Q2 Interim Report

August 16th, 2018

ACTIC

Q2 at a Glance

239.5 MSEK

Net Sales

37.7 MSEK

Adjusted EBITDA

15.8 %

Adjusted EBITDA-marginal

180

Number of Clubs

223,907

Number of members

801

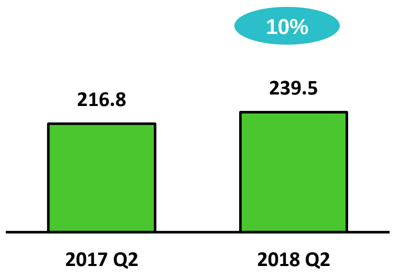
Number of FTEs

Actic Group

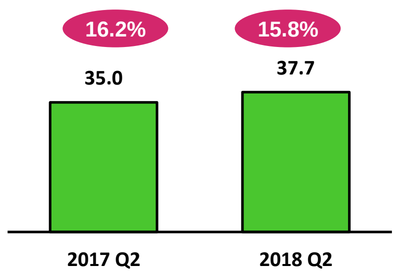
Q2 Highlights

- Net sales amounted to SEK 239.5m in Q2 compared to SEK 216.8m in 2017 Q2
- Net sales growth 10%
  - Organic growth was 2% in constant currency
  - Currency effects affected net sales positively with SEK 2.8m
- Adjusted EBITDA amounted to SEK 37.7m in Q2 compared to 35.0 m in 2017 Q2
  - Adjusted EBITDA margin of 15.8% compared to 16.2%
- ARPM grew by 3% to SEK 350 (339) per month driven by increased demand for PT services
- Cash flow from operating activities amounted to SEK 16.4m in Q2 compared to SEK -7.4m in Q2 2017

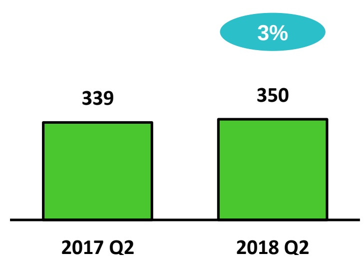
Net Sales (SEKm)



Adjusted EBITDA (SEKm)

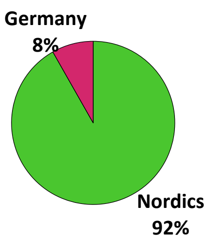


ARPM (SEK)

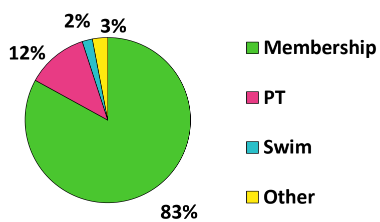


Growth Margin

Net sales by segment



Net sales by product category

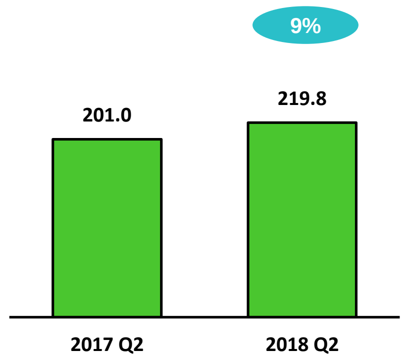


Segment – Nordics

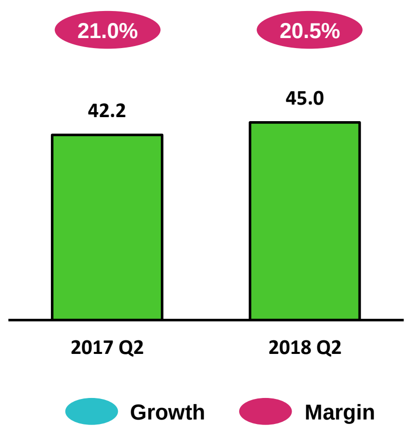
Q2 Highlights

- Net sales growth of 9% to SEK 219.8m in Q2 from SEK 201.0m in Q2 2017
- ARPM grew by 2% to SEK 357 per month compared to SEK 349 in Q2 2017 driven by increased demand for PT services
- EBITDA amounted to SEK 45.0m corresponding to a margin of 20.5% compared to EBITDA of SEK 42.2m and a margin of 21.0% in Q2 2017
  - The result has developed positively because of completed acquisitions and previously completed establishments which start to show profitability
  - An unsatisfactory development in the Norwegian market and declining sales due to warm weather have affected the result negatively
- By the end of the quarter there were 155 clubs

Net Sales (SEKm)



EBITDA (SEKm)

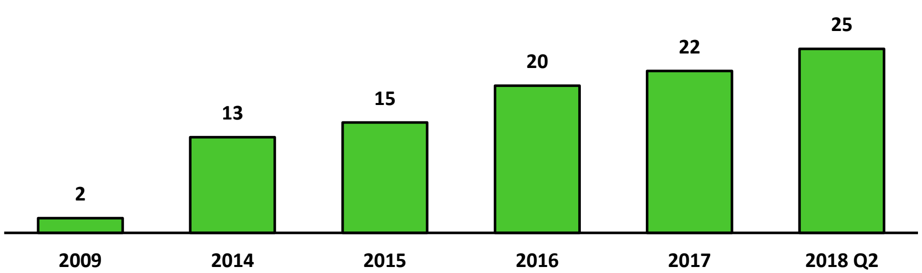


Segment – Germany

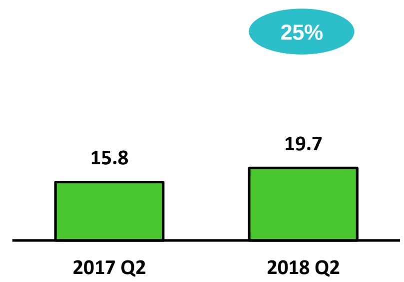
Q2 Highlights

- Net sales growth of 25% to SEK 19.7m in Q2 from SEK 15.8m in Q2 last year
- EBITDA of SEK 1.6m and EBITDA margin of 8.0% in Q2 compared to EBITDA of SEK 0.7m and EBITDA margin of 4.6% in Q2 2017
  - The result has developed positively because of previously establishments that start to show profitability and operational efficiency
  - Not yet mature establishments and due diligence-costs have affected the result negatively
- ARPM grew by 6% to SEK 301 per month compared to SEK 284 in Q2 2017
- The number of clubs were 25 by the end of the quarter

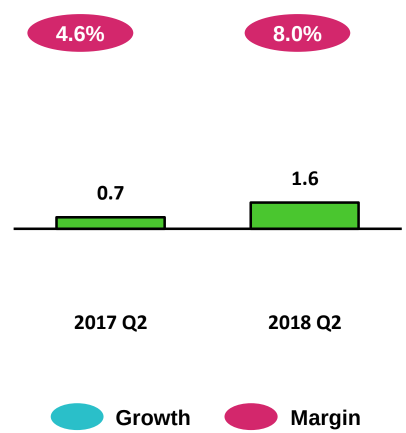
Number of clubs in Germany



Net Sales (SEKm)



EBITDA (SEKm)



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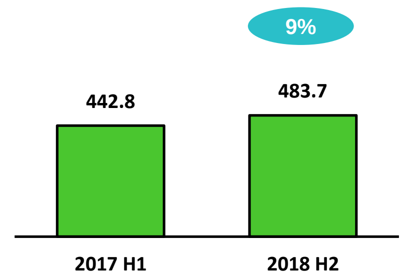
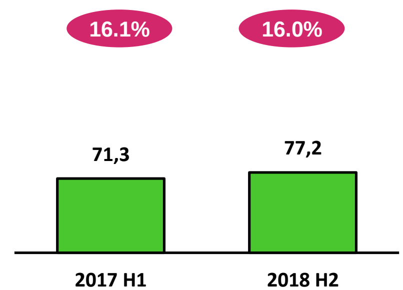
Highlights – January to June 2018

- Net sales amounted to SEK 483.7m during the period compared to SEK 442.8m in H2 2017
- Net sales growth 9%
  - Organic growth was 0% in constant currency, and 1% adjusted for IFRS 15 of SEK -6m
  - Currency effects affected net sales positively with SEK 2.9m
  - The growth is related to acquired operations in the Nordics and completed establishments in Germany.
- Adjusted EBITDA amounted to SEK 77.2m compared to SEK 71.3m in Q1 2017
  - Adjusted EBITDA margin of 16.0% compared to 16.1%, and 17% adjusted for IFRS 15
  - ARPM grew by 2% to 352 compared to SEK 344 per month driven by increased demand for PT services
- Cash flow from operating activities amounted to SEK 66.8m compared to SEK 23.5m

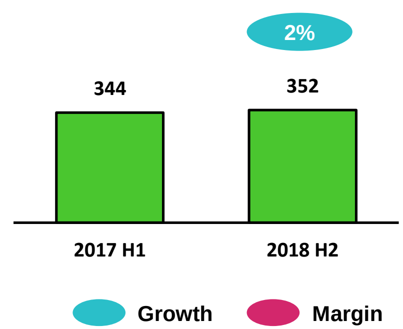
Net Sales (SEKm)



Adjusted EBITDA (SEKm)

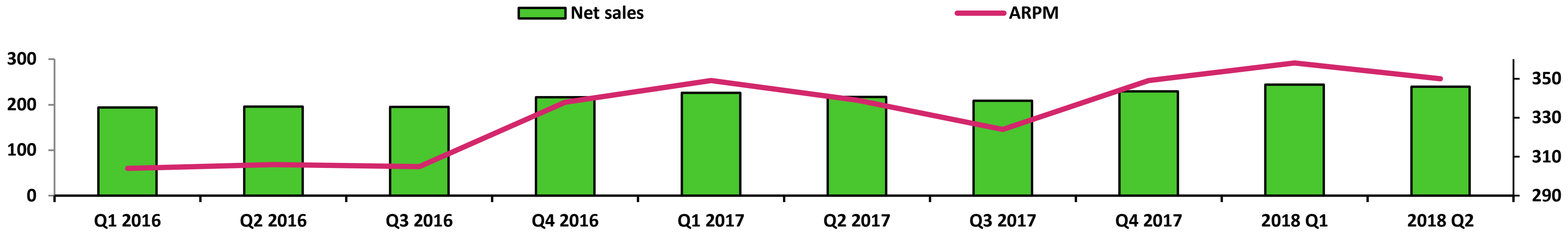


ARPM (SEK)

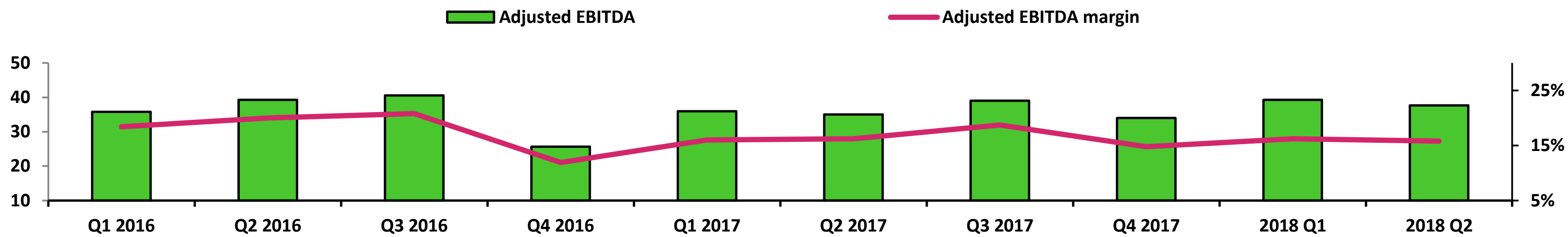


Quarterly overview

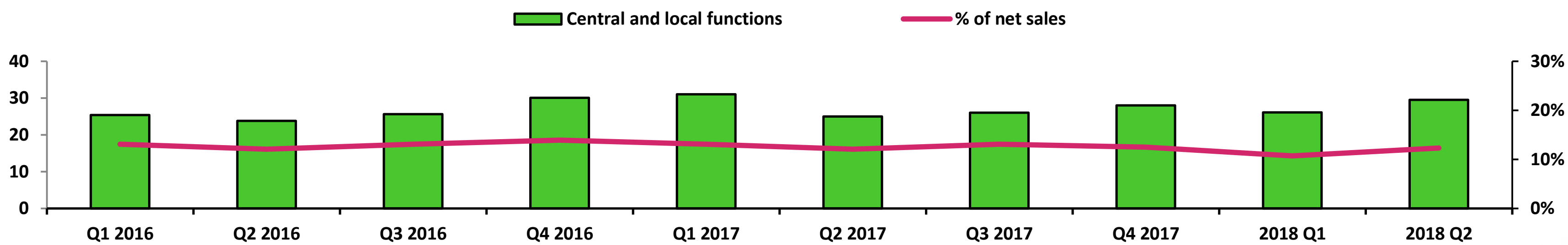
Net sales (SEKm) and ARPM (SEK)



Adjusted EBITDA (SEKm)



Central and local functions



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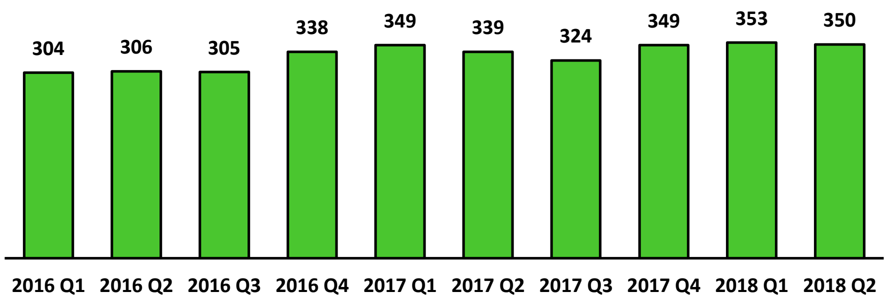
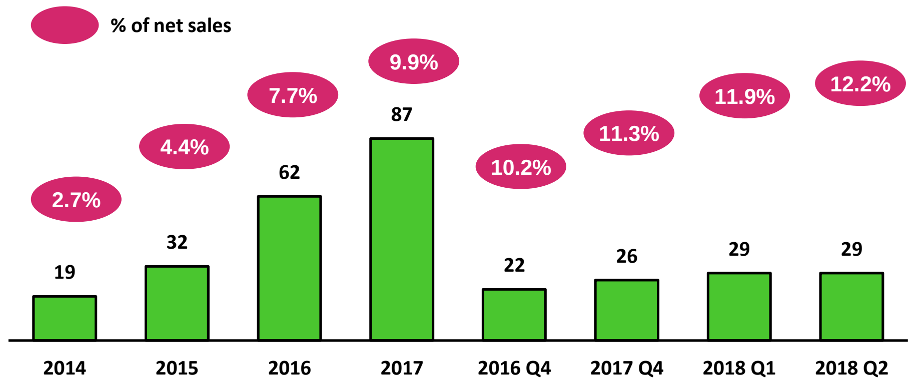
Overview of key business drivers

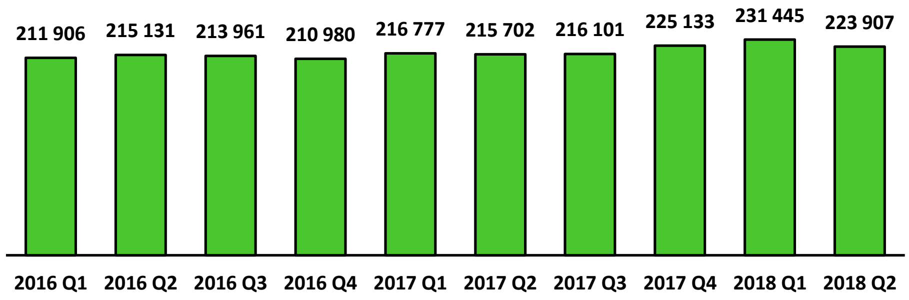
ARPM



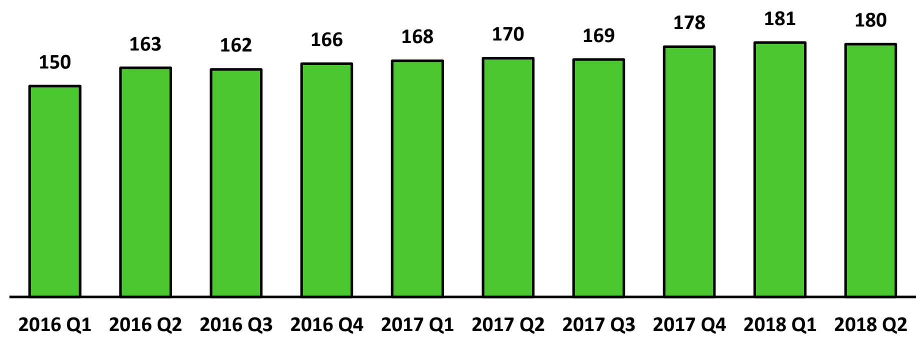
Net sales for PT



Membership base



Number of clubs



Current Trading

Highlights

- Stable member base, the decline compared to the end of Q1 is a natural seasonal variation which was reinforced by the weather effect.
- PT sales develop according to plan and shows strong momentum. During the quarter the growth was 28%.
- The German segment shows both growth and increased margins due to more mature clubs.
- Divestment of our three clubs in Finland.
- Our strategy is to grow in our main markets Sweden, Norway and Germany and to build clusters in the cities we already operate in.
- Strategic cooperation with Technogym, a world leader within IT for the training industry. As a start, 30 of our clubs will offer our members a new app that collects training programs, health data and individual micro coaching.

Q&A

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