

2017

	AVERAGE	MEDIAN	MIN	MAX
Total revenue	328.3	328.1	325.3	333.4
<i>Benelux</i>	238.0	238.5	229.9	243.7
<i>France & Spain</i>	89.0	89.4	74.0	98.2
Fitness revenue	320.2	319.6	317.8	324.9
Other revenue	8.0	7.6	7.5	10.0
Operating costs	(196.9)	(185.1)	(296.4)	(182.6)
Adjusted club EBITDA	143.8	144.5	141.0	146.0
Total overhead costs	(43.3)	(43.3)	(45.1)	(41.4)
International overhead	(18.6)	(17.4)	(23.5)	(15.8)
Country overhead	(24.8)	(25.6)	(28.1)	(20.7)
Adjusted EBITDA	100.0	99.4	98.0	102.3
Exceptional items	(1.9)	(2.0)	(5.6)	0.0
EBITDA	97.9	98.0	93.8	101.4
D&A	(72.2)	(72.4)	(74.8)	(69.6)
Depreciation	(56.6)	(56.5)	(59.3)	(54.0)
Amortisation	(15.7)	(15.6)	(16.3)	(15.0)
EBIT	25.6	25.0	22.3	28.9
Net Interest	(6.9)	(7.0)	(7.9)	(5.6)
Corporation tax	(5.5)	(5.4)	(9.0)	(3.8)
Net Income	13.2	13.1	10.6	16.4
Clubs	519	519	515	521
Members	1,524	1,524	1,443	1,595
Adjusted earnings	30.4	28.7	25.7	43.7
Net debt	275	277	254	283

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

2018

	AVERAGE	MEDIAN	MIN	MAX
Total revenue	407.5	407.6	395.1	424.0
<i>Benelux</i>	257.3	255.0	241.5	286.9
<i>France & Spain</i>	146.7	144.3	126.9	166.0
Fitness revenue	396.9	396.0	385.1	413.5
Other revenue	10.7	9.9	9.4	15.0
Operating costs	(242.6)	(229.6)	(351.1)	(220.2)
Adjusted club EBITDA	179.1	178.2	174.9	185.3
Total overhead costs	(49.1)	(48.9)	(52.0)	(45.6)
International overhead	(20.6)	(20.0)	(25.4)	(17.0)
Country overhead	(28.7)	(30.1)	(32.6)	(22.3)
Adjusted EBITDA	129.6	129.2	127.2	136.9
Exceptional items	(1.4)	(2.0)	(4.6)	1.0
EBITDA	128.1	127.2	123.9	136.9
D&A	(85.2)	(85.3)	(88.4)	(80.5)
Depreciation	(69.6)	(70.0)	(73.4)	(64.4)
Amortisation	(15.7)	(15.5)	(17.4)	(14.6)
EBIT	42.9	42.7	38.9	51.7
Net Interest	(7.3)	(7.2)	(8.3)	(6.4)
Corporation tax	(9.4)	(8.5)	(13.4)	(7.9)
Net Income	26.2	25.4	23.1	33.0
Clubs	619	619	615	623
Members	1,865	1,875	1,719	1,985
Adjusted earnings¹	43.6	40.9	36.4	60.8
Net debt	297	300	275	310

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