

**BASIC-FIT**

**PRESS RELEASE**

**Q1 2018 TRADING UPDATE**

## **BASIC-FIT REPORTS A STRONG START OF THE YEAR**

*Total number of memberships increased by 24% year on year to 1.65 million*

### THREE MONTHS HIGHLIGHTS

- 8 Number of memberships increased by 24% year on year to 1.65 million (Q1 2017: 1.33 million)
- 8 Group revenue increased by 20% year on year to €92.6 million; excluding the impact of IFRS 15 this would have been an increase of 22% to €93.9 million (Q1 2017: €76.9 million)
- 8 Number of clubs in the network increased by 12 in Q1 to 533 (Q1 2017: 440 clubs); continue to be on track to open around 100 clubs in 2018

### REVENUE DEVELOPMENT

Basic-Fit reported revenue of €92.6 million over the first three months of 2018. This is an increase of 20% compared to the €76.9 million in the same period in 2017. The increase is explained by the increase in memberships (up 24% to 1.65 million) and higher other revenue (up 56% to €2.5 million), which were partly offset by a lower average revenue per member per month (due to the larger stake of France with a 20% VAT rate) and a €1.3 million non-cash negative impact of the IFRS 15 implementation as explained at our full year results in March.

#### **Rene Moos, CEO Basic-Fit:**

*“We started the year very well by increasing the total number of memberships by a record of 126 thousand to 1.65 million. This is a good achievement and it provides a solid basis for the remainder of the year.*

*We are confident to grow our network by around 100 clubs in 2018 and onwards. Like last year, the club openings will be back-end loaded in the first half of the year in which we expect to open around 45 clubs. In the second half of the year the number of club openings will be around 55 clubs.”*

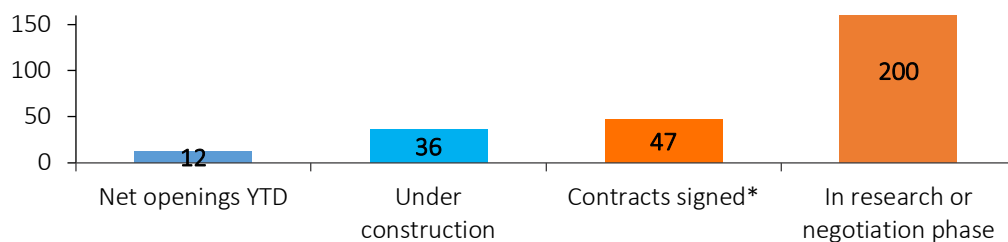
### CLUB DEVELOPMENT

	MAR '18	DEC '17	SEP '17	JUN '17	MAR '17
TOTAL # CLUBS	533	521	493	466	440

In the first three months, we opened 13 clubs. In Belgium we merged two clubs for efficiency purposes, resulting in an increase of our network by 12 clubs to 533. 11 clubs were opened in

France, one in Belgium and one in the Netherlands.

### Club openings pipeline (# clubs)



\* Contracts signed includes sites for which we are awaiting permit approval

The club openings pipeline remains strong with 36 clubs under construction and contracts signed for another 47 clubs. Over 200 clubs are in the research or negotiation phase.

- END -

### FOR MORE INFORMATION

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Basic-Fit is listed on Euronext Amsterdam in the Netherlands  
ISIN: NL0011872650 Symbol: BFIT

### FINANCIAL CALENDAR

AGM	26 April 2018
Half Year 2018 results	2 August 2018

### ABOUT BASIC-FIT

With 533 clubs, Basic-Fit is the largest fitness operator in Europe. We operate in five countries and in our clubs, more than 1.6 million members can work on improving their health and fitness. Basic-Fit operates a straightforward membership model and offers a high-quality, value-for-money fitness experience that appeals to the fitness needs of all active people who care about their personal health and fitness. A typical subscription costs €19.99 and gives people access to all our clubs in Europe and a pass which can be shared with family members.

### FORWARD-LOOKING STATEMENTS / IMPORTANT NOTICE

Some statements in this press release may be considered 'forward-looking statements'. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that may occur in the future. These forward-looking statements involve known and unknown risks, uncertainties and other factors that are outside of our control and impossible to predict and may cause actual results to differ materially from any future results expressed or implied. These forward-looking statements are based on current expectations, estimates, forecasts, analyses and projections about the industry in which we operate and management's beliefs and assumptions about possible future events. You are cautioned not to put undue reliance on these forward-looking statements, which only express views as at the date of this press release and are neither predictions nor guarantees of possible future events or circumstances. We do not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events, except as may be required under applicable securities law.