRTV video content, resulting in new revenue opportunities via sponsorship agreements. BIG will increasingly become an attractive option for sponsorship and advertising, providing significant revenue opportunities for the Company as it progresses Pillar Two of its revenue model. Pillar Two is expected to contribute substantially to the growth in revenues as the Company focuses on increasing its sponsorship and advertising partnerships throughout 2016 and beyond.

Well ahead of pre-existing expectations, the Company expects cash flow positive to be achieved for March 2016. Reaching this milestone so early in the Company's trajectory is a substantial achievement.

Brandon Evertz, Executive Director, Big Un Limited commented:

*"This is an exciting time in the Company's growth trajectory. The accelerating growth in revenues highlights both the value in our customer offering and the effectiveness of our sales function. Reaching cash flow positive so early in the Company's lifespan is a huge achievement and provides the market with excellent validation and proof of the robust nature of our commercial model and long term investment potential".*

**-ENDS-**

### **For more information**

#### For media

Matthew Wu  
Media & Capital Partners  
p: +61 433 634 706  
e: matthew.wu@mcpartners.com.au

#### Investor Enquiries

Richard Evertz CEO  
p: +61 421 970 367  
e: richard@bigreviewtv.com

Sonia Thurston Exec Director  
p: +61 (0) 434 937 764  
e: sonia@bigreviewtv.com

### **About Big Unlimited (ASX:BIG)**

BIG is the parent company of Big Review TV, which is the world's first video review platform providing online video reviews. Big Review TV's B2B service provides on-site, low-cost video production and online marketing services to small and medium-sized enterprises. It has operations in a number of countries, including Australia, New Zealand, the United Kingdom and the United States, and was listed on the ASX in December 2014.