

12 February 2026

## VIVA LEISURE DELIVERS STRONG PROFIT CONVERSION AND CASH GENERATION IN HY2026, WITH NPAT UP 168% AND ADJUSTED FREE CASH FLOW UP 25%

Viva Leisure Limited (ASX: VVA) ("Viva Leisure" or "the Company") is pleased to announce its financial and operational results for the first half of FY2026 ending 31 December 2025 ("HY2026"), demonstrating the Company's successful execution of its network optimisation and expanding technology platform.

### KEY FINANCIAL HIGHLIGHTS (HY2026 vs PCP)

- **Revenue of \$116.5 million**, up 17.6% from HY2025 (\$99.0 million), driven by continued growth across health clubs and the high-margin TPLR segment
- **Underlying NPAT of \$8.1 million**, up 46.8% from HY2025 (\$5.5 million)
- **Underlying EBITDA of \$25.4 million**, up 20.8% from HY2025 (\$21.0 million)
- **Statutory NPAT of \$5.2 million**, up 168% from HY2025 (\$2.0 million), demonstrating the Company's focus on profit conversion
- **Statutory EPS of 5.32 cents**, up 173.8% from HY2025 (1.95 cents)
- **EBITDA margin expanded to 21.8%** from 21.2% in PCP, highlighting improving operational efficiencies and operating leverage at scale
- **Adjusted Free Cash Flow of \$19.9 million**, up 24.9% from HY2025 (\$15.9 million)
- **Operating cash flows of \$42.2 million**, up 34% on PCP
- **Cash balance of \$18.2 million** at 31 December 2025, up \$5.3 million over the half
- **TPLR revenue surged 44.7% to \$9.3 million**, now representing 8.1% of Group Revenue (up from 6.5% in PCP), confirming the segment's position as the Company's highest-margin and most scalable growth vector
- **Network expanded** to 518 locations with 656,043 network members.

### FY2026 GUIDANCE

Metric	FY2025 Actual	FY2026 Guidance
Revenue	\$211.3m	>237m
Statutory EBITDA	\$99.0m	>\$111m
Underlying EBITDA	\$45.9m	>\$53m
Statutory NPAT	\$5.2m	>\$11.5m

Underlying NPAT guidance exceeds analyst consensus by >20%

VVA Guidance  
>\$16m

Consensus  
\$13m

**Commenting on the Company's first half of FY2026, Viva Leisure CEO and Managing Director Harry Konstantinou said:**

*"This half delivers on what matters most — profit conversion and cash generation. NPAT grew 168% to \$5.2 million and adjusted free cash flow increased 25% to \$19.9 million. During the period we deliberately shifted capital allocation from physical rollouts toward technology and platform development. TPLR revenue grew 45%, now representing 8.1% of group revenue, and we see this as the best return on investment."*

*"Without acquisitions and with just one net new site for the half, the corporate network added over 7,000 members organically – a clear signal that our network optimisation is delivering results."*

### VIVA'S THREE PILLARS

#### Health Clubs

- Health club revenue grew 16.3% to \$102.9 million (HY2025: \$88.5 million)
- Corporate membership reached 265,612 across 202 locations, up 11.3% on PCP, with average members per corporate club rising to 1,314 (from 1,210 in December 2024), reflecting significantly improved utilisation over the last 12 months
- Since 30 June 2025, the network optimisation strategy has resulted in >11,000 net new members with net locations increasing by 1 to 202.

#### Franchise

- Franchise and investment income grew 9.2% to \$4.2 million
- The franchise network expanded to 316 locations, up 13.3% on PCP, with 390,431 franchised members
- Plus Fitness grew to 218 clubs (up from 209 in December 2024) with approximately 50 new territories committed to development over the next 12–18 months, providing strong pipeline visibility
- Boutique Fitness Studios (34% ownership) and World Gym Australia (25% ownership) continue to perform ahead of acquisition targets.

#### Technology, Payments, Licensing & Retail (TPLR)

TPLR revenue grew 44.7% to \$9.3 million, now representing 8.1% of Group Revenue (up from 6.5% in PCP). This is the Company's unique and highest-margin, most scalable segment. Key components:

- **Technology, Payments and Licensing:** Viva Pay currently contributes over \$6m per annum. World Gym door access pilot commencing next month. World Gym payments migration on track for H2-FY2027. New revenue-generating technology products to launch in H2-FY2026. Growing pipeline of third-party licensing opportunities.
- **Retail:** Vending and supplements revenue now exceeds \$500,000 per month (annualised run rate of \$6 million+). Supp Society has 3 branded stores open plus online. Target of 20+ locations by 31 December 2026

## CASH FLOW AND BALANCE SHEET

Cash flow performance highlights the cash-generative nature of the business.

- **Operating cash flows** increased 34% to \$42.2 million
- **Adjusted Free Cash Flow** rose 24.9% to \$19.9 million
- **Growth reinvestment** totalled \$10.7 million, comprising \$7.4 million in growth capex, \$2.6 million in technology investment, and \$0.7 million as final deferred payment for the World Gym investment.
- **No acquisitions or dilutive equity raises** during the period, reflecting disciplined capital allocation
- **Senior debt reduced** by \$2.6 million to approximately \$97.9 million, with net leverage now at ~1.7x. CBA covenant terms revised with net leverage limit increased from 2.25x to 2.50x, providing additional flexibility
- **Closing cash balance** of \$18.2 million (including Viva Pay balances), up \$5.3 million over the half

## STRATEGY AND OUTLOOK

### Current Trading Update

Since 31 December 2025, the Company has achieved its strongest start to a calendar year in its history. Network membership has grown to over 670,000 (+13,000 since period end), with corporate membership exceeding 270,000 (+4,000 since period end). This membership growth contributes an incremental \$13 million in annualised recurring revenue across the corporate and franchise network.

The Company's strategic priorities remain focused on converting scale into shareholder returns through continued network optimisation, TPLR expansion (targeting >\$28m total TPLR revenue for FY2027), and disciplined capital management. The share buyback programme will recommence.

### Share Buyback

The Board has resolved to recommence an on-market share buyback of up to a maximum of 10% of issued Ordinary Shares. The buyback will be funded from existing cash reserves and operating cash flows, and will be conducted in accordance with ASX Listing Rules and the Corporations Act.

**Investor webinar to be held at 11.00am AEDT today.**

**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:**

Viva Leisure Limited (ASX: VVA) is Australia's second-largest fitness network with over 518 locations and 670,000 members. The Company operates across three pillars: corporate health clubs (Club Lime), a franchise network (Plus Fitness, World Gym and Boutique Fitness Studios), and a high-margin technology platform (TPLR) encompassing payments, access control, licensing, and retail. Headquartered in Canberra, Viva Leisure is the only ASX-listed pure-play fitness operator in Australia.

For further information, please visit:

<https://www.vivaleisure.group/>