

EVOLT



WELCOME TO EVOLT ACTIVE

IT'S ALL ABOUT YOU!

LOGIN

SIGN UP

EVOLTA

October 2023

THE EVOLT ECO-SYSTEM

Scan data from the Evolt 360 is processed via a cloud-based software “Evolt Insights” enabling detailed analytics and reports of the client’s membership base and a powerful CRM tool. The Evolt Active App puts all the information in the users hands

1

Evolt 360



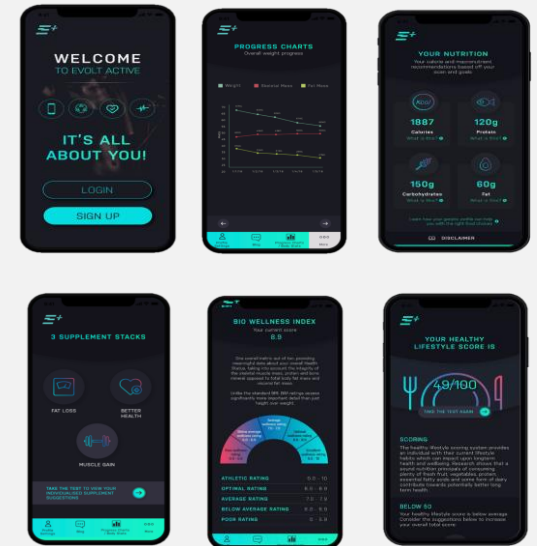
2

Evolt Insights



3

Evolt Active App



The Evolt360, an FDA / TGA / CE medically approved Body Composition Scanner, uses bioelectrical impedance analysis (BIA) to deliver users a reliable in-depth report capturing over 40 different body composition measurements.

A cloud-based software platform that enables the client to generate detailed data analytics across the membership base, facilitates challenge-based programs and a powerful membership engagement tool to support, motivate and lower the churn of their membership base

Every Evolt user is required to download the Evolt Active App or their own gym’s App powered by an API with Evolt.

The App stores the user’s individual scan results, allows them to track their progress and body composition measurements and supports direct engagement for both education, macronutrient profiling, diet and supplement recommendations.

CLIENT ENDORSEMENT – SOCIAL MEDIA



Liked by evolt360 and 49 others
 gravityfitness24hr @kyrastagg doing her Body Scan this morning with @_adsss 🤗

The Evolt 360 scan provides you with over 40 data points about your body so you can understand what you need to do to reach your goals.

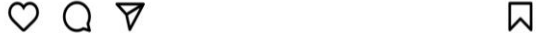
Your nutritional requirements are also broken down so you can balance your diet to fit your goals.
 Come in and see us & get your body scan today!
 You will be surprised how beneficial this is for your health.
 RRP \$50
 MEMBERS PRICE - \$30

anytimefitness_kissimmee
 Anytime Fitness Kissimmee FL (Poinciana Blvd/17-92)



Liked by evolt360 and 15 others
 anytimefitness_kissimmee Accountability is everything when it comes to your fitness Elizabeth M @mwraz is staying on Target 📍 with the @evolt360 body scan every month. Join @anytimefitness_kissimmee to get your body composition now!
 #evolt360 #accountability #anytimefitness

nutrishophemet
 Hemet, California



Liked by evolt360 and 31 others
 nutrishophemet Our EVOLT 360 body analysis device is now available at Nutrishop Hemet!
 -
 Stop by today to get your results!
 View all 6 comments



CLIENT ENDORSEMENT – SOCIAL MEDIA

Results from the Evolt body scan being used on social media by Evolt clients / clubs all over the world – supporting its use in measuring progress and achievements of members

8 WEEK CHALLENGE
FEMALE WINNER - BFT NARELLAN

BFT ELYSE

BODY WEIGHT LOSS: - 7.9 KG
FAT MASS LOSS: - 6.9 KG
BODY FAT %: - 5.1%

Different. Better.

Liked by evolt360 and 104 others

bft_narellan BFT NARELLAN 8WC FEMALE WINNER 🍷🍷 goes to... more

View all 8 comments

evolt360 Amazing results 🍷🍷🍷

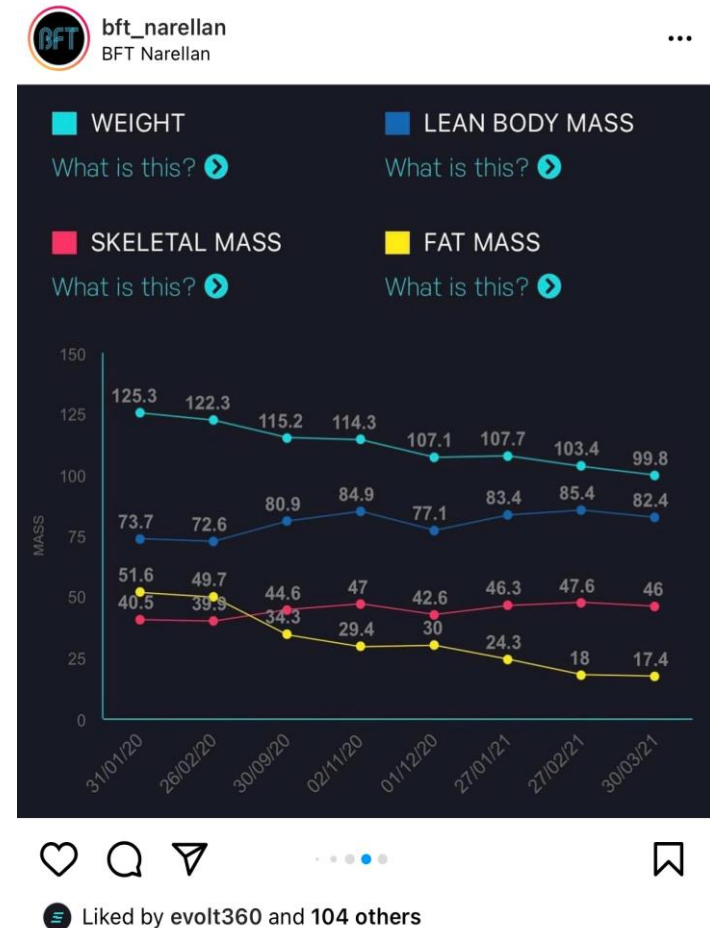
14 April 2021

Evolt scan's progress is so vital to maintain member motivation and underpins the importance as a tool for all gyms, health and wellness clubs going forward.

The 8-week challenge was from Jan 2021 and Elyse has charted her progress chart in the Evolt App from Jan 2020

In 15 months Elyse

- Lost 34kgs of body fat
- Gained ~9kgs of muscle
- Lost >25kgs of total body weight



THE EVOLT 360 – Body Composition Measurements

Evolt 360's Body Scan provides reliable measurements on 40 different body composition metrics that are presented in a customisable results sheet or stored in the Evolt App. Evolt also generates additional proprietary measurements that differentiate Evolt from competitors and contains valuable metrics and advice for the user

YOUR EVOLT 360 BODY SCAN

DATE: 02-02-2020 11:33 | NAME: [REDACTED] | EVOLTACTIONE | DOWNLOAD THE EVOLT ACTIVE APP

HEIGHT: 168cm | WEIGHT: 74.7 kg | AGE: 32 | GENDER: Female

YOUR BODY COMPOSITION

1. LEAN BODY MASS ^{kg, lbs} 51.7 / High [41.9 - 51.3]	6. BODY FAT MASS ^{kg, lbs} 23.0 / High [12.4 - 18.6]	11. VISCERAL FAT LEVEL 8 / Balanced	16. BIO AGE 33
2. SKELETAL MUSCLE MASS ^{kg, lbs} 28.4 / Optimal [23.3 - 28.4]	7. SUBCUTANEOUS FAT MASS ^{kg, lbs} 20.5 [27.4%]	12. INTRACELLULAR FLUID (ICF) ^{kg, lbs} 24.8 [67%]	17. BWI® SCORE 7.2 / 10
3. PROTEIN ^{kg, lbs} 10.2 / High [8.2 - 10.0]	8. VISCERAL FAT MASS ^{kg, lbs} 2.5 [3.3%]	13. EXTRACELLULAR FLUID (ECF) ^{kg, lbs} 12.4 [33%]	
4. MINERAL ^{kg, lbs} 4.3 / High [3.1 - 3.7]	9. VISCERAL FAT AREA ^{cm²} 59 / Optimal [40 - 80]	14. BMR ^(BASEL METABOLIC RATE) 1486 kCal	
5. TOTAL BODY WATER ^{kg, lbs} 37.2 / Optimal [30.6 - 37.4]	10. TOTAL BODY FAT PERCENTAGE 30.7% / High [20 - 30]	15. TEE ^(Total Energy Expenditure) 2288 kCal	

18. SEGMENTAL ANALYSIS

UPPER - LOWER BODY BALANCE LEFT - RIGHT

BALANCED UNBALANCED BALANCED UNBALANCED

YOUR NUTRITION

21. CALORIES: 1886 - 1986 (KCAL)

22. PROTEIN ^g: 141g - 149g (30%)

23. CARBOHYDRATES: 212g - 223g (45%)

24. FAT: 52g - 55g (25%)

YOUR SUPPLEMENT RECOMMENDATIONS

Acetyl L-Carnitine
Protein Isolate (Whey or Plant)
Fat Burning Thermogenic Powders
Branch Chain Amino Acids (BCAA's)
L-Glutamine
Lean Protein Bar Snacks
Greens Powder
Multi-Vitamin

EVOLT THE INTELLIGENT BIOSCAN #evolt360 @evolt360 goldsgymaustralia.com.au

16. BIO AGE

Evolt's proprietary Bio Age reference is a metric based on various measurements (e.g. lean muscle mass, visceral fat, age, sex) compared to the World Health Organization standards.

17. BWI® SCORE

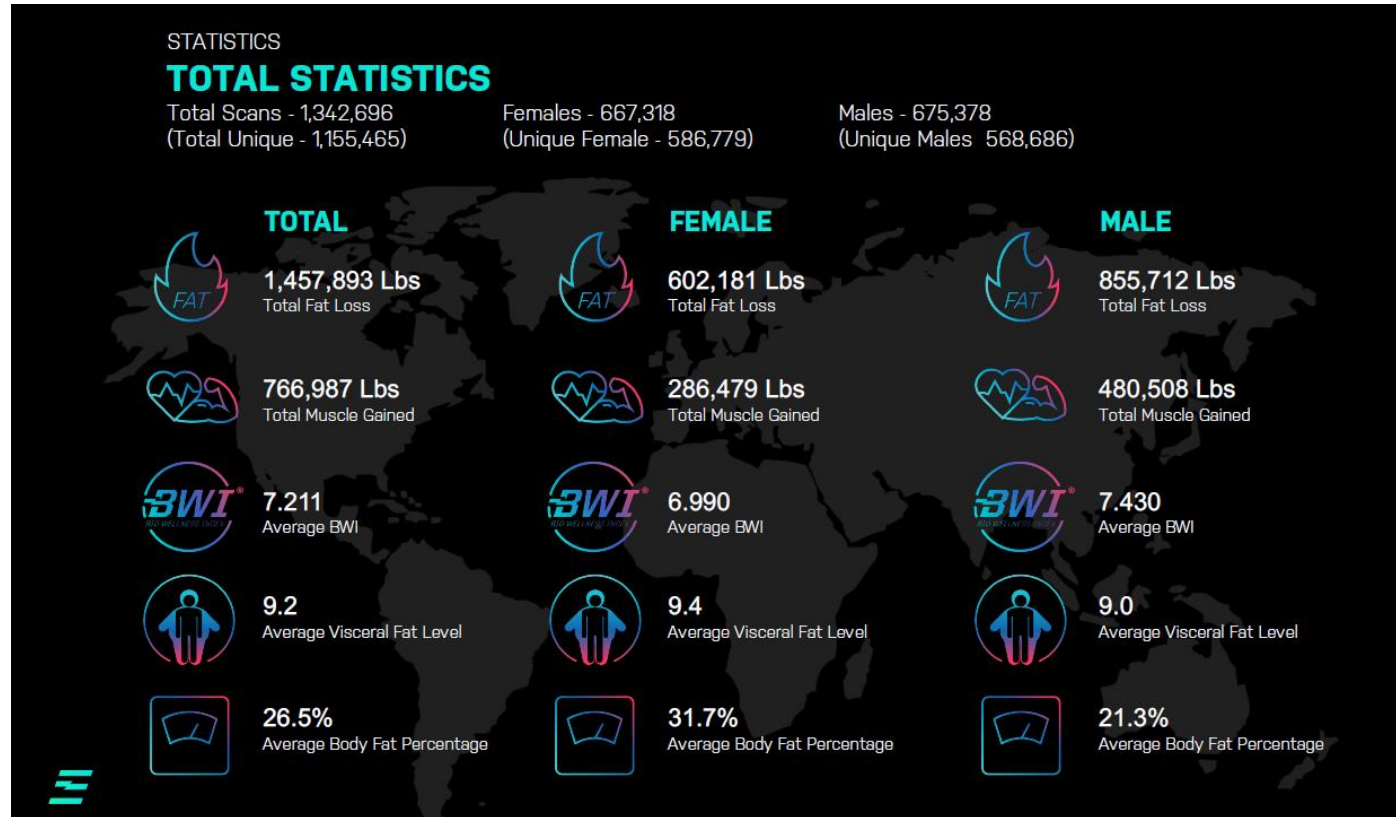
Evolt's Bio Wellness Index (BWI® Score) is a proprietary metric of health assessment in contrast to the outdated BMI measurement. The BWI® can be used to benchmark individuals, group or populations.

Diet, nutrition and supplement recommendations (per goal of either Fat Loss, Muscle Gain or Better Health. Gender specific).

A cloud-based software solution that enables detailed analytics of the member base and facilitates challenge-based programs

- The #1 reason members join the gym is to improve their health, fitness and wellbeing and often to change their body composition.
- In today's competitive environment, it is essential, for gyms to have the capability to track their members progress and monitor the most valuable metric in their business, the health status of their members.

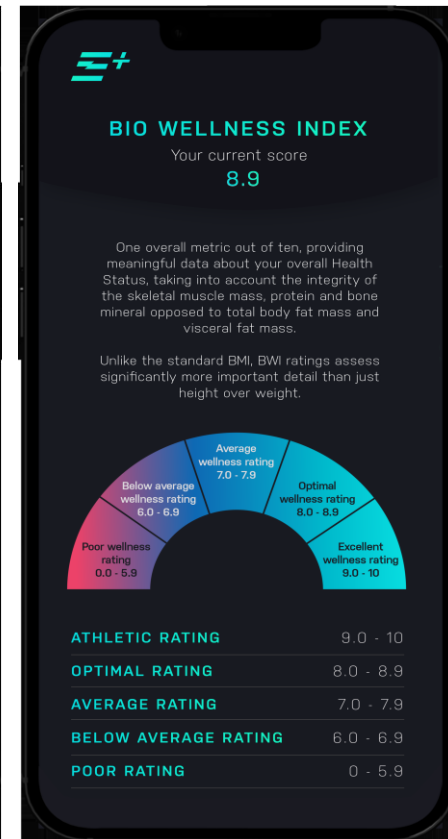
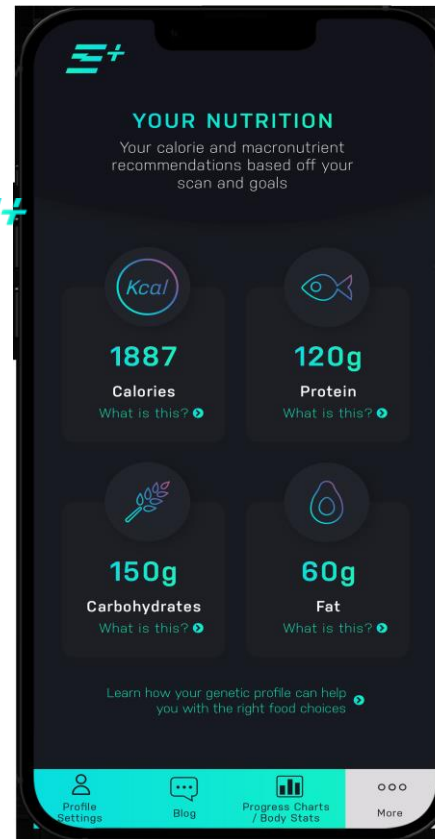
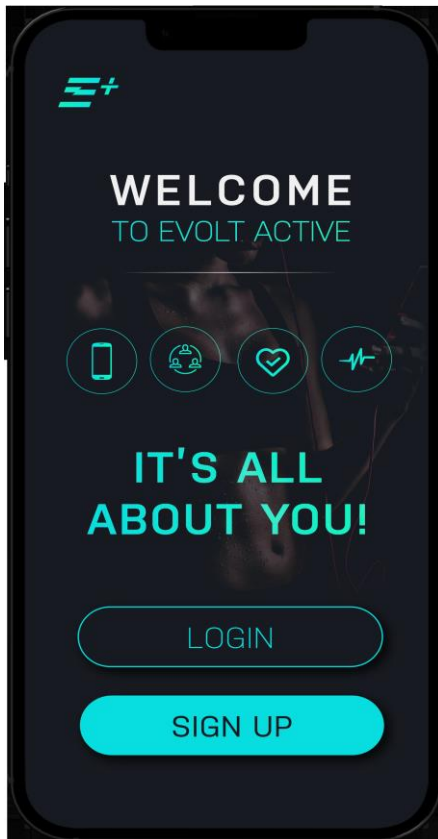
Anytime Fitness – Brand Overview & Progression Report (31 October 2023)



The Evolt Active App

The Evolt Active App puts scan results in the palm of users' hands.

- Every individual Evolt user is required to download the Evolt Active App which stores the user's individual scan results and allows them to track their progress and body composition measurements.
- Enterprise clients like Anytime Fitness, 24 Hour Fitness, YMCA have integrated the Evolt data directly into their own Apps through an API
- The app also supports direct engagement for both education, diet and macronutrient profiling to better understand and track health & wellness goals.



KEY VERTICALS – ADRESSABLE MARKET

	Current	Current	Current	Future “blue sky” market opportunity
Vertical	Health & Wellness	Retail	Corporate Health	Medical & GP market
Estimated Market Size	210,000 sites	30,000 – Vitamin >1.0 million Pharmacies	Large	Very Large
Description	<ul style="list-style-type: none"> • Gyms • Personal Training Studios • Group Training Studios • YMCA Facilities • Council Aquatic Facilities 	<ul style="list-style-type: none"> • Supplement & Vitamin Stores • Pharmacies / Chemists 	<ul style="list-style-type: none"> • Corporate Health Businesses • Large Corporate Firms • Insurance companies • (e.g. HCF partnership) 	<ul style="list-style-type: none"> • GPs and Medical Practices • Health Insurance
Business Drivers & Benefits	<ul style="list-style-type: none"> • Improve member results • Tiered memberships • Single scan revenue • Introduction of new challenge-based model • Lower churn • Personal training revenue 	<ul style="list-style-type: none"> • Increase in ‘Basket size’ • NEUTRAL scanning sites for exercise at home market who don’t have gym memberships 	<ul style="list-style-type: none"> • Corporate wellness and mining sites 	<ul style="list-style-type: none"> • Clinical studies • Obesity / Diabetes • Ozempic & Semaglutide • Age & Degenerative conditions

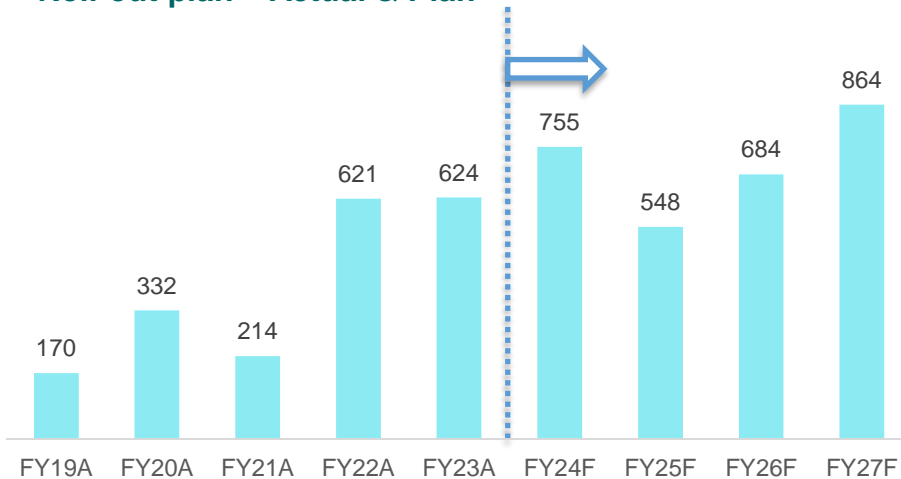
ANYTIME FITNESS (HEALTH & FITNESS)

Anytime Fitness (AF) – the worlds largest gym chain, with ~5,500 franchise locations, has mandated the Evolt platform across the group globally.

Anytime Fitness Overview

- ~5,500 franchised locations in 50 countries;
- Integrated Evolt into software platform and whole business model, including integration into the AF App.
- To date, Evolt has placed 2,135 machines to AF franchises across 19 countries.
- Current ~39% AF market penetration and leaves ~3,400 franchises yet to be fulfilled over coming years.

Roll-out plan – Actual & Plan



Franchise Locations

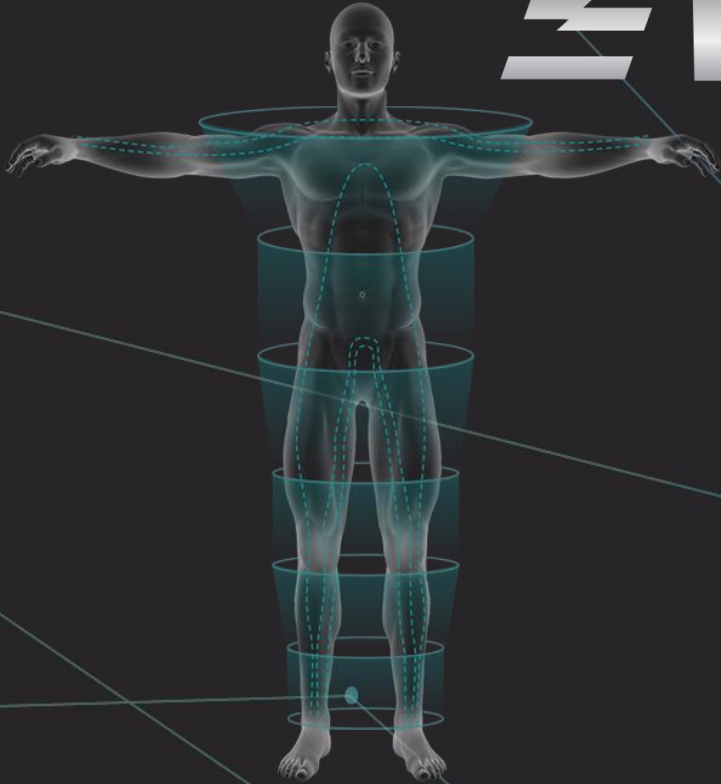


EVOLT USERS – Leading Gym, Health & Corporates

The Evolt360 is gaining broad acceptance from the world's leading gym, fitness brands and health and sports clubs...and corporate wellness programs

Client Type	Evolt Users
Gyms	
Personal Training & Challenge Based Programs	
Health & Sports Clubs	
Corporates Wellness & Retail	

EVOLT 360



CLIENT 1
INDIVIDUAL RESULT REPORT

EWI
6.9 / 10

TOTAL WEIGHT ▼ LOSS 13.6 KG
SKELETAL MUSCLE ▼ GAINED 2.4 KG
PROTEIN MASS ▼ GAINED 1.7 KG

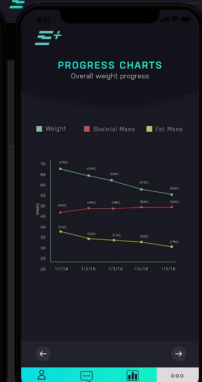
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OPERATING METRICS & FINANCIALS

CLIENT ENGAGEMENT MODEL

Evolt has transitioned from a traditional ‘hardware’ sales model toward a license-fee / subscription-software model with recurring revenue.

License / Subscription Model



Business Case for the Client

- Evolt 360 Scanner provided to gym with **no upfront hardware cost**
- Hardware payment of **\$200/month for initial 36 months (~\$7,200)**
- **software license fee of \$200/month in perpetuity**
- **perpetual license** – machine only works with active subscription

Cost per Scan	\$30	\$40
Scans per Month ¹	~30	~30
Monthly Revenue	\$900	\$1,200
Annual Revenue	\$10,800	\$14,400
Cost per Month (\$200 + \$200)	(\$400)	(\$400)
Cost per Annum	(\$4,800)	(\$4,800)
Annual Profit to Client	\$6,000	\$9,600
Annual ROI to Client	125%	200%

Challenges & Tiered Memberships

- **Challenges** – members are achieving improved results through participation in challenge based programs. Additional charge on their monthly membership of \$120 - \$180 for 8 weeks, included PT, group classes and Evolt scans at start, midpoint and end
- **Tiered memberships** – gyms seeking to introduce tiered memberships – includes additional services like Evolt scans, group classes or PT session – additional \$20-\$100 /month per member

Notes: (1) Based on monthly data from FY22 (i.e. ‘normalized’ with COVID-19 disruptions), ~30 scans on average were performed by one machine per month.



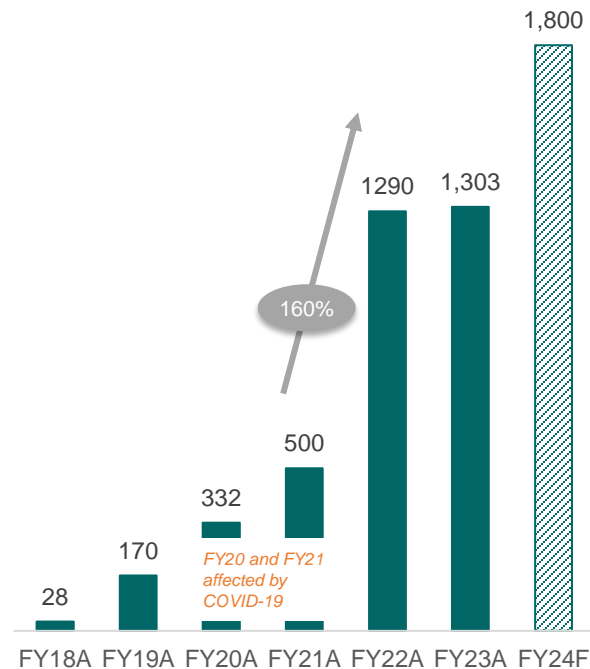
EVOLT360 MACHINES PLACED

Strong growth in FY22 machine placements as health & wellness industry reopens post Covid shutdowns – FY23 growth impacted due to delay in additional inventory funding

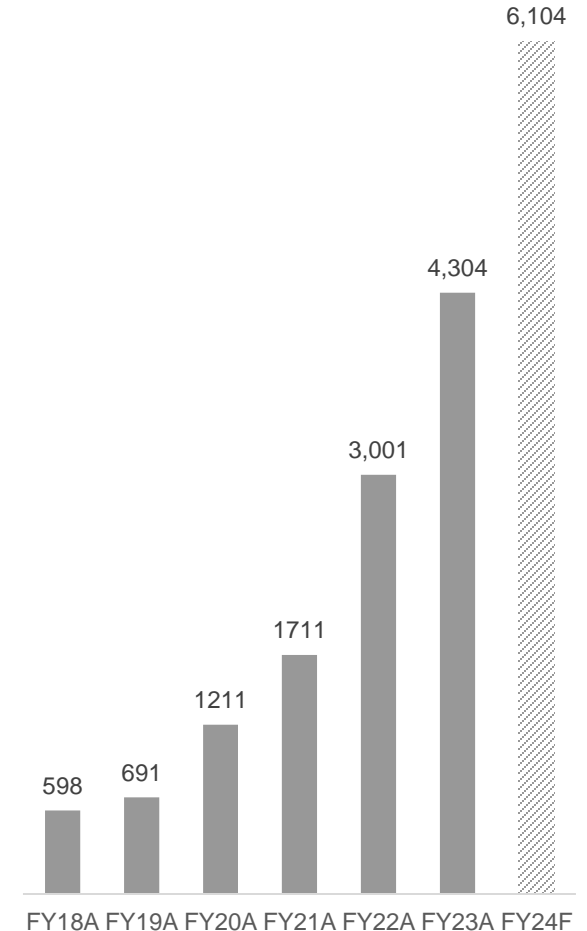
Commentary

- First external investment funds received in Aug 21 and pivot to new customer model
- In FY22, Evolt placed 1300 machines – being 160% YoY growth.
- FY23 machine placements were flat on FY22, due to a delay in securing approval for additional private funding.
- As at FY23, Evolt has placed over 4,300 machines across 42 countries
- FY24 – forecasting growth to resume with funding in place and strong order book

Machines Placed - Annual



Cumulative Machines Placed



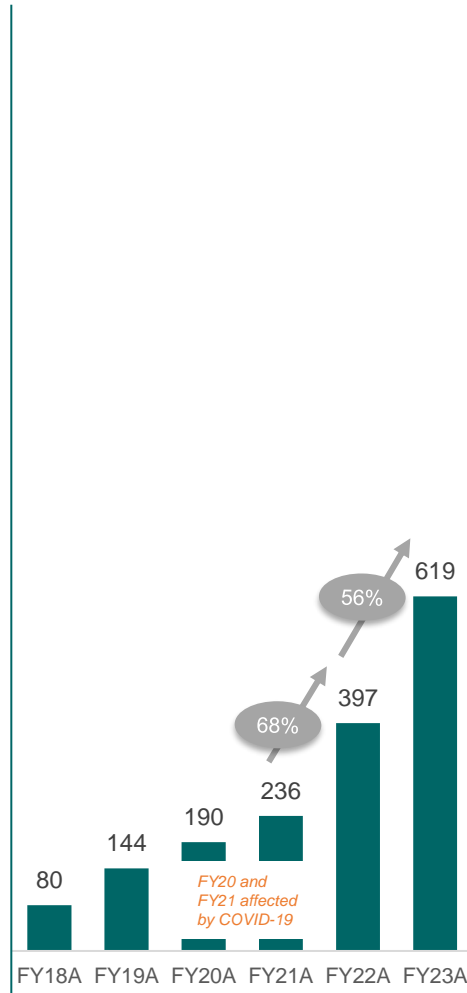
EVOLT REGISTERED USERS

Strong growth in registered users and returning users

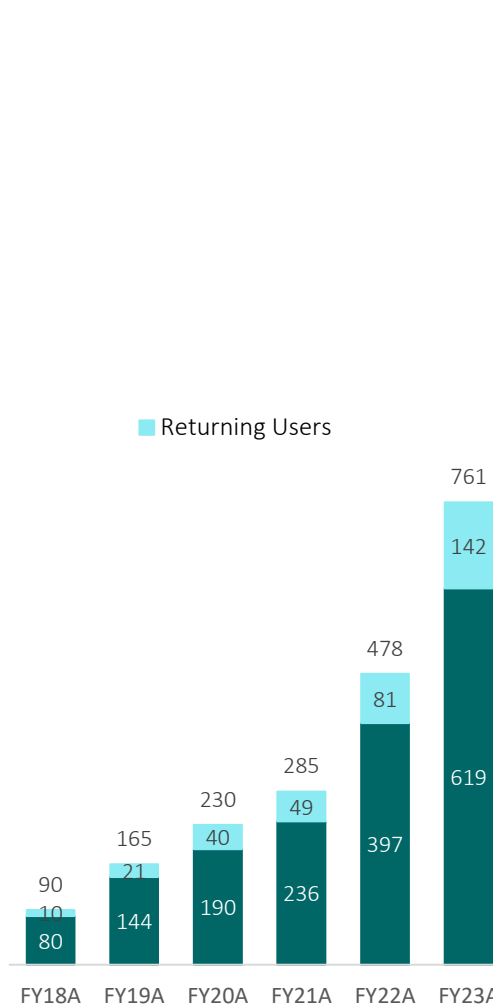
Commentary

- Registered users¹ are defined as unique individual users who register when having their first Evolt scan.
- In FY2023 new registered users stood at 619,000 –being 56% YoY growth.
- “Returning Users” are repeat registered users
- In FY23 Returning Users of 142,000 represent 75% YoY growth up from 81,000 in FY22
- As at June 2023, Evolt has ~1.7 million registered users in the Evolt Active ecosystem
- Cumulative Users as at Q1 FY24 of ~1.85m an increase of ~200,000 New Users and demonstrating continued growth over FY23

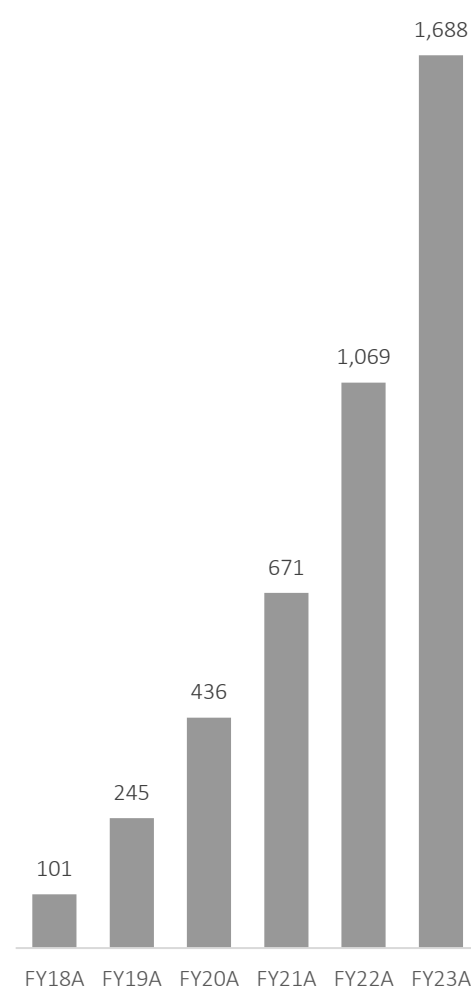
‘New’ Registered Users (000’s)



Active Users (000's)²



Cumulative Users (000's)



Source: Management accounts.

1. Users either download the Evolt Active App or their gym membership App which is integrated into the Evolt Active data via an API
 2. Active Users are defined as either *New Registered Users* or *Returning Users* from prior periods

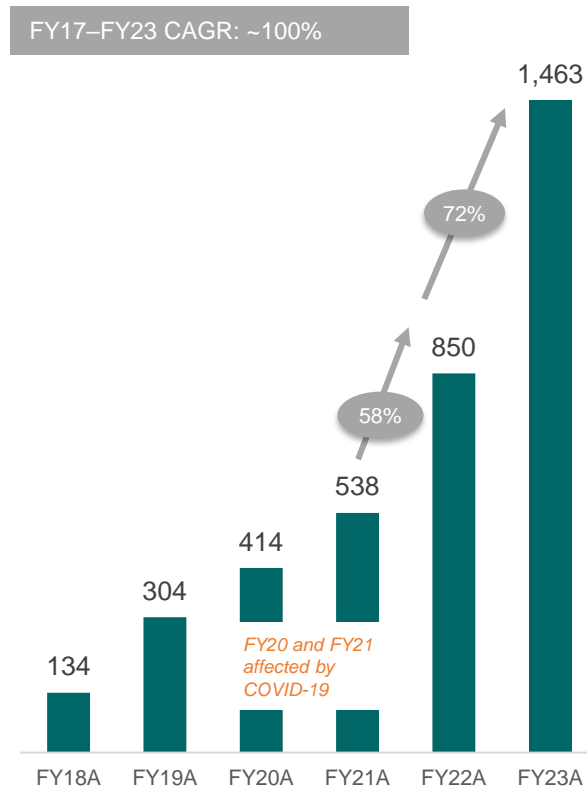
EVOLT360 SCANS

Continued strong growth in machine scans as improved member awareness of the benefits of body composition measurements to provide an accurate measure of progress

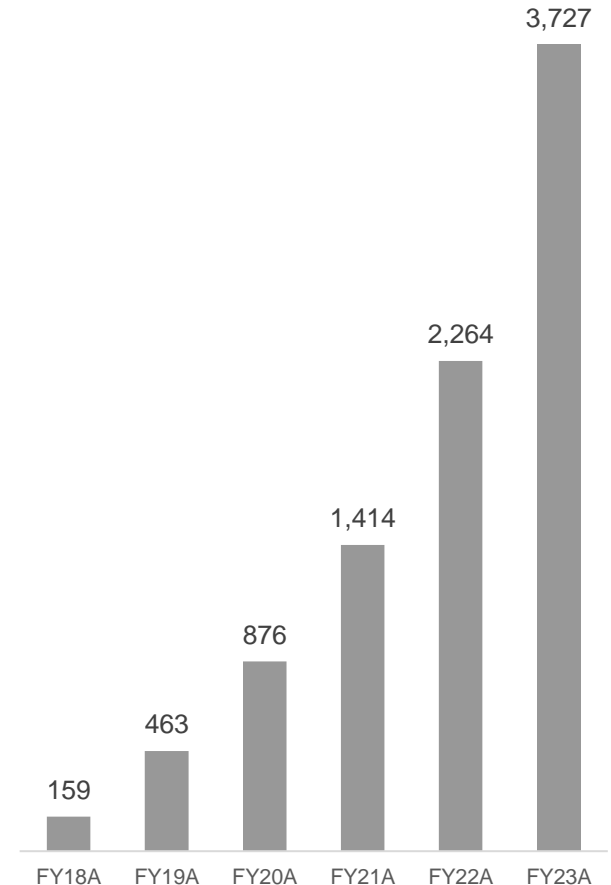
Commentary

- In FY22 850,000 individual scans were performed on Evolt being 58% YoY growth
- In FY23 ~1.46 million individual scans performed – being 72% YoY growth
- As at 30 June 2023, Evolt had performed 3.7 million cumulative scans
- Additionally, as at 30 September Q1 FY24, cumulative scans are 4.2m, an increase of ~500,000 scans and demonstrating continued acceleration in usage

Annual Scans (000's)



Cumulative Scans (000's)



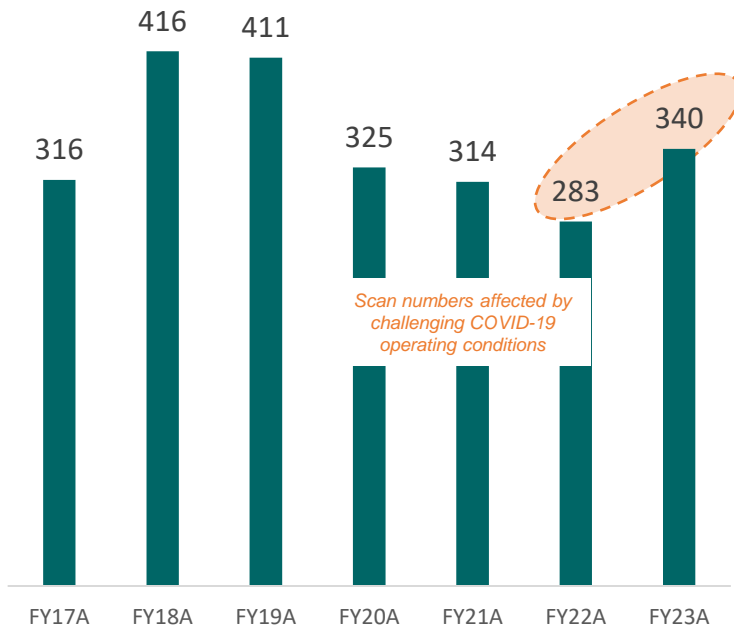
Source: Management accounts.

STRONG UTILISATION SUPPORTS BUSINESS CASE

Scanning data demonstrates a high ROI business case per machine and improving user utilisation shown by average scan per user per year

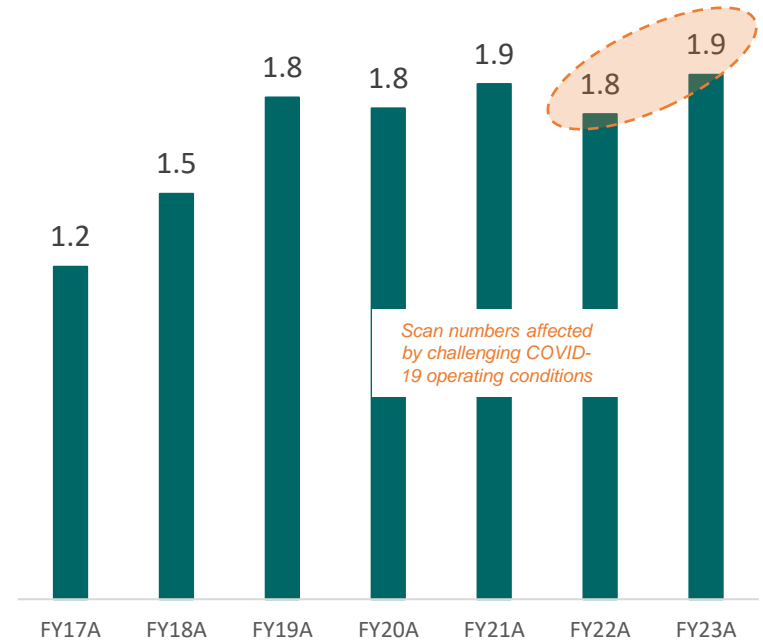
Average scans per machine

(Annual scans divided by cumulative machines)



Average scans per Active User

(Annual scans divided by annual Active Users¹)



Annual scans (000's)	23	134	304	414	538	850	1,463
Cumulative Machines (#)	73	322	739	1271	1711	3001	4304

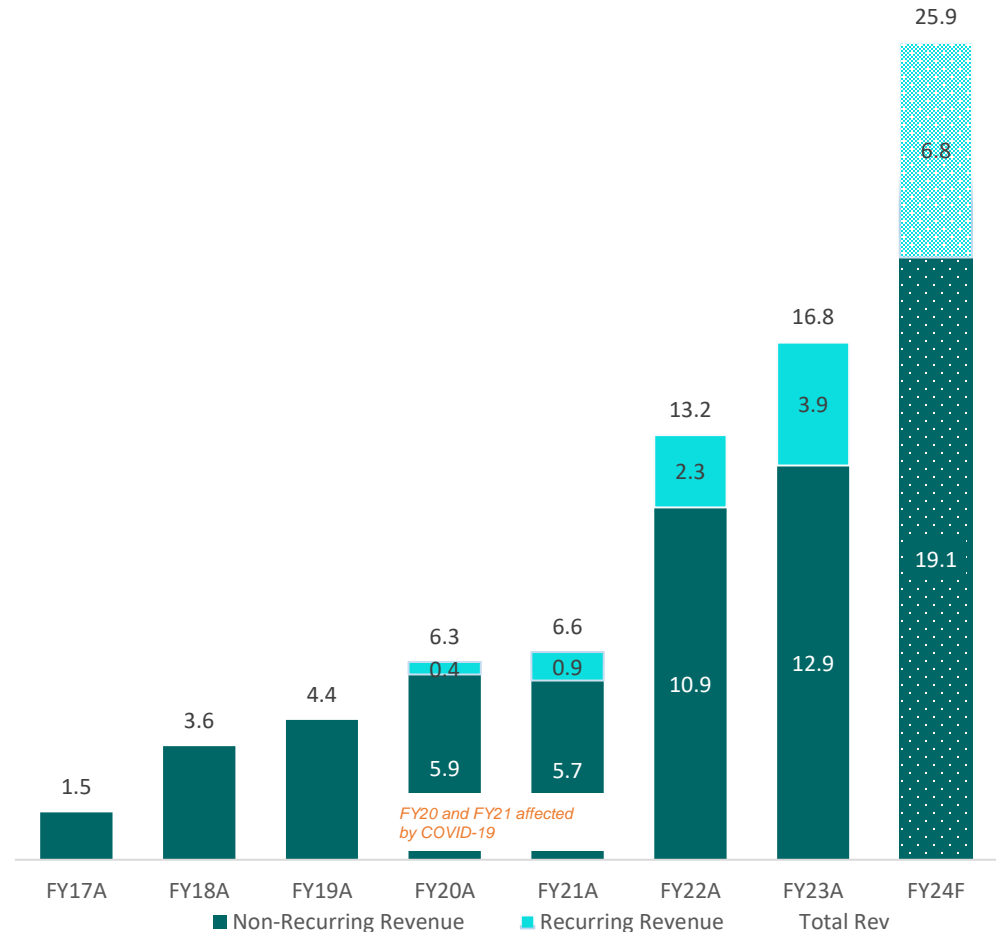
Annual scans (000's)	23	134	304	414	538	850	1,463
Active Users	19	90	165	230	285	478	761

Historical Statutory Revenue & FY24 Forecast

Evolt's revenue was impacted in FY23 due to a delay in securing additional funding. With adequate funding Evolt is well positioned to resume planned machine deployment to drive revenue growth

Commentary

- In FY22A, Evolt grew Revenue ~125% to \$13.2m as the health and wellness industry reopened post Covid shutdowns.
- H1 FY23 – revenue was \$7.2m, being 38% increase over PCP of \$5.2m (H1 FY22) and traditionally our H2 is stronger than H1
- However H2 FY23 revenue was impacted due to challenging IPO market conditions and a delay in securing additional private funding. Evolt was unable to fund the release of inventory from our manufacturer to fill orders and was forced to slow our sales function due to uncertainty of funding timeline.
- FY23 revenue of \$16.8m (27% growth) was still achieved
- Recurring revenue increased 70% to \$3.9m
- At 30 June 2023, Annualised Recurring Revenue (ARR) from Evolt Insights (software only) was \$6.6m being 106% growth from \$4.8m



Key Highlights

Proprietary technology solution

- Evolt 360 is the world's leading Body Composition Scanner integrated solution - **FDA, TGA and CE approved device - with Evolt Insights, a cloud-based software platform and Evolt Active App** provides individual users the ability to track their performance goals
- **Proprietary tech includes**
 - algorithms to analyse Evolt 360 scan data to deliver accurate and reliable body composition measurements,
 - proprietary Bio Wellness Index (BWI®) gaining traction to replace outdated BMI
 - Bio-Age calculation and
 - Diet profiling with macro nutrient and supplement recommendations

Compelling Client Business case

- Powerful client / member engagement tool and CRM to lower churn and improve member satisfaction
- Strong ROI to business clients with immediate cash flow

Blue Chip Clients & Global footprint

- **Leading gym, fitness and corporate clients** – growth underpinned
- Evolt currently operates in **42 countries** across the globe, having placed **4,304 machines** to date with sales offices in Australian and the USA and distributor relationships in 14 countries
- **World's largest gym chain**, Anytime Fitness, has mandated the Evolt platform across their ~5,500 global locations in 50 countries

Large addressable market – across multiple verticals

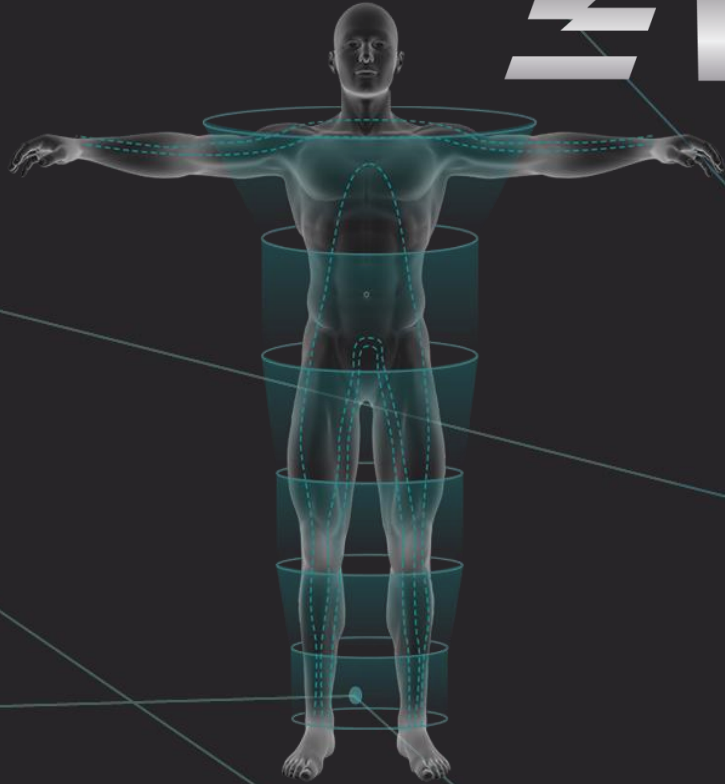
- **210,000 fitness and health clubs** in branded chains alone (184 million members globally)
- **Retail Market** – Pharmacy, Vitamin, Supplement Stores
- **Corporate** 'Health and Wellbeing' is a large and growing global thematic
- **Medical (future focus)** – GP practices as substantial potential market opportunity worldwide (e.g. Obesity / Diabetes – Ozempic & Semaglutide diagnosis/monitoring, Age & Degenerative conditions, Health Insurance industry)

Strong growth with growing recurring revenue

- **Consistent growth in machine placements** – underpinned by Anytime Fitness, existing leading gym brands and new enterprise agreements
- **New Users and Return Users**
- **Scans** – accelerating growth supporting the adoption and member benefits
- **Improving financials** - Revenue growth, EBITDA positive and Recurring Revenue from perpetual software license
- **GOAL** - 10,000 machines installed ~\$24m in recurring revenue from software only – goal of >20,000 machines in 5 years



EVOLT 360



CLIENT 1
INDIVIDUAL RESULT REPORT

EWI
6.9 / 10

- TOTAL WEIGHT ▼ LOSS 13.6 KG
- SKELETAL MUSCLE ▼ GAINED 2.4 KG
- PROTEIN MASS ▼ GAINED 1.7 KG

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PROGRESS CHARTS

Overall weight progress

■ Weight ■ Skeletal Mass ■ Fat Mass

Time	Weight	Skeletal Mass	Fat Mass
10/14	75.0	3.5	10.0
12/14	61.4	3.9	7.5
2/15	61.4	3.9	7.5
4/15	61.4	3.9	7.5
6/15	61.4	3.9	7.5
8/15	61.4	3.9	7.5
10/15	61.4	3.9	7.5
12/15	61.4	3.9	7.5

LOG

INFO

MENU

THANK YOU