

25 February 2020

## 1H FY2020 Interim Results

### Record Revenue, EBITDA and NPAT in its first year as a listed company

Canberra, Australia - Viva Leisure Limited (ASX: VVA), a leading Australian health club owner and operator, has today announced its interim results for the half year ended 31 December 2019.

#### Financial highlights

Profit and Loss	1H FY2020 Statutory	1H FY2020 (pre AASB16)	1H FY2019*	Growth
Revenue	22.99	22.99	15.05	52.7%
EBITDA	10.34	5.61	3.12	79.8%
NPAT	1.18	2.81	1.27	121.2%
Earnings per share (basic - cents)	2.19	5.23	N/A	N/A

\* results for 1HFY2019 refer to the same group under common control

The statutory results for 1HFY2020 reflect the adoption of the new Accounting Standard AASB 16 - Leases. Prior year comparatives have not been restated. Growth reflects 1HFY2020 (pre AASB16) over 1HFY2019.

#### Strategic and operational achievements

- The total membership base at the end of December 2019 was 70,886 from 54,039, up 31.2% since 30 June 2019;
- Multi-club higher-yielding memberships increased to ~60% at 31 December 2019 from ~50% at 30 June 2019;
- The number of operating locations increased from 40 to 60 between 30 June 2019 and 31 December 2019;
- Completed three acquisitions totalling 13 clubs during the half;
- Significant entry into the Queensland market with the Healthworks acquisition (10 clubs); and
- hiit republic opened its eighth location with approximately 2,000 members at half year end.

## Result Commentary

Commenting on the 1H FY2020 results, Viva Leisure's CEO Harry Konstantinou said:

*"Viva Leisure has again delivered a solid set of financial results for the half year, exceeding forecasts on all key metrics while continuing to manage our impressive growth. Membership grew by 31.2%, and while we boosted our corporate overheads and team to support the growth, EBITDA per member continued to yield upwards. Our members are now 50% located in the ACT, and 50% in NSW, VIC and QLD as the business grows from its roots in Canberra to service most parts of Australia.*

*Our hiit republic boutique brand is also going from strength to strength, now generating over \$3.6m of annualised revenue, with less than 12 months passing since the first location opened, and mature clubs older than six months now generating a 50% EBITDA margin contribution.*

*These are all very impressive statistics and will ensure the business continues to be fit and strong for the future."*

## Current trading

In February 2020, Viva Leisure completed the acquisition of FitnFast, which includes 13 clubs across NSW, ACT and VIC, and creates a significant presence in the Sydney suburban-metro market. There are now 75 clubs operating with 96,000+ members.

Monthly member visits (including FitnFast) now expected to exceed 500,000 (>5 visits per member per month).

## Outlook

Viva Leisure maintains its entrepreneurial drive to ensure that it can respond to market conditions quickly, provide the best quality service and facilities possible to members and lead in its chosen markets. The calendar year 2020 will see Viva Leisure expand in a controlled manner to achieve its strategic objectives, with several acquisition opportunities currently in discussion.

Viva Leisure confirms it is on track to meet the guidance as set out in the December 2019 investor presentation.

ENDS

**For further information, please contact:**

Harry Konstantinou, CEO and Managing Director, +61 2 6163 8011  
[investor.relations@vivaleisure.com.au](mailto:investor.relations@vivaleisure.com.au)

# MARKET ANNOUNCEMENT



## About Viva Leisure:

Founded in 2004, Viva Leisure operates health clubs (gymnasiums) within the health and leisure industry. Viva Leisure's mission is to connect health and fitness to as many people as possible and aims to provide its members with affordable, accessible and awesome facilities.

Viva Leisure offers customers several different membership options and a range of different types of facilities from big-box fitness facilities to boutique fitness facilities. The Company currently operates 75 health clubs within the Australian Capital Territory, New South Wales, Victoria, and Queensland markets with the majority operating under the Club Lime brand.