

ASX ANNOUNCEMENT

16 August 2021

HEALTHIA TAKES NEXT STEP IN BUILDING AUSTRALIA'S LEADING ALLIED HEALTH CARE BUSINESS, ANNOUNCES SETTLEMENTS AND NEW ACQUISITIONS

- Healthia is building Australia's leading allied health care business across the divisions of Bodies and Mind, Feet and Ankles, and Eyes and Ears
- Recent successful acquisitions are followed by the settlement of AllCare Physiotherapy, John Holme Optometry and Anytime Physio contributing an additional \$0.64m of EBITDA

Healthia Limited (**Healthia** or the **Company**) refers to its previous ASX announcement on 2nd July 2021 that it had entered into binding agreements to acquire AllCare Physiotherapy, a physiotherapy clinic located in Hobart, Tasmania and John Holme Optometrist, comprising two optical stores located in North Queensland. In addition, Healthia is pleased to announce that it subsequently entered into binding agreement to acquire Anytime Physio, a physiotherapy clinic located in Newstead, Queensland.

Healthia is pleased to announce that settlement has been reached for each of AllCare Physiotherapy, John Home Optometrist and Anytime Physio.

Wesley Coote, Managing Director, said, "Healthia's vision is to build the leading allied health care business in the Australian market. Our key target sectors of Bodies and Minds, Feet and Ankles, and Eyes and Ears have a collective addressable market of \$9.8 billion. We have a proven management team and a clinician and patient first culture and are excited to have these businesses joining our growing allied health network."

Total consideration for acquisitions (plus stock, less employee entitlements) is as follows:

Upfront cash consideration	\$1.74m
Issue of Clinic Class Shares ¹	\$0.72m
Total upfront consideration	\$2.46m

In addition to the upfront consideration, contingent consideration of up to \$0.37m will become payable in cash, subject to the achievement of pre-defined earnings targets.

The acquisitions are expected to contribute the following earnings² to Healthia:

Revenue	\$3.95m
EBITDA ³	\$0.64m

¹ Clinic Class Shares are non-voting shares issuable by certain subsidiaries of Healthia Limited. These shares enable the holder to participate in dividends declared, calculated on the performance of the clinic in which the Clinic Class Shares are issued. The Clinic Class Shares are designed to create alignment between the interests of clinicians and shareholders.

² Revenue and EBITDA numbers are based on a historical 12 months of trading, normalised in accordance with Healthia's acquisition and accounting policies, removing the impacts of AASB16.

³ EBITDA means Earnings before Interest, Tax, Depreciation and Amortisation, removing the impacts of AASB16. EBITDA includes the ~25% economic interest continued to be owned by Clinic Class Shareholders.

ABOUT HEALTHIA

Healthia is Australia's leading allied health care business with a mission is to enrich the lives of its patients through world-class health services.

Since listing on the Australian Stock Exchange in September 2018, Healthia has grown its portfolio of allied health businesses owned from 104 to 217, representing portfolio growth of 109%. Healthia currently owns and operates businesses across the following health verticals:

- Feet and Ankles (F&A): comprising 94 podiatry clinics, 6 retail footwear stores (trading as Natural Fit Footwear), 2 orthotics laboratories (trading as iOrthotics) and an allied health wholesale supplies business (trading as D.B.S. Medical);
- Bodies and Minds (B&M): comprising 54 physiotherapy clinics and 14 hand therapy clinics; and
- Eyes and Ears (E&E): comprising 45 optometry stores and 1 wholesale eyewear frame distribution business (trading as AED).

CONTACTS

If you have any further questions, please contact:

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