



A GREAT PLACE TO BE!

Vita Group (VTG) Morgans Presentation
June 2016



Vita Group

who we are

Retail
Telstra's largest retail partner
100 stores

SMB
Telstra's largest SMB partner
21 Telstra business centres

Enterprise
Telstra's largest enterprise partner
#1 Enterprise partner



Strengthened by our recently extended 21 year partnership with Telstra

WHAT WE'VE DELIVERED

in H1 FY16



Revenue¹ up 23% to \$321.2m

- growth in all strategic channels
- FY15 revenue \$601.4m



EBITDA¹ up 25% to \$33.5m

- underlying EBITDA² up 46% to \$30.4m



Market cap circa \$600m



1700 team members

- focused on building high performing teams



Record investment in people programs & technology



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

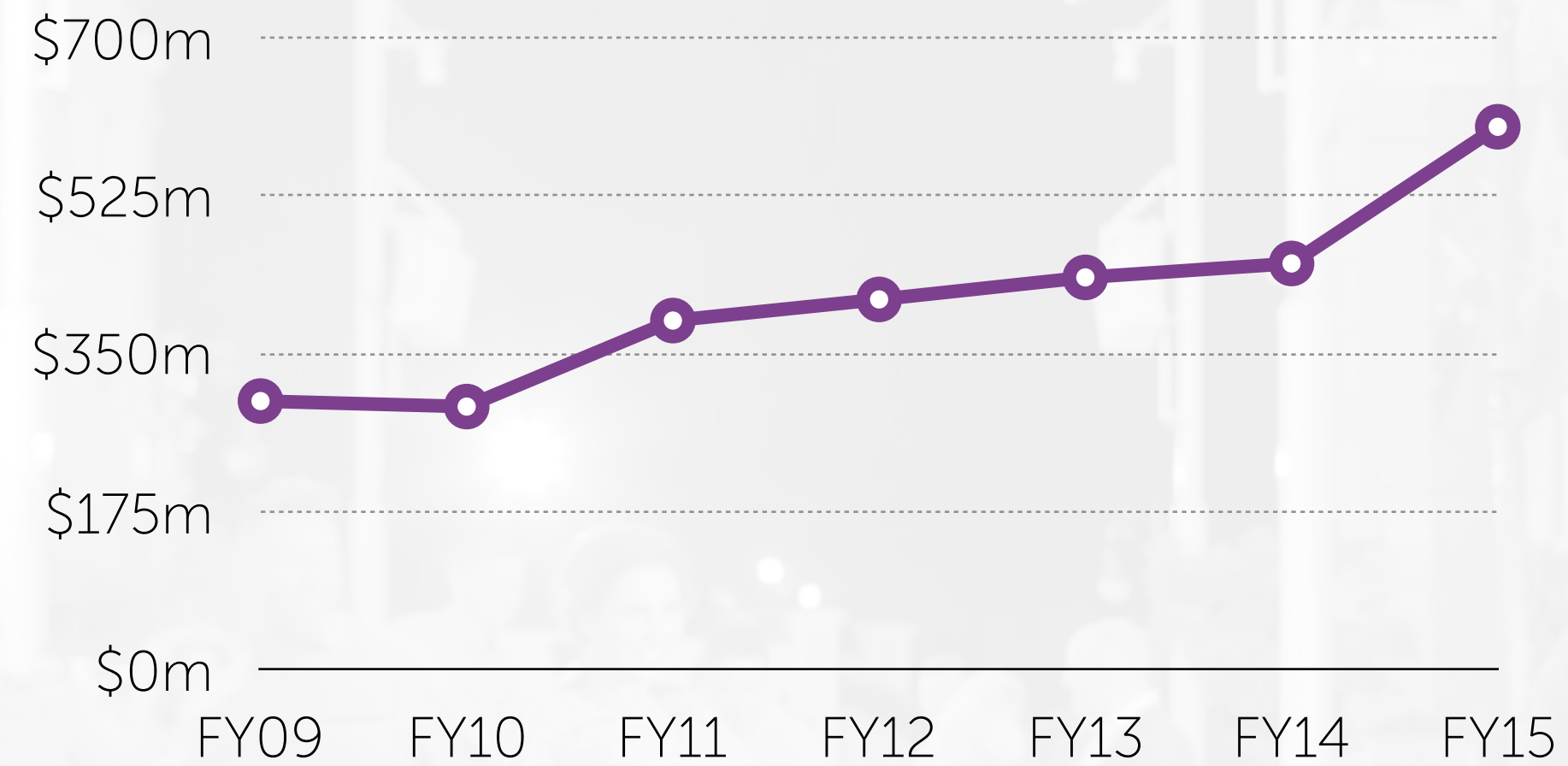
¹ from continuing operations

² from continuing operations excluding ESP

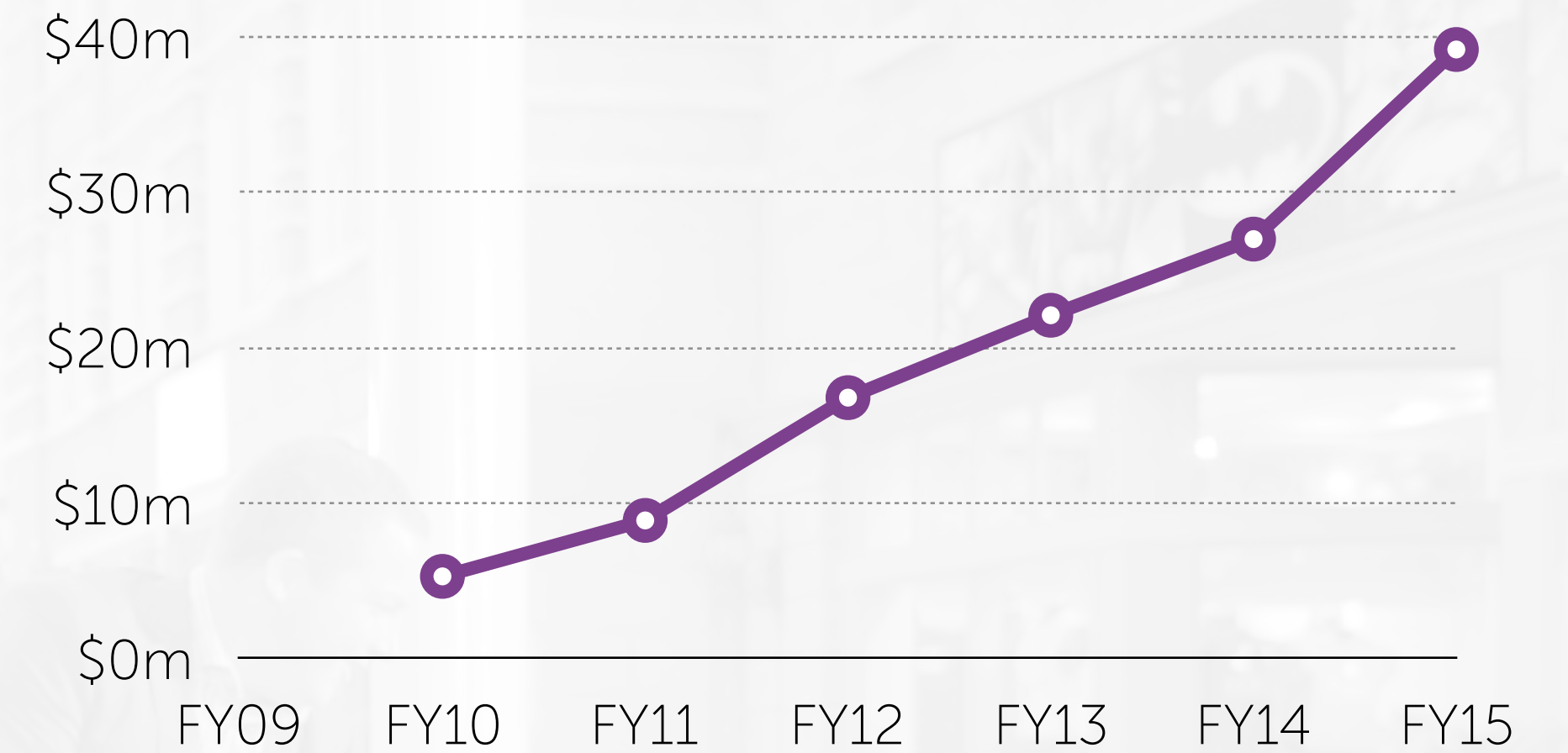
CONSISTENT PERFORMER

13 periods of consecutive growth

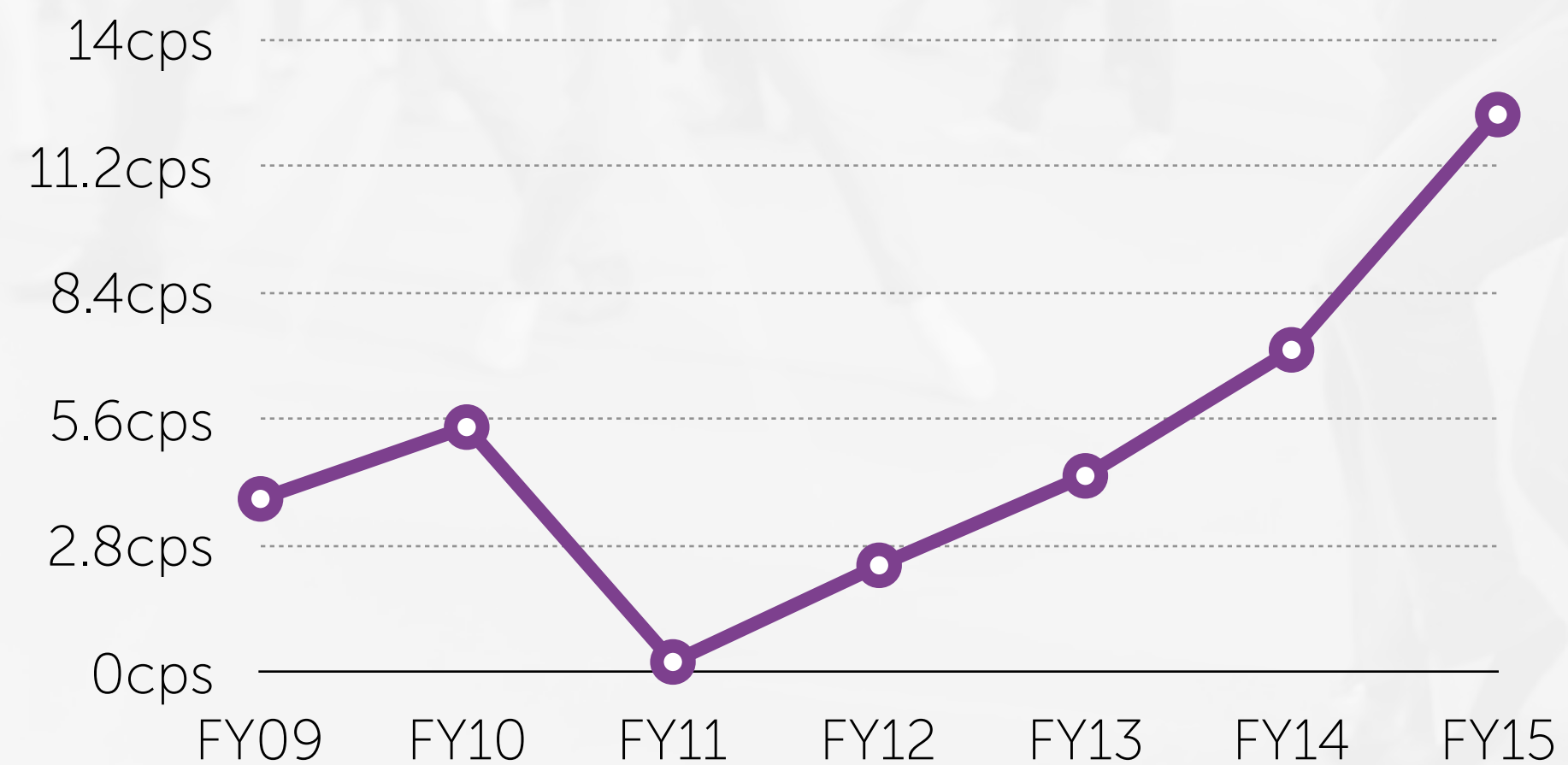
Revenue



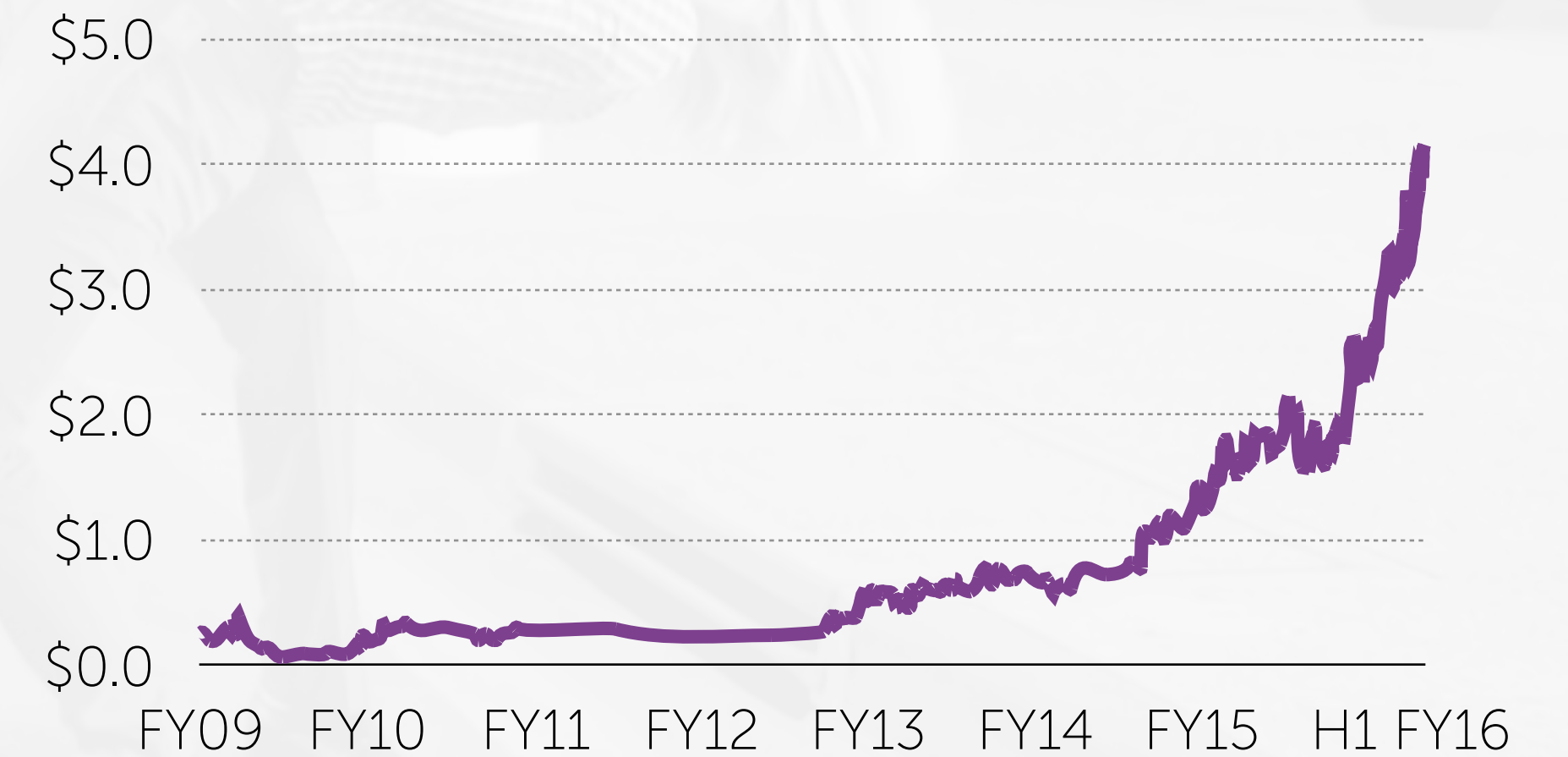
Underlying EBITDA



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

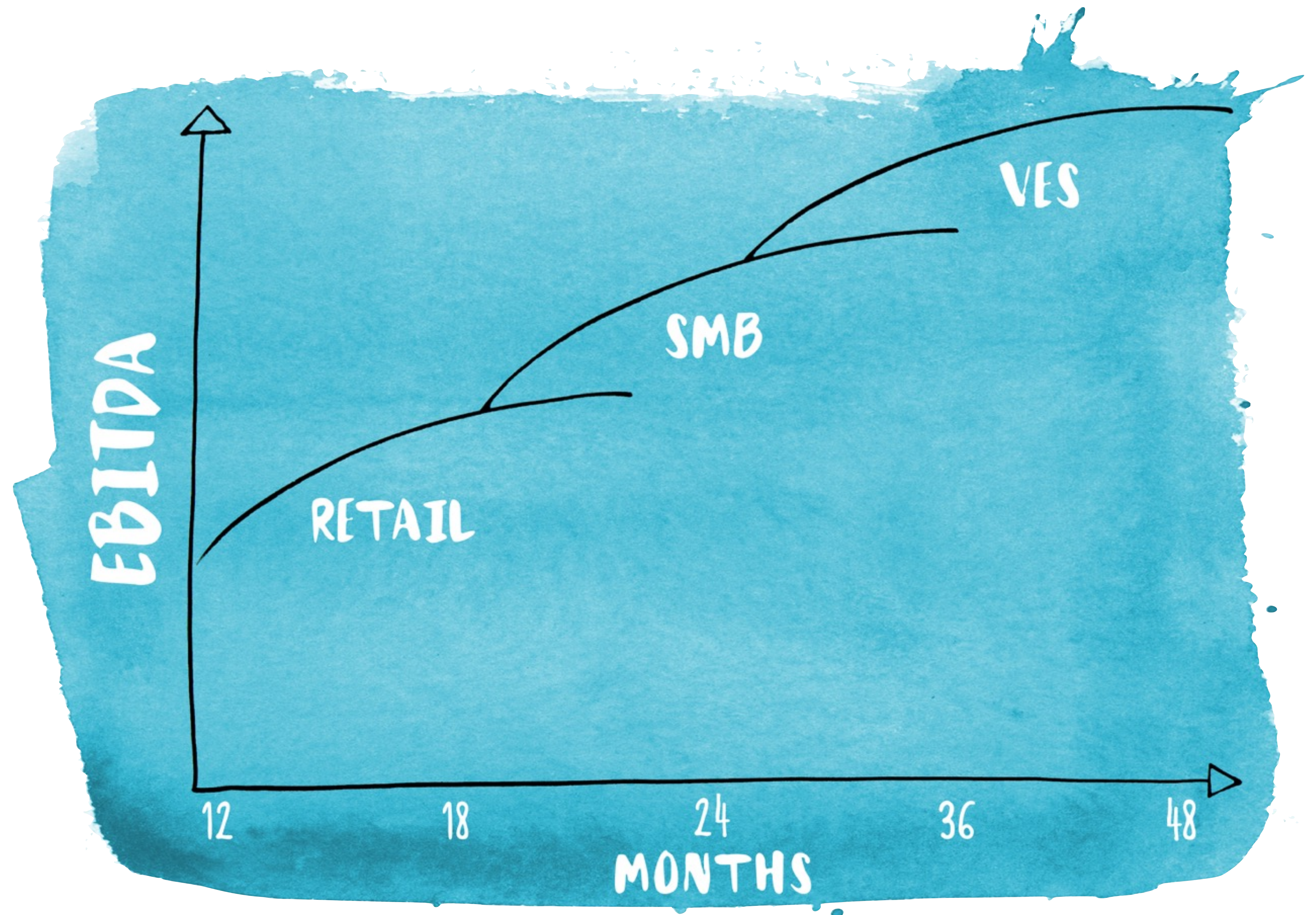
with our ability to
sell, service,
innovate, and
generate insights:
adding value & a
reason to buy

We have a performance driven culture

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

OUR GROWTH HORIZONS

three distinctive
separate channels



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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*



VITAFOUNDATION

**Support our
community through
the Vita Foundation**

Donated over \$210,000 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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