

# LifeFit Group MidCo GmbH

Group quarterly interim unaudited report

Q4/FY2022 report

as of and for the interim period started 1 November 2021 ended 31 October 2022















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# 1 Key Figures / Financial Summary

	Oct-22 LTM		G	04/FY2022		Q4/FY2022 REPORTED	
EURm	AC pre IFRS16	Impact of	AC under IFRS16	AC pre IFRS16	Impact	AC under IFRS16	AC IFRS16
EURM	pre iFRS 16	IFRS 16	under IFRS 16	pre iFRS 16	IFK510	under IFRS 16	IFRS10
KPIs							
# of Clubs <sup>1</sup>	93			93			
Members ['000]	216.6			216.6			
Joiner Yield [EUR]	49.0			48.0			
ARPM [EUR]	45.5			54.4			
Retention % (annualised)	67.3			67.3			
Profit/Loss							
Revenue	112.4			34.8			34.8
EBITDA <sup>2</sup>	-10.2	24.5	14.3	2.0	4.6	6.5	10.4
- Adjustments	2.6			0.5			
Adjusted EBITDA	-7.6			2.5			
Depreciation & amortisation	-12.1	-27.1	-39.1	-3.1	-10.1	-13.1	-13.1
Exceptionals/One-off charges	1.9			3.8			
Operating Profit/Loss	-20.4		-23.0	2.7		-2.8	-2.8
Income from at equity investments	-0.2			-0.1			-0.1
Total Finance costs	-8.3	-8.7	-17.0	-2.9	-2.7	-5.6	-5.6
Total Tax	0.8			0.2			0.2
Net Profit/Loss	-28.1		-39.4	0.0		-8.2	-8.2
Cash Flow							
EBITDA <sup>2</sup>	-10.3			2.0			
Working capital	21.4			-0.8			
Exceptionals & provisions	-2.6			-0.6			
Interest paid	-3.3			-0.9			
Tax	0.0			0.0			
OPERATING CASH FLOW	5.3			-0.3	5.8	5.6	5.6
Cash flow from investing activities	-18.1			-2.6	0.0	-2.6	-2.6
FREE CASH FLOW	-12.8		_	-2.9		2.9	2.9
Cash flow from financing activities	-1.8			0.9	-5.8	-5.0	-5.0
NET CASH FLOW	-14.6		Į	-2.0		-2.0	-2.0

For the reason for using pro forma information we refer to section 2.3. Pro forma considers the period of 12 months from Nov 1, 2021 to Oct 31, 2022 and the business activities of all group companies regardless of the acquisition date.

















<sup>&</sup>lt;sup>1</sup> excluding franchise clubs

<sup>&</sup>lt;sup>2</sup> exluding exceptionals/one-off charges

		Oct-2	22 LTM				Q4/F	Y2022		
		Fitness					Fitness			
EURm	LifeFit Group	First	elbgym	smile X	In Shape	LifeFit Group	First	elbgym	smile X	In Shape
KPIs			_					_		
# of Clubs1	93	60	7	13	13	93	60	7	13	13
Members ['000]	216.6	166.1	5.1	28.7	16.7	216.6	166.1	5.1	28.7	16.7
Joiner Yield [EUR]	49.0	50.7	72.1	33.4	43.6	48.0	49.1	71.9	35.0	45.7
ARPM [EUR]	45.5	46.3	73.8	30.4	55.4	54.4	54.4	86.4	30.7	86.4
Retention % (annualised)	67.3	67.5	48.9	72.0	62.2	67.3	67.5	48.9	72.0	62.2
Profit/Loss										
Revenue	112.4	87.3	4.0	10.2	10.9	34.8	26.6	1.3	2.6	4.2
EBITDA <sup>2</sup>	-10.2	-12.3	-0.8	0.8	2.1	2.0	0.6	0.0	-0.5	1.9
- Adjustments	2.6	2.6	0.0	0.0	0.0	0.5	0.5	0.0	0.0	0.0
Adjusted EBITDA	-7.6	-9.7	-0.8	0.8	2.1	2.5	1.1	0.0	-0.5	1.9
•										
Depreciation & amortisation	-12.1	-8.1	-0.6	-2.3	-1.1	-3.1	-2.0	-0.1	-0.6	-0.4
Exceptionals/One-off charges	1.9	2.0	-0.1	0.0	0.0	3.8	3.8	0.0	0.0	0.0
Operating Profit/Loss	-20.4	-18.4	-1.5	-1.6	1.0	2.7	2.4	-0.2	-1.0	1.5
Income from at equity investments	-0.2	-0.2	0.0	0.0	0.0	-0.1	-0.1	0.0	0.0	0.0
Total Finance costs	-8.3	-8.2	0.0	0.0	-0.1	-2.9	-2.9	0.0	0.0	0.0
Total Tax	0.8	0.0	0.0	0.6	0.2	0.2	0.0	0.0	0.1	0.1
Net Profit/Loss	-28.1	-26.8	-1.5	-0.9	1.1	0.0	-0.6	-0.2	-0.9	1.6
Cash Flow										
EBITDA <sup>2</sup>	-10.3	-12.3	-0.8	0.8	2.1	2.0	0.6	0.0	-0.5	1.9
Working capital	21.4	20.1	0.4	2.1	-1.1	-0.8	-1.2	0.0	1.5	-1.1
Exceptionals & provisions	-2.6	-2.4	-0.1	0.0	0.0	-0.6	-0.6	0.0	0.0	0.0
Interest paid	-3.3	-3.3	0.0	0.0	0.0	-0.9	-0.9	0.0	0.0	0.0
Tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
OPERATING CASH FLOW	5.3	2.0	-0.6	2.9	1.0	-0.3	-2.1	0.0	1.0	0.8
0.16.6.6	40.1	40.0	0.0	0.0	4.6	0.5	0 -	0.0		
Cash flow from investing activities	-18.1	-16.8	-2.6	-0.3	1.6	-2.6	-2.5	0.0	-0.1	0.0
FREE CASH FLOW	-12.8	-14.8	-3.2	2.6	2.5	-2.9	-4.6	0.0	0.9	0.8
Cash flow from financing activities	-1.8	-1.5	-0.1	-0.2	-0.1	0.9	1.0	0.0	-0.1	0.0
NET CASH FLOW	-14.6	-16.3	-3.3	2.5	2.5	-2.0	-3.6	0.0	0.9	0.7

#### Notes















<sup>&</sup>lt;sup>1</sup> excluding franchise clubs

<sup>&</sup>lt;sup>2</sup> exluding exceptionals/one-off charges

# 2 Management Commentary

# 2.1 Business overview and strategy

LifeFit Group ("LFG") with its different brands owns market leading positions with high barriers to entry. LFG is among the leading fitness offering operators in Germany, with a portfolio of brands that are market leaders in their respective segments and regions. The Group operates a subscription-based business model which results in high customer stickiness and revenue visibility; the average member stays with the Group for more than 4 years. The multi-brand portfolio creates operational flexibility and allows for club rebranding to react to e.g. changes in customer preference.

#### Currently LFG is operating seven brands:

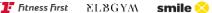
- i. The group is built around Fitness First Germany ("FFG") which constitutes the core of operations with its 52 clubs
- ii. Hamburg-based premium brand Elbgym with 7 clubs (thereof 1 conversion) was acquired in December 2018 as a first step in developing the Group's multi-brand offering
- iii. Value operator smile X with 22 clubs (of which 6 conversions and 3 franchises) is representing LFG's strategic move into the Full Service Best Price (FSBP) segment
- iv. LFG has an exclusive master franchise agreement with US-based boutique chain Barry's to run clubs in Germany and Austria; Germany's first Barry's opened in Jun 21 in Frankfurt, the second one in Berlin opened in Sep 21, with a total potential of up to 12 clubs
- v. For the Dutch based The Gym Society a first sight opened in July 2020 in Cologne (currently relocating)
- vi. In November 2019 LFG and Xponential Fitness, USA, set up a strategic cooperation within a joint venture in order to set up selected boutique fitness concept in Germany with the brands Club Pilates and Pure Barre
- vii. LifeFit Group has acquired the 13 club strong network In Shape in the south-west of Germany in May 22, which will strengthen the metro area Stuttgart and will create more opportunities in that region

LFG is headed by Martin Seibold, who was appointed CEO in 2017 after he successfully repositioned Fitness First UK from 2011 to 2016, subsequently driving its sale to DW Sports.

The Group is present in all major German cities, including Berlin, Munich, Frankfurt, Hamburg and Cologne; its long-term leases in prime inner city locations act as a significant barrier to entry for competitors. Through a number of targeted measures, the new management has been able to increase retention rates from 68% in FY17 to 73% in FY19 (best in class levels in the industry being approximately 70%); new joiner yield has been lifted by 9% over the same period and another 8% the year after. Following the acquisitions of smile X and after the first covid-19 related lockdown, the Group pre-covid had around 250,000 members across more than 80 clubs.

The group's strategy is to continue organic expansion with high returns on capital, as well as driving the operational and financial performance of its existing gym estate.

















#### 2.2 Current market situation

Following a total of 10 years economic growth for the German economy, the longest growth phase in the history of post-reunified Germany, both the global and the German economic output fell drastically in 2020, primarily driven by the COVID-19 economic crisis.

According to the last industry study of German fitness market (Deloitte "The German fitness market", 16th edition), by the end of last year, average annual growth in revenue stood at 3.2% and average growth in memberships at 5.1% over the last five years.

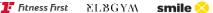
The German fitness market has grown at a 3.2% CAGR since 2014 until 2018, driven by chains and studios at the expense of the large base of independent operators. The growth within the studio category is driven by a shift in preference towards varied, specialized fitness experiences (e.g. cycling, boxing, yoga). Fitness chains have experienced strong growth in recent years due to increased consolidation among centers and consumers seeking out established chains with a reputable brand. Independent operators have struggled to match the larger chains' value proposition and have thus seen their base erode. This development continued in 2019.

The German fitness market is the largest in Europe and has grown in line with other markets, following a global health and wellness trend. Despite increasing by nearly half since 2010, fitness center penetration (# of centers/population) in Germany remains low compared to other developed markets such as the UK and Scandinavia. New concept and center development, persistent interest in health and wellness and social media provide a strong basis for further growth.

Once the COVID-19 health crisis reached Germany, the entire fitness, leisure and cultural industry experienced a bitter setback. Globally this crisis raises severe social and economic challenges. In order to mitigate the health risks by the Corona-virus and to avoid a collapse of health care systems, governments adopt a strategy of social isolation. As a consequence all fitness clubs were officially closed from mid of March until June and from the beginning of November 2020. LifeFit Group had immediately set up a special task force lead by the CEO and initiated a broad set of actions to ease the adverse operating and financial impact, e.g.

- Installation of Covid-19 crisis management strategy including diagnosis, empowerment, execution, evolution and turnaround strategy
- Daily senior management update and decision call enabled us to move fast, effective and aligned across brands initiating a broad set of measures and initiatives to mitigate the economic impact while supporting staff and members
- Group Finance in close relationship with the brands has created a detailed driver based cash forecast model and continually assesses possible scenarios with three different cases each (upside, base case, downside)
- Learning and interaction from and with other Oaktree Capital Management portfolio companies
- Experienced legal advise to maximise liquidity, especially with regards to
  - o State related economic relief programs (employees put on zero or 50% hours ("Kurzarbeit"), postponement of various tax etc.)
  - Third party supplier reductions
  - withholding/deferral of rent payments (no legal grounds but assumed government program/regulation to commence soon)
- Paused or postponed capex initiatives including openings of new format studios

















- Industry in general continues to bill for recurring membership dues (widely supported by German media (despite lack of legal foundations)) and early results are promising demonstrating members go along as reimbursement options have been made available
- Evaluate and request opportunities to participate in governmental support programs

During the lockdown periods LFG sent staff into short-time work to keep costs low until the first news of easing the lockdown would appear. The remaining teams focused on digitalization of customer related processes and to prepare the club portfolio for operating under restricted Corona conditions (comply with sophisticated hygiene standards and capacity limitations).

Until mid of June 2020 all LifeFit studios were re-opened again with limited members allowed per sqm. Online booking was mandatory in the beginning of the reopening phase, but government eased restrictions following infection numbers going down.

As a result of the second nation-wide lockdown, all clubs were closed again from 2<sup>nd</sup> of November 2020. LifeFit quickly responded with prepared measures (e.g. short-time work in all clubs, simplified compensation tools etc.) and the industry-wide cooperation accelerated. After a dozen of clubs (primary in Hessen) were able to reopen for some weeks in March/April 2021 before they had to close again, all of our studios have been operated again since mid of June 2021, including the first Barry's in Germany / Frankfurt and the second one in Berlin (opened in Sep 21).

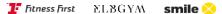
Due to the fourth covid wave the fitness sector has been faced with further restrictions once again since autumn 2021. All clubs had to introduce 2G (vaccinated, recovered access only) and partly 2G+ (additionally tested) depending on the regional hospitalisation rate. Since Apr 22 restrictions have been largely lifted and market recovery is now clearly visible.

#### 2.3 Business development / Financial performance of the period

The result of the fourth quarter 2021/2022 refers to the period from 1 August 2022 until 31 October 2022. For a better understanding of the financial results of the whole group we present pro forma information considering the 12 months period from 1 November till 31 October and the business activities of all group companies regardless of the acquisition date (especially re In Shape group, which was acquired in May 22).

LTM pro forma revenue of the group amounts to EUR 112.4m. LTM pro forma EBITDA of the group amounts to EUR -7.6. Considering IFRS 16 effects LTM pro forma EBITDA of the group amounts to EUR 14.3m.

Operational and financial KPIs were significantly impacted by the covid-19 crisis and related club closures from mid of March to mid of June 20 and from November 20 to mid of June 21 which is mitigated by governmental support and monthly recovery. However LTM revenues are faced with fade out of governmental support packages (EUR -37.1m in the LTM period). Therefore Total LTM revenues in core business decreased by 6.5% compared to FY21 to EUR 112.4m. Total revenues had 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. Reopening of all clubs in June 2021 came along with encouraging membership recovery, slowed down in autumn/winter due to stronger restrictions in Germany (2 studios closed) and revenues are now recovering month by month. Current quarter comes along with consistent monthly additions in membership (+6.8k in Q4), resulting in 227.5k members at the end of Oct 22 (pre-covid 262k members, low point at 190k). Aggregator income













continuously improves with month-by-month growth rates at ~10% since reopening. Successful increase of existing member pricing results in EUR +400k add. revenue run-rate from Sep 22 onwards.

Adjusted EBITDA in core business is affected by above mentioned revenue impacts (primary fade out of governmental support packages) and decreased to EUR -7.6m. Underlying EBITDA shows strong monthly growth and returned to break-even in Oct 22. Initiated business transformation program and cost actions over the last months (esp. reduced electricity consumption) were able to mitigate energy and other cost increase in the short term and will give the chance for sustainable increase in profitability long-term.

Net Cash Flow for Q4/FY22 was EUR -2.0m, which is primary characterised by monthly increasing EBITDA, which moreover benefits from EUR 2.0m governmental support and fading out repositioning investment program. An additional purchase price payment re the acquisition of In Shape is offset by EUR 2.0m equity contribution. The group's cash position post acquisition of In Shape amounts to EUR 8.4m in Oct 22. Cash position after Financing/M&A (acquisition of Fitness LOFT) is projected to be around EUR 14.5m at the end of Dec 22.

#### 2.4 Ownership and funding

LifeFit Group MidCo GmbH is a wholly-owned subsidiary of LifeFit Group TopCo GmbH, the parent company of the Group and majority-owned by funds controlled by Oaktree Capital Management, L.P., a global alternative investment management firm with AUM in excess of EUR 100bn. Oaktree has more than 950 employees and offices in Los Angeles (HQ), New York, London, Paris, Frankfurt, Hong Kong, Beijing, Sydney, etc. Oaktree's European Principal group combines special situations investing with more traditional middle-market private equity. Oaktree has owned the global Fitness First operations since 2012. Since then Oaktree has successfully created two multi-brand fitness groups around Fitness First and Barry's Bootcamp: Fitness & Lifestyle Group (the leading multi-brand operator in Australia) and Evolution Wellness (Asia-Pacific's leading multi-brand fitness group). In addition to this, Fitness First UK was successfully repositioned and sold.

On 30 June 2019 Fitness First Germany GmbH, subsidiaries and affiliates (the "Company") were acquired by LifeFit Group MidCo GmbH ("LFM", collectively the "Group"). LFM restructured the Group's finances such that as at 26. July 2019, the Company issued Senior Secured Callable Floating Rate Bonds ("the bond") amounting to EUR 40 million for which LFM and certain subsidiaries are guarantors.

On 6 August 2019, the Group acquired smile X Group. The acquisition was financed through the funds raised from the issuance of the bond and was motivated by smile X's strong operational track record and excellent strategic fit for the Group and offers a complementary service offering and synergy potential in network efficiencies and better purchasing power. The acquisition of smile X will allow the Group to broaden its offering and differentiate itself even more from other middle-market players within the strongly growing value segment.

The Gym Society Germany GmbH ("Gym Society") is a joint venture between MidCo and The Gym Society International B.V. The concept of GymSociety is personalized consultancy for healthy life with a luxurious boutique environment with experienced trainers. The opening of the first studio in Germany is planned for mid-2020.

In November 2019 LifeFit Group and Xponential Fitness, the curator of eight outstanding boutique fitness brands, have announced the signing of a Master Franchise Agreement in order to set up















selected boutique fitness concepts in Germany. Starting with Club Pilates and Pure Barre the first studios are set to debut in Germany by next summer. The agreement also includes the flexibility to introduce further brands in Germany.

Xponential Fitness is a thriving franchise organization offering diversified fitness concepts in eight verticals with over 1,325 studio locations open, for a total of more than 3,000 licenses sold, including open studios and international. Xponential's portfolio of brands includes Club Pilates, CycleBar, StretchLab, Row House, AKT, YogaSix, Pure Barre, and Stride, covering key industry verticals and focused on accelerating growth domestically and internationally.

With the acquisition of the two elbgym franchise studios in Munich und Hamburg in Nov 2021, LifeFit is focusing on further growth in the premium performance market and now owns seven elbgym clubs, after another opening in March 2022.

LifeFit Group has acquired the 13 club strong network In Shape in the south-west of Germany in May 22, which will strengthen the metro area Stuttgart and will create more opportunities in that region.

# 2.5 Significant events after reporting period

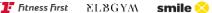
#### 2.5.1 Acquisition of Fitness LOFT and Funding

On 6 Dec 22 LifeFit Group MidCo GmbH ("LifeFit Group" or the "Company") announced that the Company (i) acquires LOFT Holding GmbH ("FitnessLOFT")(the "Acquisition"), (ii) initiates a written procedure (the "Written Procedure") under its outstanding bond loan 2019/2023 with ISIN NO0010856966 (the "Bonds") and (iii) mandates Pareto Securities as Sole Bookrunner in the issuance of subsequent bonds under the terms and conditions of the Bonds (the "Bond Issue").

LifeFit Group received bondholders' approval in the written procedure and successfully issues subsequent bonds of EUR 15m. The bondholders have thus approved to (A) waive the incurrence test in connection with the Bond Issue and the incurrence of certain subordinated vendor loans which shall be granted by the sellers under the Acquisition, (B) approve the terms of the Bond Issue, and (C) amend the terms and conditions of the Bonds to, inter alia, (i) extend the term of the Bonds, (ii) amend the redemption price payable at final maturity of the Bonds (to be floored at 101.25 per cent. of the outstanding nominal amount), (iii) amend the voluntary call option structure, (iv) decrease the maximum aggregate amount of the Bonds, (v) increase the interest rate on the Bonds through PIK interest, (vi) add a maintenance covenant, (vii) amend certain financial baskets for permitted debt, and (viii) add obligations with respect to vendor loans and earn-outs under the Acquisition.

The Company has issued subsequent senior secured bonds in an aggregate nominal amount of EUR 15m under the framework of the Bonds to, alongside an equity contribution from the Company's majority shareholder, OCM Luxembourg EPF III SARL, finance the Acquisition. The equity contribution amounts to EUR 12 million, of which EUR 2 million were contributed to the Issuer in October 2022 and the remainder in December 2022. Following the Bond Issue, the aggregate outstanding nominal amount under the Bonds is EUR 55m. The proceeds from the Bond Issue are used to part-finance the acquisition of LOFT Holding GmbH and to finance transaction costs and general corporate purposes. The Bond Issue was fully subscribed based on subscription commitments from certain institutional investors.















Each eligible holder of Bonds will be entitled to a consent fee amounting to 1.00 per cent of the outstanding nominal amount of all Bonds held by such holder at the relevant record date, subject to the terms set out in the notice of the Written Procedure.

On 19 Dec 2022 the Company confirmed that all conditions have been fulfilled, that the amendments to the terms and conditions of the Bonds will come into effect 19 Dec 2022. Settlement of the Bond Issue was on 22 December 2022, disbursement on 27 December 2022. With the payment of the purchase price on 28 Dec 2022 the Fitness LOFT transaction was closed.

In addition to that super-senior revolving facility agreement with Oldenburgische Landesbank Aktiengesellschaft has been extended until 30 September 2024, turning the 1.5% PIK interest into cash margin.

#### 2.5.2 Trading update Fitness LOFT

LifeFit Group is rebounding strongly from the pandemic and is strengthening its club portfolio with the acquisition of FitnessLOFT, a leading player in the Full Service Best Price (FSBP) segment. With this move, the group is investing in the fastest growing market segment in the German fitness landscape. FitnessLOFT operates 27 facilities spread across the German states of Bremen, Hamburg, North Rhine-Westphalia, Lower Saxony and Saxony-Anhalt. The fitness chain, with more than 65,000 members, has high-quality equipped studios, an appealing, "loft-inspired" interior design and a strong management team with experience in acquiring local providers, and has outperformed the broader market during the COVID-19 pandemic. With LifeFit Group's acquisition of FitnessLOFT, the group defies macroeconomic challenges and takes the next step in its growth strategy.

"FitnessLOFT expands our offering in the FSBP segment which will now account for over 50% of our portfolio. This enhances LifeFit Group's ability to scale our platform further through both buy-andbuild as well as organically in the fastest growing market segments - FSBP, boutique and boutique franchise" says Martin Seibold, CEO of LifeFit Group.

FitnessLOFT, including two new openings since 2019 and consistent monthly member additions (more than 1,500 members added in November), is already almost at a pre-COVID level in terms of membership base and as of Q3 2022 shows revenues of EUR 16.6 million and pre-IFRS 16 adjusted EBITDA of EUR 1.6 million (both adjusted for governmental support). The normalised October 2022 run-rate is already at EUR 19.2 million revenue and EUR 3.6 million EBITDA.

#### 2.6 Outlook

The whole fitness industry was negatively affected by the Covid-19 outbreak. With having had the LifeFit studios closed for around 10 months, the LFG expects further implications on future financial performance from a short/mid-term perspective. By ensuring best-in-class hygiene standards we will comfort the members to work-out and come back to routine since clubs are reopen again from mid of June 2021 onwards. Last month's key drivers make confident for operational rebound of the business since restrictions are fully removed. In the long-term LFG is confident that health and fitness will be even more focused in the society.

The negative financial impact of covid-19 will probably lead to a consolidation phase in the fitness industry with opportunities for growth via acquisitions. The vast experience in managing different brands in various segments combined with efficient and scalable central services qualifies LFG as a central future player in the German fitness industry.















Considering additional covid-19 variants and increased share of those there is a potential risk of further future restrictions in the course of upcoming waves. In addition to that, changed framework conditions as a result of the war in Ukraine have impact on the business, e.g. increased energy costs. Thus LFG continues to focus on resolute cash-flow management to ensure a high level of liquidity.

#### 2.7 Other information

#### Audit

This report has not been subject to review by the Group's auditors.

#### **Contact information**

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#### Financial calendar

The audited annual report for FY22 is planned to be published on 28 Feb 2023 and the quarterly interim unaudited report for Q1 FY2022/23 on 31 Mar 2023.

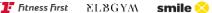
#### **Assurance**

The Board of Directors and CEO hereby confirm that this interim report for the fourth quarter 2021/2022 provides a true and fair overview of the performance of the Group's operations, financial position and earnings, and that it describes the significant risks and uncertainties to which the Parent Company and the companies included in the Group are exposed.

Frankfurt am Main, 30 December 2022

Martin Seibold Jonathan Kreuter Wolfgang Cyriax CEO and Member of the Board **Director Controlling Director Finance** 

















# 3 Condensed Consolidated Financial Statements

# 3.1 Condensed Consolidated Statement of Comprehensive Income

			4th Quarter - unaudited -		Year-to-Date - unaudited -			
in EUR k	Note	2021/2022	2020/2021	change	2021/2022	2020/2021	change	
Revenue	3.5.3.1	33.576	10.378	23.198	102.482	63.471	39.011	
State Aid	3.5.3.2	2.922	38.828	-35.906	5.423	48.828	-43.405	
Other operating income	3.5.3.2	-1.713	3.191	-4.904	255	882	-627	
Cost of materials		2.147	4.442	-2.295	9.343	5.546	3.797	
Personnel expenses	3.5.3.3	9.525	7.383	2.142	34.667	23.965	10.702	
Other operating expenses		12.729	4.859	7.870	48.848	27.983	20.865	
Amortisation and depreciation	3.5.3.4	13.144	9.674	3.470	38.107	35.697	2.410	
Operating profit		-2.760	26.039	-28.799	-22.804	19.990	-42.794	
Income from at-equity		-89	143	-232	-217	0	-217	
Finance income		18	440	-422	50	440	-390	
Finance costs		5.574	4.803	771	16.908	16.258	650	
Financial result	3.5.3.5	5.556	4.363	1.193	16.858	15.818	1.040	
Income / loss before taxes		-8.405	21.819	-30.224	-39.879	4.172	-44.051	
Income taxes		213	234	-21	684	580	104	
Net income/ loss for the period		-8.192	22.053	-30.245	-39.194	4.752	-43.946	

















# 3.2 Condensed Consolidated Balance Sheet

in EUR k	Note	- unaudited - 31.10.2022	31.10.2021
III EUR K	Note	31.10.2022	31.10.2021
NON-CURRENT ASSETS			
Intangible assets	3.5.4.2	41.332	33.805
Property, plant and equipment	3.5.4.3	43.109	37.692
Right-of-use-assets	3.5.4.9	114.229	115.267
Other non-financial assets		1.995	1.676
Investments / Joint venture		1	1
		200.667	188.440
CURRENT ASSETS			
Inventories		698	865
Trade receivables		1.932	400
Receivables from related parties		1.775	602
Current income tax assets		171	396
Other non-financial assets		3.211	30.155
Cash and cash equivalents	3.5.4.5	8.405	23.040
		16.192	55.459
TOTAL ASSETS		216.858	243.900
EQUITY	3.5.4.6	-61.715	-22,522
EQ3111	0.0.1.0	01.710	
NON- CURRENT LIABILITIES			
Financial liabilities	3.5.4.7	39.689	38.935
Shareholder debt	3.5.4.8	43.790	38.097
Other non-financial liabilities		0	7.828
Other financial liabilities		2.488	1.807
Other provisions		2.639	2.478
Lease liabilities	3.5.4.9	117.099	119.914
Deferred tax liabilities		3.753	3.020
		209.459	212.079
CURRENT LIABILITIES			
Financial liabilities	3.5.4.7	10.454	10.113
Trade payables		17.386	15.128
Other non-financial liabilities		14.609	8.200
Other financial liabilities		3.230	2
Other provisions		719	601
Lease liabilities	3.5.4.9	22.618	20.119
Income tax liabilties	-	99	181
		69.115	54.342
TOTAL EQUITY AND LIABILITIES		216.858	243.899















# 3.3 Condensed Consolidated Cash Flow Statement

in EUR k	4th Quarter - unaudited -			Year-to-Date - unaudited -				
	2021/2022	2020/2021	change	2021/2022	2020/2021	change		
Operating cash flow	5.581	13.336	-7.755	28.864	38.413	-9.549		
Investing cash flow	-2.644	-1.500	-1.144	-18.132	-8.168	-9.964		
Financing cash flow	-4.952	-9.251	4.299	-25.368	-29.756	4.388		
Cash flow for the period	-2.016	2.585	-4.601	-14.636	489	-15.125		
Beginning cash	10.421	20.456		23.040	22.551			
Closing cash	8.405	23.041		8.405	23.040			

The investing cash flow for the period 01.11.21 – 31.10.22 includes EUR 4.0m for the acquisition of the In-Shape Group. The cash flow from financing for the period 01.11.21 – 31.10.22 includes EUR 27.5m (prior period: EUR 28.1m) for lease payments. The financing cash-flow in Q4 was positively affected by EUR 2.0 contribution from the shareholder.

# 3.4 Condensed Consolidated Statement of changes in Equity

	Equity attributa			
	Subscribed capital	Capital reserves	Other reserves	Consolidated equity
	EUR k	EUR k	EUR k	EUR k
As of 31 October 2020	26	99.521	-122.153	-22.606
First-time consolidation of MFC (transaction				
under common control)			-1.362	-1.362
Profit / loss for the year			1.448	1.448
Total conprehensive income/ loss	0	0	85	85
As of 31 October 2021	26	99.521	-122.068	-22.521
Profit / loss for the year			-39.194	-39.194
Total conprehensive income/ loss	26	99.521	-39.194	-39.194
As of 31 October 2022	26	99.521	-161.263	-61.716

















#### 3.5 Explanatory Notes to the Condensed Consolidated Interim Financial Statements

#### 3.5.1 General information

LifeFit Group MidCo GmbH (hereafter the "Company" or "MidCo") was incorporated on 13 March 2019 and organized under the laws of Germany as a "Gesellschaft mit beschränkter Haftung" for an unlimited period. It was acquired by LifeFit Group TopCo GmbH ("TopCo") on 31 May 2019. The parent of MidCo (100% share) is hence LifeFit Group TopCo GmbH, Munich, and the ultimate parent of the group is Fitness First Luxembourg S.C.A., which has its registered office in Luxembourg.

The registered office of the Company is established in Munich, the business address is Hanauer Landstraße 148a, 60314 Frankfurt am Main, and the commercial register number is HRB no. 248092 in Munich. The financial year of the Company started on 1 November and ends on 31 October.

These interim consolidated financial statements have been prepared in accordance with the currently applicable International Financial Reporting Standards ('IFRS') of the International Accounting Standards Board (IASB) and the interpretations of the International Financial Reporting Interpretations Committee (IFRIC); especially in accordance with IAS 34 (Interim Financial Reporting).

### 3.5.2 Basis of preparation and changes to the Group's accounting policies

#### 3.5.2.1 Basis of preparation

These interim consolidated financial statements of MidCo and its subsidiaries (hereafter the "Group") have been prepared in accordance with the currently applicable International Financial Reporting Standards ("IFRS") and the interpretations of the International Financial Reporting Interpretations Committee ("IFRIC").

The Group financial statements have been prepared on the historical cost basis, except for derivative financial instruments, which have been measured at fair value. The consolidated financial statements are presented in euros and all values are rounded to the nearest thousand (EUR k) except where otherwise indicated.

#### 3.5.2.2 Basis of consolidation and consolidated companies

The consolidated financial statements comprise the financial statements of the Group and its subsidiaries as at 31 October 2022 with comparative figures as at 31 October 2021 for the income statement and the cash flow statement and as at 31 October 2021 for the balance sheet. Subsidiaries are all entities over which the Group has control. The comparative "Year-to-Date" figures for the income statement and the cash-flow-statement comprise the time period from 1 November 2021 to 31 October 2022. Subsidiaries are consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date when such control ceases. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. All intra-group balances, transactions, unrealized gains and losses resulting from intra-group transactions and dividends are eliminated in full.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated statement of comprehensive income from the effective date of acquisition or up to the effective date of disposal, as appropriate. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by the group.











#### 3.5.2.3 Going concern

After making enquiries, and in consideration of the foregoing, the Directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. Accordingly, the group continues to adopt the going concern basis in preparing the quarterly financial statements.

Cash balances have been projected out until May 2024 and are expected to remain positive based on the current framework and the present knowledge on the covid-19 crisis and the war about Ukraine.

#### 3.5.3 Results for the year

#### 3.5.3.1 Revenue

Revenue relates wholly to sales in Germany. In the following table, revenue is disaggregated by revenue type and by brand name:

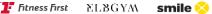
in EUR k	4th Quarter - unaudited -			Year-to-Date - unaudited -			
Brand Name	2021/2022	2020/2021	change	2021/2022	2020/2021	change	
Fitness First	25.714	8.157	17.557	82.703	54.135	28.568	
SmileX	2.617	1.571	1.046	9.736	9.019	717	
Elbgym	1.212	651	561	3.792	1.774	2.018	
In Shape	4.033	0	4.033	6.251	0	6.251	
TOTAL	33.576	10.379	23.197	102.482	64.928	37.554	

As in the prior period over 90% of revenue is attributable to membership fees, joining fees and fees for personal trainers. The remaining revenue is attributable to food and beverages as well as fitnessrelated products.

LFG experiences a small degree of seasonality. The majority of members join at the start of the calendar year, and joiner rates also increase after the summer break. Seasonality is generally positively driven by consumers' desire to improve their fitness at the start of the year and the start of new university and school terms, and is negatively driven by Christmas and summer holidays. Marketing expenditure is generally focused around peak joining periods.

According to IFRS 15 (Revenue from Contracts with Customers) the Group intends to use deferred revenue (liability account) for accumulation and release of revenues attributable to contribution-free periods. As a result, revenue actually recognized in all months of membership period (both in periods when a customer makes payments and in non-contributory periods) will be the same. Deferred revenue for October 2022 amounts to EUR 7.0m and is classified under other non-financial liabilities.















#### 3.5.3.2 Other operating income and State Aid

in EUR k	4th Quarter - unaudited -				Year-to-Date - unaudited -		
	2021/2022	2020/2021	change	2021/2022	2020/2021	change	
State Aid	2.922	38.828	-35.906	5.423	48.828	-43.405	
Miscellaneous	-1.713	3.191	-4.904	255	3.748	-3.493	
TOTAL	1.209	42.019	-40.810	5.678	52.576	-46.898	

Other income mainly comprises of gains on sales of assets, recharges and income from vehicle use. In the current FY the group received additional government subsidies of EUR 5.4m in connection with the Corona lock-downs.

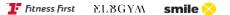
#### 3.5.3.3 Personnel expenses

in EUR k	4th Quarter - unaudited -				Year-to-Date - unaudited -	
	2021/2022	2020/2021	change	2021/2022	2020/2021	change
Salaries and wages	8.207	6.054	2.153	28.890	19.651	9.239
Social security contributions	1.317	1.329	-12	5.777	4.314	1.463
TOTAL	9.524	7.383	2.141	34.667	23.965	10.702

The increase in personnel expenses mainly results from the fact that in the FY 20/21 the Group has significantly received short-term work compensation from the government, which reduced personnel costs.

# 3.5.3.4 Amortization, depreciation and impairment charges of intangible assets, property, plant and equipment and right-of-use-assets

in EUR k		4th Quarter - unaudited -		Year-to-Date - unaudited -		
	2021/2022	2020/2021	change	2021/2022	2020/2021	change
Depreciation of property, plant and equipment	3.248	1.825	1.423	10.746	11.344	-598
Amortisation of other intangible assets	848	548	300	2.696	2.264	432
Amortisation of right-of-use assets	9.049	6.835	2.214	24.665	22.121	2.544
Impairment charges, net	0	466	-466	0	0	0
TOTAL	13.144	9.674	3.470	38.107	35.729	2.378















#### 3.5.3.5 Finance costs

The table below shows the breakdown of finance costs:

in EUR k	4th Quarter - unaudited -		Year-to-Date - unaudited -			
	2021/2022	2020/2021	change	2021/2022	2020/2021	change
Interest expenses from leases (IFRS 16)	2.697	2.203	494	8.560	8.722	-162
Interest expenses for shareholder loan	955	877	78	3.686	3.362	324
Coupon on bond	1.537	767	770	3.812	3.726	86
Other	367	516	-149	800	5	795
TOTAL	5.556	4.363	1.193	16.858	15.815	1.043

# 3.5.4 Balance Sheet

#### 3.5.4.1 Business Combinations

#### Acquisition of In Shape

In May 2022 (effective January 2022) LifeFit Group Midco GmbH acquired Shape InterCo GmbH, which then acquired 8 club operating companies from the original founders of the In Shape group. The fix purchase price amounted to EUR 6.1m.

The In Shape Group operates 13 clubs in the Stuttgart metropolitan area.

The difference between purchase price (of which EUR 1.9 are deferred as "earn-out") and net assets amounted to EUR 5.9m. It was allocated to EUR 1.4m (net of taxes) to customer contracts and EUR 5.4m goodwill.

For IFRS accounting although economic transfer was already guaranteed to MidCo beginning January 2022 first-time consolidation according to IFRS accounting rules was to be placed as at 1st May 2022. In Shape Group contributed EUR 6.2m revenue and an EBITDA of EUR 1.6m for the time from 01.05.2022 to 31.10.2022.

# 3.5.4.2 Intangible assets

The movement in intangible assets during the current fiscal period was as follows:













Cost	Goodwill EUR k	Customer bases and contracts/ brand name EUR k	Licenses, software and other EUR k	Total EUR k
as of 1 November 2021	26.456	11.636	1.853	39.945
Additions from 1st time consolidation	7.648	1.357	1.055	10.060
Additions	0	0	163	163
Costs as of 31 October 2022	34.104	12.993	3.071	50.168
Amortization and impairment losses  as of 1 November 2021 Additions during the period	<b>900</b> 0	<b>4.526</b> 2.367	<b>714</b> 329	<b>6.140</b> 2.696
Amortization and impairment losses as of 31 October 2022	900	6.893	1.043	0 026
Net carrying amounts				8.836
1 November 2021 Net carrying amounts 31 October 2022	25.556 33.204	7.110 6.100	1.139 2.028	33.805 41.332
31 October 2022	33.204	0.100	2.020	41.332

Additions of intangible assets in the amount of approx. EUR 6.8m are due to the first-time consolidation of the In-Shape group. They relate to EUR 1.4m customer lists and EUR 5.4m goodwill.

# 3.5.4.3 Property, plant and equipment

The movement in property, plant and equipment of the current fiscal year was as follows:

			Prepayments and	
	Leasehold	Other equipment,	assets under	
	improvements	furniture and fixtures	construction	Total
	EUR k	EUR k	EUR k	EUR k
Cost				
as of 1 Novemer 2021	35.677	20.504	2.110	58.291
Additions from 1st time consolidation	1.369	1.846	22	3.236
Additions	2.280	3.583	7.123	12.986
Reclassifications	689	130	-819	0
Disposals	-52	-563	0	-616
Costs as of 31 October 2022	39.962	25.500	8.436	73.898
Amortization and impairment losses				
•				
as of 1 November 2021	13.466	7.133	0	20.599
Additions during the period	6.034	4.712	0	10.746
Disposals	-46	-511	0	-557
Amortization and impairment	40.455		_	
losses as of 31 October 2022	19.455	11.334	0	30.788
Net carrying amounts				
1 November 2021	22.211	13.371	2.110	37.692
Net carrying amounts				
31 October 2022	20.507	14.166	8.436	43.109

Additions of property, plant and equipment in the amount of approx. EUR 3.2m are due to the firsttime consolidation of the In-Shape group.











#### 3.5.4.4 Right-of-use- assets

We refer to section 3.5.4.9 Leases of the explanatory notes.

#### 3.5.4.5 Cash and short-term deposits

The composition of cash and cash equivalents is as follows:

	As of 31 October 2022	As of 31 October 2021	
	EUR k	EUR k	
Cash in bank and on hand	8.390	23.030	
Cash in hand	14	10	
Total	8.404	23.040	

#### 3.5.4.6 Equity

See the presentation in the consolidated statement of equity for information on the development of total equity.

#### **Subscribed capital**

The fully paid in share capital is held in full by LifeFit Group TopCo GmbH, Munich, and in form of 26,416 single shares.

#### **Capital reserves**

On 31 October 2022, the capital reserve amounted to EUR 99,521k. There were no movements during the periods.

#### **Group Reserves**

The group reserves attributable to the owners of the parent amount to EUR -161,263k (31 October 2021: EUR -122,068k).

#### **Total equity**

In total, the consolidated equity of the group is negative. The equity position of the group has no legal impact. With approx. EUR 33m the equity of LifeFit Group MidCo GmbH (German GAAP) is positive. If the shareholder debt of EUR 43.8m were classified as equity, the consolidated equity of the group would amount to EUR -17.9m.

Besides the accumulated losses until 31 October 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.











#### 3.5.4.7 Borrowings

	Interest rate	Maturity	As of 31 October 2022 EUR k	As of 31 October 2021 EUR k
Current interest-bearing loans and borrowings				
Lease liabilities	5.597	2022 (py: 2021)	22.618	20.119
Revolving credit facility	3.0%	2021	10.454	10.113
Total current interest-bearing loans and borrowings			33.072	30.232
Non-current interest-bearing loans and borrowings				
Lease liabilities	4.45% - 7.20%	2022 - 2036	117.099	119.914
Bond	7.5% + 3M EURIBOR Floor at 0% and	26 July 2023	39.398	38.644
Embedded derivative	prepayment option included in bond		291	291
Total non-current interest-bearing loans and borrowings			156.788	158.849

#### Revolving credit facility

On 7th February 2020, Lifefit Group Midco GmbH and Oldenburgische Landesbank Aktiengesellschaft entered into a super-senior revolving facility agreement that can be used for general corporate and working capital purposes including capital expenditure. The facility provides total commitments of EUR 10m and originally terminated on 26th July 2023 (in line with the Bond repayment date). LFG MidCo was obliged to pay interest of 3% margin over EURIBOR on any drawn amounts.

As part of an amendment on 26 February 2021 (second amendment 5 May 2022), the originally agreed financial covenants in relation to testing were suspended until 26 July 2023 and replaced by a minimum cash covenant. This stipulates that the Company must show evidence of a permanent minimum level of cash. In addition to the existing fixed interest rate of 3.0% p.a., an additional PIK interest of 1.5% was agreed, which is due cumulatively as of 26 July 2023.

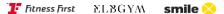
Amendments in connection with the acquisition of FitnessLOFT in Dec 2022 are described in part 2.5 "Significant events after reporting period".

#### **Bond**

The bond (senior secured callable floating rate bond) has to be repaid fully as of 26 July 2023. The Group was obliged to pay the interest on a quarterly basis. The quarterly paid interest consists of a fixed margin of 7.50% p.a. and the 3M-EURIBOR applicable at the beginning of the interest periods. If the latter is below 0%, an interest rate floor takes effect, so that the floating part is determined with 0%.

The bonds are recognized on the balance sheet as a financial liability and subsequently measured at amortized cost. The option to designate a financial liability at fair value through profit or loss is not used.

In the host debt contract are embedded prepayment options, whose condition change over time. The Company separates the identified embedded derivatives. For the valuation of the options, the floating

















interest rate was not taken into account, as it is below 0% and therefore not applicable due to the interest rate floor. As of the closing date, the interest level is estimated to be below zero over the maturity of the bonds. Subsequently, the interest rate used for the valuation consists only of the margin of 7.5%. As the sum is negative, the embedded derivatives are recognized as a financial liability on the balance sheet and subsequently measured at fair value. Changes in the future are recognized on the income statement. The financial liability on 31 October 2022 amounts to EUR 0.3m.

Amendments in connection with the acquisition of FitnessLOFT in Dec 2022 are described in part 2.5 "Significant events after reporting period".

#### 3.5.4.8 Shareholder debt

	As of 31 October 2022	As of 31 October 2021	
	EUR k	EUR k	
Principal Shareholder Loan (FFL to MidCo), nominal	22.164	23.548	
Recognition in equity of the portion bearing			
interest at a below-market rate	-3.214	-3.415	
Accrued interest (effective interest method)	7.049	4.989	
	25.999	25.122	
Principal Shareholder Loan (TopCo to MidCo)	10.000	10.000	
Recognition in equity of the portion bearing			
interest at a below-market rate	-1.419	-1.419	
Accrued interest (effective interest method)	3.098	2.042	
	11.679	10.623	
Principal Shareholder Loan (TopCo to MidCo)	2.716	1.332	
Recognition in equity of the portion bearing			
interest at a below-market rate	-386	-188	
Accrued interest	842	272	
	3.172	1.416	
Short-term Ioan (TopCo to MidCo)	2.004	0	
Loan from FFGH to Barrry's Bootcamp	936	936	
Total	43.790	38.097	

Effective 30 June 2019 Fitness First Luxembourg S.C.A., Luxemburg granted MidCoa subordinated loan in the amount of EUR 23,548k. The loan has a term until the expiry of 31 January 2024. The loan is repayable at the end of its term. Repayments and/or interest payments before the end of the term are not permitted. The loan bears interest at a rate of 7% p.a. interest is payable retroactively at the end of the term with the repayment of the loan. The interest itself does not create additional interest.

In addition, effective 27 July 2019 TopCogranted MidCo a further subordinated loan in the amount of EUR 10,000k. The loan has a term until the expiry of 31 January 2024. The loan is repayable at the end of its term. Repayments and/or interest payments before the end of the term are not permitted. The









loan bears interest at a rate of 7% p.a. Interest is payable retroactively in full at the end of the term with the repayment of the loan. The interest itself does not create additional interest.

Effective 6 August 2019 TopCo granted MidCo a further subordinated loan in the amount of EUR 1,332k. This loan was settled through an assignment of the vendor loan by the Smile X shareholders. The loan has a term until the expiry of 31 January 2024. The loan is repayable at the end of its term. Repayments and/or interest payments before the end of the term are not permitted. The loan bears interest at a rate of 7% p.a. Interest is payable retroactively in full at the end of the term with the repayment of the loan. The interest itself does not create additional interest.

The above-mentioned loans constitute loans that were granted due to the shareholder relationship. This has the following effects on the statement of financial position and the statement of comprehensive income:

For accounting purposes, the loans are split into a loan granted on regular terms and a shareholder contribution. The present value of the interest benefit is transferred to the capital reserves. These differences are subsequently charged to the financial result using the effective interest method over the term of the loans (until 31 January 2024). As of inception date the market interest rate was determined at 9.83% which was used for discounting purposes and now reflects the EIR. The difference between nominal amount and present value calculated in an amount of EUR 5,024k has been recorded in equity as contribution.

The lender steps back with all its claims against the borrower under and in connection with the shareholder loan, in particular with its claims for repayment and interest payments and its other accessory claims (the "Subordinated Claims"), behind all claims under the "Senior Secured Callable Bond".

In FY 21/22 the loans of EUR 23,548k and EUR 1,332 were reframed within its nominal amounts affecting also accrued interest and their respective equity portion. Combing these two together there was no effect on the principal, equity and interest expense.

#### 3.5.4.9 Leases

Regarding the reported period the company applies IFRS 16 Leases. IFRS 16 Leases supersedes IAS 17 Leases, IFRIC 4 Determining whether an Arrangement contains a Lease, SIC 15 Operating Leases-Incentives and SIC 27 Evaluating the Substance of Transactions Involving the Legal form of a Lease. The standard sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to recognize most leases on the balance sheet.

The Group assesses at contract inception whether a contract is, or contains, a lease. That is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. The Group 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.

#### Lease accounting

The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets (details further discussed below). The Group recognizes lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

i) Right-of-use assets

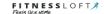












The Group recognizes right-of-use assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognized, initial direct costs incurred, and lease payments made at or before the commencement date less any lease incentives received. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease term and the estimated useful lives of the assets.

If ownership of the leased asset transfers to the Group at the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset. The right-of-use assets are also subject to impairment. Refer to the accounting policies in section(s) Impairment of non-financial assets.

#### ii) Lease liabilities

At the commencement date of the lease, the Group recognizes lease liabilities measured at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Group and payments of penalties for terminating the lease, if the lease term reflects the Group exercising the option to terminate. Variable lease payments that do not depend on an index or a rate are recognized as expenses (unless they are incurred to produce inventories) in the period in which the event or condition that triggers the payment occurs.

In calculating the present value of lease payments, the Group uses its incremental borrowing rate at the lease commencement date because the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the lease payments (e.g., changes to future payments resulting from a change in an index or rate used to determine such lease payments) or a change in the assessment of an option to purchase the underlying asset.

#### iii) Short-term leases and leases of low-value assets

The Group applies the short-term lease recognition exemption to its short-term leases (i.e., those leases that have a lease term of 12 months or less from the commencement date and do not contain a purchase option). It also applies the lease of low-value assets recognition exemption to leases that are considered to be low value. The recognition exemption for leases of low value assets is adopted on a lease-by-lease basis.

Lease payments on short-term leases and leases of low-value assets are recognized as expense on a straight-line basis over the lease term.

#### iv) Non-lease components

Contracts often combine different kinds of obligations of the supplier, which might be a combination of lease components or a combination of lease and non-lease components. For a contract that contains











a lease component and additional lease and non-lease components, such as the lease of an asset and the provision of a maintenance service, the Group has decided that the components do not need to be separated, except for Building Lease contracts. No service related components have to be included in the calculation of the Lease liability for the asset class of Buildings.

### v) Estimating the incremental borrowing rate

The Group cannot readily determine the interest rate implicit in the lease, therefore, it uses its incremental borrowing rate (IBR) to measure lease liabilities. The IBR is the rate of interest that the Group would have to pay to borrow over a similar term, and with a similar security, the funds necessary to obtain an asset of a similar value to the right-of-use asset in a similar economic environment. The IBR therefore reflects what the Group 'would have to pay', which requires estimation when no observable rates are available (such as for subsidiaries that do not enter into financing transactions) or when they need to be adjusted to reflect the terms and conditions of the lease (for example, when leases are not in the subsidiary's functional currency). The Group estimates the IBR using observable inputs (such as market interest rates) when available and is required to make certain entity-specific estimates (such as the subsidiary's stand-alone credit rating).

vi) Significant judgement in determining the lease term of contracts with renewal options

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised.

The Group has the option, under some of its building leases, to lease the assets for additional terms of five years (sometimes, several 5 years extension options exist). The Group applies judgement in evaluating whether it is reasonably certain to exercise the option to renew. That is, it considers all relevant factors that create an economic incentive for it to exercise the renewal. After the commencement date, the Group reassesses the lease term if there is a significant event or change in circumstances that is within its control and affects its ability to exercise (or not to exercise) the option to renew (e.g., a change in business strategy).

The Group assessed the renewal period for leases of buildings within the next five years according to the profitability and significance stated in their business plan. The renewal options for leases of fitness equipment and vehicles were not included as part of the lease term because the Group has a policy of leasing vehicles for not more than five years and hence not exercising any renewal options.

#### **Impact on Financials**

Set out below are the carrying amounts of right-of-use assets recognized and the movements during the period:









	Leasehold	Other equipment, furniture and	Total
	improvements EUR k	fixtures EUR k	EUR k
As of 31 October 2020	127.483	4.136	131.619
Additions	3.224	2.545	5.769
Amortization expense	-20.092	-2.029	-22.121
As of 31 October 2021	110.615	4.652	115.267
Additions from 1st time			
consolidation	10.112	0	10.112
Additions /Deletions	12.008	1.507	13.515
Amortization expense	-22.649	-2.016	-24.665
As of 31 October 2022	110.086	4.143	114.229

Additions of right-of-use assets in the amount of approx. EUR 10.1m are due to the first-time consolidation of the In-Shape group.

Lease Liability of leased assets per asset class, as follows:

	As of 31 October 2022 EUR k	As of 31 October 2021 EUR k
Leasehold improvements	135.607	135.341
Other equipment, furniture and fixtures	4.110	4.692
	139.717	140.033
	As of 31	As of 31
Maturity of lease liabilities	October 2022	October 2021
Current (within one year)	22.618	20.119
Non-current (more than one year)	117.099	119.914

The lease liability at the date of initial recognition was calculated using an average IBR of 5,90%.

The main part of the difference between the carrying amount of right-of-use assets and the lease liability results from deferred rent-free periods, landlord contributions and impairments which are included in the business acquired.

The Group had total cash outflows for leases of EUR 27.5m for the period from 01.11.2021 until 31.10.2022 (01.11.2020 until 31.10.2021 EUR 28.1m).

#### Leases not yet commenced

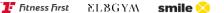
The Group had not signed any new lease contracts but extended lease contracts which will lead to a future cash outflow of approx. EUR 10m.

#### **Extension options**

The Group has several lease contracts that include extension options. These options are negotiated by management to provide flexibility in managing the leased-asset portfolio and align with the Group's business needs. Management exercises significant judgement in determining whether these extension options are reasonably certain to be exercised.

Set out below are the undiscounted potential future rental payments relating to periods following the exercise date of extension options that are not included in the lease term (in EUR k):



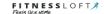












	Within five years	More than five
		years
Extension options expected not to be exercised	10,000	145,000

As of 31 October 2022 deferred taxes contain deferred tax assets amounting to EUR 44.6m resulting from lease liabilities as well as deferred tax liabilities amounting to EUR 36.5m resulting from right-ofuse assets.

# 3.5.5 Financial risk management objectives and policies

Regarding the risk factors, both general risks pertaining to the Group's business operations and material risks relating to the Bonds as financial instruments, we refer to our descriptions in the audited management report, which is part of the consolidated financial statements as of 31 October 2021.













