

11 March 2024

**Totally plc**

**("Totally", "the Company" or "the Group")**

**Totally secures further contract for insourcing with Saolta Group**

*Contract valued at c.£700,000 for 12 months with option to extend for further 12 months*

Totally plc (AIM: TLY), a leading provider of frontline healthcare services, corporate fitness and wellbeing services across the UK and Ireland, announces it has won a further new insourcing contract for the delivery of Oral and Maxillofacial outpatient and day surgery services for the Saolta University Health Care Group (the "Saolta Group") in Ireland.

The new contract, valued at c.£700,000 is for the insourcing of maxillofacial/oral surgery outpatient assessments and day surgery sessions for a 12-month period commencing immediately following mobilisation. All procedures will be delivered during weekends when hospital facilities are not otherwise in use, maximising the potential number of patients seen within the existing hospital infrastructure. Following the initial 12-month period there is an option to extend for a further 12 months.

The contract was awarded through a mini-competition process where Totally (tendering as Totally Healthcare Limited) ranked highly on all criteria, including cost, approach and methodology, resourcing and mobilisation, contract management and service levels, underpinned by its experience working in other hospitals and bank of suitably qualified staff.

Totally has worked with Saolta Group in Ireland since 2021, providing insourcing support for various specialties including gastroenterology and urology. The Saolta Group provides acute and specialist hospital services to the West and North West of Ireland in six hospitals across seven sites in Galway, Mayo, Roscommon, Sligo, Leitrim, Donegal and adjoining counties.

**For further information please contact:**

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**Notes to editors**

**About Totally**

Totally is a leading provider of healthcare and wellbeing services across the UK and Ireland, working in partnership with the NHS, other healthcare providers and corporate customers to help address the challenges of increased demand for healthcare services.

The Company is committed to pursuing a progressive buy-and-build consolidation strategy within the fragmented healthcare market and looks to capitalise on the attractive opportunities that its disruptive service model offers to generate value to shareholders.

Totally helps healthcare commissioners and hospitals ensure patients can access the most appropriate care quickly and

efficiently by delivering quality urgent care services, such as NHS 111 and urgent treatment centres, elective care services including insourcing, outsourcing and elective care delivered via 'Any Qualified provider', as well as community dermatology clinics; and therapy servicing including first contact practitioner and a full physiotherapy and podiatry offering. Our corporate customer services also play a role in reducing reliance on healthcare by promoting healthy lifestyles and physical and mental health.

#### **Healthcare services**

**Urgent Care:** Totally's urgent care services are delivered under the Totally Urgent Care brand, by Vocare and Greenbrook Healthcare. Both businesses have a strong heritage and have been delivering quality urgent care services including NHS 111, GP Out of Hours and Urgent Treatment centres on behalf of the NHS for more than 25 years and 15 years respectively.

**Elective care:** Totally's elective care services are delivered by Pioneer Healthcare, About Health and Premier Physical Healthcare.

- Pioneer Healthcare was established in 2007 and delivers a wide range of acute services to NHS patients, in partnership with independent healthcare sector private hospitals across England, to help the NHS reduce waiting lists whilst maintaining patient care and quality. Pioneer offer services through insourcing and outsourcing agreements and through its Any Qualified Provider status.
- About Health has been delivering community-based specialist care with a focus on delivering prompt assessment and treatment across the country since 2008.
- Premier Physical Healthcare was established in 2007 and provides physiotherapy and podiatry services to NHS patients, often within a community GP practice, and to the prison service.

#### **Corporate Wellbeing Services**

**Energy Fitness Professionals ("EFP"):** EFP is a corporate fitness provider established in 1990 to address a gap in the market for workplace fitness, which has grown to offer a range of services covering workplace wellbeing. EFP manages 58 gyms on behalf of its corporate customers, with more than 11,500 members.

For more information visit [www.totallyplc.com](http://www.totallyplc.com)

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