

## **BASIC-FIT REPORTS STRONG GROWTH IN REVENUE AND MEMBERSHIPS**

### FIRST NINE MONTHS HIGHLIGHTS

- 8 Group revenue increased by 22% year on year to €291 million (YTD 2017: €238 million)
- 8 Number of memberships increased by 21% year on year to 1.78 million (YTD 2017: 1.47 million)
- 8 Number of clubs increased by 65 year to date to 586 clubs, an increase of 93 clubs compared to a year ago (YTD 2017: 493 clubs)

### OUTLOOK 2018

- 8 On track to open at least 100 clubs in 2018
- 8 Total number of memberships to grow by around 23% (YE 2017: 1.52 million)

### REVENUE DEVELOPMENT

Basic-Fit reported revenue of €291.5 million over the first nine months of 2018, an increase of 22% compared to the €238.4 million in the same period in 2017. This is explained by the increase in memberships (up 21% to 1.78 million) and higher other revenue (up 39% to €7.1 million), which were partly offset by a 1% lower average revenue per member per month (due to the larger stake of France with a 20% VAT rate) and a €0.9 million non-cash negative impact of IFRS 15.

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

*“Basic-Fit had another strong quarter. In September we started to advertise nationally in France to further strengthen our brand and brand positioning. Overall the number of memberships increased by 21% compared to a year ago. This is an excellent result in light of the 19% increase in clubs.”*

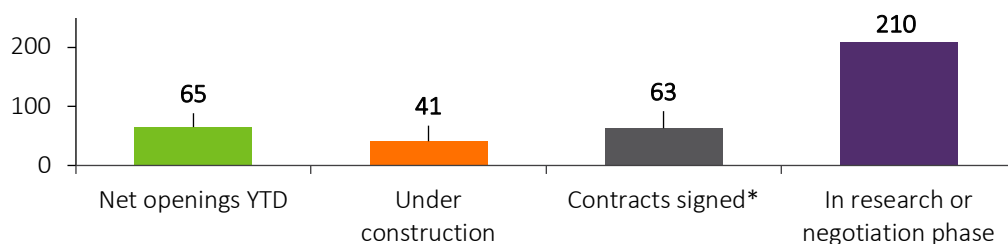
*At the end of September, we had 41 clubs under construction, which are all expected to open in the fourth quarter. We are on track to open at least 100 clubs in 2018 and continue to execute our ambitious growth strategy.”*

### CLUB DEVELOPMENT

	SEP '18	JUN '18	MAR '18	DEC '17	SEP '17
TOTAL # CLUBS	586	565	533	521	493

In the first nine months, we opened 67 new clubs and merged two clubs in the first quarter in Belgium and two clubs in France in the third quarter, resulting in 65 net additions. Of the 65 opened clubs, 57 were opened in France, five in the Netherlands, two in Belgium and one in Luxembourg. We now have a total of 586 clubs in our network, of which 217 in France, 169 in Belgium, 157 in the Netherlands, 33 in Spain and 10 in Luxembourg.

### Club openings pipeline (# clubs)



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

The club openings pipeline remains strong with 41 clubs under construction and contracts signed for another 63 clubs at the end of September. Over 200 clubs are in the research or negotiation phase. As communicated earlier, this year's club openings are back-end loaded. In October we opened 11 clubs, bringing the total to 76 club openings. We remain on track to deliver at least 100 club openings in 2018.

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### FOR MORE INFORMATION

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

### FINANCIAL CALENDAR

Full Year 2018 results	6 March 2019
Q1 2019 trading update	16 April 2019
AGM	18 April 2019

### ABOUT BASIC-FIT

With 586 clubs, Basic-Fit is the largest fitness operator in Europe. We operate in five countries and in our clubs, more than 1.7 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.