



lifefit | group





LifeFit Group

Q1/FY2022 - QUARTERLY INTERIM UNAUDITED REPORT

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**Mar
2022**



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, now recovering	<ul style="list-style-type: none"> Operational KPIs went down with members at 245k in Q1/20 to around 180k post second lockdown Reopening of all clubs in June 2021 came along with encouraging membership recovery, slowed down in fall/winter due to stronger restrictions Best practice approach at Fitness First with clearly improved joiner KPIs vs. Q1 19/20 and shift towards long-term contracts increases confidence of operational rebound of the business after full removal of the restrictions
2	LTM Revenue EUR 114.8m + 0.9% vs FY21	<ul style="list-style-type: none"> Total revenues have been impacted negatively by frozen memberships, rejects and refunds as well as missing side revenues (e.g. PT income, F&B, aggregator income) during the lockdown and will be affected in future due to missing members out of the lockdown and forthcoming compensations Aggregator income continuously improves with month-by-month growth rates at ~20% since reopening LTM revenues clearly benefit from governmental support packages (EUR 50.5m) to mitigate the covid impacts
3	LTM EBITDA adj. EUR 28.4m - 18.7% vs FY21 Margin 24.7% - 6.0ppt vs FY21	<ul style="list-style-type: none"> 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) and governmental support packages were able to overcompensate revenue shortfall in the short term
4	Q1/FY22 Net Cash Flow EUR -13.8m Cash at Bank EUR 9.2m (34.7m Feb 22)	<ul style="list-style-type: none"> Q1/FY22 Net cash flow is characterised by investment in digital and improved offerings to support the membership recovery and first payments for a new elbgym club in Hamburg. In addition to that around EUR 2.0m result from the acquisition of elbgym franchise clubs in Hamburg and Munich Cash position could be increased to more than EUR 34.7m in Feb 22 (after reporting date) as a result of outstanding payments from governmental support packages
5	Covid-19 creates opportunities	<ul style="list-style-type: none"> 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 LifeFit Group is in the final stage of closing of an acquisition of a 13 club strong network in the south of Germany

KEY FIGURES ¹	Q1 2022	CHANGE VS. Q1 2021
TOTAL REVENUE	20.3m	+5.4%
ADJ. EBITDA BEFORE IFRS 16	-5.1m	n/a
ADJ. EBITDA BEFORE IFRS 16 MARGIN	-24.9%	n/a
CASH AT BANK	9.2m	-8.0m
CASH AT BANK (FEB 22)	34.7m	








LEVERAGE RATIOS	pre IFRS 16	under IFRS 16
GROSS DEBT/ PF EBITDA	1.9x	3.4x
NET DEBT/ PF EBITDA	1.5x	3.2x



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

Operating brands

To be rolled out

 <p>25 Clubs (of which 6 Franchise)</p>	 <p>52 Clubs</p>	 <p>7 Clubs (of which 1 Franchise)</p>	 <p>1 Club</p>	 <p>2 Clubs</p>	  <p>2022 tbc</p>
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Price

HVLP

Mid/Upper range

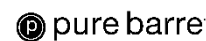
Premium

Studio / Boutique

	HVLP	Mid/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 2022+	<ul style="list-style-type: none"> Greenfield tbc 	<ul style="list-style-type: none"> tbc 	<ul style="list-style-type: none"> 2+ Greenfield (Hamburg '22 and Munich '23 confirmed) 	<ul style="list-style-type: none"> Utilisation of business partners to speed up roll-out 	<ul style="list-style-type: none"> 2022 tbc 	<ul style="list-style-type: none"> 2022 tbc

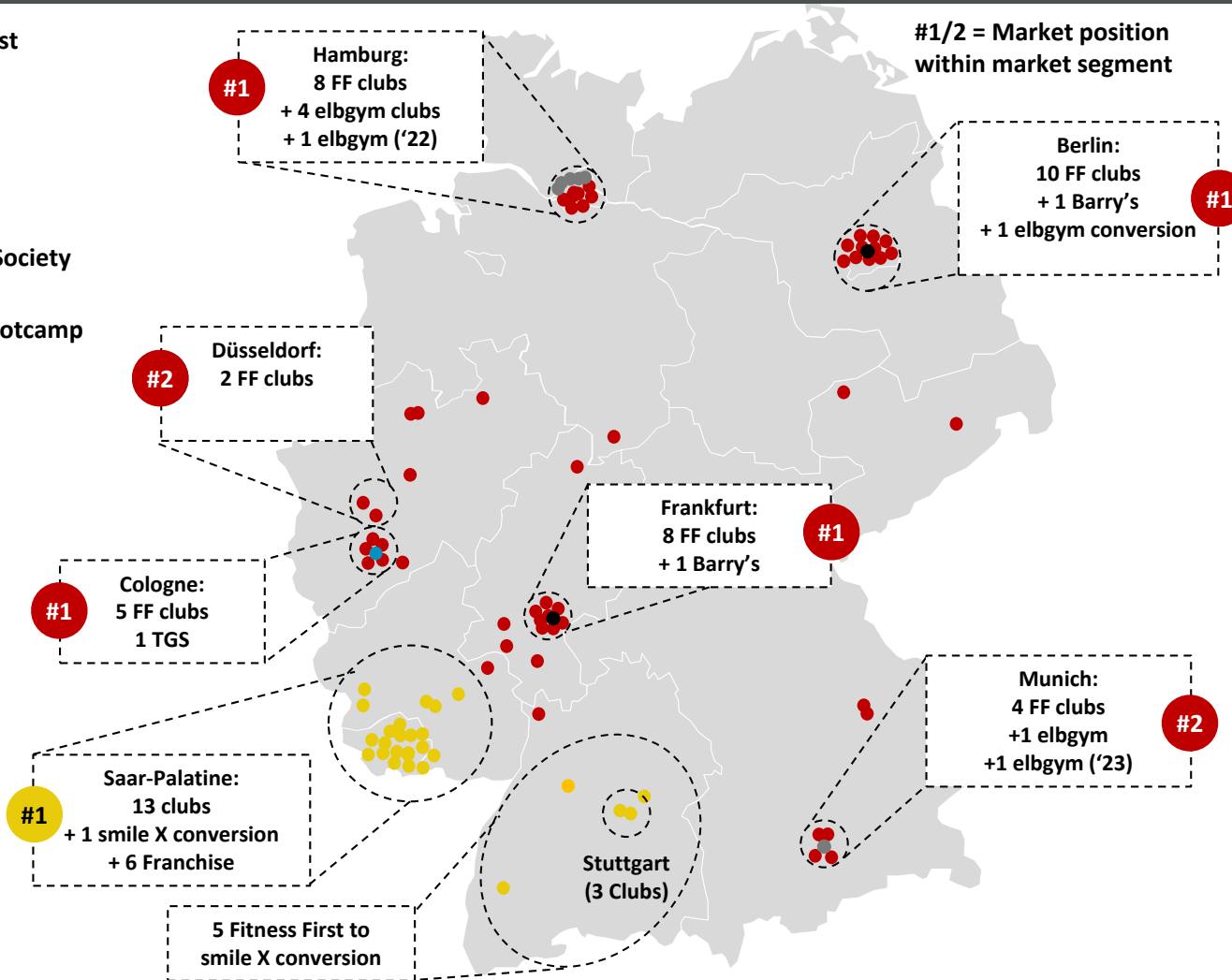


6 Fitness First studios have already been successfully converted into smile X high value for money clubs



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

- Fitness First
- elbgym
- smile X
- The Gym Society
- Barry's Bootcamp



- Fitness First, elbgym & boutique studios focus on the high-end of the market and the metropolitan areas
- Smile X is more versatile and will expand with corporate and franchise gyms
- Obtaining leading positions in several key cities has helped to be at the fore front of federally sequenced re-openings
- Gyms have operated since mid-Jun 21 (after closure Mar - Jun 20 & Nov 20 - Jun 21)
- Regulations vary by state resulting in mixed bag of operational procedures
- Given the geographic dispersion in different federal states, LFG is less likely to experience another national lockdown. If any, future lockdowns will most likely happen on a regional basis
- The diversity of LFG's portfolio helps to capture positive dynamics of all market segments



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STATUS UPDATE ON COVID-19 BUSINESS IMPLICATIONS

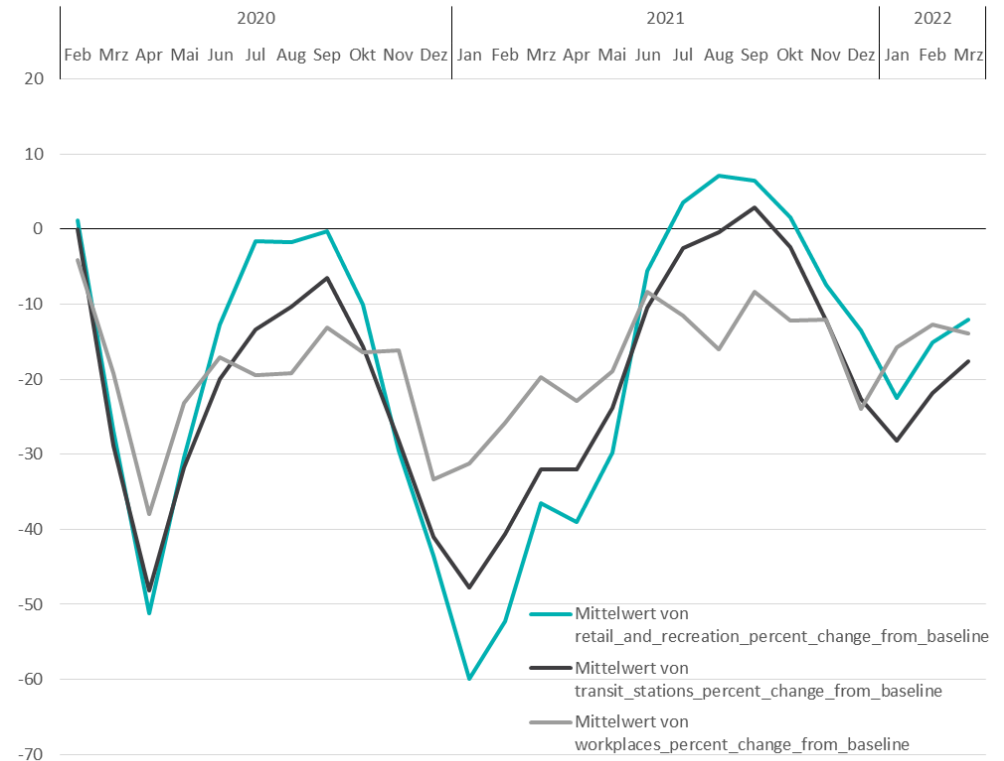
PRO FORMA FINANCIALS/KPIs LIFEFIT GROUP AND BY SEGMENT

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Timeline

- Restrictions to be lifted from Apr 22 onwards
- Restrictions had become stronger since mid of Oct 21, all clubs had to introduce 2G (vaccinated, recovered access only), partly + test; two studios were closed 22 Nov 21 – mid Jan 22 (Saxony)
- Opening of the second Barry's in Berlin (Sep 21)
- Since mid of June 21 all of our clubs have been operating, including the first Barry's in Frankfurt
- Industry-wide cooperation accelerated; a dozen of clubs were able to reopen for some weeks in Mar/Apr 21 before they had to close again
- Quick response with prepared measures (e.g. short-time work in all clubs, simplified compensation tools etc.)
- 2nd lockdown with nation-wide closures from Nov 20 onwards
- Re-Opening from May 20 onwards in some federal states with limitations and online booking mandatory
- Refurb in clubs accelerated (concierge project); engagement with industry associations and politics to discuss re-opening scenarios
- Augmented digital offering, Website & Social Media as central communication tool, club teams and part of head office in short-time work
- Governmental nation wide 1st lockdown with gym closures in Germany from mid of March 2020

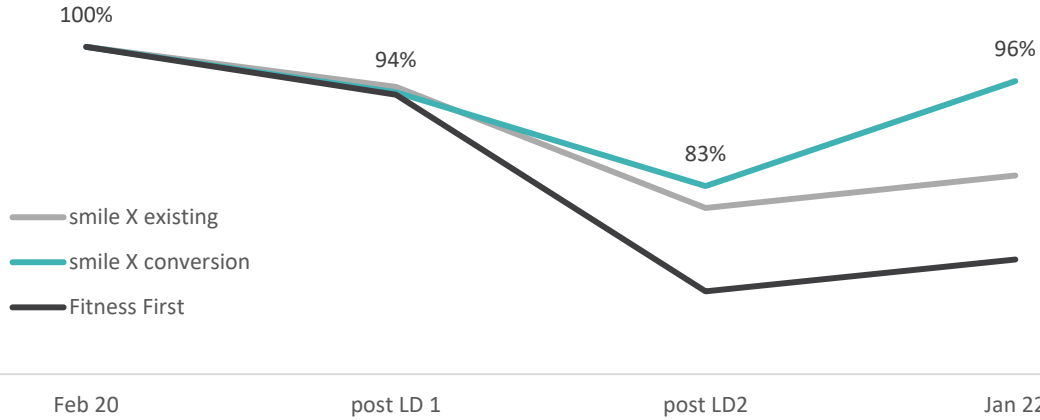
Google Mobility Report Germany



<https://www.google.com/covid19/mobility/>

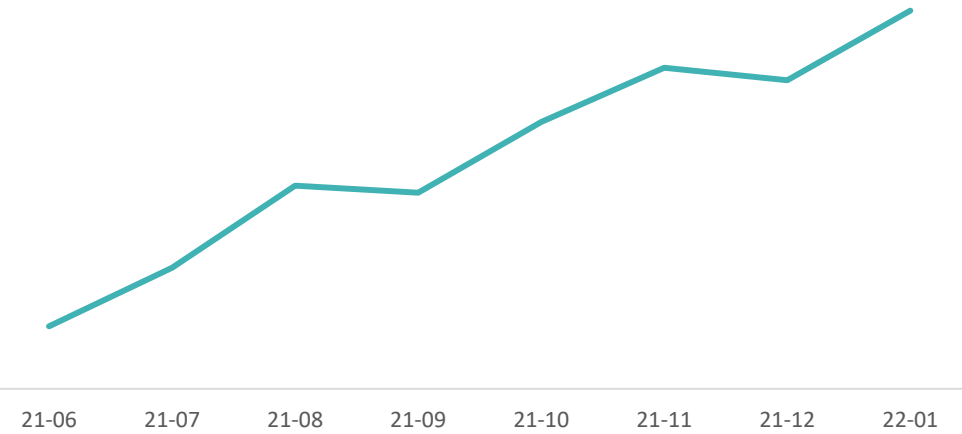
The mobility reports are therefore intended to provide information on what has changed as a result of the schemes to address the Corona crisis. The reports present movement trends in chart form, broken down by geographical regions and categories of place - for example, retail and leisure, convenience stores, parks, stations and stops, places of work and places of residence.

Fitness First into smile X conversion clubs show fastest recovery...

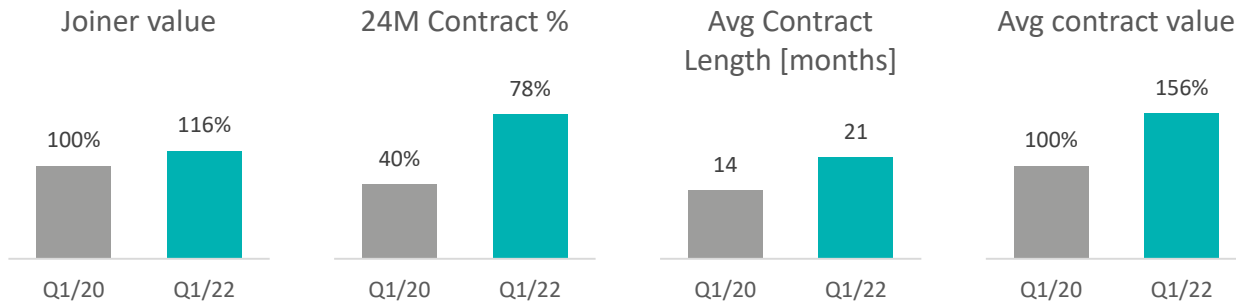


Aggregator income shows ~20% month-by-month growth

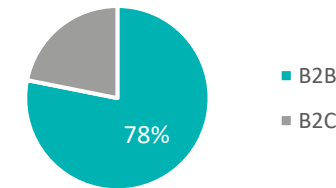
12M Aggregator income run-rate in EURm



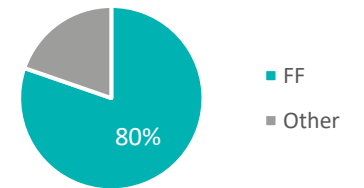
... while best practice approach at remaining FF clubs with first successful KPIs



By Type



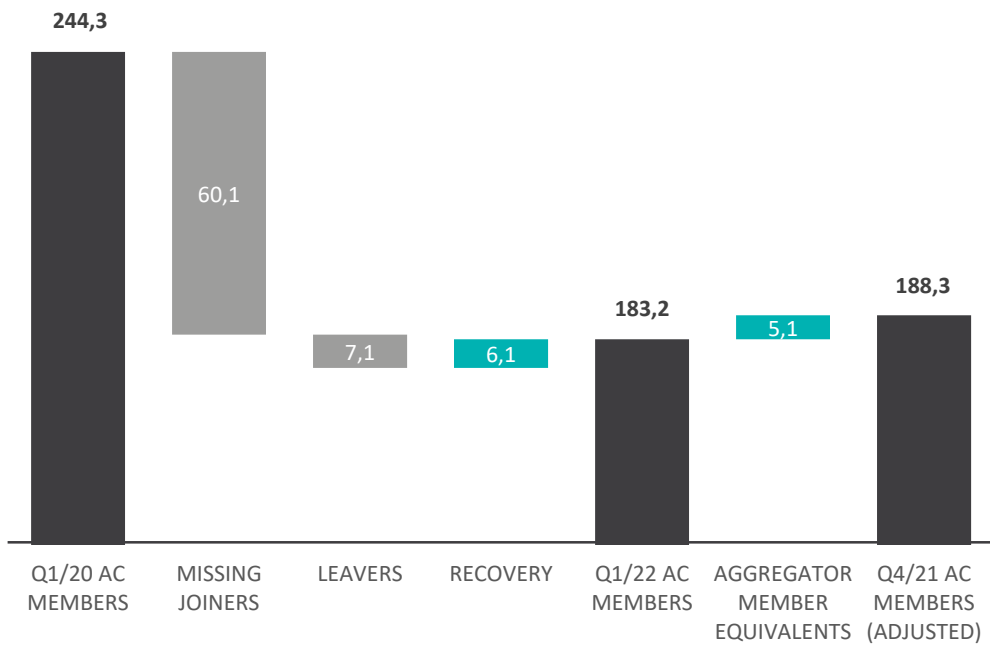
By Brand



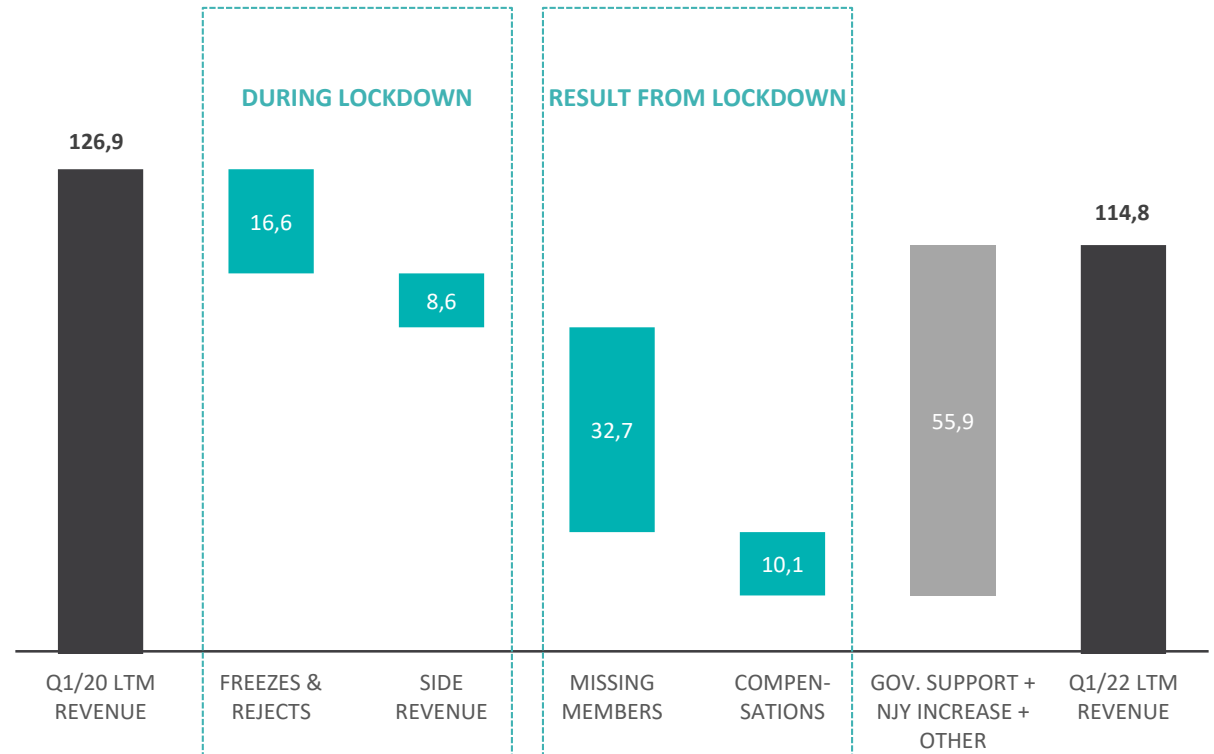
PEOPLE	PORTFOLIO	PRODUCT & MEMBER EXPERIENCE	PRICE & MARKETING	PROCESSES & COMMERCIAL MANAGEMENT
<ul style="list-style-type: none"> Club teams reduced to a highly motivated core team (partly still furloughed or support customer service) Regional training camps before reopening to secure best-in class 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 Review club portfolio to optimise offering, pricing and cost base 	<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 Initiate programs to mitigate impacts from increased inflation / energy costs

MEMBER/REVENUE SHORTFALL AS A RESULT OF COVID-19 LOCKDOWNS...

Members shortfall driven by joiners

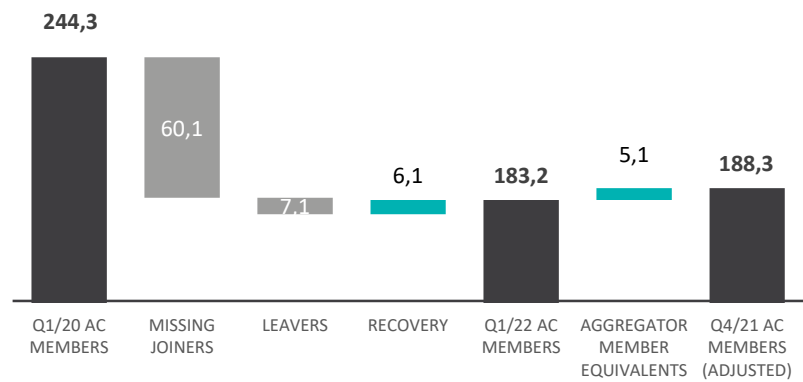


Revenue impacted by covid-19 lockdown and related compensations



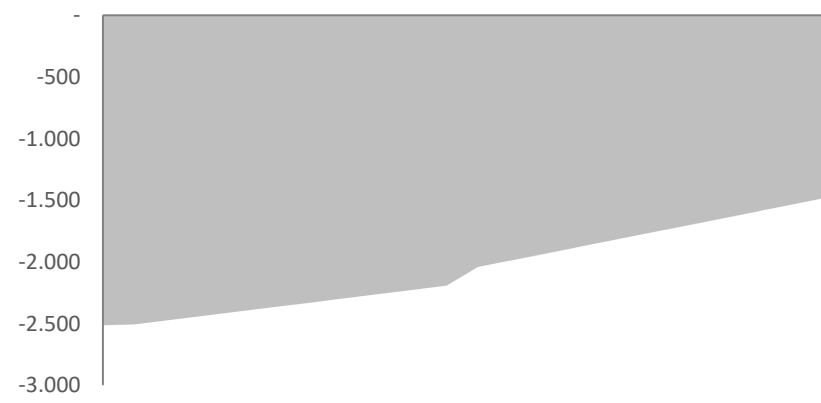
Governmental support so far includes EUR 50.5m out of various programs.

Member shortfall driven by joiners...



...will impact future revenues...

Estimated impact from missing members on next 24 months revenue in kEUR b/f revenue initiatives/rebound (65k members on 28% attrition)

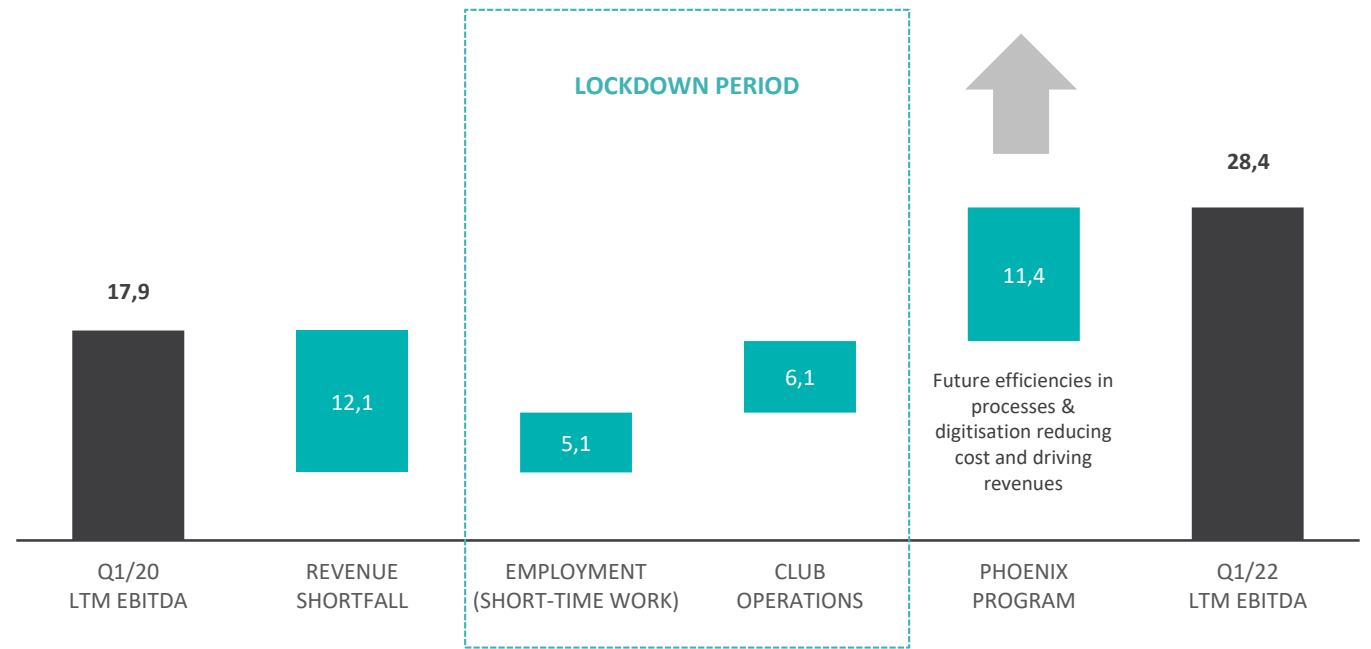


...and need for business transformation

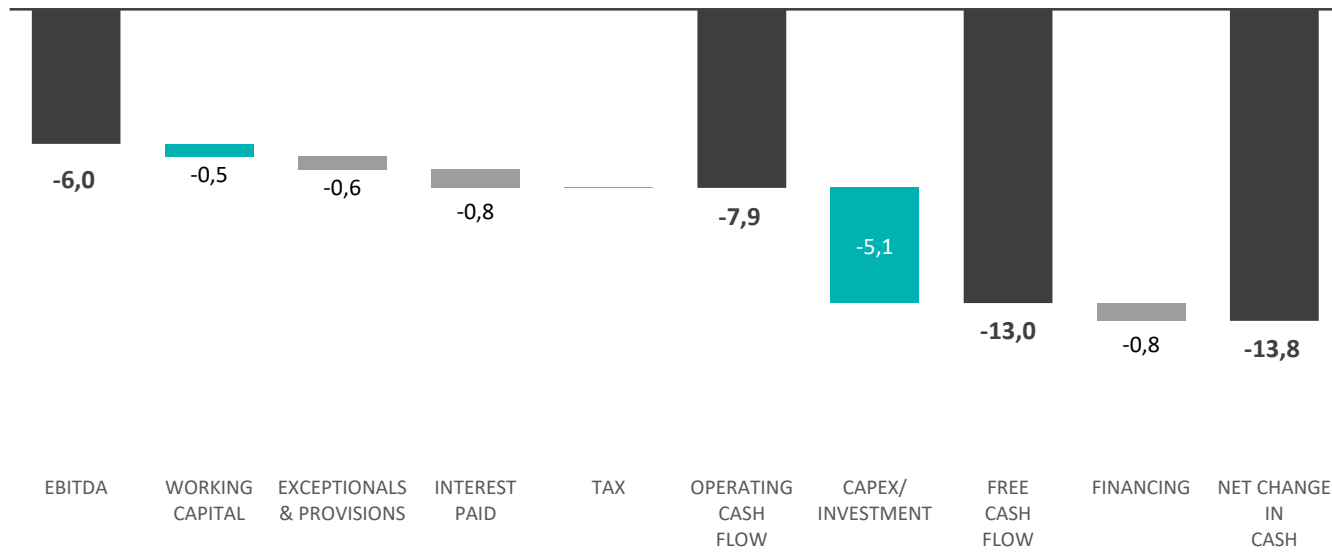
Phoenix program mitigates short-term EBITDA impact and gives the chance for sustainable increase in profitability long-term



PEOPLE	PORTFOLIO	PRODUCT & MEMBER EXPERIENCE	PRICE & MARKETING	PROCESSES & FINANCES
Club team reduction @ FF	Leases 2.0	Enhance studio & club lighting @ 1.5m	Sales Tesla	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	Inrequent user focus	Chatbot	Additional Risks/Opportunities
		Retail simplified	Compensation options	

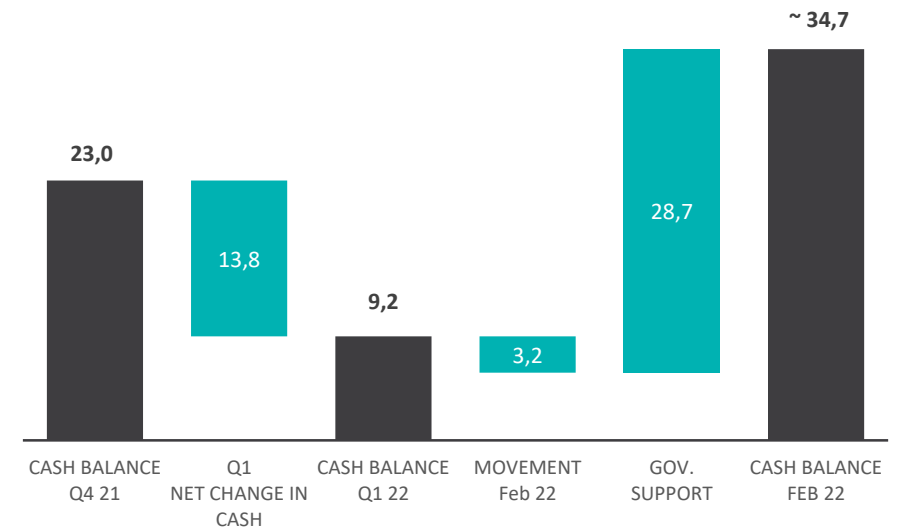


Net Change in Cash in Q1 / FY2022 (EURm)



- Q1/22 EBITDA includes seasonally higher costs (e.g. marketing) while revenues are still impacted from missing members
- Capex is characterised by investment in digital and improved offerings to support the membership recovery and first payments for a new elbgym club in Hamburg. In addition to that around EUR 2.0m result from the acquisition of elbgym franchise clubs in Hamburg and Munich.
- 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 underlying revenues and EBITDA down, governmental support programs helps to strengthen the cash position
- Continuous liquidity management and successful application in the governmental support programs results in more than EUR 34.7m cash balance per end of February 2022



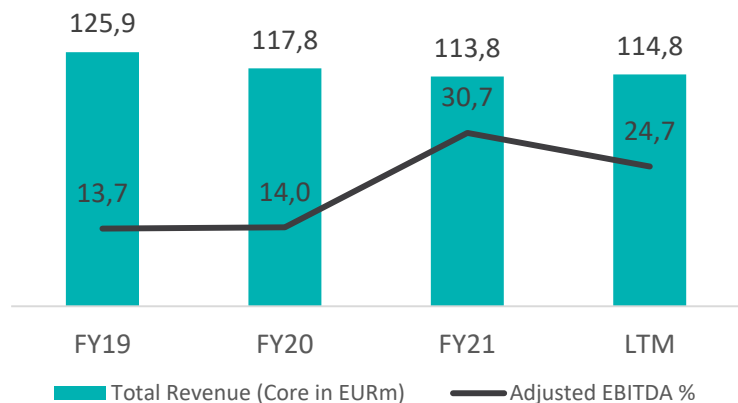
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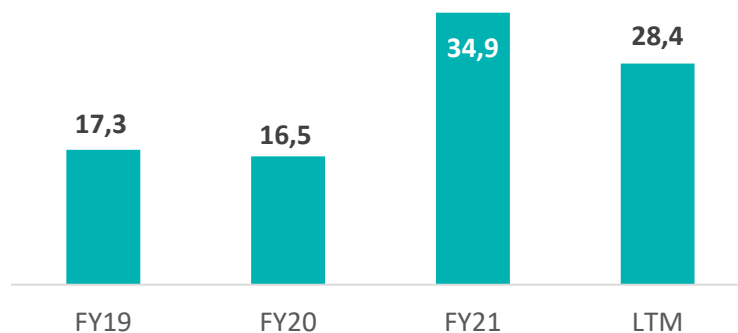
PRO FORMA FINANCIALS/KPIs LIFEFIT GROUP AND BY SEGMENT

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Pro forma key financials

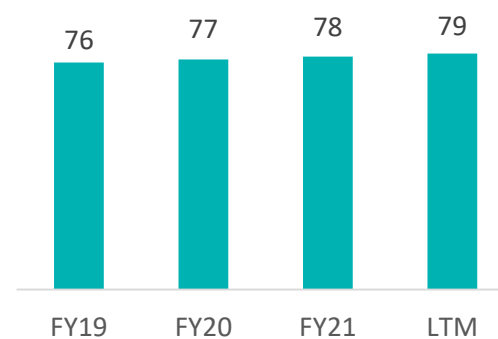


Adjusted EBITDA (EURm)

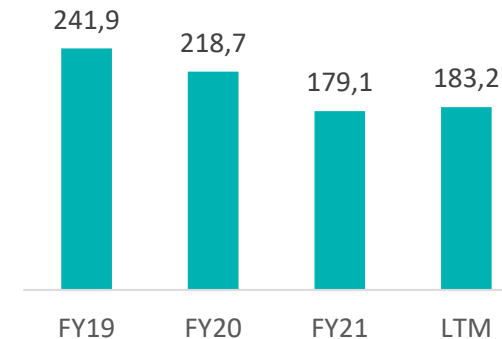


Key performance indicators

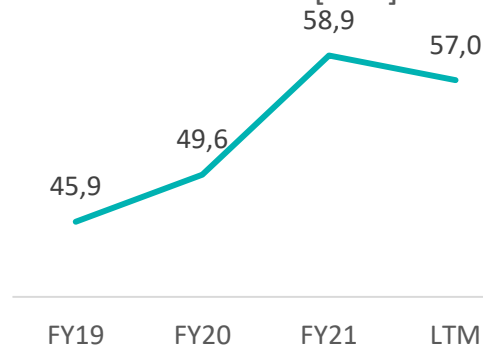
Clubs [#]



Members ['000]

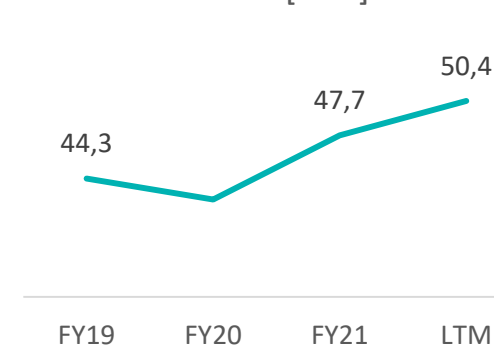


Joiner Yield [EUR]



Joiner Yield for the group benefits from shifted mix towards Fitness First and more short-term contracts (both as a result of a 40 day trial period offer)

ARPM [EUR]



As expected FY20 is affected by compensations and missing side revenues (due to covid-19 club closures), LTM significantly benefit from governmental support

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

LIFEFIT GROUP PRO FORMA HISTORICAL PERFORMANCE (CORE BUSINESS)

Key Financials

EURm	FY19	FY20	FY21	LTM	Δ%
	AC	AC	AC	AC	LTM-21
Total Revenue	125.9	117.8	113.8	114.8	+0.9%
thereof: Fitness First	112.0	102.9	96.5	97.4	
elbgym	2.3	2.7	3.5	3.8	
smile X	11.6	12.2	13.8	13.7	
EBITDA	15.5	15.3	33.0	26.2	-20.8%
thereof: Fitness First	11.2	10.8	25.2	19.2	
elbgym	-0.1	0.1	0.5	0.2	
smile X	4.4	4.5	7.3	6.7	
EBITDA margin [%]	12.4	13.0	29.0	22.8	-21.5%
thereof: Fitness First	10.0	10.5	26.1	19.7	
elbgym	-3.7	2.9	15.4	6.3	
smile X	37.8	36.7	53.1	49.2	
Adjustments	1.7	1.1	1.9	2.2	
thereof: Fitness First	1.7	1.1	1.9	2.2	
elbgym	0.1	0.0	0.0	0.0	
smile X	0.0	0.0	0.0	0.0	
Adjusted EBITDA	17.3	16.5	34.9	28.4	-18.7%
thereof: Fitness First	12.9	11.9	27.0	21.4	
elbgym	0.0	0.1	0.5	0.2	
smile X	4.4	4.5	7.3	6.7	
Adj. EBITDA margin [%]	13.7	14.0	30.7	24.7	-19.4%
thereof: Fitness First	11.5	11.6	28.0	22.0	
elbgym	-0.2	2.9	15.4	6.3	
smile X	37.8	36.7	53.1	49.2	

Key Performance Indicators

	FY19	FY20	FY21	LTM	Δ%
	AC	AC	AC	AC	LTM-21
# of Clubs¹	76	77	78	79	
thereof: Fitness First	60	61	61	60	
elbgym	3	3	4	6	
smile X	13	13	13	13	
Members ['000]	241.9	218.7	179.1	183.2	+2.3%
thereof: Fitness First	206.4	183.9	147.8	151.3	
elbgym	3.3	3.6	4.0	4.4	
smile X	32.1	31.2	27.3	27.5	
Joiner Yield [EUR]	45.9	49.6	58.9	57.0	-3.3%
thereof: Fitness First	47.9	52.2	61.1	59.0	
elbgym	71.4	72.1	63.5	67.1	
smile X	29.2	30.8	30.8	30.9	
ARPM [EUR]	44.3	42.6	47.7	50.4	+5.7%
thereof: Fitness First	45.9	44.0	48.5	51.7	
elbgym	60.2	64.4	75.9	67.2	
smile X	31.8	32.1	39.3	40.3	
Retention %	73.4	70.4	52.2	52.3	
thereof: Fitness First	72.6	69.6	49.2	49.3	
elbgym	64.1	69.9	52.7	47.8	
smile X	80.3	75.7	69.9	69.7	

- Club closures due to the covid-19 lockdown result in missing joiners and consequently lower membership base (more than 65k members less vs. Q1/20 post second lockdown), which will continuously recover over the future months
- Corona crisis has impacted retention, the new joiners with 90%+ long-term contracts will reverse this trend
- Underlying revenue/ARPM is impacted by missing members, freezes, rejects/refunds as well as missing and decreased side revenues, but significantly benefits from governmental support
- IFRS15 impact out of deferred revenue from covid-19 compensation tools amounts to EUR 10.1m at the end of Jan 22 (LTM)
- LTM joiner yield increase is primary driven by shifted mix towards Fitness First with more short-term contracts (out of a 40 day trial period offer), future yield will slightly go down with focus on long-term contracts, contract value will clearly improve
- This trial period offer and relating step-backs has significant impact on attrition/retention short-term, but has created a strong lead pool which will give the chance for new long-term members once restrictions will be removed



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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 first quarter FY2022 refers to the period 1 November 2021 to 31 January 2022.
- Group legal structure see appendix

2 IFRS

- Application of IFRS 16 Leases leads
 - to the capitalization of right-of-use assets of EUR 108.3m and of lease liabilities of EUR 133.8m as of 31 January 2022
 - to a negative P/L-effect of EUR 7.2m 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 6.9m for the period from 1 Nov 2021 to 31 Jan 2022.

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 -11.6m and sales of EUR 20.3m.
- With EUR -13.8m the Cash Flow is negative in the quarter, Cash balance as of 31 January 2022 is EUR 9.2m.

4 Financial KPIs

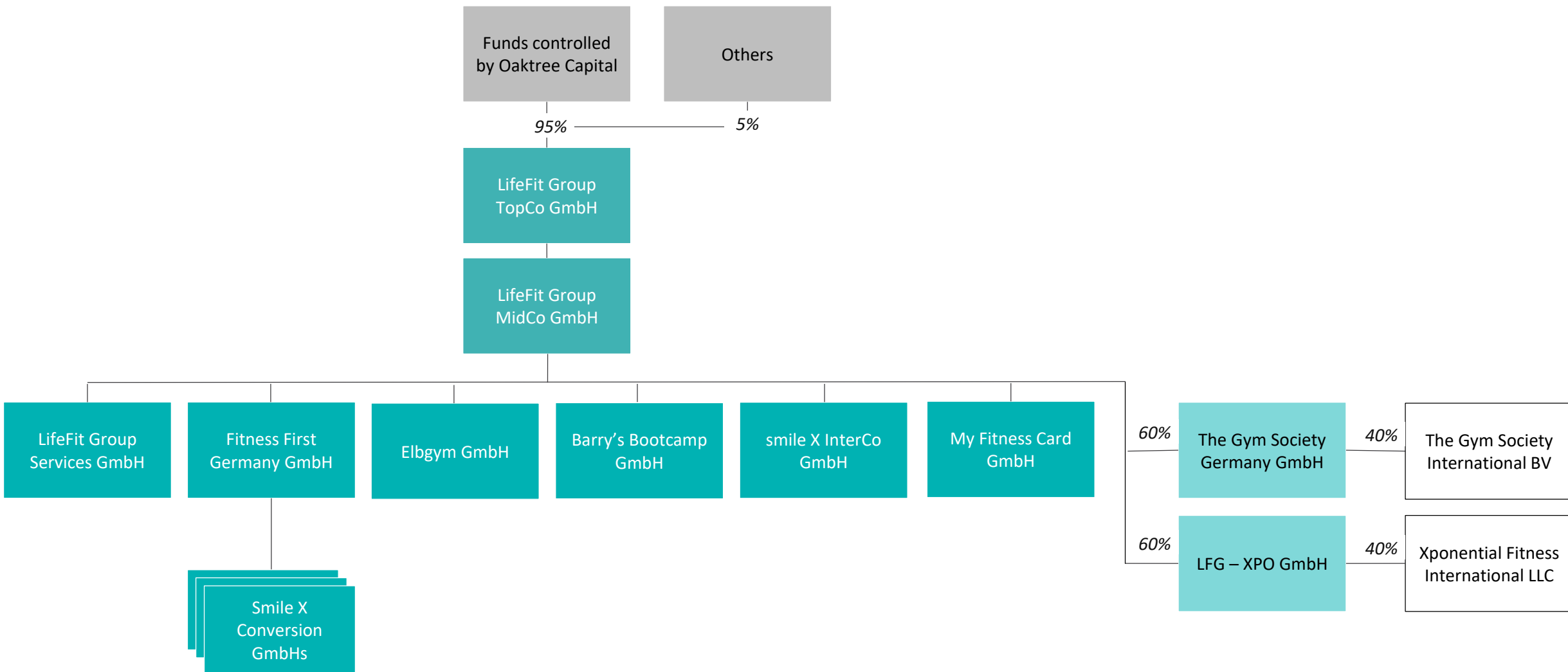
- LifeFit Group has updated its Financial KPIs in FY2019/20 in the course of IFRS 16 changes
- This mainly impacts Reported Adjusted EBITDA, which includes cash rents and excludes IAS 17 rent adjustments

5 Pro Forma

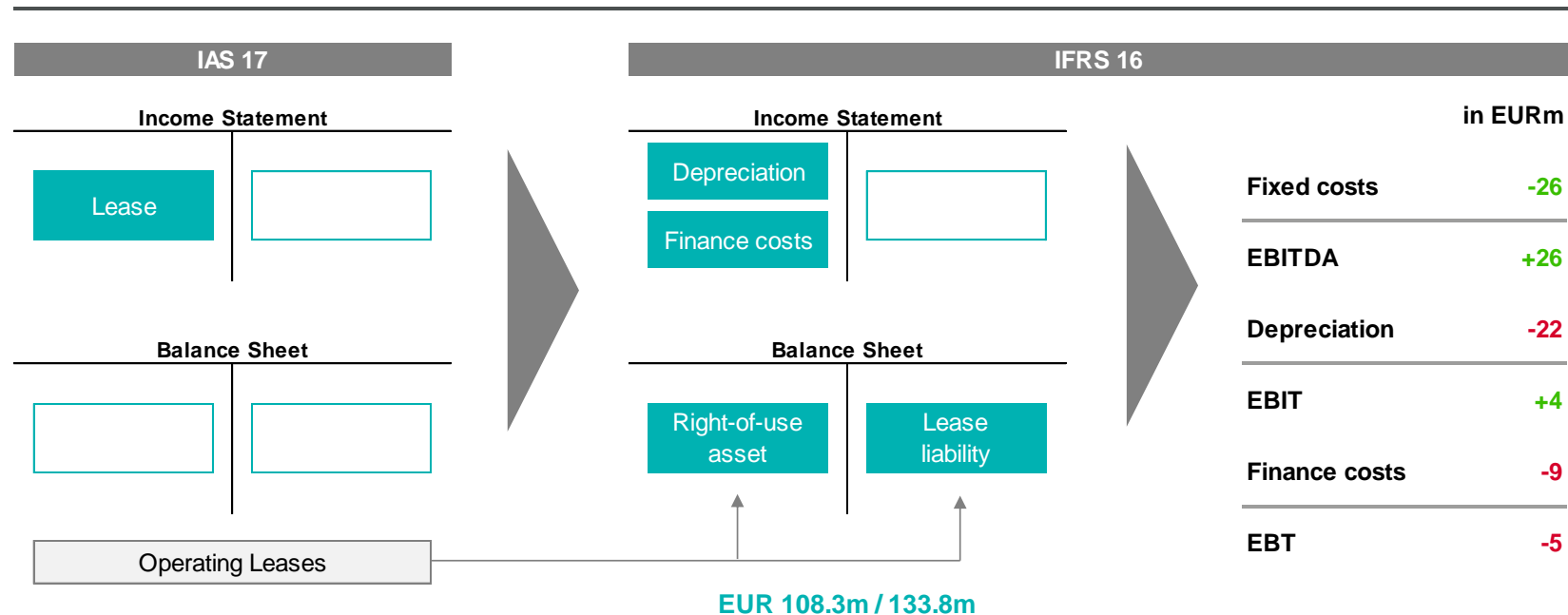
- Due to the short financial year of Lifefit Group MidCo for FY19 and FY20 and for a better understanding of the financial results of the whole group LifeFit Group presents pro forma f/s considering the 12 months period 1 November to 31 October and adjusted for IFRS 16 impacts
- Pro forma Total Revenue of the group was EUR 115.2m (EUR 114.8m in core business¹)
- Pro forma adjusted EBITDA of the group amounts to EUR 28.4m (core business)

6 Outlook

- The quarterly interim unaudited report for Q2 FY2022 is planned to be published on 30 Jun 2022



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 October 2021 the group recognized the following right-of-use assets and lease liabilities
 - Buildings EUR 105.5m/130.8m
 - Other EUR 2.9m/3.0m
- 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 Jan-22 LTM (EUR 28.4m)	pre IFRS 16	under IFRS 16
Gross debt / PF EBITDA		1.9x	3.4x
Net debt / PF EBITDA		1.5x	3.2x

Gross debt based on EUR 40m senior secured bond, EUR 10m RCF and EUR 3.0m equipment finance leases (respectively EUR 133.8m lease liabilities under IFRS16), net debt reduced by EUR 9.2m cash at bank.

Key Financials

EURm	FY19	FY20	FY21	LTM
	AC	AC	AC	AC
Total Revenue	133.9	121.0	114.6	115.2
thereof: core	125.9	117.8	113.8	114.8
non-core	7.7	3.1	0.8	0.4
EBITDA	14.8	15.2	32.6	25.6
thereof: core	15.5	15.3	33.0	26.2
non-core	-0.7	-0.2	-0.5	-0.6
EBITDA margin [%]	11.1	12.5	28.4	22.2
thereof: core	12.4	13.0	29.0	22.8
non-core	-9.5	-5.5	-61.7	-159.2
Adjustments	2.4	1.3	2.3	2.8
thereof: core	1.7	1.1	1.9	2.2
non-core	0.7	0.2	0.5	0.6
Adjusted EBITDA	17.2	16.5	34.9	28.4
thereof: core	17.3	16.5	34.9	28.4
non-core	-0.1	0.0	0.0	0.0
Adj. EBITDA margin [%]	12.9	13.6	30.5	24.6
thereof: core	13.7	14.0	30.7	24.7
non-core	-0.8	0.0	0.0	-0.1

Key Performance Indicators

	FY19	FY20	FY21	LTM
	AC	AC	AC	AC
# of Clubs¹	82	80	77	79
thereof: core	76	77	78	79
non-core	6	3	0	0
Members ['000]	249.8	224.2	179.1	183.2
thereof: core	241.9	218.7	179.1	183.2
non-core	7.9	5.5	0.0	0.0
Joiner Yield [EUR]	45.8	49.4	58.9	57.0
thereof: core	45.9	49.6	58.9	57.0
non-core	42.7	43.0	39.4	n/a
ARPM [EUR]	44.2	42.5	47.4	50.5
thereof: core	44.3	42.6	47.7	50.4
non-core	41.2	n/a	n/a	n/a
Retention %	73.4	70.4	52.2	52.3
thereof: core	73.4	70.4	52.2	52.3
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 -7.3m (from FY19 to Jan-22 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 lockdowns and the related impacts

Segment	Item	Comment	LTM Jan-22
Pro forma LTM Group EBITDA			25,570
FFG/LFG	Barrys set up/ramp-up	transaction/formation expenses and ramp-up losses	1,763
FFG/LFG	Divestment clubs & discontinued	refers to four clubs in reporting period	579
FFG/LFG	Ramp-up losses	One club to become EBITDA positive	332
FFG/LFG	New Business Development	HO employment costs related to new business development (Franchise, XPO)	122
Total Adjustments			2,796
Adjusted PF LTM Group EBITDA			28,367

Consolidated Statement of Comprehensive Income

LifeFit	Q1/22	Q1/21		YTD	YTD
(Unaudited)	01.11.21 -	01.11.20 -	change	01.11.21 -	01.11.20 -
	31.01.22	31.01.21	EUR k	31.01.22	31.01.21
	EUR k	EUR k	EUR k	EUR k	EUR k
Revenue	20,288	19,447	841	20,288	19,447
Other operating income	441	261	180	441	261
Cost of materials	-1,661	-99	-1,562	-1,661	-99
Personnel expenses	-7,740	-4,810	-2,930	-7,740	-4,810
Other operating expenses	-11,208	-9,301	-1,907	-11,208	-9,301
Amortization and depreciation	-8,003	-8,738	735	-8,003	-8,738
Operating profit or loss	-7,883	-3,241	-4,643	-7,883	-3,241
Income from at equity i investments	-64	-76	12	-64	-76
Finance income	16	0	16	16	0
Finance costs	-3,796	-3,914	118	-3,796	-3,914
Financial result	-3,780	-3,914	134	-3,780	-3,914
Profit or loss for the period before taxes	-11,727	-7,231	-4,497	-11,727	-7,231
Income taxes	174	112	62	174	112
Profit or loss for the period	-11,553	-7,118	-4,435	-11,553	-7,118

Consolidated Cash Flow Statement

LifeFit	Q1/22	Q1/21		YTD	YTD
(Unaudited)	01.11.21 -	01.11.20 -	change	01.11.21 -	01.11.20 -
	31.01.22	31.01.21	EUR k	31.01.22	31.01.21
	EUR k	EUR k	EUR k	EUR k	EUR k
Operating cash flow	-858	4,720	-5,578	-858	4,720
Investment cash flow	-5,114	-3,986	-1,128	-5,114	-3,986
Financing cash flow	-7,840	-6,013	-1,827	-7,840	-6,013
Cash flow for the period	-13,812	-5,279	-8,533	-13,812	-5,279
Beginning cash	23,040	22,551		23,040	22,551
Closing cash	9,228	17,272		9,228	17,272

Consolidated Balance Sheet

(Unaudited)	31 January 2022	31 October 2021
Non-current assets		
Intangible assets	33,311	33,805
Property, plant and equipment	37,265	37,692
Right-of-use-assets	108,337	115,267
Investments / Joint venture	0	1
	180,472	188,440
Current assets		
Inventories	727	865
Trade receivables	374	400
Receivables from affiliated companies	617	602
Current income tax assets	13	396
Other non-financial assets	31,707	30,155
Cash and cash equivalents	9,229	23,040
	42,667	55,459
TOTAL ASSETS	223,139	243,899
Equity	-34,010	-22,522
Liabilities		
Non-current liabilities		
Financial liabilities	38,936	38,935
Shareholder debt	38,995	38,097
Other non-financial liabilities	7,124	7,828
Other financial liabilities	917	1,807
Other provisions	3,218	2,478
Lease liabilities	113,527	119,914
Deferred tax liabilities	3,020	3,020
	205,737	212,079
Current liabilities		
Financial liabilities	10,150	10,113
Trade payables	12,475	15,128
Other non-financial liabilities	6,815	8,200
Other financial liabilities	0	2
Other provisions	1,672	601
Lease liabilities	20,300	20,119
Income tax liabilities	0	181
	51,412	54,342
TOTAL LIABILITIES	257,150	266,421
TOTAL EQUITY AND LIABILITIES	223,139	243,899

- In total, the consolidated equity of the group is negative. The equity position of the group has no legal impact. With EUR 70.0m the equity of LifeFit Group MidCo GmbH is positive. If the shareholder debt of EUR 39.0m were classified as equity, the consolidated equity of the group would amount to EUR 5.0m.
- Besides the accumulated losses until 31 January 2022 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	-34.0
pro forma classification Shareholder Loan as Equity	+39.0
pro forma Equity	+5.0

Pro forma Financials + IFRS 16 impacts + Reported Financials

	Jan-22 LTM			Q1/FY2022			Q1/FY2022 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	79			79			
Members ['000]	183.2			183.2			
Joiner Yield [EUR]	57.0			52.4			
ARPM [EUR]	50.5			37.4			
Retention % (annualised)	52.3			52.3			
Profit/Loss							
Revenue	115.2			20.3			20.3
EBITDA ²	25.6	26.3	51.8	-6.0	6.5	0.5	0.1
- Adjustments	2.8			0.9			
Adjusted EBITDA	28.4			-5.1			
Depreciation & amortisation	-12.9	-22.0	-35.0	-2.8	-5.2	-8.0	-8.0
Exceptionals/One-off charges	-1.5			-0.4			
Operating Profit/Loss	11.2		15.4	-9.1		-7.9	-7.9
Income from at equity investments	-0.3			-0.1			-0.1
Total Finance costs	-7.2	-8.5	-15.7	-1.8	-2.0	-3.8	-3.8
Total Tax	-2.5			0.2			0.2
Net Profit/Loss	1.2		-3.0	-10.8		-11.5	-11.6
Cash Flow							
EBITDA ²	25.6			-6.0			
Working capital	-14.2			-0.5			
Exceptionals & provisions	-3.0			-0.6			
Interest paid	-3.3			-0.8			
Tax	0.0			0.0			
OPERATING CASH FLOW	5.2			-7.9	7.1	-0.9	-0.9
Cash flow from investing activities	-9.3			-5.1	0.0	-5.1	-5.1
FREE CASH FLOW	-4.1			-13.0		-6.0	-6.0
Cash flow from financing activities	-3.9			-0.8	-7.1	-7.8	-7.8
NET CASH FLOW	-8.0			-13.8		-13.8	-13.8

Notes

¹ excluding franchise clubs

² excluding exceptionals/one-off charges

Pro forma Financials by Segment

EURm	Jan-22 LTM				Q1/FY2022			
	LifeFit Group	Fitness First	elbgym	smileX	LifeFit Group	Fitness First	elbgym	smileX
KPIs								
# of Clubs ¹	79	60	6	13	79	60	6	13
Members ['000]	183.2	151.3	4.4	27.5	183.2	151.3	4.4	27.5
Joiner Yield [EUR]	57.0	59.0	67.1	30.9	52.4	54.0	72.3	30.9
ARPM [EUR]	50.5	51.9	67.2	40.3	37.4	38.0	63.4	29.9
Retention % (annualised)	52.3	49.3	47.8	69.7	52.3	49.3	47.8	69.7
Profit/Loss								
Revenue	115.2	97.7	3.8	13.7	20.3	17.0	0.8	2.5
EBITDA ²	25.6	18.6	0.2	6.7	-6.0	-6.2	-0.3	0.5
- Adjustments	2.8	2.8	0.0	0.0	0.9	0.9	0.0	0.0
Adjusted EBITDA	28.4	21.4	0.2	6.7	-5.1	-5.3	-0.3	0.5
Depreciation & amortisation	-12.9	-10.2	-0.4	-2.4	-2.8	-2.0	-0.2	-0.6
Exceptionals/One-off charges	-1.5	-1.3	-0.2	0.0	-0.4	-0.3	0.0	0.0
Operating Profit/Loss	11.2	7.1	-0.3	4.4	-9.1	-8.5	-0.5	-0.1
Income from at equity investments	-0.3	-0.3	0.0	0.0	-0.1	-0.1	0.0	0.0
Total Finance costs	-7.2	-7.2	0.0	0.0	-1.8	-1.8	0.0	0.0
Total Tax	-2.5	-2.7	0.1	0.1	0.2	0.0	0.0	0.2
Net Profit/Loss	1.2	-3.0	-0.3	4.5	-10.8	-10.3	-0.5	0.1
Cash Flow								
EBITDA ²	25.6	18.6	0.2	6.7	-6.0	-6.2	-0.3	0.5
Working capital	-14.2	-11.7	-0.2	-2.3	-0.5	-1.0	0.2	0.3
Exceptionals & provisions	-3.0	-2.8	-0.1	0.0	-0.6	-0.4	-0.1	0.0
Interest paid	-3.3	-3.3	0.0	0.0	-0.8	-0.8	0.0	0.0
Tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
OPERATING CASH FLOW	5.2	0.8	-0.1	4.5	-7.9	-8.4	-0.2	0.7
Cash flow from investing activities	-9.3	-6.5	-2.4	-0.4	-5.1	-2.8	-2.2	-0.1
FREE CASH FLOW	-4.1	-5.7	-2.6	4.1	-13.0	-11.2	-2.4	0.7
Cash flow from financing activities	-3.9	-3.4	-0.2	-0.4	-0.8	-0.7	0.0	-0.1
NET CASH FLOW	-8.0	-9.0	-2.7	3.7	-13.8	-11.9	-2.5	0.6

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