



Physitrack[®] PLC

JANUARY -
SEPTEMBER 2022

INTERIM
REPORT



Key highlights Q3 – Jul-Sep 2022

- A successful quarter with 72 per cent revenue growth against the prior year comparative period and 28 per cent on a proforma basis, reflecting the continued stable growth of the Lifecare Technology business segment and integration of the Virtual Wellness segments.
- Exciting developments within the Lifecare Technology platform including several key features to simplify the exercise prescription process in Physitrack, as well as substantial enhancement of the technology underpinning PT Courses to further boost its subscriber base and to integrate PT Courses within the existing Lifecare Technology platform.
- Further recruitment of highly skilled tech and dev ops personnel as we finalise the transition to an in-house development team.
- Following the rebranding of Virtual Wellness into Champion Health, we launched the Champion Health platform in the Nordics and in Germany during the quarter.
- On 27 July 2022, the Group secured a GBP 5.0m revolving credit facility with Santander, providing additional financial resources to fund growth opportunities, of which GBP 0.9m was drawn down at 30 September 2022.

Group key performance indicators

EUR (€), unless otherwise stated	3 Month period ended		9 Month period ended		Year ended
	30-Sep-22	30-Sep-21	30-Sep-22	30-Sep-21	31-Dec-21*
Revenue	3,365,221	1,958,007	8,993,261	5,442,202	7,990,648
Prior period revenue growth (%)	72	50	65	61	152
Proforma revenue growth (%)	28	26	30	35	36
Adjusted EBITDA	917,001	578,461	2,569,935	1,760,464	2,627,717
Adjusted EBITDA margin (%)	27	30	29	32	33
Adjusted operating profit/loss	205,360	191,357	952,481	677,191	1,154,623
Adjusted operating margin (%)	6	10	11	12	14
Adjusted earnings per share	0.01	0.01	0.05	0.05	0.07
Operating cashflow before adjusting items	454,308	135,150	1,706,726	1,679,222	2,256,236
% of revenue which is subscription	74	82	72	89	82

Refer to Appendix 1 for definition, rationale and reconciliation of KPI's.

*The above results for the year ended 31 December 2021 represent those for the twelve months ended 31 December 2021. We have included the twelve month results, as opposed to the thirteen month statutory results outlined in the financial statements to provide greater comparability.

Financial highlights Q3 – Jul-Sep 2022

- Revenue increased by 72 per cent from the comparative period in 2021 to generate total sales of EUR 3.4m (EUR 2.0m). On a proforma basis revenue grew by 28 per cent. This proforma growth was achieved in both the Lifecare Technology (17 per cent) and Virtual Wellness (57 per cent) divisions.
- Adjusted EBITDA of EUR 0.9m (EUR 0.6m) was generated resulting in an Adjusted EBITDA margin of 27 percent (30 per cent). This movement was driven by recent acquisitions, as well as the Group's focus on continued investment in the two divisions allowing a strong footing for their scale-up ambitions.
- Operating profit after taxation of EUR 0.02m (EUR 0.03m).
- Adjusted operating profit of EUR 0.2m (EUR 0.2m) was generated resulting in a margin of 6 per cent (10 per cent).
- Adjusted ordinary and diluted profit per share totalled EUR 0.01 (EUR 0.01).
- Cashflow generated from operations before the payment of adjusting items equalled EUR 0.5m (EUR 0.1m).

Financial highlights Q3 YTD – Jan-Sep 2022

- Revenue increased by 65 per cent from the comparative period in 2021 to generate total sales of EUR 9.0m (EUR 5.4m). On a proforma basis revenue grew by 30 per cent. This proforma growth was achieved in both the Lifecare Technology (22 per cent) and Wellness (53 per cent) divisions.
- EBITDA increased by 340 per cent from the comparative period in 2021 to EUR 1.2m (EUR 0.3m).
- Adjusted EBITDA of EUR 2.6m (EUR 1.8m) was generated resulting in an Adjusted EBITDA margin of 29 percent (32 per cent).
- Adjusted operating profit of EUR 1.0m (EUR 0.7m) was generated resulting in a margin of 11 per cent (12 per cent).
- Adjusted ordinary and diluted profit per share totalled EUR 0.05 (EUR 0.05).
- Cashflow generated from operations before the payment of adjusting items equalled EUR 1.7m (EUR 1.7m).

Quote from the CEO

"Despite the challenging macro environment for businesses and individuals, Physitrack Group manages to strengthen the position further this quarter as we keep experiencing significant top line and EBITDA growth." **Henrik Molin, CEO Physitrack**

What we do

Physitrack PLC, founded in 2012, is a global B2B digital healthcare provider, focused on providing technology to Care Providers and providing virtual-first Wellness solutions to Corporates. Elevating the world’s wellbeing, the company has two business lines:

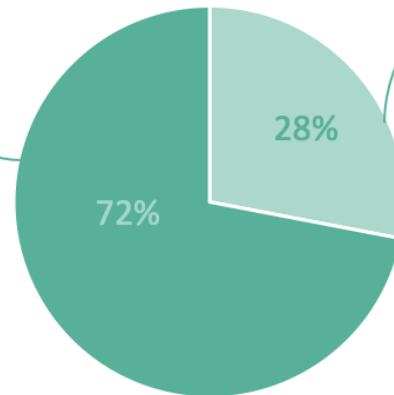
Lifecare Technology



An offering tailored mainly to physiotherapy and musculoskeletal care, enabling practitioners to digitally deliver clinical home exercises, education prescription, outcomes tracking, triaging and Telehealth.

Our Lifecare technology business line is the market’s most comprehensive full-service offering built around Physitrack’s SaaS solutions.

consolidated revenue



Virtual Wellness



Virtual-first wellness and care provision powered by the Champion Health technology platform and wellness professionals based in the United Kingdom, Germany and the Nordics.

Our Virtual Wellness business line is the market’s most comprehensive holistic offering built around the Champion Health SaaS solution combined with the Group’s ecosystem for care provision (Access).

Message from the CEO

As we continue the success of H1 2022, the results achieved in Q3 2022 reflect the impressive growth of the business in-line with our long-term targets. We have achieved a balance between investment in each business segment whilst achieving significant EBITDA growth.

Our investments notably include bringing in exceptional talent as we finalise the transition of our development efforts in-house. This influx of talent has brought in new perspectives on innovation, yielding further enhancements to the Lifecare Technology platform, which in turn creates new revenue generating opportunities.

As we celebrate the Group’s M&A program’s second anniversary, I am pleased with the successful integration of these businesses within the Group’s two operating segments. Post acquisition, both have delivered accelerated organic revenue and EBITDA growth.

Despite the challenging macro environment for businesses and individuals, Physitrack Group manages to strengthen the position further this quarter as we keep experiencing significant top line and EBITDA growth. Underpinned by its robust business model, the Group is well positioned to continue enhancing offerings in both operating segments. We see a strong momentum in the Virtual Wellness segment, with a massive market opportunity ahead of us, further propelled by increasing demands for cost savers such as higher efficiency and less employee turnover.

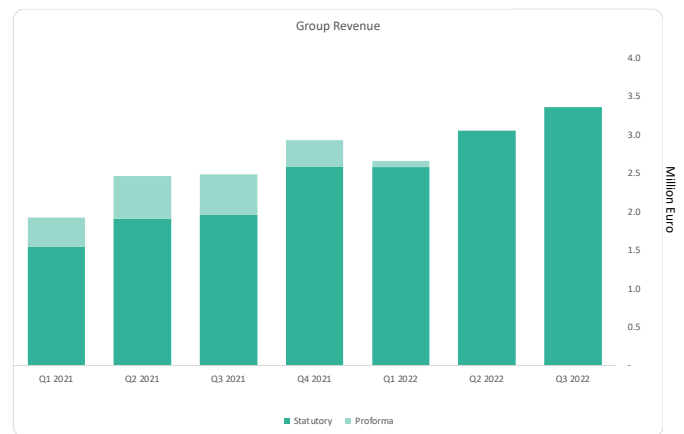
The year to date success provides confidence for the remainder of the financial year.

Continued sustained growth in underlying financial performance of the Group

The Group achieved total revenue growth of 72 per cent for the quarter ended 30 September 2022 and 65 per cent for the nine months ended 30 September 2022 in comparison to the prior year statutory comparative. Proforma revenue growth was 28 and 30 per cent on a quarterly and nine month basis respectively.



Henrik Molin CEO



Physitrack exited the quarter with an annual run rate (“ARR”) of recurring subscription revenue of EUR 10.5m (Q2 2022 EUR 9.8m) and annualised revenue of EUR 13.0m (Q2 2022 EUR 12.2m).

This growth was achieved in both divisions. The growth in Virtual Wellness reflects the success of the various integration projects, consolidating these businesses into the Champion Health brand. Growth in the Lifecare technology segment resulted from revenue expansion from existing and new customers and user base growth following several enhancements to the platform.

The M&A program – two years of successfully enhancing our offering

As we mark the second anniversary of the Group’s M&A programme, we are delighted to look back at some very exciting results. Not only did the group add a number of interesting complementary businesses to expand the Lifecare Technology segment. The M&A program also allowed the

creation of the Virtual Wellness operating segment which paved the way for the Group to emerge as a market leader in the corporate wellness industry.

Through the successful integration of the companies' acquired teams and strong leadership, we have been able to both add substantial top-line revenue to the Group, alongside providing opportunities for these businesses to grow revenue organically. In turn this has resulted in a substantial improvement in EBITDA for the vast majority of them.

Examples of this include the integration of the Physitrack and Physiotoools teams into one Lifecare technology powerhouse which at the end of Q3 2022 boasts a €8.7m revenue run rate. Through a successful integration we have been able to find operational and commercial synergies, which in turn have led to further organic growth and improvement in EBITDA. We note that the Lifecare Technology segment Adjusted EBITDA margin increased from 44 per cent for the nine months ended 30 September 2021 to 48 per cent for the nine months ended 2022, demonstrating the value of synergies realised to improve profitability of this segment.

Rehabplus Limited was the first acquisition within the Virtual Wellness segment, which as at the end of Q3 represents €1.4m of revenue run rate. The Rehabplus team was brought onboard in February 2021 and hit the ground running upon integration. It was also the first Virtual Wellness business to benefit from the Champion Health integrated care pathway through the launch of Champion Health – Physiotherapy in June of this year. This has provided Rehabplus, which has been formally renamed Champion Health Plus, with additional leads impacting its revenue which on a pro-forma basis for the nine months ended 30 September 2022 has grown 126 per cent from the prior year comparative. There is a strong focus on profitability across the Group with the aim in the medium term for the Virtual Wellness margins to reflect those of the Lifecare Technology segment. Rehabplus EBITDA for the nine months ended 30 September 2022 was EUR 0.1m compared to a negative EBITDA of EUR 0.1m in the comparative period. This increase reflects the various initiatives

management have implemented to improve the profitability of the business, which include a focus on costs and finding efficiencies with revenue generation, increasing margins.

Similar improvements in profitability have also been seen with the Wellnow and Champion Health businesses, which both grew their top-line proforma revenue for the nine months ended 30 September 2022 693 per cent and 390 percent compared to the prior year comparative.

Supported by these impressive milestones, we are convinced that the best is yet to come. With the combined strengths of the dynamic individuals that joined the Wellness division in these transactions since the founding of the M&A program, along with strong leadership and a buoyant commercial environment, we firmly believe we are on track to deliver on the promises we made to create a fast-growing and profitable global wellbeing leader.

Transition of in-house development team enhancing Lifecare Technology platform

As reported in Q2 the Group appointed Michal Wegrzyn as Head of Engineering. Michal previously worked at NYSE-listed \$10bn Customer Support SaaS market leader, Zendesk. Over Q3 Michal has built an in-house development team comprising seventeen highly skilled tech developers. This team has transitioned Physitrack away from its previous inhouse/outsourced hybrid software development model.

Through a fresh perspective this new in-house team has been able to implement further enhancements to the Lifecare Technology platform. The fast-tracking of the development of key features includes EasyLink, EasyPrint and EasyAssign, which simplify the exercise prescription process for both patient and practitioners. This will pave the way to gaining more market share in the more conservative customer segments in Physiotherapy which predominantly rely on printed programs and occasional free online videos. More initiatives to bolster our presence here are coming up, including the rollout of multiple video thumbnails enhancing the patient experience for both video and print.

The Lifecare Technology segment has also rebranded its Demo Mode as a new print-only Free version which will further expand our presence in the more conservative print-focused market segments as well as boost lead generation and conversion in our product-led growth strategy.

The Group has also invested further in the continued education element of the Lifecare Technology segment by integrating a new Learning Management System (LMS) back bone from a world-leading provider. This will further bolster the steadily growing PT Courses subscriber base and pave the way for powerful bundles and integrations with the Physitrack platform.

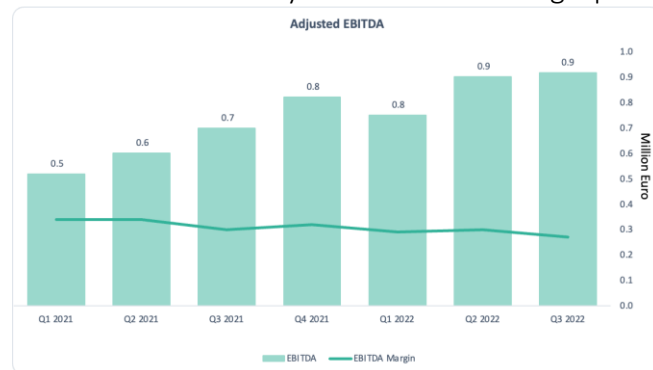
Investment in Virtual Wellness to accelerate growth

As we continue our unification of the Wellness segment by creating integrated care pathways from the Access Ecosystem, during the quarter we have invested in tech and people to broaden the Champion offering for the inclusion of mental health therapy. We have further accelerated the first integrated care pathway - Champion Health – Physiotherapy. Overall, these investments are providing the foundations for the Virtual Wellness segment to be the most powerful holistic corporate wellness offering in the market.

We are also excited about the launch of the re-branded Champion Health – Nordics. This plays on the strengths of our existing Virtual Wellness presence in the Nordics as the Champion Health platform is launched in Sweden through a new office in Stockholm with senior sales talent.

At the same time, we have launched Champion Health in Germany which has received a warm

welcome from substantial existing multi-national customers in notably the manufacturing space.



Outlook

Physitrack's Board of Directors has adopted a set of financial targets linked to the Company's Strategy as set forth below:

- **Growth:** Physitrack aims to achieve annual organic sales growth exceeding 30 per cent in the medium term, further supplemented by impact from future add-on acquisitions.
- **Margin:** Physitrack targets an EBITDA margin of 40-45 per cent in the medium term, with potential short term margin contractions due to add-on acquisitions impacting margins negatively.
- **Distribution:** Physitrack has a favourable outlook on the distribution of profits to shareholders via dividends in the medium term but does not foresee this taking place in the short term.

While the Directors acknowledge that there can be variability quarter on quarter with these targets, we however see no need to adjust these annualised financial targets.

Henrik Molin, CEO Physitrack

Divisional review - Lifecare Technology

	9 Month period ended Sep		Absolute		Proforma
	2022	2021	Var	%	%
€'000					
Revenue	6,449	4,984	1,465	29	22
Adj EBITDA	3,070	2,217	853	38	
Adj EBITDA margin	48%	44%			

Trading performance

In the 9 months ended 30 September 2022, Lifecare Technology revenues increased by EUR 1.5m or 29 per cent, part of this growth was driven by the acquisition of PT Courses and on a pro-forma basis to revenue grew by 22 per cent.

In the quarter ended 30 September 2022, Lifecare Technology revenues increased by EUR 0.3m or 17 per cent on a proforma basis to EUR 2.2m.

Revenue in the Lifecare Technology business is driven by the combination of number of licences, the price per licence and the delivery of revenue enhancing (upsell) products such as 'Custom apps' and Physidata.

For the quarter ended 30 September 2022, there were on average 52,500 subscription licences across the Lifecare Technology division, compared to an average of 48,000 at 30 September 2021.

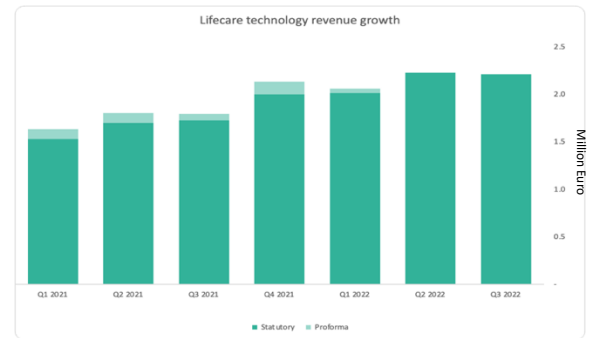
The Lifecare Technology revenue stream is predominantly recurring in nature, with subscription income representing 87 per cent (82 per cent) of total Lifecare revenue.

Alongside subscription fees for the Physitrack and Physiotoools platforms within this revenue stream is revenue generated by PT Courses from the provision of continued education and 'Custom app' sales. Whilst 'Custom app' setup fees sales are a one-time charge, attached to them are monthly maintenance fees which generate higher margins than typical practitioner subscriptions.

Management's data-driven focus on increasing retention and reducing churn continues: churn for the quarter ended 30 September 2022 averaged 1.2 per cent (1.4 per cent). The platform continues to be enhanced based on input from the Customer Value Taskforce and innovation initiatives from the in-house product development team.

Adjusted EBITDA in the division increased by 38% with EBITDA margins expanding to 48% (44%), this is driven by the increase in revenue as well as

efficiencies from the integration of the acquisitions in this division.



Divisional review – Virtual Wellness

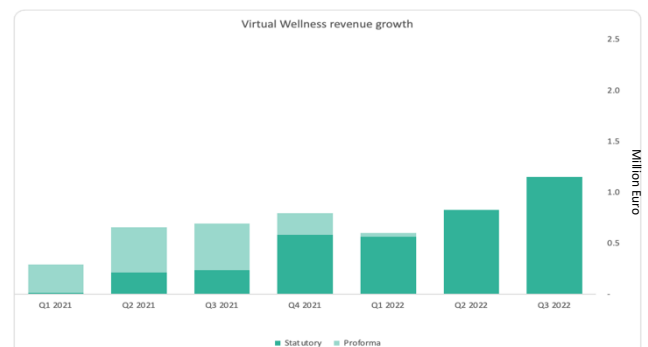
	9 Month period ended Sep		Absolute		Proforma
	2022	2021	Var	%	%
€'000					
Revenue	2,545	458	2,087	456	53
Adj EBITDA	64	33	31	94	
Adj EBITDA margin	3%	7%			

Trading performance

In the 9 months ended 30 September 2022 Virtual Wellness revenues increased by EUR 2.1m or 456 per cent. This growth was partially driven by the acquisitions of Fysiotest, Wellnow and Champion Health and on a pro-forma basis revenue growth was 53 percent.

Whilst there has been pleasing growth in the UK and Europe geographical segments, this has been offset by the decline in the Nordics, which saw delays in the full rollout of the Nightingale Health-powered remote-first version of its biometric testing and coaching product. The prior year comparative was also bolstered by the positive impact of Covid-19 testing, which skews the year-on-year quarterly comparison.

As we continue our integration plan and further launch of integrated care pathways, we expect there to be significant growth within the Virtual Wellness segment, across all geographies.



In the quarter Virtual Wellness revenues increased by EUR 0.4m / 56 per cent on a pro-forma basis to EUR 1.2m. Of this revenue 50 per cent (nil per cent) was subscription revenue.

Adjusted EBITDA in this division increased from EUR 33k to EUR 64k. The increase in revenue was offset by investments into the division which is less established than the Lifecare Technology division, to drive future growth.

Financial performance – Group Revenue

Quarter ended September 2022

Physitrack PLC generated revenue of EUR 3.4m (EUR 2.0m) growth of 72 per cent from the prior year comparative and 28 per cent on a proforma basis.

This growth was driven by both the Lifecare Technology and the Virtual Wellness segments, which grew by 17 per cent and 57 per cent on a proforma basis respectively. Lifecare Technology revenue represents 66 per cent and Virtual Wellness represents 34 per cent of total Group revenue.

In comparison to Q2 2022, Q3 2022 revenue grew by 10 per cent on a statutory pro-forma basis, with growth being driven by Virtual Wellness, In Lifecare technology an increase in underlying subscription revenue was offset by a fall in one off custom app maintenance set up costs in the quarter.

9 months ended September 2022

Physitrack generated revenue of EUR 9.0m (EUR 5.4m) an increase of 65 per cent from the prior year comparative and 30 per cent on a proforma basis.

This growth was driven by both the Lifecare Technology and the Virtual Wellness segments, which grew by 22 per cent and 53 per cent on a proforma basis respectively. This growth has occurred through the various enterprise sales and product-led growth initiatives the group has launched, alongside the continued data-driven focus on customer retention and churn reduction to ensure we offer the best-in-class SaaS platform to our users.

Operating expenses before amortisation, depreciation and adjusting items 9 months ended September 2022

Operating expenses before amortisation, depreciation and adjusting items were EUR 6.4m (EUR 3.7m). The increase primarily reflects recent acquisitions of Fysiotest, PT Courses, Wellnow and Champion Health.

Additionally, the increase in revenue has driven an increase in costs, primarily in the Virtual Wellness division where some product offerings incur a cost of delivery. Investments have also been made to drive future growth including into the customer success team, and people and tech in the Virtual Wellness division.

Operating profit ('EBIT')

9 months ended September 2022

In the 9 months ended 30 September 2022 the Group delivered an operating loss of EUR 0.4m compared to a 0.8m loss in the prior year. This improvement is primarily driven by the increase in EBITDA partially offset by an increase in amortisation of intangibles recognised on acquisitions. In the quarter, operating profit was EUR 3k this was an increase of EUR 0.3m from the EUR 0.3m loss in Q2 2022 driven by the increase in revenue and decrease in integration and acquisition costs as there has been no M&A in the quarter and integrations are well progressed.

Adjusting items earlier in the year primarily relate to costs incurred as part of the acquisition of PT Courses, Wellnow and Champion Health, in the current quarter these relate to integration activities of the Wellness segment alongside the unwinding of discounting on deferred consideration attached to the Fysiotest, Wellnow, Champion Health and Rehabplus acquisitions.

Amortisation and depreciation increased by 0.5m EUR to 1.6m (EUR 1.1m). Amortisation for the period includes both amortisation of internally generated intangibles and depreciation EUR 1.1m (EUR 1.1m) and amortisation of intangibles recognised on recent acquisitions of EUR 0.5m (EUR NIL).

Adjusted EBITDA

9 months ended September 2022

Adjusted EBITDA of EUR 2.6m (EUR 1.8m) was generated for the quarter resulting in an Adjusted EBITDA margin of 29 per cent (EUR 32 per cent).

The decline from prior year comparative reflects the previously communicated impact of the acquisitions of Fysiotest, PT Courses and Wellnow, which operate at a lower margin than Physitrack.

Finance costs

9 months ended September 2022

Finance costs year to date are EUR 49k compared to EUR 63k in the prior year. The uplift in finance costs in Q3 due to the interest costs, non-utilisation fees and unwind of arrangement fees associated with the new GBP 5m revolving credit facility is offset by lower finance costs for the first six months of 2022.

Profit / Loss before tax

9 months ended September 2022

The above movements result in a loss before tax of EUR 0.4m compared to a loss of EUR 0.9m in the prior year. The improvement is due to increased EBITDA partially offset by an increase in amortisation of intangibles recognised on acquisitions.

Taxation

9 months ended September 2022

Taxation is EUR 133k in the year compared to EUR 42k in the prior year. In our UK entities we are able to successfully claim on the UK government's R&D tax credit scheme, so the tax charge is primarily generated by our Finnish Lifecare technology entity Physiotools.

Financial position and cashflow

The Group has total assets of EUR 42.3m (EUR 33.2m), net assets of EUR 22.3m (EUR 22.9m) and net current liabilities of EUR 3.8m (Net current assets EUR 7.8m).

The movement on total assets from 31 December 2021 is as a result of the recognition of goodwill and identifiable intangible assets of EUR 13.3m on the acquisitions of PT Courses, Wellnow and Champion Health. The Group has invested net of depreciation an additional EUR 3.2m on the platform since 31 December 2021.

Attached to the Wellnow acquisition was deferred consideration valued at EUR 5.5m and Champion Health, deferred consideration of EUR 5.1m, offset by a deferred consideration payment to the previous Fysiotest owners of EUR 0.5m and to the previous

owners of Champion Health of EUR 2.8m, which resulted in the net increase of this balance from 31 December 2021.

Movements in working capital balances were predominantly driven by the recognition of balances on acquisition of Wellnow and Champion Health. Champion Health typically bills upfront for contracts of at least twelve months; as this business is rapidly accelerating this drives an increase in trade receivables. The move towards enterprise customers which typically have longer payment terms and the increase in revenue balances also contributes to the increase in trade receivables.

Cash generated from operations prior to payment of adjusting items totalled EUR 1.7m (EUR 1.7m).

Cash used in investing activities was EUR 13.5m (EUR 3.2m). This was made up of cash paid for PT Courses of EUR 1.6m, Wellnow of EUR 2.5m and Champion Health of EUR 2.8m, deferred consideration payment of EUR 0.5m paid to Fysiotest and EUR 2.9m paid to Champion Health alongside an additional EUR 3.2m capitalised through the development of the Physitrack platform and investment in Physitrack's operating and financial systems.

Risks and uncertainties

The risks and uncertainties pertaining to the group have been outlined within the 31 December 2021 annual report. There have been no changes to these risks and uncertainties in Q3 2022.

Employees

The average number of employees in the Group for the period January to September 2022 was 65 (34).

Related party transactions

Refer to note 8 for a list of related party transactions during the quarter.

Audit review

This report has not been reviewed by the Company's auditors.

Condensed interim financial information

1 January 2022 – 30 September 2022

Consolidated statement of comprehensive income

EUR (€)	Note	3 month period ended:		9 Month period ended:		13 month period ended:
		30 September 2022 (unaudited)	30 September 2021 (unaudited)	30 September 2022 (unaudited)	30 September 2021 (unaudited)	31 December 2021 (Audited)
Revenue	3	3,365,221	1,958,007	8,993,261	5,442,202	8,465,227
Operating expenses before amortisation depreciation and adjusting items		(2,448,220)	(1,379,547)	(6,423,326)	(3,681,738)	(5,773,528)
Amortisation and depreciation from:						
Intangibles recognised on acquisition		(244,735)	-	(517,265)	-	(33,454)
Internally generated intangibles and depreciation		(466,906)	(387,103)	(1,100,189)	(1,083,273)	(1,541,894)
Adjusting items	5	(202,571)	(128,046)	(1,320,243)	(1,476,326)	(1,739,230)
Operating expenses		(3,362,432)	(1,894,696)	(9,361,023)	(6,241,337)	(9,088,106)
Operating (loss)/profit		2,789	63,311	(367,762)	(799,135)	(622,879)
Finance costs		(17,084)	(5,067)	(49,344)	(62,780)	(71,027)
(Loss)/profit before taxation		(14,295)	58,244	(417,106)	(861,915)	(693,906)
Taxation		30,953	(26,307)	(132,957)	(41,951)	(189,048)
(Loss)/profit after taxation		16,658	31,937	(550,063)	(903,866)	(882,954)
Other comprehensive (expense) / income		(191,548)	(82,358)	(415,256)	10,436	313,568
Total comprehensive loss for the period		(174,890)	(50,421)	(965,319)	(893,430)	(569,386)
Basic loss per share		(0.0)	(0.0)	(0.03)	(0.07)	(0.06)
Diluted loss per share		(0.0)	(0.0)	(0.03)	(0.07)	(0.06)

All results in the current financial year derive from continuing operations.

Consolidated Statement of Financial Position as at 30 September 2022

		30 September 2022	30 September 2021	31 December 2021
	Note	€	€	€
Assets				
Non-current assets				
Goodwill	4	27,768,044	14,431,082	14,431,082
Intangible assets	4	9,946,573	2,303,779	2,642,926
Property, plant and equipment		76,353	46,251	48,779
Financial assets measured at FVOCI/FVTPL		98,264	98,868	98,264
Total non-current assets		37,889,234	16,879,980	17,221,051
Current assets				
Trade and other receivables	6	3,336,542	1,268,443	1,665,877
Inventory		47,949	50,099	67,315
Cash and cash equivalents		1,075,007	15,046,800	13,324,598
Total current assets		4,459,498	16,365,342	15,057,790
Total assets		42,348,732	33,245,322	32,278,841
Liabilities				
Non-current liabilities				
Borrowings		(822,634)	(100,402)	-
Deferred tax		(1,576,067)	-	-
Deferred consideration		(9,406,166)	(1,611,820)	(5,359,608)
Total non-current liabilities		(11,804,867)	(1,712,222)	(5,359,608)
Current liabilities				
Borrowings		-	(571,181)	(653)
Deferred revenue		(2,322,148)	(1,482,330)	(1,592,065)
Trade and other payables	7	(2,214,074)	(1,278,234)	(1,435,877)
Deferred tax		-	(108,029)	(108,029)
Deferred consideration		(3,683,255)	(5,172,030)	(492,902)
Total current liabilities		(8,219,477)	(8,611,804)	(3,629,526)
Net assets		22,324,388	22,921,296	23,289,707
Equity				
Share capital		64,075	64,075	64,075
Share premium		24,935,421	24,935,421	24,935,421
Shares to be issued		-	-	-
Translation reserve		(434,419)	(373,274)	(19,163)
Retained earnings		(2,240,689)	(1,704,926)	(1,690,626)
Total equity		22,324,388	22,921,296	23,289,707

Consolidated Statement of Changes in Equity for the quarter ended 30 September 2022

	Share capital	Share premium	Shares to be issued	Currency translation reserve	Retained earnings	Total
	€	€	€	€	€	€
Balance at 30 November 2020	13,179	5,299,844	1,093,515	(332,731)	(807,672)	5,266,135
Profit for the period	-	-	-	-	6,612	6,612
Other comprehensive income for the period	-	-	-	(50,979)	-	(50,979)
Total comprehensive income for the period	<u>-</u>	<u>-</u>	<u>-</u>	<u>(50,979)</u>	<u>6,612</u>	<u>(44,367)</u>
Balance at 31 December 2020	<u>13,179</u>	<u>5,299,844</u>	<u>1,093,515</u>	<u>(383,710)</u>	<u>(801,060)</u>	<u>5,221,768</u>
Loss for the period	-	-	-	-	(903,866)	(903,866)
Other comprehensive income for the period	-	-	-	10,436	-	10,436
Total comprehensive loss for the period	<u>-</u>	<u>-</u>	<u>-</u>	<u>10,436</u>	<u>(903,866)</u>	<u>(893,430)</u>
Issue of preference shares	44,640	-	-	-	-	44,640
Issue of share capital	<u>6,256</u>	<u>19,635,577</u>	<u>(1,093,515)</u>	<u>-</u>	<u>-</u>	<u>18,548,318</u>
Balance at 30 September 2021	<u>64,075</u>	<u>24,935,421</u>	<u>-</u>	<u>(373,274)</u>	<u>(1,704,926)</u>	<u>22,921,296</u>
Profit for the period	-	-	-	-	14,300	14,300
Other comprehensive income for the period	-	-	-	354,111	-	354,111
Total comprehensive income for the period	<u>-</u>	<u>-</u>	<u>-</u>	<u>354,111</u>	<u>14,300</u>	<u>368,411</u>
Issue of share capital	-	-	-	-	-	-
Balance at 31 December 2021	<u>64,075</u>	<u>24,935,421</u>	<u>-</u>	<u>(19,163)</u>	<u>(1,690,626)</u>	<u>23,289,707</u>
Loss for the period	-	-	-	-	(550,063)	(550,063)
Other comprehensive income for the period	-	-	-	(415,256)	-	(415,256)
Total comprehensive income for the period	<u>-</u>	<u>-</u>	<u>-</u>	<u>(415,256)</u>	<u>(550,063)</u>	<u>(965,319)</u>
Balance at 30 September 2022	<u>64,075</u>	<u>24,935,421</u>	<u>-</u>	<u>(434,419)</u>	<u>(2,240,689)</u>	<u>22,324,388</u>

Consolidated Statement of Cash Flows for the quarter ended 30 September 2022

	Note	9 Month period ended 30 September 2022	9 Month period ended 30 September 2021	13-month period ended 31 December 2021
		€	€	€
Operating activities				
Loss for the period		(550,063)	(903,866)	(882,954)
Adjustments for:				
Depreciation and amortisation		1,617,453	1,083,272	1,575,348
Foreign exchange gain		(89,200)	(87,967)	(49,119)
Taxation		132,957	41,951	189,048
Adjusting items	5	1,320,243	1,476,326	1,739,230
Net finance cost (excluding foreign exchange)		49,344	62,780	71,027
Operating cash flows before movements in working capital		2,480,734	1,672,496	2,642,580
Increase in trade and other receivables		(1,648,827)	(325,775)	(632,032)
Increase / (decrease) in inventory		19,366	(10)	(17,226)
Increase / (decrease) in trade and other payables and deferred revenue		855,453	332,511	262,914
Cash generated by operations before adjusting items		1,706,726	1,679,222	2,256,236
Cash payment of adjusting items		(1,154,211)	(1,375,471)	(1,541,442)
Net cash from operating activities		552,515	303,751	714,794
Investing activities:				
Purchases of intangible assets		(3,142,148)	(1,066,506)	(1,789,361)
Purchases of property, plant and equipment		(52,163)	(783)	(6,239)
Cash balance acquired from acquisition of subsidiaries		110,237	48,813	48,813
Acquisition of subsidiaries		(7,002,135)	(2,137,111)	(2,137,111)
Payment of deferred consideration		(3,397,028)	-	(960,267)
Acquisition of investment		-	-	(78,588)
Net cash used in investing activities		(13,483,237)	(3,155,587)	(4,922,753)
Financing activities				
Repayment of Directors' loans		-	(357,286)	(357,286)
Drawdown of borrowings		826,929	65,873	65,873
Repayment of borrowings		(653)	(1,476,627)	(2,143,561)
Interest expense		(11,665)	(62,780)	(71,027)
Issue of shares		-	19,732,654	19,732,654
Share transaction costs		-	(1,184,336)	(1,184,336)
Issue of preference shares		-	44,640	44,640
Net cash generated / (used) in financing activities		814,611	16,762,138	16,086,957
Cash at the beginning of the period		13,324,598	1,200,761	1,254,233
Net movement		(12,116,111)	13,910,302	11,878,998
Gain/(loss) on exchange rate		(133,480)	(64,263)	191,367
Cash at the end of the period		1,075,007	15,046,800	13,324,598

Selected Notes

1) Company information

Physitrack PLC (the "Company"), was incorporated and registered in England and Wales on 15 June 2012 with registered number 8106661 under the UK Companies Act as a public limited company limited by shares. The address of the Company's registered office is Bastion House 6th Floor, 140 London Wall, London, England, EC2Y 5DN.

These condensed financial statements are presented in EUR, which is the currency of the primary economic environment in which the Company operates. Foreign operations are included in accordance with the full accounting policies as set out within the 2021 annual report.

2) Accounting policies

This interim financial information for the quarter ended 30 September 2022 has been prepared in accordance with IAS 34 Interim Financial Reporting. The condensed consolidated financial statements do not include all disclosures that would otherwise be required in a complete set of financial statements and should be read in conjunction with the 2021 Annual Report.

The financial information for the quarter ended 30 September 2022 does not constitute statutory accounts within the meaning of Section 434(3) of the Companies Act 2006 and is unaudited.

The annual financial statements of Physitrack PLC are prepared in accordance with IFRS's as adopted by the European Union. The Independent Auditors' Report on that Annual Report and financial statements for 2021 was unqualified, did not draw attention to any matters by way of emphasis, and did not contain a statement under 498(2) or 498(3) of the Companies Act 2006.

The condensed interim financial statements have been prepared by applying the accounting policies and presentation that were applied in the preparation of the Group's published consolidated financial statements for the period ended 31 December 2021, which were prepared in accordance with IFRS's as adopted by the EU and applicable law.

The preparation of condensed financial statements requires the Company's management to make judgements, estimates and assumptions that effect the application of accounting policies and the reported amount of assets, liabilities, income and expenses. Actual results may differ from these estimates.

3) Operating segments and revenue

In the opinion of the Directors, for the quarter ended 30 September 2022 the operations of the Group comprise two reporting operating segments. These segments are the provision of Lifecare Technology platform tailored to physiotherapy being made up of the Physitrack PLC, Physiotools OY and Mobilus Digital Rehab AB "Physiotools" businesses. From the start of the current financial period, management review the results of these business as one segment.

On 26 January 2022 Physitrack acquired through its subsidiary Physitrack Inc Texas based e-learning provider PT Courses, a US leader in Continued Education for physical therapists, occupational therapists and assistants. This acquisition accelerates Physitrack's growth in the US market through the diversification and enhancement of its existing Lifecare Technology product offering. This will allow both Physitrack and PT Courses to offer continued education to practitioners in attractively priced subscription bundles with Physitrack's already popular Lifecare Technology solution. Given the strategic alignment of PT Courses with the current Lifecare Technology platform, PT Courses has been included within the Lifecare Technology operating segment.

On 23 February 2022 Physitrack acquired the entire share capital of Wellnow Group GmbH, a German virtual-first corporate health platform with a network of over 1,000 certified and quality checked health practitioners. The acquisition establishes a substantial foothold in Germany for the Group, and enables accelerated growth of Physitrack's existing care offering globally by leveraging off Wellnow's impressive technology,

network and scalable virtual-first business. On 6 May 2022 Physitrack acquired the entire share capital of Champion Health Limited, a leading workplace health platform based in the UK. During the quarter, the Group has unified the Rehabplus Limited, Fysiotest Europa AB subsidiaries, Wellnow and Champion Health companies into one brand – Champion Health which makes up the virtual wellness operating segment.

Information reported to management for the purposes of segment performance is focused on the geographical location of each segment. In performing these reviews management group these geographical locations into four regions, being the United Kingdom, Europe, North America and Rest of World.

Performance of these segments for the 9 months ended 30 September 2022 is as follows:

	Lifecare technology	Virtual Wellness	Group	Total
9 Months ended 30 September 2022				
Total revenues	6,448,746	2,544,515	-	8,993,261
Operating profit	2,009,966	24,623	(2,402,351)	(367,762)
<i>Amortisation and depreciation</i>				
Intangibles recognised on acquisition	-	-	517,265	517,265
Internally generated intangibles and depreciation	1,060,922	39,267	-	1,100,189
	1,060,922	39,267	517,265	1,617,454
Items affecting comparability	-	-	1,320,243	1,320,243
Adjusted EBITDA	3,070,888	63,890	(564,843)	2,569,935
Adjusted EBITDA Margin	48%	3%		29%
Finance cost	(45,917)	(3,427)	-	(49,344)
Profit/(loss) before tax	1,964,049	21,196	(2,402,351)	(417,106)

9 Months ended 30 September 2021

Total revenues	4,984,423	457,779	-	5,442,202
Operating profit	1,133,824	33,111	(1,966,070)	(799,135)
<i>Amortisation and depreciation</i>				
Intangibles recognised on acquisition	-	-	-	-
Internally generated intangibles and depreciation	1,083,273	-	-	1,083,273
	1,083,273	-	-	1,083,273
Items affecting comparability	-	-	1,476,326	1,476,326
Adjusted EBITDA	2,217,097	33,111	(489,744)	1,760,464
Adjusted EBITDA Margin	44%	7%		32%
Finance cost	(62,780)	-	-	(62,780)
Profit/(loss) before tax	1,071,044	33,111	(1,966,070)	(861,915)

Expenses classified as Group represent those costs associated with the Group's merger and integration activities, amortisation of intangibles recognised on acquisition and senior management salary. These costs have been classified as Group as they either cannot be allocated appropriately to a segment or do not represent costs associated with the underlying businesses within the operating segment.

Revenue arising from the Group's activities during the period by geography and operating segment were as follows:

	9 months ended 30 September 2022 EUR	9 months ended 30 September 2021 EUR
<i>Lifecare Technology</i>		
United Kingdom	1,350,974	1,023,461
Europe	2,292,431	1,960,192
North America	1,449,030	976,713
Rest of world	1,356,310	1,024,057
	6,448,745	4,984,423
<i>Virtual Wellness</i>		
Europe	1,196,388	-
United Kingdom	1,348,128	457,779
	2,544,516	457,779
Total	8,993,261	5,442,202
Revenue by product line		
Subscription fee	5,263,325	4,647,021
Custom app maintenance fee	243,408	203,523
Custom app set-up costs	720,557	133,879
Continued education	221,456	-
Virtual care	2,544,515	457,779
Total	8,993,261	5,442,202

Revenue derived from subscription income streams is recognised over time. Other revenues are recognised at a point in time.

4) Intangible assets

	Internally generated intangible asset	Software	Brand	Customer relationships	Goodwill	Total
EUR (€)						
Cost						
At 1 December 2020	4,458,037	-	-	-	5,963,346	10,421,383
Additions	917,304	86,341	60,004	-	-	1,063,649
Acquisition of subsidiary	150,820	-	191,623	277,446	8,467,736	9,087,625
Exchange differences	188,010	203	-	-	-	188,213
At 30 September 2021	5,714,171	86,544	251,627	277,446	14,431,082	20,760,870
Additions	707,065	78,067	-	-	-	785,132
Acquisition of subsidiary	-	-	-	-	-	-
Exchange differences	146,374	1,685	-	-	-	148,059
At 31 December 2021	6,567,610	166,296	251,627	277,446	14,431,082	21,694,061
Additions	2,890,785	263,359	-	-	-	3,154,144
Acquisition of subsidiary	4,209,593	-	624,144	1,062,855	13,336,962	19,233,554
Exchange differences	(361,938)	(9,449)	-	-	-	(371,387)
At 30 September 2022	13,306,050	420,206	875,771	1,340,301	27,768,044	43,710,372
Amortisation						
At 1 December 2020	2,826,798	-	-	-	-	2,826,798
Charge for the period	1,075,291	6,904	-	-	-	1,082,195
Exchange differences	117,017	-	-	-	-	117,017
At 30 September 2021	4,019,106	6,904	-	-	-	4,026,010
Charge for the period	445,489	9,421	19,582	13,872	-	488,364
Exchange differences	105,679	-	-	-	-	105,679
At 31 December 2021	4,570,274	16,325	19,582	13,872	-	4,620,053
Charge for the period	1,341,663	50,649	75,319	135,551	-	1,603,182
Exchange differences	(226,044)	(1,436)	-	-	-	(227,480)
At 30 September 2022	5,685,893	65,538	94,901	149,423	-	5,995,755
Net book value						
At 1 December 2020	1,631,239	-	-	-	5,963,346	7,594,585
At 30 September 2021	1,695,065	79,640	251,627	277,446	14,431,082	16,734,860
At 31 December 2021	1,997,336	149,971	232,045	263,574	14,431,082	17,074,008
At 30 September 2022	7,620,157	354,668	780,870	1,190,878	27,768,044	37,714,617

The internally generated intangible asset are directly attributable costs incurred in building and developing the SaaS platform.

Software assets are directly attributable costs incurred in the implementation of new finance and operating systems within the Group.

On acquisition of PT Courses during the financial period, Goodwill of EUR 1,183,681 was recognised. Acquired identifiable intangible assets include EUR 262,649 in respect of customer relationships and contracts and EUR 140,144 in respect of the PT Courses brand. The customer relationship and contract intangibles will be amortised over 4 years and brand over a 10 year period.

On acquisition of Wellnow during the financial period, Goodwill of EUR 6,411,810 was recognised. Acquired identifiable intangible assets include EUR 661,000 in respect of customer relationships, EUR 484,000 in respect of the Wellnow brand and EUR 1,052,979 in respect of internally generated intangible assets, in addition to the EUR 73,021 previously held within Wellnow. The customer relationship intangibles will be amortised over 10 years, brand over 10 years and internally generated intangible assets over a five-year period.

On acquisition of Champion Health during the financial period, Goodwill of EUR 5,741,471 was recognised. Acquired identifiable intangible assets include EUR 139,206 in respect of customer relationships, EUR 3,083,593 in respect of internally generated intangible assets. The customer relationships will be amortised over five years and intangible assets over a seven-year period.

5) Adjusting items

Adjusting items refers to events and transactions which effect on profit are important to note when profit for the period is compared to previous periods and comprise of non-recurring costs in ordinary operations relating to the following:

Adjusting item	Definition	Current period costs relate to	Prior year costs relate to
M&A Costs	Associated costs of major acquisitions	Acquisition of PT Courses in January 2022, Wellnow in February 2022 and Champion Health in May 2022.	Acquisition of Rehabplus Limited in February 2021.
Integration costs	Associated costs of integrating acquisitions	Integration costs of both Lifecare Technology and Virtual Wellness acquisitions into the existing business.	N/A
Unwind of discount on consideration	On acquisition contingent consideration is discounted to present value and unwound over the life the consideration is expected to be paid out	Unwind of discount on deferred contingent consideration attached to the Rehabplus and Fysiotest acquisitions in 2021 and Wellnow and Champion Health acquisitions in 2022.	N/A

It is expected adjusting items in future years would be of a similar nature to those above including those costs attached to major acquisitions, disposals and equity or fund raises. As the above costs are non-operating or recurring cost, these have been added back to arrive at adjusted EBITDA.

Adjusting items are broken down as follows:

EUR (€), unless otherwise stated	Quarter ended	
	30-Sept-2022	30-Sept-2021
Acquisition and integration costs	1,154,211	1,476,326
Unwind of discount on deferred contingent consideration	166,032	-
Adjusting items	1,320,243	1,476,326

6) Trade and other receivables

	30 September 2022	30 September 2021
	EUR	EUR
Trade receivables	2,646,959	906,031
Accrued revenue	240,200	70,606
Other receivables	290,975	208,088
Prepayments and accrued income	158,408	83,718
	3,336,542	1,268,443

7) Trade and other payables

	30 September 2022	30 September 2021
	EUR	EUR
Trade payables	1,250,310	575,957
Accrued expenditure	510,220	441,268
Other payables	167,962	134,331
Corporation tax	127,254	-
Social security and other taxes	158,328	126,678
	2,214,074	1,278,234

8) Related party transactions

During Q3 2021, a loan owing to N Skwortsow of EUR 370,656 was repaid, with no loan balance outstanding at 30 September 2021 and 30 September 2022.

For the period ended 30 September 2022, EUR 207,547 (30 September 2021: EUR 199,150) was paid to Camelot Solutions, a Company incorporated in Monaco. H Molin is a Director of this Company. At 30 September 2022 a balance of EUR 21,511 (30 September 2021: EUR NIL) was due to Camelot Solutions.

For the period ended 30 September, EUR 102,646 (30 September 2021: EUR 170,126) was paid to Skylark Media Group (SKMG) BV, a Company incorporated in the Netherlands. N Skwortsow is a Director of this Company. At 30 September 2022 and 30 September 2021 no balance was due Skylark Media Group (SKMG) BV.

For the period ended 30 September 2022, EUR 162,367 (30 September 2021: EUR NIL) was paid to Paloma International Advisors, a Company incorporated in Monaco. C Sheiban is a Director of this Company. At 30 September 2022, a balance of EUR 12,002 (30 September 2021: EUR NIL), included in trade payables, was due to Paloma International Advisors.

9) Net debt

Net Debt is defined as total liabilities from financing, excluding directors' loans, net of cash at bank and in hand. A reconciliation of movements in Net Debt from 1 December 2020 is provided below:

	Interest bearing liabilities	Cash and cash equivalents	Net debt
Opening 1/12/2020	(1,736,726)	1,254,233	(482,493)
Drawdown of loan	(6,039)	-	(6,039)
Cash movement	-	(53,472)	(53,472)
Opening (1/1/2021)	(1,742,765)	1,200,761	(542,004)
Additions through acquisition	(338,163)	48,813	(289,350)
Drawdown of loan	(65,873)	-	(65,873)
Repayment of loan	1,476,627	-	1,476,627
Cash movement	-	13,861,489	13,861,489
Foreign exchange	(1,409)	(64,263)	(65,672)
Closing (30/09/2021)	(671,583)	15,046,800	14,375,217
Drawdown of loan	6,039	-	6,039
Loan repayment	666,934	-	666,934
Cash movement	-	(1,978,079)	(1,978,079)
Foreign exchange	(2,043)	255,877	253,834
Closing (31/12/2021)	(653)	13,324,598	13,323,945
Additions through acquisition	-	110,237	110,237
Loan repayment	653	-	653
Drawdown of loan	(826,929)	-	(826,929)
Non-Cash movement	11,665	-	11,665
Cash movement	-	(12,226,348)	(12,226,348)
Foreign exchange	(7,370)	(133,480)	(140,850)
Closing (30/09/2022)	(822,634)	1,075,007	252,373

On 27 July 2022 Physitrack PLC entered into a three-year GBP 5m revolving credit with Santander PLC. Dependent upon the Group's leverage, Interest is charged on the amount drawn down at a rate between 2.5 and 4 per cent (the 'Margin') above SONIA. The Group also pays a fee of 40 per cent of the applicable Margin on the undrawn element of the credit facility and the undrawn overdraft.

EUR 225,000 of costs were incurred in establishing this facility made up of EUR 120,000 arrangement fees and EUR 105,000 of legal fees. These are being amortised over the term of the facility.

At 30 September 2022 the Group was GBP 900,000 / EUR 1,052,000 drawdown on this facility.

Appendix 1

Definition of key performance indicators

Alternative key performance indicators	Definition	Purpose
EBITDA	Operating profit before depreciation and amortisation, financial items and tax.	EBITDA provides an overall picture of profit generated by the operating activities before depreciation and amortisation. This is the principle operating measure reviewed by the board and shows the users of the report the underlying profitability of the Group excluding non-cash accounting entries such as depreciation and amortisation, financial items and tax. EBITDA can be used as a proxy of the underlying cash profitability of the Group
EBITDA margin (%)	EBITDA as a percentage of revenue.	EBITDA margin is a useful measurement together with net sales growth to monitor value creation. This measure provides the users of the report a snapshot of the short-term operational efficiency. This is due to the fact the margin ignores the impacts of non-operating factors such as interest expenses, taxes or intangible assets. This results in a metric which is a more accurate reflection of the Group's operating profitability.
Items affecting comparability	The costs associated with acquisitions and integrations during the period are identified as 'items affecting comparability'. We use profit measures excluding these items to provide a clearer view of the basis for the future ability of the business to generate profit.	Items affecting comparability is a notation of items, when excluded, shows the Company's earnings excluding items that are non-recurring in ordinary operations. By excluding these items, the users of the report are able to view normalised KPI's.
Adjusted EBITDA	EBITDA excluding items affecting comparability.	The measurement is relevant in order to show the Company's results generated by the operating activities, excluding items which affect comparability. By standardising EBITDA through removing non-recurring, irregular and one-off items which distort EBITDA, it provides the users with a normalised metric to make comparisons more meaningful across a variety of companies.
Adjusted EBITDA margin (%)	Adjusted EBITDA as a percentage of revenue.	The measurement is relevant in order to provide an indication of the Company's underlying results as a share of net sales generated by operating activities, excluding items which affect comparability. By standardising EBITDA margin through removing non-recurring, irregular and one-off items which distort EBITDA margin, it provides the users with a normalised metric to make comparisons more meaningful across a variety of companies.
Operating margin (%)	Operating profit / (loss) as a percentage of revenue.	Operating margin is a useful measurement together with revenue growth to monitor value creation, as it shows the underlying profitability of the company including Depreciation of Amortisation which reflects the capital expenditure of the business over time.



Adjusted operating profit / (loss)	Operating profit / (loss) excluding items affecting comparability.	The measurement is relevant in order to show the Company's results which exclude non-recurring items. This provides a standardised metric which can be used to make more meaningful comparisons.
Adjusted operating margin (%)	Operating profit / (loss) excluding items affecting comparability as a percentage of revenue.	Operating margin excluding non-recurring items is a useful measurement together with revenue growth to monitor value creation. This provides a standardised metric which can be used to make more meaningful comparisons.
Net debt	The sum of current and non-current interest-bearing liabilities towards credit institutions with deductions for cash and cash equivalents.	Net debt is a measurement showing the Company's total indebtedness. Net debt is a liquidity metric used to determine how well the Group can pay all of its debts if they were due immediately. Net debt shows how much cash would remain if all debts were paid off and if the Group has enough liquidity to meet its debt obligations.
Proforma	<p>Proforma for 2022 represents the results for the quarter ended 30 September 2022 had the current structure been in place from 1 January 2022 and includes three month results for Wellnow, Champion Health and PT Courses which were acquired during Q1 and Q2 2022. This includes 9 months of trading results up to 30 September 2021 for Physitrack, Physiotools, Rehabplus and Fysiotest.</p> <p>This also includes 8 months of trading results up to 30 September 2021 for PT Courses on the assumption this had been acquired on 26 January 2021</p> <p>It includes 7 months of trading results for Wellnow as if it has been acquired on 23 February 2021.</p> <p>It includes 5 months of trading results for Champion Health as if it has been acquired on 6 May 2021.</p>	Proforma provides a useful comparison to understand movement from the prior year on a like-for-like basis.

Reconciliation table for alternative key performance measures

Proforma revenue and proforma revenue growth				
EUR (€), unless otherwise stated	3 Month Period ended			
	30-Sep-22	30-Sep-21	Movement	Proforma revenue growth %
	Actual	Proforma		
Physitrack revenue	1,463,002	1,191,397	271,605	23
Physiotools revenue	674,621	628,504	46,117	7
PT Courses	68,747	69,958	(1,211)	(2)
Total Lifecare technology	2,206,370	1,889,859	316,511	17
Rehabplus revenue	408,193	141,217	266,976	189
Fysiotest	165,450	505,252	(339,802)	(67)
Wellnow	351,441	55,202	296,239	537
Champion Health	233,767	36,147	197,620	547
Total Virtual Wellness	1,158,851	737,818	421,033	57
Total revenue	3,365,221	2,627,677	737,544	28
30 September 2021 Statutory revenue	1,958,007	N/A	N/A	N/A
Movement	1,407,214	N/A	N/A	N/A
Movement %	72	N/A	N/A	N/A

Proforma revenue and proforma revenue growth				
EUR (€), unless otherwise stated	9 Month Period ended			
	30-Sep-22	30-Sep-21	Movement	Proforma revenue growth %
	Actual	Proforma		
Physitrack revenue	4,202,294	3,162,936	1,039,358	33
Physiotools revenue	2,009,913	1,830,553	179,360	10
PT Courses	236,538	281,630	(45,092)	(16)
Total Lifecare technology	6,448,745	5,275,199	1,173,546	22
Rehabplus revenue	1,027,411	454,415	572,996	126
Fysiotest	561,679	1,064,970	(503,291)	(47)
Wellnow	634,708	80,060	554,648	693
Champion Health	320,718	65,462	255,256	390
Total Virtual Wellness	2,544,516	1,664,907	879,609	53
Total revenue	8,993,261	6,940,026	2,053,235	30
30 September 2021 Statutory revenue	5,442,202	N/A	N/A	N/A
Movement	3,551,059	N/A	N/A	N/A
Movement %	65	N/A	N/A	N/A

Subscription revenue as a proportion of total revenue (%)

EUR (€), unless otherwise stated	3 Month period ended / 9 Month Period Ended / Year ended				
	30-Sep-22	30-Sep-21	30-Sep-22	30-Sep-21	31-Dec-21
Subscription	1,821,086	1,537,276	5,263,327	4,647,018	6,137,023
(+) Maintenance	88,471	61,867	243,408	203,522	432,391
(+) Virtual Wellness (Subscription)	585,208	-	955,425	-	-
(=) Total recurring revenue	2,494,765	1,599,143	6,462,160	4,850,540	6,569,414
(+) Virtual Wellness (One-off)	573,642	234,806	1,589,088	457,783	1,041,278
(+) Continued education	53,665	-	221,456	-	-
(+) Set-up fees	243,149	124,058	720,557	133,879	379,956
(=) Total revenue	3,365,221	1,958,007	8,993,261	5,442,202	7,990,648
Subscription revenue as proportion of total revenue%	74	82	72	89	82

EBITDA, EBITDA margin, items affecting comparability, adjusted EBITDA and adjusted EBITDA margin

EUR (€), unless otherwise stated	3 Month period ended / 9 Month Period Ended / Year ended				
	30-Sep-22	30-Sep-21	30-Sep-22	30-Sep-21	31-Dec-21
Operating profit/(loss)	2,789	63,311	(367,762)	(799,135)	(584,607)
(+) Depreciation and amortisation					
Intangibles recognised on acquisition	244,735	-	517,265	-	33,454
Internally generated intangibles and depreciation	466,906	387,103	1,100,189	1,083,273	1,439,640
(=) EBITDA	714,430	450,414	1,249,692	284,138	888,487
EBITDA margin, %	21	23	14	5	11
(+) Total items affecting comparability	202,571	128,047	1,320,243	1,476,326	1,739,230
Adjusted EBITDA	917,001	578,461	2,569,935	1,760,464	2,627,717
Adjusted EBITDA margin, %	27	30	29	32	33

Operating profit, operating profit margin, adjusted operating profit and adjusted operating profit margin

EUR (€), unless otherwise stated	3 Month period ended / 9 Month Period Ended / Year ended				
	30-Sep-22	30-Sep-21	30-Sep-22	30-Sep-21	31-Dec-21
Operating profit/(loss)	2,789	63,311	(367,762)	(799,135)	(584,607)
Operating profit/(loss) margin, %	0	3	(4)	(15)	(7)
(+) Total items affecting comparability	202,571	128,046	1,320,243	1,476,326	1,739,230
Adjusted Operating profit/(loss)	205,360	191,357	952,481	677,191	1,154,623
Adjusted Operating profit/(loss) margin, %	6	10	11	12	14

Adjusted earnings per share

EUR (€), unless otherwise stated	3 Month period ended / 9 Month Period Ended / Year ended				
	30-Sep-22	30-Sep-21	30-Sep-22	30-Sep-21	31-Dec-21
Net profit/(loss)	16,658	31,937	(550,063)	(903,866)	(838,766)
Adjusting items	202,571	128,046	1,320,243	1,476,326	1,739,230
Adjusted net profit/(loss)	219,229	159,983	770,180	572,460	900,464
Number of shares					
Ordinary	16,260,766	12,550,466	16,260,766	12,550,466	13,689,481
Dilutive	16,260,766	12,550,466	16,260,766	12,550,466	13,689,481
Earnings per share					
Basic	0.01	0.01	0.05	0.05	0.07
Diluted	0.01	0.01	0.05	0.05	0.07

Further information

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Financial calendar

Year-end report (1 January 2022 – 31 December 2022)

28 February 2023

Q1 report (1 Jan 2023 – 31 March 2023)

16 May 2023

Q2 report (1 April 2023 – 30 June 2023)

15 August 2023

Q3 report (1 July 2023 – 30 September 2023)

14 November 2023

Q4 report (1 October 2023 – 31 December 2023)

29 February 2024

Year-end report (1 January 2023 – 31 December 2023)

29 February 2024