

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

### THREE MONTHS HIGHLIGHTS

- 8 Group revenue increased by 29% year on year to €119.4 million (Q1 2018: €92.6 million)
- 8 Number of memberships increased by 19% year on year to 1.96 million (Q1 2018: 1.65 million)
- 8 Number of clubs in the network increased by 22 in Q1 to 651 clubs (Q1 2018: 533 clubs)
- 8 On track to open around 125 clubs in 2019

### REVENUE DEVELOPMENT

Basic-Fit reported revenue of €119.4 million over the first three months of 2019. This is an increase of 29% compared to the €92.6 million in the same period in 2018. The increase is explained by the increase in fitness revenue (up 29% to €116.3 million) and higher other revenue (up 22% to €3.1 million). The strong increase in fitness revenue is explained by the 19% increase in memberships and the €20.43 average revenue per member per month, which is an increase of 8% compared to the same period last year.

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

*"We had a good start of the year with revenue increasing strongly. The positive impact of the changes in our membership structure are becoming clearly visible.*

*There has been a strong demand for the premium memberships in the first quarter. We now see that more than 25% of the joiners are subscribing for this membership type. More than 130,000 friends<sup>1</sup> have already joined our Premium members on their work-outs which is an indicator of the demand for working out together. Although this limits the growth of individual memberships, it does have a clear positive effect on revenue.*

*In the first quarter we increased our network by 22 clubs of which 13 in March. Our club openings pipeline remains well-filled and we remain confident to grow our network by around 125 clubs in 2019."*

### CLUB DEVELOPMENT

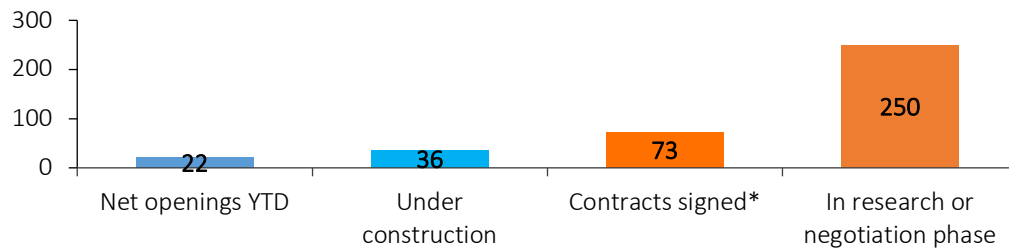
In the first three months, we opened 23 clubs and closed one club in Spain, resulting in a growth of our network by 22 clubs. We now have 651 clubs of which 162 in the Netherlands, 176 in Belgium, 10 in Luxembourg, 271 France and 32 in Spain. Compared to a year ago, the number of clubs increased by 118.

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<sup>1</sup> With a Premium membership, members can bring someone along for free each time they visit a club.

The club openings pipeline remains strong with 36 clubs under construction and contracts signed for another 73 clubs. Over 250 clubs are in the research or negotiation phase.

#### Club openings pipeline (# clubs)



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

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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

AGM 18 April 2019

Half Year 2019 results 23 July 2019

#### ABOUT BASIC-FIT

With 651 clubs, Basic-Fit is the largest fitness operator in Europe. We operate in five countries and in our clubs 2 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 per four weeks, gives people access to all our clubs in Europe and free usage of the Basic-Fit App.

#### 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.