



Healthia
Better Health. Better Lives.

ASX ANNOUNCEMENT

11 October 2021

HEALTHIA ANNOUNCES SETTLEMENT OF 14 BACK IN MOTION PHYSIOTHERAPY CLINICS

- Healthia announces settlement of 14 Back In Motion physiotherapy clinics.
- On 20 September 2021, Healthia announced that it had entered into a binding agreement to acquire the Back In Motion Health Group, comprising the shares in BIM IP Pty Ltd (**BIM IP Acquisition**), which owns the brands, trademarks and other intellectual property, and the businesses of the 64 Back In Motion physiotherapy clinics¹ (**BIM Clinics Acquisition**). The aggregated transaction is expected to contribute underlying revenue of \$62.9 million and underlying EBITDA of \$12.3 million².
- Follows several recent acquisition announcements during financial year 2022, including AllCare Physiotherapy, John Holme Optometry, Anytime Physio and Rothwell Physiotherapy, which are expected to contribute underlying revenue of \$6.08 million and underlying EBITDA of \$1.00 million³.

Healthia Limited (**HLA** or **Healthia**) is pleased to announce that it has reached settlement for 14 of the Back In Motion physiotherapy clinics. As part of the acquisition announced to the ASX on 20 September 2021, a further 50 Back In Motion physiotherapy clinics are to be acquired.

These settlements follow the ASX announcement on 4 October 2021 that Healthia had reached settlement for the acquisition of BIM IP Pty Ltd, which owns the brands, trademarks and other intellectual property used across the Back In Motion Group. Further details of the BIM IP Acquisition and BIM Clinics Acquisition are set out in the Investor Presentation provided to the ASX on 20 September 2021.

OVERVIEW OF BACK IN MOTION

Established in 1999 by physiotherapist Jason Smith, Back In Motion is one of the largest and fastest growing physiotherapy businesses in Australia and New Zealand (**ANZ**), with a portfolio of 64 physiotherapy clinics supported by their associated satellite physiotherapy clinics across ANZ.

Historically operated under a franchise business model (although immediately transitioning to Healthia's ownership model on completion of each clinic acquisition), Back In Motion is underpinned by a philosophy centred on high quality patient experiences and outcomes, tailored clinical services, patient loyalty and proprietary infrastructure and systems, including Evo® software, to support clinic operations and growth.

ABOUT HEALTHIA

Healthia is building Australia's leading diversified health care business across the divisions of Bodies and Minds, Feet and Ankles, and Eyes and Ears.

Following the settlement of the Back In Motion Group, Healthia will have grown its portfolio from 104 to 281 businesses since listing on the Australian Stock Exchange in September 2018, representing portfolio growth of ~170%.

1. The acquisition also includes 33% of the issued capital in Software Group Holdings Pty Ltd, which develops and operates the EVO software used in the BIM Clinics.
2,3. Underlying revenue and underlying EBITDA are based on a historical 12 months of trading and have been adjusted to reflect the Directors' assessment of the ongoing business activities in accordance with AICD/Finsia principles. Underlying EBITDA means Earnings before Interest, Tax, Depreciation and Amortisation, removing the impacts of AASB16. Underlying EBITDA is inclusive of the economic interest continued to be owned by Clinic Class Shareholders.

Following settlement of the Back In Motion Group, Healthia will own and operate the following businesses:

- Feet and Ankles division: 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 division: 132 physiotherapy and hand therapy clinics; and
- Eyes and Ears division: 45 optometry stores and 1 wholesale eyewear frame distribution business (trading as AED).

CONTACT

Investors are encouraged to keep up to date with Healthia news and research by subscribing at:

<https://www.healthia.com.au/join-us/>

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