

2017		AVERAGE	MEDIAN	MIN	MAX
Total revenue		331.3	330.0	325.3	337.9
	<i>Benelux</i>	<i>242.7</i>	<i>243.3</i>	<i>237.6</i>	<i>246.6</i>
	<i>France & Spain</i>	<i>90.9</i>	<i>88.7</i>	<i>85.8</i>	<i>100.2</i>
	<i>Fitness revenue</i>	<i>322.2</i>	<i>321.8</i>	<i>317.1</i>	<i>329.4</i>
	<i>Other revenue</i>	<i>9.3</i>	<i>8.4</i>	<i>7.5</i>	<i>13.8</i>
Operating costs		(186.8)	(185.2)	(193.0)	(182.8)
Adjusted club EBITDA		144.5	144.8	140.9	146.5
Total overhead costs		(43.0)	(43.1)	(43.8)	(42.0)
Adjusted EBITDA		100.8	101.1	97.8	103.6
Exceptional items		(1.3)	(2.0)	(3.2)	0.0
EBITDA		99.4	100.0	95.8	103.6
D&A		(73.4)	(73.3)	(74.8)	(72.4)
	Depreciation	(57.4)	(57.3)	(59.3)	(56.1)
	Amortisation	(16.0)	(16.0)	(16.7)	(15.0)
EBIT		26.0	25.2	22.3	30.8
Net Interest		(7.0)	(7.0)	(7.9)	(5.6)
Corporation tax		(6.2)	(5.5)	(10.1)	(4.4)
Net Income		14.1	13.5	8.9	22.0
Clubs		520	519	519	522
Members		1,538	1,554	1,454	1,600
Adjusted earnings		27.3	28.3	24.0	30.2
Net debt		270	277	234	283

¹ Earnings before amortisation, interest on shareholder loans, exceptional items, one-offs and the related tax effects

2018		AVERAGE	MEDIAN	MIN	MAX
Total revenue		415.4	412.3	395.1	431.8
	<i>Benelux</i>	<i>268.2</i>	<i>264.2</i>	<i>254.1</i>	<i>290.3</i>
	<i>France & Spain</i>	<i>152.8</i>	<i>148.3</i>	<i>141.0</i>	<i>173.7</i>
	<i>Fitness revenue</i>	<i>404.7</i>	<i>405.9</i>	<i>383.2</i>	<i>421.3</i>
	<i>Other revenue</i>	<i>13.0</i>	<i>11.6</i>	<i>10.5</i>	<i>18.8</i>
Operating costs		(231.7)	(227.0)	(245.5)	(220.8)
Adjusted club EBITDA		183.6	183.6	174.4	190.4
Total overhead costs		(48.8)	(48.2)	(52.0)	(45.2)
Adjusted EBITDA		134.3	135.4	129.1	139.7
Exceptional items		(0.9)	0.0	(2.2)	0.0
EBITDA		133.5	133.2	127.1	139.7
D&A		(85.5)	(85.3)	(89.3)	(79.8)
	Depreciation	(69.5)	(69.9)	(73.4)	(63.8)
	Amortisation	(16.1)	(16.3)	(17.4)	(14.6)
EBIT		47.9	44.2	41.0	59.9
Net Interest		(7.4)	(7.4)	(8.3)	(7.0)
Corporation tax		(10.8)	(9.8)	(14.9)	(8.4)
Net Income		32.0	28.0	26.6	42.0
Clubs		618	619	609	623
Members		1,872	1,888	1,714	1,983
Adjusted earnings¹		44.8	44.9	40.4	51.3
Net debt		282	284	234	307

¹ Earnings before amortisation, interest on shareholder loans, exceptional items, one-offs and the related tax effects