



# Physitrack<sup>®</sup>

PLC

1 DECEMBER 2020 -  
31 MAY 2021

INTERIM  
REPORT



# Physitrack meets a significant milestone through its initial public offering, buoyed by continued strong revenue growth

## Highlights – Q2 / H1 2020/21

- Physitrack PLC successfully completes an initial public offering through its listing of shares on the Nasdaq First North Premier Growth Market, raising additional capital of SEK 201 million;
- Integration of Physiotools acquisition into Physitrack group on-track and yielding positive results;
- Strong financial results delivered for both Q2 and H1 2020/21, as outlined below;

## Financial highlights

### H1 2020/21

- Revenue of EUR 3.3m (31 May 2020 EUR 1.2m) for the 6 months ended 31 May 2021. An increase of EUR 2.1m or 184 per cent compared to the same period last year;
- Proforma<sup>1</sup> revenue growth of 37 per cent for the 6 months ended 31 May 2021 compared to the same period last year;
- This growth was achieved in all businesses:
  - 65 per cent revenue growth of the existing Physitrack business compared to the same period last year
  - 34 per cent revenue growth of the acquired Physiotools and Mobilus (“Physiotools”) businesses on a proforma basis
  - 14 per cent revenue growth of the acquired Rehabplus business on a proforma basis;
- 6 month adjusted EBITDA<sup>2</sup> of EUR 1.1m (31 May 2020 EUR 0.7m) increased by 61 per cent compared to the same period last year;
- Strong adjusted EBITDA margins<sup>3</sup> of 34 per cent, decreased from 60 per cent compared to prior year due to lower margins of recently acquired companies;
- Profit after tax of EUR 0.1m (31 May 2020 EUR 0.2m) for the 6 months.

### Q2 2020/21

- Revenue of EUR 1.7m (31 May 2020 EUR 0.8m) for the quarter ended 31 May 2021. An increase of EUR 0.9m or 127 per cent compared to the same period last year.
- Proforma revenue growth of 21 per cent for the quarter ended 31 May 2021 compared to the same period last year;
- This growth was achieved in all businesses:
  - 34 per cent revenue growth of the existing Physitrack business compared to the same period last year
  - 4 per cent revenue growth of the acquired Physiotools and Mobilus (“Physiotools”) businesses on a proforma basis
  - 14 per cent revenue growth of the acquired Rehabplus business on a proforma basis;
- 3 month adjusted EBITDA of EUR 0.6m (31 May 2020 EUR 0.5m) increased by 28 per cent compared to the same period last year;
- Strong adjusted EBITDA margins of 36 per cent, decreased from 64 per cent compared to prior year due to lower margins of recently acquired companies;
- Loss after tax of EUR 0.1m (31 May 2020 EUR 0.2m profit) for the quarter, due to incurring one off IPO and acquisition costs.

## Quote from the CEO

*‘We’re delighted to see high levels of customer investments in digital technology in our sector this quarter, and we’re confident that digitisation in the healthcare market will continue at a high pace for the foreseeable future. Our solutions and innovations keep being well received by our target markets, and with our new status as a publicly listed company fuelling the enthusiasm of our team and customers, we feel we are extraordinarily well-positioned for future success.’*

## Henrik Molin, CEO Physitrack

<sup>1</sup> See appendix 1 for the definition of proforma

<sup>2</sup> See appendix 1 for the definition of adjusted EBITDA

<sup>3</sup> See appendix 1 for the definition of adjusted EBITDA margins

## CEO statement

### Overview

I am pleased to announce the results of Q2 2020/21 which not only shows continued growth of the business but reflects the positive impact the ongoing integration of recent acquisitions have had on the business. The business also achieved a significant milestone through the successful completion of an initial public offering “IPO” on the Nasdaq Stockholm First North Premier Growth Market. The IPO provides Physitrack with a platform for further growth and expansion, both organically and through exciting acquisition opportunities.

### Financial results

Building on the success of Q1 2020/21 Physitrack delivered total revenue growth of 127 per cent for Q2 2020/21 and 184 per cent for H1 2020/21 against the comparative periods. Based on May 2021 actuals, annual run rate “ARR” was EUR 7.2m (Q1 2021 EUR 6.8m). This growth was achieved through a combination of both organic growth of the existing Physitrack business and acquisition-led growth.

Organic growth of the Physitrack business has been driven by the continued transition of the healthcare industry towards digital solutions. Notable new clients won during the quarter include Circle Health Group, one of the largest independent healthcare providers in the UK, and CBI Health which is Canada’s leading community healthcare provider which includes a network of over 13,000 healthcare staff and professionals.

The integration of Physiotoools, acquired in November 2020, into the Physitrack group continues to progress well. We are seeing the benefits of the revenue synergies which have started to be implemented beginning to flow through. On a proforma basis, revenue generated by Physiotoools has grown by 34 per cent in H1 2020/21 compared to the same period in the prior year. A number of cost synergies in Physiotoools have been realised, which we will start to see the effects of towards the second half of the financial year and beyond.

Rehabplus joined the Physitrack group on 28 February 2021. This acquisition allowed the group to expand into the virtual care space with Rehabplus’s network of physiotherapists being powered by Physitrack’s technology. We see this new business line as a significant growth area of the group and are excited about its future.

### Physiotoools integration

In November 2020 Physitrack acquired Physiotoools. Physiotoools, a comparable company to Physitrack, offers a similar SaaS platform with world-leading content and strong foothold within the Nordics, a geography which Physitrack did not have a presence in. A number of revenue and operational synergies were identified as part of this acquisition and since the date of acquisition, both teams have been focussed on integrating the two businesses.

Physitrack’s technology platform has a number of features not included in Physiotoools’s offering such as secure telehealth calling and messaging, custom apps and patient outcomes data analysis. The Physiotoools content covers a number of areas not present in Physitrack’s library as well as content in multiple Nordic languages and features such as line drawings exercises which are more easily printed off by practitioners. Physitrack is incorporating these product elements as part of the development of its own platform giving customers the best of what both platforms have to offer.

Both Physitrack and Physiotoools sales teams were integrated into one business development team with a focus on either foothold or growth markets and on selling the Physitrack platform enhanced with Physiotoools features, providing customers with additional functionality. This will facilitate an equalisation of the ARPU of Physiotoools in line with that of Physitrack, with Physiotoools’s ARPU currently substantially lower than that of Physitrack.

### IPO

On 18 June 2021 Physitrack PLC successfully completed an initial public offering “Offering” on the Nasdaq First North Premier Growth Market, trading under the ticker “PTRK”. We think that First North Premier Growth Market has proven itself as the best place to be for

technology-focused entrepreneurial companies in Europe, supporting our ambitious growth plans.

The price per share in the Offering was SEK 40, corresponding to a total value of all the outstanding shares in Physitrack PLC of approximately SEK 624 million upon completion of the Offering. The Offering comprised 4,375,000 newly issued shares, corresponding to a total value of SEK 175 million excluding any over-allotment.

In order to cover any over-allotment in connection with the offering, the Company has issued 655,531 additional ordinary shares net of 731 ordinary shares bought back by the Company's shareholders as part of market stabilisation capabilities. This corresponded to 15 per cent of the total number of shares in the Offering "*Over-Allotment Option*".

As the Over-Allotment Option was exercised, the Offering constitutes a total of 5,031,250 shares, which corresponds to approximately 31 per cent of the total number of shares in the Company (16,261,497) and total proceeds of approximately SEK 201 million.

The IPO allows the group to continue its acquisition plans in order to expand the business and reinforces the group's position to existing and new customers regarding meeting the various transparency, legal, governance and regulatory requirements a listing brings.

**Henrik Molin, CEO Physitrack**

I would like to take this opportunity to thank all my colleagues within the Physitrack group and external parties, who worked tirelessly on the IPO which allowed the company to achieve this significant milestone.

## Dividends

Physitrack intends to re-invest profits and cash flows in organic growth initiatives and for acquisitions in order to support value enhancing development and does not expect to pay any dividends in the medium term.

As a result, the board have not paid or proposed any dividends to be paid in relation to the current quarter.

## Outlook

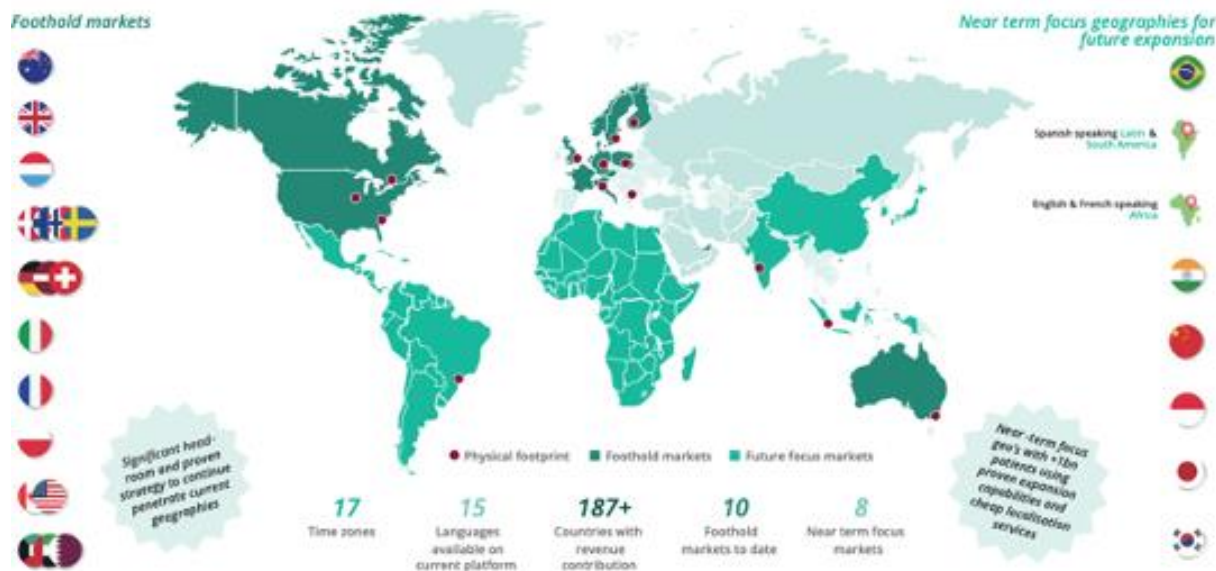
As outlined within the IPO prospectus, Physitrack's Board of Directors has adopted a set of financial targets linked to the Company's Strategy as set forth below:

- **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 extractions due to add-on acquisitions impacting margins negatively.

There are no changes to these financial targets

## Physitrack in brief

Physitrack, founded in 2012, is a global digital healthcare provider, within the remote patient engagement sector predominantly focused on the B2B physiotherapy market. The Company initially developed and operated a SaaS based software platform ("SaaS platform"). Through the acquisition of Rehabplus in February 2021, Physitrack has utilised the capabilities of its current service offering to launch a new business line "Virtual care". Virtual care is powered by the Physitrack technology platform through in-house physiotherapists based in the UK.



### SaaS platform

The SaaS platform service line is a software platform tailored to the needs of healthcare providers, notably physiotherapists, enabling the digitalisation of the patient journey, from initial contact to patient interactions and outcomes tracking.

The SaaS platform is offered through a cloud-based software suit that can be tailored to specific customer needs and is also offered as a 'custom app' solution. The digital infrastructure is optimised for Amazon Web Services "AWS", ensuring effective and cost-effective scale-up as well as a short time to market.

It is tailored to both single practitioners and large healthcare organisations.

Physitrack's platform is utilised globally across both foothold markets, where Physitrack is already present and aims to increase its market share and new markets where there are opportunities to significantly grow their market share.

### Virtual care

The Company's SaaS offering is a proven product with customers globally, catering to the needs of healthcare organisations and individuals. Whilst being a competitive offering on its own, the SaaS platform is a key enabler for the virtual care offering. Identifying that the company's existing service line could be applied in a wider context, Rehabplus was acquired in February 2021 in order to establish and launch the Virtual care service line:



The Virtual Care offering focuses on delivering care in three distinct but related patient and insurance plan member need areas, where payers currently expend the greatest resources to address. These areas are:

- **Prevention and Wellness Care** – Addressing general health and wellness in a pro-active and positive way, helping reduce the need for more complex and invasive treatments
- **Acute and Chronic Care** – Addressing MSK conditions that are usually non-surgical, but cause significant impact on health, high costs and widespread productivity loss
- **Surgical Care** – This will address pre and post-operative cases where patient preparation, management and follow up helps ensure better outcomes

Physitrack sees great potential in the Virtual Care offering and we will continue to expand its presence. The US SaaS platform already has a strong foothold within this region and we see the establishment of a Virtual Care offering in the US as the next natural step in expansion.

## Market outlook

Physitrack is a global technology company with a Virtual care offering catering to the needs of healthcare professionals and payers. Physitrack operates in the Global Digital Care market. In 2019, the entire market for Digital care was valued to 116 billion USD and is expected to grow by about 28 per cent to 833 billion USD by 2027<sup>4</sup>. More specifically, Physitrack is active in a subset of the Telehealth market, the Telerehabilitation market.

The Telerehabilitation market is part of the wider Telehealth market and is distinguished by the focus on rehabilitation. The Telerehabilitation market is valued at 3 billion USD and is expected to grow at a pace of about 13.4 per cent per year<sup>5</sup>. Note that these figures are pre COVID-19 estimates and we believe that the actual market size and expected growth is significantly higher.

The Telerehabilitation market can be broadly divided into two types of companies, pure-play technology providers and remote virtual care providers. In the beginning, through its SaaS offering, Physitrack was a pure-play technology provider. Today, in addition to its SaaS offering, the Physitrack offers Virtual Care services and considers the entire Telerehabilitation market as an addressable market.

<sup>4</sup> Precedence Research: Digital Health Market Size to Hit Around US\$ 833.44 bn by 2027 <https://www.globenewswire.com/news-release/2020/11/17/2128470/0/en/Digital-Health-Market-Size-to-Hit-Around-US-833-44-bn-by-2027.html>)

<sup>5</sup> Fortune Business Insights: Telehealth Market Size, Growth, Share <https://www.fortunebusinessinsights.com/telerehabilitation-market-103112>

## Chief Financial Officer's review

### Revenue

	3 Months ended:			6 Months ended:			12 Months ended:
	31 May 2021	31 May 2020	Proforma <sup>6</sup> 31 May 2020	31 May 2021	31 May 2020	Proforma <sup>7</sup> 31 May 2020	30 November 2020
Euro (unless otherwise stated)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(audited)
<b>Revenue</b>	1,730,559	760,721	1,431,857	3,308,015	1,164,313	2,405,905	3,054,091
Prior period revenue growth (%)	127			184			154
Proforma revenue growth (%)	21			37			N/A
Subscription revenue as a proportion of total revenue (%)	90	95	88	95	94	91	97

For the three months ended 31 May 2021 revenue grew 127 per cent or EUR 0.9m to EUR 1.7m

For the six months ended 31 May 2021 revenue grew by 184 per cent or EUR 2.1m against the comparative period. On a proforma basis, for the six-month period ended 31 May 2021, revenue grew by 37 per cent or EUR 0.9m. Within this, the existing Physitrack business achieved revenue growth of 65 per cent compared to H1 2019/20, Physiotools, acquired in November 2020, achieved proforma revenue growth of 34 per cent and Rehabplus, acquired in February 2021, grew by 14 per cent on a proforma basis.

Revenue in the Physitrack SaaS business is driven by the combination of number of users and the price per user. For the six-month period 31 May 2021, Physitrack had on average 35,071 subscribers compared to 25,427 in the comparative period. At the date of reporting, Physitrack had approximately 37,000 subscribers. The growth in users, which has been consistent since the platform was launched, was accelerated in spring/summer 2020 by the Covid-19 pandemic which has permanently changed the healthcare landscape, significantly accelerating the adoption of Telehealth.

On 1 May 2021 Physitrack began implementing price increases of approximately 10 per cent across both its SMB and Enterprise customers, reflecting the enhancements made to its SaaS platform. The impact of

this price increase will predominantly be felt in H2 of the financial year and beyond.

Included within total revenue growth is that of the acquisition of Physiotools a comparable company with a complementary platform and adjacent geographies, acquired on 30 November 2020. This acquisition allowed Physitrack to utilise Physiotools experienced team of employees, impressive content library and strengthen its foothold within the Nordics as Physiotools had developed a strong market presence within this region. A number of revenue synergies have been identified within Physiotools which has a significantly lower ARPU than Physitrack.

Physiotools had on average 57,311 users compared to 55,668 in the comparative period. At the date of reporting, Physiotools had approximately 57,000 users.

In Physiotools a number 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 May 2021 there were 10,892 paid subscription licences in place.

Similar to Physitrack, Physiotools implemented price rises across its customer base starting in June 2021, although as Physiotools predominantly invoices upfront for twelve month subscriptions these rises will be

<sup>6</sup> See appendix 1 for the definition of proforma

<sup>7</sup> See appendix 1 for the definition of proforma



implemented across the next twelve months. Following a volatile prior year as a result of the Covid-19 pandemic churn<sup>8</sup> has returned to more usual low levels with churn averaging 2.1% in the six months ended May 2021 for the two SaaS businesses combined.

Revenue contributed by Physitrack for Q2 2020/21 was EUR 1.0m, an increase of EUR 0.1m (11.7 per cent) from Q1 2020/21. Physiotoools contributed revenue of EUR 0.6m for Q2 2020/21. This was a decrease of EUR 0.1m (-16.4 per cent) from Q1 2020/21. Revenue contributed by Rehabplus was EUR 0.2m, this was the first quarter in which Rehabplus was part of the Physitrack group.

Historically Q2 SaaS sales are relatively flat, in line with the purchasing cycles of the healthcare industry being weighted to the end of the calendar year, and this is

reflected in the Q2 SaaS figures when compared to Q1. Within this, there has been growth in Physitrack

compared to Q1 and a decline in Physiotoools due to the migration of existing Physiotoools customers to Physitrack.

### Alternative Performance measures

In this financial review reference is made to key performance indicators that are not defined in accordance with IFRS. These measures, in the opinion of the Directors can provide additional relevant information on our future or past performance where equivalent information cannot be presented using financial measures using IFRS. For definitions of these measures please see Appendix 1 at the end of this report.

### Key figures

EUR (€), unless otherwise stated	3 Months ended		6 Months ended		12 months ended
	31-May-21	31-May-20	31-May-21	31-May-20	30-Nov-20
EBITDA <sup>9</sup>	295,821	489,168	797,010	699,136	1,604,722
EBITDA margin (%)	17	64	24	60	53
Items affecting comparability	(328,134)	-	(328,134)	-	(25,205)
Adjusted EBITDA	623,955	489,168	1,125,144	699,136	1,629,927
Adjusted EBITDA margin (%)	36	64	34	60	53
Operating profit/loss <sup>10</sup>	(72,790)	219,152	124,067	176,736	674,114
Operating margin (%)	(4)	29	4	15	22
Adjusted operating profit/loss	255,344	219,152	452,201	176,736	699,319
Adjusted operating margin (%)	15	29	14	15	23
Earnings per share <sup>11</sup>	(0.01)	0.02	0.01	0.02	0.07
Cash conversion (%)	72	101	97	108	126
Net debt	(1,050,538)	N/A	(1,050,538)	N/A	(482,493)
Net debt / Adjusted LTM <sup>12</sup> EBITDA (ratio)	0.5x	N/A	0.5x	N/A	0.3x

<sup>8</sup> Monthly churn calculated as the MRR of all customers lost in the month divided by the closing MRR for the month

<sup>9</sup> Derived from Physitrack's audited consolidated financial statements as at and for the year ended 30 November 2020 and the unaudited quarterly report ended 31 May 2021 and 2020.

<sup>10</sup> Derived from Physitrack's audited consolidated financial statements as at and for the year ended 30 November 2020 and the unaudited quarterly report ended 31 May 2021 and 2020.

<sup>11</sup> Derived from Physitrack's audited consolidated financial statements as at and for the year ended 30 November 2020 and the unaudited quarterly report ended 31 May 2021 and 2020.

<sup>12</sup> Last Twelve Months



## Results

Costs for the three months ended 31 May 2021, remained relatively consistent with those for the three months ended 28 February 2021, with the exception of one-off costs incurred linked to the acquisition of Rehabplus and the IPO. As the IPO completed in June 2021, additional one-off costs linked to the IPO will be reflected within the Q3 2020/21 results. The following financial review therefore focusses on the results achieved for the six months ended 31 May 2021.

Physitrack group delivered EBITDA of EUR 0.8m (EBITDA margin of 24 per cent) for the six months ended 31 May 2021 compared to EUR 0.7m (EBITDA margin of 60 per cent) in the comparative period. As outlined above, as a result of the acquisition of Rehabplus and the IPO, specific one-off costs totalling EUR 0.3m were incurred which impact comparability. Adjusting for these items, EBITDA of EUR 1.1m was generated. This in turn resulted in an adjusted EBITDA margin of 34 per cent being achieved compared to 60 per cent in the comparative period. This decline reflects the impact of the acquisition of Physiotoools and Rehabplus which operate a relatively higher cost base than Physitrack. A number of cost synergies have been identified and executed in the Physiotoools business and it is expected these will flow through towards the second half of the financial year and beyond.

Depreciation and amortisation increased by 28 per cent for the six-month period ended 31 May 2021 at EUR 0.7m compared to EUR 0.5m in the comparative period. This resulted in operating profit for the six-month period ended 31 May 2021 to be EUR 0.1m compared to EUR 0.2m in the prior period.

The specific one-off costs outlined above incurred during the three-month period ended 31 May 2021 have impacted operating profit. Adjusting for these non-recurring items, Physitrack generated adjusted operating profit of EUR 0.5m for the six-month period ended 31 May 2021. In turn this resulted in an adjusted operating margin of 14 per cent which was in-line with the margin generated in the comparative period of 15 per cent.

## Financial position and cash flows

The group's total assets at 31 May 2021 were EUR 12.3m compared with EUR 1.9m on 31 May 2020. The main drivers of the increase were goodwill arising on the acquisition of Physiotoools and Rehabplus of EUR

8.7m as well as working capital, and other assets, acquired with these companies.

In acquiring Rehabplus, total purchase consideration was EUR 2.9m, split between EUR 0.6m upfront cash consideration and potential deferred consideration valued at EUR 2.3m. The deferred consideration is payable in stages, dependent upon Rehabplus reaching certain revenue targets over a defined period.

Physiotoools typically bills its customers twelve months in advance, compared to Physitrack which bills monthly in advance. Due to Physiotoools substantial deferred income balance, deferred income has increased significantly from 31 May 2020.

Net debt at the period end was (EUR 1.1m) compared to cash of EUR 0.3m in the comparative period. Within the acquired companies, debt facilities were in place. An additional EUR 0.1m was drawn down during H1 2020/21 to part fund the acquisition of Rehabplus. Net debt represents 0.5x the Group's adjusted EBITDA on a rolling 12 month basis.

Cash generated from operations prior to incurring non-recurring items outlined above was EUR 1.1m for the six months ended 31 May 2021 compared with EUR 0.8m for the comparative period. This increase was driven by increased profits in the period. This resulted in cash conversion of 97 per cent compared to 108 per cent in the comparative period. This movement was driven through timing differences on movement of working capital balances.

Cash outflow from investing activities amounted to (EUR 1.1m) compared to (EUR 0.4m) in the comparative period. The increase was attributable to an increase in intangible asset additions relating to the development of the technology platform plus the initial cash outflow for the acquisition of Rehabplus on 28 February 2021. For the six months ended 31 May 2021, cash flow from financing activities amounted to EUR 0.1m compared to an outflow in the comparative period of (EUR 0.03m). This was as a result of drawdown of bank borrowings of EUR 0.1m, issue of preference shares of EUR 0.04m, offset by payment of interest incurred on borrowings of EUR 0.04m.

## Risks and uncertainties

The risks and uncertainties pertaining to the group have been outlined within Appendix 2.

## Condensed interim financial information

1 December 2020 – 31 May 2021

### Consolidated statement of comprehensive income

EUR (€)	Note	3 Month period ended:		6 month period ended:		Year ended:
		31 May 2021 (unaudited)	31 May 2020 (unaudited)	31 May 2021 (unaudited)	31 May 2020 (unaudited)	30 November 2020 (audited)
Revenue	3	1,730,559	760,721	3,308,015	1,164,313	3,054,091
<b>Gross profit</b>		<b>1,730,559</b>	<b>760,721</b>	<b>3,308,015</b>	<b>1,164,313</b>	<b>3,054,091</b>
Operating expenses before amortisation depreciation and adjusting items		(1,106,604)	(271,553)	(2,182,871)	(465,177)	(1,424,163)
Amortisation and depreciation		(368,611)	(270,016)	(672,943)	(522,400)	(930,609)
Adjusting items		(328,134)	-	(328,134)	-	(25,205)
<b>Operating expenses</b>		<b>(1,803,349)</b>	<b>(541,569)</b>	<b>(3,183,948)</b>	<b>(987,577)</b>	<b>(2,379,977)</b>
<b>Operating (loss) / profit</b>		<b>(72,790)</b>	<b>219,152</b>	<b>124,067</b>	<b>176,736</b>	<b>674,114</b>
Finance costs		(42,714)	-	(43,348)	-	(161)
<b>(Loss) / profit before taxation</b>		<b>(115,504)</b>	<b>219,152</b>	<b>80,719</b>	<b>176,736</b>	<b>673,953</b>
Taxation		(8,368)	-	(14,340)	-	14,456
<b>(Loss) / profit after taxation</b>		<b>(123,872)</b>	<b>219,152</b>	<b>66,379</b>	<b>176,736</b>	<b>688,409</b>
Other comprehensive income		(8,311)	(62,168)	(43,873)	(56,215)	(93,802)
<b>Total comprehensive (loss) / income for the period</b>		<b>(132,183)</b>	<b>156,984</b>	<b>22,506</b>	<b>120,521</b>	<b>594,607</b>
Basic (loss) / earnings per share		(0.01)	0.02	0.01	0.02	0.07
Diluted (loss) / earnings per share		(0.01)	0.02	0.01	0.02	0.07

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

## Consolidated statement of financial position

EUR (€)	Note	31 May 2021 (unaudited)	31 May 2020 (unaudited)	30 November 2020 (audited)
<b>Assets</b>				
<b>Non-current assets</b>				
Goodwill	4	8,747,856	-	5,963,346
Intangible assets	4	1,594,833	1,488,062	1,631,239
Property, plant and equipment		4,834	-	5,618
Other long-term receivables		115,249	-	110,784
<b>Total non-current assets</b>		<b>10,462,772</b>	<b>1,488,062</b>	<b>7,710,987</b>
<b>Current assets</b>				
Trade and other receivables		876,762	156,408	529,146
Cash and cash equivalents		995,322	271,910	1,254,233
Deferred tax		-	-	14,264
<b>Total current assets</b>		<b>1,872,084</b>	<b>428,318</b>	<b>1,797,643</b>
<b>Total assets</b>		<b>12,334,856</b>	<b>1,916,380</b>	<b>9,508,630</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Borrowings		(100,402)	-	(400,000)
Deferred consideration		(1,611,820)	-	-
		<b>(1,712,222)</b>	<b>-</b>	<b>(400,000)</b>
<b>Current liabilities</b>				
Borrowings		(1,945,458)	-	(1,336,726)
Deferred revenue		(1,330,136)	(75,389)	(1,254,724)
Deferred consideration		(690,780)	-	-
Trade and other payables		(1,286,574)	(694,056)	(1,251,045)
<b>Total current liabilities</b>		<b>(5,252,948)</b>	<b>(769,445)</b>	<b>(3,842,495)</b>
<b>Net assets</b>		<b>5,369,686</b>	<b>1,146,935</b>	<b>5,266,135</b>
<b>Equity</b>				
Share capital		59,636	12,195	13,179
Share premium		6,427,947	2,749,230	5,299,844
Shares to be issued		-	-	1,093,515
Translation reserve		(376,604)	(295,144)	(332,731)
Retained earnings		(741,293)	(1,319,346)	(807,672)
		<b>5,369,686</b>	<b>1,146,935</b>	<b>5,266,135</b>

## Consolidated statement of changes in Equity

EUR (€)	Share capital	Share premium	Shares to be issued	Retained earnings	Currency translation reserve	Total
<b>Balance at 1 December 2019 (audited)</b>	<b>12,195</b>	<b>2,749,230</b>	-	<b>(1,496,082)</b>	<b>(238,929)</b>	<b>1,026,414</b>
Loss for the period	-	-	-	176,736	-	176,736
Other comprehensive income for the period	-	-	-	-	(56,215)	(56,215)
<b>Total comprehensive income for the period</b>	-	-	-	<b>176,736</b>	<b>(56,215)</b>	<b>120,521</b>
<b>Balance at 31 May 2020 (unaudited)</b>	<b>12,195</b>	<b>2,749,230</b>	-	<b>(1,319,346)</b>	<b>(295,144)</b>	<b>1,146,935</b>
Profit for the period	-	-	-	511,674	-	511,674
Other comprehensive income for the period	-	-	-	-	(37,587)	(37,587)
<b>Total comprehensive income for the period</b>	-	-	-	<b>511,674</b>	<b>(37,587)</b>	<b>474,087</b>
Issue of share capital	984	2,550,614	-	-	-	2,551,598
Shares to be issued	-	-	1,093,515	-	-	1,093,515
<b>Balance at 1 December 2020 (audited)</b>	<b>13,179</b>	<b>5,299,844</b>	<b>1,093,515</b>	<b>(807,672)</b>	<b>(332,731)</b>	<b>5,266,135</b>
Profit for the period	-	-	-	66,379	-	66,379
Other comprehensive income for the period	-	-	-	-	(43,873)	(43,873)
<b>Total comprehensive income for the period</b>	-	-	-	<b>66,379</b>	<b>(43,873)</b>	<b>22,506</b>
Issue of preference shares	46,052	-	-	-	-	46,052
Issue of share capital	405	1,128,103	(1,093,515)	-	-	34,993
<b>Balance at 31 May 2021 (unaudited)</b>	<b>59,636</b>	<b>6,427,947</b>	-	<b>(741,293)</b>	<b>(376,604)</b>	<b>5,369,686</b>

## Consolidated statement of cash flows

EUR (€)	6 month period ended:		Year ended:
	31 May 2021 (unaudited)	31 May 2020 (unaudited)	30 November 2020 (audited)
<b>Operating activities</b>			
Profit for the period	66,379	176,736	688,409
<b>Adjustments for:</b>			
Amortisation and depreciation	672,943	522,400	930,609
Foreign exchange gain	29,804	9,418	(134)
Taxation	14,340	-	-
Adjusting items	328,134	-	25,205
Finance cost	43,348	-	161
<b>Operating cash flows before movements in working capital and adjusting items</b>	<b>1,154,948</b>	<b>708,554</b>	<b>1,644,250</b>
Decrease / (increase) in trade and other receivables	43,143	(1,388)	(51)
(Decrease) / increase in trade and other payables	(108,171)	45,957	413,512
<b>Cash generated by operations before adjusting items</b>	<b>1,089,920</b>	<b>753,123</b>	<b>2,057,711</b>
Cash payment of adjusting items	(328,134)	-	(25,205)
<b>Net cash from operating activities</b>	<b>761,786</b>	<b>753,123</b>	<b>2,032,506</b>
<b>Investing activities:</b>			
Purchase of intangible assets	(569,020)	(449,378)	(978,252)
Cash balance acquired from acquisition of subsidiaries	44,815	-	1,227,689
Acquisition of subsidiary	(575,650)	-	(1,023,012)
<b>Net cash used in investing activities</b>	<b>(1,099,855)</b>	<b>(449,378)</b>	<b>(773,575)</b>
<b>Financing activities</b>			
Repayment of Directors' loans	-	(34,107)	(418,923)
Directors' loans received	-	-	415,719
Drawdown of borrowings	65,873	-	-
Interest paid	(37,786)	-	(161)
Preference shares issued	46,052	-	-
<b>Net cash generated / (used) in financing activities</b>	<b>74,139</b>	<b>(34,107)</b>	<b>(3,365)</b>
<b>Cash at the beginning of the period</b>	<b>1,254,233</b>	<b>12,251</b>	<b>12,251</b>
<b>Net movement</b>	<b>(263,930)</b>	<b>269,638</b>	<b>1,255,566</b>
Gain / (loss) on exchange rate	5,019	(9,979)	(13,584)
<b>Cash at the end of the period</b>	<b>995,322</b>	<b>271,910</b>	<b>1,254,233</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 private company limited by shares. On 17 May 2021, the Company re-registered as a public limited company and thus became Physitrack PLC. 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 2020 annual report and Initial Public Offering prospectus issued on 9 June 2021.

### 2) Accounting policies

This interim financial information for the six-month period ended 31 May 2021 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 2020 Annual Report. The financial information for the six months ended 31 May 2021 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 2020 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 year ended 30 November 2020, 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 six months ended 31 May 2021 the operations of the Group comprise three reporting operating segments. These segments are the provision of SaaS based software platform tailored to physiotherapy split between the existing Physitrack business (Physitrack PLC) and the recently acquired Physiotoools OY and Mobilus Digital Rehab AB "*Physiotoools*" businesses.

On 26 February 2021 Physitrack acquired the entire share capital of Rehabplus Limited. Rehabplus has been a long-standing user of Physitrack's SaaS solution aiming to provide clinically proven and cost-efficient physiotherapy and rehabilitation services. As part of Physitrack, Rehabplus and Physitrack will focus on offering a turnkey solution for technology-enabled Virtual care.

This virtual care offering represents a new class of business for the Group, with the results of Rehabplus for the three months ended 31 May 2021 representing the performance of this segment post acquisition. Management have identified this as a separate reporting 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 were as follows:

Revenue by geographic location	6 month period ended:		Year ended:
	31 May 2021 (unaudited)	31 May 2020 (unaudited)	30 November 2020
<b>EUR (€)</b>			
<b>SaaS platform</b>			
Physitrack			
United Kingdom	321,377	176,298	460,115
Europe	573,587	349,978	935,628
North America	505,587	331,941	876,682
Rest of world	519,073	306,096	781,665
	<b>1,919,624</b>	<b>1,164,313</b>	<b>3,054,090</b>
Physiotools			
United Kingdom	287,392	-	-
Europe	739,026	-	-
North America	140,361	-	-
Rest of world	64,720	-	-
	<b>1,231,499</b>	<b>-</b>	<b>-</b>
<b>Virtual care</b>			
United Kingdom	156,892	-	-
	<b>156,892</b>	<b>-</b>	<b>-</b>
<b>Total revenue by geographic location</b>	<b>3,308,015</b>	<b>1,164,313</b>	<b>3,054,090</b>

Revenue by product line	6 month period ended:		Year ended:
	31 May 2021 (unaudited)	31 May 2020 (unaudited)	30 November 2020
<b>EUR (€)</b>			
Subscription fee	2,942,319	929,226	2,610,488
Custom app maintenance fee	199,044	166,540	337,355
Custom app set-up fee	9,760	68,547	106,247
Virtual care	156,892	-	-
	<b>3,308,015</b>	<b>1,164,313</b>	<b>3,054,090</b>

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



#### 4) Intangible assets

Group	Internally generated intangible asset	Goodwill	Total
<b>EUR (€)</b>			
<b>Cost</b>			
At 1 December 2019 (audited)	3,641,895	-	3,641,895
Additions	449,378	-	449,378
Exchange differences	(208,585)	-	(208,585)
At 31 May 2020 (unaudited)	3,882,688	-	3,882,688
Additions	528,874	-	528,874
Acquisition of subsidiary	10,685	5,963,346	5,974,031
Exchange differences	35,790	-	35,790
At 1 December 2020 (audited)	4,458,037	5,963,346	10,421,383
Additions	569,020	-	569,020
Acquisition of subsidiary	-	2,784,510	2,784,510
Exchange differences	196,181	-	196,181
At 31 May 2021 (unaudited)	<b>5,223,238</b>	<b>8,747,856</b>	<b>13,971,094</b>
<b>Amortisation</b>			
At 1 December 2019 (audited)	1,996,157	-	1,996,157
Charge for the period	522,400	-	522,400
Exchange differences	(123,931)	-	(123,931)
At 31 May 2020 (unaudited)	2,394,626	-	2,394,626
Charge for the period	408,209	-	408,209
Exchange differences	23,963	-	23,963
At 1 December 2020 (audited)	2,826,798	-	2,826,798
Charge for the period	672,160	-	672,160
Exchange differences	129,447	-	129,447
At 31 May 2021 (unaudited)	<b>3,628,405</b>	<b>-</b>	<b>3,628,405</b>
Net book value as at 31 May 2021	<b>1,594,833</b>	<b>8,747,856</b>	<b>10,342,689</b>
Net book value as at 30 November 2020	<b>1,631,239</b>	<b>5,963,346</b>	<b>7,594,585</b>
Net book value as at 31 May 2020	<b>1,488,062</b>	<b>-</b>	<b>1,488,062</b>

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

Goodwill arose during the period upon the acquisition of Rehabplus Ltd on 28 February 2021. In accounting for the business combination as part of the Q1 2020/21 interim report, goodwill of EUR 2,633,259 was calculated. Subsequent to the issue of this financial report, new information came to light in which management identified that net assets had been overstated by EUR 151,250. In-line with the 12-month measurement period outlined in IFRS 3 "Business combinations" management reassessed the goodwill on acquisition, increasing this to EUR 2,784,510.

## 5) Related party transactions

A loan repayment totalling EUR Nil (31 May 2020: EUR 78,285) was paid to H Molin, in respect of financing. At 31 May 2021, EUR nil was due to the Director (31 May 2020: EUR 28,915). The loan advanced is unsecured, interest free and there is no stated repayment date.

A loan repayment totalling EUR Nil (31 May 2020: EUR 5,192) was paid to N Skwortsow, in respect of financing. At 31 May 2021, EUR 370,656 was due to the Director (31 May 2020: EUR 188,652). Prior year loan balances were interest free with no repayment date however the current year balance is at 3 per cent interest rate repayable by 26 November 2021.

A loan repayment totalling EUR nil (31 May 2020: EUR nil) was paid to B McConville, a consultant, in respect of financing. At 31 May 2021, EUR nil was due to B McConville (31 May 2020: EUR 96,945). The loan advanced is unsecured, interest free and there is no stated repayment date.

A loan repayment totalling EUR 45,104 (31 May 2020: EUR nil) was paid to C Sheiban, a consultant, in respect of financing. At 31 May 2021, EUR Nil (31 May 2020: EUR nil) was due to C Sheiban. The loan advanced is at 3 per cent interest rate repayable by 20 November 2021.

For the 6 months ended 31 May 2021 EUR 116,927 (31 May 2020: EUR 73,001) was paid to Camelot Solutions Ltd, a Company incorporated in the British Virgin Islands. H Molin is a Director of this Company. At 31 May 2021, a balance of EUR NIL (31 May 2020: EUR 14,996), included in trade payables, was due to Camelot Solutions Ltd.

For the 6 months ended 31 May EUR 101,532 (31 May 2020: EUR 72,046) was paid to Skylark Media Group (SKMG) BV, a Company incorporated in the Netherlands. N Skwortsow is a Director of this Company. At 31 May 2021, a balance of EUR 10,009 (31 May 2020: EUR 14,996), included in trade payables, was due to Skylark Media Group (SKMG) BV.

On 9 May 2021 the company issued one redeemable preference share "*Redeemable Share*" with a value of £40,000 to H Molin to facilitate the company meeting the minimum capital requirements for public limited companies set out in section 763 of the UK Companies Act. The Redeemable Share has no voting rights (other

than on any resolution to modify, alter or abrogate the rights of the Redeemable Share), is non-transferable and has no rights to any assets or profits of the Company including, in particular, no rights to dividend or other distributions. The Redeemable Share may be redeemed at its nominal amount at any time at the election of the company and is expected to remain in issue until the company's aggregate nominal share capital otherwise exceeds £50,000.

## 6) Net debt

Net debt is defined as the sum of current and non-current interest bearing liabilities towards credit institutions with deductions for cash and cash equivalents. The movement on Net debt from 30 November 2020 is as follows:

EUR (€)	Interest bearing liabilities	Cash and cash equivalents	Net debt
<b>At 1 December 2019</b>	-	12,251	12,251
Cash movement	-	269,638	269,638
Exchange differences	-	(9,979)	(9,979)
<b>At 31 May 2020</b>	-	<b>271,910</b>	<b>271,910</b>
Cash movement	-	(241,761)	(241,761)
Exchange differences	-	(3,605)	(3,605)
Additions through acquisition	(1,736,726)	1,227,689	(509,037)
<b>At 1 December 2020</b>	<b>(1,736,726)</b>	<b>1,254,233</b>	<b>(482,493)</b>
Additions through acquisition	(240,093)	44,815	(195,278)
Drawdown of loan	(65,873)	-	(65,873)
Interest accrued	(5,562)	-	(5,562)
Cash movement	-	(308,745)	(308,745)
Exchange differences	2,394	5,019	7,413
<b>At 31 May 2021</b>	<b>(2,045,860)</b>	<b>995,322</b>	<b>(1,050,538)</b>

## 7) Events after the reporting period

On 18 June 2021 Physitrack PLC successfully completed an initial public offering “Offering” on the Nasdaq First North Premier Growth Market, trading under the ticker “PTRK”. We think that First North Premier Growth Market has proven itself as the best place to be for technology-focused entrepreneurial companies in Europe, supporting our ambitious growth plans.

The price per share in the Offering was SEK 40, corresponding to a total value of all the outstanding shares in Physitrack PLC of approximately SEK 624 million upon completion of the Offering. The Offering comprised 4,375,000 newly issued shares, corresponding to a total value of SEK 175 million excluding any over-allotment,

In order to cover any over-allotment in connection with the offering, the Company has issued 656,250 additional ordinary shares, corresponding to 15 per cent of the total number of shares in the Offering “Over-Allotment Option”. 731 additional ordinary shares had already been bought back by the Company’s shareholders. Therefore the 655,519 ordinary shares were issued net of the stabilisation buyback of 731 ordinary shares.

As the Over-Allotment Option was exercised, the Offering constitutes a total of 5,031,250 shares, which corresponds to approximately 31 per cent of the total number of shares in the Company (16,261,497) and total proceeds of approximately SEK 201 million.

## Appendix 1

### Key figures

The following tables shows key revenue metrics and selected alternative key performance indicators that have not been defined or specified in accordance with IFRS, unless otherwise stated.

EUR (€), unless otherwise stated	3 Months ended			6 Months ended			12 months ended
	31-May-21	31-May-20	31-May-20 (Proforma <sup>10</sup> )	31-May-21	31-May-20	31-May-20 (Proforma <sup>10</sup> )	30-Nov-20
Revenue	1,730,559	760,721	1,431,857	3,308,015	1,164,313	2,405,905	3,054,091
Prior period revenue growth (%)	127	N/A	N/A	184	N/A	N/A	154
Proforma revenue growth (%)	21	N/A	N/A	37	N/A	N/A	N/A
Subscription revenue as a proportion of total revenue (%)	90	95	88	95	94	91	97
EBITDA <sup>13</sup>	295,821	489,168	N/A	797,010	699,136	N/A	1,604,722
EBITDA margin (%)	17	64	N/A	24	60	N/A	53
Items affecting comparability	(328,134)	-	N/A	(328,134)	-	N/A	(25,205)
Adjusted EBITDA	623,955	489,168	N/A	1,125,144	699,136	N/A	1,629,927
Adjusted EBITDA margin (%)	36	64	N/A	34	60	N/A	53
Operating profit/loss <sup>14</sup>	(72,790)	219,152	N/A	124,067	176,736	N/A	674,114
Operating margin (%)	(4)	29	N/A	4	15	N/A	22
Adjusted operating profit/loss	255,344	219,152	N/A	452,201	176,736	N/A	699,319
Adjusted operating margin (%)	15	29	N/A	14	15	N/A	23
Earnings per share <sup>15</sup>	(0.01)	0.02	N/A	0.01	0.02	N/A	0.07
Cash conversion (%)	72	101	N/A	97	108	N/A	126
Net debt	(1,050,538)	N/A	N/A	(1,050,538)	N/A	N/A	(482,493)
Net debt / Adjusted LTM <sup>16</sup> EBITDA (ratio)	0.5x	N/A	N/A	0.5x	N/A	N/A	0.3x

<sup>13</sup> Derived from Physitrack's audited consolidated financial statements as at and for the year ended 30 November 2020 and the unaudited quarterly report ended 31 May 2021 and 2020.

<sup>14</sup> Derived from Physitrack's audited consolidated financial statements as at and for the year ended 30 November 2020 and the unaudited quarterly report ended 31 May 2021 and 2020.

<sup>15</sup> Derived from Physitrack's audited consolidated financial statements as at and for the year ended 30 November 2020 and the unaudited quarterly report ended 31 May 2021 and 2020.

<sup>16</sup> Last Twelve Months

## Definition of key performance indicators

Alternative key performance indicators	Definition	Purpose
<b>Revenue growth (%)</b>	Revenue growth calculated in comparison with the previous year / period / previous proforma period, expressed as a percentage.	Revenue growth allows the company to compare its growth rate between different periods and with the overall market and competitors.
<b>Subscription revenue as a proportion of total revenue (%)</b>	Revenue which is subscription based.	Allows users to identify the portion of revenue which has a high level of repeatability.
<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.
<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.
<b>Items affecting comparability</b>	Items affecting comparability 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 costs relating to the IPO in June 2021, acquisitions of Tanila Holding Oy in November 2020 and the acquisition of Rehabplus Limited in February 2021.	Items affecting comparability is a notation of items, when excluded, shows the Company's earnings excluding items that are non-recurring in ordinary operations.
<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.
<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.
<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.
<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.
<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.
<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.
<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.

<b>Net debt / Adjusted LTM EBITDA (ratio)</b>	Net Debt in relation to adjusted EBITDA for the previous twelve months on a rolling basis.	This measure is a useful indicator of a company's ability to service its debt.
<b>Proforma</b>	<p>Proforma represents the results for the 6 month period ended 31 May 2020, had the current structure of the group at 31 May 2021 been in place at this date.</p> <p>This includes 6 months of trading results up to 31 May 2020 for Physiotools on the assumption these entities had been acquired on 30 November 2019.</p> <p>This also includes 3 months of trading results up to 31 May 2020 for Rehabplus Limited on the assumption this had been acquired on 28 February 2020.</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		
	3 Months ended	6 Months ended
EUR (€), unless otherwise stated	31-May-20	31-May-20
Physitrack revenue	760,721	1,164,313
Physiotools revenue	532,968	1,103,424
Rehabplus revenue	138,168	138,168
<b>Proforma revenue</b>	<b>1,431,857</b>	<b>2,405,905</b>
31 May 2021 revenue	1,730,559	3,308,015
Growth	298,702	902,110
<b>Proforma revenue growth %</b>	<b>21</b>	<b>37</b>

Subscription revenue as a proportion of total revenue (%)							
EUR (€), unless otherwise stated	3 Months ended			6 Months ended			12 months ended
	31-May-21	31-May-20	31-May-20 (proforma)	31-May-21	31-May-20	31-May-20 (proforma)	30-Nov-20
Subscription	1,463,630	638,957	1,171,925	2,942,319	929,226	2,032,650	2,610,488
(+) Maintenance	100,277	87,180	87,180	199,044	166,540	166,540	337,355
<b>(=) Total recurring revenue</b>	<b>1,563,907</b>	<b>726,137</b>	<b>1,259,105</b>	<b>3,141,363</b>	<b>1,095,766</b>	<b>2,199,190</b>	<b>2,947,843</b>
(+) Virtual care	156,892	-	138,168	156,892	-	138,168	-
(+) Set-up fees	9,760	34,584	34,584	9,760	68,547	68,547	106,247
<b>(=) Total revenue</b>	<b>1,730,559</b>	<b>760,721</b>	<b>1,431,857</b>	<b>3,308,015</b>	<b>1,164,313</b>	<b>2,405,905</b>	<b>3,054,091</b>
<b>Subscription revenue as proportion of total revenue %</b>	<b>90</b>	<b>95</b>	<b>88</b>	<b>95</b>	<b>94</b>	<b>91</b>	<b>97</b>

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

EUR (€), unless otherwise stated	3 Months ended		6 Months ended		12 months ended
	31-May-21	31-May-20	31-May-21	31-May-20	30-Nov-20
Operating (loss) / profit	(72,790)	219,152	124,067	176,736	674,114
(+) Depreciation and amortisation	368,611	270,016	672,943	522,400	930,609
<b>(=) EBITDA</b>	<b>295,821</b>	<b>489,168</b>	<b>797,010</b>	<b>699,136</b>	<b>1,604,723</b>
<b>EBITDA margin, %</b>	<b>17</b>	<b>64</b>	<b>24</b>	<b>60</b>	<b>53</b>
(+) Total items affecting comparability	328,134	-	328,134	-	25,205
<b>Adjusted EBITDA</b>	<b>623,955</b>	<b>489,168</b>	<b>1,125,144</b>	<b>699,136</b>	<b>1,629,928</b>
<b>Adjusted EBITDA margin, %</b>	<b>36</b>	<b>64</b>	<b>34</b>	<b>60</b>	<b>53</b>

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

EUR (€), unless otherwise stated	3 Months ended		6 Months ended		12 months ended
	31-May-21	31-May-20	31-May-21	31-May-20	30-Nov-20
Operating (loss) / profit	(72,790)	219,152	124,067	176,736	674,114
<b>Operating profit/loss margin, %</b>	<b>(4)</b>	<b>29</b>	<b>4</b>	<b>15</b>	<b>22</b>
(+) Total items affecting comparability	328,134	-	328,134	-	25,205
<b>Adjusted Operating profit/loss</b>	<b>255,344</b>	<b>219,152</b>	<b>452,201</b>	<b>176,736</b>	<b>699,319</b>
<b>Adjusted Operating profit/loss margin, %</b>	<b>15</b>	<b>29</b>	<b>14</b>	<b>15</b>	<b>23</b>

**Earnings per share**

EUR (€), unless otherwise stated	3 Months ended		6 Months ended		12 months ended
	31-May-21	31-May-20	31-May-21	31-May-20	30-Nov-20
<b>Net (loss) / profit</b>	<b>(123,872)</b>	<b>219,152</b>	<b>66,379</b>	<b>176,736</b>	<b>688,409</b>
<b>Number of shares</b>					
Ordinary	11,250,466	9,997,000	11,250,466	9,997,000	10,004,238
Dilutive	11,250,466	9,997,000	11,250,466	9,997,000	10,356,812
<b>Earnings per share</b>					
Basic	(0.01)	0.02	0.01	0.02	0.07
Diluted	(0.01)	0.02	0.01	0.02	0.07



Cash conversion					
	3 Months ended		6 Months ended		12 months ended
EUR (€), unless otherwise stated	31-May-21	31-May-20	31-May-21	31-May-20	30-Nov-20
Adjusted cash generated by operations	446,983	496,079	1,089,920	753,123	2,057,711
Adjusted EBITDA	623,955	489,168	1,125,144	699,136	1,629,928
Cash conversion	72	101	97	108	126

Net debt /Adjusted LTM EBITDA (ratio)					
	3 Months ended		6 Months ended		12 months ended
EUR (€), unless otherwise stated	31-May-21	31-May-20	31-May-21	31-May-20	30-Nov-20
Net Debt	(1,050,538)	N/A	(1,050,538)	N/A	(482,493)
Adjusted EBITDA H1	1,125,145	-	1,125,145	-	699,136
Adjusted EBITDA H2	930,792	-	930,792	-	930,792
(/) Adjusted LTM EBITDA	2,055,937	-	2,055,937	-	1,629,928
<b>Net debt /Adjusted LTM EBITDA (ratio)</b>	0.5x	N/A	0.5x	N/A	0.3x

## Appendix 2

### Risks and uncertainties

#### Inability to attract new customers

Physitrack's larger customers form a significant component of Physitrack's revenue stream and this is not guaranteed over the long term and is also subject to market forces and the financial stability of the customer base.

#### Risk of clinical malpractice

There is a risk for failure of clinical governance and oversight that may lead to a loss of quality care and impact the delivery of such services to customers and their patients. The risk of a breach of clinical requirements could result in damage to existing relationships the Group has with major customers leading to a loss or reduction of revenue and a reduction or loss in reputational capital globally.

#### The Company operates in a competitive landscape

The Company has no influence or control over the activities or actions of its competitors, including existing digital healthcare providers and new entrants, whose activities or actions may impact Physitrack's operational expenditure and financial performance. Physitrack may fail to meet the expectations of the client-base leading to a loss of existing customers and increasing challenges to attract and develop new business.

#### Reliance on key third party and supplier relationships

Physitrack depends upon a number of key suppliers to maintain the technology to the user base. There is a risk that reliability of the service provided is interrupted and the customer cannot access the required services for the duration of the outage, which may lead to dissatisfaction and potential loss of confidence in the system, resulting in a loss of reputation and an adverse impact on the ability to maintain growth in the affected segment of the market.

#### The Company relies on the availability of its IT infrastructure

Physitrack's IT infrastructure supplies the means to deliver Physitrack's products to consumers. Physitrack suite of services may be exposed to interruption of services due to an unreliable IT system provider, physical damage from a natural or human based

disaster, fire or flooding, systemic delivery failure due to cyber threats, inadequate maintenance or unreliable transmission provision.

#### Physitrack may become a target for hacking, DDoS attacks, sabotage and other IT related crimes

If the Group were the subject of a system intrusion, the Group may become forced to temporarily, in full or in part, shut down its servers which could cause disturbances to its operations, lead to other system errors and loss of data, and harm the Group's or its customers' data equipment.

#### Information security and cyber protection in relation to third party providers

The Company rely on third party providers for critical infrastructure and services delivery platforms. These include data storage and accessibility, cloud services, payments systems and so on. There is the risk that the measures taken by the third-party service suppliers to prevent security breaches are inadequate and a loss of confidential information, patient information and intellectual property may result.

#### The Group is exposed to fluctuations in currency exchange rates

The Company undertakes transactions denominated in several currencies and consequently, exposures to exchange rate fluctuations arise which can impact the Group's earnings and equity. The Company is mainly exposed to fluctuations in GBP, EUR, AUD, NZD, USD, CAD and CHF. The Company's reporting currency is EUR. During the Company's financial year 1 December 2019 - 30 November 2020, the Group's foreign exchange losses/(gains) amounted to EUR 135.

#### Regulatory changes and compliance post-Brexit

The Post-Brexit UK and EU digital healthcare market legislation presents a compliance risk to Physitrack if not successfully monitored. There is a risk that Physitrack fails to comply with such scheduled

legislative changes in one or both regions and as a result, is exposed to statutory actions and fines from

regulators, leading to an adverse impact on Physitrack's growth targets and financial performance.

**There is a risk that the Company's IP protection is not sufficient**

The Group's ability to effectively compete is dependent on the Group's ability to register, protect and claim right to its intellectual property rights ("IP"). In particular, the rights attaching to the software on which the Group has developed its technological platform is important for the Group to protect. There is a risk that the measures

undertaken by the Group to protect its IP proves to be insufficient, and if so, the Group may not be appropriately protected from an IP point of view in order to maintain its competitive edge.

**Risks related to personal data**

Physitrack does not store patient records but does have access to sensitive information pertaining to basic user information and treatment protocols. The personal data of the patients are, in the meaning of the law, typically of sensitive nature as the personal data may relate to the patients' state of health, which place higher demands on the handling of that personal data and also potentially higher sanctions for the Company if the personal data is incorrectly handled.

## Further information

For further information, please contact:

Henrik Molin, CEO: [ir@physitrack.com](mailto:ir@physitrack.com), +44 208 133 9325

Charlotte Goodwin, CFO: [ir@physitrack.com](mailto:ir@physitrack.com), +44 208 133 9325

## Financial calendar

Interim report for the period 1 December 2020 - 31 August 2021 (Q3)

**27 October 2021**

Year-End report 1 December 2020 - 30 November 2021

**26 January 2022**