

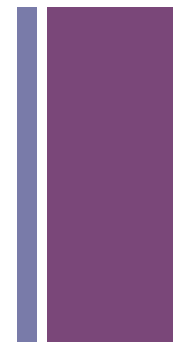
# Beyond International Limited


Annual General Meeting  
22 November 2012





# 1. Summary of financial results 12 months to 30<sup>th</sup> June 2012

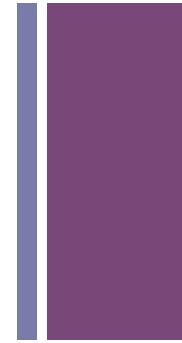


	FY 12	FY11 NORMALISED	Variance \$	Variance %
Revenue	90,731	82,242	8,489	10.32%
Expense	(80,421)	(74,064)	(6,357)	8.58%
<b>EBIT</b>	<b>10,310</b>	<b>8,178</b>	<b>2,132</b>	<b>26.07%</b>
Interest Expense	42	136	(94)	-69.12%
<b>Operating Profit Before Tax</b>	<b>10,268</b>	<b>8,042</b>	<b>2,226</b>	<b>27.68%</b>
Significant Items		(2,316) 	2,316	-100.00%
Tax Expense	(1,619)	(479)	(1,140)	238.00%
<b>Profit After Tax</b>	<b>8,649</b>	<b>5,247</b>	<b>3,402</b>	<b>64.84%</b>
OEI	(186)	(148)	(38)	25.68%
<b>Net Profit</b>	<b>8,463</b>	<b>5,099</b>	<b>3,364</b>	<b>65.97%</b>
<b>EPS</b>	<b>14.39</b>	<b>8.67</b>	<b>5.72</b>	<b>65.97%</b>



## **1. Summary of Financial Results 12 months to 30<sup>th</sup> June 2012**

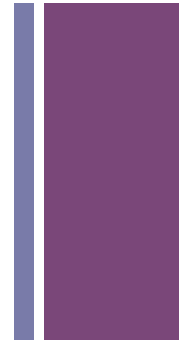
- Revenue for the year has increased by 10% from \$82,242,000 to \$90,731,000;
- Net profit is \$8,463,000 compared to \$5,099,000 for the 2011 financial year – an increase of 66%;
- Earnings Per Share increased by 66% to 14.39 cents;
- The operating profit before tax is \$10,268,000 compared to normalised operating profit before tax and significant one off costs of \$8,042,000 in 2011, an increase of 28%;
- The Company has no bank debt;
- The company holds cash on hand of \$5,725,000 at 30 June 2012 (2011: \$5,922,000) after dividend payments totalling \$3,664,000, the acquisition payment of \$2,135,000 for the digital marketing business, Beyond D, and the funding of working capital; and
- Return on shareholders funds increased from 16% to 23.3%.





## **2. Trading update for the four months to 31 October 2012**

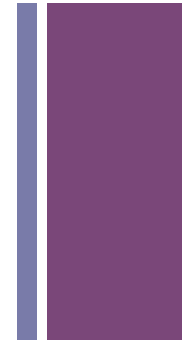
- The Company's revenues and operating profits for the first four months of the 2013 financial year are marginally higher than for the corresponding four-month period in the 2012 financial year.
- This is largely due to the television production segment (Beyond Productions) and the international television sales division (Beyond Distribution) having a strong four months of trading– this positive weighting to the first half of the financial year is projected to stabilise over the twelve months to June 30, 2012.
- Beyond Productions' revenues to date are a result of a strong slate of recurring programs in production including Mythbusters, Deadly Women, Behind Mansion Walls, Rush TV and Toybox.





## **2. Trading update for the four months to 31 October 2012 (cont.)**

- Beyond Distribution had international sales success with acquired series “Highway Through Hell” and in house productions Mythbusters, Deadly Women. Monster Bug Wars and Dark Minds.
- Beyond Home Entertainment (BHE) is trading in a challenging retail environment – however EBIT for the four month period close to budget and sales in November are projected to be on budget. Provided that December sales are on budget BHE will achieve EBIT for the six months to 31 December 2012 close to the EBIT earned in the six months to 31/12/11.
- Beyond D – the digital marketing and services business acquired in April 2012 – is tracking close to budget and is expected to break even for the six months to 31/12/12.



## + 3. Foreign Exchange

- The Australian dollar has traded above parity to the US dollar in the period to date.
- The high Australian dollar has a negative impact on the earnings of both the production and international distribution segments. The Company has reduced the foreign exchange impact on the Group by the acquisition of the home entertainment and digital businesses that have minimal exposure to foreign exchange fluctuations.





## 4. Outlook to 31/12/12

- Given the encouraging trading results for the first four months of the 2013 financial year the Company expects the revenue and net profit for the six months to 31 December 2012 to be slightly higher than for the corresponding six month period in 2011.

Mikael Borglund  
Managing Director  
22/12/12.

