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# **2012 RESULTS** **PRESENTATION**

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The background is a solid medium blue. It features several overlapping geometric shapes in two shades of blue: a lighter cyan and a slightly darker blue. These shapes include large circles, thick rings, and partial arcs, creating a layered, abstract pattern. The shapes are distributed across the frame, with some appearing more prominent than others due to their size and position.

# AGENDA

4. **BOARD & LEADERSHIP TEAM**
6. **THE TURNAROUND STORY**
8. **KEY PRIORITIES 2013 & BEYOND**
9. **PROFITABILITY ON TRACK**
11. **ORGANISATION**
12. **BUSINESS PORTFOLIO**

# BOARD & LEADERSHIP TEAM



**SHANE TANNER**  
Chairman and  
Non-Executive  
Director

- Appointed Mar 2009 as Independent NED, Chairman from May 2010
- Chairman, Vision Eye Institute Ltd and Paragon Care Ltd
- Formerly CEO of Mayne Nickless Diagnostic Services (Symbion Health) & Director of Sterihealth Ltd
- Shane has a vast commercial and financial experience



**CRAIG MATHIESON**  
Non-Executive  
Director

- Appointed Aug 2009 as a NED
- CEO of The Mathieson Group, Formerly MD of DMS Glass (2001-2007)
- Craig has a banking and commercial background gained while working with the Business Banking division of ANZ & Property Finance division of St George



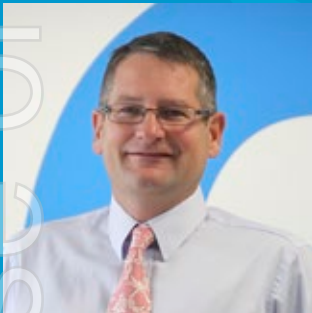
**STEPHEN HEATH**  
Non-Executive  
Director

- Appointed Oct 2010 as Independent NED
- Formerly MD of International Cleaning Solutions Holdings; CEO of Rebel Sport during its public listing on the ASX
- Stephen has extensive retail experience from 18 years across iconic Australian Retailers incl. Harvey Norman, Rebel Sport, and Godfreys



**LINDA NORQUAY**  
Independent  
Non-Executive  
Director

- Appointed Sep 2011 as Independent NED
- Chief Financial Officer at Illyria Pty Limited
- Formerly held senior financial and management roles at Allco Finance Group, Macquarie Bank and Barclays Bank
- Linda brings a wealth of financial and strategic experience



**STEWART DOWNS**  
Managing Director  
& Chief Executive  
Officer

- Joined the Board in Aug 2009, CEO since Feb 2009
- Formerly MD of Mattel Asia, Stewart has had an expansive career in branded consumer businesses across Australia, New Zealand and Asia; he has held roles across sales, marketing, finance and in the last 10 years senior general management positions



**NIR PIZMONY**  
Executive Director

- Appointed Aug 2009 as an Executive Director
- Formerly founded, developed and subsequently sold two successful toy companies
- Nir has over 25 years' consumer products experience, with unrivalled toy industry knowledge and reputation both in Australia and globally



**PAUL WIEGARD**  
Executive Director

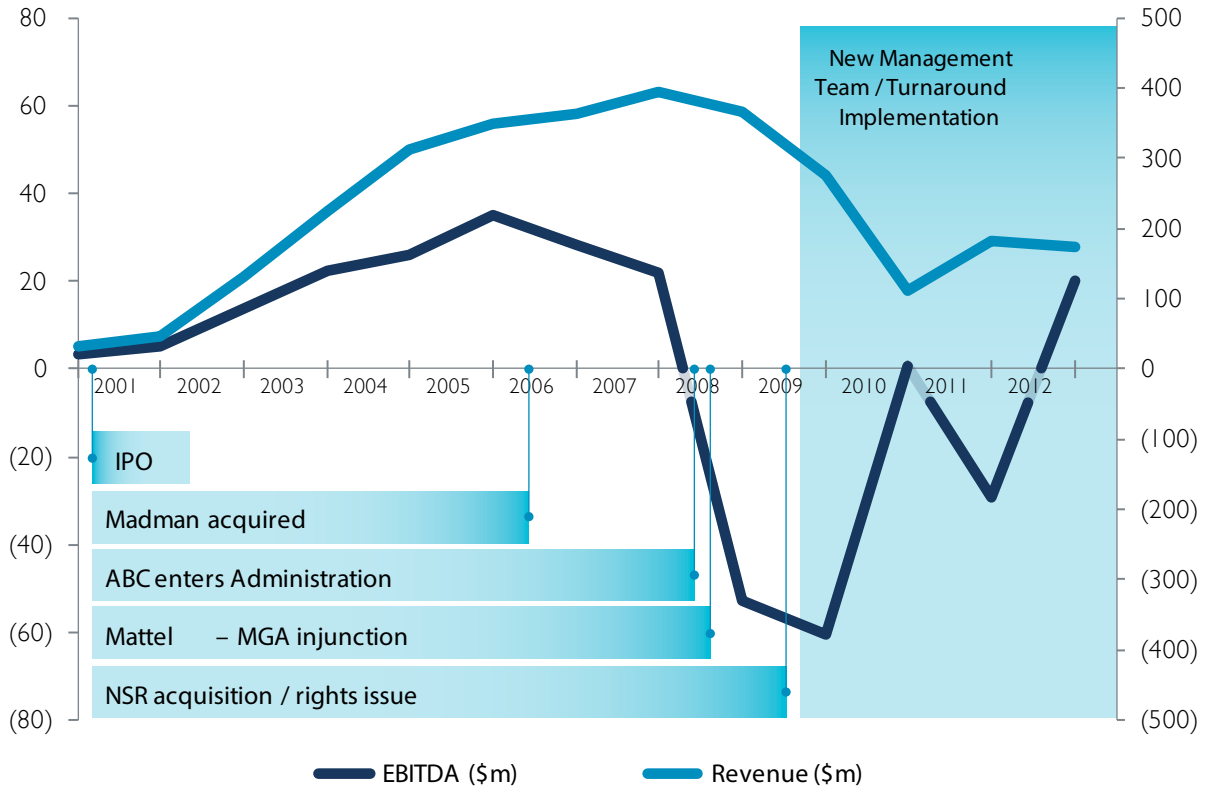
- Founder/joint MD, Madman Entertainment, appointed to Board Oct 2011
- Board member of: Australian Video Software Distributors, Melbourne International Film Festival & Australian Independent Distributors Assoc.
- Paul has impressive depth of knowledge and experience of the entertainment industry



**JAMES CODY**  
Company Secretary &  
Chief Financial Officer

- Appointed Nov 2009 as CFO and Mar 2010 as Company Secretary
- Formerly Group FD of REDGroup Retail
- James has a wealth of retail experience, and a successful record of strategic and commercial management

# THE TURNAROUND STORY



# 2012 RESULTS HIGHLIGHTS

<b>RETURN TO PROFITABILITY</b>	<ul style="list-style-type: none"> <li>✓ Revenue base stabilised following portfolio rationalisation</li> <li>✓ NPAT up 127% to \$10.4m</li> <li>✓ EBITDA up 169% to \$20.2m</li> <li>✓ Operating costs down 19%</li> </ul>
<b>CAPITAL MANAGEMENT</b>	<ul style="list-style-type: none"> <li>✓ Capital raising delivered \$23.6m</li> <li>✓ Net debt reduced by 26% (\$20.4m) to \$58.5m</li> <li>✓ Inventories reduced by 27% (\$6.1m) to \$16.1m</li> </ul>
<b>PRODUCT STRATEGY</b>	<ul style="list-style-type: none"> <li>✓ Acquisition of Pillow Pets brand</li> <li>✓ Acquisition of Lego licenses</li> </ul>

# KEY PRIORITIES 2013 & BEYOND

<b>STRONG FINANCIAL PERFORMANCE IN TOUGH ENVIRONMENT</b>	<ul style="list-style-type: none"><li>✓ 2013 EBITDA guidance of \$23-\$25m</li><li>✓ Revenue growth driven by strong product pipeline and international expansion</li><li>✓ Growth is not dependent on retail recovery</li></ul>
<b>CAPITAL MANAGEMENT &amp; DIVIDENDS</b>	<ul style="list-style-type: none"><li>✓ Further debt reduction in 2013 of \$10m</li><li>✓ Dividends to recommence during 2012/13</li></ul>
<b>STRATEGIC GROWTH LEVERS</b>	<ul style="list-style-type: none"><li>✓ International expansion through new and existing markets with Pillow Pets and Lego licensed products</li><li>✓ Domestic launch of 6 new toy brands and 2 new confectionary suppliers</li><li>✓ Strongest product pipeline in several years</li><li>✓ Madman investment in digitalisation to penetrate multiple channels and consumer touch points</li></ul>



# PROFITABILITY ON TRACK

FULL YEAR (\$m)	FY 12	FY 11	CHANGE
REVENUE	170.7	182.9	▼ 7%
COSTS	51.6	64.0	▼ 19%
EBITDA <sup>1</sup>	20.2	(29.1)	▲
NPAT <sup>1</sup>	10.4	(38.2)	▲
EPS (CENTS)	2.77	(11.2)	▲
MARKET CAPITALISATION	86.0	23.9	▲ 260%
EBITDA <sup>2</sup> /SALES	11.8%	(7.0%)	
OCF REALISATION <sup>2</sup>	28.1%	0.1%	
RETURN ON INVESTED CAPITAL <sup>2</sup>	14.0%	(11.1%)	
INTEREST COVER <sup>2</sup>	2.3x	(2.0x)	
NET DEBT/EBITDA <sup>2</sup>	2.9x	(6.1x)	
NET DEBT/EQUITY	81.5%	237.7%	

<sup>1</sup> Includes \$16.2m of non recurring items in FY11

<sup>2</sup> Adjusted for \$16.2m of non recurring items in FY11

# KEY FINANCIALS FUNTASTIC AUSTRALIA

FULL YEAR (\$m)	FY12	FY11	CHANGE
REVENUE	101.3	108.8	▼ 6.9%
EBITDA <sup>1</sup> (BEFORE GROUP OVERHEADS)	13.6	(2.3)	▲
EBITDA <sup>1</sup>	13.4%	(2.1%)	▲ 15.5%
INVENTORY	11.4	18.3	▼ (37.9%)

<sup>1</sup> FY11 EBITDA includes one-off impairment, restructuring and provision costs of \$2.4m

# KEY FINANCIALS FUNTASTIC BRANDS

FULL YEAR (\$m)	FY 12	FY 11	CHANGE
REVENUE <sup>2</sup>	14.7	16.3	▼ (10.0%)
EBITDA <sup>1</sup> (BEFORE GROUP OVERHEADS)	1.9	(0.7)	▲
EBITDA <sup>3</sup>	12.8%	(4.4%)	▲ 17.2%
INVENTORY	2.3	1.4	▲ 67%

<sup>1</sup> Includes contract management fee income in FY12 of \$0.9m against revenue of nil

<sup>2</sup> Equivalent revenue under current contractual arrangements would be \$4m, i.e total of \$18.3m (+15%)

<sup>3</sup> If adjusted for the management fee income, underlying EBITDA% would be 10.2%

# KEY FINANCIALS MADMAN ENTERTAINMENT

FULL YEAR (\$m)	FY12	FY11	CHANGE
REVENUE	51.0	52.5	▼ (2.8%)
EBITDA <sup>1</sup> (BEFORE GROUP OVERHEADS)	9.9	0.2	▲ ▲
EBITDA <sup>1</sup>	19.3%	0.4%	▲ 18.9%
INVENTORY	2.4	2.5	▼ (5.8%)

<sup>1</sup> FY11 EBITDA includes one-off impairment, restructuring and provisioning costs of \$8.3m, therefore underlying FY11 EBITDA was \$8.5m and underlying FY12 EBITDA growth was 16%

# KEY FINANCIALS BRIDGE BY BUSINESS

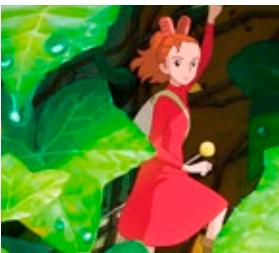
FULL YEAR (\$m)	AUST.	BRANDS	MADMAN	OTHER	GROUP
<b>FY11 EBITDA</b>	(2.3)	(0.7)	0.2	(26.3)	(29.1)
<b>IMPAIRMENT &amp; RESTRUCTURING</b>	1.2	0.3	0.4	14.2	16.2
<b>INVENTORY PROVISIONING</b>	1.2	-	1.8	2.1	5.1
<b>OTHER FY11 PROVISIONING</b>	-	0.5	6.1	4.8	11.4
<b>CONTRACT MANAGEMENT FEE</b>	-	0.9	-	-	0.9
<b>NET MARGIN GAINS</b>	6.4	0.6	(0.5)	-	6.5
<b>COST SAVINGS</b>	7.0	0.2	1.9	-	9.1
<b>FY12 EBITDA</b>	13.6	1.9	9.9	(5.2)	20.2

# BALANCE SHEET

	FY 12	FY 11	CHANGE
<b>CASH</b>	2.3	1.9	0.3
<b>RECEIVABLES</b>	37.7	27.3	10.5
<b>INVENTORIES</b>	16.1	22.2	(6.1)
<b>OTHER</b>	20.6	18.5	2.1
<b>TOTAL CURRENT ASSETS</b>	76.7	69.9	6.8
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>	2.4	2.6	(0.2)
<b>INTANGIBLE ASSETS</b>	89.0	71.4	17.6
<b>OTHER/FINANCIAL ASSETS</b>	0.2	0.0	0.2
<b>DEFERRED TAX ASSETS</b>	13.4	12.5	0.9
<b>TOTAL NON-CURRENT ASSETS</b>	105.0	86.5	18.5
<b>TOTAL ASSETS</b>	<b>181.7</b>	<b>156.4</b>	25.2
<b>SHORT TERM DEBT</b>	46.0	80.9	(34.8)
<b>PAYABLES</b>	17.3	14.2	3.1
<b>CURRENT TAX LIABILITIES</b>	0.6	0.2	0.5
<b>PROVISIONS</b>	3.7	6.7	(3.0)
<b>OTHER LIABILITIES</b>	13.6	14.4	(0.9)
<b>TOTAL CURRENT LIABILITIES</b>	81.2	116.4	(35.2)
<b>LONG TERM DEBT</b>	14.8	0.0	14.8
<b>DEFERRED TAX LIABILITY</b>	5.6	4.4	1.2
<b>OTHER</b>	8.3	2.4	5.9
<b>TOTAL NON-CURRENT LIABILITIES</b>	28.7	6.8	21.8
<b>TOTAL LIABILITIES</b>	<b>109.9</b>	<b>123.2</b>	(13.3)
<b>NET ASSETS</b>	<b>71.8</b>	<b>33.2</b>	38.6
<b>CONTRIBUTED EQUITY</b>	186.7	159.4	27.3
<b>RETAINED EARNINGS</b>	(113.7)	(124.2)	10.4
<b>RESERVES</b>	(1.2)	(2.0)	0.8
<b>TOTAL EQUITY</b>	<b>71.8</b>	<b>33.2</b>	38.6

# CASH FLOW

	FY 12	FY 11	CHANGE
<b>CASH GENERATED FROM OPERATIONS</b>	11.1	7.2	4.0
<b>INCOME TAXES (PAID)/RECEIVED</b>	(0.2)	0.2	(0.4)
<b>INTEREST &amp; OTHER COSTS OF FINANCE PAID</b>	(7.2)	(7.4)	0.2
<b>NET OPERATING CASH FLOW</b>	3.8	(0.0)	3.8
<b>SALE/PURCHASE OF PP&amp;E</b>	(1.2)	(0.8)	(0.3)
<b>PAYMENT FOR BUSINESSES</b>	(3.1)	0.0	(3.1)
<b>PAYMENT FOR OTHER INTANGIBLE ASSETS</b>	(2.5)	(0.0)	(2.5)
<b>OTHER</b>	0.3	0.1	0.1
<b>NET INVESTING CASH FLOW</b>	(6.4)	(0.7)	(5.7)
<b>ISSUE OF SHARES</b>	24.6	0.0	24.6
<b>ISSUE COSTS</b>	(1.5)	0.0	(1.5)
<b>MOVEMENT IN BORROWINGS</b>	(20.1)	1.7	(21.8)
<b>NET FINANCING CASH FLOW</b>	3.0	1.7	(1.3)
<b>NET CHANGE IN CASH HELD</b>	0.3	0.9	(0.6)





# ORGANISATION

**FUNTASTIC LTD:  
OPERATING ACROSS  
3 KEY PILLARS**



**FUNTASTIC BRANDS  
(INTERNATIONAL)**



**AUSTRALIA**



**MADMAN**

**MADMAN  
ENTERTAINMENT**

# BUSINESS PORTFOLIO: FUNTASTIC BRANDS



**FUNTASTIC BRANDS  
(INTERNATIONAL)**

- Our International focused brand development and manufacturing division distributes to over 30 countries globally and includes Funtastic IP such as Pillow Pets™, Quicksmart™ and Floaties™
- In addition Funtastic are proud manufacturers and global distributors of LEGO® licensed products within Storage, Luggage, Bags & Accessories, Play Accessories and Stationery

- personal use only
- Continual Investment in Owned & Developed Brands and IP
  - Focused brand and product portfolio
  - Proactive approach to global market and consumer trends
  - Continually building global talent base
  - Focus on world-class quality and safety
  - Funtastic Brands provides the platform for significant and sustainable growth



# FUNTASTIC BRANDS



## **PILLOW PETS™ BRAND PLATFORM FIRMLY ESTABLISHED TO DELIVER SIGNIFICANT GLOBAL GROWTH**

- **World class consumer marketing**
- **Consumer led product pipeline**
- **Effective distribution strategy for key global markets**
- **Partnerships with Global Licensed Properties**
- **Successful product extensions for brand longevity**



## **INDICATORS OF BRAND SCOPE**

### **NORTH AMERICA**

Pillow Pets continue to climb - over 50 million units sold since inception. Brand extensions also prove significant demonstrated by the hugely successful launch of Pillow Pets Dream Lites™ which continues to hit bestseller lists across US.

### **AUSTRALIA**

Brand success continues as we approach 2m units shipped into the marketplace since September 11. Focus remains on continued new releases and introduction of key brand extensions in 2013.

### **NEW ZEALAND**

120,000 units shipped to date since September 11 launch

### **UK**

March 2012 launch with over 500,000 shipped to date and continued success forecast via introduction of key licenses for example English Premier League Pillow Pets.

### **FRANCE**

First non Anglo market to launch in April 12 with over 300,000 units shipped to date and forecasting continued success through Christmas.

### **RECENT KEY LAUNCHES**

Benelux, Spain & Portugal: Launched June 12 with 150,000 units.

Mexico: Launched with success in July 12 with over 30,000 units sold in less than 2 months

GAS, Nordic & Turkey: Launching October 12 for Christmas season with over 300,000 units.

Singapore & Taiwan: Preparing to launch end October 12

### **NEW TERRITORIES**

Further territories to provide sustained brand growth launching 2013: Eastern Europe, Latin America, Key Asian markets

### **INCREMENTAL REVENUE OPPORTUNITIES**

Partnerships secured with Global Licensed Properties to be maximised in 2013, including VVarner Bros, Disney, English Premier League, AFL, One Direction, Thomas the Tank Engine and Hello Kitty with other world class properties currently in negotiation.

Product innovation and brand development will continue to fuel sustained growth in 2013 and beyond.





# FUNTASTIC BRANDS



- **Master Licensee partner for LEGO® products within Storage, Stationery, Luggage, Bags & Accessories**
- **Innovative products, harnessing the unique consumer appeal of LEGO**
- **Largest growth opportunity represented within Storage and Stationery**
- **Currently distributing to 24 countries including North America, Australia & NZ, key European and Asian territories**
- **Australia currently our benchmark territory with full distribution and solid retail execution – Full scope of opportunity yet to be realised in US and Key European markets**

## STORAGE

- 2 key product sub-categories: Sort and Store and Mini Figure Display
- Internationally successful LEGO Sort and Store has sold over 500,000 pieces globally
- Europe and Emerging Markets offer significant growth opportunities as global distribution networks are expanded



## STATIONERY

- Unique stationery product aligned with core LEGO elements
- Significant opportunity for LEGO brand appeal and commercial success to be extended beyond the toy aisle
- Focused, innovative range of Stationery Sets, Desk Carousels, Markers, Sharpeners, Pencils, Erasers, Bag Tags and Drinks Bottles have global consumer appeal

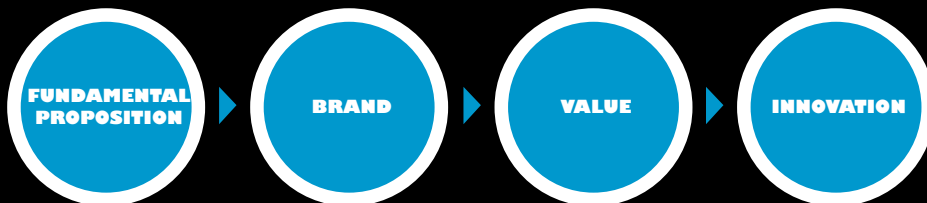




# BUSINESS PORTFOLIO: AUSTRALIA



- Funtastic is one of Australia's largest children's product companies offering full service marketing and distribution solutions for an array of leading brands for toys, sporting and confectionery
- We are the home of brands such as Ben 10, Leapfrog, Pillow Pets, Power Rangers, Squinkies, Disney Plush, Lego storage and stationery, Tech Deck, Airhogs, Disney Fairies, Cabbage Patch and Razor







# AUSTRALIA

## BRAND



- # 5 Action Figure brand in under 8 months at retail
- Super Samurai (Series 2) launch on FTA August



- All new Nickelodeon produced Believix (Series 5) launch on FTA October
- The only new girls property with full programming support

## VALUE



- Addictive putty molded or 'blobbed' in countless ways only limited by imagination
- International success
- From AU\$3.99



- Edgy, collectible game pieces spawn from POG's successful game patterns
- Launch supported by widescale sampling to ignite craze
- From AU\$4.99

## INNOVATION



- In excess of 40,000 LeapPad's sold since launch in October 2011
- Boasting more features, LeapPad2 launches October this year
- Next generation Leapster GS will launch in September
- Touch Magic toy range will launch in September with dedicated TVC – the first time LeapFrog toys will be TV supported, ever

## BRAND



- Established evergreen
- #4 Action Figure brand
- Omniverse (Series 4) launch on FTA October



- Leading branded Remote Control property
- Impressive innovation in key Christmas 'must have', Hover Assault

## VALUE



- Highly collectible figurines
- Sought after Swarovski elements in limited packs
- From AU\$1.99



- The fastest and smallest pull back vehicles around
- 1000km/hour scale speed
- From AU\$4.99

## INNOVATION



- Pro X & Pro XX scooters will be the first Pro category scooters to be TV advertised ever this September
- Based on US segment data, the Electric scooter category has been identified as a huge opportunity in AUS. Plans underway to strategically develop Electric category



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# **GROWTH OPPORTUNITIES**

**FUNTASTIC'S DOMESTIC PORTFOLIO  
WILL DELIVER GROWTH**

# BUSINESS PORTFOLIO: MADMAN



**MADMAN  
ENTERTAINMENT**

- Funtastic's Madman Entertainment division manages a wide range of film and television content, across cinema release, TV, internet, DVD and more
- Madman is Australia's leading distributor of Japanese Anime and Asian Cinema and a leader in Independent film, Documentary, Boy's Action, and other special interest and collectible categories
- Australia's leading independent entertainment distribution and rights management company.



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***We are mad about  
entertainment***

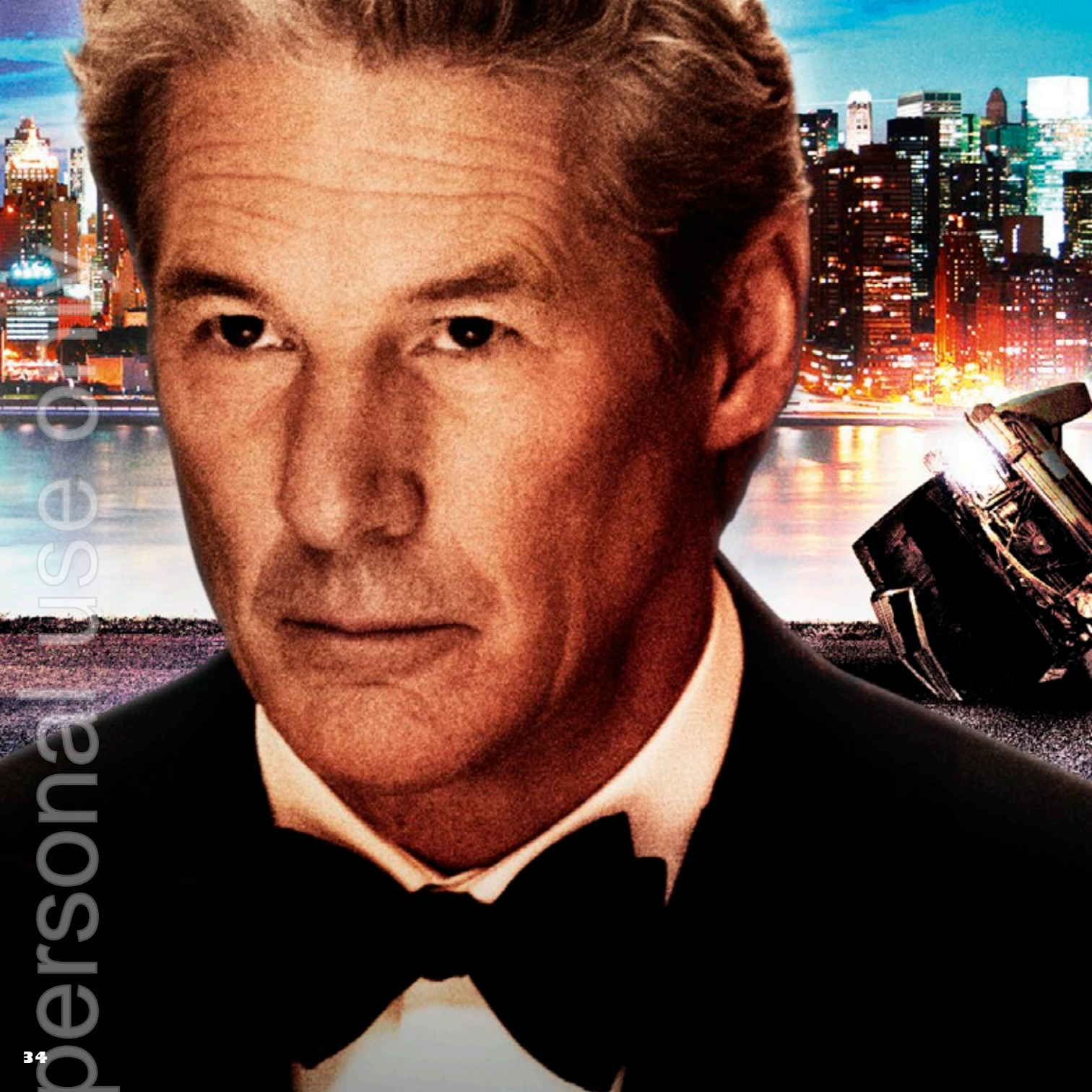
***Madman remains Australia's leading independent  
entertainment distribution and rights management company.***

End-to-end, Madman is active throughout all stages of the product lifecycle- including production, theatrical, DVD and digital distribution, as well as ancillary sales and merchandise.

With an expansive sales network through Australia and New Zealand, Madman has over 20 years experience in the home entertainment and theatrical industry.

Eminently adaptable, Madman's fully integrated business structure focuses on quality as a priority, showcasing the best in cool, collectable and special interest genres, as well as mass market offerings.

Still managed by founders and directors Tim Anderson and Paul Wiegard, Madman is wholly owned by Funtastic LTD.



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***Madman Entertainment is a name synonymous with quality cinema in Australia and New Zealand.***

Each year Madman distributes a growing number of feature films and documentaries in cinemas throughout Australia and New Zealand.

In 2012 Madman released 27 films theatrically, which included local Australian feature films and documentaries, European cinema, Indonesian action blockbusters, independent American films and much more. The common thread amongst such a diverse range of cinema content is quality films by exciting filmmakers.

***We are  
mad about  
cinema***

# Cinema madness



## **A ROYAL AFFAIR** **CURRENT**

Highest grossing Danish film of all time in Australia

No.2 Territory worldwide behind Denmark.  
Took almost double the No.3 territory (UK GBP 551,000)

Grossed over \$1.6 million at the Australian Box Office

The highest box office result for a foreign language film released in Australia this year



## **ARBITRAGE** **OCTOBER 2012**

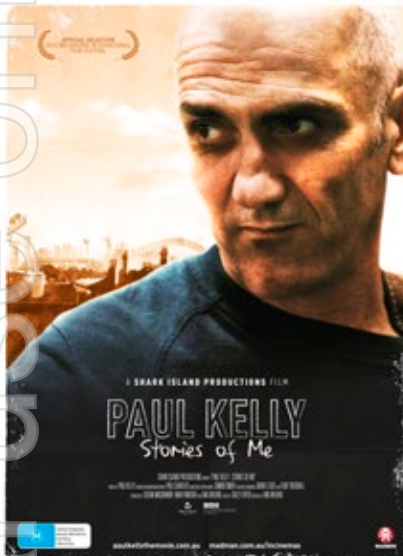
Starring Richard Gere, Susan Sarandon, Tim Roth and Brit Marling

Opening on 75+ screens in Australia

Expected to gross up to \$3M from the Australian market.



We are **mad** about  
**cinema**



**PAUL KELLY**  
**NOVEMBER 2012**

For almost 40 years, in over 350 songs, Paul Kelly has been mapping out the Australian landscape and its people.

To be released on more than 15 screens after a sold out Event Season.



**LOVE IS ALL YOU NEED**  
**DECEMBER 2012**

Australian release December 13, 2012

Stars Pierce Brosnan and Trine Dyrholm

Has taken over 250,000 admissions in 11 days in Denmark



**THE COMPANY YOU KEEP**  
**MARCH 2013**

Directed by Robert Redford

Starring Shia Labeouf alongside an outstanding ensemble cast of 4 Academy Award® winners and another 7 Academy Award® nominees

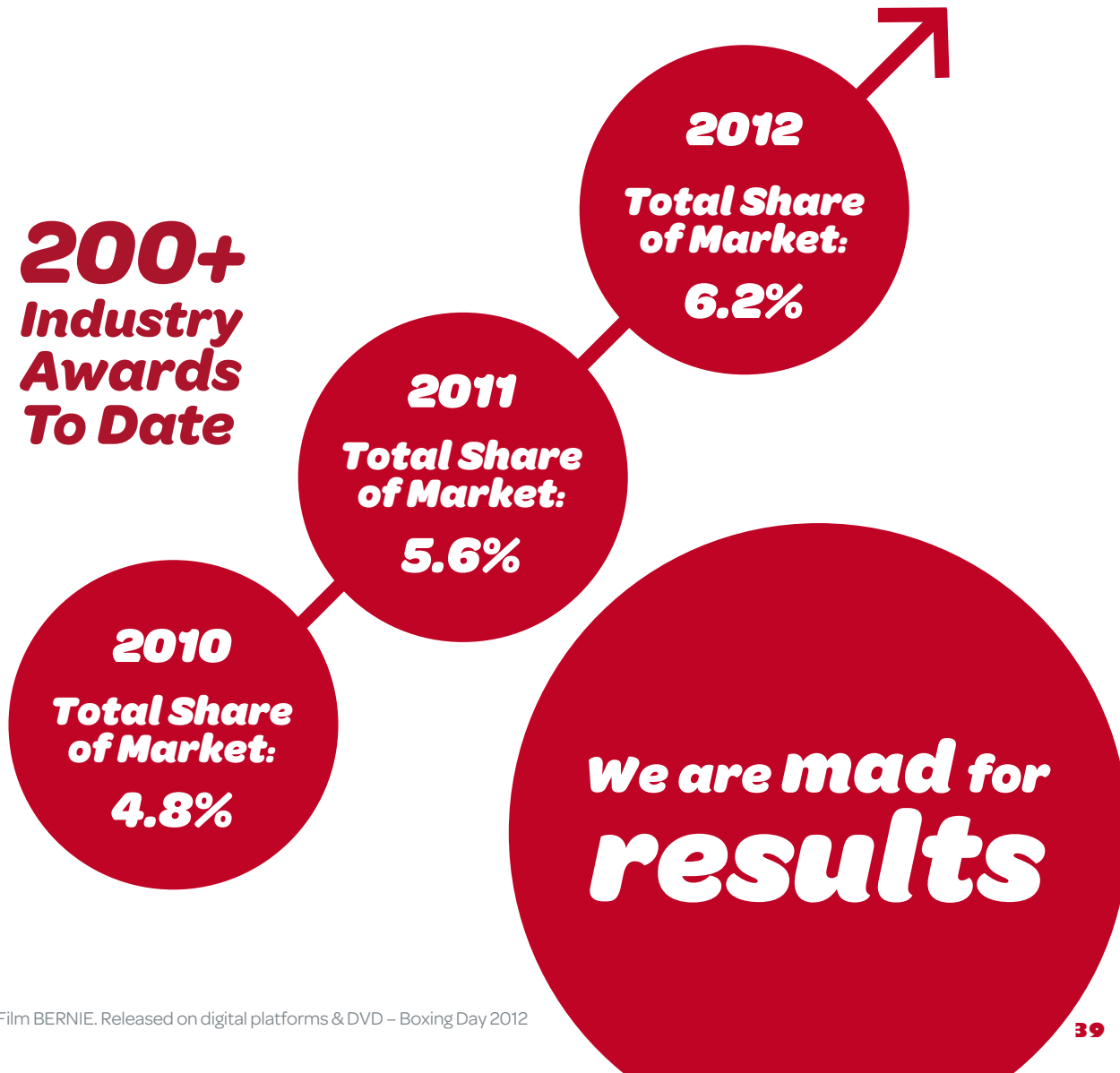


## Home Entertainment

Madman has enjoyed continued 'share of market' growth over the past 5 years. All DVD & Blu-ray releases are produced in house.

Market data : GfK Retail and Technology Australia

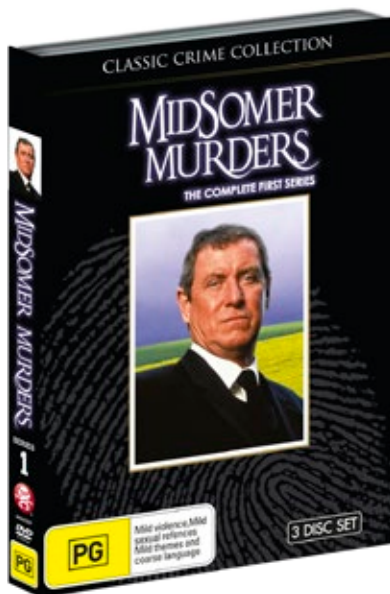
**200+  
Industry  
Awards  
To Date**



***We are mad for  
results***



# TV madness



**MIDSOMER  
MURDERS**



**BERGERAC**



**THE KILLING**



**THE TRIP  
(TV SERIES)**





## **OFFSPRING**



## **GO BACK TO WHERE YOU CAME FROM**

We are **mad** about  
**home**  
entertainment

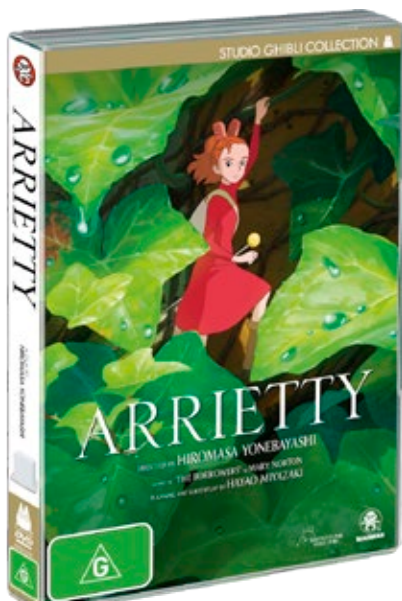
***With a diverse and discerning TV on DVD catalogue, Madman proudly showcases the best of both old & new, crime and comedy, cult and classic.***

Our releases represent content from major studios such as BBC, ITV and Universal, and are world-renowned for their exclusive special features and collectible packaging.

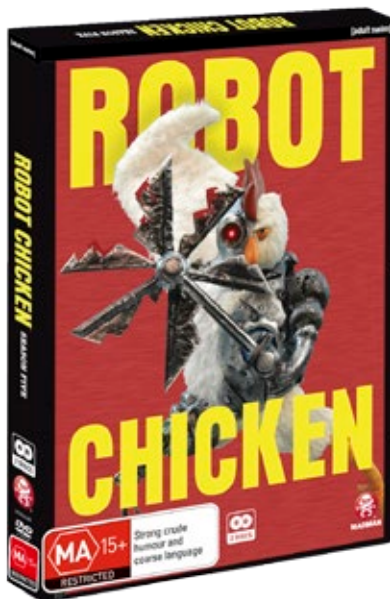
From building upon mainstream successes to nurturing niche or undiscovered gems, Madman is the only Australian distributor to regularly create and commission its own Special Feature content for DVD releases of local and international programs.

With an eye constantly trained on television schedules and productions around the globe, Madman aims to seek out Home Entertainment content long before others realise its potential with a focused marketing approach to reach engaged consumers.

# Animation madness



**ARRIETTY**



**ROBOT CHICKEN**

**Madman is synonymous with Japanese animation. We represent 92%\* of the market in Australia**

- reaching a loyal and extremely engaged audience via social and online channels, as well as our continuous presence at pop culture and fan events.

We are the go-to label for cult with the subversive late night comedy of ADULT SWIM and cool and retro animation, such as ASTERIX, ASTRO BOY and TINTIN.

Madman is also Australia and New Zealand's number one distributor of graphic novels and manga, engaging a broad audience in bookstores, libraries, and pop-culture outlets.

\*GFK August, 2012

We are **mad** about  
**home**  
entertainment



**TRANSFORMERS  
PRIME**

***Madman is one of the largest distributors of children's home entertainment content in Australia, with output deals for Cartoon Network and Hasbro Studios.***



Madman excels in bringing cult and collectible children's content to consumers, reaching every corner of the market.







### ***The emergence of Madman Production Company.***

Long active in the acquisition and distribution of content across the theatrical and home entertainment channels, the emergence of Madman Productions means Madman will now also be active in producing content for cinema, home entertainment and television. Madman is dedicated to being an active player in the development, creation, acquisition and distribution of quality content across the ever changing array of platforms and technologies.





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*We are **mad** for all things*  
***digital***

***Madman is fully prepped for the digital revolution.***

With established supply chains to all major digital platforms in AU and NZ, our content is already featuring in the iTunes Charts top ten.

We offer world class digital production facilities - and as the only accredited Australian iTunes content aggregator with experience in sales and distribution, our unique point of difference lies in the ability to package in comprehensive content management and distribution services, including product lifecycle management, marketing and publicity.

We are active and engaged across all major digital platforms - including progressive marketing and communication tactics in the social space, PR engagement across blogs and other new media platforms, simulcast episode streaming via our innovative 'Screening Room' and mobile-optimized communication tools.

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