

2017

	AVERAGE	MEDIAN	MIN	MAX
Total revenue	329.5	330.6	317.7	335.5
<i>Benelux</i>	<i>240.5</i>	<i>244.6</i>	<i>225.9</i>	<i>246.8</i>
<i>France & Spain</i>	<i>89.0</i>	<i>89.5</i>	<i>85.2</i>	<i>91.9</i>
<i>Fitness revenue</i>	<i>319.8</i>	<i>320.5</i>	<i>305.9</i>	<i>329.4</i>
<i>Other revenue</i>	<i>9.1</i>	<i>8.5</i>	<i>7.8</i>	<i>11.8</i>
Operating costs	(184.4)	(183.0)	(191.7)	(174.7)
Adjusted club EBITDA	145.0	144.9	143.1	148.0
Total overhead costs	(40.0)	(39.5)	(42.8)	(36.2)
International overhead	(14.3)	(13.9)	(19.1)	(10.0)
Country overhead	(25.0)	(23.3)	(29.5)	(22.3)
Adjusted EBITDA	104.4	103.9	100.4	109.0
Exceptional items	(1.2)	0.0	(5.7)	0.0
EBITDA	103.2	102.7	96.4	109.0
D&A	(73.2)	(74.5)	(78.6)	(67.5)
Depreciation	(56.6)	(57.2)	(61.9)	(52.3)
Amortisation	(16.6)	(16.7)	(18.2)	(15.2)
EBIT	29.9	29.5	21.8	36.7
Net Interest	(6.9)	(7.0)	(8.3)	(5.1)
Corporation tax	(4.7)	(4.8)	(10.6)	0.0
Net Income	19.2	16.9	15.1	28.1
Clubs	519	519	519	520
Members	1,527	1,549	1,447	1,593
Adjusted earnings¹	32.2	31.2	18.4	50.5
Net debt	268.1	271.7	231.0	290.5

¹ Earnings before amortisation, exceptional items, one-offs and the related tax effects

2018

	AVERAGE	MEDIAN	MIN	MAX
Total revenue	413.1	410.5	401.0	429.5
<i>Benelux</i>	266.6	265.5	245.1	290.3
<i>France & Spain</i>	148.7	149.9	139.2	155.9
<i>Fitness revenue</i>	401.2	397.2	384.8	419.1
<i>Other revenue</i>	12.6	11.7	10.5	16.2
Operating costs	(229.8)	(226.0)	(245.1)	(215.5)
Adjusted club EBITDA	184.9	185.3	182.0	187.0
Total overhead costs	(46.7)	(47.3)	(51.3)	(39.9)
International overhead	(15.9)	(14.4)	(23.1)	(10.2)
Country overhead	(29.2)	(28.2)	(33.9)	(25.5)
Adjusted EBITDA	137.5	136.9	130.5	142.1
Exceptional items	(1.1)	0.0	(4.6)	0.0
EBITDA	136.4	135.9	130.5	142.1
D&A	(85.6)	(85.8)	(94.0)	(78.4)
Depreciation	(69.1)	(68.8)	(77.3)	(61.7)
Amortisation	(16.5)	(16.7)	(18.9)	(13.7)
EBIT	50.8	51.4	36.4	63.1
Net Interest	(7.5)	(7.3)	(9.1)	(6.0)
Corporation tax	(8.3)	(9.8)	(15.0)	5.0
Net Income	36.8	33.5	28.2	62.1
Clubs	618	619	609	619
Members	1,861	1,874	1,721	1,983
Adjusted earnings¹	51.1	45.4	35.3	75.3
Net debt	275.1	287.4	228.0	295.0

¹ Earnings before amortisation, exceptional items, one-offs and the related tax effects