

BASIC-FIT PRESS RELEASE

Q3 2026 TRADING UPDATE

Hoofddorp, 21 October 2026

STRONG MEMBERSHIP DEVELOPMENT CONTINUING

FY 2026 GUIDANCE REITERATED

FIRST NINE MONTHS HIGHLIGHTS

- Revenue increased by 18% year on year to €1.217 billion in the first nine months (9M 2025: €1.034 billion)
- Number of owned clubs increased by 156, up 9% year on year to 1,809 clubs (9M 2025: 1,653)
- Number of owned club memberships increased by 690 thousand, up 15% year on year to 5.42 million (9M 2025: 4.73 million)
- Average number of memberships at Basic-Fit branded owned clubs increased by 133 members per club year to date to 3,035 (FY 2025: 2,902)
- Average revenue per member per month of Basic-Fit branded owned clubs increased to €25.64 (9M 2025: €25.28)

OUTLOOK 2026 REITERATED

- Group revenue of between €1.64 billion and €1.69 billion
- Underlying EBITDA less rent of between €430 million and €460 million
- Approximately 50 net Basic-Fit owned club openings
- Significant improvement in positive free cash flow expected in 2026 (FY 2025: €26.1 million)
- Leverage ratio of just over 2.0 times

RENE MOOS, CEO BASIC-FIT

"In the third quarter, we saw the strong membership trend continue. Average membership per Basic-Fit branded club increased to 3,035, up from 2,902 at the start of the year, particularly supported by a good development in France and Spain. With an increase of 133 members per club on average year to date, we are making strong progress towards our medium-term target of 3,200 members per club."

"Our continued focus on enhancing the member experience is delivering results. Investments in the look and feel of our clubs, a consistent focus on club quality and actively listening to our members are translating into measurable improvements in member satisfaction and engagement. Average member ratings on Google have risen steadily over the past few years to 4.5, while member activity levels have also increased. In addition, average member length of stay has continued to increase and is expected to exceed 24 months this year, reflecting our success in building lasting relationships with our members."

"We have started the conversion of the acquired wellyou, and Kraftwerk clubs in Germany to the Basic-Fit format. The 49 clubs in total are expected to be reopened as Basic-Fit clubs at the start of 2027. This is a significant step towards achieving the critical mass of 200 Basic-Fit branded clubs in Germany."

The 33 owned Clever Fit clubs in Austria and after closing of the transaction the 18 Speedfit clubs in Austria are expected to be converted to Basic-Fit in the summer of next year, in time for the September sales season. By converting the 51 clubs we are making significant progress towards achieving market leadership in Austria.

These acquisitions are exemplary for our multi-vertical growth strategy, communicated during our capital markets day. Through a mix of organic, inorganic and franchise driven growth we will grow the network while bringing our ROCE up to low to mid-teens in the medium-term."

Key metrics	9M 2026	9M 2025	Change
Revenue (€ millions)	1,217	1,034	18%
Owned Clubs	1,809	1,653	9%
Franchise Clubs	437	0	-
Memberships owned clubs (millions)	5.42	4.73	15%
Memberships franchise clubs (millions)	0.83	0	-
ARPU ¹	25.64	25.28	1%

¹ Club revenue divided by average memberships at Basic-Fit branded owned clubs

Clubs network and membership development

At the end of September 2026, the total club network comprised 2,246 clubs, an increase of 95 clubs since year-end 2025. The number of owned clubs increased by 93 in the first nine months of 2026, reaching 1,809. Compared to a year ago, this represents an increase of 156 clubs or 9.4%. The number of clubs operating under the Basic-Fit brand was 1,711 at the end of September 2026, compared with 1,653 in Q3 2025 and 1,660 at year end 2025.

Following the acquisition of Clever Fit in November 2025, the number of franchise clubs was 437 up from 435 at year end 2025.

Geographical club split			
Number of clubs end of period			
Owned Clubs	Q3 2026	FY 2025	Q3 2025
France	901	894	893
Netherlands	250	246	245
Spain	246	230	227
Belgium	242	236	235
Luxembourg	10	10	10
Germany	127	67	43
Austria	33	33	
Total owned clubs	1,809	1,716	1,653
Franchise clubs	437	435	-
Total owned clubs and franchise clubs	2,246	2,151	1,653

Our French network increased by seven clubs year to date to 901. In Spain, our network increased by 16 clubs year to date to 246. In the Netherlands, our network increased by four clubs year to date to 250, while in Belgium we added six clubs bringing the total to 242.

The German owned club network increased by 84 clubs year on year to 127, driven by the continued integration of Clever Fit, the addition of 41 wellyou clubs acquired in July 2026 and the acquired Kraftwerk clubs.

Revenue development

Basic-Fit reported an 18% increase in revenue to €1.217 billion over the first nine months of 2026 (9M 2025: €1.034 billion). The increase was driven by strong growth in memberships and a higher average revenue per member.

Club revenue increased by 16.3% year on year to €1,188 million (9M 2025: €1,022 million). The average revenue per member at Basic-Fit branded owned clubs increased by 1.4% to €25.64 (9M 2025: €25.28). Quarter over quarter the ARPU stayed stable despite the seasonal strong membership ingrowth in September. We expect the steady ARPU growth to continue going forward.

Franchise revenue was €16.5 million and includes royalty and licence fee income from our Clever Fit franchise network. The Clever Fit acquisition closed in November 2025, so there is no comparison base for the first nine months of 2025. Other Revenue, which includes sales from our webshop and NXT Level nutritional products to retailers, was €11.9 million, -1.5% year on year (9M 2025: €12.1 million).

Franchise update

As communicated in earlier press releases, we see great opportunities in building our own franchise platform, leveraging our scale advantages, technologies and knowledge. The franchise business requires limited capital expenditure and opens the possibility of expanding into new countries. We are pleased with the progress we have made in establishing our franchise operations and with the performance of the Clever Fit franchise network acquired in November 2025. We expect to launch our Basic-Fit branded franchise operations before the end of the year, and we see franchising as a core growth pillar for the group in the medium-term.

Outlook 2026

On the back of continued strong performance in the third quarter, we reiterate our guidance for 2026. We have raised our underlying EBITDA less rent guidance twice this year, from an initial range of between €405 million and €445 million to a range of €430 million to €460 million today, representing an increase of €20 million in the midpoint. We also confirm revenue guidance of between €1.64 billion and €1.69 billion.

We already achieved the approximately 50 net Basic-Fit owned club openings for the full year. The reduced organic expansion capex and improving club profitability will support a significant improvement in positive free cash flow in 2026 and a reduction in our leverage ratio to just over 2.0 times. Our capital-light franchise business continues to gain momentum, as we prepare to launch the Basic-Fit branded proposition, and our financial flexibility continues to support bolt-on M&A opportunities as the European fitness market undergoes consolidation.

Longer term, we continue to see significant growth opportunities in Europe's underpenetrated fitness market. Through our multi-vertical growth strategy, we will capture this growth in a ROCE-enhancing way.

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FOR MORE INFORMATION

Basic-Fit Investor Relations

+31 (0)23 302 23 85

investor.relations@basic-fit.com

Basic-Fit is listed on Euronext Amsterdam in the Netherlands

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AUDIO WEBCAST Q3 TRADING UPDATE

Date and time: 21 October 2026 at 14:00 CEST

[Link to webcast \(corporate.basic-fit.com/investors/financial-results\)](https://corporate.basic-fit.com/investors/financial-results)

FINANCIAL CALENDAR

FY 2026 results

09 March 2027

ABOUT BASIC-FIT

With 2,246 clubs and over 6.25 million memberships, Basic-Fit is the largest fitness operator and franchisor in Europe. On a daily basis, members can work on improving their health and fitness in our clubs. 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 people who care about their personal health and fitness.

NOTES TO THE PRESS RELEASE

The financials are presented in millions of Euros and all values are rounded to the nearest million unless otherwise stated. Change percentages and totals are calculated before rounding. As a consequence, rounded amounts may not add up to the rounded total in all cases.

This press release contains inside information within the meaning of Article 7(1) of the EU Market Abuse Regulation.

ALTERNATIVE PERFORMANCE MEASURES

The financial information in this report includes non-IFRS financial measures and ratios (e.g. underlying club EBITDA less rent, underlying EBITDA less rent, exceptional items, underlying net result and net debt) that are not recognised as measures of financial performance or liquidity under IFRS. In addition, Basic-Fit discloses certain other operational data, such as the number of clubs, number of members and number of countries in which Basic-Fit is present. The non-IFRS financial measures presented are measures used by management to monitor the underlying performance of the business and operations and, have therefore not been audited or reviewed. Furthermore, they may not be indicative of historical operating results, nor are they meant to be predictive of future results. These non-IFRS measures are presented because they are considered important supplementary measurements of Basic-Fit's performance, and we believe that these and similar measures are widely used in the industry in which Basic-Fit operates as a way to evaluate a company's operating performance and liquidity. Not all companies calculate non-IFRS financial measures in the same manner or on a consistent basis. As a result, these measures and ratios may not be

comparable to measures used by other companies under the same or similar names.

Term	Definition
Acquisition capex	Cash outflows for the acquisition of businesses or assets, excluding investments in the Company's existing operations
Adjusted EBITDA under the bank covenants	Underlying EBITDA less rent adjusted for permitted pro forma adjustments, which are capped at 15% of the total adjusted EBITDA
ARPU	Club revenue divided by average memberships at Basic-Fit branded owned clubs
Average maintenance capex per club	Total maintenance capex divided by the average number of clubs
Club revenue	Total of fitness membership revenue and other club revenue, which includes revenue from personal trainer services, day passes, promotional revenue and rental income from physiotherapists and other third parties
EBIT	Profit (loss) before interest, taxes and income from associates
EBITDA	Profit (loss) before interest, taxes, depreciation, amortisation and income from associates
EBITDA margin	EBITDA as a percentage of total revenue
Exceptional items	Exceptional items include start-up costs for new countries, costs related to club closures and other costs or profits that are of a one-off nature or do not reflect the normal operations of the business
Expansion capex	Total expenses of newly built clubs, acquisitions, existing club enlargements and expenses for clubs that are not yet open
Franchise revenue	Franchise fees received from franchisees, as well as commissions received from third parties regarding products and services delivered by third parties to franchisees
Free cash flow	Cash generated from operations minus capex (excluding acquisitions), lease and interest payments, adjusted for investments, divestments, and dividends from associates and changes in other financial fixed assets
Initial capex newly built club	Total expenses newly built clubs divided by the number of newly built clubs
Maintenance capex	Capex to maintain the club and replace or refurbish the fitness equipment
Mature club	Club that has been open for 24 months or more at the start of the year
Mature club ROIC	Underlying club EBITDA less rent of a mature club as a percentage of the initial investment to build a club
Net debt	Total of long-term and short-term borrowings and IFRS16 lease liabilities, less cash and cash equivalents
Net debt (excl. lease liabilities)	Total of long-term and short-term borrowings, less cash and cash equivalents
Other revenue	Revenue from sales via the online stores as well as NXT Level B2B-revenues
Overhead	Total costs related to local and international headquarters, including all IT development, customer care and marketing
Underlying club EBITDA less rent (opened clubs)	Club revenue less club costs adjusted for exceptional items and minus invoiced rent costs of clubs
Underlying club EBITDA less rent margin	Underlying club EBITDA less rent as a percentage of club revenue
Underlying EBITDA less rent	EBITDA adjusted for exceptional items and minus invoiced rent costs
Underlying EBITDA less rent margin	Underlying EBITDA less rent as a percentage of total revenue

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.