

Vita Group response to Fairfax Media article published 4 April 2017

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Vita Group Limited (ASX: VTG) is aware of an article published in the media this morning titled: “**Leak reveals Telstra's considering taking back high performing stores from licensees**”, which refers to the contents of a ‘leaked’ Telstra internal ‘draft’ document.

The article alleges that Telstra has identified a number of stores that it could ‘take back control [of] by not renewing the Telstra Dealership Agreement (TDA) with licensees’ – some of which are owned by Vita Group.

As quoted by a Telstra spokesperson in the article, the leaked draft document:

"...does not reflect the viability of any of the stores listed, and no decisions can be taken on individual Vita sites due to the nature of the agreement.”;

And:

"There are no current plans to amend our arrangement with the Vita Group. All conversations with Vita and individual licensees are confidential."

Telstra and Vita Group have enjoyed a strategic relationship for 22 years, presently governed by a Master License Agreement, which applies to all of Vita Group’s Telstra stores. The Master Licence Agreement has been extended a number of times, and currently extends to 2020.

The terms of the Master License Agreement are confidential and any significant changes to it are subject to mutual agreement.

Further enquiries:

Andrew Leyden
Chief Financial Officer
Ph: 07 3624 6701
Mob: 0438 719 778

Suzanne Bartlett (Media)
External Communications Manager
Ph: 07 3624 6913
Mob: 0429 967 084

About Vita Group Vita Group is a consultative solutions provider, specialising in enhancing customers’ way of life. Vita operates Telstra branded stores and Business Centres, SQDAthletica, Vita Enterprise Solutions and Sprout. For further information, visit www.vitagroup.com.au.



Vita Group Limited - ABN 62 113 178 519

Phone. (07) 3624 6666
Fax. (07) 3624 6999
Email. info@vitagroup.com.au

Actual. 77 Hudson Road Albion QLD 4010
Post. PO Box 218 Albion QLD 4010
www.vitagroup.com.au