MARKET ANNOUNCEMENT

27 April 2023

VIVA LEISURE ACHIEVES IMPRESSIVE Q3 FY23 GROWTH: REVENUE FOR MARCH 2023 SOARS TO $13M, 180,000+ MEMBERS AND EXPANDING CLUB NETWORK, GUIDANCE RE-AFFIRMED

Viva Leisure Limited (**ASX: VVA**) ("**Viva Leisure**" or "**the Company**"), Australia's second largest health club owner and operator is pleased to release to the market a trading update for Q3-FY23.

The company continues to demonstrate strong growth, as reflected in the key performance indicators highlighted below:

Key Highlights for March Quarter 2023 include:

- Record Revenue of $12.952 million for the month of March (compared to January 2023 revenue of $11.72 as announced in our H1 FY2023 Results Presentation)
- EBITDA Margin continues to exceed 20%
- Annualised Revenue Run Rate (ARRR) now at $152.5 million as at March 2023
- 180,000+ corporate members as at 31 March 2023 (compared to 177,279 at 20 February as announced in our H1 FY2023 Results Presentation)
- Average Revenue Per member (ARPM) of $15.42 as at March 2023
- Utilisation at 72.2%, a slight decrease against the January utilisation rate (as announced in our H1 FY2023 Results Presentation) due to new sites opening during the period
- Total corporate club locations at 168 with two additional corporate clubs planned to open prior to EOFY
- Guidance re-affirmed for the full financial year:
    - Revenue between $137m - $140m
    - EBITDA between $28m - $30m

Viva Leisure's continued growth in revenue and membership base underscores the ongoing success of our strategic expansion plan. The increase in the number of clubs (H1 FY23: 162), combined with the growing membership, has been instrumental in driving our revenue growth. The slight drop in utilisation is a result of new sites opening late in March 2023 and is expected to stabilise as the new clubs reach their full potential.

We remain committed to delivering exceptional fitness experiences to our members while expanding our presence in the market. The planned addition new clubs before the end of June is a testament to our ongoing efforts to meet the growing demand for our services across all brands.

"We are incredibly proud of our strong performance in Q3 FY23, which is a testament to the dedication and hard work of our team, as well as the loyalty of our growing membership base," said Harry Konstantinou, CEO & Managing Director of Viva Leisure. "Our strategic expansion plan continues to deliver results, and we are committed to maintaining this momentum as we move towards the end of the financial year. With a focus on providing exceptional fitness experiences and broadening our presence in the market, we are confident that Viva Leisure will continue to thrive as a leader in the health and fitness industry."

Viva Leisure would like to take this opportunity to thank our dedicated team members, loyal members, and shareholders for their continued support. We look forward to a strong finish to the financial year and will continue to update the market on our progress.

ENDS

This announcement has been approved for release by the Board of Directors.

For further information, please contact:

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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. It operates over 160 locations within the Australian Capital Territory, New South Wales, Victoria, Queensland and Western Australia, together with the master franchise for the Plus Fitness group of over 175 franchised clubs in three markets – Australia, New Zealand and India.

For further information, please visit: https://www.vivaleisure.group/