



ASX:BIG
31st January 2018

Big Un Limited Announce Q2 FY18 4C Results Cash Revenues Q2 FY18 \$22.5m and Operating Surplus of \$10.3m

Big Un Limited (ASX:BIG, or 'the Company') is pleased to announce the release of its 4C results for the quarter ended 31 December 2017 (Q2 FY18). BIG achieved cash receipts from customers for the quarter of \$22.5m (up 460% from Q2 FY17).

BIG achieved a cash profit of \$10.3m for Q2 FY18 from operating and investing activities and a further \$5.6m was received from the exercise of share options resulting in a net increase in cash of \$15.8m and a closing cash balance of \$31.4m.

Financial and Operations Overview

Cash-flow Performance and Management

- Cash Receipts from Customers of \$22.5m, up 460% from Q2 FY17. This includes \$2.4m in Cash Receipts from Customers in the US, an increase of 267% on the prior quarter.
- Operating and Investing Activities generated a cash profit of \$10.3m for the quarter as the Company maintained its global cash-flow positivity.
- Operating and Investing expenses well controlled, delivering a 46% cash margin and the Company continues to run cash-flow positive in the US as initial operations start to deliver cash revenues.
- Increase in operational expenses over the quarter reflects ongoing operational growth alongside investment in US expansion, investment in technology and marketing costs.

Operations

- Revenue generated from existing customers totalled \$2.8m in Q2 FY18. This represents 82% of revenue generated from customers in the corresponding quarter Q2 FY17 following sales resources focusing on the monetisation and conversion of new FAB and BHA customers during Q2 FY18.
- The BIG database of members and subscribers grew to 131,400 members, an increase of 472% from prior year, following the completion of the acquisition of the hospitality vertical (FAB) from The Intermedia Group.
- The sales pipeline includes 14,700 customers who have made a purchasing decision, of whom 6,800 have taken a paid membership (a conversion rate of over 40%). There are a further 17,700 in the sales pipeline currently and 34,000 Hair and Beauty (BHA) subscribers plus 65,000 Hospitality (FAB) subscribers.
- Paid memberships of 6,800 represent an increase of 149% from Q2 FY17.
- Offering of larger bundled video memberships resulted in continued lift in ARPU to \$8.2k (up 89% from Q2 FY17)
- Video content views continued to grow to 50.4m, up 137% from Q2 FY17

- Sales operations continue to expand in both Australia and the US and the Company continues to focus on reducing the cost of sale using strategic sales centre locations and targeting localities that offer high quality recruitment of personnel. Further USA operational updates to come.
- Autogen: BHA and FAB databases now being integrated for implementation of Autogen video campaigns Q3 FY18.

Outlook

Commenting on the outlook for the business Richard Evertz says, “The Company growth continues at an incredibly exciting pace, reflecting continued high demand for our video technology platform and products. We have ended this quarter with a healthy cash surplus and are excited at the Company outlook for the coming financial year. We look forward to passing the milestone of achieving a cash revenue run rate of \$100m in the near future as we focus on consolidating our first to market advantage in Australia through our key verticals and focus on US expansion. The management team are laser focused on the execution of our global growth strategy, customer retention and forming deeper relationships with our customers through cross-pillar marketing activity and the development of partnerships in key vertical markets both in Australia and overseas.”

ENDS

CONTACT

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ABOUT BIG REVIEW TV

BIG (ASX: BIG) is the parent company of Big Review TV Ltd. Big Review TV is a social media, video review platform. BIG are innovative disruptors in the online video space delivering subscription based video technology products and services. The Company has operations across Australia and in New Zealand, the United Kingdom and the United States, Hong Kong, Singapore and Vancouver and was listed on the ASX in December 2014.

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

Big Un Limited

ABN

86 106 399 311

Quarter ended ("current quarter")

31 December 2017

Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (12 months) \$A'000
1.1 Receipts from customers	22,510	37,505
1.2 Payments for		
(a) staff costs and contractors	(3,933)	(6,429)
(b) advertising, marketing and sales commissions	(4,346)	(9,201)
(c) research & development and technology	(323)	(542)
(d) leased assets		(1)
(e) other working capital	(1,985)	(3,402)
(f) realised currency gains	0	0
1.3 Dividends received		
1.4 Interest and other items of a similar nature received	3	4
1.5 Interest and other costs of finance paid	(13)	(22)
1.6 Income tax refund (R&D Tax Concession)		
1.7 Other (GST paid)	(666)	(1,082)
Net operating cash flows	11,247	16,829

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

	Current quarter \$A'000	Year to date (12 months) \$A'000
1.8 Net operating cash flows (carried forward)	11,247	16,829
1.9 Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)		
(b) equity investments	(400)	(400)
(c) intellectual property		
(d) physical non-current assets	(160)	(216)
(e) other non-current assets (software application)	(279)	(353)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets		
(e) other non-current assets		
1.11 Loans to other entities		
1.12 Loans repaid by other entities	(149)	(149)
1.13 Other (Cash acquired on acquisitions)		113
	(988)	(1,005)
Net investing cash flows		
1.14 Total operating and investing cash flows	10,259	15,824
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	5,560	6,328
1.16 Proceeds from sale of forfeited shares		
1.17 Proceeds from borrowings		
1.18 Repayment of borrowings		
1.19 Dividends paid		
1.20 Other (Capital raising costs)		
	5,560	6,328
Net financing cash flows		
Net increase (decrease) in cash held	15,819	22,152
1.21 Cash at beginning of quarter/year to date	15,540	9,206
1.22 Exchange rate adjustments to item 1.20	11	11
1.23 Cash at end of quarter	31,369	31,369

+ See chapter 19 for defined terms.

Payments to directors of the entity and associates of the directors
Payments to related entities of the entity and associates of the related entities

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	(102)
1.25	Aggregate amount of loans to the parties included in item 1.11	
1.26	Explanation necessary for an understanding of the transactions	
	<p style="margin-left: 40px;">- Remuneration paid to directors : \$101,739</p>	

Non-cash financing and investing activities

2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

Financing facilities available

Add notes as necessary for an understanding of the position.

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities		
3.2	Credit standby arrangements		

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	31,369	15,540
4.2 Deposits at call		
4.3 Bank overdraft		
4.4 Other (provide details)		
Total: cash at end of quarter (item 1.23)	31,369	15,540

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity		
5.2 Place of incorporation or registration		
5.3 Consideration for acquisition or disposal		
5.4 Total net assets		
5.5 Nature of business		

Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:  Date: 31 January 2018
 Company secretary

Print name: Elissa Lippiatt

+ See chapter 19 for defined terms.

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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