



# Physitrack<sup>®</sup> PLC

JANUARY -  
MARCH 2022

INTERIM  
REPORT



## Another exciting quarter with continued progress of the Group's M&A strategy enhancing the SaaS platform and building on the foundations of the Virtual Wellness segment

### Key highlights Q1 - Jan – Mar 2022

- A successful quarter with 67% revenue growth against the prior year comparative period and 29% on a proforma basis. This reflects strong growth in the SaaS business and continued progress on our mission to provide a holistic Virtual Wellness offering for corporates.
- The acquisition of US-based PT Courses on 26 January 2022, a US leader in continued education for physiotherapists and Occupational health therapists, has allowed the diversification and enhancement of the SaaS platform. A subscription offering which can be purchased as a package with Physitrack's exercise prescription software to be launched by 1 June 2022
- The acquisition of Wellnow, a German leader in smart and modern corporate health and wellness on 23 February 2022, provides us with a footprint in Germany and further strengthens our Virtual Wellness offering.
- The acquisition of Champion Health Limited on 6 May 2022, a UK leader in empowering employee wellbeing through data, insight and action addresses the gaps in our current Virtual Wellness offering and allows Physitrack to provide the market's most comprehensive holistic Virtual Wellness offering in key geographies.

### Group key performance indicators

EUR (€), unless otherwise stated	3 Month period ended / Year ended		
	31-Mar-22	31-Mar-21	31-Dec-21
Revenue	2,576,587	1,542,785	8,465,227
Prior period revenue growth (%)	67	238	177
Proforma revenue growth (%)	29	40	49
Adjusted EBITDA	749,788	518,797	2,691,699
Adjusted EBITDA margin (%)	29	34	32
Adjusted operating profit/loss	426,013	198,657	1,116,351
Adjusted operating margin (%)	17	13	13
Adjusted earnings per share	0.02	0.02	0.06
Operating cashflow before adjusting items	525,278	527,734	2,256,236
% of revenue which is subscription	68	99	83

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

### Financial highlights Q1 - Jan–Mar 2022

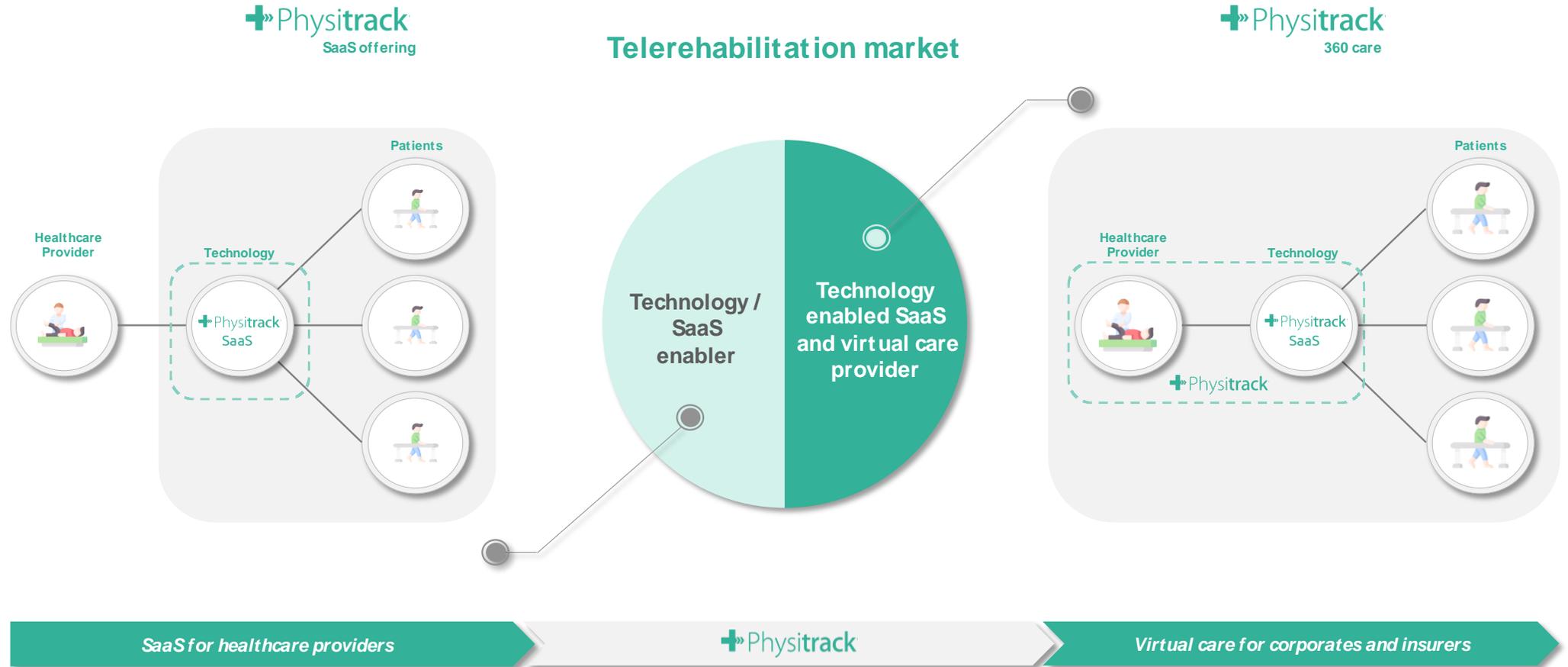
- Revenue increased by 67 per cent from the comparative period in 2021 to generate total sales of EUR 2.6m (EUR 1.5m). On a proforma basis revenue grew by 29 per cent. This increase was primarily driven through an increase in subscribers on the SaaS platform and continued focus by management on retention and churn reduction.
- Adjusted EBITDA increased by 44 per cent from the comparative period in 2021 to EUR 0.7m (EUR 0.5m), resulting in an Adjusted EBITDA margin of 29 percent (34 per cent). The movement from the prior year comparative was driven by recent acquisitions, as well as the Group's current focus on ensuring that the underlying business is positioned with the right systems and processes to support its scale-up ambitions.
- Adjusted operating profit of EUR 0.4m (EUR 0.2m) was generated resulting in a margin of 17 per cent (13 per cent), amortisation and depreciation in the quarter were in line with the prior year with an increase in additions offset by the amortisation period certain historic assets coming to an end.
- Adjusted ordinary and diluted earnings per share totalled EUR 0.02 (EUR 0.02).
- Cashflow generated from operations before the payment of adjusting items equalled EUR 0.5m (EUR 0.5m).

### Quote from the CEO

*"As we build on the success of the 2021 financial year, I am pleased to see the continuation of the Group's growth trajectory in 2022 coupled with significantly accelerating EBITDA. As outlined within the IPO prospectus, the Group is building on the success of the existing SaaS platform and utilising this stable and financially successful foundation to develop and build a corporate virtual wellness ecosystem. As a result of the acquisitions which have taken place during and subsequent to Q1 2022 we now have the building blocks of an all-encompassing Virtual Wellness offering and larger geographic footprint in key markets. I am excited to see this grow during the financial year."*

**Henrik Molin, CEO Physitrack**

A technology enabler and a virtual care provider in the telerehabilitation market

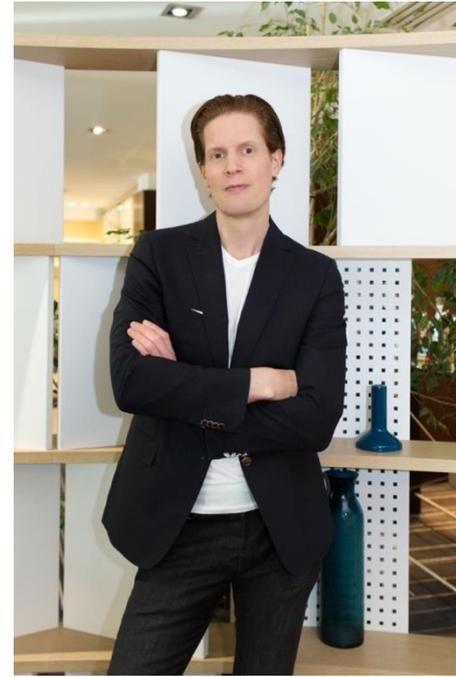


## Message from the CEO

Having achieved significant milestones in 2021, I am pleased with the progress the Group has made so far in 2022, both from a financial and an operational perspective.

We have now successfully integrated the Physiotools and Physitrack businesses and operate this seamlessly as the SaaS segment. The acquisition of PT Courses in January 2022 allows further enhancement of the SaaS platform and provides the opportunity for an additional revenue stream which fits with the recurring nature of the existing SaaS business. On 1 June 2022 we plan to launch a subscription based offering of PT Courses, our customers can purchase this in a bundle with our exercise prescription software giving revenue synergies via cross-platform product bundles.

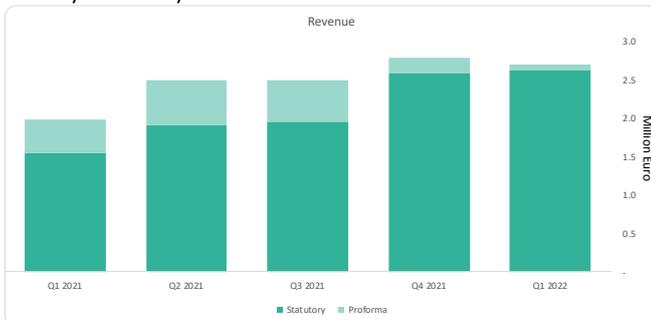
In 2021 we acquired our first Virtual Care subsidiaries - Rehabplus and Fysiotest. Through subsequent acquisitions in February 2022 of Wellnow and Champion Health in May 2022, we now have a collection of businesses which fully interrelate with one another, forming the foundations of our Virtual Wellness segment. We have big plans for this segment in 2022 providing a solution which brings all of these businesses together in one service offering.



Henrik Molin CEO

### Continued growth in underlying financial performance of the Group

Physitrack Group achieved total revenue growth of 67 per cent for the quarter ended 31 March 2022 in comparison to the prior year statutory comparative. Proforma revenue growth was 29 per cent year on year.



Physitrack exited the quarter with an annual run rate (“ARR”) of SaaS subscription revenue of EUR 7.7m (Q4 2021 EUR 7.7m) and annualised revenue of EUR 10.8m (Q4 2021 EUR 10.4m). Had Champion Health been acquired within Q1, ARR would have been EUR 8.1m and annualised revenue EUR 11.2m.

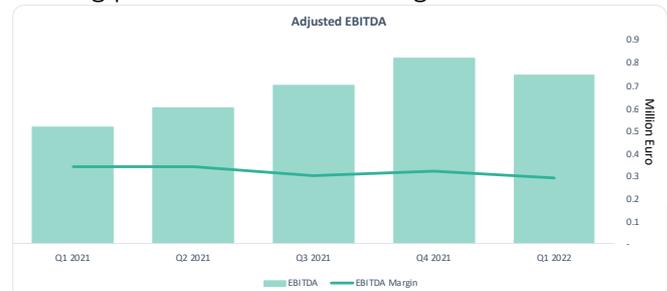
This growth was supported by strong results in both the SaaS and Virtual Wellness segments. Growth in the SaaS segment reflects the initiatives management have adopted during the quarter as

outlined below alongside the continued popularity of Physitrack’s ‘custom apps’.

### Building the foundations to support the growth of the business

As the businesses continues to grow, the Group has implemented a number of back office systems to support its scale-up ambitions.

These include the implementation of Chargebee, our new automated billing and CRM system for SaaS customers and NetSuite as our group wide accounting system. By utilising NetSuite for all group companies, this ensures management reporting is accurate and controls are consistent across the group which supports the decision making process of senior management.



### Retention focus

In December 2021 Physitrack created the Customer Value Taskforce, which focus is to increase customer retention, reducing churn levels

of existing customers and boosting free trial conversion in the SME segment.

During Q1 2022, the Customer Value Taskforce has developed processes that include automated customer activity measuring at a user interface level, as well as systematically and automatically polling all customers who cancel their subscription to understand in further detail why they are leaving. This then allows our product team to formulate onboarding strategies to maximise customer value, as well as to identify common themes that can be translated into projects for our product roadmap.

Through these initiatives, the Customer Value Taskforce has been able to reduce the rolling average 12-month churn of the SaaS business from 1.9 per cent at 31 March 2021 to 1.4 percent at 31 March 2022. These churn figures are on track to be further reduced during 2022.

### Platform enhancements

In addressing key themes from data analysis and practitioner feedback, there have been a number of enhancements to the platform. These enhancements include improved functionality of the search function such as auto-complete, related exercise suggestions to make finding the correct exercise easier, saved search history. Additional employees in our customer support team has also enabled us to introduce live support chat in key geographies.

### PT Courses acquisition

On 25 January 2022 Physitrack PLC announced, the acquisition of PT Courses, a US Company, for a cash consideration of USD 1.8m. PT Courses is a US leader in Continued Education (CE) for Physical Therapists, Occupational Therapists and assistants, provided through PTcourses.com and OTcourses.com. The acquisition marked a major gear shift for Physitrack’s acceleration in the US market via the diversification and enhancement of its existing SaaS product offering.

Subsequent to the acquisition, the Group has begun to integrate PT Courses within the SaaS segment. This includes a refresh and revamp of course material alongside introducing attractive

subscription plans whilst retaining à la carte course sales.

### Wellnow acquisition

On 23 February 2022 Physitrack PLC announced, the acquisition of Wellnow Group GmbH (“Wellnow”), a German leader in smart and modern corporate health and wellness. The acquisition accelerates the growth of Physitrack’s existing care offering and establishes a substantial footprint in Germany, boosting revenue streams globally by leveraging off Wellnow’s impressive technology, network and scalable virtual-first business.

Physitrack paid cash consideration of EUR 2.5m upfront, and will pay a further potential aggregate earn-out consideration of up to EUR 9m over four years, subject to achieving stretching growth and profitability targets in the period which are in alignment with Physitrack’s.

The Group is working with management to integrate Wellnow into the Virtual Wellness segment and realise identified synergies.

### Champion Health acquisition

On 6 May 2022, Physitrack PLC announced, the acquisition of Champion Health Ltd (“Champion”), a leading workplace health platform based in the UK. Physitrack will pay a total cash consideration of GBP 2.5m upfront and a further potential aggregate earn-out consideration of up to GBP 7.9 million over four years, subject to achieving stretching growth and profitability targets in the period which are in alignment with Physitrack’s.

The acquisition concludes a major leap forward for Physitrack and its new subscription-based wellness offering Access, accelerating the development towards a comprehensive product in holistic health and wellness for SMEs and Enterprises.

The acquisition of Champion is a financially accretive deal that allows Physitrack to enhance its holistic Virtual Wellness, while also establishing a strong foothold for Physitrack in the virtual wellness market for corporates.

Through the acquisition of Champion, Physitrack adds new growth avenues with substantial revenue potential, adds and diversifies revenue streams, fast tracks the transformation of Care revenue streams to SaaS, and accelerates its expansion in the UK, the Nordics, Germany and the US.

Champion's successful wellbeing platform and innovative technology will continue to be accessible as a standalone product and will over time see the integration of Physitrack's Access ecosystem that connects employees and patients to biometric testing capabilities, wellness coaching and care provision.

There is a strong cultural fit between the companies. Physitrack looks forward to bringing into the Group the talented and experienced management team of Champion, including co-founders Harry Bliss and Ricky Bailey, their team of wellbeing and tech experts, as well as their network of skilled contributors and certified health practitioners who generate technical and inspirational content for users.

## 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.

The Directors acknowledge that there can be variability quarter on quarter with these targets, however believe that there are no changes to these annualised financial targets.

## Henrik Molin, CEO Physitrack

## Financial performance – Group

### Revenue

Physitrack generated revenue of EUR 2.6m (EUR 1.5m) an increase of 67 per cent from the prior year comparative and 29 per cent on a pro-forma basis.

This growth was driven by both the SaaS and the Virtual Wellness segments, which grew by 23 per cent and 58 per cent on a proforma basis respectively. SaaS revenue represents 78 per cent and Virtual Wellness represents 22 per cent of total Group revenue.

The total revenue growth is reflective of the continued adoption of digitalisation of the health and wellbeing space as seen with continued growth in user numbers of the SaaS platform, supported by a number of initiatives and enhancements to the platform outlined above.

There was a slight EUR 0.1m decline in revenue for the quarter to that of Q4 2021 (October – December) of EUR 2.6m. Whilst there was quarter on quarter growth in the SaaS segment, this was offset with a quarter on quarter decline from revenue generated by the Virtual Wellness segment. The most pronounced impact was in Fysiotest where delivery of corporate wellbeing is traditionally slow in in January and February. Sales in Fysiotest are also seasonal with many corporates acquiring services in the second half of a calendar year. In the current year covid impacts have made purchasing cycles more volatile than is usual, the move towards a subscription model in the Virtual wellness segment, accelerated by the acquisition of Champion will increase predictability in growth of this division.

### Operating expenses

Operating expenses before amortisation, depreciation and adjusting items was EUR 1.8m (EUR 1.0m). The increase primarily reflects recent acquisitions of PT Courses and Wellnow, alongside a full quarter's recognition of expenses of Rehabplus and Fysiotest which were acquired in the prior year.

Depreciation and amortisation remained in-line with that of the comparative period.

Adjusting items primarily relates to costs incurred as part of the acquisition of PT Courses and Wellnow, alongside the unwinding of discounting on deferred consideration attached to the Fysiotest and Rehabplus acquisitions.

### Adjusted EBITDA

Adjusted EBITDA of EUR 0.7m (EUR 0.5m) was generated for the quarter resulting in an Adjusted EBITDA margin of 29 per cent (EUR 34 per cent). The decline from prior year comparative reflects the previously communicated impact of the acquisition of Rehabplus, Fysiotest, PT Courses and Wellnow which operate at a lower margin than Physitrack.

### Financial position and cashflow

The Group has total assets of EUR 39.0m (EUR 12.4m), net assets of EUR 23.1m (EUR 5.4m) and net current assets of EUR 5.8m (Net current liabilities EUR 3.9m).

The movement on total assets from the 31 December 2021 is as a result of the recognition of goodwill and identifiable intangible assets of EUR 10.0m on the acquisitions of PT Courses and Wellnow. The Group has invested net of depreciation an additional EUR 0.9m on the platform since 31 December 2021.

Attached to the Wellnow acquisition was deferred consideration valued at EUR 5.6m which resulted in the increase of this balance from 31 December 2021.

Movements in working capital balances were predominantly related to the recognition of balances on acquisition of Wellnow, alongside timing differences on the collection of debtors and payment of creditors.

Cash generated from operations prior to payment of adjusting items totalled EUR 0.5m (EUR 0.5m).

Cash used in investing activities was EUR 4.9m (EUR 1.0m). This was made up of cash paid for PT Courses of EUR 1.6m and Wellnow of EUR 2.5m, alongside an additional EUR 0.9m capitalised through the development of the Physitrack platform.

### Financial performance – SaaS

In the quarter ended 31 March 2022, SaaS revenues increased by EUR 0.4m or 23 per cent on a pro-forma basis to EUR 2.0m

Revenue in the SaaS business is driven by the combination of number of users, the price per user and the delivery of upsell products such as ‘custom apps’ or Physidata.

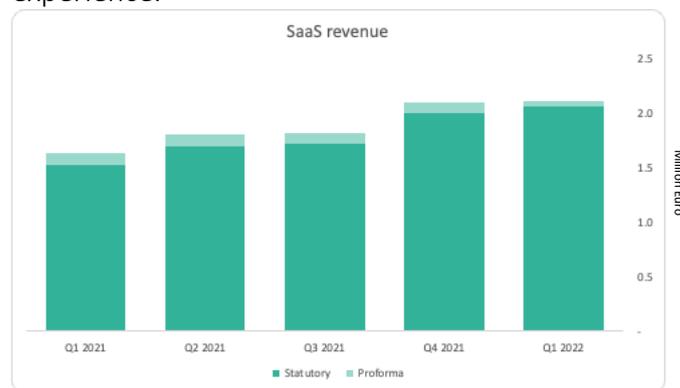
For the quarter ended 31 March 2022, Physitrack had on average 40,174 subscribers, compared to an average of 36,657 at 31 March 2021. At the time of reporting, Physitrack had approximately 41,000 subscribers. In Physiotools, several of its historic products were sold on a concurrent licences basis where multiple users have access to one licence; due to this legacy the number of users is in excess of the number of paid licenses. At 31 March 2022 there were approximately 11,000 paid subscription licences in place in comparison to 10,777 paid subscription licences at 31 March 2021.

The SaaS revenue stream is predominantly recurring in nature, with subscription income representing 87 per cent (99 per cent) of total SaaS revenue. Within this revenue stream is revenue generated by PT Courses from the provision of continued education of EUR 0.1m and ‘Custom app’ sales of EUR 0.2m. Whilst ‘Custom app’ setup fees sales are a one-time charge, attached to them is monthly maintenance fees which generate higher margins than typical practitioner subscriptions.

As part of the integration plan of PT Courses into the SaaS segment, management intend to offer PT Courses on a subscription basis due to be launched 1 June 2022.

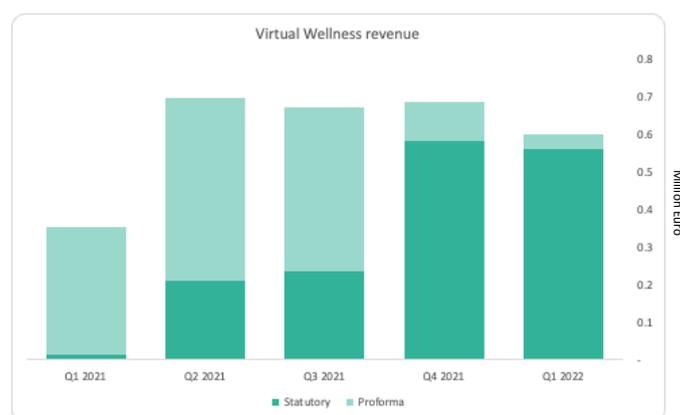
As outlined above the overall revenue growth in the SaaS segment was predominantly as a result of

management’s focus on maintaining retention and reducing churn which for the quarter ended 31 March 2021 averaged 1.4 per cent (1.9 per cent). The customer success taskforce aims to bring this churn percentage down further throughout 2022. This reduction in churn will be through gaining insights into why customers leave and analysing data from users who have been identified as a potential to churn. In turn this will focus management’s development and enhancement of the platform into specific areas which were identified by outgoing practitioners as to their reason for leaving, in order to improve their experience.



### Financial performance – Virtual Wellness

In the quarter Virtual Wellness revenues increased by EUR 0.2m / 58 per cent on a pro-forma basis to EUR 0.5m



Revenue generated from the Virtual Wellness segment is made up of revenue generated from the following subsidiaries:

EUR (€) unless otherwise stated	Period ended		Movement	Proforma revenue growth %
	31-Mar-22	31-Mar-21		
	Actual	Proforma		
Rehabplus revenue	297,730	118,006	179,724	152
Fysiotest	226,621	230,886	(4,265)	(2)
Wellnow	37,256	7,198	30,058	418
<b>Total Virtual Wellness</b>	<b>561,607</b>	<b>356,090</b>	<b>205,517</b>	<b>58</b>

Rehabplus revenue is generated from the provision of physiotherapy services. The increase in revenue is as a result of Rehabplus' growth strategy with the continued expansion of sites across the UK. At 31 March 2022, Rehabplus was operating from 34 locations, compared to 30 at 31 March 2021. Fysiotest revenue is generated from the provision of wellness services provided to corporations in Sweden. Revenue has remained relatively flat year on year, both periods were impacted by Covid-19 restrictions in place in Sweden and January and February are traditionally slow months for their services.

Wellnow revenue is generated from the provision of wellness services provided to corporations in Germany. Revenue has grown by EUR 30K from the comparative period on a pro-forma basis. Whilst both periods were impacted by Covid-19, there has been underlying growth in the business over that period.

## 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 Q1 2022.

## Employees

The average number of employees in the Group for the period January to March 2022 was 6 (2).

## Related party transactions

Refer to note 6 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 – 31 March 2022

#### Consolidated statement of comprehensive income

EUR (€)	Note	3 month period ended:		13 month period ended:
		31 March 2022 (unaudited)	31 March 2021 (unaudited)	31 December 2021 (Audited)
Revenue	3	2,576,587	1,542,785	8,465,227
<b>Gross profit</b>		<b>2,576,587</b>	<b>1,542,785</b>	<b>8,465,227</b>
Operating expenses before amortisation depreciation and adjusting items		(1,826,799)	(1,023,988)	(5,773,528)
Amortisation and depreciation		(323,775)	(320,140)	(1,575,348)
Adjusting items	5	(479,961)	(17,499)	(1,739,230)
<b>Operating expenses</b>		<b>(2,630,535)</b>	<b>(1,361,627)</b>	<b>(9,088,106)</b>
<b>Operating (loss) / profit</b>		<b>(53,948)</b>	<b>181,158</b>	<b>(622,879)</b>
Finance costs		(22,490)	(7,407)	(71,027)
<b>(Loss) / profit before taxation</b>		<b>(76,438)</b>	<b>173,751</b>	<b>(693,906)</b>
Taxation		(69,303)	(13,950)	(189,048)
<b>(loss) / profit after taxation</b>		<b>(145,741)</b>	<b>159,801</b>	<b>(882,954)</b>
Other comprehensive (expense) / income		(74,520)	34,664	313,568
<b>Total comprehensive (loss) / income for the period</b>		<b>(220,261)</b>	<b>194,465</b>	<b>(569,386)</b>
Basic (loss) / earnings per share		(0.01)	0.06	(0.06)
Diluted (loss) / earnings per share		(0.01)	0.06	(0.06)

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

## Consolidated Statement of Financial Position as at 31 March 2022

		31 March 2022	31 March 2021	31 December 2021
	Note	€	€	€
<b>Assets</b>				
<b>Non-current assets</b>				
Goodwill	4	22,163,873	9,158,252	14,431,082
Intangible assets	4	5,859,401	1,799,560	2,642,926
Property, plant and equipment		88,053	5,095	48,779
Financial assets measured at FVOCI/FVTPL		98,264	102,934	98,264
Lease security deposit		-	12,315	-
<b>Total non-current assets</b>		<b>28,209,591</b>	<b>11,078,156</b>	<b>17,221,051</b>
<b>Current assets</b>				
Trade and other receivables		2,181,894	599,782	1,665,877
Inventory		69,480	-	67,315
Cash and cash equivalents		8,548,911	755,720	13,324,598
<b>Total current assets</b>		<b>10,800,285</b>	<b>1,355,502</b>	<b>15,057,790</b>
<b>Total assets</b>		<b>39,009,876</b>	<b>12,433,658</b>	<b>32,278,841</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Borrowings		-	(100,402)	-
Deferred consideration		(10,935,993)	(1,611,820)	(5,359,608)
<b>Total non-current liabilities</b>		<b>(10,935,993)</b>	<b>(1,712,222)</b>	<b>(5,359,608)</b>
<b>Current liabilities</b>				
Borrowings		-	(1,890,460)	(653)
Deferred revenue		(1,766,674)	(1,300,603)	(1,592,065)
Trade and other payables		(1,977,405)	(1,163,578)	(1,435,877)
Deferred tax		(767,455)	(11,401)	(108,029)
Deferred consideration		(492,902)	(939,161)	(492,902)
<b>Total current liabilities</b>		<b>(5,004,436)</b>	<b>(5,305,203)</b>	<b>(3,629,526)</b>
<b>Net assets</b>		<b>23,069,447</b>	<b>5,416,233</b>	<b>23,289,707</b>
<b>Equity</b>				
Share capital		64,075	13,571	64,075
Share premium		24,935,421	6,392,967	24,935,421
Shares to be issued		-	-	-
Translation reserve		(93,683)	(349,046)	(19,163)
Retained earnings		(1,836,367)	(641,259)	(1,690,626)
<b>Total equity</b>		<b>23,069,446</b>	<b>5,416,233</b>	<b>23,289,707</b>

## Consolidated Statement of Changes in Equity for the quarter ended 31 March 2022

	Share capital	Share premium	Shares to be issued	Currency translation reserve	Retained earnings	Total
	€	€	€	€	€	€
<b>Balance at 30 November 2020</b>	<b>13,179</b>	<b>5,299,844</b>	<b>1,093,515</b>	<b>(332,731)</b>	<b>(807,672)</b>	<b>5,266,135</b>
Profit for the period	-	-	-	-	6,612	6,612
Other comprehensive income for the period	-	-	-	(50,979)	-	(50,979)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(50,979)</b>	<b>6,612</b>	<b>(44,367)</b>
<b>Balance at 31 December 2020</b>	<b><u>13,179</u></b>	<b><u>5,299,844</u></b>	<b><u>1,093,515</u></b>	<b><u>(383,710)</u></b>	<b><u>(801,060)</u></b>	<b><u>5,221,768</u></b>
Profit for the period	-	-	-	-	159,801	159,801
Other comprehensive income for the period	-	-	-	34,664	-	34,664
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>34,664</b>	<b>159,801</b>	<b>194,465</b>
Issue of share capital	392	1,093,123	(1,093,515)	-	-	-
<b>Balance at 31 March 2021</b>	<b><u>13,571</u></b>	<b><u>6,392,967</u></b>	<b><u>-</u></b>	<b><u>(349,046)</u></b>	<b><u>(641,259)</u></b>	<b><u>5,416,233</u></b>
Loss for the period	-	-	-	-	(1,049,367)	(1,049,367)
Other comprehensive income for the period	-	-	-	329,883	-	329,883
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>329,883</b>	<b>(1,049,367)</b>	<b>(719,484)</b>
Issue of share capital	5,864	18,542,454	-	-	-	18,548,318
Issue of preference shares	44,640	-	-	-	-	44,640
<b>Balance at 31 December 2021</b>	<b><u>64,075</u></b>	<b><u>24,935,421</u></b>	<b><u>-</u></b>	<b><u>(19,163)</u></b>	<b><u>(1,690,626)</u></b>	<b><u>23,289,707</u></b>
Loss for the period	-	-	-	-	(145,741)	(145,741)
Other comprehensive income for the period	-	-	-	(74,520)	-	(74,520)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(74,520)</b>	<b>(145,741)</b>	<b>(220,261)</b>
<b>Balance at 31 March 2021</b>	<b><u>64,075</u></b>	<b><u>24,935,421</u></b>	<b><u>-</u></b>	<b><u>(93,683)</u></b>	<b><u>(1,836,367)</u></b>	<b><u>23,069,446</u></b>

## Consolidated Statement of Cash Flows for the quarter ended 31 March 2022

	Note	Quarter ended 31 March 2022 €	Quarter ended 31 March 2021 €	13-month period ended 31 December 2021 €
<b>Operating activities</b>				
(Loss)/profit for the period		(145,741)	159,801	(882,954)
<b>Adjustments for:</b>				
Depreciation and amortisation		323,775	320,140	1,575,348
Foreign exchange gain		19,578	9,709	(49,119)
Taxation		69,303	13,950	189,048
Adjusting items	5	479,961	17,499	1,739,230
Net finance cost (excluding foreign exchange)		2,912	7,407	71,027
<b>Operating cash flows before movements in working capital</b>		<b>749,788</b>	<b>528,506</b>	<b>2,642,580</b>
Increase in trade and other receivables		(446,881)	795	(632,032)
Increase in inventory		(2,165)	-	(17,226)
Increase in trade and other payables and deferred revenue		224,536	(1,567)	262,914
<b>Cash generated by operations before adjusting items</b>		<b>525,278</b>	<b>527,734</b>	<b>2,256,236</b>
Cash payment of adjusting items		(335,063)	(17,499)	(1,541,442)
<b>Net cash from operating activities</b>		<b>190,215</b>	<b>510,235</b>	<b>714,794</b>
<b>Investing activities:</b>				
Purchases of intangible assets		(877,768)	(419,554)	(1,789,361)
Purchases of property, plant and equipment		(41,996)	-	(6,239)
Cash balance acquired from acquisition of subsidiaries		66,570	44,815	48,813
Acquisition of subsidiaries		(4,077,635)	(575,650)	(3,097,378)
Acquisition of investment		-	-	(78,588)
<b>Net cash used in investing activities</b>		<b>(4,930,829)</b>	<b>(950,389)</b>	<b>(4,922,753)</b>
<b>Financing activities</b>				
Repayment of Directors' loans		-	-	(357,286)
Directors' loans received		-	-	-
Drawdown of borrowings		-	-	65,873
Repayment of borrowings		(653)	5,579	(2,143,561)
Interest expense		(2,912)	(7,407)	(71,027)
Issue of shares		-	-	19,732,654
Share transaction costs		-	-	(1,184,336)
Issue of preference shares		-	-	44,640
<b>Net cash generated / (used) in financing activities</b>		<b>(3,565)</b>	<b>(1,828)</b>	<b>16,086,957</b>
<b>Cash at the beginning of the period</b>		<b>13,324,598</b>	<b>1,200,761</b>	<b>1,254,233</b>
Net movement		(4,744,179)	(441,982)	11,878,998
Gain/(loss) on exchange rate		(31,508)	(3,059)	191,367
<b>Cash at the end of the period</b>		<b>8,548,911</b>	<b>755,720</b>	<b>13,324,598</b>

## Selected Notes

### 1) Company information

Physitrack PLC (the "Company"), 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 31 March 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 31 March 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 quarter ended 31 March 2022, 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 31 March 2022 the operations of the Group comprise two reporting operating segments. These segments are the provision of SaaS based software 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 SaaS 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 SaaS solution. Given the strategic alignment of PT Courses with the current SaaS platform, PT Courses has been included within the SaaS 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. Alongside the Rehabplus Limited and Fysiotest Europa AB subsidiaries, Wellnow is included within 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.

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

	Quarter ended 31 March 2022 EUR	Quarter ended 31 March 2021 EUR
<b>SaaS platform</b>		
United Kingdom	431,136	285,043
Europe	739,128	648,050
North America	449,366	325,235
Rest of world	395,352	271,637
	2,014,982	1,529,965
<b>Virtual Wellness</b>		
Europe	263,875	-
United Kingdom	297,730	12,820
	561,605	12,820
	2,576,587	1,542,785
<b>Revenue by product line</b>		
Subscription fee	1,681,543	1,430,150
Custom app maintenance fee	71,702	99,815
Custom app set-up costs	170,987	-
Continued education	90,750	-
Sale of goods	114,512	-
Virtual care	447,093	12,820
Total	2,576,587	1,542,785

Revenue derived from virtual care, maintenance and subscription income streams is recognised over time. Revenue generated from set-up fees, continued education and sale of goods are recognised at a point in time.

#### 4) Intangible assets

	Internally generated intangible asset	Software	Brand	Customer relationships and contracts	Goodwill	Total
<b>EUR (€)</b>						
<b>Cost</b>						
At 1 December 2020	4,458,037	-	-	-	5,963,346	10,421,383
Additions	360,682	-	60,004	-	-	420,686
Acquisition of subsidiary	-	-	-	-	3,194,906	3,194,906
Exchange differences	183,046	-	-	-	-	183,046
<b>At 31 March 2021</b>	<b>5,001,765</b>	<b>-</b>	<b>60,004</b>	<b>-</b>	<b>9,158,252</b>	<b>14,220,021</b>
Additions	1,264,245	164,435	-	-	-	1,428,680
Acquisition of subsidiary	150,790	-	191,623	277,446	5,272,830	5,892,689
Exchange differences	150,810	1,861	-	-	-	152,671
<b>At 31 December 2021</b>	<b>6,567,610</b>	<b>166,296</b>	<b>251,627</b>	<b>277,446</b>	<b>14,431,082</b>	<b>21,694,061</b>
Additions	744,497	132,908	-	-	-	877,405
Acquisition of subsidiary	1,126,000	-	624,138	923,649	7,732,791	10,406,578
Exchange differences	(44,209)	(906)	-	-	-	(45,115)
<b>At 31 March 2022</b>	<b>8,393,898</b>	<b>298,298</b>	<b>875,765</b>	<b>1,201,095</b>	<b>22,163,873</b>	<b>32,932,929</b>
<b>Amortisation</b>						
At 1 December 2020	2,826,798	-	-	-	-	2,826,798
Charge for the period	323,515	-	-	-	-	323,515
Exchange differences	111,896	-	-	-	-	111,896
<b>At 31 March 2021</b>	<b>3,262,209</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3,262,209</b>
Charge for the period	1,197,918	16,325	19,582	13,872	-	1,247,697
Exchange differences	110,147	-	-	-	-	110,147
<b>At 31 December 2021</b>	<b>4,570,274</b>	<b>16,325</b>	<b>19,582</b>	<b>13,872</b>	<b>-</b>	<b>4,620,053</b>
Charge for the period	254,793	37,894	12,581	13,872	-	319,140
Exchange differences	(29,463)	(75)	-	-	-	(29,538)
<b>At 31 March 2022</b>	<b>4,795,604</b>	<b>54,144</b>	<b>32,163</b>	<b>27,744</b>	<b>-</b>	<b>4,909,655</b>

## Net book value

At 1 December 2020	1,631,239	-	-	-	5,963,346	7,594,585
At 31 March 2021	1,739,556	-	60,004	-	9,158,252	10,957,812
At 31 December 2021	1,997,336	149,971	232,045	263,574	14,431,082	17,074,008
At 31 March 2022	3,598,294	244,154	843,602	1,173,351	22,566,660	28,023,274

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 140,138 in respect of the PT Courses brand. The customer relationship and contract intangibles will be amortised over 4 years and brand over 10 a year period.

On acquisition of Wellnow during the financial period, Goodwill of EUR 6,549,110 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.

## 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 and Wellnow in February 2022.	- Acquisition of Rehabplus Limited in February 2021.
Unwind of discount on consideration	On acquisition contingent consideration is deferred 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 Limited and Fysiotest Europa AB acquisitions in 2021.	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 (€), <i>unless otherwise stated</i>	Quarter ended	
	31-Mar-2022	31-Mar-2021
Acquisition and integration costs	464,794	17,499
Unwind of discount on deferred contingent consideration	15,167	-
<b>Adjusting items</b>	<b>479,961</b>	<b>17,499</b>

## 6) Related party transactions

At 31 March 2021, a loan of EUR 370,656 was due to N Skwortsow. This loan was repaid during the 2021 financial year, with no loan balance outstanding at 31 March 2022.

For the period ended 31 March 2022, EUR 70,186 (31 March 2021: EUR 66,440) was paid to Camelot Solutions Ltd, a Company incorporated in the British Virgin Islands. H Molin is a Director of this Company. At 31 March 2022, a balance of EUR 20,000 (31 March 2021: EUR 14,845), included in trade payables, was due to Camelot Solutions Ltd.

For the period ended 31 March 2022, EUR 63,489 (31 March 2021: EUR 61,085) was paid to Skylark Media Group (SKMG) BV, a Company incorporated in the Netherlands. N Skwortsow is a Director of this Company. At 31 March 2022, a balance of EUR 20,866 (31 March 2021: EUR 17,019), included in trade payables, was due to Skylark Media Group (SKMG) BV.

For the period ended 31 March 2022, EUR 103,354 (31 March 2021: EUR NIL) was paid to Paloma International Advisors, a Company incorporated in Monaco. C Sheiban is a Director of this Company. At 31 March 2022, a balance of EUR 78,247 (31 March 2021: EUR NIL), included in trade payables, was due to Paloma International Advisors.

## 7. 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)
<b>Opening (1/1/2021)</b>	<b>(1,742,765)</b>	<b>1,200,761</b>	<b>(542,004)</b>
Additions through acquisition	(240,093)	44,815	(195,278)
Drawdown of loan	(5,579)	-	(5,579)
Cash movement	-	(486,797)	(486,797)
Foreign exchange	(2,425)	(3,059)	(5,484)
<b>Closing (31/03/2021)</b>	<b>(1,990,862)</b>	<b>755,720</b>	<b>(1,235,142)</b>
Additions through acquisition	(98,070)	3,999	(94,071)
Drawdown of loan	(54,255)	-	(54,255)
Loan repayment	2,143,561	-	2,143,561
Cash movement	-	12,370,453	12,370,453
Foreign exchange	(1,027)	194,426	193,399
<b>Closing (31/12/2021)</b>	<b>(653)</b>	<b>13,324,598</b>	<b>13,323,945</b>
Additions through acquisition	-	66,570	66,570
Loan repayment	653	-	653
Cash movement	-	(4,810,749)	(4,810,749)
Foreign exchange	-	(31,508)	(31,508)
<b>Closing (31/03/2022)</b>	<b>-</b>	<b>8,548,911</b>	<b>8,548,911</b>

## 8. Business combinations

### PT Courses

On 26 January 2022, Physitrack through its US subsidiary, Physitrack Inc., completed the acquisition of Texas-based e-learning provider PT Courses, a US leader in Continued Education (CE) for Physical Therapists, Occupational Therapists and assistants. Physitrack paid a total cash consideration of USD 1.8m for the acquisition of PTcourses.com and OTcourses.com (PT Courses). The acquisition marks a major gear shift for Physitrack's acceleration in the US market via the diversification and enhancement of its existing SaaS product offering. Commercially, the move will enable both Physitrack and PT Courses to offer CE to practitioners in attractively priced subscription bundles with Physitrack's already popular SaaS solution, thereby boosting revenues while also increasing its addressable markets.

Total acquisition costs of EUR 0.2m was recognised within adjusting items (Refer Note 5).

Details of the purchase consideration, the net assets acquired, and goodwill are as follows:

	EUR (€)
<b>Purchase consideration:</b>	
Cash consideration	1,586,468
<b>Total fair value of consideration transferred</b>	<b>1,586,468</b>

The fair value of assets and liabilities recognised as a result of the acquisition are as follows:

	Fair value EUR (€)
Intangibles	402,787
Net identifiable assets acquired	<b>402,787</b>
Add: Goodwill	1,183,681
Net assets acquired	<b>1,586,468</b>

Acquired identifiable intangible assets include EUR 262,649 in respect of customer relationships and contracts and EUR 140,138 in respect of the PT Courses brand. The fair value of the customer relationships was assessed using a replacement cost method. The fair value of brand was assessed using a royalty savings method.

The goodwill is made up of the expected revenue synergies from the combination of both businesses, intangible assets which do not qualify for separate recognition and is attributable to the future profitability of the acquired business. It is not exempt for tax purposes.

Had PT Courses been part of the group for the period ended 31 March 2022 it would have contributed revenue of EUR 0.1m, EBITDA of EUR -3k and loss before tax of EUR 3k.

Total cash payment made during the financial period for PT Courses was EUR 1,586,468.

### Wellnow

On 23 February 2022, the Group acquired 100 percent of the share capital of Wellnow Group GmbH ("Wellnow"), a German based virtual-first corporate health platform, by way of cash consideration and further contingent deferred consideration, payable in cash. 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.

The cash consideration paid, totalled EUR 2.5m and the potential deferred consideration payable has been valued at EUR 5.9m. The deferred consideration is payable in stages, dependent upon the acquired entity reaching certain revenue targets over a defined period. Dependant on the acquired entity reaching certain revenue targets the total undiscounted consideration payable in the future ranges from EUR 5.2m – EUR 6.8m. Total acquisition costs of EUR 0.2m was recognised within adjusting items (Refer Note 5).

Details of the purchase consideration, the net assets acquired, and goodwill are as follows:

	EUR (€)
<b>Purchase consideration:</b>	
Cash consideration	2,491,167
Deferred contingent consideration	5,561,218
	8,052,385

The assets and liabilities recognised as a result of the acquisition are as follows:

	Fair value EUR (€)
Intangible Assets	2,271,000
Property, plant and equipment	1,683
Trade and other receivables	81,448
Cash and cash equivalents	66,570
Trade and other payables	(89,737)
Deferred tax liability	(659,394)
Deferred revenue	(168,295)
Net identifiable assets acquired	1,503,275
 Add: Goodwill	 6,549,110
 Net assets acquired	 8,052,385

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. The fair value of the customer relationships was assessed by considering the benefit to the Group’s future revenue and profit from the recurring revenue streams which Wellnow had in place at date of acquisition. The fair value of brand was assessed by considering the benefit to the Group’s future revenue and profit generated by the Wellnow brand.

The goodwill is made up of the expected revenue synergies from the combination of both businesses, intangible assets which do not qualify for separate recognition and is attributable to the future profitability of the acquired business. It is not exempt for tax purposes.

Had Wellnow been part of the group for the period ended 31 March 2022 it would have contributed revenue of EUR 0.1m, EBITDA of EUR (0.1m) and loss before tax of EUR 0.1m.

Total cash payment made during the financial period for Wellnow was EUR 2,491,167.

## 9. Events after the reporting period

### *Champion Health acquisition*

On 6 May 2022 Physitrack PLC announced, the acquisition of Champion Health Ltd (“Champion”), a leading workplace health platform based in the UK. Physitrack will pay a total cash consideration of GBP 2.5m upfront and a further potential aggregate earn-out consideration of up to GBP 7.9 million over four years, subject to achieving stretching growth and profitability targets in the period which are in alignment with Physitrack’s.

The acquisition concludes a major leap forward for Physitrack and its new subscription-based wellness offering Access, accelerating the development towards a comprehensive product in holistic health and wellness for SMEs and Enterprises.

The acquisition of Champion is a financially accretive deal that allows Physitrack to enhance its holistic wellbeing and virtual-first care offerings, while also establishing a strong foothold for Physitrack in the corporate wellness market.

Through the acquisition of Champion, Physitrack adds new growth avenues with substantial revenue potential, adds and diversifies revenue streams, fast tracks the transformation of Care revenue streams to SaaS, and accelerates its expansion in the UK, the Nordics, Germany and the US.

Champion's successful wellbeing platform and innovative technology will continue to be accessible as a standalone product and will over time see the integration of Physitrack's Access ecosystem that connects employees and patients to biometric testing capabilities, wellness coaching and care provision.

Champion exited April 2022 with a revenue run rate of EUR 0.4m and EBITDA margins of roughly 30%, with over 95% of revenue being subscription based. At 31 December 2021, Champion's gross assets were EUR 0.3 million. Initial one-off acquisition and integration costs are estimated to reach around EUR 0.3 million over six months. In the twelve months ending December 31, 2021, Champion delivered revenue of EUR 0.1m.

On a standalone basis, Champion is expected to execute growth at significantly above the Physitrack's communicated organic sales growth target of exceeding 30% annual growth in the medium-long term. Champion is also expected to boost growth across Physitrack's existing business lines in the medium term.

Champion will benefit from accelerated growth and cost synergies in leveraging Physitrack's global network of customers, health practitioners, additional developers, sales and support staff. Physitrack expects to return to its communicated EBITDA margin target of 40-45% within 4 years.

Champion is acquired through the legal entity Champion Health Ltd, which is registered in the United Kingdom and the deal is financed with cash. Physitrack will pay a total cash consideration of GBP 2.5m upfront for the acquisition, and a further potential aggregate earn-out consideration of GBP 7.9m over four years subject to stretching growth and profitability targets in alignment with Physitrack's own targets being achieved in that period.

At the date of preparing this interim report, the acquisition balance sheet was still being finalised. As a result, the initial accounting for the business combination is incomplete at the time the financial statements were authorised for issue and disclosures in line with IFRS 3.B64-B66 have not been prepared.

## Appendix 1

### Definition of key performance indicators

Alternative key performance indicators	Definition	Purpose
<b>EBITDA</b>	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
<b>EBITDA margin (%)</b>	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.
<b>Items affecting comparability</b>	The costs associated with acquisitions 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.
<b>Adjusted EBITDA</b>	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.
<b>Adjusted EBITDA margin (%)</b>	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.
<b>Operating margin (%)</b>	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.
<b>Adjusted operating profit / (loss)</b>	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.
<b>Adjusted operating margin (%)</b>	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.
<b>Cash conversion (per cent)</b>	Cash generated by operations excluding adjusting items as a percentage of adjusted EBITDA.	Cash conversion provides an indication of the Company's ability to generate cash flow from operating activities after investments and working capital needs.  This is a useful measure as it provides the users with a metric showing the operating efficiency of the Group.
<b>Net debt</b>	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.
<b>Proforma</b>	<p>Proforma represents the results for the quarter ended 31 March 2021, had the current structure of the Group at 31 March 2022 been in place at this date.</p> <p>This includes 3 months of trading results up to 31 March 2021 for Physitrack, Physiotools, Rehabplus and Fysiotest.</p> <p>This also includes 2 months of trading results up to 31 March 2021 for PT Courses on the assumption this had been acquired on 26 January 2021</p> <p>It includes 1 months of trading results for Wellnow as if it has been acquired on 23 February 2021.</p> <p>Proforma for 2022 represents the results for the quarter ended 31 March 2022 had the current structure been in place from 1 January 2022 and includes three month results for Wellnow and PT Courses which were acquired during Q1 2022.</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	Period ended		Movement	Proforma revenue growth %
	31-Mar-22	31-Mar-21		
	Actual	Proforma		
Physitrack revenue	1,254,514	919,087	335,427	36
Physiotools revenue	669,716	610,752	58,964	10
Rehabplus revenue	297,730	118,006	179,724	152
Fysiotest	226,621	230,886	(4,265)	(2)
PT Courses	90,750	105,038	(14,288)	(14)
Wellnow	37,256	7,198	30,058	418
<b>Total revenue</b>	<b>2,576,587</b>	<b>1,990,967</b>	<b>585,620</b>	<b>29</b>
<b>31 March 2021 Statutory revenue</b>	1,542,785	N/A	N/A	N/A
<b>Movement</b>	1,033,802	N/A	N/A	N/A
<b>Movement %</b>	<b>67</b>	N/A	N/A	N/A

Subscription revenue as a proportion of total revenue (%)			
EUR (€), unless otherwise stated	3 Month period ended / Year ended		
	31-Mar-22	31-Mar-21	31-Dec-21
Subscription	1,681,543	1,430,150	6,578,063
(+) Maintenance	71,702	99,815	465,987
<b>(=) Total recurring revenue</b>	<b>1,753,245</b>	<b>1,529,965</b>	<b>7,044,050</b>
(+) Virtual care	561,605	12,820	1,041,221
(+) Continued education	90,750	-	-
(+) Set-up fees	170,987	-	379,956
<b>(=) Total revenue</b>	<b>2,576,587</b>	<b>1,542,785</b>	<b>8,465,227</b>
<b>Subscription revenue as proportion of total revenue%</b>	<b>68</b>	<b>99</b>	<b>83</b>

EBITDA, EBITDA margin, items affecting comparability, adjusted EBITDA and adjusted EBITDA margin			
EUR (€), unless otherwise stated	3 Month period ended / Year ended		
	31-Mar-22	31-Mar-21	31-Dec-21
Operating profit/(loss)	(53,948)	181,158	(622,879)
(+) Depreciation and amortisation	323,775	320,140	1,575,348
<b>(=) EBITDA</b>	<b>269,827</b>	<b>501,298</b>	<b>952,469</b>
<b>EBITDA margin, %</b>	<b>10</b>	<b>32</b>	<b>11</b>
(+) Total items affecting comparability	479,961	25,205	1,739,230
<b>Adjusted EBITDA</b>	<b>749,788</b>	<b>518,797</b>	<b>2,691,699</b>
<b>Adjusted EBITDA margin, %</b>	<b>29</b>	<b>34</b>	<b>32</b>

Operating profit, operating profit margin, adjusted operating profit and adjusted operating profit margin			
	3 Month period ended / Year ended		
EUR (€), unless otherwise stated	31-Mar-22	31-Mar-21	31-Dec-21
Operating profit/(loss)	(53,948)	181,158	(622,879)
<b>Operating profit/(loss) margin, %</b>	<b>(2)</b>	<b>12</b>	<b>(7)</b>
(+) Total items affecting comparability	479,961	17,499	1,739,230
<b>Adjusted Operating profit/(loss)</b>	<b>426,013</b>	<b>198,657</b>	<b>1,116,351</b>
<b>Adjusted Operating profit/(loss) margin, %</b>	<b>17</b>	<b>13</b>	<b>13</b>

Earnings per share			
	3 Month period ended / Year ended		
EUR (€), unless otherwise stated	31-Mar-22	31-Mar-21	31-Dec-21
<b>Net profit/(loss)</b>	<b>(145,741)</b>	<b>159,801</b>	<b>(882,954)</b>
<b>Number of shares</b>			
Ordinary	16,260,766	11,244,179	13,689,481
Dilutive	16,260,766	11,244,179	13,689,481
<b>Earnings per share</b>			
Basic	(0.01)	0.01	(0.06)
Diluted	(0.01)	0.01	(0.06)

Adjusted earnings per share			
	3 Month period ended / Year ended		
EUR (€), unless otherwise stated	31-Mar-22	31-Mar-21	31-Dec-21
<b>Net profit/(loss)</b>	<b>(145,741)</b>	<b>159,801</b>	<b>(882,954)</b>
Adjusting items	479,961	17,499	1,739,230
<b>Adjusted net profit/(loss)</b>	<b>334,220</b>	<b>177,300</b>	<b>856,276</b>
<b>Number of shares</b>			
Ordinary	16,260,766	11,244,179	13,689,481
Dilutive	16,260,766	11,244,179	13,689,481
<b>Earnings per share</b>			
Basic	0.02	0.02	0.06
Diluted	0.02	0.02	0.06

## Appendix 2

### Realigned 2021 Statement of comprehensive income

Physitrack Group PLC changed their accounting period to coincide with the calendar year. As a result the prior year comparatives which will be used within the 2022 quarterly reports will not be the same as those previously released in the prior year. Refer below for quarterly 2021 statement of comprehensive income which has been realigned for the 2021 calendar year:

2021 Quarterly P&L	3 Months ended				12 Months ended
	31/03/2021	30/06/2021	30/09/2021	31/12/2021	31/12/2021
EUR (€)					
Revenue	1,542,785	1,906,879	1,958,007	2,582,977	7,990,648
Gross profit	1,542,785	1,906,879	1,958,007	2,582,977	7,990,648
Operating expenses before amortisation depreciation and adjusting items	(1,023,988)	(1,197,218)	(1,379,547)	(1,762,178)	(5,362,931)
Amortisation and depreciation	(320,140)	(370,374)	(387,103)	(395,477)	(1,473,094)
Adjusting items	(17,499)	(1,331,984)	(128,046)	(261,701)	(1,739,230)
Operating expenses	<b>(1,361,627)</b>	<b>(2,899,576)</b>	<b>(1,894,696)</b>	<b>(2,419,356)</b>	<b>(8,575,255)</b>
Operating (loss) / profit	<b>181,158</b>	<b>(992,697)</b>	<b>63,311</b>	<b>163,621</b>	<b>(584,607)</b>
Finance costs	(7,407)	(71,670)	(5,067)	15,284	(68,860)
(Loss) / profit before taxation	<b>173,751</b>	<b>(1,064,367)</b>	<b>58,244</b>	<b>178,905</b>	<b>(653,467)</b>
Taxation	(13,950)	2,949	(26,307)	(147,991)	(185,299)
(loss) / profit after taxation	<b>159,801</b>	<b>(1,061,418)</b>	<b>31,937</b>	<b>30,914</b>	<b>(838,766)</b>
WANS	11,244,179	11,254,779	12,550,466	13,918,296	13,918,296
Basic (loss) / earnings per share	0.01	-0.09	0.00	0.00	-0.06
Diluted (loss) / earnings per share	0.01	-0.09	0.00	0.00	-0.06
<b>Key performance indicators</b>					
Revenue	1,542,785	1,906,879	1,958,007	2,582,977	7,990,648
Prior period revenue growth (%)	238	144	130	191	152
Proforma revenue growth (%)	40	27	26	48	36
Adjusted EBITDA	518,797	709,661	578,460	820,799	2,627,717
Adjusted EBITDA margin (%)	34	37	30	32	33
Adjusted operating profit/loss	198,657	339,287	191,357	425,322	1,154,623
Adjusted operating margin (%)	13	18	10	16	14
Adjusted earnings per share	0.02	0.02	0.01	0.02	0.06

## Further information

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## Financial calendar

Q2 report (1 Jan 2022 – 30 June 2022)

**25 August 2022**

Q3 report (1 Jan 2022 – 30 Sep 2022)

**24 November 2022**

Year-end report (1 Jan 2022 – 31 Dec 2022)

**28 February 2023**