Q1 Interim Report

15 May 2018

Q1 at a Glance

244,2 MSEK
Net Sales

39,5 MSEK
Adjusted EBITDA

16,2 %
Adjusted EBITDA-marginal

181
Number of Clubs

231 445
Number of members

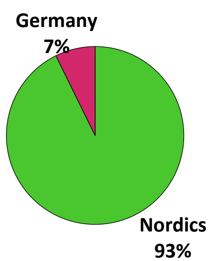
822
Number of FTEs

Actic Group

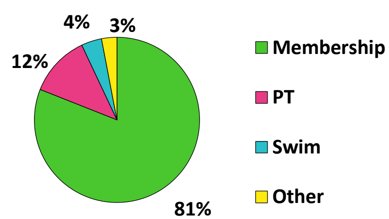
Highlights – January to March 2018

- Net sales amounted to SEK 244.2m during the period compared to SEK 226.0m in Q1 2017
- Net sales growth 8%
  - Organic growth was -1% in constant currency
  - Currency effects affected net sales negatively with SEK -0.4m
  - Impacted negatively by the application of a new principle of revenue accounting, IFRS 15 which means that the joining fee will be accrued during the length of the contract
- Adjusted EBITDA amounted to SEK 39.5m compared to SEK 36.3m in Q1 2017
  - Adjusted EBITDA margin of 16.2% compared to 16.0%
  - ARPM grew by 1% to 353 compared to SEK 349 per month driven by increased demand for PT services
- Cash flow from operating activities amounted to SEK 50.4m compared to SEK 31.0m

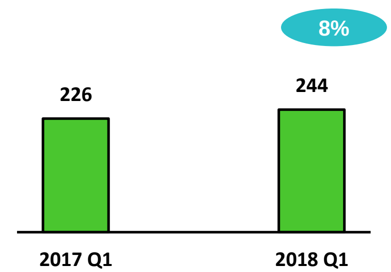
Net sales by segment



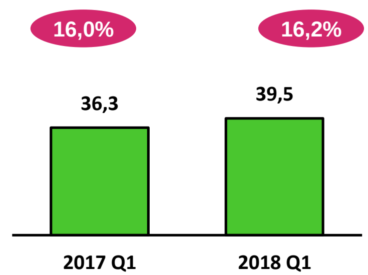
Net sales by product category



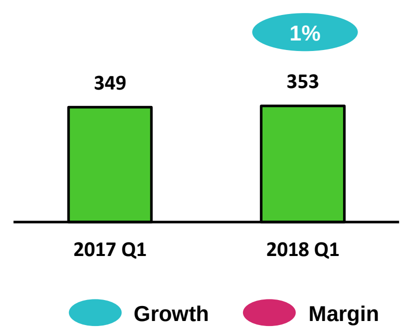
Net Sales (SEKm)



Adjusted EBITDA (SEKm)



ARPM (SEK)

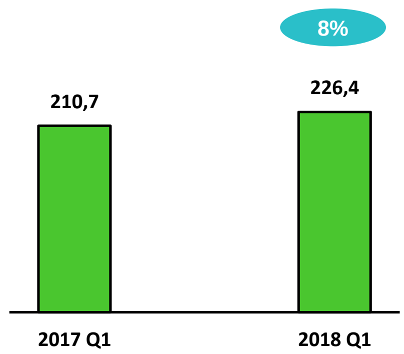


Segment – Nordics

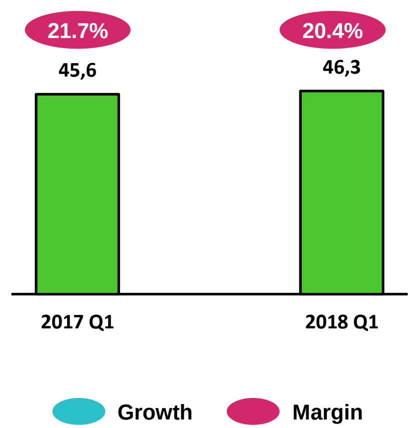
Q1 Highlights

- Net sales growth of 8% to SEK 226.4m in Q1 from SEK 210.7m in Q1 2017
- ARPM grew by 1% to SEK 358 per month compared to SEK 355 in Q1 2017 driven by increased demand for PT services
- EBITDA amounted to SEK 46.3m corresponding to a margin of 20,4% compared to EBITDA of SEK 45.6m and a margin of 21,7% in Q1 2017
  - The result has developed positively because of completed establishments that start to show profitability
  - New revenue accounting (IFRS 15) and an unsatisfied development of the Norwegian operation have affected the result negatively
- By the end of the quarter there were 156 clubs

Net Sales (SEKm)



EBITDA (SEKm)

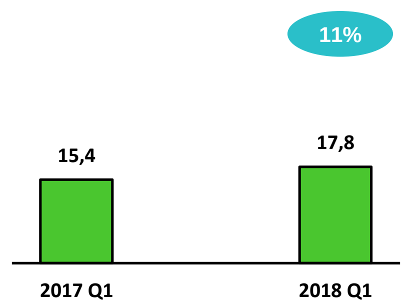


Segment – Germany

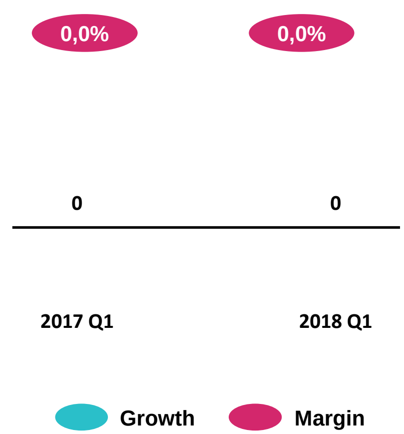
Q1 Highlights

- Net sales growth of 11% to SEK 17.8m in Q1 from SEK 15.4m in Q1 last year
- EBITDA of SEK 0m in Q1 compared to SEK 0m in 2017
  - Despite four new establishments recently result in line with last year
- ARPM grew by 5% to SEK 297 per month compared to SEK 283 in Q1 2017
- The number of clubs grew to 25 compared to 22 since the last report

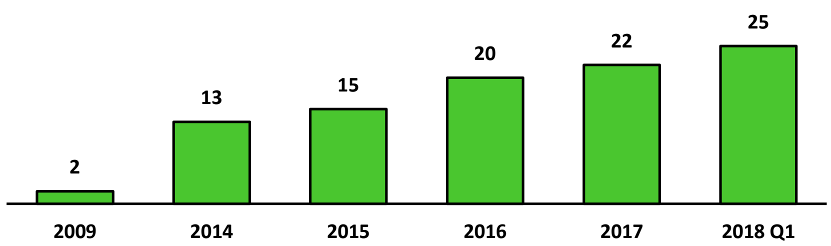
Net Sales (SEKm)



EBITDA (SEKm)

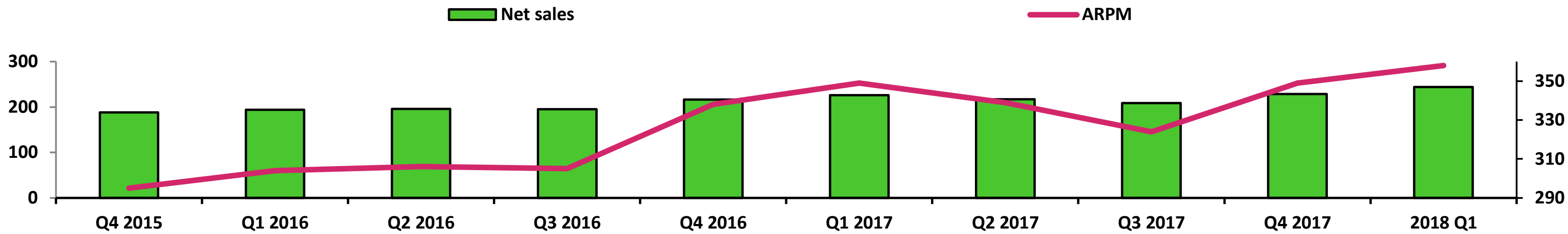


Number of clubs in Germany

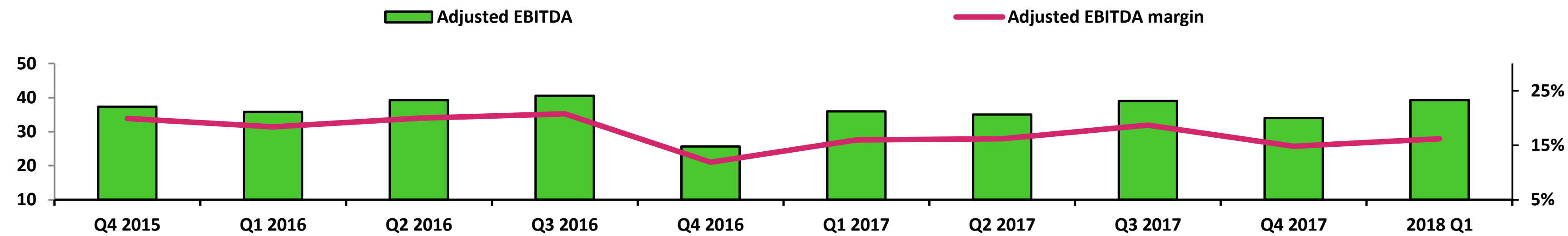


Quarterly overview

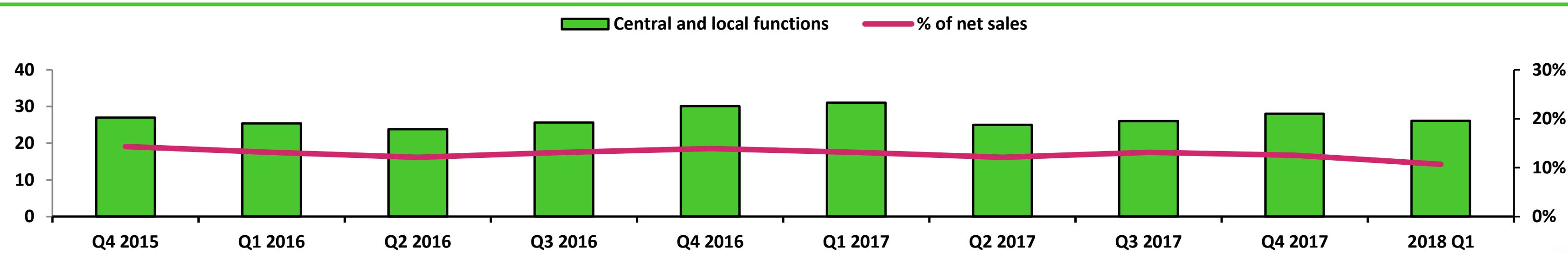
Net sales (SEKm) and ARPM (SEK)



Adjusted EBITDA (SEKm)

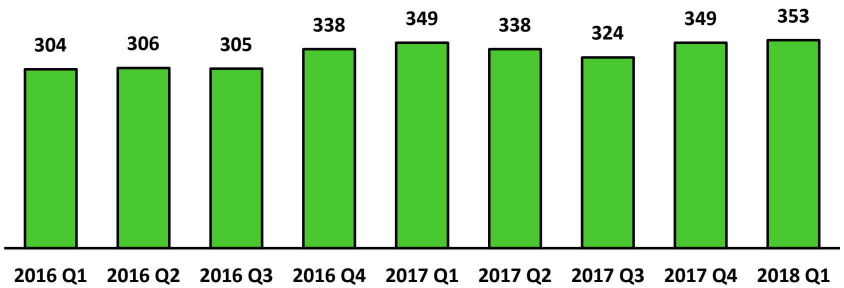


Central and local functions

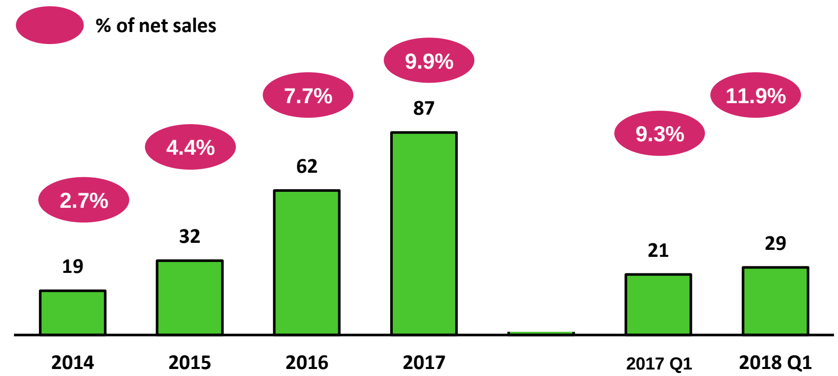


Overview of key business drivers

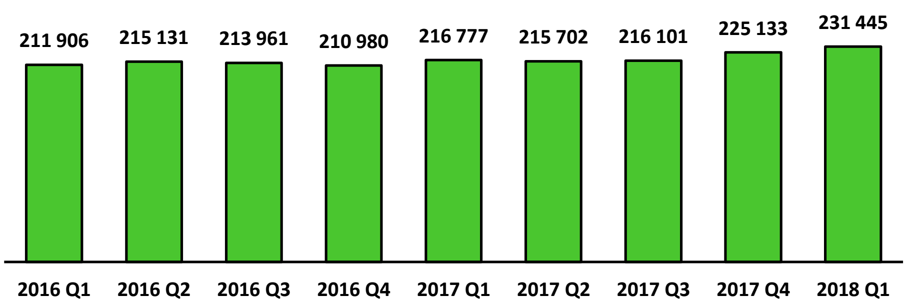
ARPM



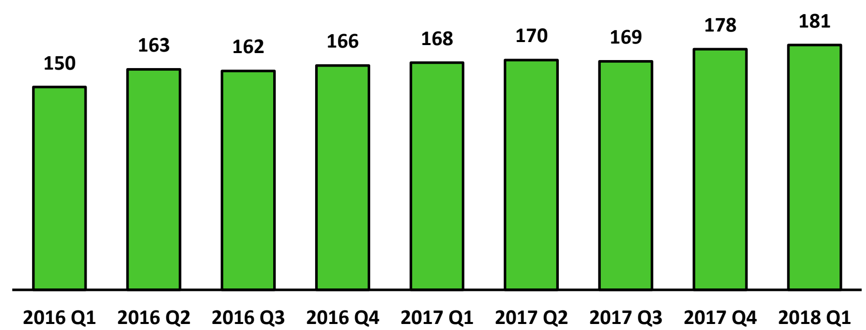
Net sales for PT



Membership base



Number of clubs



Financial targets

Actic's financial targets

Growth	Average yearly organic growth of 5%, with additional growth from acquisitions
Margin	Adjusted EBITDA margin to exceed 20% in the medium term
Capital structure	Net debt to adjusted EBITDA ratio below 3.0x in the medium term
Dividend policy	Pay-out ratio of 30-50% of annual net income

Current Trading

Highlights

- Good start of the year with increased and stabilised member base
- Adjusted for IFRS effects margin increased to 17.9% (16.0) in the first quarter
- PT sales develop according to plan and shows strong momentum and continues driving the increase in ARPM
- Investments in offering and membership services such as MyActic to strengthen our market position and increase the dialogue between our members.

- Intensified focus at margin development:
  - Streamlining and reducing costs both at the central and local level in the Group – operational and staffing efficiency
  - Local price adjustments and ancillary services

- Opening of three new clubs in Germany adding up to 25 in the segment

- Acquired clubs in the Gävle/Dala-region and Karlstad develops better than expected

Q&A