

# **BASIC-FIT PRESS RELEASE**

## **CAPITAL MARKETS DAY 2021**

Hoofddorp, 4 November 2021

### **BASIC-FIT TO ACCELERATE PACE OF CLUB OPENINGS**

**Revenue to grow to €800 – €850 million in 2022**

Basic-Fit N.V. (Euronext: BFIT), Europe's largest and fastest growing fitness operator with over 1,000 clubs and 2.25 million members, will present an update on its strategy and growth plans for the period 2022 – 2025 during its Capital Markets Day today. Basic-Fit will further accelerate the pace of club openings to between 200 and 300 clubs a year, which is a clear step up from 100 to 150 openings over the past five years. Basic-Fit aims to have 1,250 clubs by the end of 2022 and 2,000 clubs by 2025. By 2030, Basic-Fit aims to grow its network to 3,000 to 3,500 clubs.

Basic-Fit's proven growth strategy and continued recovery after the lifting of most of the COVID-19 related government measures since May, are expected to result in a revenue of €800 - €850 million in 2022, compared to €515 million in 2019 (pre-COVID level), barring unforeseen circumstances, including tougher COVID-related measures than currently in place.

The Capital Markets Day will be hosted by CEO and founder Rene Moos, together with CFO Hans van der Aar, COO Redouane Zekkri, CCO Erica van Vonderen-Hahn and Head of Treasury, IR and Sustainability Richard Piekaar. All presentations will be made available on the IR section of the Basic-Fit website at the end of the day.

#### **Highlights Capital Markets Day:**

- ❖ Basic-Fit enters the next phase of development with an accelerated club roll-out of 200 - 300 clubs per year
- ❖ Well positioned to take advantage of post-Covid market momentum with a leading commercial strategy
- ❖ Based on proven model with operational excellence and disciplined execution
- ❖ Ample room for further growth in existing countries and plans to enter a 6th country by the end of 2022
- ❖ Ambitious growth plans supported by newly developed revenue streams and innovations
- ❖ Launching its sustainability targets to drive carbon neutral club operations in 2030
- ❖ Adequate financial position and a new set of medium-term objectives to underline ambition

#### **Outlook**

Management will provide guidance for 2022 and the medium-term:

- ❖ Membership growth of around 1 million over the full year 2022
- ❖ Revenue of €800 - €850 million in 2022, and group underlying EBITDA of around €240 million

- ❖ Increased pace of club roll out to reach 1,250 clubs by year-end 2022
- ❖ First clubs opened in a new country in the fourth quarter of 2022
- ❖ 2023 and onwards to open between 200-300 clubs a year
- ❖ A network of 2,000 clubs by 2025 and 3,000-3,500 clubs by 2030

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#### MORE INFORMATION :

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#### FINANCIAL CALENDAR

FY 2021 results

09 March 2022

#### ABOUT BASIC-FIT

With more than 1,000 clubs, Basic-Fit is the largest fitness operator in Europe. We operate in five countries and more than 2.25 million 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. A typical subscription costs €19.99 per four weeks and gives people access to all our clubs in Europe plus all the benefits of the Basic-Fit App.