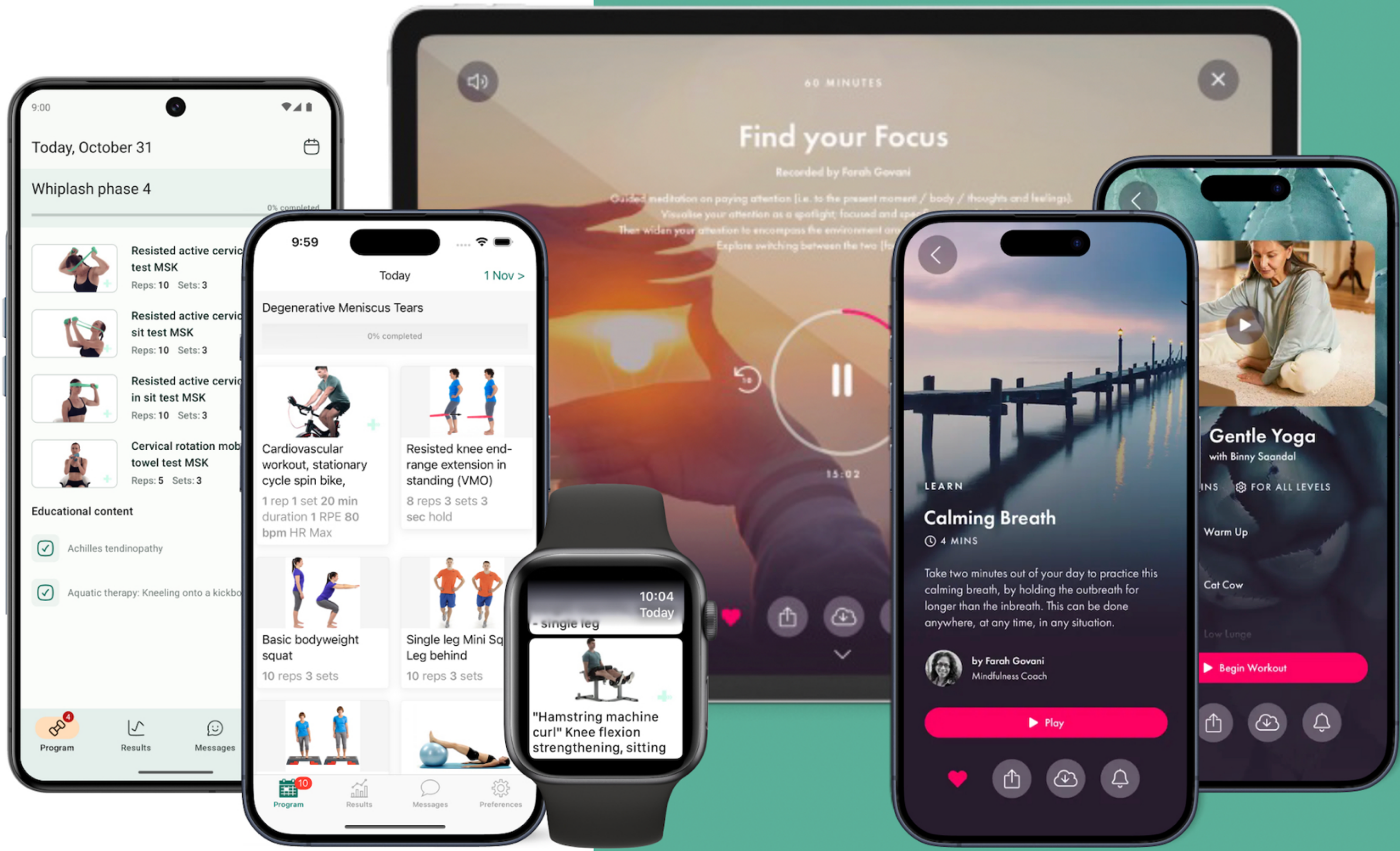


Physitrack® PLC

JANUARY - MARCH 2024

INTERIM REPORT Q1

We are pleased to report significant growth in revenue, EBITDA, and two consecutive quarters of positive cash flow generation, reflecting our continued success in expanding our market presence, optimising operational efficiency, and delivering value to our stakeholders

Key highlights Q1 – Jan - Mar 2024

- The Group is delighted to announce the extension of the current GBP 5m revolving credit facility for an additional five years (now expiring in May 2029), providing the Group with additional cash resources to support its ambitious strategic growth plans alongside demonstrating Santander's commitment to the long term success of the business.
- We have been positively surprised with the rapid success of the technological enhancements across the Group, underpinned by AI, that we rolled out in the last two quarters and are excited by what further innovation and revenue opportunities AI-powered tools can provide via our additional feature rollouts planned this year.
- Champion Health secured significant contracts during the quarter, including the Cabinet Office, Network Rail and ACCA. Champion Health has a strong sales pipeline, and these agreements support the continued growth of the Wellness division.
- We are pleased to announce that a new version of the Champion Health platform successfully launched in mid-April. Thanks to this, localisation into eight languages, including German, French, Swedish, Spanish and Polish is well underway. We expect rollouts of these localised versions to start in Q3, 2024.
- We are excited to share that our Lifecare user base has increased by 19 per cent from an average of 54,735 user licences at 31 March 2023 to an average of 65,283 user licences at 31 March 2024. This has supported the 23 per cent (€618k) increase in subscription revenue which now makes up 80 per cent (€3.3m) of total group revenue compared to 72 per cent for the prior year comparative.
- Following a review of our business lines – including where it is now within its lifecycle, what size it is, combined with an analysis of our total addressable market and our ability to capture it with our products, people and go-to-market methodology, senior management have revised their growth financial target. The Growth target will now be that Physitrack aims to achieve a doubling of revenue within the medium term, replacing the previous target set in 2021 that targeted an annual organic sales growth exceeding 30 per cent in the medium term).

Group key performance indicators ('KPIs')

	3 Month period ended		Year ended
EUR (€), ***unless otherwise stated***	**31 Mar 24**	**31 Mar 23**	**31 Dec 23**
Revenue	4,117,747	3,734,719	15,176,582
Prior period revenue growth (%)	10	45	21
Organic revenue / Proforma revenue growth (%)	10	36	22
EBITDA	967,900	731,408	7,061,822
Operating (loss) / profit	(25,623)	(76,937)	3,441,464
Adjusted EBITDA	1,055,117	922,090	3,906,832
Adjusted EBITDA margin (%)	26	25	26
Adjusted operating profit	61,594	113,745	286,474
Adjusted operating margin (%)	1	3	2
Adjusted earnings per share	0.00	0.00	0.00
Operating cashflow before adjusting items	1,046,876	690,380	3,517,099
Free cash flow	52,207	(397,060)	(1,052,182)
% of revenue which is subscription	80	72	74

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

Financial highlights Q1 – Jan - Mar 2024

- Revenue increased by 10 per cent against a strong comparator to generate total sales of EUR 4.1m (EUR 3.7m). On an organic basis revenue grew by 10 per cent. This organic growth was achieved in both the Lifecare (10 per cent) and Wellness (11 per cent) divisions.
- Subscription revenue increased 23% (€618k) to €3.3m and now makes up 80 per cent of total group revenue, a significant increase from the prior year's comparative, which was 72 per cent.
- Adjusted EBITDA of EUR 1.1m (EUR 0.9m) was generated resulting in an Adjusted EBITDA margin of 26 per cent (25 per cent).
- Adjusted operating profit of EUR 0.1m (EUR 0.1m) was generated resulting in a margin of 1 per cent (3 per cent).
- Adjusted ordinary and diluted profit per share totalled EUR 0.00 (EUR 0.00).
- Cashflow generated from operations before the payment of adjusting items equalled EUR 1.0m (EUR 0.7m).
- Free cash flow for the quarter was a net inflow of EUR 0.1m (outflow EUR 0.4m).

Quote from the CEO

"As we navigate this quarter's performance, I am proud to see our commitment to sustainable growth reflected in our strengthened revenue, EBITDA, and cash-flow generation. By strategically directing our sales efforts towards high-margin contracts and harnessing the power of AI to drive technological advancements across our teams and platforms, we are not only achieving financial success but also positioning ourselves for long-term resilience and innovation in our industry."

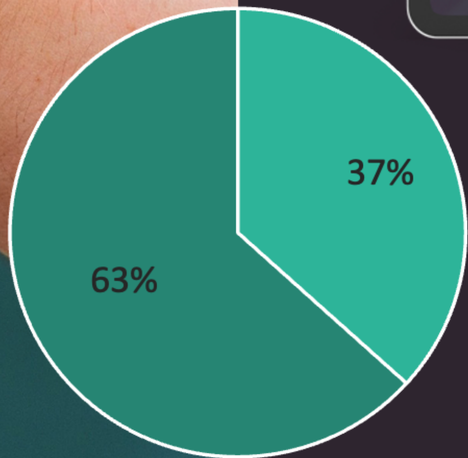
Henrik Molin, CEO Physitrack

Our two business lines have us well-positioned to capitalize on increasing digital healthcare demand and corporate wellbeing challenges

Lifecare

Seamless and Efficient care Solutions

Technology for healthcare providers



Consolidated revenue

Wellness

One platform, All areas of employee wellbeing

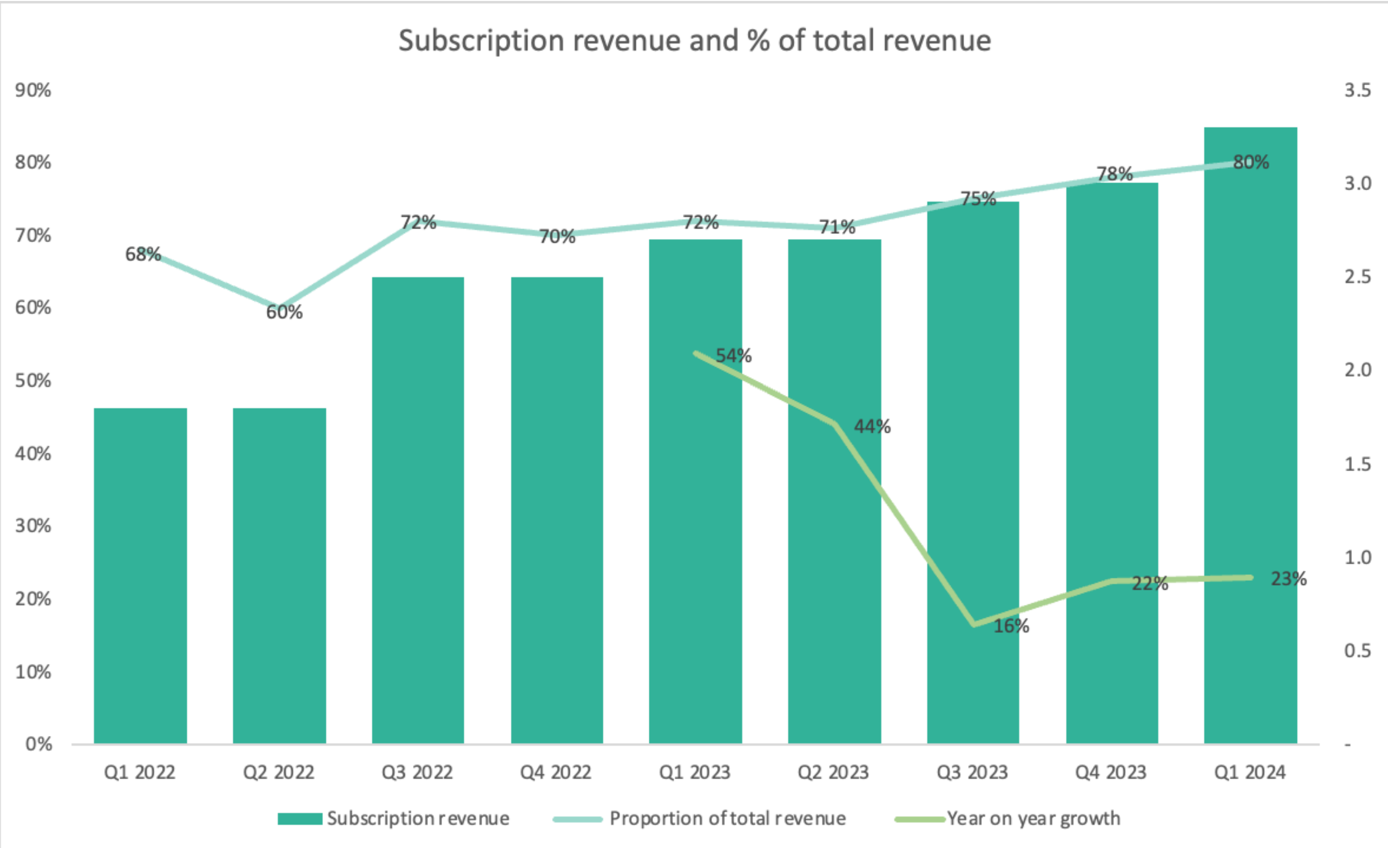
Technology for employers

Message from the CEO

During the second half of 2023, the Group embarked on a number of transformative initiatives to reinvent the way we innovate, go to market and perform day-to-day work across the group. At the same time, we shifted our focus away from low-margin growth in notably our Wellness division to sustainable growth. While the fruit of our labour is getting ripe for picking and is seen in our impressive subscription growth, I am pleased to report, for a second successive quarter, the Group has returned to cash-flow positivity while generating historic revenues and an adjusted operating profit.

The potential for AI adoption to enhance both our product offering and support our global expansion while ensuring optimal operating efficiencies is limitless. We have been pioneers in AI adoption in our space, rolling out ground-breaking features and tools such as algorithmic search and a Co-pilot on the Physitrack platform during the quarter, all underpinned by the latest of what AI technology can offer. I am excited about how AI will be further integrated into our product roadmap over the remainder of the financial year. Overall, this provides us with a competitive advantage, ensuring continued sustainable growth of the Group.

Revenue



Notwithstanding the fact that quarterly revenue has reached another milestone by exceeding EUR 4.0 million, as noted above, we have shifted our sales and marketing efforts in H2 2023 to focus more on growing the underlying subscription user base rather than chasing low-margin one-off revenue streams. We acknowledge that in the short term, this has impacted our revenue growth rates, which are not in line with our mid-term targets. However, the growth in subscription revenue, where our focus lies, paints a very positive picture. In comparison to Q1 2023, our average lifecare license numbers have grown by 19 per cent from 55,000 to 65,000. This, in turn, has resulted in the Group's subscription revenue increasing by EUR 618,380 (23 per cent) to EUR 3,313,991 from EUR 2,695,611 in March 2023. Subscription revenue now makes up 80 per cent of total revenue, up from 72 per cent in Q1 2023.

In an effort to re-invent how we attract, curate, onboard and support our ever growing customer base, and leveraging of our multiple new digital tools, we have merged our Sales, Marketing and Customer Excellence teams into a Growth team. This novel approach to holistic customer work has rendered significant results already, notably on the Product-Led growth side of the Group, and rapid rollouts of customer-facing resources such as a customised LLM for customer support a.k.a. Robin. In addition, group-wide collaboration and innovation is at an all-time high as brilliant people use amazing in-house tools and collaborate closely to achieve clear and ambitious KPI's. We are very excited about what the future brings for the new Growth team and our customers.

During the quarter, the Group achieved revenue of EUR 4.1 million, a 10 percent year-on-year and organic growth from EUR 3.7 million of revenue achieved in March 2023. There was 7 percent growth in both Lifecare and Wellness revenues from Q4 2023.

As we conclude the quarter and get ready for the imminent commercialisation of Champion Health's new version and its localisation to no fewer than eight languages, we report an annual run rate ("ARR") of subscription revenue at EUR 13.0 million, up from EUR 12.0 million in Q4 2023. We exit the quarter with annualised revenue of EUR 16.3 million, with EUR 10.5 million attributed to Lifecare and EUR 5.9 million to Wellness, demonstrating further growth from the annualised revenue achieved in Q4 2023.

Profitability focus

During the quarter, the Group achieved an adjusted EBITDA of EUR 1.1m, marking a significant increase from EUR 0.9m in the same period last year, with a margin of 26 per cent achieved (25 per cent Q1 2023).

Our commitment to sustainable and profitable growth as the foundation of our business, remains a focus and it is pleasing to see that adjusted EBITDA and adjusted EBITDA margins have remained consistent over successive quarters. We continue to scrutinise the business and through the adoption of AI tools in every team, look to find further efficiencies and ensuring optimal resource allocation.

Whilst we have always harnessed technology, in order to grow the business, we look to bring in new people in a sustainable way. We continue to be impressed by the volume and calibre of candidates who have recently applied for our advertised roles, with over 10,000 visitors to our recruitment pages since late 2023, ensuring we have a strong workforce to support the Group's long-term plans.

As of the end of the quarter, we maintain total available liquidity of EUR 2.7m. We are forecasting that in H2 2024 a deferred consideration payment will be paid out to the previous Champion Health shareholders. I am however delighted that Santander have extended our current revolving credit facility by a further five years to May 2029, ensuring that the Group has available resources to meet these consideration payments as they fall due, alongside supporting the overall long-term growth of the business.

Outlook and revised growth target

Following a review of our business lines – including where it is now within its lifecycle, what size it is, combined with an analysis of our total addressable market and our ability to capture it with our products, people and go-to-market methodology, senior management have revised their growth financial target. The Growth target will now be:

- **Growth:** Physitrack aims to achieve a doubling of revenue within the medium term, replacing the previous target set in 2021 that targeted an annual organic sales growth exceeding 30 per cent in the medium term.

The following financial targets remain unchanged:

- **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.

Henrik Molin, CEO Physitrack

Financial review

Divisional review - Lifecare

	3 month period ended 31 March 2024		Absolute	
€'000	2024	2023	Var	%
Revenue	2,591	2,363	228	10
Adj EBITDA	1,276	1,166	110	9
Adj EBITDA margin	49%	49%		

Trading performance

In the 3-month period ending 31 March 2024, Lifecare saw a 10 per cent increase in revenues, or EUR 0.2m to EUR 2.6m. When considering organic revenue, which reflects revenue at prior year exchange rates, the growth rate remained at 10 per cent.

Organic revenue, ensures a consistent basis for comparison by translating current year revenue into the group's presentation currency (EUR) at prior year exchange rates, mitigating the impact of currency fluctuations.

Lifecare's revenue is primarily influenced by three factors: the number of licenses, license prices, and revenue-enhancing products like custom apps, integrations, and Physidata.

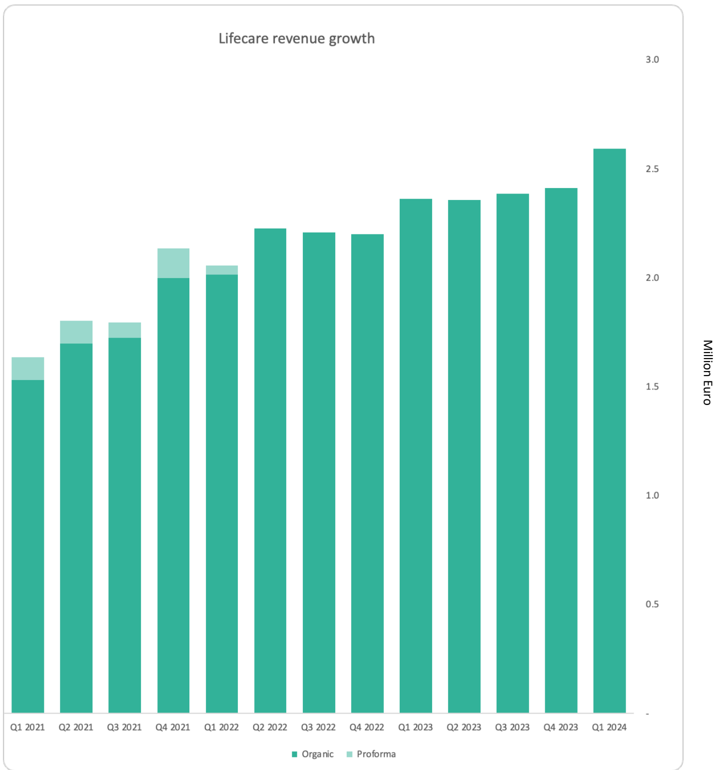
Over the past two quarters, we have re-doubled our efforts to grow the underlying user base and have placed less emphasis on sales of one-off revenue-enhancing products.

The positive impact of this shift is demonstrated by the 19 per cent growth in user licenses, from an average of 54,735 at 31 March 2023 to an average of 65,283 subscription licenses at 31 March 2024.

As a result, subscription revenue from the Lifecare revenue stream represents 99 per cent of total Lifecare revenue in Q1 2024, compared to 89 per cent for the comparative period. While in the short term, the focus on growing the user base has impacted our growth rates due to the absence of substantial one-off items, in the long term, increasing our user numbers provides predictability of subscription revenue, ensuring sustainable growth and enabling better allocation of future resources to enhance the platform.

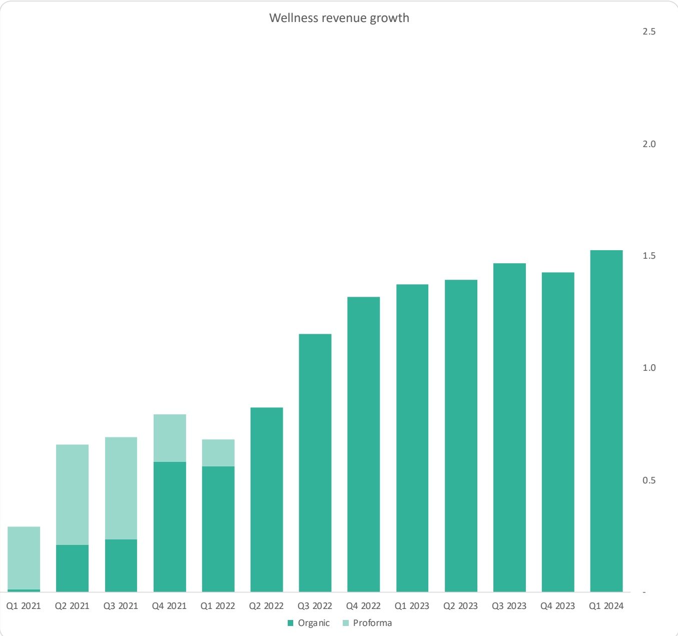
During the quarter, we implemented a price rise in Lifecare to a significant part of our user base. Despite occurring during a period when all businesses are cost-conscious, we are pleased to see that this has not impacted churn levels, with rolling 12-month churn levels remaining low at 1.0 per cent for the quarter ending 31 March 2024, compared to 1.1 per cent in the prior year comparative. Overall, this reflects the value for money our users place on the platform.

In the division, adjusted EBITDA increased by 9 per cent to EUR 1.3m, with an EBITDA margin of 49 per cent, which is in line with the prior year comparative.



Divisional review – Wellness

	3 month period ended 31 March 2024		Absolute	
€'000	2023	2022	**Var**	%
Revenue	1,526	1,372	154	11
Adj EBITDA	90	52	38	72
Adj EBITDA margin	6%	4%		



Trading performance

In the period ended 31 March 2024, Wellness revenues increased by EUR 0.2m to EUR 1.5m, representing a 11 per cent increase on both an absolute and organic basis. Of this revenue 49 per cent (43 per cent) was subscription revenue.

Adjusted EBITDA in this division increased from EUR 52k to EUR 90k. This increase was primarily reflective of management's focus on ensuring profitable growth of the business.

Divisional review – Group

	3 month period ended 31 March 2024		Absolute	
€'000	2023	2022	Var	%
Revenue	-	-	-	-
Adj EBITDA	(311)	(296)	(15)	(5)
Adj EBITDA margin	-%	-%		

Group Adj EBITDA includes head office expenses including executive remuneration and costs related to the group's listing. These expenses are unique to the group's structure and are reported separately to show the divisions' independent performance.

The increase in these costs, compared to the previous year is as a reflection of additional technological investments made at a group level to support the long term growth of the Group.

Financial performance – Group

Revenue

Quarter ended March 2024

The Group achieved consolidated revenue of EUR 4.1m (up from EUR 3.7m), marking a 10 per cent growth compared to the previous year on both an absolute and organic revenue basis.

This growth can be attributed to both the Lifecare and Wellness segments, with Lifecare revenue growing by 10 per cent and Wellness revenue growing by 11 per cent. Lifecare continues to contribute 63 per cent of the total Group revenue, compared to 37 per cent in Wellness.

Comparing Q1 2024 to Q4 2023, revenue increased by 7 per cent on both a statutory and organic revenue basis, driven by growth in the Wellness and Lifecare divisions. This moderate quarter-on-quarter growth can be attributed to strong growth in subscription revenue, partially offset by a decrease in one-off build fees for branded apps and integrations, which is reflective of our aim to grow sustainably.

Operating expenses before amortisation, depreciation and adjusting items

Quarter ended March 2024

Operating expenses before amortisation, depreciation and adjusting items were EUR 3.1m (EUR 2.8m). The increase of 9 per cent from the prior year comparative is relatively in-line with the growth in revenue, primarily in the Wellness division where certain product offerings incur a cost of delivery.

Operating profit ('EBIT')

Quarter ended March 2024

In the 3-month period ending 31 March 2024, the Group reported an operating loss of EUR 0.03m, compared to a loss of EUR 0.1m in the prior year.

Amortisation and depreciation increased by EUR 0.2m to EUR 1.0m (up from EUR 0.8m). Amortisation for this period encompasses both the amortisation of internally generated intangibles and depreciation amounting to EUR 0.8m (previously EUR 0.6m), as well as the amortisation of intangibles recognised from recent acquisitions, totalling EUR 0.2m (EUR 0.2 m).

Adjusted EBITDA

Quarter ended March 2024

In the reporting period, we achieved an Adjusted EBITDA of EUR 1.1m, up from EUR 0.9m, resulting in an Adjusted EBITDA margin of 26 per cent (25 per cent). This composition included EUR 1.3m from the Lifecare division, EUR 0.1m from the Wellness division, offset by EUR 0.3m in group-level expenses.

Finance costs

Quarter ended March 2024

Net finance costs for the quarter have remained flat at EUR 0.1m compared to EUR 0.1m in the prior year. Any increase in interest costs reflects the increase in borrowings between the two periods.

Profit / Loss before tax

Quarter ended March 2024

The above movements result in a loss before tax of EUR 0.1m compared to a loss of EUR 0.2m in the prior year comparative period. The decrease is primarily driven by the increase in EBITDA offset by an increase in amortisation and finance costs.

Taxation

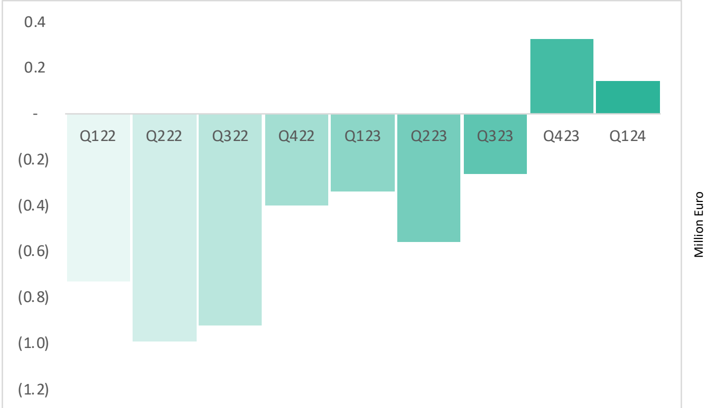
Quarter ended March 2024

Taxation is a credit of EUR 23k in the period compared to a credit of EUR 87k in the prior year comparative. In our UK entities we are able to successfully claim on the UK government's R&D tax credit scheme, which, alongside the release of the Deferred Tax Liability in line with the amortisation of intangibles recognised on acquisition has resulted in a credit being recognised.

Financial position and cashflow

Including the available undrawn facility, total available liquidity to the Group was EUR 2.7m. The reduction from 31 March 2023 reflects cash invested in the underlying platform, offset by cash generated by operations. We are pleased to announce that Santander have extended the current revolving credit facility by an additional five years with this now expiring in May 2029, compared to July 2025 per the previous agreement. This facility provides the group with additional liquidity to invest in the underlying platform alongside to support with the payment of any additional earn-outs. This also demonstrates Santander's commitment to the Group and vision of being a global leader in enhancing the World's wellbeing.

Free cash flow



Cash generated from operations, before adjusting items, totalled EUR 1.0m (EUR 0.7m), with the increase in EBITDA offset by timing differences in working capital generating the EUR 0.3m increase. Cash spent on adjusting items decreased from EUR 0.2m in the previous year to EUR 0.1m this year as integration activities related to our acquisitions slowed. This led to net cash from operating activities of EUR 1.0m, up from EUR 0.5 million in the prior year comparative. After deducting EUR 0.8m (EUR 0.8m) spent on developing the Lifecare and Wellness platforms and interest expenses of EUR 0.1m (EUR 0.1m) for the quarter, there was a net free cash flow ('FCF') surplus of EUR 0.1m, compared to a deficit of EUR 0.3m in the prior year comparative.

The increase of EUR 0.4m reflects the focus and various cost optimisation initiatives management have been placing on growing the business sustainably. Whilst there may be quarterly variations in cash generation, management are confident that the Group will end the financial year being cash-flow positive.

Cash used in investing activities amounted to EUR 0.8m (compared to EUR 2.4m), which consisted solely of intangible and fixed asset additions. The prior year comparative also included deferred contingent consideration payments to existing shareholders of Wellnow and Champion Health Plus, totalling EUR 1.6 million, as well as EUR 0.8m of development costs.

The Group's total assets stand at EUR 38.4m (EUR 41.4m), with net assets at EUR 25.6m (EUR 22.2m) and net current liabilities of EUR 1.3m (net current liabilities of EUR 0.3m).

The changes in total assets since 31 December 2023, can be attributed to variations in working capital, capitalisation of expenses related to the underlying platforms as intangible assets, impairment losses, and foreign exchange fluctuations recognised against goodwill.

The changes in net current liabilities is as a result of the reclass of deferred contingent consideration of EUR 1.1m from non-current. Based on current forecasts it is expected that Champion Health will meet the earn-out targets for their second earn-out payment resulting in a pay-out in H2 2024.

Working capital balances have increased since December 31, 2023, primarily due to the seasonality of collections and payments.

Risks and uncertainties

The risks and uncertainties pertaining to the group have been outlined within the 31 December 2023 annual report.

Employees

The average number of employees in the Group for the period January to March 2024 was 83 (84).

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 2024 – 31 March 2024
Consolidated statement of comprehensive income

EUR (€)	Note	3 month period ended: 31 March 2024 (unaudited)	31 March 2023 (unaudited)	Year ended: 31 December 2023 (Audited)
Revenue	3	**4,117,747**	**3,734,719**	**15,176,582**
Operating expenses before amortisation depreciation and adjusting items		(3,062,630)	(2,812,629)	(11,269,750)
Depreciation:				
Intangibles recognised on acquisition		(227,198)	(239,476)	(961,900)
Internally generated intangibles and depreciation		(766,325)	(568,869)	(2,658,458)
Adjusting items	5	(87,217)	(190,682)	3,154,990
Operating expenses		**(4,143,370)**	**(3,811,656)**	**(11,735,118)**
Operating (loss) / profit		**(25,623)**	**(76,937)**	**3,441,464**
Net finance costs		(108,091)	(76,023)	(350,858)
(Loss) / profit before taxation		**(133,714)**	**(152,960)**	**3,090,606**
Taxation credit		22,947	87,324	114,220
(Loss) / profit after taxation		**(110,767)**	**(65,636)**	**3,204,826**
Other comprehensive income / (expense)		100,172	(76,858)	**(2,018)**
Total comprehensive (expense) / profit		**(10,595)**	**(142,494)**	**3,202,808**
Basic (loss) / earnings per share		**(0.01)**	(0.00)	**0.20**
Diluted (loss) / earnings per share		**(0.01)**	(0.00)	**0.20**

All results in the current and prior financial period derive from continuing operations.

Consolidated Statement of Financial Position as at 31 March 2024

Assets	Note	31 March 2024 €	31 March 2023 €	31 December 2023 €
Non-current assets				
Goodwill	4	23,947,787	27,103,189	23,882,146
Intangible assets	4	10,107,926	10,338,828	10,187,463
Property, plant and equipment		84,291	96,993	83,623
Financial assets measured at FVOCI/FVTPL		96,965	98,264	98,264
Total non-current assets		**34,236,969**	**37,637,274**	**34,251,496**
Current assets				
Trade and other receivables	6	3,534,372	3,002,254	3,917,041
Cash and cash equivalents		590,358	726,204	536,029
Total current assets		**4,124,730**	**3,728,458**	**4,453,070**
Total assets		**38,361,699**	**41,365,732**	**38,704,566**
Liabilities				
Non-current liabilities				
Borrowings		(3,645,234)	(3,018,393)	(3,578,217)
Deferred revenue		(123,435)	-	(123,435)
Deferred tax		(1,133,841)	(1,357,549)	(1,187,351)
Deferred consideration		(2,428,910)	(10,725,719)	(2,428,910)
Total non-current liabilities		**(7,331,420)**	**(15,101,661)**	**(7,317,913)**
Current liabilities				
Deferred revenue		(2,025,408)	(1,871,848)	(2,077,544)
Trade and other payables	7	(2,330,815)	(2,164,448)	(2,624,458)
Deferred consideration		(1,111,574)	-	(1,111,574)
Total current liabilities		**(5,467,797)**	**(4,036,296)**	**(5,813,576)**
Net assets		**25,562,482**	**22,227,775**	**25,573,077**
Equity				
Share capital		64,075	64,075	64,075
Share premium		24,935,421	24,935,421	24,935,421
Translation reserve		(932,766)	(1,107,778)	(1,032,938)
Retained earnings		1,495,752	(1,663,943)	1,606,519
Total equity		**25,562,482**	**22,227,775**	**25,573,077**

Consolidated Statement of Changes in Equity for the period ended 31 March 2024

	Share capital	Share premium	Currency translation reserve	Retained earnings	Total
	€	€	€	€	€
Balance at 31 December 2022	64,075	24,935,421	(1,030,920)	(1,598,307)	22,370,269
Loss for the period	-	-	-	(65,636)	(65,636)
Other comprehensive loss for the period	-	-	(76,858)	-	(76,858)
Total comprehensive loss for the period	**-**	**-**	**(76,858)**	**(65,636)**	**(142,494)**
Balance at 31 March 2023	**64,075**	**24,935,421**	**(1,107,778)**	**(1,663,943)**	**22,227,775**
Profit for the period	-	-	-	**3,270,462**	**3,270,462**
Other comprehensive income for the period	-	-	74,840	-	74,840
Total comprehensive income for the period	**-**	**-**	**74,840**	**3,270,462**	**3,345,302**
Balance at 31 December 2023	**64,075**	**24,935,421**	**(1,032,938)**	**1,606,519**	**25,573,077**
Loss for the period	-	-	-	(110,767)	(110,767)
Other comprehensive income for the period	-	-	100,172	-	100,172
Total comprehensive loss for the period	**-**	**-**	**100,172**	**(110,767)**	**(10,595)**
Balance at 31 March 2024	**64,075**	**24,935,421**	**(932,766)**	**1,495,752**	**25,562,482**

Consolidated Statement of Cash Flows for the period ended 31 March 2024

	Note	3 Month period ended 31 March 2024	3 Month period ended 31 March 2023	Year ended 31 December 2023
		€	€	€
Operating activities				
(Loss) / profit for the period		(110,767)	(65,636)	3,204,826
Adjustments for:				
Depreciation and amortisation		993,524	808,344	3,620,358
Foreign exchange gain		36,149	47,264	115,763
Taxation		(22,947)	(87,324)	(114,220)
Adjusting items	5	87,217	190,682	(3,154,990)
Net finance cost		108,091	76,023	350,858
Operating cash flows before movements in working capital		**1,091,267**	**969,353**	**4,022,595**
Decrease / (increase) in trade and other receivables		140,570	12,216	(842,409)
Increase in trade and other payables and deferred revenue		(184,961)	(291,189)	336,913
Cash generated by operations before adjusting items		**1,046,876**	**690,380**	**3,517,099**
Corporation tax paid		(9,568)	(9,006)	(67,382)
Cash payment of adjusting items		(87,217)	(190,682)	(801,583)
Net cash from operating activities		**950,091**	**490,692**	**2,648,134**
Investing activities:				
Purchases of intangible assets		(806,496)	(804,217)	(3,396,448)
Purchases of property, plant and equipment		(1,698)	(25,350)	(25,468)
Acquisition of subsidiary net of acquired cash		-	-	-
Payment of deferred consideration		-	(1,614,124)	(1,614,124)
Net cash used in investing activities		**(808,194)**	**(2,443,691)**	**(5,036,040)**
Financing activities				
Drawdown of borrowings		-	2,158,868	2,850,665
Repayment of borrowings		-	-	(230,151)
Interest expense		(89,690)	(58,185)	(278,401)
Net cash generated by financing activities		**(89,690)**	**2,100,683**	**2,342,113**
Cash at the beginning of the period		**536,029**	**577,742**	**577,742**
Net movement		**52,207**	147,684	(45,793)
Gain / (loss) on exchange rate		**2,122**	778	4,080
Cash at the end of the period		**590,358**	**726,204**	**536,029**
Available facility		2,105,017	2,669,242	2,077,083
Available liquidity		**2,695,375**	**3,395,446**	**2,613,112**

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, 125 London Wall, London, United Kingdom, EC2Y 5AS.

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 2023 annual report.

2) Accounting policies

This interim financial information for the quarter ended 31 March 2024 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 2023 Annual Report.

The financial information for the quarter ended 31 March 2024 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 2023 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 March 2024, 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 2024 the operations of the Group comprise two reporting operating segments. These segments are the provision of Lifecare platform tailored to physiotherapy being made up of the Physitrack PLC, Physiotools OY and Mobilus Digital Rehab AB "Physiotools" businesses, alongside the physiotherapy e-learning provider PT Courses. Management review the results of these business as one segment.

The second segment is Wellness which is the provision of technology to employers covering all areas of employee wellbeing. This division is made up of the existing Champion Health Plus, Fysiotest, Wellnow and Champion Health businesses which have been unified into three Champion Health brands split between the UK, Nordics and Europe.

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 period ended 31 March 2024 is as follows:

Quarter ended 31 March 2024	**Lifecare**	**Wellness**	**Group**	**Total**
Total revenues	2,591,567	1,526,180	-	4,117,747
Operating profit	595,342	4,432	(625,397)	(25,623)
Amortisation and depreciation				
Intangibles recognised on acquisition	-	-	227,198	227,198
Internally generated intangibles and depreciation	680,567	85,758	-	766,325
	680,567	85,758	227,198	993,523
Items affecting comparability	-	-	87,217	87,217
Adjusted EBITDA	1,275,909	90,190	(310,982)	1,055,117
Adjusted EBITDA Margin	49%	6%		26%
Finance cost	(11,232)	(567)	(96,292)	(108,091)
Profit/(loss) before tax	584,110	3,865	(721,689)	(133,714)

Quarter ended 31 March 2023	**Lifecare**	**Wellness**	**Group**	**Total**
Total revenues	2,363,076	1,371,643	-	3,734,719
Operating profit	638,307	11,326	(726,570)	(76,937)
Amortisation and depreciation				
Intangibles recognised on acquisition	-	-	239,476	239,476
Internally generated intangibles and depreciation	527,701	41,168	-	568,869
	527,701	41,168	239,476	808,345
Items affecting comparability	-	-	190,682	190,682
Adjusted EBITDA	1,166,008	52,494	(296,412)	922,090
Adjusted EBITDA Margin	49%	4%		25%
Finance cost	534	(1,978)	(74,579)	(76,023)
Profit/(loss) before tax	638,841	9,348	(801,149)	(152,960)

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:

	Period ended 31 March 2024 EUR	Period ended 31 March 2023 EUR
Lifecare		
United Kingdom	581,819	488,369
Europe	939,081	815,462
North America	554,177	544,092
Rest of world	516,490	515,152
	2,591,567	**2,363,075**
Wellness		
Europe	621,385	545,055
United Kingdom	904,795	826,589
	1,526,180	**1,371,644**
Total	**4,117,747**	**3,734,719**
Revenue by product line		
Subscription fee	2,486,943	1,965,488
Custom app maintenance fee	82,481	100,552
Custom app set-up costs	22,144	204,551
Continued education	-	92,484
Wellness	1,526,179	1,371,644
Total	**4,117,747**	**3,734,719**

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

4) Intangible assets

EUR (€)	Internally generated intangible asset	Software	Brand	Customer relationships	Goodwill	Total
Cost						
At 31 December 2022	14,250,751	523,434	887,204	1,360,960	27,245,637	44,267,986
Additions	850,527	10,243	-	-	-	860,770
Exchange differences	88,897	3,077	(20,164)	(31,592)	(142,448)	(102,230)
At 31 March 2023	**15,190,175**	**536,754**	**867,040**	**1,329,368**	**27,103,189**	**45,026,526**
Additions	2,439,231	96,447	-	-	-	2,535,678
Impairment	-	-	-	-	(3,293,784)	(3,293,784)
Exchange differences	182,244	5,131	(212)	(469)	72,741	259,435
At 31 December 2023	**17,811,650**	**638,332**	**866,828**	**1,328,899**	**23,882,146**	**44,527,855**
Additions	795,450	11,046	-	-	-	806,496
Exchange differences	192,856	5,662	(3,288)	(3,849)	65,641	257,022
At 31 March 2024	**18,799,956**	**655,040**	**863,540**	**1,325,050**	**23,947,787**	**45,591,373**
Amortisation						
At 31 December 2022	6,306,289	90,424	122,752	206,336	-	6,725,801
Charge for the period	695,072	23,558	27,383	52,833	-	798,846
Exchange differences	48,525	11,337	-	-	-	59,862
At 31 March 2023	**7,049,886**	**125,319**	**150,135**	**259,169**	**-**	**7,584,509**
Charge for the period	2,470,129	72,177	81,357	156,669	-	2,780,332
Exchange differences	89,883	3,522	-	-	-	93,405
At 31 December 2023	**9,609,898**	**201,018**	**231,492**	**415,838**	**-**	**10,458,246**
Charge for the period	881,047	31,234	27,452	47,592	-	987,325
Exchange differences	88,027	2,062	-	-	-	90,089
At 31 March 2024	**10,578,972**	**234,314**	**258,944**	**463,430**	**-**	**11,535,660**
Net book value						
At 31 December 2022	7,944,462	433,010	764,452	1,154,624	27,245,637	37,542,185
At 31 March 2023	8,140,289	411,435	716,905	1,070,199	27,103,189	37,442,017
At 31 December 2023	8,201,752	437,314	635,336	913,061	23,882,146	34,069,609
At 31 March 2024	8,220,984	420,726	604,596	861,620	23,947,787	34,055,713

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.

5) Adjusting items

Adjusting items refer to events and transactions whose effect on profits are important to note, particularly when the comparison of periodical profits comprise non-recurring costs in ordinary operations relating to the following:

Adjusting item	Definition	Current period costs relate to	Prior year costs relate to
Integration costs	Associated costs of integrating acquisitions	Integration costs of both Lifecare and Wellness acquisitions into the existing business.	Integration costs of both Lifecare and Wellness acquisitions into the existing business.

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:

	Period ended	
EUR (€), ***unless otherwise stated***	**31 March 2024**	**31 March 2023**
Acquisition and integration costs	87,217	190,682
Adjusting items	**87,217**	190,682

6) Trade and other receivables

	31 March 2024 EUR	31 March 2023 EUR
Trade receivables	2,236,677	2,144,035
Accrued revenue	741,139	463,319
Other receivables	346,352	229,213
Prepayments and accrued income	186,460	133,069
Inventory	23,744	32,618
	3,534,372	**3,002,254**

7) Trade and other payables

Trade payables	1,130,641	1,188,403
Accrued expenditure	372,234	426,508
Other payables	225,862	201,607
Corporation tax	183,905	131,854
Social security and other taxes	418,173	216,076
	2,330,815	**2,164,448**

8) Related party transactions

For the period ended 31 March 2024, EUR 74,021 (31 March 2024: EUR 68,000) was paid to Camelot Solutions, a Company incorporated in Monaco. H Molin is a Director of this Company. At 31 March 2024 a balance of EUR 70,432 (31 December 2022: EUR 24,000) was due to Camelot Solutions.

For the period ended 31 March 2024, EUR 46,192 (31 March 2023: EUR 38,000) was paid to Paloma International Advisors, a Company incorporated in Monaco. C Sheiban is a Director of this Company. At 31 March 2024, a balance of EUR 18,680 (31 March 2023: EUR 11,620), included in trade payables, was due to Paloma International Advisors.

For the period ended 31 March 2024, EUR 76,915 (31 March 2024: EUR NIL) was paid to Mount Ash Consultants Limited, a Company incorporated in the UK. C Goodwin and J Goodwin are Directors of this Company. At 31 March 2024, a balance of EUR 54,934 (31 March 2023: EUR NIL), included in trade payables, was due to Mount Ash Consultants Limited.

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 January 2023 is provided below:

	Interest bearing liabilities	Cash and cash equivalents	Net debt
	€	**€**	**€**
As at 1 January 2023	**(831,663)**	**577,742**	**(253,921)**
Drawdown of loan	(2,158,868)	-	(2,158,868)
Non-cash movement	(17,838)	-	(17,838)
Cash movement	-	147,684	147,684
Foreign exchange	(10,024)	778	(9,246)
As at 31 March 2023	**(3,018,393)**	**726,204**	**(2,292,189)**
Drawdown of loan	(691,797)	-	(691,797)
Repayment of loan	230,151	-	230,151
Non-cash movement	(54,619)	-	(54,619)
Cash movement	-	(193,477)	(193,477)
Foreign exchange	(43,559)	3,302	(40,257)
As at 31 December 2023	**(3,578,217)**	**536,029**	**(3,042,188)**
Non-cash movement	(18,401)	-	(18,401)
Cash movement	-	52,207	52,207
Foreign exchange	(48,616)	2,122	(46,494)
As at 31 March 2024	**(3,645,234)**	**590,358**	**(3,054,876)**

On 27 July 2022 Physitrack PLC entered into a three-year GBP 5m revolving credit facility 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. On 13 May 2024 this facility was extended for a further five-years, expiring in May 2029. 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. Additional fees of circa EUR 0.3m were incurred in the extension of the facility. These capitalised costs are being amortised over the term of the facility.

At 31 March 2024 the Group had drawn down GBP 3,200,000 / EUR 3,742,252 on this facility. An additional GBP 1,800,000 / EUR 2,105,017 is available to 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.
Cash generated by operations before adjusting items	Cash generated by operations before cash payment of adjusting items and taxation	Adjusted cash flow, which reflects the cash generation of our underlying business, is calculated on our statutory cash generated from operations and adjusted for exceptional items, net of capital expenditure on property, plant and equipment and intangible assets and tax payments.

Reconciliation table for alternative key performance measures

Revenue growth				
	3 Month Period ended		Movement	Proforma revenue growth %
EUR (€), *unless otherwise stated*	31-Mar-24	31-Mar-23		
	Actual	Proforma		
Lifecare	**2,591,567**	**2,363,076**	**228,491**	**10**
Champion Health UK	904,795	826,588	78,207	9
Champion Health Nordics	180,360	131,283	49,077	37
Champion Health Europe	441,025	413,772	27,253	7
Wellness	**1,526,180**	**1,371,643**	**154,537**	**11**
Total revenue	**4,117,747**	**3,734,719**	**383,028**	**10**
31 March 2023 / 2022 Statutory revenue	3,734,719	2,576,587	N/A	N/A
Movement	383,028	1,158,132	N/A	N/A
Movement %	**10**	45	N/A	N/A

Subscription revenue as a proportion of total revenue (%)			
	3 Month period ended / Year ended		
EUR (€), *unless otherwise stated*	31-Mar-24	31-Mar-23	31-Dec-23
Subscription	2,486,943	2,009,245	8,161,751
(+) Maintenance	82,481	100,552	391,347
(+) Virtual Wellness (Subscription)	744,567	585,814	2,655,978
(=) Total subscription revenue	3,313,991	2,695,611	11,209,076
(+) Virtual Wellness (One-off)	781,612	785,830	3,002,353
(+) Continued education	-	48,727	261,961
(+) Set-up fees	22,144	204,551	703,192
(=) Total revenue	4,117,747	3,734,719	15,176,582
Subscription revenue as proportion of total revenue %	80	72	74

EBITDA, EBITDA margin, items affecting comparability, adjusted EBITDA and adjusted EBITDA margin			
	3 Month period ended / Year ended		
EUR (€), *unless otherwise stated*	31-Mar-24	31-Mar-23	31-Dec-23
Operating (loss) / profit	(25,623)	(76,937)	3,441,464
(+) Depreciation and amortisation			
Intangibles recognised on acquisition	227,198	239,476	961,900
Internally generated intangibles and depreciation	766,325	568,869	2,658,458
(=) EBITDA	967,900	731,408	7,061,822
EBITDA margin, %	24	20	47
(+) Total items affecting comparability	87,217	190,682	(3,154,990)
Adjusted EBITDA	1,055,117	922,090	3,906,832
Adjusted EBITDA margin, %	26	25	26

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-24**	**31-Mar-23**	**31-Dec-23**
Operating (loss) / profit	(25,623)	(76,937)	3,441,464
Operating (loss) / profit margin, %	(1)	(2)	23
(+) Total items affecting comparability	87,217	190,682	(3,154,990)
Adjusted Operating *(loss) / profit*	61,594	113,745	286,474
Adjusted Operating (loss) / profit margin, %	1	3	2

Earnings per share			
	3 Month period ended / Year ended		
EUR (€), *unless otherwise stated*	**31-Mar-24**	**31-Mar-23**	**31-Dec-23**
Net (loss) / profit	(110,767)	(65,636)	3,204,826
Number of shares			
Ordinary	16,260,766	16,260,766	16,260,766
Dilutive	16,260,766	16,260,766	16,260,766
Earnings per share			
Basic	(0.01)	(0.00)	0.20
Diluted	(0.01)	(0.00)	0.20

Adjusted earnings per share			
	3 Month period ended / Year ended		
EUR (€), *unless otherwise stated*	**31-Mar-24**	**31-Mar-23**	**31-Dec-23**
Net (loss) / profit	(110,767)	(65,636)	3,204,826
Adjusting items	87,217	190,682	(3,154,990)
Adjusted net (loss) / profit	(23,550)	125,046	49,836
Number of shares			
Ordinary	16,260,766	16,260,766	16,260,766
Dilutive	16,260,766	16,260,766	16,260,766
Earnings per share			
Basic	(0.00)	0.01	0.00
Diluted	(0.00)	0.01	0.00

Further information

For further information, please contact:
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Charlotte Goodwin, CFO: ir@physitrack.com, +44 208 133 9325

Financial calendar

Annual general meeting
3 May 2024

Q1 report (1 January 2024 – 31 March 2024
14 May 2024

Q2 report (1 April 2024 – 30 June 2024
13 August 2024

Q3 report (1 July 2024 – 30 September 2024)
12 November 2024

Q4 report (1 October 2024 – 31 December 2024)
28 February 2025