



lifefit | group



A male personal trainer with a beard, wearing an orange long-sleeved shirt, is assisting a female client with blonde hair in a ponytail. They are in a gym setting, with the trainer holding a barbell with blue 10 kg weight plates. The trainer's black shorts have "PERSONAL TRAINER" printed on the left leg. The background shows various gym equipment and bright lighting.

LifeFit Group

Q2/FY2021 - QUARTERLY INTERIM UNAUDITED REPORT

lifefit | group

Jun
2021



EXECUTIVE SUMMARY & UPDATE MULTIBRAND STRATEGY

STATUS UPDATE ON COVID-19 BUSINESS IMPLICATIONS

PRO FORMA FINANCIALS/KPIs LIFEFIT GROUP AND BY SEGMENT

APPENDIX

1 LTM Performance affected by covid-19 impacts

- Operational KPIs went down with members just over 250k in Q1/20 to 180k in Q2/21 (driven by lack of joiners) due to club closures
- Financial KPIs in the quarter decrease following the impacts of the second lockdown as clubs mainly have been closed throughout Q2/FY21 (from Nov 20 onwards)
- Since mid of June 2021 all clubs are operating again with encouraging membership recovery

2 LTM Revenue EUR 92.0m - 23.1% vs FY20

- LifeFit was able to collect for membership dues within the club closure periods
- Total revenues have been impacted negatively by frozen memberships (~40% in the quarter), rejects and refunds as well as missing side revenues (e.g. PT income, F&B, aggregator income) during the lockdown and will decrease further in future due to missing members out of the lockdown and forthcoming compensations

3 LTM EBITDA adj. EUR 8.4m - 48.9% vs FY20 Margin 9.2% - 4.6ppt vs FY20

- LTM Adjusted EBITDA is affected by above mentioned revenue impacts out of the covid-19 club closures
- Initiated cost actions during the lockdown (esp. short-time work) were able to largely compensate revenue shortfall in the short term
- LifeFit utilizes any governmental support package which could help to mitigate the revenue shortfall out of the closure periods

4 Q2/FY21 Net Cash Flow EUR -3.3m Cash at Bank EUR 13.9m

- Q2/FY21 Net cash flow is characterised by offsetting IFRS15 effects in EBITDA and working capital re. the compensation of membership dues, EUR 1.2m capex measures (of which ~60% into expansion and 40% into existing portfolio) as well as EUR 0.8m exceptional & provisions (primary related to onerous lease and club closure costs following portfolio optimisation)
- Strong cash position at quarter end with more than EUR 13.9m cash at bank, which increased to more than EUR 20.0m after reporting date (end of Jun 21)

5 Covid-19 will create opportunities

- LifeFit Group has implemented a business transformation program to mitigate the covid-19 crisis implications and which gives the chance for sustainable increase in profitability long-term
- Undifferentiated growth of multiple operators over the last 5 years is now starting to crack, with more gym-sellers than buyers in the market resulting in consolidation
- Strong pipeline of M&A opportunities in core markets due to financial struggles of competition

KEY FIGURES ¹	Q2 2021	CHANGE VS. Q2 2020
TOTAL REVENUE	15.1m	-49.7%
ADJ. EBITDA BEFORE IFRS 16	-1.5m	<-100.0%
ADJ. EBITDA BEFORE IFRS 16 MARGIN	-9.8%	-24.7ppt
CASH AT BANK	13.9m	-15.7m
CASH AT BANK (JUN 21)	20.2m	

LEVERAGE RATIOS	pre IFRS 16	under IFRS 16
GROSS DEBT/ PF EBITDA	6.4x	6.1x
NET DEBT/ PF EBITDA	4.7x	5.7x



EARLY ACHIEVEMENTS (AFTER WEEK #2)

- 85+ classes
- Two fully booked weekends
- 250+ unique participants
- 60+ users with more than 3 workouts



Operating brands

To be rolled out



28 Clubs (of which 9 Franchise)



Fitness First

52 Clubs

ELBGYM

7 Clubs (of which 3 Franchise)

the Gym Society
customized fitness

1 Club

BARRY'S

1 Club

pure barre

CLUB PILATES

2021 tbc

Price

Mid-range

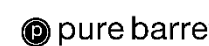
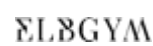
Upper range

Premium

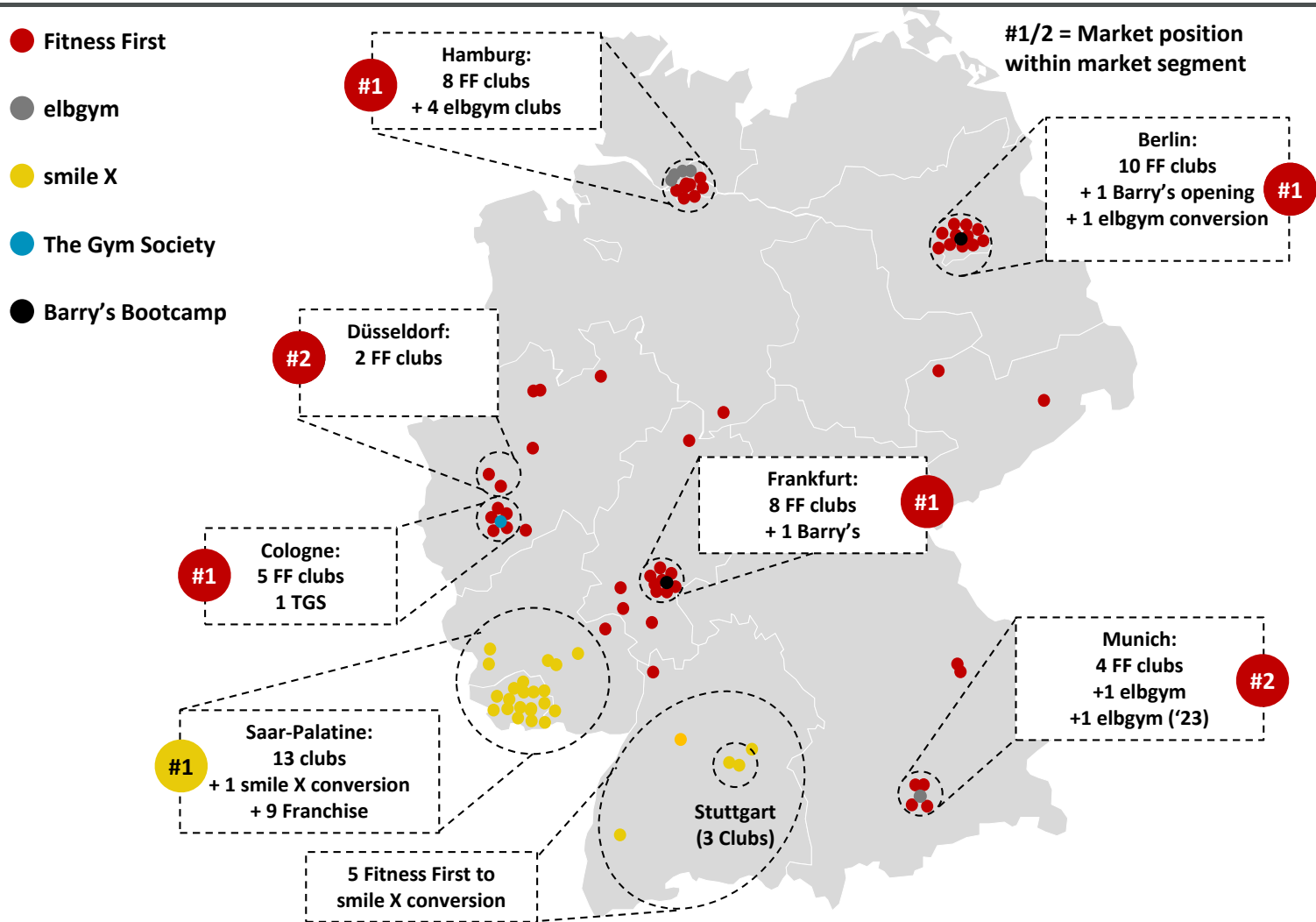
Studio / Boutique

Offering/focus	<ul style="list-style-type: none"> Modular, smaller towns 	<ul style="list-style-type: none"> Wellness & full service 	<ul style="list-style-type: none"> Performance, strength 	<ul style="list-style-type: none"> Boutique fitness / PT 	<ul style="list-style-type: none"> Boutique fitness 	<ul style="list-style-type: none"> Boutique fitness
Description	<ul style="list-style-type: none"> Leading value fitness chain in the Saar-Palatinate region with focus on offering young customers high value for money 	<ul style="list-style-type: none"> #1 premium health and fitness club operator in Germany with strong nationwide brand awareness 	<ul style="list-style-type: none"> Premium chain in Hamburg, Berlin, Augsburg and Munich offering high-intensity fitness courses with state-of-the-art machines as well as cross-fit 1 conversion from FF 	<ul style="list-style-type: none"> Personalized, high-quality, digitally supported workout with permanent access to lifestyle coaches 	<ul style="list-style-type: none"> US-based pioneer of indoor high-intensity interval training combining cardio and strength training 	<ul style="list-style-type: none"> US-based leading boutique brands in pilates and barre with 1.000+ studios in USA
Avg. retention	<ul style="list-style-type: none"> 70%+ 			<ul style="list-style-type: none"> ~ 70% 	<ul style="list-style-type: none"> PAYG 	<ul style="list-style-type: none"> ~ 55%
# of members	<ul style="list-style-type: none"> ~225,000 			<ul style="list-style-type: none"> N/A 		
Expansion in 2021+	<ul style="list-style-type: none"> 2+ Franchise tbc 1 Greenfield tbc 	<ul style="list-style-type: none"> 1 Re-location (Regensburg) 	<ul style="list-style-type: none"> 1 Greenfield tbc 1 Franchise (Munich '23) 	<ul style="list-style-type: none"> Utilisation of business partners to speed up roll-out 	<ul style="list-style-type: none"> Berlin ready to open 	<ul style="list-style-type: none"> 2021 tbc

6 Fitness First studios have already been successfully converted into smile X high value for money clubs



LifeFit Group combines successful fitness brands from the boutique, „high-value-low-price” and premium segments under 1 roof:





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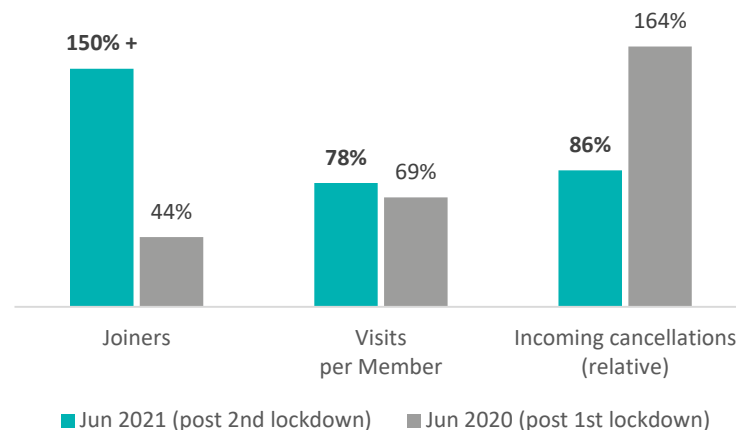
APPENDIX

Timeline

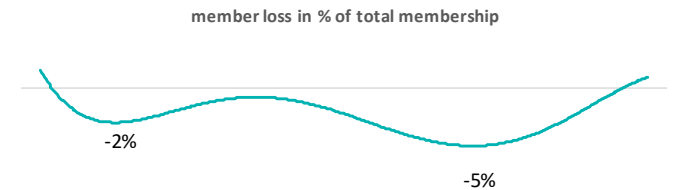
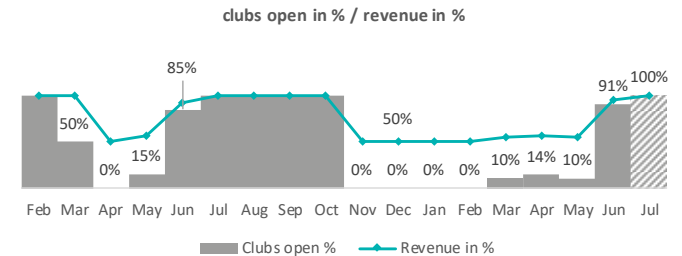
- Since mid of June all of our clubs have been operating, including the first Barry's in Frankfurt
- A dozen of clubs were able to reopen for some weeks in Mar/Apr before they had to close again
- Industry-wide cooperation accelerated
- Quick response with prepared measures (e.g. short-time work in all clubs, simplified compensation tools etc.)
- 2nd lockdown with nation wide club closures from 2 Nov 20 onwards
- Re-Opening from May 20 onwards in some federal states with limited members allowed per sqm, online class booking is mandatory
- Engagement with industry associations and politics to discuss re-opening scenarios
- Mid of April refurb in clubs accelerated (concierge project)
- Club teams and part of head office in short-time work
- Augmented digital offering, Website & Social Media as central communication tool
- Governmental nation wide lockdown with gym closures in Germany from mid of March 2020

Driving KPIs make confident for a rapid operational rebound of the business

First three week's key drivers after reopening
[in % of 2019]



- Joiners per club considerably exceed 2019 as well as 2020 reopening numbers, with stronger metropolitan than regional performance
- Joiners and visitation mix first recorded a shift towards younger male heavy-users, which normalises over time
- Visitation per member increases week by week (although still restricted) and are clearly above 2020 reopening
- Incoming cancellations (relative) are below the usual level, while they reached their interim peak after the first lockdown



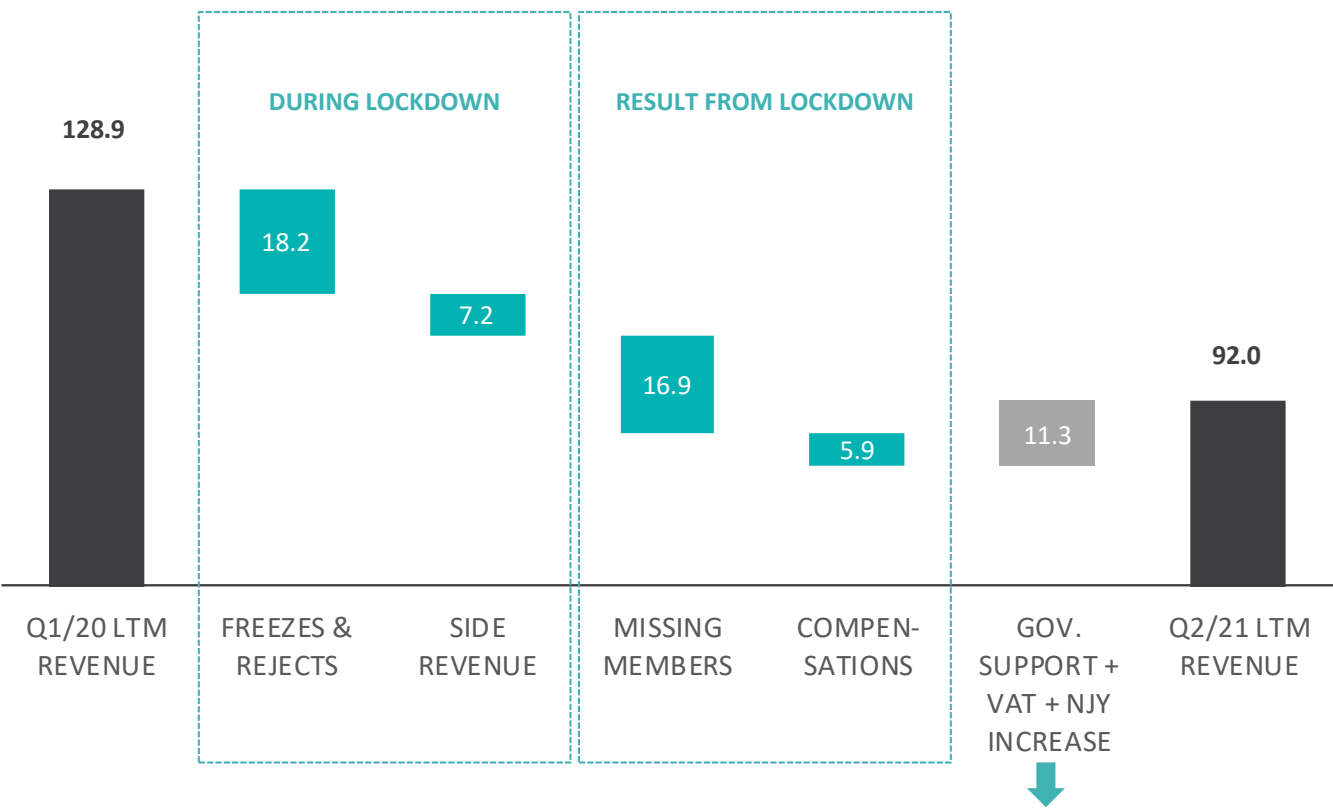
- Studios have been closed for 2.5 months on average in spring 2020 and for around 7.0 months since Nov 20
- All clubs are operating again since mid of June
- Still collected 50%+ revenue despite long lockdown period
- Membership base is primary impacted by missing joiners out of lockdown periods and is now starting to rebound
- Increased flexibility as value added in new customer contracts could result in slightly higher cancellation rates in autumn

PEOPLE	PORTFOLIO	PRODUCT & MEMBER EXPERIENCE	PRICE & MARKETING	PROCESSES & COMMERCIAL MANAGEMENT
<ul style="list-style-type: none"> Club teams reduced to a highly motivated core team (partly still furloughed or support customer service) Regional training camps before reopening to secure best-in class operating processes Driver based employment model based on customer journey Kept moral up at support center (NPS of 32+) despite short-time work and other covid impacts 	<ul style="list-style-type: none"> Engage with LLs to reduce rent payments and find long term win-win solutions continues In club digital supported group classes roll out started Members acknowledge investment of EUR 4m+ in our facility and equipment Expansion opportunities to support growth strategy increase (corporate and franchise studios) Attractive M&A transactions in preparation and strong pipeline available 	<ul style="list-style-type: none"> Ensure simple and fast compensation of lockdown membership dues Training slot approach ensuring 100% availability has proven to be a success Launch of Member and Trainer App at FF with check-in, training and support functionality with 50%+ uptake from members and 4.5+ stars rating from users Member feedback about in club experience result in a NPS of 62+ 	<ul style="list-style-type: none"> Website as central tool for communication with social media channels feeding traffic Flexibility and safety standards are more important to customers than price Quadrupling to 80%+ online joiners including in-club digital joining (via tablet) Increased member satisfaction after reopening with google ratings improved by 10%+ 	<ul style="list-style-type: none"> Liquidity management continues to be the key focus Prepare quantification and analysis for different rebound and further lockdown scenarios Take actions based on financial forecast with landlords, governmental support, members handling, overall cost base Prepare applications for the governmental support programmes launched to mitigate covid impacts

Members shortfall driven by joiners



Revenue impacted by covid-19 lockdown and related compensations



The VAT reimbursement refers to the membership dues collected during the first and second lockdown, for which there was no exchange of services. The basis for this is around 60% of total membership dues (= expected sum of membership dues without compensation). Governmental support so far includes EUR 2.0m out of program “November-/Dezemberhilfe”.

Member shortfall driven by joiners...



...and need for business transformation

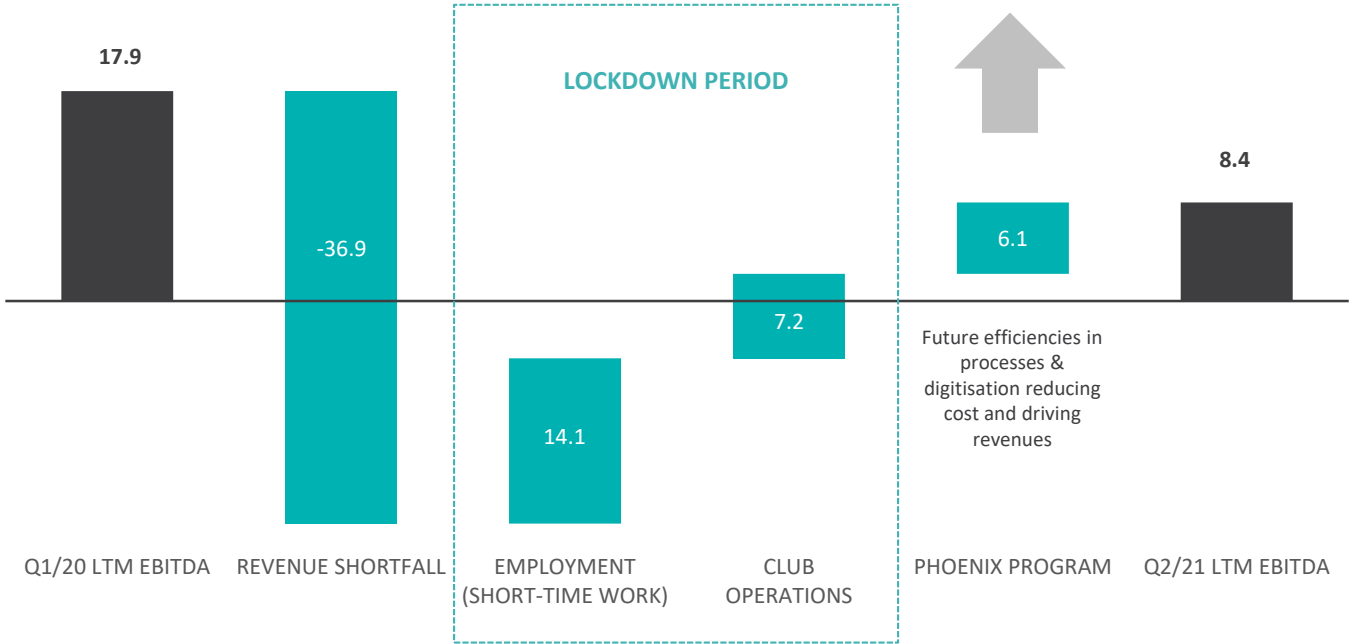
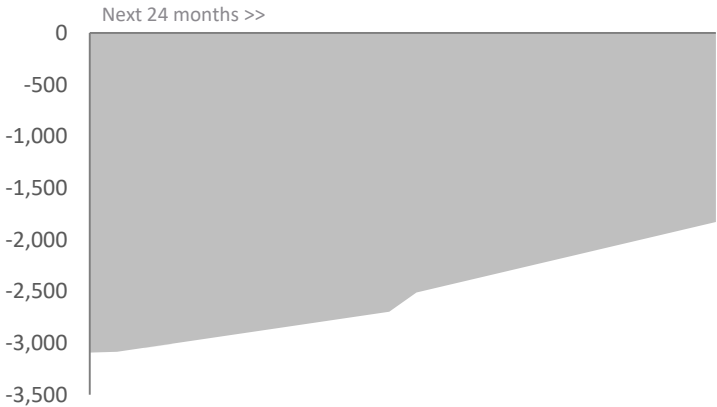
Phoenix program mitigates short-term EBITDA impact and gives the chance for sustainable increase in profitability long-term



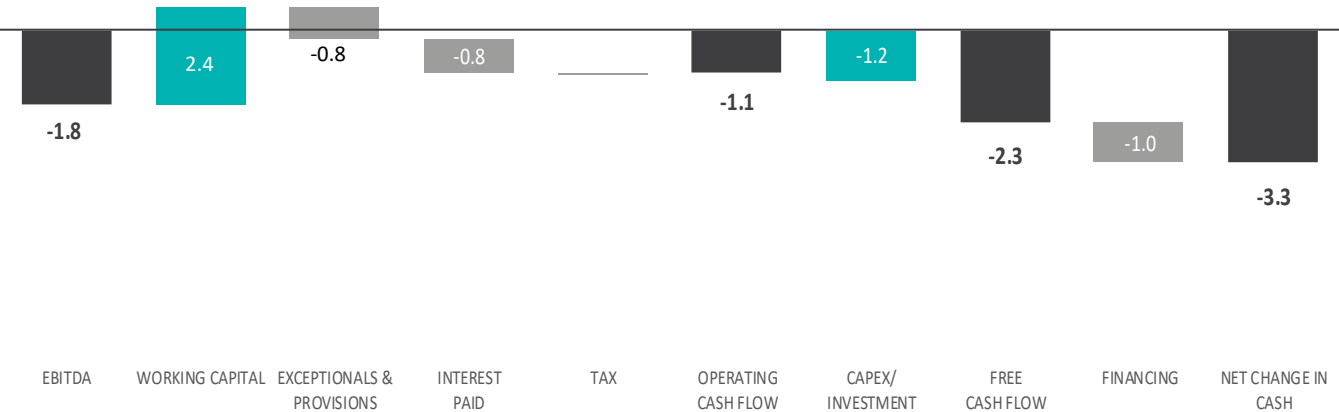
PEOPLE	PORTFOLIO	PRODUCT & MEMBER EXPERIENCE	PRICE & MARKETING	PROCESSES & FINANCES
Club team reduction @ FF	Leases 2.0	Enhance studio & club lighting @ 1.5m	Sales Teles	Brand benchmarking driving efficiency & revenues
Inhouse daytime cleaning @ FF	Postpone boutique brands	Future digital & other offerings/ post pandemic gym model	App incl. class booking, tailored CRM, visit rating	Monetary government support & insurances
Senior, brands & central support team reduction	Accelerate SX franchise	Technology supported functional training	Intensify aggregator partnerships	OCM short term cash funding
M&A opportunities (members)				
E-learning & cross functional	Essential maintenance only @ 1.5m & 1m CBC	Essential equipment exchange @ 0.75m	Web group platform	IT accelerated roadmap
	M&A opportunities	Infrequent user focus	Churnbot	Additional Risks/Opportunities
		Retail simplified	Compensation options	

...will impact future revenues...

Estimated impact from missing members on next 24 months revenue in kEUR b/f revenue initiatives (69k members on 28% attrition)

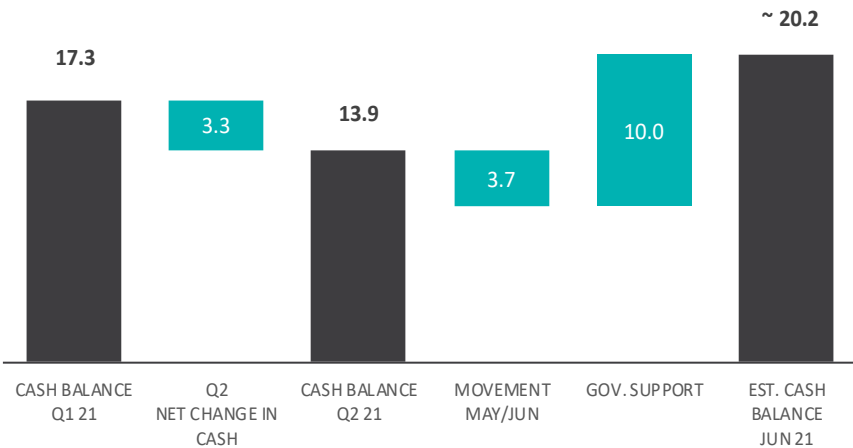


Net Change in Cash in Q2 / FY2021 (EURm)



- Working capital primary contains positive effects with IFRS 15 impact on deferred revenue vs. EBITDA and favourable VAT reimbursement re. lockdown membership dues
- Capex is characterised by 60% into new build (primary Barry’s Frankfurt and Berlin) and 40% into existing portfolio (primary deferred payments out of the summer invest in reception concept)
- Exceptionals and provisions primary refer to onerous lease and club closure costs

Liquidity position (EURm)



- While permanently declining number of members and increasing freezes during lockdown drive revenues and EBITDA further down in Q2, governmental support program helps to strengthen the cash position
- Continuous liquidity management and successful application in the governmental support program results in more than EUR 20.2m estimated cash balance per end of June



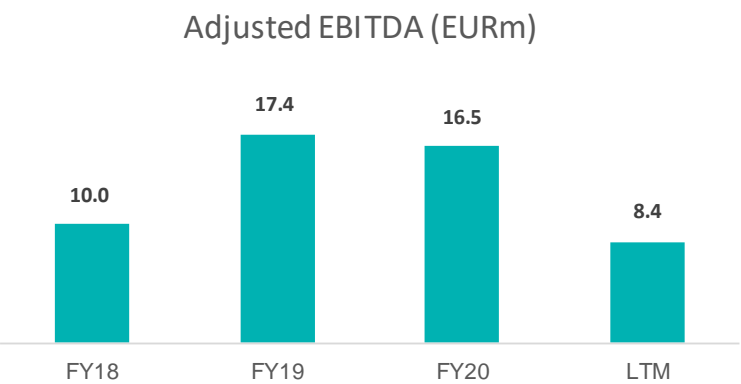
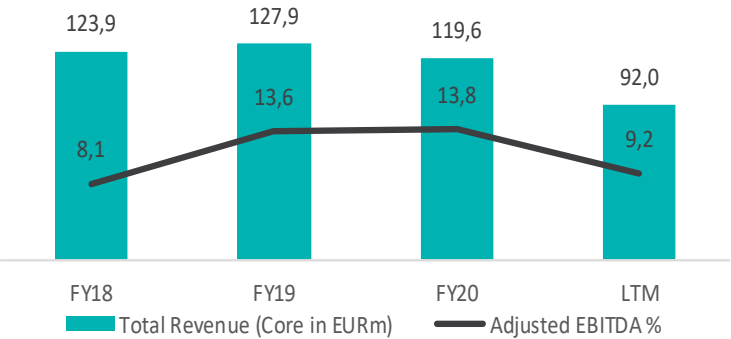
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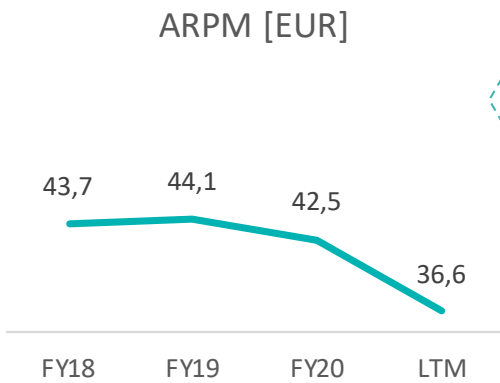
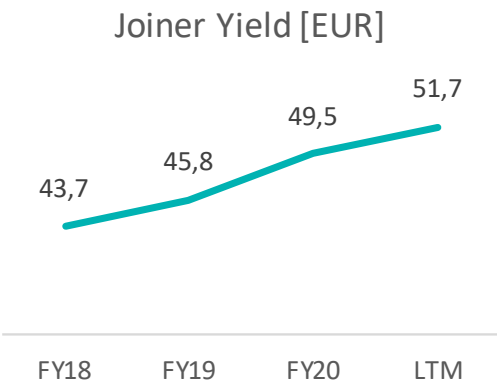
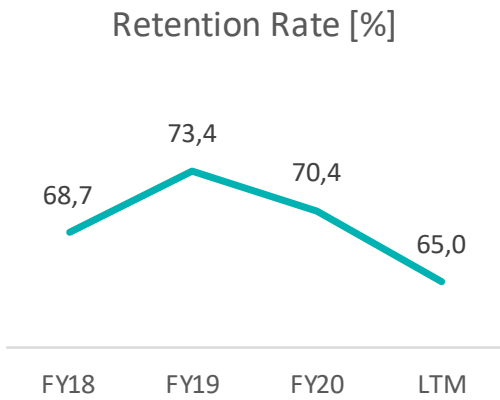
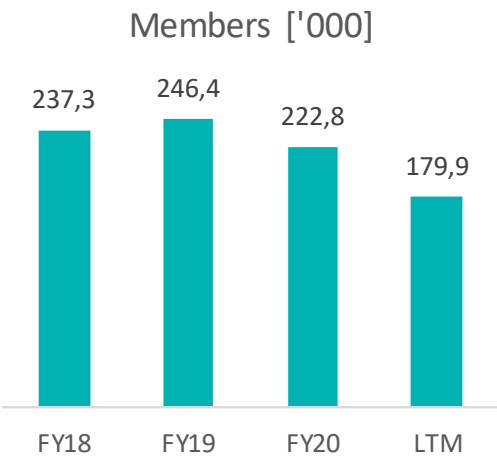
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Pro forma key financials



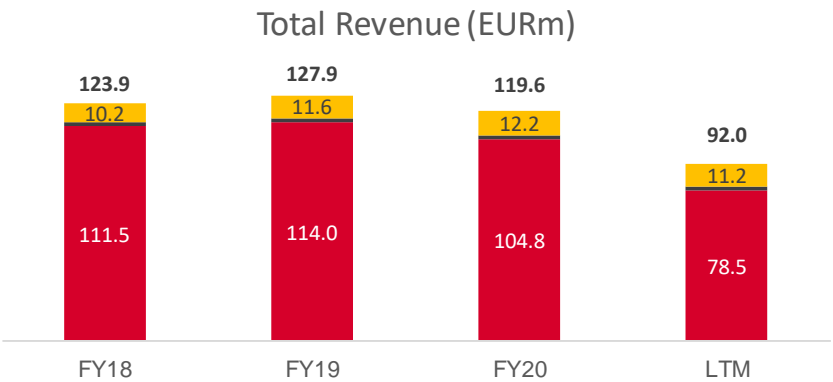
Key performance indicators



As expected FY20 and LTM ARPM is affected by compensations (freezes, rejects, refunds) and missing side revenues in the course of covid-19 club closures, adjusted at around EUR 44.9

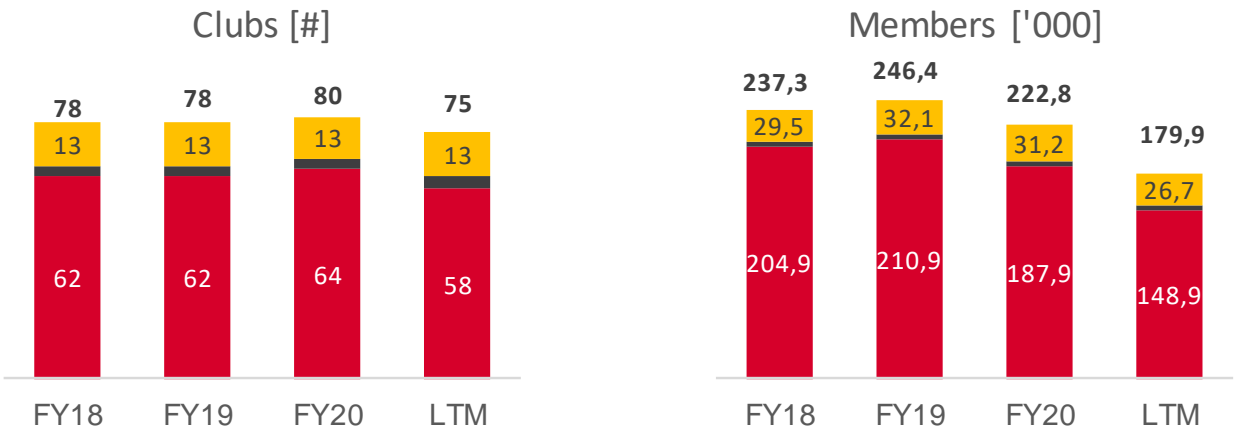
1) Core business excludes all clubs/services, which already have been divested/closed or will not be continued.

Pro forma key financials

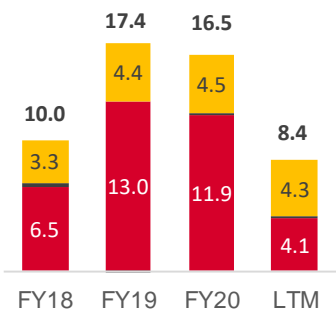


Key performance indicators

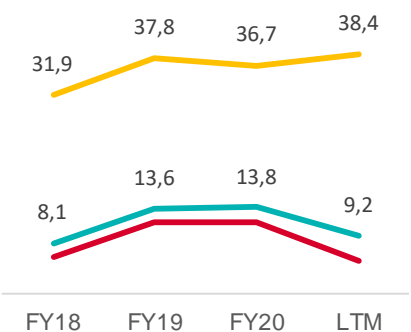
LifeFit Group Fitness First elbgym smile X



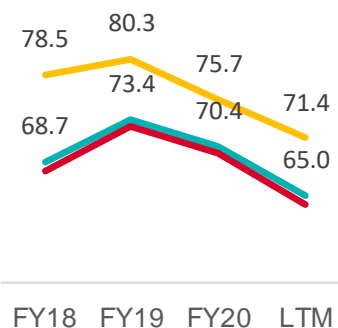
Adjusted EBITDA (EURm)



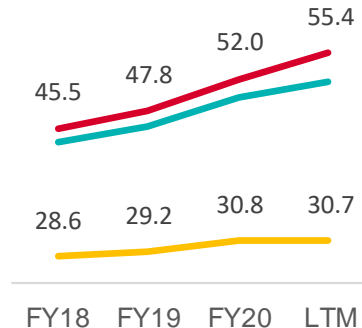
Adjusted EBITDA %



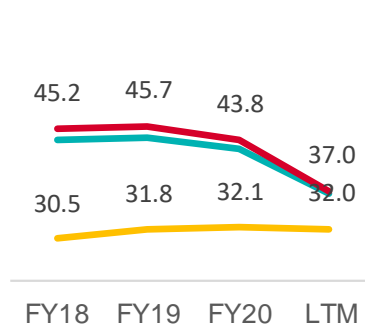
Retention Rate [%]



Joiner Yield [EUR]



ARPM [EUR]²



1) Core business excludes all clubs/services, which already have been divested/closed or will not be continued.
2) As expected FY20 and LTM ARPM is affected by compensations (freezes, rejects, refunds) and missing side revenues in the course of covid-19 club closures, adjusted at around EUR 44.9

LIFEFIT GROUP PRO FORMA HISTORICAL PERFORMANCE (CORE BUSINESS)

Key Financials

EURm	FY18 AC	FY19 AC	FY20 AC	LTM AC	Δ% LTM-20
Total Revenue	123,9	127,9	119,6	92,0	-23,1%
thereof: Fitness First	111,5	114,0	104,8	78,5	
elbgym	2,2	2,3	2,7	2,3	
smile X	10,2	11,6	12,2	11,2	
EBITDA	10,2	15,6	15,4	7,0	-54,2%
thereof: Fitness First	6,7	11,3	10,8	2,7	
elbgym	0,3	-0,1	0,1	0,1	
smile X	3,3	4,4	4,5	4,3	
EBITDA margin [%]	8,3	12,2	12,8	7,7	-40,4%
thereof: Fitness First	6,0	9,9	10,3	3,4	
elbgym	13,3	-3,7	2,9	2,3	
smile X	31,9	37,8	36,7	38,4	
Adjustments	-0,2	1,7	1,1	1,4	
thereof: Fitness First	-0,2	1,7	1,1	1,4	
elbgym	0,0	0,1	0,0	0,0	
smile X	0,0	0,0	0,0	0,0	
Adjusted EBITDA	10,0	17,4	16,5	8,4	-48,9%
thereof: Fitness First	6,5	13,0	11,9	4,1	
elbgym	0,3	0,0	0,1	0,1	
smile X	3,3	4,4	4,5	4,3	
Adj. EBITDA margin [%]	8,1	13,6	13,8	9,2	-33,5%
thereof: Fitness First	5,8	11,4	11,4	5,2	
elbgym	13,3	-0,2	2,9	2,3	
smile X	31,9	37,8	36,7	38,4	

Key Performance Indicators

	FY18 AC	FY19 AC	FY20 AC	LTM AC	Δ% LTM-20
# of Clubs¹	78	78	80	75	
thereof: Fitness First	62	62	64	58	
elbgym	3	3	3	4	
smile X	13	13	13	13	
Members ['000]	237,3	246,4	222,8	179,9	-19,2%
thereof: Fitness First	204,9	210,9	187,9	148,9	
elbgym	2,9	3,3	3,6	4,3	
smile X	29,5	32,1	31,2	26,7	
Joiner Yield [EUR]	43,7	45,8	49,5	51,7	+4,5%
thereof: Fitness First	45,5	47,8	52,0	55,4	
elbgym	66,8	71,4	72,1	71,7	
smile X	28,6	29,2	30,8	30,7	
ARPM [EUR]	43,7	44,1	42,5	36,6	-14,0%
thereof: Fitness First	45,2	45,7	43,8	37,0	
elbgym	65,9	60,2	64,4	48,9	
smile X	30,5	31,8	32,1	32,0	
Retention %	68,7	73,4	70,4	65,0	
thereof: Fitness First	67,6	72,6	69,6	64,0	
elbgym	68,7	64,1	69,9	61,7	
smile X	78,5	80,3	75,7	71,4	

- Club closures due to the covid-19 lockdown result in missing joiners and consequently lower membership base (-68.9k members vs. Q1/20), which will be impacted further in future months as clubs are had been closed following the 2nd lockdown until mid of June
- Corona crisis has started to impact retention and will go down further as received cancellations will become effective next months, the new joiners with 90%+ long-term contracts will reverse this trend
- Revenue/ARPM is impacted by missing members, freezes, rejects/refunds as well as missing and decreased side revenues
- IFRS15 impact out of deferred revenue from covid-19 compensation tools amounts to EUR 5.9m at the end of Apr 21 (LTM)
- LifeFit has implemented a new pricing for its brand Fitness First in Dec 19, which is primary characterized by
 - Weekly pricing instead of monthly
 - Reduced price points by only offering multiclub usage
 - Implementation of a 6 month revolving training fee
 - Immediate contract start
- LTM joiner yield increased by 13% vs. FY19 to EUR 51.7



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1 Consolidation group

- The newly formed Lifefit Group MidCo was established 13 March 2019. The first financial year started with the entry in the commercial register on 9 April 2019 and ended on 31 December 2019. The following financial years will end in October.
- The result of the second quarter FY2021 refers to the period 1 February 2021 to 30 April 2021.
- Group legal structure see appendix

2 IFRS

- Application of IFRS 16 Leases leads
 - to the capitalization of right-of-use assets of EUR 123.5m and of lease liabilities of EUR 147.1m as of 30 April 2021
 - to a negative P/L-effect of EUR 7.4m in the quarter caused by depreciation expenses of right-of-use assets and of interest expenses on lease liabilities (compared to the discontinuation of lease expenses in a comparable amount)
- The Group had total cash outflows for leases of EUR 5.2m for the period from 1 February 2021 until 30 April 2021.

3 Reported Results

- The reported results as well as the presented pro forma figures are preliminary and unaudited.
- In the reporting period, the Group posted a loss of EUR 8.9m and sales of EUR 15.1m.
- With EUR -3.3m the Cash Flow is negative in the quarter, Cash balance as of 30 April 2021 is EUR 13.9m.

4 Financial KPIs

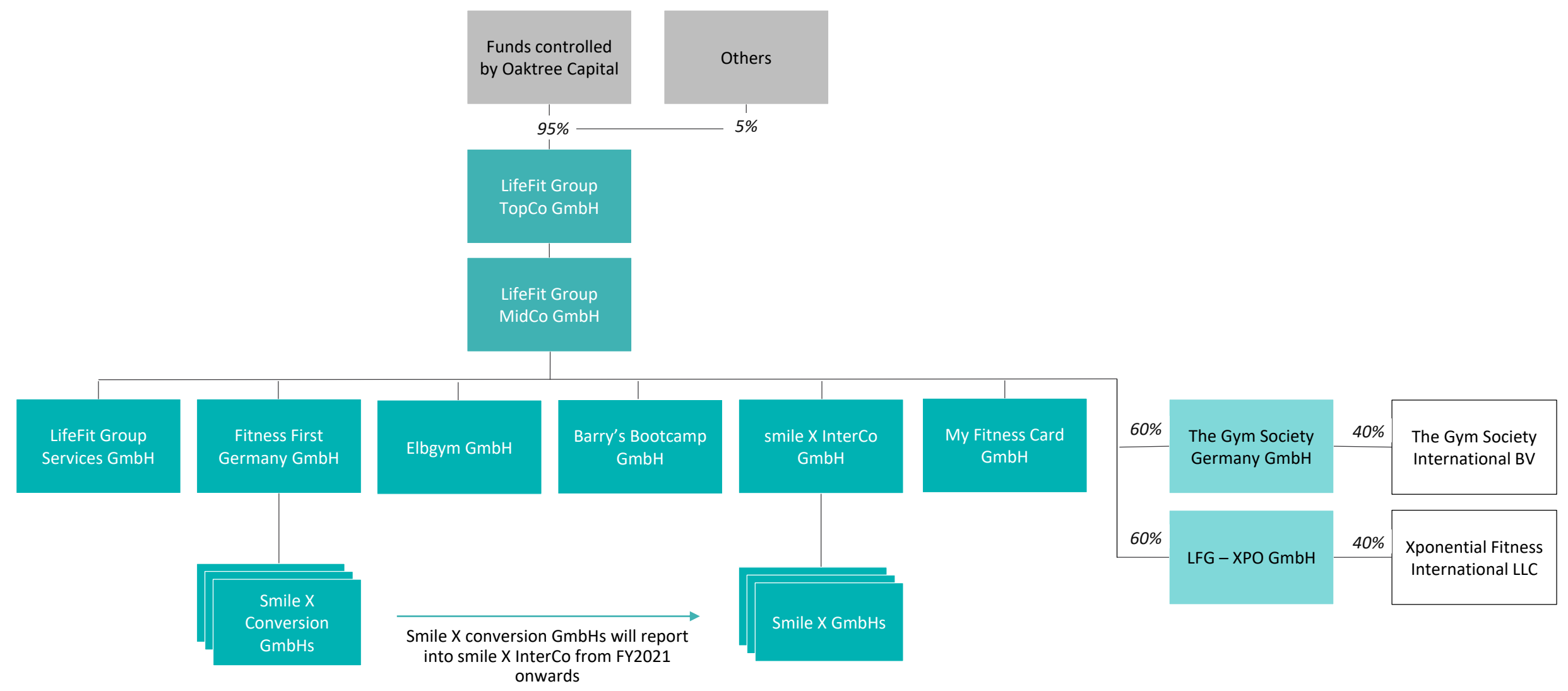
- LifeFit Group has updated its Financial KPIs in FY2019/20 in the course of IFRS 16 changes
- This mainly impacts Reported Adjusted EBITDA, which includes cash rents and excludes IAS 17 rent adjustments (see appendix for previously reported results)

5 Pro Forma

- Due to the short financial year of Lifefit Group MidCo for FY19 and FY20 and for a better understanding of the financial results of the whole group LifeFit Group presents pro forma f/s considering the 12 months period 1 May 2020 to 30 April 2021 and adjusted for IFRS 16 impacts
- Pro forma Total Revenue of the group was EUR 92.5m (EUR 92.0m in core business¹)
- Pro forma adjusted EBITDA of the group amounts to EUR 8.4m (core business)

6 Outlook

- The quarterly interim unaudited report for Q3 FY2020/21 is planned to be published on 30 Sep 2021



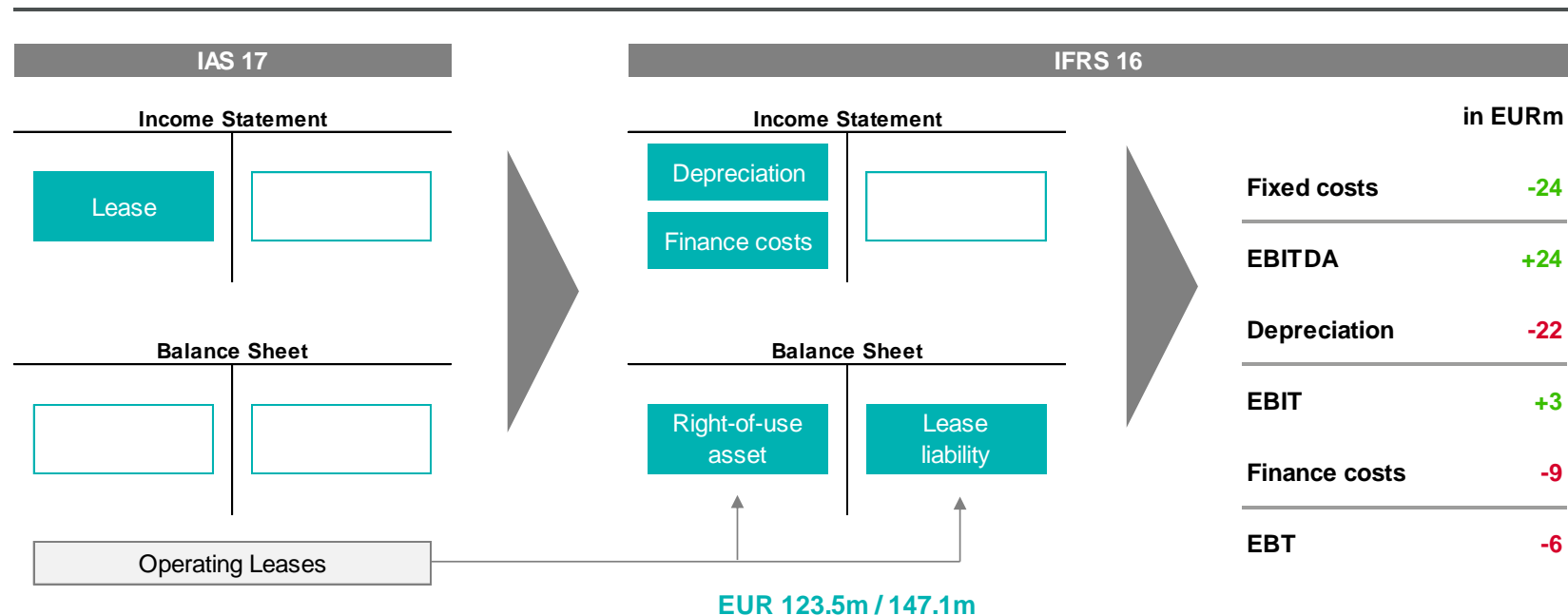
FY17..FY19 Bridge to Reported Adjusted EBITDA

	FY17	FY18	FY19
Core Business in EURm	AC	AC	AC
Total Revenue	121,6	123,9	127,9
- Cost of sales / controllable costs ...			
- Total Rent	-21,3	-22,6	-23,0
thereof: cash rent	-23,2	-24,7	-25,1
IAS 17 rent adjustments	1,9	2,1	2,0
IAS 17 Adjusted EBITDA	12,3	12,1	19,4
Less: IAS 17 rent adjustments	-1,9	-2,1	-2,0
Reported Adjusted EBITDA	10,4	10,0	17,4

Changes in Financial KPIs

- Due to changes in accounting standards following the adoption of IFRS16, we are changing our Adjusted EBITDA definition by
 - removing the former IAS17 Rent Adjustments (Rent Control Account, which primary comprise landlord contributions and rent free periods) from EBITDA and
 - release these monthly within the depreciation (cf. depreciation of right-of-use-assets in report), but
 - keep cash rents within Reported Adjusted EBITDA for comparable reason
- Furthermore Reported Adjusted EBITDA is adjusted for exceptional items, site opening cost and negative EBITDA ramp up (new clubs/formats)
- According to this Reported Adjusted EBITDA for FY19 of EUR 19.4m is reduced by IAS17 Rent Adjustments of EUR 2.0m and amounts to EUR 17.4 under new definition

Impact on pro forma Financial Statements



- The application of IFRS 16 leases leads to a negative effect on the profit and loss of the period
- The Group recognizes lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets
- LifeFit has lease contracts for various items of buildings (studios, offices, and warehouses), vehicles and fitness equipment. Leases of buildings generally have a non-cancelable lease term of 15 to 20 years, while vehicle and machinery leases have a lease term of 3 to 5 years.
- As of 31 January 2021 the group recognized the following right-of-use assets and lease liabilities
 - Buildings EUR 120.1m/143.2m
 - Other EUR 3.4m/3.9m
- The variance between the carrying amount of right-of-use assets and the lease liability results from deferred rent free periods, land lord contributions and impairments which are included in the business acquired.

Impact on Credit Stats

	x PF adjusted EBITDA Apr-21 LTM (EUR 8.4m)	pre IFRS 16	under IFRS 16
Gross debt / PF EBITDA		6.4x	6.1x
Net debt / PF EBITDA		4.7x	5.7x

Gross debt based on EUR 40m senior secured bond, EUR 10m RCF and EUR 3.9m equipment finance leases (respectively EUR 147.1m lease liabilities under IFRS16), net debt reduced by EUR 13.9m cash at bank.

Key Financials

EURm	FY18 AC	FY19 AC	FY20 AC	LTM AC
Total Revenue	135.6	133.9	121.0	92.5
thereof: core	123.9	127.9	119.6	92.0
non-core	11.7	5.7	1.3	0.5
EBITDA	9.5	14.8	15.2	7.0
thereof: core	10.2	15.6	15.4	7.0
non-core	-0.7	-0.8	-0.2	-0.1
EBITDA margin [%]	7.0	11.1	12.5	7.5
thereof: core	8.3	12.2	12.8	7.7
non-core	-6.2	-14.2	-14.8	-20.2
Adjustments	1.0	2.4	1.3	1.5
thereof: core	-0.2	1.7	1.1	1.4
non-core	1.2	0.7	0.2	0.1
Adjusted EBITDA	10.5	17.2	16.5	8.5
thereof: core	10.0	17.4	16.5	8.4
non-core	0.5	-0.1	0.0	0.0
Adj. EBITDA margin [%]	7.7	12.9	13.6	9.1
thereof: core	8.1	13.6	13.8	9.2
non-core	4.1	-2.4	-1.5	0.0

Key Performance Indicators

	FY18 AC	FY19 AC	FY20 AC	LTM AC
# of Clubs¹	87	82	80	75
thereof: core	78	78	80	75
non-core	9	4	1	0
Members ['000]	255.8	249.8	224.2	179.9
thereof: core	237.3	246.4	222.8	179.9
non-core	18.5	3.4	1.5	0.0
Joiner Yield [EUR]	43.4	45.8	49.4	51.7
thereof: core	43.7	45.8	49.5	51.7
non-core	40.3	43.3	40.8	39.6
ARPM [EUR]	43.1	44.2	42.5	36.6
thereof: core	43.7	44.1	42.5	36.6
non-core	37.7	n/a	n/a	n/a
Retention %	68.7	73.4	70.4	65.0
thereof: core	68.7	73.4	70.4	65.0
non-core	n/a	n/a	n/a	n/a

- Fitness First has gone through an portfolio optimisation process in the last years in the course of which more than 20 (mostly) unprofitable clubs have been divested or closed since Nov 16
- This causes a significant decline in memberships with total revenues going down EUR -11.2m (from FY18 to Apr-21 LTM) while EBITDA is not impacted that much
- Table on the left shows the bridge from core business numbers (cf. section on pro forma financials) to total pro forma
- Portfolio is currently under review in consideration of the second lockdown from Nov 20 onwards and the related impacts

Segment	Item	Comment	LTM Apr-21
Pro forma LTM Group EBITDA			6,968
FFG/LFG	Ramp-up losses	One club to become EBITDA positive	529
FFG/LFG	Barrys set up	transaction/formation expenses	637
FFG/LFG	Divestment club losses	refers to six clubs in reporting period	104
FFG/LFG	New Business Development	HO employment costs related to new business development (Franchise, XPO)	122
FFG/LFG	Year end audit fees	first time full scope IFRS consolidated accounts	100
Total Adjustments			1,492
Adjusted PF LTM Group EBITDA			8,461

Consolidated Statement of Comprehensive Income

LifeFit	Q2/21	Q2/20		YTD	YTD
(Unaudited)	01.02.21 -	01.02.20 -		01.11.20 -	01.11.19 -
	30.04.21	30.04.20	change	30.04.21	30.04.20
	EUR k	EUR k	EUR k	EUR k	EUR k
Revenue	12,761	30,219	-17,458	32,208	62,931
Other operating income	2,295	44	2,251	2,556	377
Cost of materials	-245	-1,203	958	-344	-3,133
Personnel expenses	-4,929	-9,608	4,679	-9,739	-20,470
Other operating expenses	-6,200	-10,028	3,828	-15,501	-20,147
Amortization and depreciation	-9,018	-10,398	1,380	-17,756	-19,109
Operating profit or loss	-5,336	-974	-4,362	-8,576	449
Income from at equity investments	-26	0	-26	-50	0
Finance income	0	0	0	0	0
Finance costs	-3,706	-3,758	52	-7,620	-7,314
Financial result	-3,706	-3,758	52	-7,620	-7,314
Profit or loss for the period before taxes	-9,016	-4,732	-4,284	-16,246	-6,865
Income taxes	123	-6	129	235	-75
Profit or loss for the period	-8,893	-4,738	-4,155	-16,011	-6,940

Consolidated Cash Flow Statement

LifeFit	Q2/21	Q2/20		YTD	YTD
(Unaudited)	01.02.21 -	01.02.20 -		01.11.20 -	01.11.19 -
	30.04.21	30.04.20	change	30.04.21	30.04.20
	EUR k	EUR k	EUR k	EUR k	EUR k
Operating cash flow	3,019	10,433	-7,414	7,739	15,390
Investment cash flow	-1,238	-2,651	1,413	-5,224	-7,784
Financing cash flow	-5,103	2,963	-8,066	-11,116	-4,187
Cash flow for the period	-3,322	10,745	-14,067	-8,601	3,419
Beginning cash	17,272	18,865		22,551	26,191
Closing cash	13,949	29,610		13,950	29,610

Consolidated Balance Sheet

LifeFit	30 April	31 October
(Unaudited)	2021	2020
Non-current assets		
Intangible assets	34,735	35,728
Property, plant and equipment	39,533	45,366
Right-of-use-assets	123,529	131,619
Investments / Joint venture	0	1
	199,356	212,714
Current assets		
Inventories	887	742
Trade receivables	816	2,224
Receivables from affiliated companies	2,388	1,322
Current income tax assets	102	67
Other non-financial assets	5,575	6,584
Cash and cash equivalents	13,949	22,551
	23,717	33,490
TOTAL ASSETS	223,073	246,204
Equity	-38,617	-22,606
Liabilities		
Non-current liabilities		
Financial liabilities	38,584	38,584
Shareholder debt	36,366	34,735
Other non-financial liabilities	0	728
Other financial liabilities	2,735	2,180
Other provisions	3,031	2,674
Lease liabilities	126,973	133,111
Deferred tax liabilities	209	515
	207,898	212,527
Current liabilities		
Financial liabilities	10,000	10,000
Trade payables	13,098	15,871
Other non-financial liabilities	3,531	3,925
Other financial liabilities	5,015	3,121
Other provisions	1,390	1,544
Lease liabilities	20,167	21,112
Income tax liabilities	294	414
	53,792	56,282
TOTAL LIABILITIES	261,690	268,809
TOTAL EQUITY AND LIABILITIES	223,073	246,204

- In total, the consolidated equity of the group is negative. The equity position of the group has no legal impact. With EUR 70.4m the equity of LifeFit Group MidCo GmbH is positive. If the shareholder debt of EUR 36.4m were classified as equity, the consolidated equity of the group would amount to EUR -2.3m.
- Besides the accumulated losses until 30 April 2021 the negative consolidated equity of the group results from the difference of the purchase price of the acquisition of shares in Fitness First Germany GmbH, Elbgym GmbH and Barry's Bootcamp GmbH by LifeFit Group MidCo GmbH and Fitness First Germany GmbH's book value of net assets. The transaction had to be accounted for as a "transaction under common control" and no hidden reserves of Fitness First Germany GmbH, such as brand name, customer contracts or goodwill were considered. Had the transaction happened under third parties, the consolidated equity of the group would be substantially positive.

Equity as reported	-38.6
pro forma classification Shareholder Loan as Equity	+36.4
pro forma Equity	-2.3

Pro forma Financials + IFRS 16 impacts + Reported Financials

	Apr-21 LTM			Q2/FY2021			Q2/FY2021 REPORTED
	AC pre IFRS16	Impact of IFRS16	AC under IFRS16	AC pre IFRS16	Impact IFRS16	AC under IFRS16	AC IFRS16
EURm							
KPIs							
# of Clubs ¹	75			75			
Members ['000]	179.9			179.9			
Joiner Yield [EUR]	51.7			72.0			
ARPM [EUR]	36.6			26.7			
Retention % (annualised)	65.0			65.0			
Profit/Loss							
Revenue	92.5			15.1			15.1
EBITDA ²	7.0	24.0	30.9	-1.8	6.2	4.4	3.7
- Adjustments	1.5			0.5			
Adjusted EBITDA	8.5			-1.3			
Depreciation & amortisation	-13.5	-21.8	-35.3	-3.7	-5.3	-9.0	-9.0
Exceptionals/One-off charges	-2.5			-0.7			
Operating Profit/Loss	-9.1		-6.9	-6.2		-5.3	-5.3
Total Finance costs	-7.1	-8.5	-15.6	-1.6	-2.1	-3.7	-3.7
Total Tax	1.1			0.1			0.1
Net Profit/Loss	-15.1		-21.5	-7.7		-8.9	-8.9
Cash Flow							
EBITDA ²	7.0			-1.8			
Working capital	1.2			2.4			
Exceptionals & provisions	-2.4			-0.8			
Interest paid	-3.3			-0.8			
Tax	0.1			0.0			
OPERATING CASH FLOW	2.6			-1.1	4.1	3.0	3.0
Cash flow from investing activities	-15.5			-1.2	0.0	-1.2	-1.2
FREE CASH FLOW	-12.9			-2.3		1.8	1.8
Cash flow from financing activities	-2.8			-1.0	-4.1	-5.1	-5.1
NET CASH FLOW	-15.7			-3.3		-3.3	-3.3

Notes

¹ excluding franchise clubs

² excluding exceptionals/one-off charges

Pro forma Financials by Segment

	Apr-21 LTM				Q2/FY2021			
	LifeFit Group	Fitness First	elbgym	smileX	LifeFit Group	Fitness First	elbgym	smileX
EURm								
KPIs								
# of Clubs ¹	75	58	4	13	75	58	4	13
Members ['000]	179.9	148.9	4.3	26.7	179.9	148.9	4.3	26.7
Joiner Yield [EUR]	51.7	55.2	71.7	30.7	72.0	79.0	70.2	30.3
ARPM [EUR]	36.6	37.1	48.9	32.0	26.7	26.2	30.0	28.7
Retention % (annualised)	65.0	64.0	61.7	71.4	65.0	64.0	61.7	71.4
Profit/Loss								
Revenue	92.5	79.0	2.3	11.2	15.1	12.2	0.4	2.4
EBITDA ²	7.0	2.6	0.1	4.3	-1.8	-2.7	-0.1	1.0
- Adjustments	1.5	1.5	0.0	0.0	0.5	0.5	0.0	0.0
Adjusted EBITDA	8.5	4.1	0.1	4.3	-1.3	-2.2	-0.1	1.0
Depreciation & amortisation	-13.5	-10.8	-0.2	-2.5	-3.7	-3.0	-0.1	-0.6
Exceptionals/One-off charges	-2.5	-2.5	0.0	0.0	-0.7	-0.7	0.0	0.0
Operating Profit/Loss	-9.1	-10.7	-0.2	1.8	-6.2	-6.4	-0.2	0.4
Total Finance costs	-7.1	-7.1	0.0	0.0	-1.6	-1.5	0.0	0.0
Total Tax	1.1	0.3	0.0	0.8	0.1	0.0	0.0	0.1
Net Profit/Loss	-15.1	-17.5	-0.2	2.6	-7.7	-7.9	-0.2	0.5
Cash Flow								
EBITDA ²	7.0	2.6	0.1	4.3	-1.8	-2.7	-0.1	1.0
Working capital	1.2	0.3	0.1	0.9	2.4	2.0	0.1	0.4
Exceptionals & provisions	-2.4	-2.3	0.0	0.0	-0.8	-0.8	0.0	0.0
Interest paid	-3.3	-3.3	0.0	0.0	-0.8	-0.8	0.0	0.0
Tax	0.1	0.0	0.0	0.1	0.0	0.0	0.0	0.0
OPERATING CASH FLOW	2.6	-2.8	0.1	5.3	-1.1	-2.4	-0.1	1.4
Cash flow from investing activities	-15.5	-14.6	-0.4	-0.4	-1.2	-1.2	-0.1	0.0
FREE CASH FLOW	-12.9	-17.4	-0.3	4.8	-2.3	-3.6	-0.1	1.4
Cash flow from financing activities	-2.8	-2.3	-0.2	-0.4	-1.0	-0.9	0.0	-0.1
NET CASH FLOW	-15.7	-19.6	-0.5	4.5	-3.3	-4.5	-0.2	1.3

Notes

¹ excluding franchise clubs

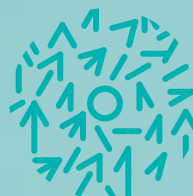
² excluding exceptionals/one-off charges



Inspiring each other
and always winning
as a team



Blowing away customer
expectations with our love for
health and fitness



Taking responsibility,
being entrepreneurial
and always keep going



Always striving
for excellence



Doing the right
thing – every time