

14 August 2025

**VIVA LEISURE REPORTS BEST RESULTS IN COMPANY HISTORY**
*Record revenue of \$211.3 million, \$99.1 million EBITDA, network expands to 491 locations with 620,902 members.*

Viva Leisure Limited (ASX: VVA) (“Viva Leisure” or “the Company”) is pleased to announce its financial results for the year ended 30 June 2025 (FY2025), delivering the strongest performance in its history and further strengthening its position as a market leader in the Australian fitness industry.

**FY2025 FINANCIAL AND OPERATIONAL HIGHLIGHTS**

- Record total revenue of \$211.3 million, up 30.0% on the prior corresponding period (PCP)
- EBITDA of \$99.1 million, up 25.6% on PCP, with pre-AASB16 EBITDA of \$45.9 million, up 29.7%
- NPAT of \$5.2 million, representing a 60.9% increase on PCP
- Earnings per share (EPS) of 5.24 cents, up 47.6%
- \$60.9 million reinvested in growth initiatives, including \$36.9 million in strategic acquisitions and investments and \$19.2 million in growth capex
- Membership base expanded to 620,902, with the network reaching 491 locations (29 locations at IPO in June 2019)
- Currently over 170 new franchises sold across Plus Fitness, World Gym, and Boutique Fitness Studios
- Technology, Payments, Licensing & Services revenue grew 127.7%, with third-party licensing set to launch in FY26

**FINANCIAL PERFORMANCE**

Financial Metrics (\$M)	FY 2025	FY 2024	Growth FY25 vs FY24	Growth %
Revenue (Statutory)	211.3	162.6	48.7	30.0%
Expenses (Statutory)	(115.3)	(87.3)	(28.1)	32.2%
Statutory EBITDA	99.1	78.9	20.2	25.6%
Pre-AASB16 EBITDA	45.9	35.4	10.5	29.7%
Net Profit After Tax	5.2	3.2	2.0	60.9%
Earnings Per Share (cents)	5.24	3.55	1.69	47.6%

**Commenting on the result, Viva Leisure CEO & Managing Director Harry Konstantinou said:**

*“Viva Leisure enters its next stage of growth with confidence, clarity, and momentum. Our scale, strategy, and leadership are shaping the future of fitness through the expanding Vivaverse, where our brands, technology, and payments platform work together to deliver unmatched value for members and shareholders. The Viva Story is our blueprint for continued growth, innovation, and leadership.*

*I could not be prouder of our team. Their discipline, innovation, and relentless focus have turned ambitious plans into record results, achieved through both ideal conditions and challenging periods. We are stronger, more diversified, and more capable than ever, ready to capture the opportunities ahead. There are no headwinds in front of us, only the open runway of opportunity.”*

**REVENUE DIVERSIFICATION DRIVING GROWTH**

The Company’s multi-faceted revenue strategy continues to deliver exceptional, broad-based growth across all business segments.

**REVENUE STREAMS ANALYSIS**

Revenue Stream (\$M)	FY 2025	FY 2024	Growth FY25 vs FY24	Growth %
Health Clubs	187.5	147.5	40.0	27.1%
Franchise	7.9	8.4	(0.5)	(6.0%)
Technology, Payments, Licensing & Services	14.8	6.5	8.3	127.7%
Other Revenue	1.1	0.2	0.9	397.9%
<b>TOTAL</b>	<b>211.3</b>	<b>162.6</b>	<b>48.7</b>	<b>30.0%</b>

The **Technology, Payments, Licensing & Services (TPLS)** segment was a standout performer, delivering **127.7% year-on-year growth**. This exceptional result reflects the accelerating success of Viva’s high-margin technology initiatives, including the rollout of Viva Pay, advanced digital solutions, and the expansion of licensing opportunities, each contributing to diversified, scalable revenue streams with significant long-term potential. This segment is expected to continue its strong trajectory as the 170 strong franchise network begins to open and as World Gym transitions onto Viva’s owned Hub platform and Viva Pay payments division, unlocking further transaction and technology revenue streams.

**Organic Health Clubs growth** accounted for **48.2% (\$19.3 million)** of the total Health Clubs revenue increase, underlining the strength of same-store performance and the effectiveness of Viva’s disciplined greenfield rollout strategy.

As noted in the HY2025 results, Viva expects to slow the pace of new greenfield openings in the near term in order to focus on optimising the performance of its existing network, ensuring maximum return on invested capital while continuing to deliver strong organic growth.

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**MEMBERSHIP AND NETWORK EXPANSION**

**Total membership surged 66.8%** to more than 620,900, a result that reflects not only robust acquisition activity but also the accelerating appeal of Viva's brands. Franchise operations were a particular highlight, showcasing the scalability and market penetration power of Viva's diversified network strategy.

**MEMBERSHIP GROWTH ANALYSIS**

Membership Category ('000)	FY 2025	FY 2024	Growth FY25 vs FY24	Growth %
Corporate Members	258.6	200.1	58.5	29.2%
Franchise Members	362.3	172.2	190.0	110.3%
<b>TOTAL NETWORK MEMBERS</b>	<b>620.9</b>	<b>372.3</b>	<b>248.6</b>	<b>66.8%</b>

**Corporate membership organic growth** of 8.49% from existing locations and new greenfield sites (excluding acquisitions) highlights the underlying strength and consistent demand for Viva's offering. This growth demonstrates the Company's ability to attract and retain members through compelling value, premium facilities, and ongoing investment in innovation.

With a network reach of 491 open locations and a further 170 new franchise locations already sold, Viva is well-positioned to accelerate franchise membership growth over the coming years. This combination of operational scale and a strong franchise pipeline will expand Viva's national footprint, enhance brand presence across multiple segments, and deliver a sustained flow of new members into the Vivaverse.

**FRANCHISE NETWORK EXPANSION ACCELERATED BY STRATEGIC INVESTMENTS**

Viva's targeted strategic investments in **Boutique Fitness Studios (BFS)** and **World Gym Australia (WGA)** have significantly accelerated the growth of its franchise network, creating substantial scale and market leadership across multiple fitness segments.

- **Boutique Fitness Studios (34% ownership)** is contributing 62 open locations and 105 additional secured locations. The recently announced 40-studio Club Pilates agreement is expected to generate further momentum, strengthen market penetration, and cement BFS's position as a leading player in the premium boutique segment.
- **World Gym Australia (25% ownership)** now has 52 open locations and 14 additional secured locations, representing a **10% increase in locations** since Viva's December 2024 investment. Integration of back-office systems and technology is underway, unlocking operational efficiencies and creating a stronger, unified platform for growth.
- **Plus Fitness (wholly owned)** continues to expand under its capital-light franchise model, with 199 open locations in Australia and 40 additional secured locations, reinforcing its position as a dominant force in the mid-market fitness segment.

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## STRATEGIC CAPITAL ALLOCATION DELIVERING RESULTS

Viva's disciplined and deliberate approach to capital allocation has generated strong returns across multiple growth initiatives. Total reinvestment of **\$60.9 million** in FY2025 was more than double FY2024 levels, reflecting management's confidence in the business model and its ability to deliver long-term value for shareholders.

- **Strategic acquisitions** totaling **\$30.2 million** strengthened Viva's market position, expanded its footprint, and accelerated network growth capability by bringing valuable locations, brands, and membership bases into the Viva ecosystem.
- **Growth capital expenditure** of **\$19.2 million** was directed towards new club openings, strategic refurbishments of mid to higher-performing locations, all aimed at supporting sustainable revenue growth and operational efficiency.
- A **targeted share buyback program** of **\$4.7 million** acquired 3.5% of issued capital at attractive valuations, reducing shares on issue by 2.7% and delivering accretive benefits to earnings per share.
- **Investments in strategic partnerships** of **\$6.7 million** diversified Viva's growth portfolio, providing entry into complementary fitness segments and unlocking new revenue opportunities through collaboration and shared expertise.

## OPERATIONAL CASH FLOW EXCELLENCE AND FREE CASH FLOW GENERATION

Viva's operational cash flow performance continues to highlight the strength and cash-generative nature of its business model, with robust cash generation funding substantial growth investments while maintaining financial flexibility.

- **Statutory Cashflows from Operations** increased 17.8% to **\$70.0 million** despite significant network expansion and elevated investment activity. This result demonstrates the resilience of Viva's diversified revenue base and disciplined operational management.
- **Free Cash Flow pre-growth capital expenditure** improved to **\$32.6 million** from **\$30.5 million** in FY2024, reflecting the strong underlying cash generation capability before discretionary growth investments.
- **Adjusted Free Cash Flow** rose 6.8% to **\$32.6 million**, providing a solid platform for ongoing growth initiatives while preserving balance sheet strength.
- Strong cash generation funded **\$60.9 million** in growth investments without compromising financial stability, enabling the Company to pursue both high-return organic growth opportunities and strategic acquisitions that enhance long-term shareholder value.

**GUIDANCE ACHIEVEMENT AND MARKET LEADERSHIP**

The Company delivered on its Q4 FY2025 run-rate guidance, setting a powerful launch pad for the new financial year. Entering FY2026, Viva Leisure carries forward an EBITDA trajectory approximately 7% higher than the FY2025 full-year result as a base case. This growth momentum, combined with ongoing network expansion and accelerating contributions from the Company's technology and services divisions, positions Viva Leisure to deliver another year of record performance and shareholder value creation.

**GUIDANCE PERFORMANCE**

Metric (\$m)	Q4 FY2025 Actual	Q4 FY2025 Guidance	Achievement
Revenue	57.0	>56.0	✓ Exceeded
EBITDA (pre-AASB16)	12.7	>12.5	✓ Exceeded
Annualised Revenue Run-Rate	228.0	>224.0	✓ Exceeded
Annualised EBITDA Run-Rate	50.8	>50.0	✓ Achieved

**OUTLOOK AND STRATEGIC DIRECTION**

Viva Leisure CEO Harry Konstantinou commented:

*"FY2025 has been a transformational year for Viva Leisure, with our revenue crossing the \$200 million milestone and membership exceeding 620,000 across our diversified network. Our results demonstrate the resilience and scalability of our multi-brand strategy, with particularly strong growth in our franchise operations and high-margin technology services."*

*"The strength of our Q4 performance, with annualised run-rates of \$228 million in revenue and \$50.8 million in pre-AASB16 EBITDA, provides excellent momentum entering FY2026. We see no headwinds in the current environment and remain well-positioned to maximise our scale to expand indirect income streams."*

**STRATEGIC PRIORITIES FOR FY2026 AND BEYOND**
**Network Optimisation and Consolidation**

- Focus on quality over quantity with portfolio optimisation
- Strategic replacement of underperforming locations with higher-return sites
- 4-5 new high-potential corporate locations planned by December 2025

**Technology and Payments Expansion**

- Rollout of additional technology solutions across corporate, franchise and investment network
- World Gym payments platform implementation targeted for CY2027
- Third-party technology licensing opportunities commencing FY2026

**Franchise Network Acceleration**

- Continue capital-light expansion across all franchise brands
- Integration of World Gym Australia operations and back-office synergies
- 40-studio Club Pilates agreement driving boutique segment growth

**Operational Excellence**

- Maximising margins through identified cost savings and operational improvements
- Strategic refurbishment program for mid to higher-performing locations
- Enhanced member experience through technology integration

**OPERATIONAL EXECUTION**

While Viva continues its strategy of not providing specific short-term targets, the Company's strong fundamentals, proven execution capability, and market-leading position provide a powerful platform for sustained growth and value creation.

- **Revenue diversification** is set to accelerate, driven by the rapid expansion of the Technology, Payments, Licensing & Services (TPLS) segment.
- **Margin enhancement** will be supported by operational efficiency gains and the benefits of scale across the network.
- **Robust cash flow generation** will continue to fund strategic investments while delivering shareholder returns.
- **Balance sheet strength** provides the capacity to pursue strategic acquisitions that expand market share and complement existing operations.

With these growth drivers in place, Viva Leisure enters FY2026 with confidence, momentum, and a clear pathway to deliver another year of record performance.

ENDS

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

**For further information, please contact:**

**Investor & Media Relations:**

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**About Viva Leisure Limited:**

Viva Leisure Limited (ASX:VVA) is a vertically integrated health and fitness group operating one of the largest and most diverse networks of fitness, wellness, and technology assets in Australia. With a portfolio of more than 490 locations and over 620,000 members across Australia, New Zealand, and India, Viva Leisure delivers fitness experiences across multiple brands, modalities, and formats.

Through its proprietary technology platforms – including The Hub, Viva Pay, and Access Control – the company operates a scalable, data-driven ecosystem that powers both corporate-owned and franchised businesses. Viva Leisure also holds strategic investments in Boutique Fitness Studios and World Gym Australia, extending its reach into premium and boutique markets.

Viva Leisure's differentiated model combines physical infrastructure with digital innovation, enabling the company to offer memberships, access technology, products, and services through a growing range of platforms – including the recently launched Fling Pass and Supp Society.

The company is headquartered in Canberra and is the only ASX-listed operator in the Australian fitness sector.

The Viva Story is available at [www.vivaleisure.group](http://www.vivaleisure.group)

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