



ASX:BIG
12th July 2017

Big Un Limited Announce Q4 FY17 4C Results Cash Revenues Q4 FY17 \$9.4m and full FY17 \$21.5m

Big Un Limited (ASX:BIG, or 'the Company') is pleased to announce the release of its 4C results for the quarter ended 30 June 2017 (Q4 FY17). BIG achieved cash receipts from customers for the quarter of \$9.4m (up 411% from Q4 FY16). The result for the full financial year was cash revenues of over \$21.5m (up 429% from FY16).

BIG achieved a cash profit of \$3.8m for Q4 FY17 from operating activities and this resulted in the Company achieving cashflow positivity for the whole of the financial year, generating an operating cash profit of \$4.4m for FY17.

Financial and Operations Overview

Cashflow Performance and Management

- Cash Receipts from Customers \$9.4m, up 411% from Q4 FY16.
- Operations Activities generated a cash profit of \$3.8m for the quarter as the company maintained its cashflow positivity. This resulted in the Company achieving global cash flow positive for the financial year, generating a surplus of \$4.4m for the twelve months to 30 June 2017.
- Operating and Investing expenses well controlled, with BRTV expenses increasing only 18% from the prior quarter while delivering a 52% increase in cash revenues. Meanwhile BHA produced a 24% cash profit margin for the quarter.

Operations

- The Production Pipeline increased to 62,000 members, an increase of 241% from prior year, following the completion of the acquisition of BHA from The Intermedia Group.
- Offering of a larger bundled video product resulted in continued increase in ARPU to \$7.4k (up 299% from Q4 FY16)
- Paying subscribers have increased by 91% from Q4 FY16 to 3,800 members
- Video content views showed significant increase to 38.0m, up 324% from Q4 FY16

Outlook

Commenting on the outlook for the business Richard Evertz says "The Company growth continues at an incredibly exciting pace, reflecting huge demand for our video technology products. We are excited at the Company outlook for the coming financial year as we focus on the further development of global technology products. Revenue from overseas has commenced and we look forward to announcing more detail in Q1 FY17/18"

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CONTACT

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ABOUT BIG REVIEW TV

BIG (ASX: BIG) is the parent company of Big Review TV Ltd. Big Review TV 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")

30 June 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	9,365	21,514
1.2 Payments for		
(a) staff costs and contractors	(1,973)	(7,442)
(b) advertising, marketing and sales commissions	(2,288)	(6,312)
(c) research & development and technology	(188)	(896)
(d) leased assets	(9)	(15)
(e) other working capital	(903)	(2,629)
(f) realised currency gains	0	(1)
1.3 Dividends received		
1.4 Interest and other items of a similar nature received		2
1.5 Interest and other costs of finance paid	(3)	(11)
1.6 Income tax refund (R&D Tax Concession)		471
1.7 Other (Refund of GST paid)	(177)	(295)
Net operating cash flows	3,826	4,387

+ 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)	3,826	4,387
1.9 Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)		
(b) equity investments		
(c) intellectual property		
(d) physical non-current assets	(34)	(132)
(e) other non-current assets (software application)	(17)	(67)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)		
(b) equity investments	0	38
(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		
1.13 Other (Cash acquired on acquisitions)	0	69
	(51)	(92)
Net investing cash flows		
1.14 Total operating and investing cash flows	3,775	4,295
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	1,160	1,263
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)		(203)
	1,160	1,060
Net financing cash flows		
Net increase (decrease) in cash held	4,935	5,355
1.21 Cash at beginning of quarter/year to date	4,270	3,848
1.22 Exchange rate adjustments to item 1.20	1	3
1.23 Cash at end of quarter	9,206	9,206

+ 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	(119)
1.25	Aggregate amount of loans to the parties included in item 1.11	

1.26 Explanation necessary for an understanding of the transactions

<ul style="list-style-type: none"> - Remuneration paid to directors : \$118,800
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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

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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

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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	9,206	4,270
4.2 Deposits at call		
4.3 Bank overdraft		
4.4 Other (provide details)		
Total: cash at end of quarter (item 1.23)	9,206	4,270

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	SME Global Pty Ltd	
5.2 Place of incorporation or registration	NSW, Australia	
5.3 Consideration for acquisition or disposal	250,000 ordinary shares in BIG at \$0.20	
5.4 Total net assets	\$20,675	
5.5 Nature of business	Media and Publishing	

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: 12 July 2017
 Company secretary

Print name: Elissa Lippiatt

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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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