

Basic-Fit Analyst Consensus

FY 2026					
	AVERAGE	MEDIAN	MIN	MAX	# BROKERS
In € million					
Total revenue	1,669.6	1,669.0	1,654.2	1,684.4	11
Club revenue	1,628.6	1,625.8	1,611.5	1,649.1	10
Franchise revenue	24.5	24.3	17.9	30.0	10
Other revenue	18.1	18.9	13.3	19.9	10
Cost of sales	(62.6)	(63.5)	(73.5)	(49.6)	10
Club operating costs	(644.4)	(646.1)	(657.3)	(628.0)	10
Overhead	(187.4)	(187.4)	(192.6)	(177.0)	10
EBITDA	772.5	773.4	750.1	788.4	11
D&A	(532.4)	(530.4)	(545.9)	(523.2)	11
Operating profit (EBIT)	240.1	237.6	221.0	261.6	11
Finance costs	(63.2)	(64.0)	(72.1)	(45.1)	11
Interest lease liabilities	(63.4)	(64.3)	(66.0)	(58.1)	11
Income from associates	0.6	0.8	0.0	1.3	11
Corporation tax	(30.1)	(28.2)	(39.5)	(24.7)	11
Net profit	83.9	80.1	68.4	112.4	11

UNDERLYING KEY FIGURES

Club revenue	1,628.6	1,625.8	1,611.5	1,649.1	10
Club cost of sales	(47.8)	(48.6)	(54.1)	(41.0)	8
Club personnel costs	(304.0)	(303.3)	(310.8)	(298.5)	8
Invoiced rent costs clubs	(327.1)	(326.1)	(337.2)	(321.1)	9
Other club operating costs	(337.7)	(338.7)	(349.3)	(320.9)	8
Exceptionals - clubs	4.2	4.4	1.5	6.7	6
Underlying club EBITDA less rent	614.9	613.8	602.5	647.8	9

EBITDA	772.5	773.4	750.1	788.4	11
Exceptionals	9.0	8.0	5.0	14.8	8
Invoiced rent costs clubs	(327.1)	(326.1)	(337.2)	(321.1)	9
Invoiced rent costs overhead (incl. car lease)	(6.4)	(6.5)	(7.3)	(5.1)	7
Underlying EBITDA less rent	447.7	447.2	441.6	456.4	11

Free cash flow¹	126.5	123.7	89.1	169.4	11
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Net debt²	1,025	1,023	942	1,070	11
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Owned clubs (#)³	1,808	1,809	1,766	1,853	11
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Members (millions)³	5.44	5.43	5.23	5.61	11
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1 Free cash flow after expansion capex (excl. acquisitions)

2 Net debt excluding lease liabilities

3 "Owned clubs" and "members" include the Basic Fit owned + Clever-Fit owned clubs (e.g. excl. franchise)

Basic-Fit Analyst Consensus

FY 2027					
	AVERAGE	MEDIAN	MIN	MAX	# BROKERS
In € million					
Total revenue	1,855.9	1,874.1	1,760.9	1,904.8	11
Club revenue	1,805.0	1,815.5	1,713.8	1,862.5	10
Franchise revenue	30.8	31.4	24.1	37.5	10
Other revenue	19.8	20.2	14.3	22.9	10
Cost of sales	(69.0)	(70.4)	(79.9)	(52.8)	10
Club operating costs	(701.5)	(700.5)	(734.6)	(675.2)	10
Overhead	(203.9)	(205.5)	(217.2)	(184.9)	10
EBITDA	875.1	880.6	828.5	912.4	11
D&A	(556.5)	(552.2)	(584.7)	(527.5)	11
Operating profit (EBIT)	318.5	303.3	287.6	376.3	11
Finance costs	(69.7)	(63.3)	(141.8)	(40.5)	11
Interest lease liabilities	(65.8)	(66.6)	(69.9)	(58.2)	11
Income from associates	0.6	1.0	0.0	1.3	11
Corporation tax	(49.1)	(47.3)	(67.8)	(37.4)	11
Net profit	140.6	132.6	116.4	193.1	11
UNDERLYING KEY FIGURES					
Club revenue	1,805.0	1,815.5	1,713.8	1,862.5	10
Club cost of sales	(52.2)	(53.6)	(58.5)	(44.8)	8
Club personnel costs	(334.0)	(332.7)	(352.4)	(316.0)	8
Invoiced rent costs clubs	(355.3)	(357.0)	(368.3)	(345.2)	9
Other club operating costs	(365.9)	(365.6)	(387.6)	(341.5)	8
Exceptionals - clubs	3.7	4.0	0.0	7.6	7
Underlying club EBITDA less rent	709.7	715.5	671.0	749.8	9
EBITDA	875.0	880.6	828.5	912.4	11
Exceptionals	6.4	5.8	0.0	16.8	7
Invoiced rent costs clubs	(355.3)	(357.0)	(368.3)	(345.2)	9
Invoiced rent costs overhead (incl. car lease)	(6.7)	(7.0)	(8.1)	(4.1)	7
Underlying EBITDA less rent	521.8	523.9	492.7	551.8	11
Free cash flow¹	197.4	203.6	154.4	248.4	11
Net debt²	841	845	739	907	11
Owned clubs (#)³	1,880	1,883	1,816	1,930	11
Members (millions)³	5.77	5.72	5.48	6.18	11

1 Free cash flow after expansion capex (excl. acquisitions)

2 Net debt excluding lease liabilities

3 "Owned clubs" and "members" include the Basic Fit owned + Clever-Fit owned clubs (e.g. excl. franchise)