

26 May 2026

FY26 TRADING UPDATE
REAFFIRMING REVENUE & EBITDA GUIDANCE; UPGRADING NPAT GUIDANCE

FY26 Statutory NPAT now expected to exceed \$12M (+130% on FY25); Underlying NPAT now expected to exceed \$17M; TPLR division accelerating

Viva Leisure Limited (ASX: VVA) (“Viva Leisure” or “the Company”) provides the following FY26 trading update, reaffirming previously communicated Revenue, Statutory EBITDA and Underlying EBITDA guidance, and upgrading both Statutory and Underlying NPAT guidance. A full segment, balance sheet and outlook update will be provided with the FY26 full year results in August 2026.

KEY FINANCIAL HIGHLIGHTS

- **Statutory NPAT guidance upgraded** to >\$12M (prior >\$11.5M), representing growth of >+130% on FY25 (\$5.2M)
- **Underlying NPAT guidance upgraded** to >\$17M (prior >\$16M)
- Revenue, Statutory EBITDA and Underlying EBITDA guidance **reaffirmed**
- **Technology, Payments, Licensing & Retail (TPLR)** FY26 tracking ~+30% YoY
- **Total network membership of ~680,000** (+~9.5% on FY25 closing 620,902)
- **Net leverage of 1.90x** (covenant 2.50x); on-market share buy-back continuing

FY26 GUIDANCE

| Metric | FY25 Actual | FY26 Original Guidance | FY26 Revised Guidance | Growth vs FY25 | Status |
|-------------------|-------------|------------------------|-----------------------|----------------|-----------------|
| Revenue | \$211.3M | >\$237M | >\$237M | >+12.2% | Reaffirmed |
| Statutory EBITDA | \$99.1M | >\$111M | >\$111M | >+12.1% | Reaffirmed |
| Underlying EBITDA | \$45.9M | >\$53M | >\$53M | >+15.5% | Reaffirmed |
| Statutory NPAT | \$5.2M | >\$11.5M | >\$12M | >+130.8% | Upgraded |
| Underlying NPAT | n/a* | >\$16M | >\$17M | n/a* | Upgraded |

**Comparative FY25 Underlying NPAT was not separately disclosed. Underlying EBITDA and NPAT are pre-AASB16 and exclude one-off non-recurring items, consistent with prior reporting practice.*

The upgrade to NPAT guidance reflects strong margin discipline, the increasing contribution of the higher-margin TPLR division, and the operating leverage being delivered by the now-optimised corporate network. Revenue is expected to finish within the previously communicated range, consistent with the deliberate moderation of greenfield rollout announced in August 2025.

CEO COMMENTARY

Viva Leisure CEO and Managing Director Harry Konstantinou said:

“FY26 has been a year of disciplined execution and earnings expansion. With revenue tracking in line with guidance, margin expansion and the accelerating contribution of our TPLR division have allowed us to reaffirm EBITDA guidance and upgrade NPAT guidance — underscoring the quality and resilience of our earnings. The NPAT upgrade reflects favourable operating leverage, improved gross margins across the network, and TPLR delivering ahead of plan.”

“With our corporate clubs now operating at peak utilisation – averaging approximately 1,330 members per club and portfolio utilisation of approximately 80%, the highest in the Company’s history – we have validated our model and generated strong free cash flow. The natural next phase of value creation is to add new locations, and we look forward to re-accelerating our greenfield rollout program from FY27 from a position of unprecedented operational, financial and technological strength.”

TPLR DIVISION

The Technology, Payments, Licensing & Retail (TPLR) division – encompassing Viva Pay, third-party technology licensing, unified access apps, vending, supplements (Supp Society) and digital signage – continues to materially outperform. TPLR represented 8.1% of group revenue at HY26 (HY25: 6.5%), and is the Group’s highest-margin and most scalable revenue segment. Viva Pay now contributes in excess of \$6M per annum, and Retail (Vending & Supplements) is operating at an annualised run-rate of \$6M+. Further detail will be provided with the FY26 full year results.

OUTLOOK

Viva Leisure enters the final months of FY26 with continued earnings momentum, a strong balance sheet and a clear strategic runway into FY27. The Company expects to deliver FY26 Revenue and EBITDA in line with previously communicated guidance, and Statutory and Underlying NPAT above the original guidance ranges.

Across the franchise networks (Plus Fitness, World Gym Australia and Boutique Fitness Studios) and the corporate development pipeline, the Group has more than 100 committed franchise and corporate locations still to open, with in excess of 30 currently expected to open in H1 FY27. This pipeline underwrites the network growth re-acceleration into FY27 and beyond.

Detailed segment performance, balance sheet position and FY27 outlook will be provided with the FY26 full year results announcement.

– 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

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 over 500 locations and approximately 680,000 members across Australia, New Zealand, India and other international markets, Viva Leisure operates multiple brands including Club Lime, HIIT Republic, Plus Fitness, World Gym Australia, Ground Up, Rebalance, Boutique Fitness Studios and Viva Pay – supported by a proprietary technology and payments platform.