

Vita Group issues first-half guidance

Brisbane, 25 October 2012 - Listed provider of telecommunications, consumer electronics and related products Vita Group today confirmed earnings guidance for the first half of FY13.

The company said it expected earnings before interest, tax, depreciation and amortisation (EBITDA) for the six months to 31 December 2012 to be in the range of \$8.5 million to \$10 million. At the lower end of the range, this represents an increase of approximately 25% over the \$6.9 million recorded in the prior corresponding period (H1 FY12).

At the company's Annual General Meeting in Brisbane, Vita Group Chairman Dick Simpson said Vita was exposed to robust industry sectors and was executing well on its strategy to align its store network more closely with Telstra and Apple, and the benefits were flowing through.

"Our network of 182 stores as at the end of September included 81 Telstra stores and 12 Telstra Business Centres, and the rollout of the new-format Next Byte stores under the Apple Premium Reseller model is well underway," Mr Simpson said.

"The early signs are these new stores are performing at or above expectations in terms of sales and profit. We expect the revitalised store portfolio, complemented by a range of added-value products and services, will generate considerable earnings momentum as it matures over the medium term."

Further enquiries:

David McMahon
Joint Chief Executive Officer
Ph: +61 7 3624 6822
Mob: 0419 444 444

Andrew Leyden
Chief Financial Officer
Ph: +61 7 3624 6701
Mob: 0438 719 778

About Vita Group

Brisbane-based Vita Group is a national, ASX-listed provider of telecommunications, computers and related products through retail and business channels. As at 30 September 2012 the group's footprint stood at 182 outlets branded as Telstra (81 stores), Telstra Business Centres (12), Fone Zone (39), One Zero (31) and Next Byte (19). Each of these brands operates in a clearly defined retail segment and they share a common approach toward premium service and solution-oriented sales. Vita Group also operates a fast-growing mobile accessories division under the Sprout brand, and a range of other value-added products and services. For further information, visit www.vitagroup.com.au.