

An aerial photograph of a group of people exercising outdoors on a paved surface. They are using various pieces of gym equipment including barbells, red exercise balls, and mats. The scene is bright and sunny, with long shadows cast by the participants. The word 'ACTIC' is visible on a mat in the upper center.

ACTIC GROUP

A healthier society through training

Q3 INTERIM REPORT 2020 JULY – SEPT

CEO - Anders Carlbark
Interim CFO - Stephan Ebberyd

COVID-19 UPDATE

ALL CLUBS OPEN SINCE 15/6

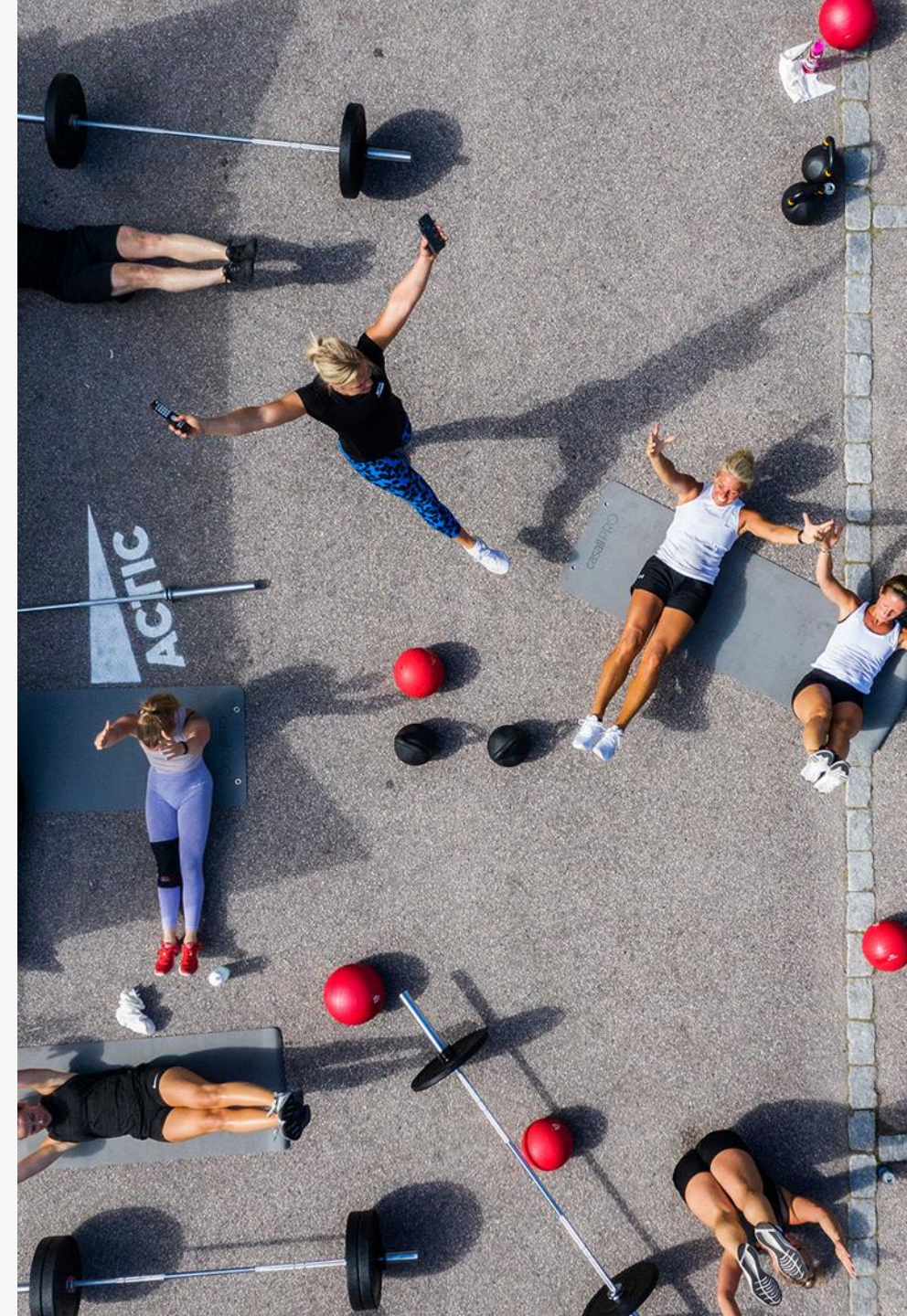
- Swedish sites open throughout Q2 and Q3, but negative impact to sales of memberships, PT revenue and increased freezing's of risk groups
- All sites in Norway open since 15th June
- German sites gradually opened during May, but baths are still operating under heavy restrictions with negative impact to sales of new memberships

HIGHLIGHTS

- Continue to prioritize and ensure sites being a safe environment for members and staff
- Quick adaptation to new situation, strong short- and long-term cost management combined with new developments, such as outdoor training offer, ensures stronger resilience to further Covid-19 uncertainty
- New membership sales challenging during first half of Q3 but step by step stronger throughout the quarter, September in line with last year
- Long term efficiency measures successfully implemented

CHALLENGES

- Slower recovery in small and medium cities compared to larger cities
- Large share of seniors in member base where we see a slower recovery
- General development of Covid-19 and specifically continued restrictions in German baths



Q3 GROUP OVERVIEW – STRONG CASHFLOW AND RESULT

MEMBER BASE AND SALES GRADUALLY RECOVERING

- Sales of new memberships recovering step by step
 - Q2 -50% compared to last year,
 - Q3 -14% compared to last year with September in line with last year
- Member base at the end of September -11% compared to last year, adjusted for permanently closed sites -9%

NET SALES 196,2 (-13,8%)

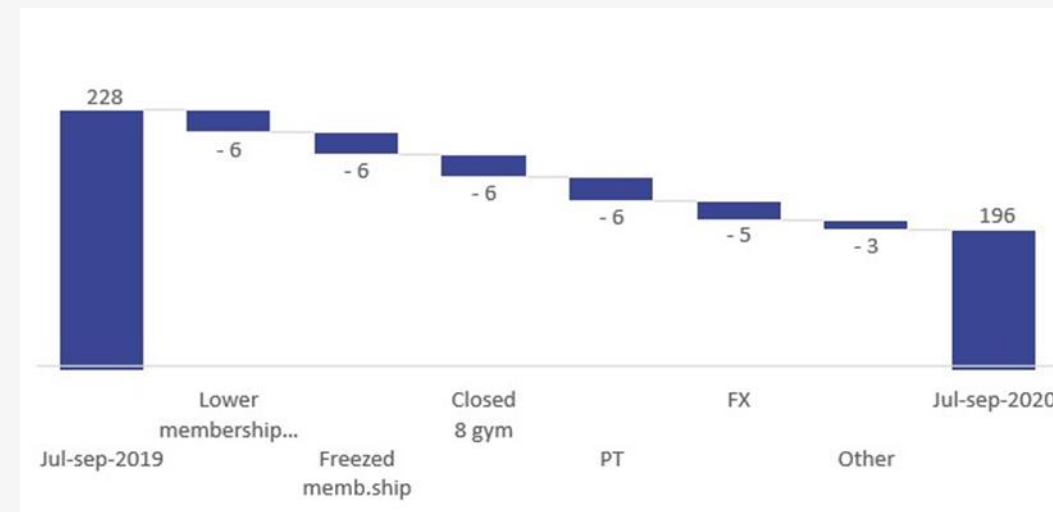
- Total decrease compared to last year -31,4 Mkr

COST DEVELOPMENT -48 Mkr (-30%)

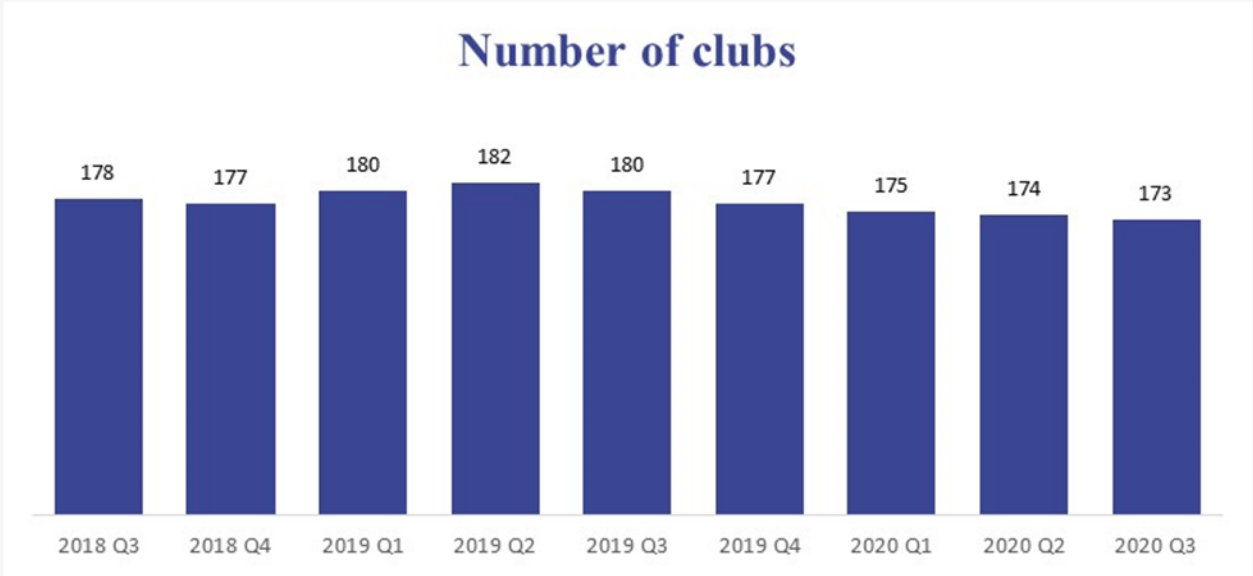
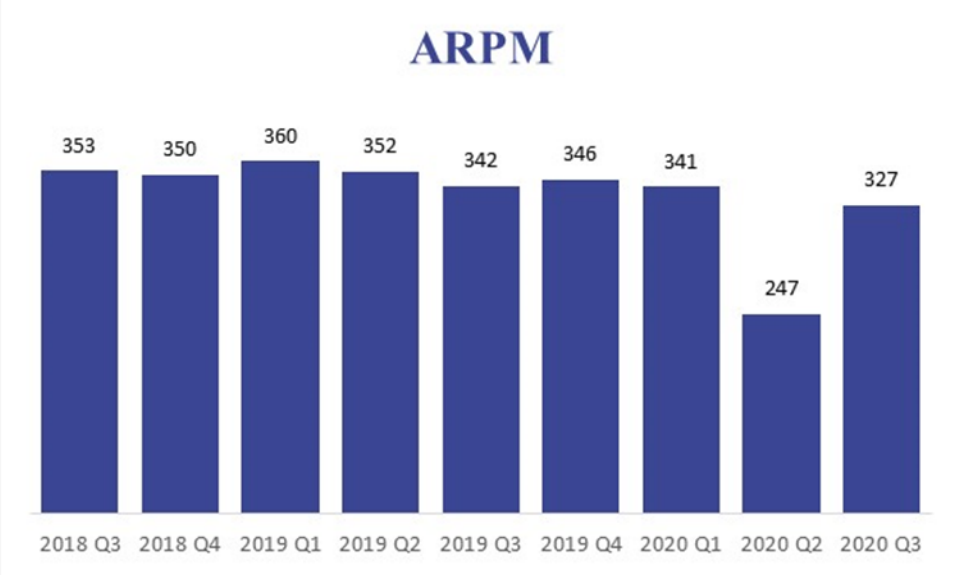
- Employee costs -16,8 Mkr
- Other external costs -28,3 Mkr
- One-time cost deductions: Rental discounts of 8 Mkr and government support of 5 Mkr booked as cost reduction

EBITDA 86,4 Mkr (+19%), margin 44,1% (31,9%)

- Stronger than expected result driven by step by step recovery of sales and systematic efficiency improvements
- EBITDA Excl IFRS 16 effects: 46 Mkr (31,8 Mkr), margin 23,5% (14%)



GROUP OPERATIONAL KPI OVERVIEW



Q3 – SEGMENT OVERVIEW

NORDICS

- Net sales 173,3 Mkr (-15,6%) compared to last year
- PT Revenue down -31%
- EBITDA 84,4Mkr (LY 75,4 Mkr), EBITDA Margin 48,7% (LY 36,7%)
- EBIT 36,2Mkr (LY -228,5), EBIT Margin 20,9% (LY neg.%)
- Member base 174 326 (-12,2% compared to last year)
- Number of clubs 147 (-8 to LY)

GERMANY

- Net sales 22,9Mkr (+2,6%) compared to last year
- EBITDA 9,3Mkr (LY 3,7Mkr), EBITDA Margin 40,7% (LY 16,7%)
- EBIT 4,4Mkr (LY -30,9Mkr), EBIT Margin 19,2% (LY neg.%)
- Member base 24 187 (0% compared to last year)
- Number of clubs 26 (+1 vs. LY)
- Profitability turnaround continues but current sales effected by continued restrictions at most bath facilities



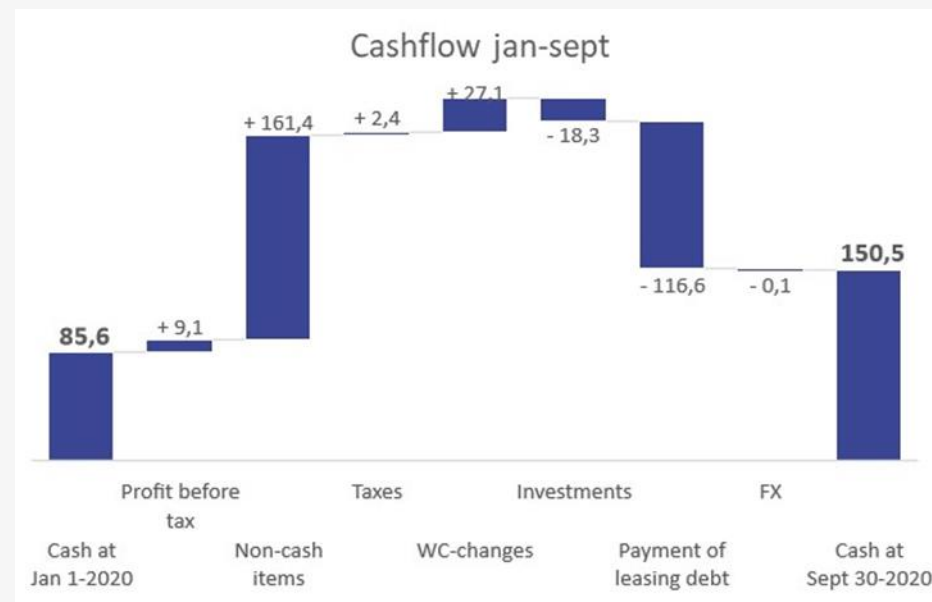
CASHFLOW AND NET DEBT

STRONG CASHFLOW

- Cashflow in Q3 of +9,0 MSEK (+24,8 MSEK vs. Q3-19)
- Focus on working capital and negotiation with landlords and 100% of rents are now monthly paid instead of quarterly prepayment
- Prepayment from members have also strengthen working capital.
- Cash flow jan-sept 64,9 MSEK, 147 MSEK better than LY

NET DEBT

- Net Debt 298 MSEK, excl IFRS 16
- Cash 151 MSEK and available, not used credit, lines of 77 MSEK
- Net Debt 101 MSEK better than Q3 2019 (excl. IFRS 16)
- Net Debt/EBITDA = 3,1 (excl. effects from IFRS 16)



(MSEK)	2020-09-30	2019-09-30	2019-12-31
<i>Assets as part of the net debt:</i>			
Cash and cash equivalents	151	49	86
<i>Liabilities as part of the net debt:</i>			
Interest-bearing liabilities	-449	-448	-448
Net debt in total, excluding IFRS16 – financial leasing	-298	-399	-363
Debt related to IFRS 16	-781	-914	-860
Net debt in total (inkl IFRS 16)	-1 079	-1 313	-1 223

KEY TAKE AWAYS AND CURRENT TRADING

STRONG RESULT AND CASHFLOW

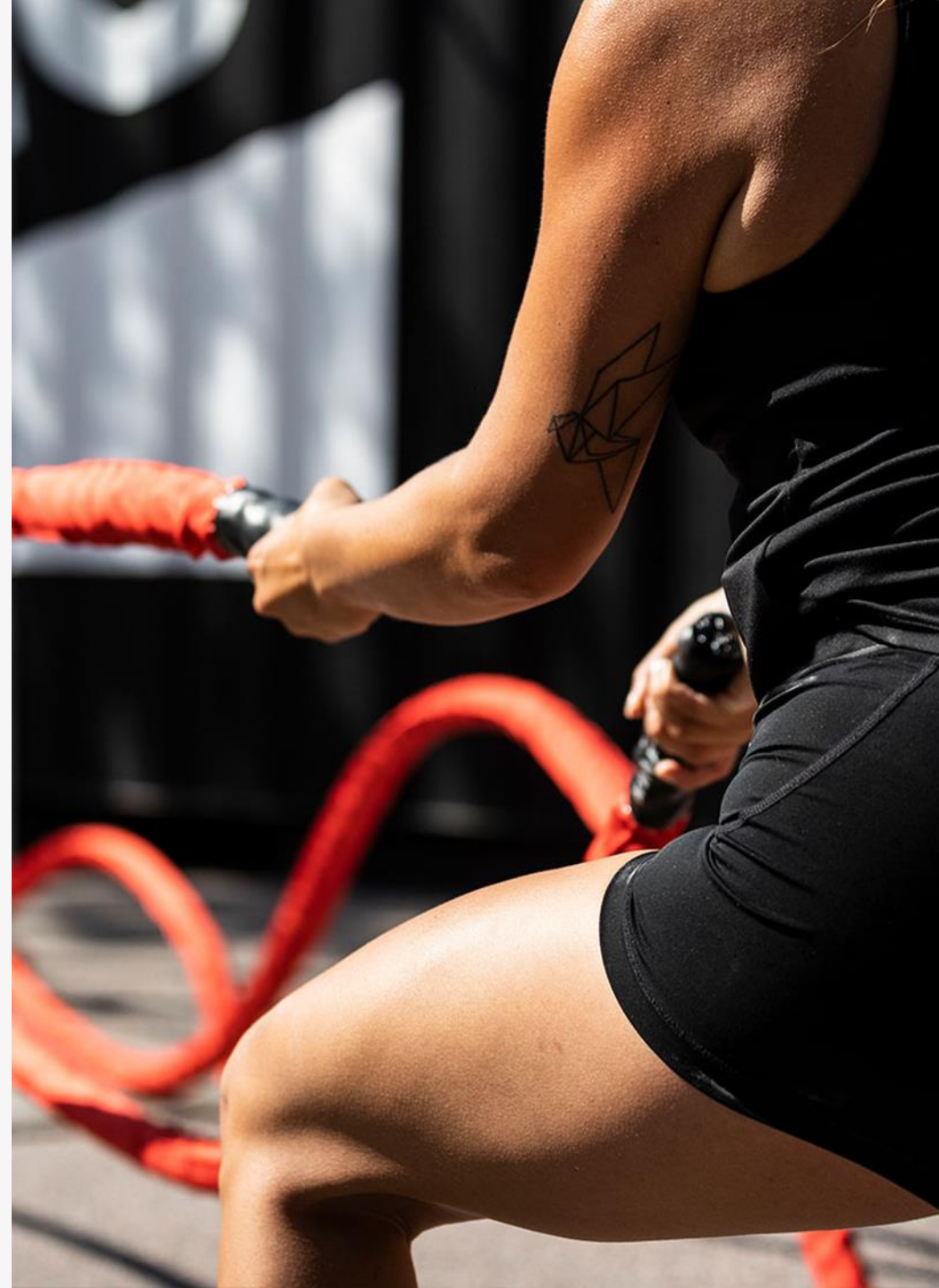
- New levels of efficiency and improvements to training offer drives quarterly result
- Q3 result supports financial stability and enables us to increase investments in improving customer offer

SYSTEMATIC IMPROVEMENTS CONTINUE AS FOCUS

- Systematic improvement has step by step shown result throughout the whole year and we will continue to drive development of smart solutions to improve customer offer and operational efficiency.
- Continued big focus on development and investments in digital and outdoor training will enable future growth and strengthen resilience to potential new upcoming situations related to Covid-19

Q4 SALES AND COST

- Operational priority is to uphold a safe training environment and drive sales of new memberships
- Net sales are expected to be lower than last year and we estimate Q4 net sales to decrease with 10-15% compared to same period last year with EBITDA at same level as Q4 2019.





Q&A

An aerial, top-down view of a group fitness class taking place on a paved outdoor area. Several participants are visible, some lying on their backs on mats, others in various active poses. Exercise equipment is scattered around, including barbell weights, red medicine balls, and kettlebells. A white pennant flag with the word "ACTIC" is planted in the ground. The scene is brightly lit, casting long shadows. The text "THANK YOU" is centered in the middle of the image.

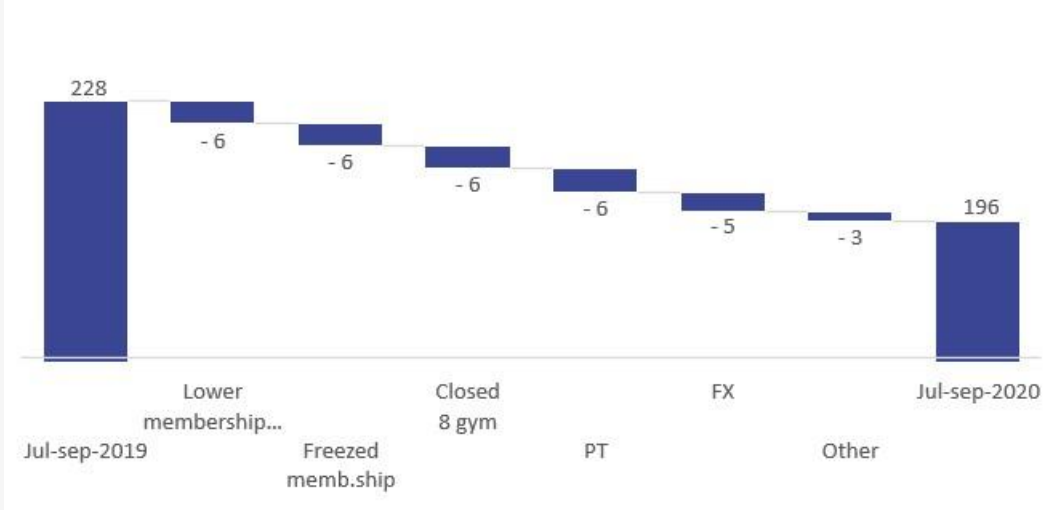
THANK YOU

An aerial, top-down view of a group fitness class taking place on a paved outdoor area. Several participants are visible, some lying on their backs on mats, others in various active poses. Exercise equipment is scattered around, including barbell weights, red medicine balls, and kettlebells. A white pennant flag with the word "ACTIC" is planted in the ground. The word "APPENDIX" is overlaid in large, bold, black capital letters in the center of the image.

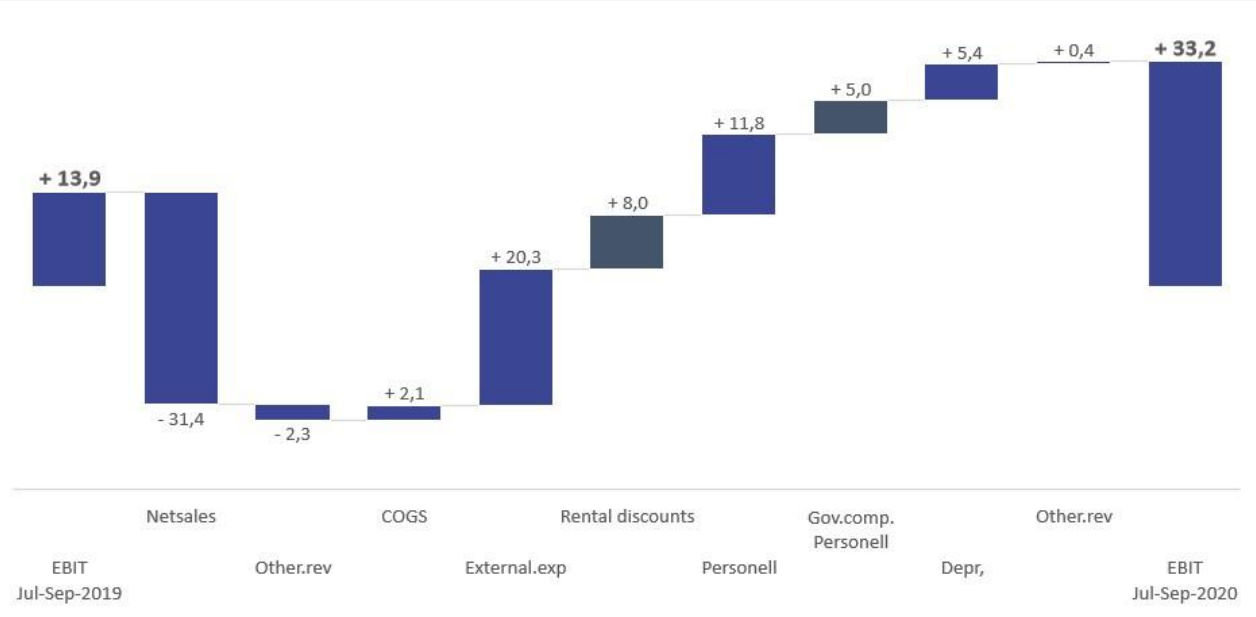
APPENDIX

NET SALES & EBIT BRIDGE

NETSALES BRIDGE



EBIT - BRIDGE



P&L

	Jul-sep	Jul-sep	Jan-sep	Jan-sep	Rolling	Jan-dec
SEK thousand	2020	2019	2020	2019	12m	2019
Netsales	196 175	227 579	582 327	718 311	816 259	952 243
Otheroperating revenues	6 469	8 726	21 737	25 355	30 661	34 278
Total revenues	202 644	236 305	604 064	743 666	846 920	986 522
Goods for resale	-740	-2 837	-3 037	-7 667	-5 501	-10 131
Otherexternalcosts	-50 045	-78 319	-183 860	-254 668	-255 260	-326 068
Personnelcosts	-65 346	-82 145	-214 049	-281 769	-314 685	-382 405
Depreciation and impairment of fixed assets	-53 223	-338 621	-160 817	-452 640	-228 881	-520 704
Otheroperating expenses	-67	-466	-632	-996	-732	-10 95
EBIT	33 223	-266 084	41 670	-254 073	41 861	-253 882
Financialincome	96	25	2 004	83	2 934	10 13
Financialexpenses	-10 065	-12 546	-34 596	-36 626	-45 720	-47 750
Profit/loss before tax	23 255	-278 605	9 078	-290 615	-926	-300 619
Tax	-3 031	-1 617	-7 774	59	-11 754	-3 922
Net profit/loss for the period	20 224	-280 222	1 304	-290 556	-12 680	-304 540

BALANCE SHEET

SEK thousand	2020-06-30	2019-06-30	2019-12-31
Assets			
Intangible fixed assets	572 356	892 671	587 790
Tangible fixed assets	269 460	285 004	285 512
Right-of-use assets	734 570	907 812	818 133
Deferred tax assets	2 693	7 488	2 693
Total fixed assets	1 579 079	2 092 975	1 694 129
Other current assets	56 346	70 622	94 841
Cash and cash equivalents	141 642	64 670	85 573
Total current assets	197 987	135 292	180 414
Total assets	1 777 067	2 228 267	1 874 543
Equity and liabilities			
Total equity	252 157	584 128	281 032
Equity attributable to Parent Company shareholders	252 157	584 128	281 032
Non-current interest-bearing liabilities - loans	433 594	432 802	433 200
Non-current interest-bearing liabilities - leasing	647 597	795 118	708 043
Deferred tax liabilities	20 191	20 693	19 565
Total non-current liabilities	1 101 382	1 248 612	1 160 808
Current interest-bearing liabilities - loans	15 000	15 000	15 000
Current interest-bearing liabilities - leasing	129 968	147 328	151 930
Other current liabilities	278 560	233 199	265 772
Total current liabilities	423 528	395 527	432 703
Total liabilities	1 524 910	1 644 139	1 593 511
Total equity and liabilities	1 777 067	2 228 267	1 874 543

CASHFLOW STATEMENT

SEK thousand	2020-09-30	2019-09-30	2019-12-31
Assets			
Intangible fixed assets	566 973	601 967	587 790
Tangible fixed assets	268 939	285 802	285 512
Right-of-use assets	739 553	877 462	818 133
Deferred tax assets	2 693	6 935	2 693
Total fixed assets	1 578 158	1 772 165	1 694 129
Other current assets	65 774	82 403	94 841
Cash and cash equivalents	150 630	48 842	85 573
Total current assets	216 404	131 245	180 414
Total assets	1 794 562	1 903 410	1 874 543
Equity and liabilities			
Total equity	271 557	297 945	281 032
Equity attributable to Parent Company shareholders	271 557	297 945	281 032
Non-current interest-bearing liabilities - loans	433 793	433 001	433 200
Non-current interest-bearing liabilities - leasing	647 886	763 426	708 043
Deferred tax liabilities	20 561	21 719	19 565
Total non-current liabilities	1 102 239	1 218 145	1 160 808
Current interest-bearing liabilities - loans	15 000	15 000	15 000
Current interest-bearing liabilities - leasing	133 361	150 273	151 930
Other current liabilities	272 405	222 047	265 772
Total current liabilities	420 766	387 320	432 703
Total liabilities	1 523 005	1 605 465	1 593 511
Total equity and liabilities	1 794 562	1 903 410	1 874 543