

ASX announcement



Vita Group completes acquisition of Clear Complexions

14 November 2017

Vita Group (ASX:VTG) today announced the completion of its acquisition of Clear Complexions¹, marking Vita's entry into the \$1 billion per annum² Australian non-invasive medical aesthetics (NIMA) market.

The business was acquired via an asset purchase agreement for \$9.5 million, comprising \$8.5 million in cash and \$1 million in VTG shares. The agreement includes the sellers of Clear Complexions receiving an option to obtain a five per cent interest in Vita Group's new non-invasive medical aesthetics (NIMA) business for nominal consideration. It also includes the potential for the sellers to receive earn-outs should the business exceed earnings targets over the next two years.

Vita Group anticipates Clear Complexions to deliver annual revenue of around \$10 million, and earnings before interest, tax, depreciation and amortisation (EBITDA) of over \$1 million in the year post acquisition, with further growth anticipated in the future.

As previously announced, the acquisition of Clear Complexions is part of the group's strategy to diversify its portfolio to drive continued growth and profitability. With a network of six clinics across Sydney and Canberra and a team of medically-trained skincare professionals, the Clear Complexions brand provides a strong foundation for Vita to grow in the fast-growing premium NIMA market. The category encompasses non-surgical cosmetic treatments such as anti-wrinkle injectables, chemical facial peels, dermal fillers, laser and light-based therapies, body sculpting, and tattoo removal.

Further enquiries:

Andrew Leyden
Chief Financial Officer
Ph: 07 3624 6701
Mob: 0438 719 778

Suzanne Bartlett (Media)
External Communications Manager
Ph: 07 3624 6913
Mob: 0429 967 084

About Clear Complexions

¹Clear Complexions are experts in empowering clients to feel their best through beautiful, healthy skin. They do this through a team of medically-trained professionals, using best-in-class technology and specialised training and skills. For more information, visit www.clearcomplexions.com.au.

About Vita Group

Vita Group is a consultative solutions provider, specialising in enhancing customers' way of life. Vita operates Telstra branded stores and Business Centres, SQDathletica, Vita Enterprise Solutions and Sprout. For further information, visit www.vitagroup.com.au.

²Source: Cosmetic Physicians College of Australia



Vita Group Limited - ABN 62 113 178 519

Phone. (07) 3624 6666
Fax. (07) 3624 6999
Email. info@vitagroup.com.au

Actual. 77 Hudson Road Albion QLD 4010
Post. PO Box 218 Albion QLD 4010
www.vitagroup.com.au