

Q2 2021

***INTERIM REPORT
APRIL – JUNE 2021***

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SATS

CONTINUING THE PUBLIC HEALTH MISSION – WELCOMING MEMBERS BACK AND DEVELOPING THE PRODUCT OFFERING IN PARALLEL

STRONG RECOVERY AFTER RE-OPENING

- All clubs re-opened, and we have started the journey to get back on track
- A wide range of members are again eager to come back – visit development on par with last re-opening, despite more restrictions
- Paying member base recovering, as the member base increases, and the freeze rate falls

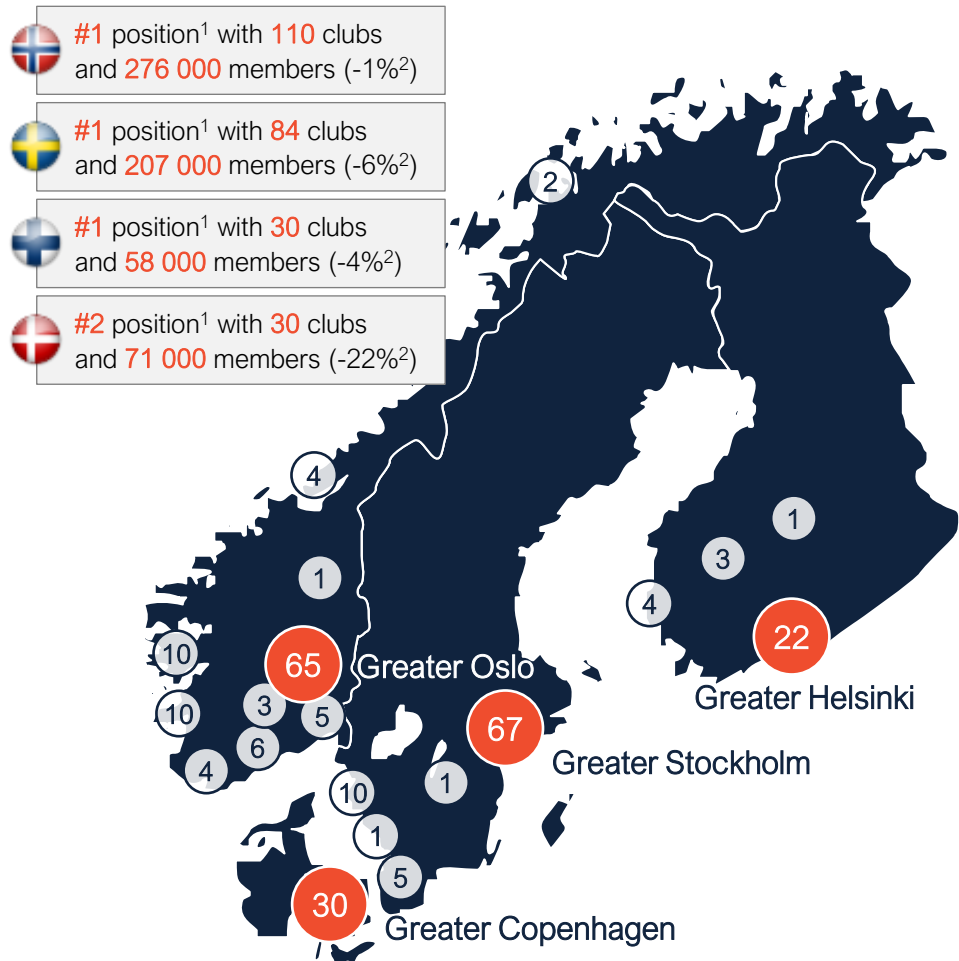
PLAYING AN EVEN MORE IMPORTANT ROLE IN IMPROVING THE PUBLIC HEALTH

- SATS' vision is to make people healthier and happier
- Increasing our commitment on improving public health further through a number of initiatives
- Contributing to reach UN's SDG 3 target of 'Good health and well-being' and WHO's goal to reduce inactivity by 15% by 2030

INVESTING IN GROWTH

- Significant investments in new clubs, with 18 club openings in 2020 and H1 2021, and 19 through 2023 already signed, of which 13 in 2021
- Continuing to develop the SATS digital offering to existing members
- Entering the home training market through Mentra by SATS

EXPECT TO RETURN TO HEALTHY FINANCIALS PROVEN PRE-PANDEMIC ONCE THE MEMBER BASE IS RECOVERED



KEY FIGURES	Q2 2021	CHANGE VS Q2 2020
TOTAL REVENUES	670 MNOK ³	-10%
ADJ. EBITDA BEFORE IFRS 16	-113 MNOK ³	-400%
ADJ. EBITDA BEFORE IFRS 16 MARGIN	-8%	-21 P.P.

(1) Measured by 2020 revenues based on figures from Deloitte EuropeActive EHFMR 2021

(2) Compared to Q2 2020

(3) No compensation for fixed costs from the Norwegian government accrued for March to June, due to new restrictions in the compensation scheme for applicants part of a corporate group, with an estimated effect of NOK 70 million

STRONG RECOVERY AFTER RE-OPENING



ALL CLUBS NOW RE-OPENED, OPERATING WITH RESTRICTIONS



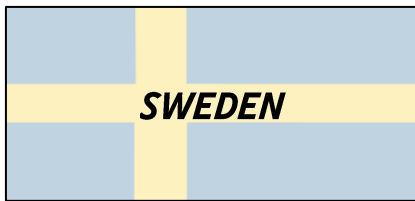
- Open clubs
- Open clubs with restrictions
- Imposed club closure

TIGHTER RESTRICTIONS COMPARED TO LAST RE-OPENING PUTTING US TO THE TEST

RE-OPENING AFTER FIRST WAVE



- Infection control standard developed by Virke Trening
- 1m distance at low intensity and 2m at high intensity



- Capacity restriction of min. 1.5m between each visitor (corresponding to approx. 70% of the normal capacity)



- No governmental regulations, but company-imposed capacity restriction of max. 10 participants per group training class



- Capacity limitation of min. 4 sqm per visitor

RE-OPENING AFTER SECOND WAVE

- Infection control standard developed by consortium incl. Standard Norge
- 1m distance at low intensity and 2m at high intensity training
- Stricter regulations in certain municipalities, e.g., no indoor GX in Oslo until 15 June

- Capacity restriction of min. 10 sqm per visitor (corresponding to approx. 40% of the normal capacity) from 10 January
- Will operate with normal capacity from 15 July

- Safe distance must be maintained in cases of more than 10 people gathered in one room
- ELIXIA currently practicing a maximum of 80% of the capacity in group training, up from 50% in June

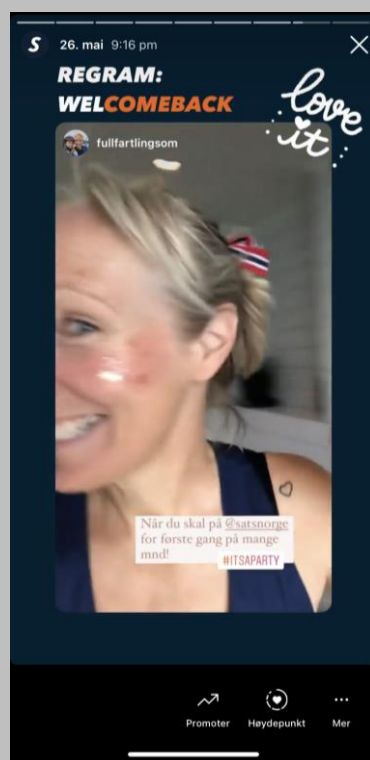
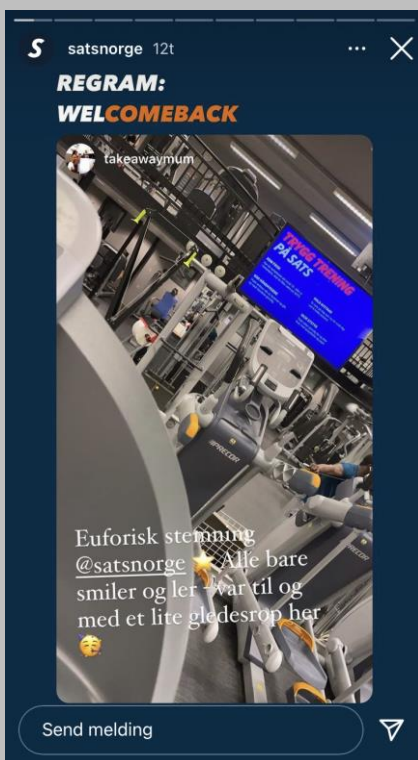
- Capacity limitation of min. 4 sqm per visitor
- Face mask restriction until mid-June
- Corona passport until 1 Sept

Note: Colors on scale according to the company's evaluation. Colors refer to level of restrictions.

HAPPY TO WELCOME EVERYONE BACK TO RE-OPENED CLUBS

MEMBERS EXCITED TO RETURN TO THEIR TRAINING HABITS

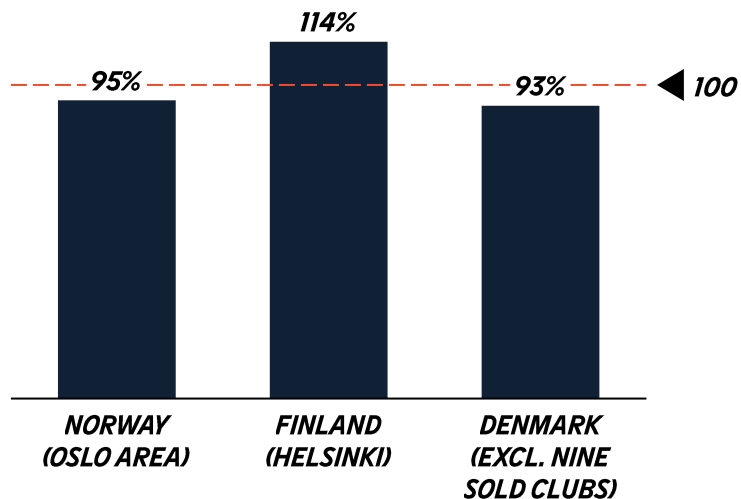
ALL 8 500 EMPLOYEES BACK AT WORK⁽¹⁾



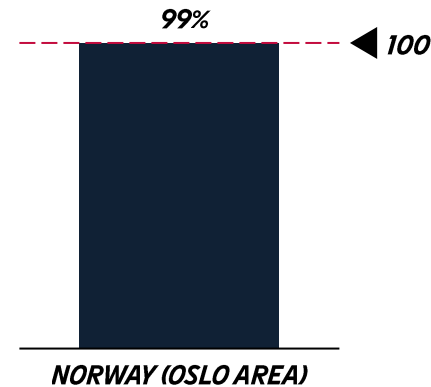
(1) 90 childcare employees in Norway still temporarily laid off

VISITS ON PAR WITH RE-OPENING LAST YEAR, DESPITE STRICTER CAPACITY CONSTRAINTS AND LOWER MEMBER BASE

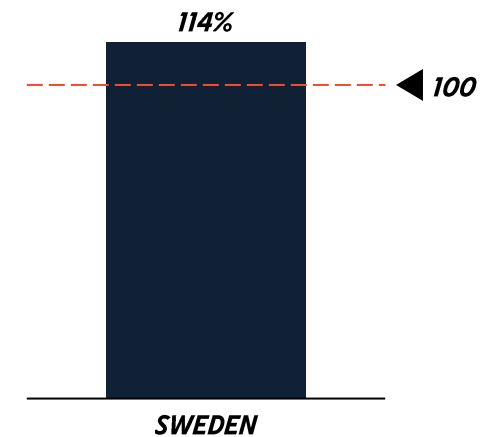
VISITS 3 WEEKS AFTER RE-OPENING AS % OF LY



VISITS 2 WEEKS AFTER GX RE-OPENING AS % OF LY



VISITS IN Q2 AS % OF LY

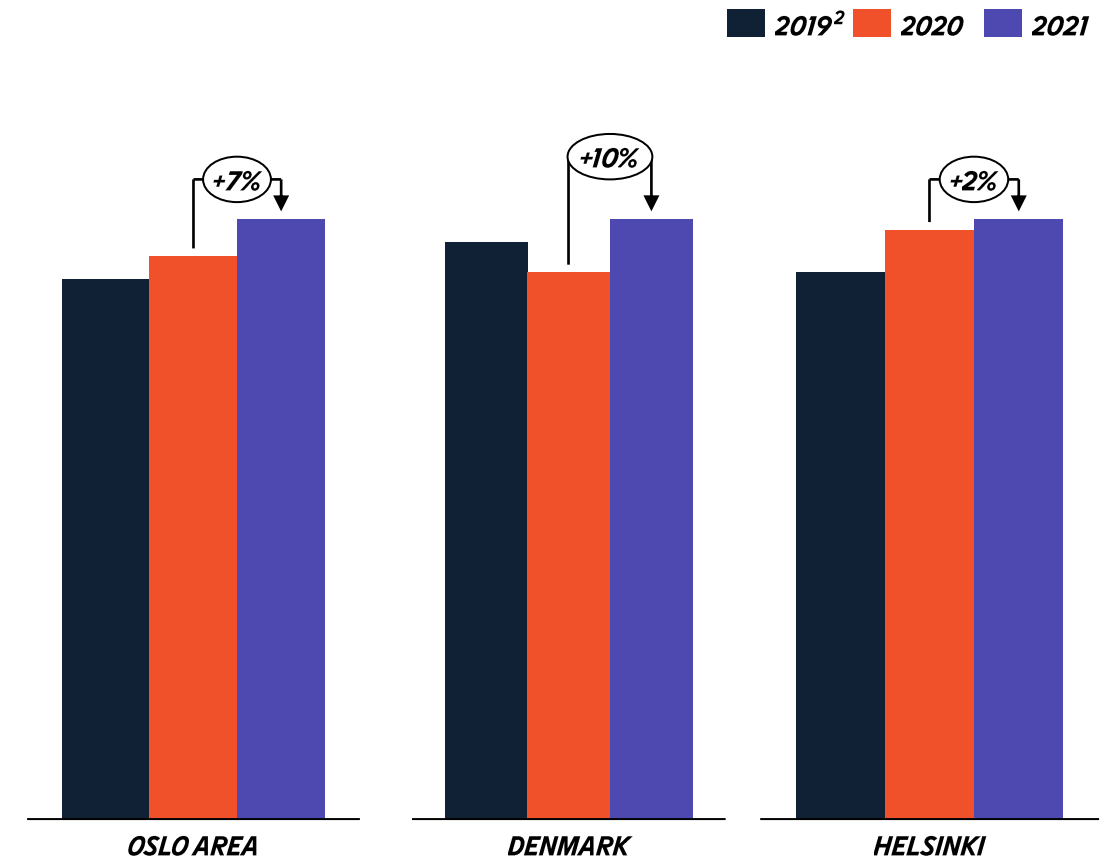
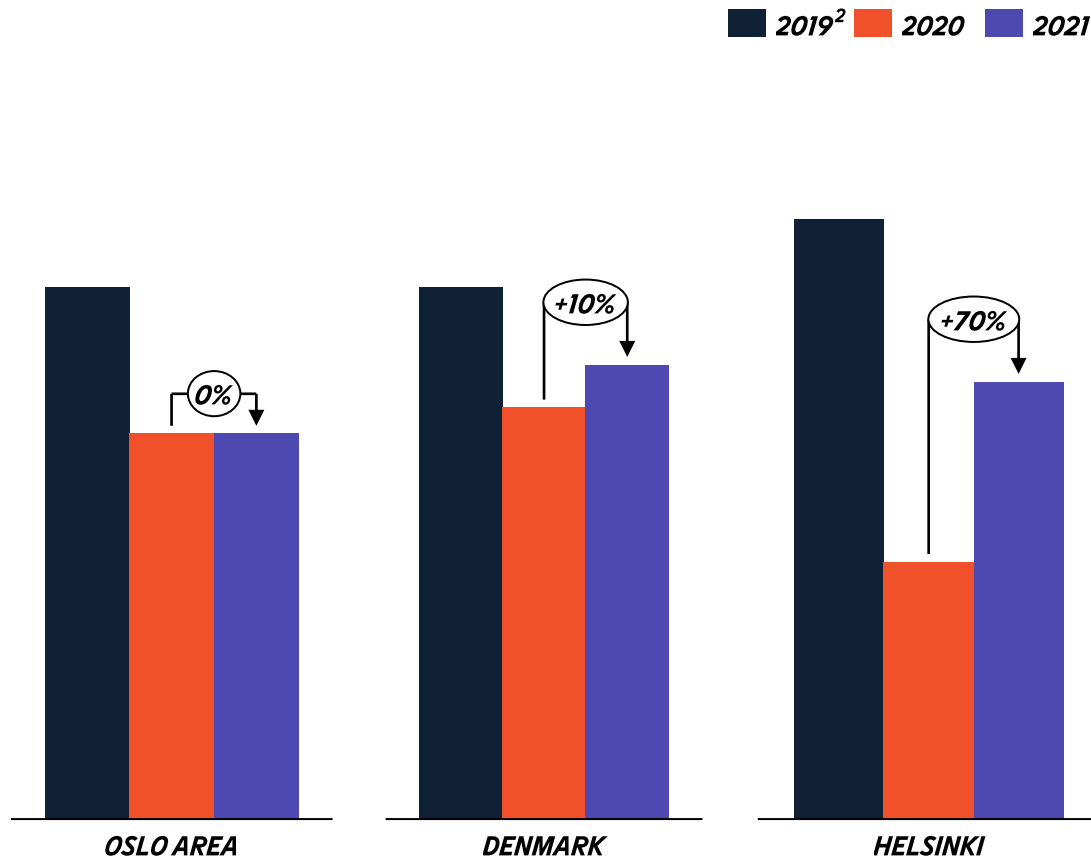


- Oslo almost opening with the same visit pace as last year, despite ban on indoor GX during the opening weeks
- Helsinki clubs have been open since end-April and are back at 2019 visit levels
- Denmark only 7% behind last year, despite required corona passport to visit a club
- Overall lower visit levels than 2019, mainly due to capacity constraints
- Visits over two weeks following the GX re-opening reached 99% compared to last year
- Visit levels in Sweden on par with 2019 and above 2020

WE HAVE REACTIVATED MORE MEMBERS VS. RE-OPENING LAST YEAR AND THOSE MEMBERS ARE WORKING OUT UP TO 10% MORE

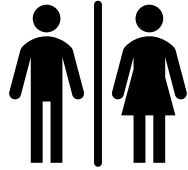
SHARE OF ACTIVATED MEMBERS' THREE WEEKS AFTER RE-OPENING

VISITS PER ACTIVATED MEMBER' FIRST THREE WEEKS AFTER RE-OPENING



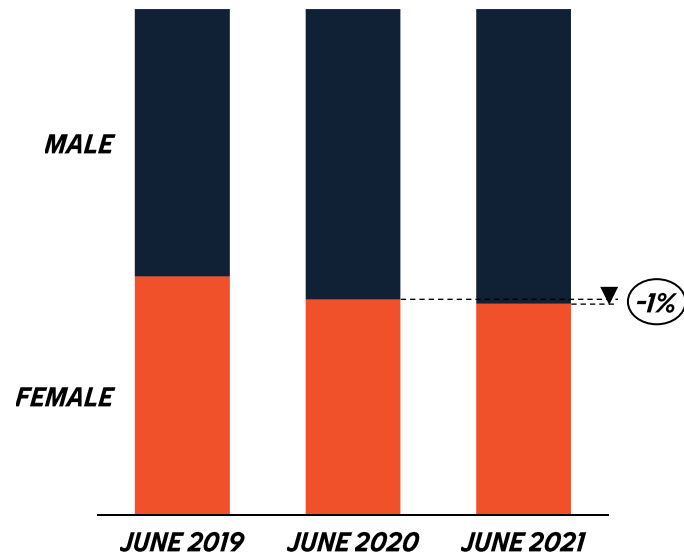
(1) Unique members who has visited a SATS club since re-opening
 (2) Same time period has been used as for 2021

HEALTHY VISITOR MIX – WIDELY RE-ENGAGED MEMBER BASE



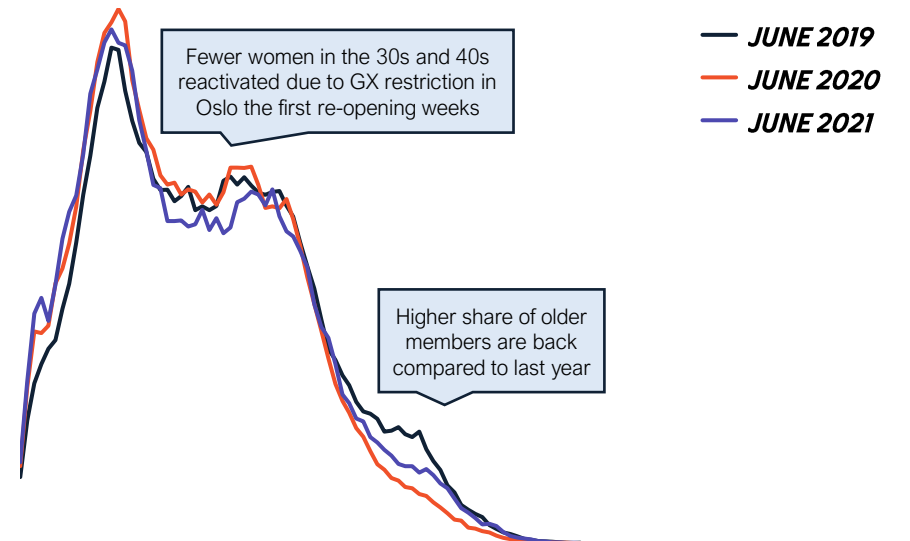
Gender distribution on par with last year despite restrictions on indoor GX in Oslo reducing female share somewhat

GENDER DISTRIBUTION, CLUB VISITS:



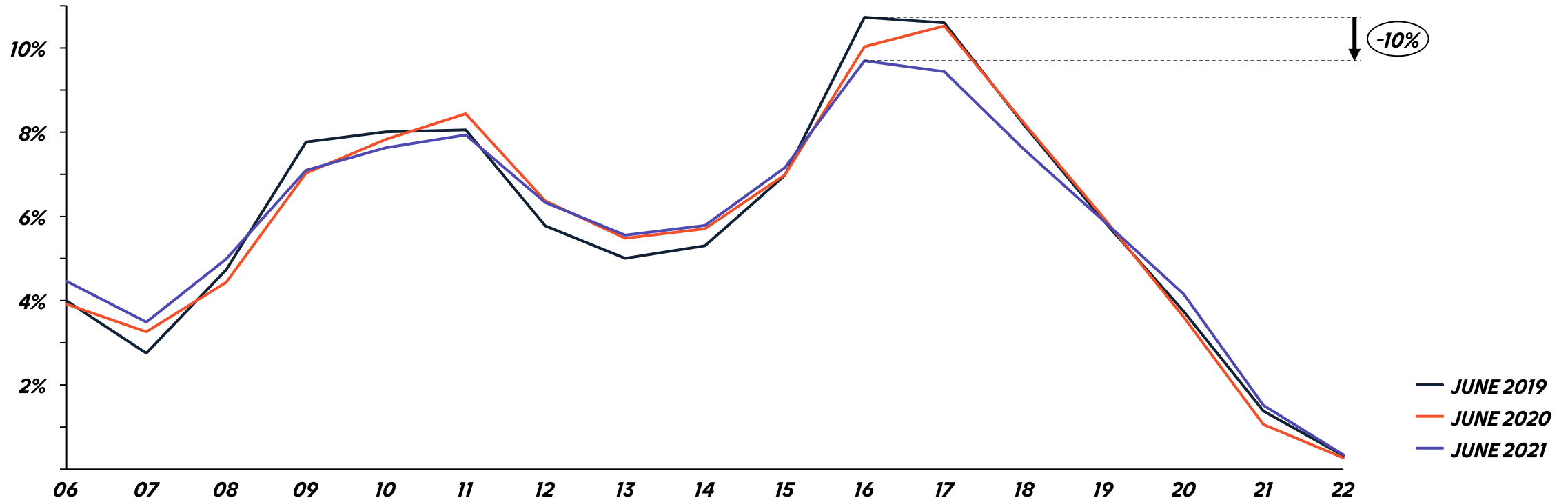
Age distribution on par with last year, with average age unchanged

AGE DISTRIBUTION, CLUB VISITS:



MEMBERS CONTINUE TO SPREAD THEIR VISITS THROUGHOUT THE DAY, ENSURING SOCIAL DISTANCING AND IMPROVING TRAINING EXPERIENCES

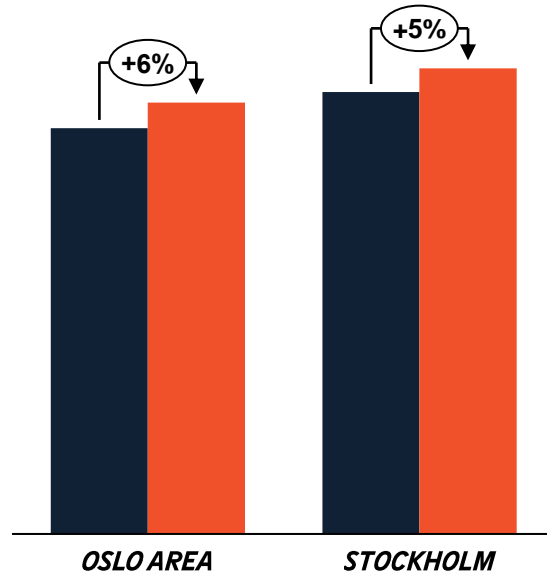
VISITS PER HOUR AS SHARE OF DAILY VISITS



SCALING UP GROUP TRAINING (GX) OFFERING AFTER RE-OPENING AND EASING OF RESTRICTIONS

INCREASE IN GX CLASSES IN WEEK 25 & 26 VERSUS LY

■ WEEK 25 & 26 2020
■ WEEK 25 & 26 2021



OUTDOOR TRAINING IN OSLO IN JUNE

> 1 000 OUTDOOR GROUP TRAINING CLASSES ON THE SCHEDULE



Note: The graphs illustrate total GX classes in week 25 and 26 for 2020 and 2021, respectively. The ban on indoor GX was lifted for Oslo on 15 June 2021. Clubs in Stockholm have remained open, but with restrictions.

BEING A FULL-SERVICE PREMIUM PROVIDER WITH STAFFED CLUBS, WE ARE WELL EQUIPPED TO IMPLEMENT INFECTION CONTROL MEASURES

CONTINUOUSLY ADAPTING TO CHANGES THROUGH NUMEROUS INITIATIVES

EXAMPLE: AIR QUALITY



SATS Lagunen

Begynner å bli fullt • Stenger 22:00



SATS Laksevåg

God kapasitet • Stenger 21:00

DIGITAL TOOLS FOR MEMBERS



IMPROVED CLEANING ROUTINES



DETAILED TRACKING OF ALL VISITS



LARGE CLUBS ENABLING SOCIAL DISTANCING

Good air quality at the clubs, secured by high-standard ventilation systems:



The air is replaced 5-6 times per hour



The rate of air exchange is significantly higher than in office landscapes and shopping centers



The air is replaced with new, fresh air (not recirculated air), and the air from the group training room goes directly out of the building and not via the studio

THE EFFORT YIELDS RESULTS IN BOTH INFECTION TRACK RECORD AND MEMBER SATISFACTION

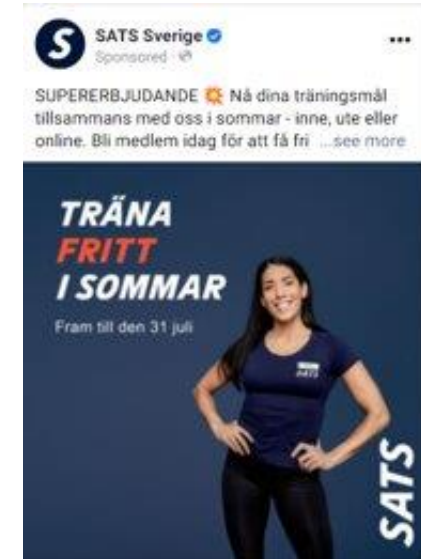
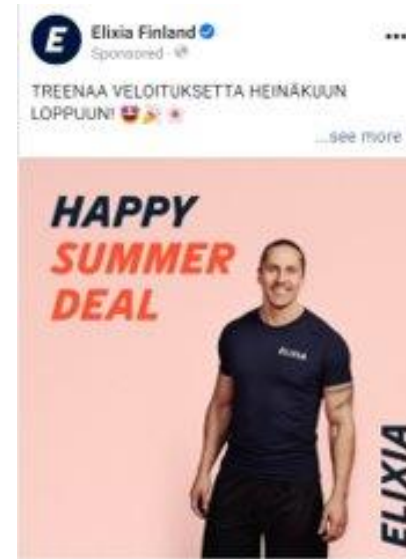
SAFE OPERATIONS PROVEN THROUGH WELL DOCUMENTED INFECTION TRACK RECORD

THE ABOVE-NORMAL MEMBER SATISFACTION¹ FROM LAST YEAR IS EXCEEDED AS MEMBERS ARE EXCITED TO COME BACK



(1) Measured through Gym Floor Net Promoter Score (NPS). Group Training NPS not included due to comparability issues.
(2) Started measuring NPS with current methodology in H2 2019

DEVELOPING ACCORDING TO PLAN AFTER THE RE-OPENING, EXISTING MEMBERS ARE RETURNING, AND NEW MEMBERSHIP SALES IS STRONG



**FØRSTE DOSE
ENDORFINER
VENTER***

Bli medlem på sats.no

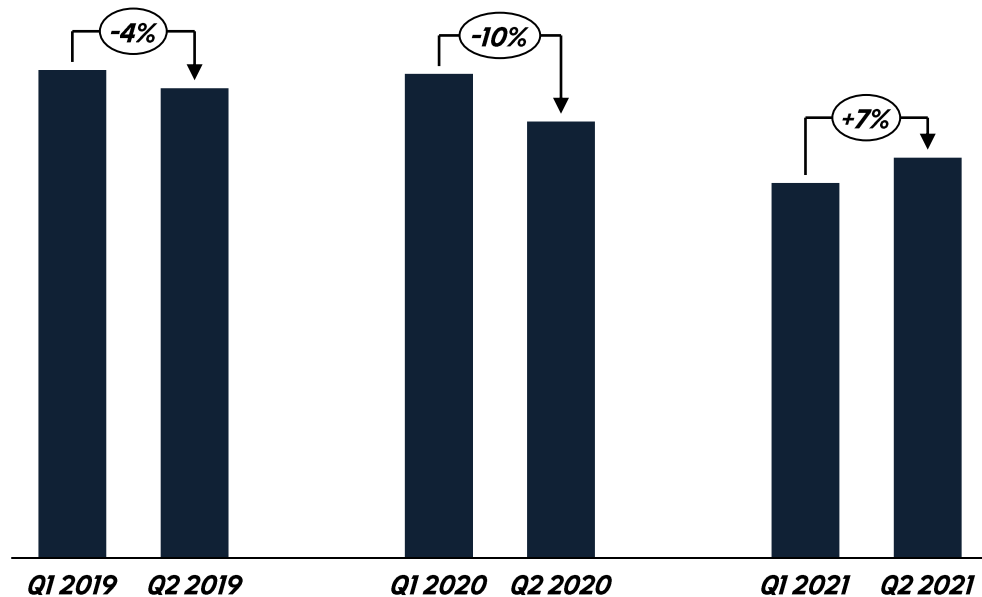
*Anbefalt av WHO

TRAIN YOUR BRAIN

SATS

PAYING MEMBER BASE RECOVERING WITH INCREASING MEMBER BASE AND FALLING FREEZE RATE

PAYING MEMBERS⁽¹⁾ BY THE END OF THE PERIOD



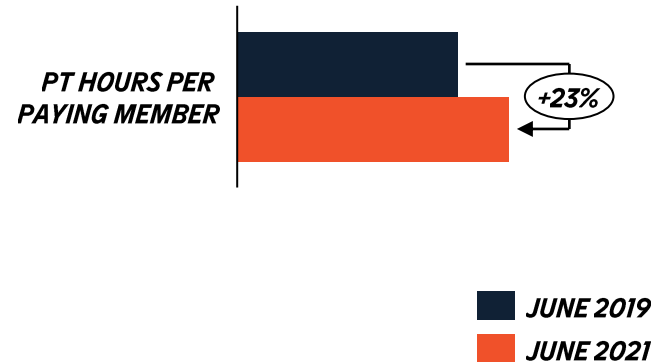
- Member base development from Q1 to Q2 in a normal year is negative due to seasonality
- Strong growth in paying member base after re-opening, both due to strong sales of new memberships and reduced freeze levels
- High potential going forward, as the freeze level is still higher than normal due to COVID-19

(1) Total members excluding members on self-determined freeze

BACK ON TRACK WITH PERSONAL TRAINING AND RETAIL SALES



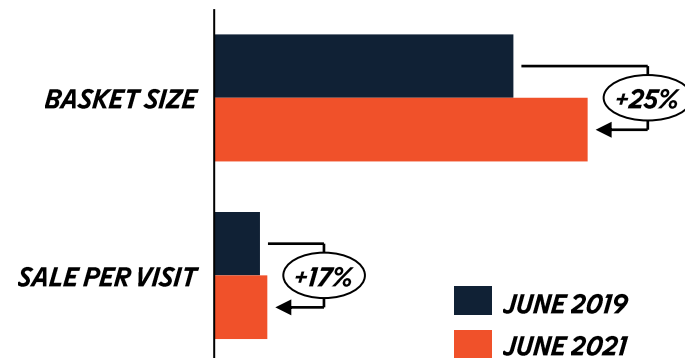
PERSONAL TRAINING (PT) ACTIVITY BLOOMING AFTER CLUB RE-OPENINGS



- Lower number of PT hours in the start of Q2 2021, but re-opening of clubs in the greater Oslo area and easing of restrictions supported demand
- Underlying positive trend as members use PT more frequently, coupled with more hours per active PT
- PTs have returned to work and recruitment position has improved



RETAIL SALES SUPPORTED BY INCREASED BASKET SIZE AND SALE PER VISIT



- Increased willingness to invest more in personal health and training, coupled with indications of more convenience sales
- Q2 2021 supported by sales campaigns

THE KEY “HEALTH” METRICS FOR OUR BUSINESS ARE POSITIVE AND STRONG



VISITS ARE GROWING



ACTIVE MEMBERS ARE VISITING US MORE FREQUENTLY



MEMBER SATISFACTION IS IMPROVING



NEW MEMBERSHIP SALES IS STRONG



UNDERLYING YIELD DEVELOPMENT IS POSITIVE



OUR PT AND RETAIL BUSINESS IS RECOVERING SOONER THAN EXPECTED

PLAYING AN EVEN MORE IMPORTANT ROLE IN IMPROVING PUBLIC HEALTH



INCREASED FOCUS ON INACTIVITY AS A PUBLIC HEALTH PROBLEM

STATUS QUO



INACTIVITY IS A PUBLIC HEALTH PROBLEM

- **55%** of the Nordic population does not reach the minimum recommended activity level per week¹
- **10%** decline in members of Norwegian sports in 2020²
- **80%** of young people globally are inactive³



POSITIVE EFFECTS OF PHYSICAL ACTIVITY ON PUBLIC HEALTH ARE WELL DOCUMENTED

- Regular physical activity leads to increased mental well-being and better general physical health⁴



SATS WORKS EVERY DAY TO REDUCE INACTIVITY AND IMPROVE PUBLIC HEALTH...

- Through club experience, the digital offering and active member communication



...RESULTING IN HEALTHIER AND HAPPIER MEMBERS

- **38 MILLION** yearly visits in SATS' clubs resulting in ~8 000 quality life-years (QALYs) and ~ NOK11bn in welfare gain⁵

THE WAY FORWARD WITH UN AND WHO POLICIES & TARGETS



UN SDG 3 – GOOD HEALTH AND WELL-BEING

- The right to health serves as the basis for achieving healthy lives through physical activity and sport
- Physical inactivity has been identified as the fourth leading risk factor for global mortality⁶



GLOBAL ACTION PLAN ON PHYSICAL ACTIVITY

- With a vision of more active people for a healthier world
- Target of 15% relative reduction in global inactivity by 2030⁷

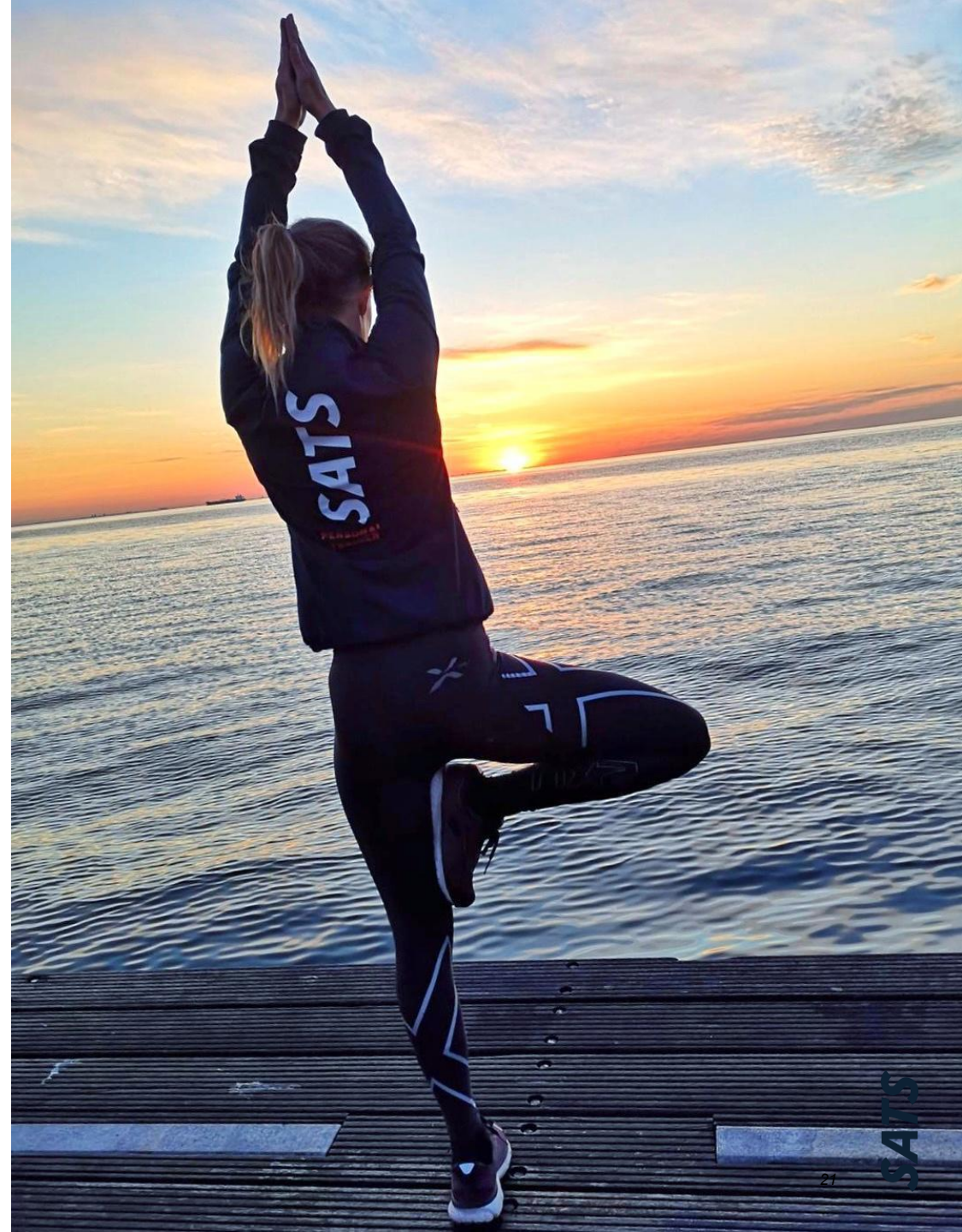
(1) Eurostat 2014, (2) Aftenposten, (3) NHI.no, (4) "Hva fysisk aktivitet gjør med kroppen" by helsenorge.no, (5) Estimated by Oslo Economics

(6) United Nations – Office on Sport for Development and peace 'Sport and the sustainable Development Goals', (7) World Health Organization 'Global action plan on physical activity 2018–2030: more active people for a healthier world'

WE INCREASE OUR EFFORTS TO DELIVER ON UN AND WHO TARGETS



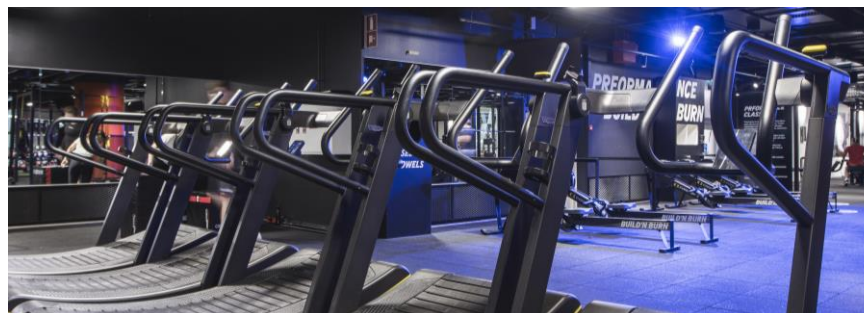
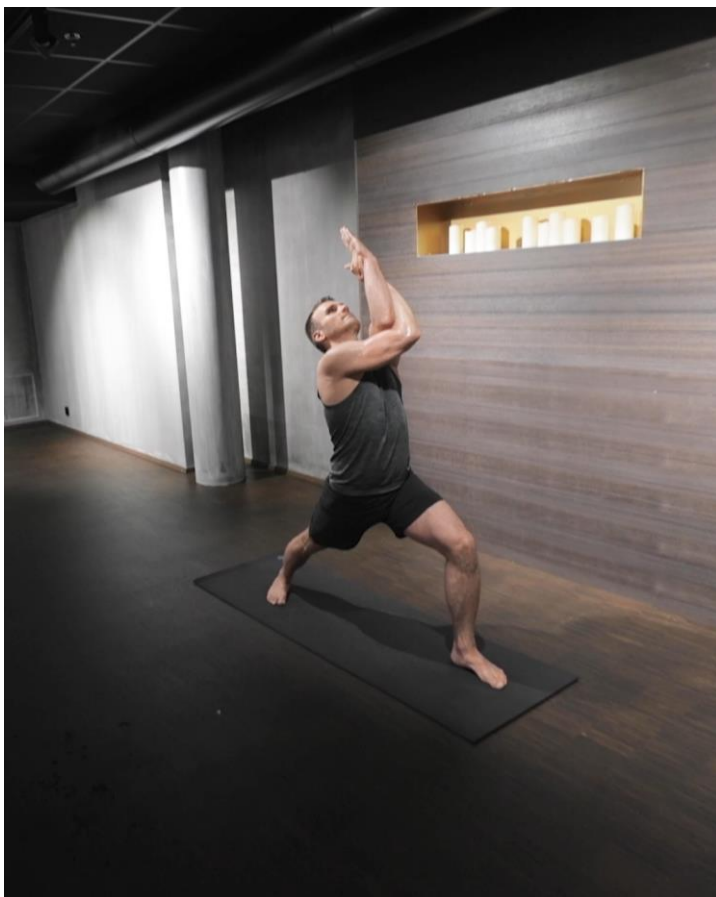
- Increasing visits to SATS' clubs through activating members
- Activating youth to improve habits through “Youth activation program”
- Introducing new concepts and offerings to make training convenient for more people, both at our clubs and digitally
- Raising awareness of SATS' positive contribution in tough times like during COVID-19
- Ensuring sufficient information to decision makers to secure open clubs to fight inactivity



INVESTING IN GROWTH



NUMEROUS SUCCESSFUL CLUB OPENINGS THE PAST YEAR



← OPENED IN 2020 AND H1 2021

Greenfields:

- 🇸🇪 SATS Ursvik Entré (Q1 2020)
- 🇫🇮 ELIXIA Tapiola (Q1 2020)
- 🇳🇴 SATS Lyngby – Kanalvej (Q3 2020)
- 🇫🇮 ELIXIA Iso Omena (Q3 2020)
- 🇸🇪 SATS Häggvik (Q4 2020)
- 🇸🇪 SATS Arninge (Q4 2020)
- 🇳🇴 HiYoga Aker Brygge (Q2 2021)

Acquisitions:

- 🇸🇪 SATS Mölnvik (Q1 2020)
- 🇸🇪 SATS Hamnen (Q1 2020)
- 🇳🇴 Fresh Ås (Q4 2020)
- 🇳🇴 Fresh Kalbakken (Q4 2020)
- 🇳🇴 Fresh Sinsen (Q4 2020)
- 🇳🇴 Fresh Romsås (Q4 2020)
- 🇳🇴 Fresh Haugerud (Q4 2020)
- 🇳🇴 Fresh Lier (Q4 2020)
- 🇫🇮 ELIXIA Skanssi (Q4 2020)

Relocations:

- 🇳🇴 SATS Skøyen to Hoff (Q3 2020)
- 🇳🇴 SATS St. Olav to Herbarium (Q3 2020)

CLUB GROWTH CONTINUING AT A HIGH PACE

SIGNED BY NOT YET OPENED 2021-2023



GREENFIELDS

- 🇳🇴 Fresh Lindeberg (Q3 2021)
- 🇸🇪 SATS Saltsjöbaden (Q3 2021)
- 🇳🇴 SATS Slemmestad (Q4 2021)
- 🇳🇴 SATS Ensjø (Q4 2021)
- 🇳🇴 SATS Kolbotn Torg (Q4 2021)
- 🇸🇪 SATS Gamlestaden (Q4 2021)
- 🇸🇪 SATS Näsby Slott (Q4 2021)
- 🇸🇪 SATS Bromma Blocks (Q4 2021)
- 🇫🇮 ELIXIA Circus (Q4 2021)
- 🇫🇮 ELIXIA Valila (Q4 2021)
- 🇳🇴 SATS Hinna (Q1 2022)
- 🇸🇪 SATS Hovås (Q1 2022)
- 🇸🇪 SATS Limhamn (Q2 2022)
- 🇸🇪 SATS Lidingö (Q3 2022)
- 🇳🇴 SATS Triaden (2023)



RELOCATIONS

- 🇳🇴 SATS Fredrikstad (Q3 2021)
- 🇫🇮 ELIXIA Kaleva (Q3 2021)
- 🇫🇮 ELIXIA Onkiniemi (Q4 2021)
- 🇫🇮 ELIXIA Lippulaiva (Q2 2022)



AMBITIOUS GROWTH PLANS
GOING FORWARD



THE MAJORITY OF THE 2021 CLUB
OPENINGS IN THE SECOND HALF
OF THE YEAR



PRESALES ABOVE EXPECTATIONS



PHYSICAL AND DIGITAL TRAINING COMPLIMENTARY PRODUCTS IN TWO GROWING MARKETS, FUELING EACH OTHER'S GROWTH

- Visit stats at re-opening contradict permanent changes in people's exercise habits out of gyms
- Growing the club network at a high pace



- Improving the offering to existing members through a winning combination of club training and home training
- Our significant member base and strong brand allowing us to build a solid position amongst fitness enthusiasts also within digital fitness

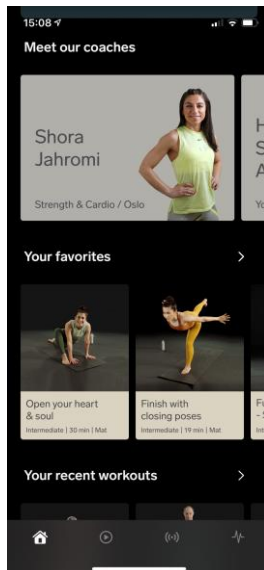
 **Mentra** | by SATS

- The market for digital training is maturing and growing
- COVID-19 has accelerated digitalization
- Successful and inspiring track record from international players within digital home training
- Launching a new digital home training offering, unlike anything seen in the Nordics before – Mentra by SATS
- Enables SATS to expand a scalable model to new markets

MENTRA BY SATS – A BRIEF UPDATE

- MVP (minimum viable product) testing of product in 80 families in Norway and Sweden
- Soft launch of marketing to build brand and product knowledge
- Full commercial launch of Mentra by SATS in Q3

MORE INFORMATION TO BE PROVIDED IN THE Q3 PRESENTATION



FINANCIAL REVIEW

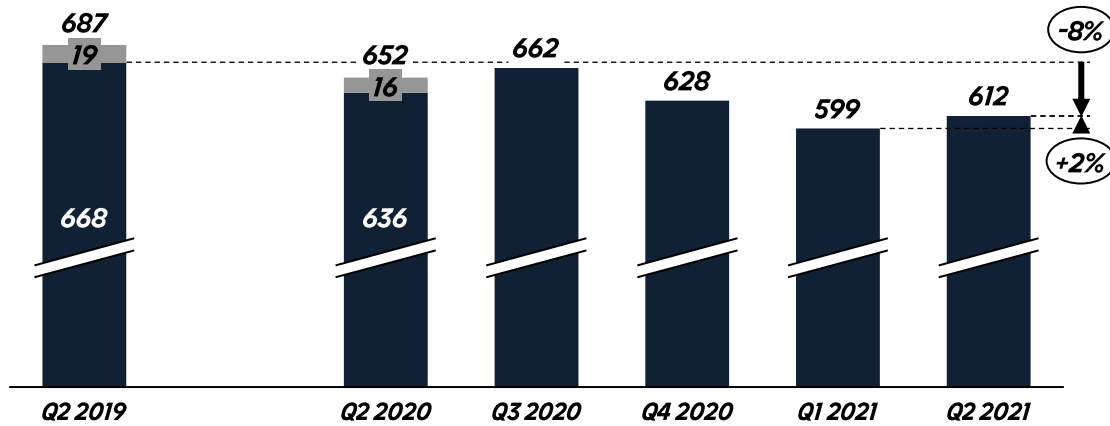


MEMBER BASE RECOVERING FOLLOWING RE-OPENING

OUTGOING MEMBER BASE ('000)

■ 9 SOLD DK CLUBS

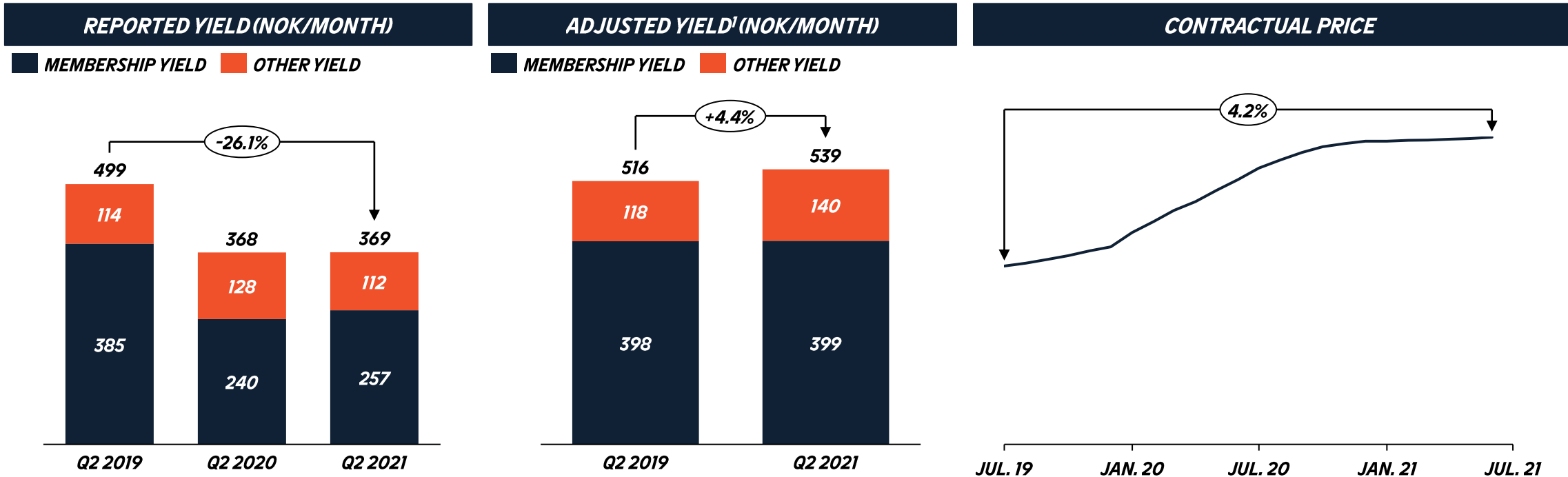
■ REMAINING CLUB PORTFOLIO



- 8%-member reduction since pre-COVID level in Q2 2019
- Growth of 2% in the quarter, supported by re-opening and easing of restrictions across the Nordics
- 4% reduction from Q2 2020, adjusted for the nine clubs sold in Denmark



YIELD RETURNING TO PRE-COVID-19 LEVELS AND STABLE UNDERLYING MEMBERSHIP PRICES DESPITE RESTRICTIONS

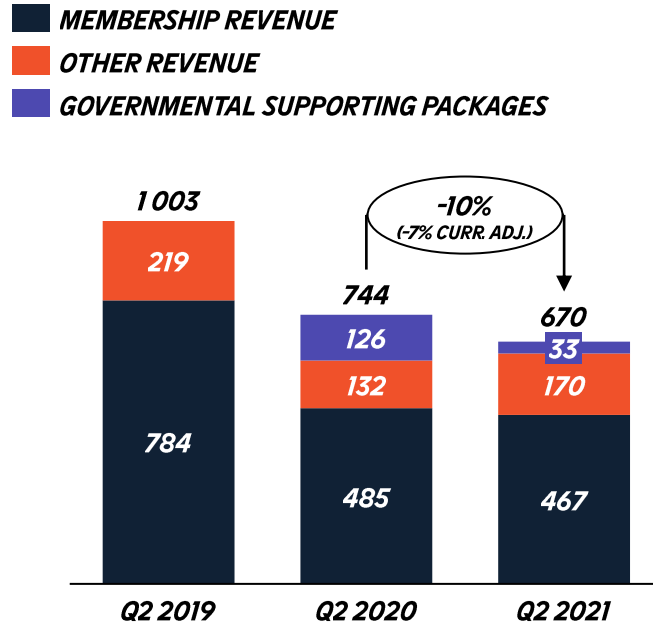


- Reported yield highly affected by inflated freeze during the quarter, but adjusted yield for paying members is returning to pre-COVID-19
- Especially strong development in yield for retail and personal training when members are returning
- Solid development in contractual membership price past two years, but slowdown in recent six months due to tight restrictions on group training and multi-club usage
- Expect development to pick up once restrictions are eased/lifted

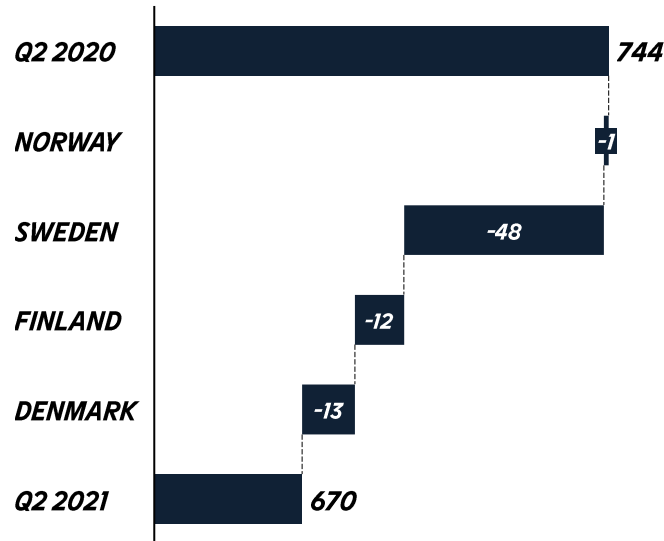
(1) Paying members, adjusted for currency and deferral of revenues from tactical campaigns (NOK -15 million)

REVENUES "TURNED ON" AS CLUBS RE-OPENED DURING THE QUARTER

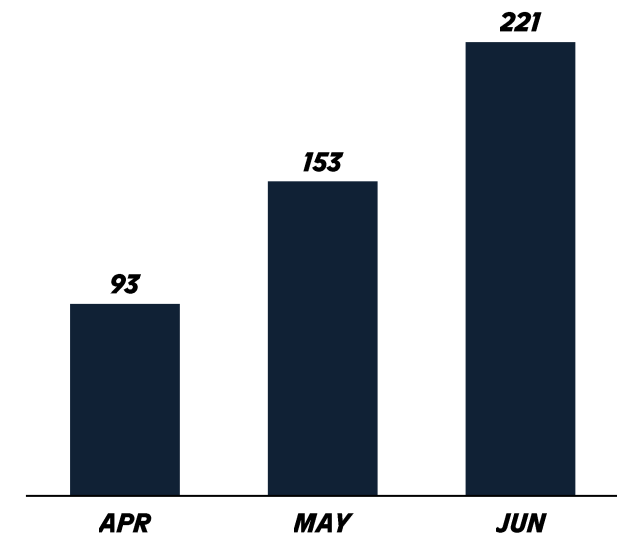
TOTAL REVENUES (MNOK)



TOTAL REVENUES BY SEGMENT (MNOK)

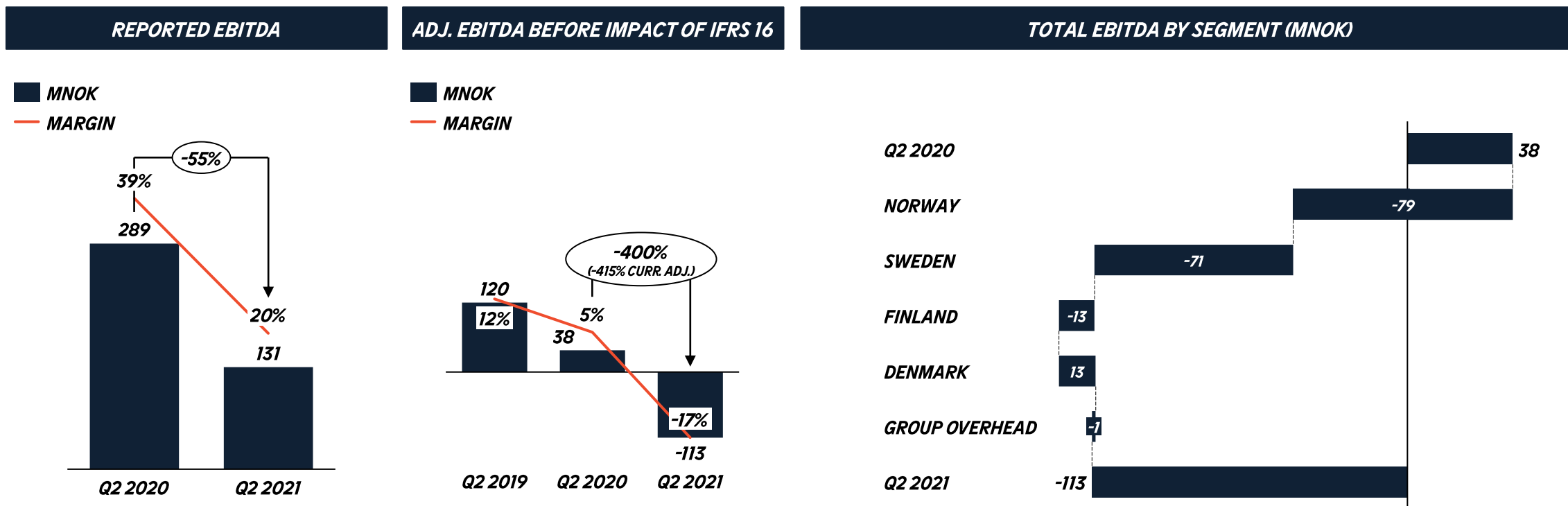


MEMBERSHIP REVENUES (MNOK)



- Revenues "turned on" at re-opening of clubs, but still potential in unfreezing members as 75% of frozen members states COVID-19 as reason for freezing the membership
- No compensation for fixed costs from the Norwegian government accrued for the period March to June, due to new restrictions in the compensation scheme for applicants part of a corporate group. The estimated compensation for the four-month period would be approximately NOK 70 million if applying for support on entity level as in previous compensation scheme periods

EBITDA RECOVERING RAPIDLY AFTER RE-OPENING, BUT STILL MATERIALLY HIT BY CLUB CLOSURES DURING THE FIRST PART OF THE QUARTER

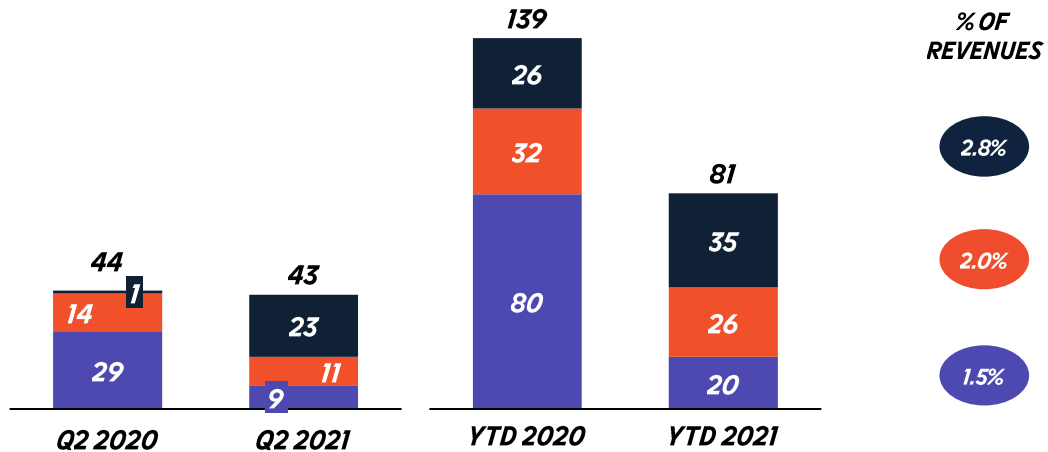


- The most significant EBITDA reduction seen in Norway and Sweden, due to club closure in Norway and higher-than-normal freeze rate in Sweden, though the rate has improved during the quarter
- Run-rate EBITDA will return to pre-COVID levels once the member base is regained, as the contractual price is steadily improving, and the overall cost base is unchanged

CONTINUED RESPONSIBLE CAPEX SPEND

CAPITAL EXPENDITURE (MNOK)

EXPANSION IT CLUB PORTFOLIO



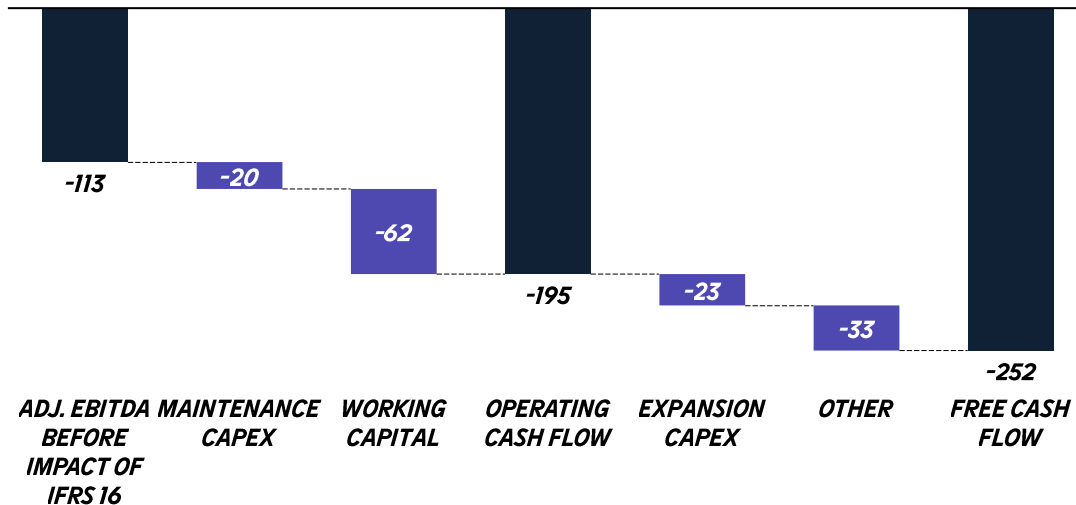
- The majority of the club expansion is planned to open in the second half of 2021
- Less wear and tear at clubs during club closures, and maintenance capex¹ kept at a responsible level

(1) Maintenance capex consists of IT capex and club portfolio capex



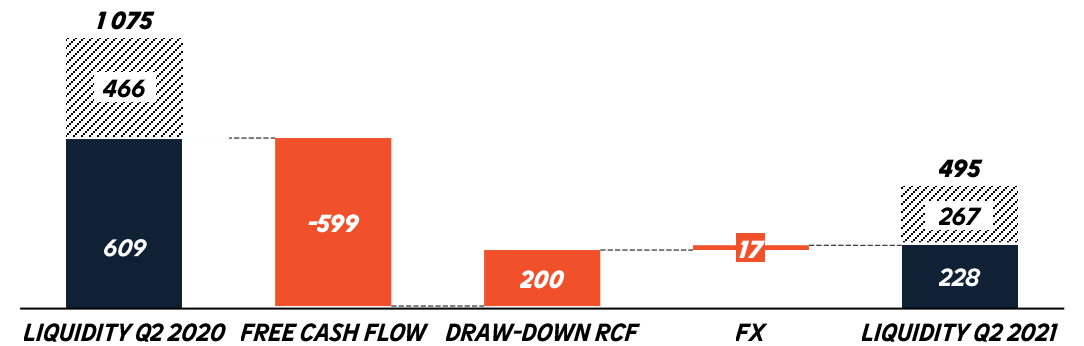
SUFFICIENT LIQUIDITY TO HANDLE THE CURRENT REGULATORY ENVIRONMENT

KEY CASH FLOW ITEMS Q2 2021 (MNOK)



LIQUIDITY POSITION (MNOK)¹

CASH UNDRAWN RCF

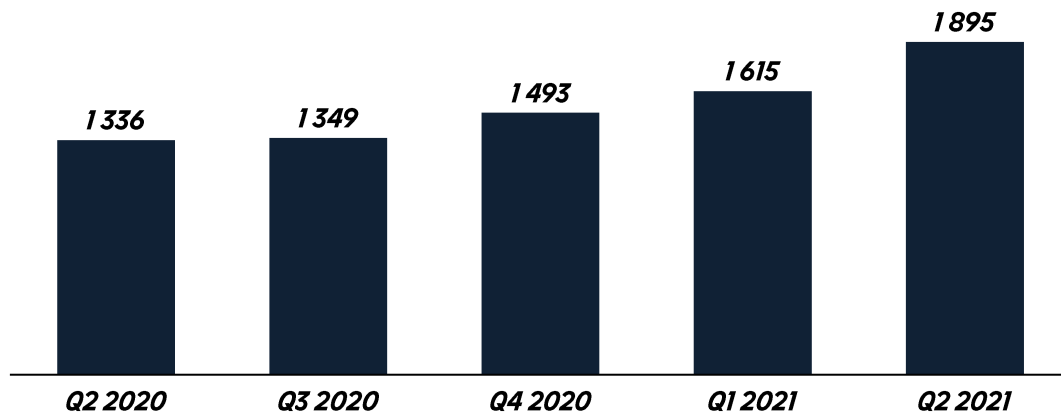


- Negative working capital due to reduced payables to members at re-opening of clubs, partly offset by reduced government compensation accruals
- Sufficient liquidity with cash balance of NOK 228 million and undrawn RCF amount of NOK 267 million

(1) Liquidity includes cash balance and undrawn revolving credit facility, subject to minimum quarterly liquidity covenants

EXPECT TO CONTINUE DELEVERAGING ONCE RECOVERED

NET DEBT (MNOK)




- Net debt increase the past year solely due to EBITDA effect of COVID-19 and club closures
- Historically shown strong deleveraging on back of EBITDA growth and high cash conversion
- Increased short term flexibility with a new addendum to the revolving credit facility agreement





OUTLOOK





GROWING INTO THE FUTURE

 Strong new sales and member comeback after re-opening indicating increased demand

 The pandemic has increased the focus on public and personal health, resulting in more time/money allocated to this

 Continue to expand and grow our offering, both through an extended physical club footprint...

 ...and increased SATS digital offering and the new home training solution Mentra by SATS

 Aim to be a key contributor in reducing inactivity and making people healthier and happier



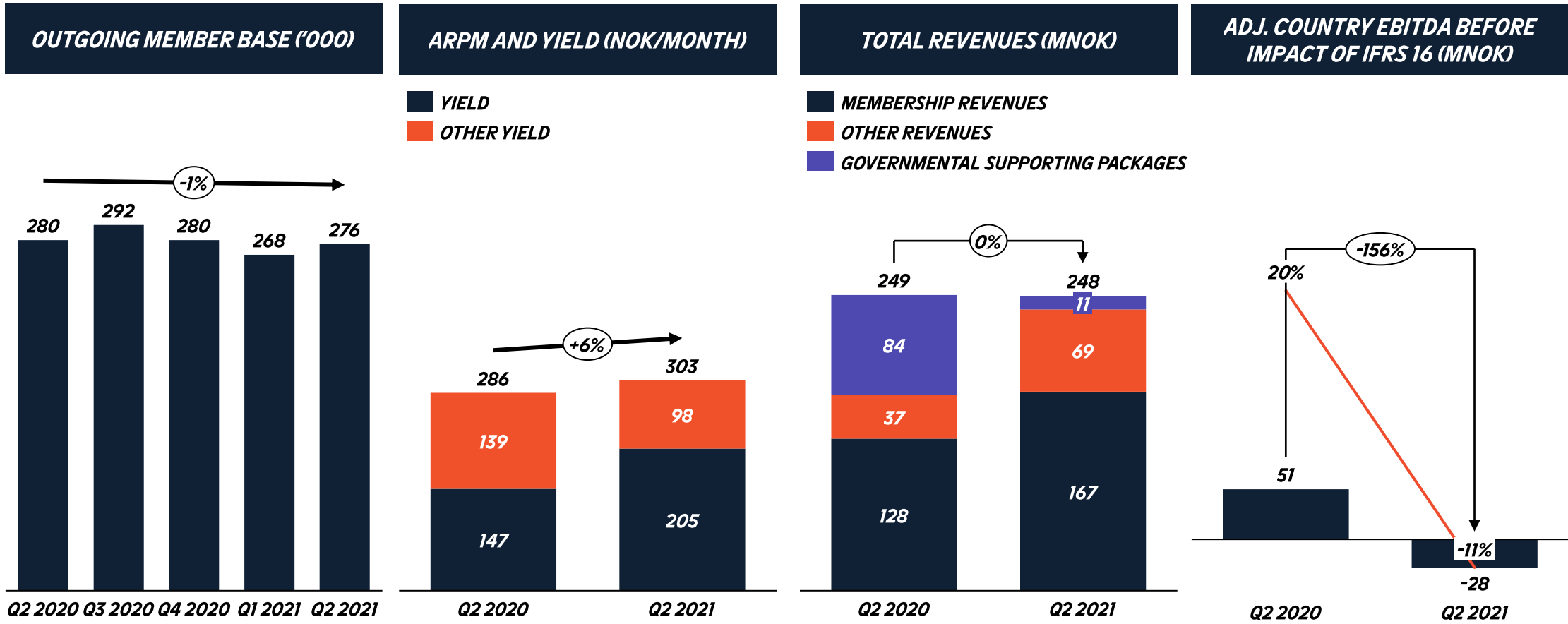
DISCLAIMER

- This report includes forward-looking statements which are based on our current expectations and projections about future events. Statements herein, other than statements of historical facts, regarding future events or prospects, are forward-looking statements. All such statements are subject to inherent risks and uncertainties, and many factors can lead to actual profits and developments deviating substantially from what has been expressed or implied in such statements. As a result, you should not place undue reliance on these forward-looking statements.
- The Group reports its financial results in accordance with accounting principles IFRS as issued by the IASB and as endorsed by the EU. However, management believes that certain alternative performance measures (APMs) provide management and other users with additional meaningful financial information that should be considered when assessing the Group's ongoing performance. These APMs are non-IFRS financial measures, and should not be viewed as a substitute for any IFRS financial measure. Management, the board of directors and the long term lenders regularly uses supplemental APMs to understand, manage and evaluate the business and its operations. These APMs are among the factors used in planning for and forecasting future periods, including assessment of financial covenants compliance.

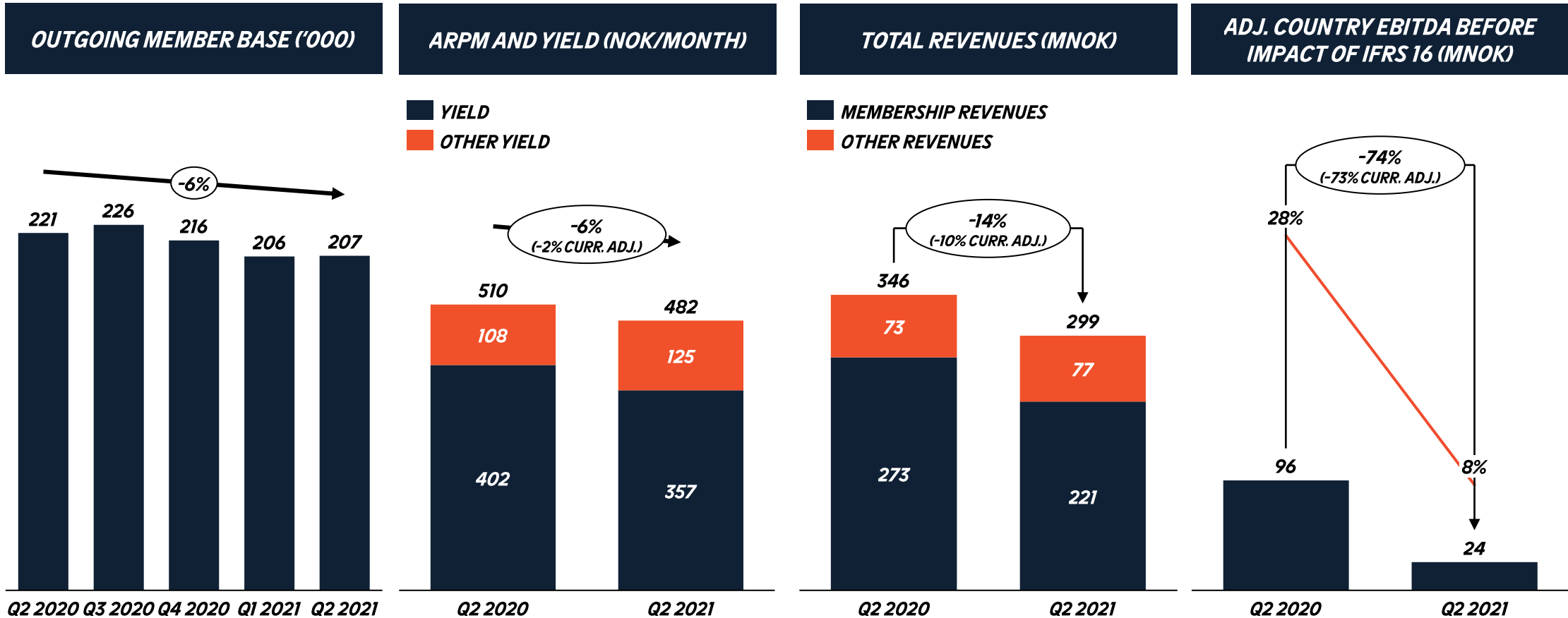
APPENDIX



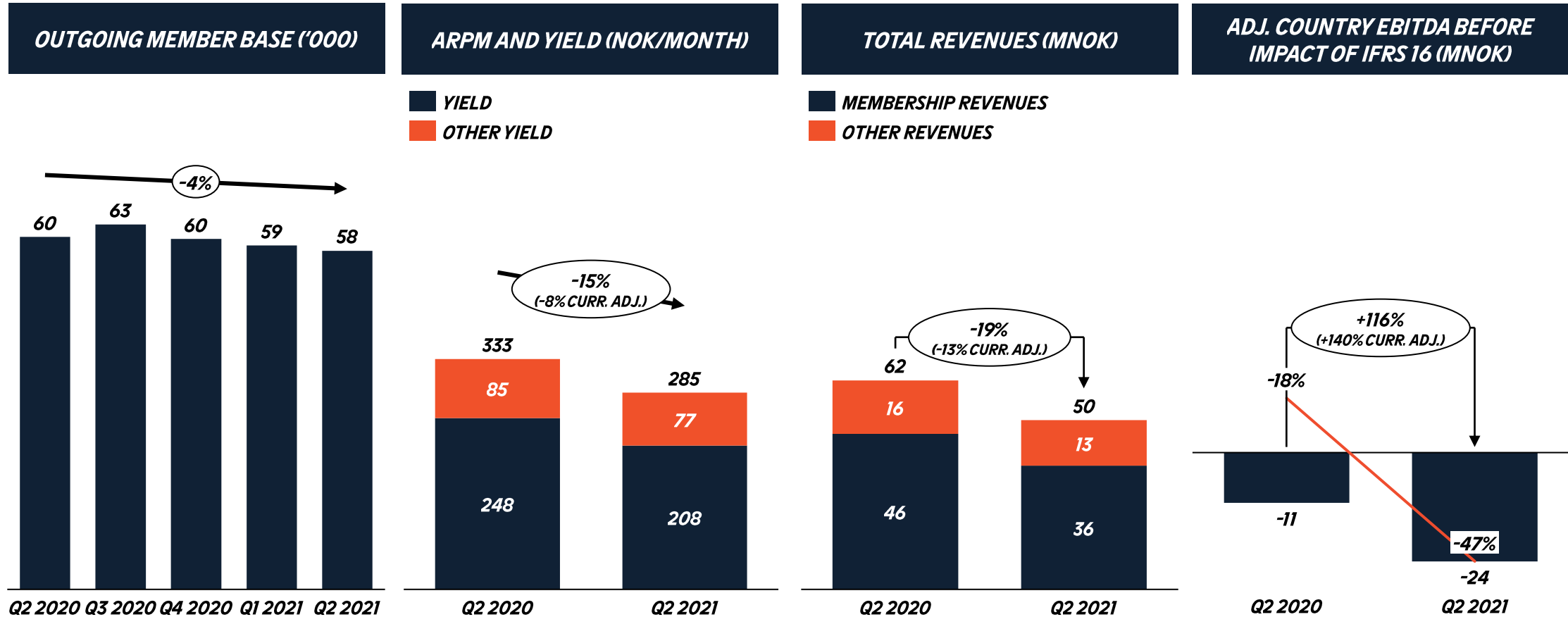
NORWAY



SWEDEN



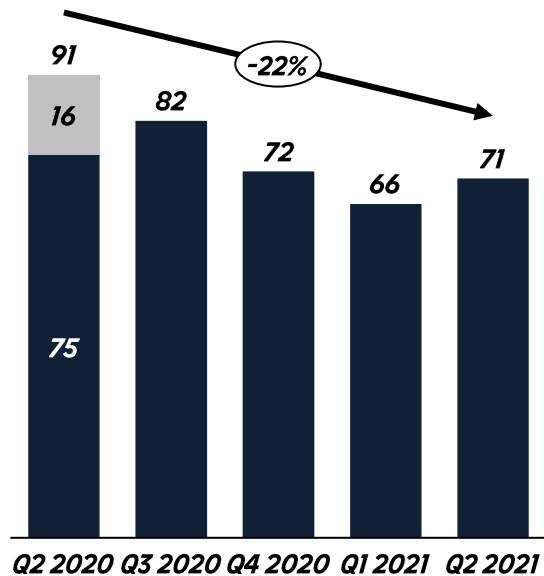
FINLAND



DENMARK

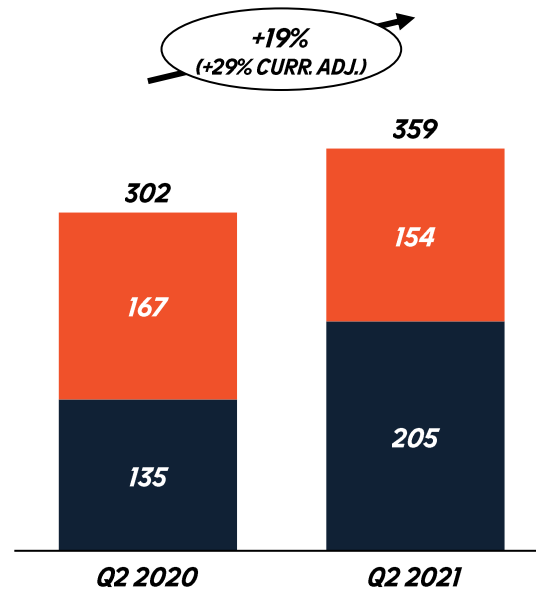
OUTGOING MEMBER BASE ('000)

9 SOLD CLUBS



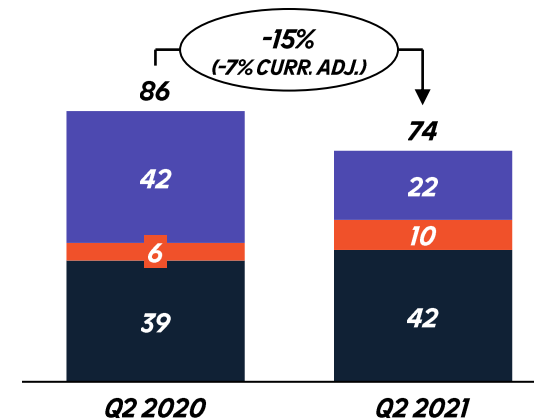
ARPM AND YIELD (NOK/MONTH)

YIELD
OTHER YIELD

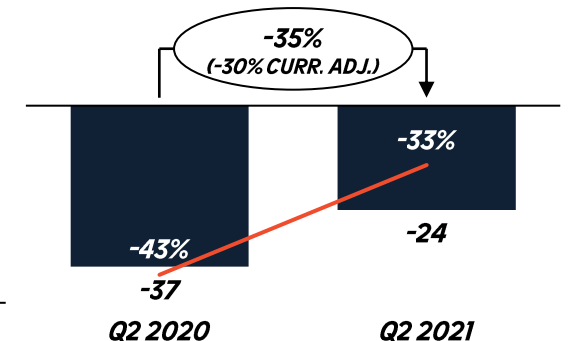


TOTAL REVENUES (MNOK)

MEMBERSHIP REVENUES
OTHER REVENUES
GOVERNMENTAL SUPPORTING PACKAGES



ADJ. COUNTRY EBITDA BEFORE IMPACT OF IFRS 16 (MNOK)



GLOSSARY

TERM	DEFINITION
Adjusted country EBITDA before impact of IFRS 16	Adjusted EBITDA before impact of IFRS 16 less allocation of Group overhead and cost allocations
Adjusted country EBITDA before impact of IFRS 16 margin	Adjusted country EBITDA before impact of IFRS 16 divided by total revenue
Adjusted EBITDA before impact of IFRS 16	EBITDA adjusted for (i) closed clubs; (ii) certain comparability items; and (iii) the impact of implementation of the IFRS 16 lease standard
Adjusted EBITDA before impact of IFRS 16 margin	Adjusted EBITDA before impact of IFRS 16 divided by total revenue
Average number of members per club	Number of clubs at the end of the period divided by the average member base
Average revenue per member (ARPM)	Average revenue per member per month, calculated as total revenue divided by the average member base
Capex: Club portfolio capital expenditures	Maintenance capital expenditures less IT capital expenditures
Capex: Expansion capital expenditures	The sum of investments related to acquisitions and greenfields, as well as CAPEX related to the perfect club initiative and digital expansion
Capex: IT capital expenditures	Capital expenditures associated with developing software programs
Capex: Maintenance capital expenditures	Total capital expenditures less expansion capital expenditures
Capex: Total capital expenditures	The sum of all capital expenditures
Cash conversion	Operating cash flow divided by adjusted EBITDA before impact of IFRS 16
Club	Number of clubs open and trading under the brands 'SATS', 'ELIXIA', 'Fresh Fitness' and 'HiYoga' as of the end of the period

TERM	DEFINITION
EBITDA	Profit/(loss) before net financial items, income tax expense, depreciation and amortization
EBITDA before impact of IFRS 16	EBITDA adjusted for lease expenses applying IAS 17 Leases
EBITDA before impact of IFRS 16 margin	EBITDA before impact of IFRS 16 divided by total revenue
Group overhead	Consists of group services such as commercial functions, IT, finance and administration
Leverage ratio	Net debt divided by last twelve months adjusted EBITDA before impact of IFRS 16
Member base, average	Average number of members at the beginning and end of the period, including frozen memberships, excluding free memberships
LTM EBITDA	Last twelve months EBITDA adjusted for lease expenses applying IAS 17 Leases
Member base, outgoing	Number of members at the end of the period, including frozen memberships, excluding free memberships
Net debt	Current and non-current borrowings less cash and cash equivalents
Operating cash flow	Adjusted EBITDA before impact of IFRS 16 less maintenance capital expenditures and working capital
Other yield	Calculated as other revenue in the period, divided by the average member base
Underlying operating cash flow	Operating cash flow less expansion capital expenditures
Yield	Calculated as member revenue in the period, divided by the average member base

SUMMARY TABLE

<i>Amounts in NOK million</i>	Q2 2021	Q2 2020
Number of clubs, EOP	254	252
Outgoing member base ('000s)	612	652
Average number of members per club	2 409	2 588
ARPM (NOK)	369	368
Yield (NOK)	257	240
Reported EBITDA (MNOK)	131	289
Adjusted EBITDA before impact of IFRS 16 (MNOK)	-113	38
Adjusted EBITDA before impact of IFRS 16 margin	-17 %	5 %
Adjusted country EBITDA before impact of IFRS 16 (MNOK)	-52	98
Adjusted country EBITDA before impact of IFRS 16 margin	-8 %	13 %
Net debt (MNOK)	1 895	1 336
Total capital expenditures (MNOK)	43	44
Expansion capital expenditures (MNOK)	23	1
Maintenance capital expenditures (MNOK)	20	43
IT capital expenditures (MNOK)	11	14
Club portfolio capital expenditures (MNOK)	9	29
Operating cash flow (MNOK)	-195	-173
Leverage ratio	-9,0	3,7
Cash conversion	172 %	-459 %

REPORTING UNDER IFRS 16

<i>Amounts in NOK million</i>	Reported Q2 2021	Change IFRS 16	Excl. IFRS 16 Q2 2021
Balance sheet items - IFRS 16			
Property, plant and equipment	683	0	683
Right-of use assets	4 129	4 129	0
Deferred tax assets	163	75	88
Prepaid expenses and accrued income	271	-66	337
Total assets	8 266	4 138	4 128
Equity	519	-336	855
Non-current lease liability	3 725	3 725	0
Current lease liability	793	793	0
Other current liabilities	309	-45	354
Total liabilities	7 747	4 474	3 274
Profit & loss items - IFRS 16			
Revenue	670	0	670
Cost of goods sold	-27	0	-27
Personnel expenses	-314	0	-314
Other operating expenses	-198	244	-442
Depreciation and amortization	-252	-198	-54
Impairment of assets held for sale	0	0	0
Operating profit	-121	46	-167
Net financial items	-70	-48	-22
Profit/loss before tax	-190	-2	-188

SATS