

# ***Q2 2026***

***INTERIM REPORT***

***APRIL-JUNE 2026***

***CEO SONDRÉ GRAVIR***

***CFO CECILIE ELDE***

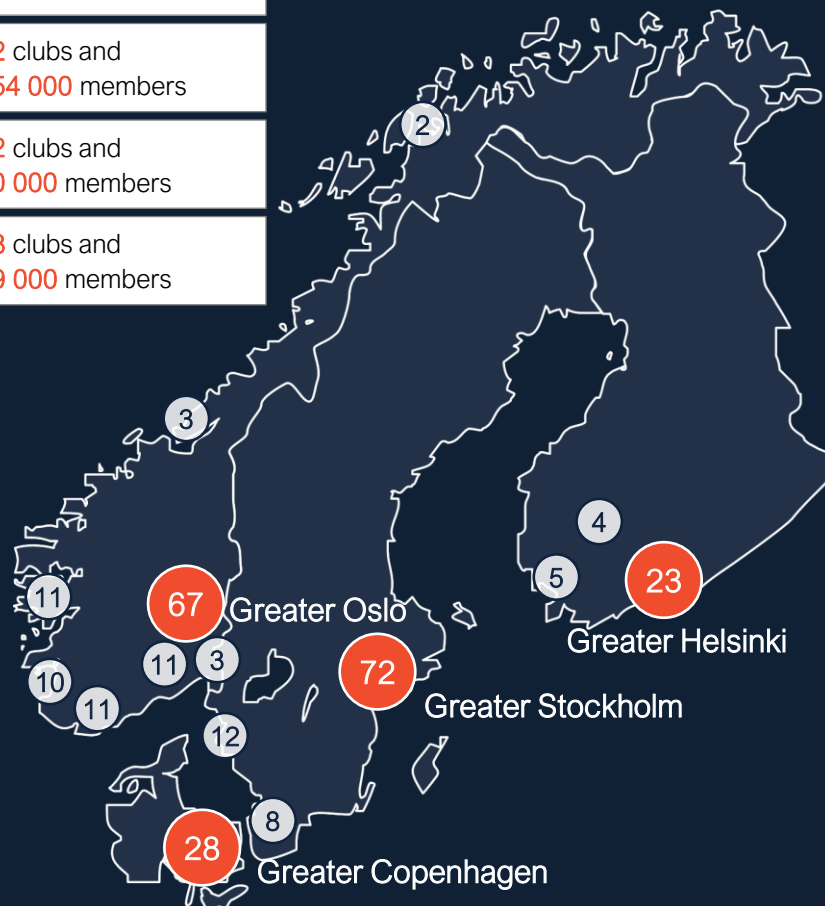
***INVESTOR RELATIONS:***  
***STINE.KLUND@SATS.NO***  
***+47 98 69 92 59***



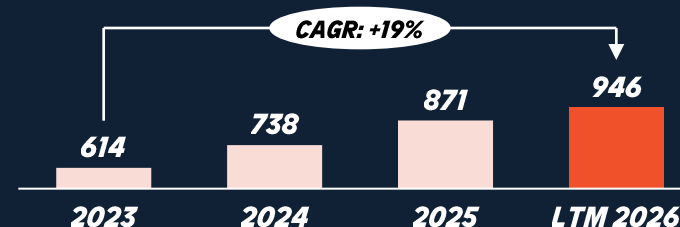
# SATS AT A GLANCE

## #1 FITNESS CLUB OPERATOR IN THE NORDICS

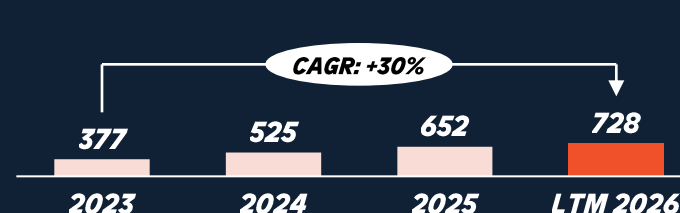
|                                                                                   |                                  |
|-----------------------------------------------------------------------------------|----------------------------------|
|  | 118 clubs and<br>341 000 members |
|  | 92 clubs and<br>254 000 members  |
|  | 32 clubs and<br>70 000 members   |
|  | 28 clubs and<br>79 000 members   |



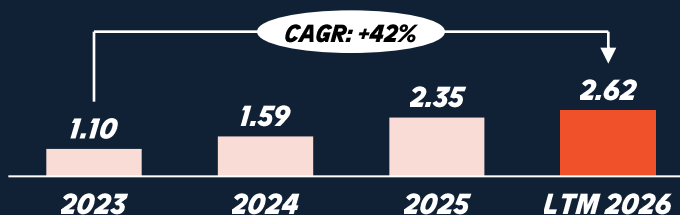
EBITDA BEFORE IFRS 16  
MNOK



EBIT BEFORE IFRS 16  
MNOK



EARNINGS PER SHARE  
NOK



**270**  
CLUBS

**744 000**  
MEMBERS

**10 000**  
EMPLOYEES

**130 000**  
DAILY  
WORKOUTS

**1 800**  
DAILY GROUP  
TRAINING CLASSES

# Q2 2026 IN SUMMARY: GROWTH, MARGIN EXPANSION AND CONTINUED DISTRIBUTIONS



Member activity keeps growing, even against strong prior-year quarters: Workouts up 3% with the member base up 1%

Q2 WORKOUTS:

**+3%**

VS Q2 2025



Revenues up 3% reported and 7% currency adjusted, as pricing and product mix lifted ARPM by 6% currency adjusted

Q2 REVENUES:

**+7%**

CURR. ADJ. VS Q2 2025



EBITDA<sup>1</sup> up 18% and EBIT<sup>1</sup> up 23% currency adjusted, driving margin expansion, as cost growth stayed at 4% currency adjusted

Q2 EBITDA<sup>1</sup>:

**+18%**

CURR. ADJ. VS Q2 2025



Net profit of NOK 196 million, or NOK 1.00 per share, with free cash flow of NOK 602 million last twelve months

Q2 EPS:

**1.00**

NOK



The Board has resolved to distribute a dividend of NOK 0.72 per share for H1 2026, which combined with gross share buybacks of NOK 318 million brings the total payout ratio to 152% in H1 2026

H1 DPS:

**0.72**

NOK

1) Before IFRS 16

# ***SUSTAINED GROWTH IN MEMBER ACTIVITY AND ENGAGEMENT***

## ***MEMBER ACTIVITY – Q2 2026 VS Q2 2025***

*WORKOUTS*

**+3%**

*UNIQUE VISITORS*

**+2%**

*GROUP TRAINING  
WORKOUTS*

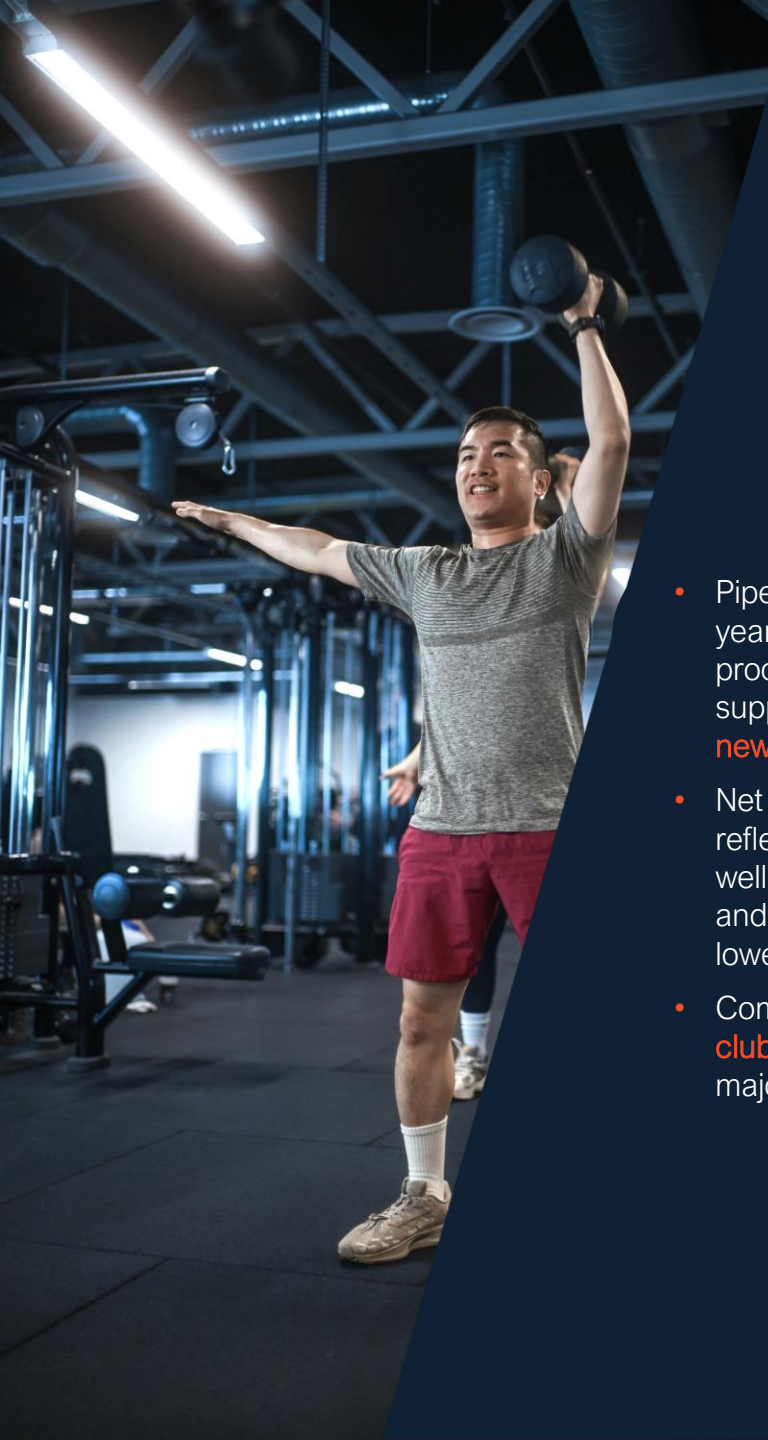
**+5%**

*UNIQUE GROUP TRAINING  
VISITORS*

**+7%**

- Growth comes on top of a strong prior-year quarter, with both frequency and reach increasing
- Group training is the strongest driver, with 5% more workouts, and adoption is broadening across the member base
- Sustained engagement drives both member and ARPM growth over time



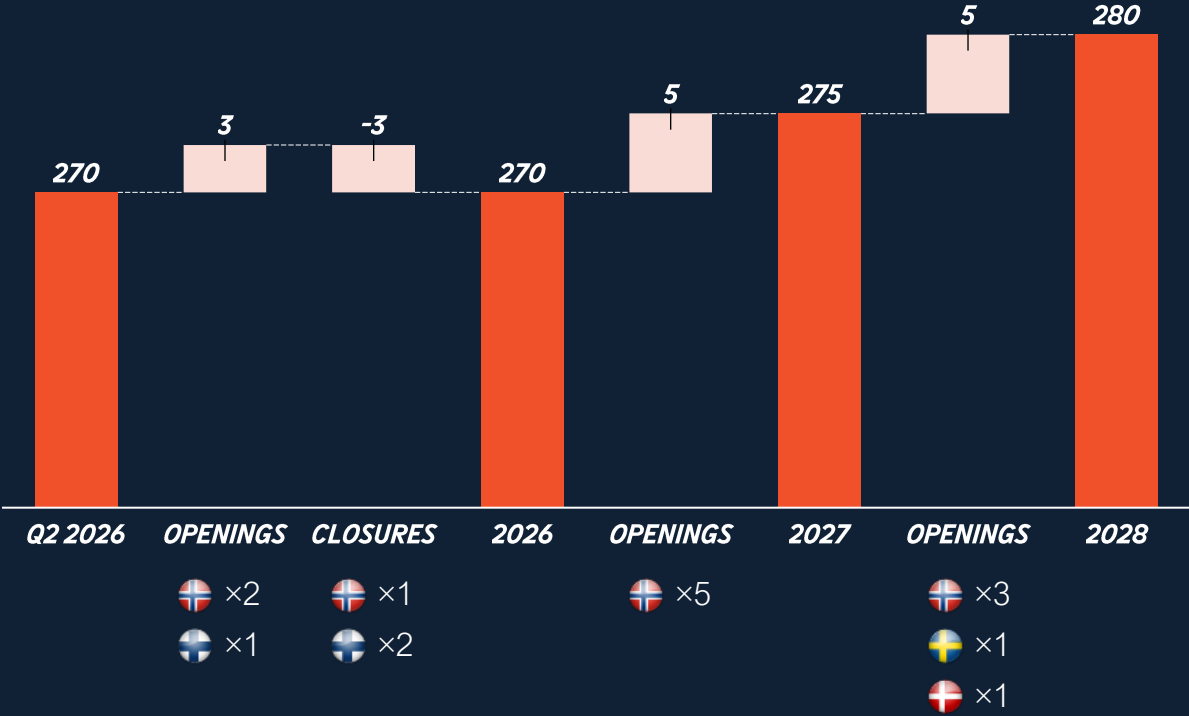


# FINANCIAL STRENGTH CREATES ROOM TO ACCELERATE EXPANSION WHEN THE PIPELINE MATURES...

- Pipeline build-up for the coming years is well under way: Several processes in final stages, supporting a run-rate of **8-12 new clubs per year from 2027**
- Net club reduction in 2026 reflects a few selected exits, as well as time to build pipeline and a selective approach, not a lower expansion ambition
- Committed pipeline of **13 new clubs through 2028**, with the majority located in Norway

## CLUB COUNT DEVELOPMENT

NUMBER OF CLUBS BASED ON CURRENT COMMITTED PIPELINE



# ...WHILE SUPPORTING GROWING SHAREHOLDER DISTRIBUTIONS

## REMAIN COMMITTED TO THE SHAREHOLDER DISTRIBUTION POLICY



Keep leverage in the lower end of the communicated target range of **1.5x-2.0x** net debt to EBITDA



Return **>50%** of annual net profit via a combination of semi-annual dividends and periodic share buybacks

## PROVEN THROUGH CONTINUED DISTRIBUTIONS

### **DIVIDEND:**

- FY 2025 dividend of NOK 1.30 per share

### **SHARE BUYBACKS:**

- 4.6 million shares repurchased for NOK 193 million in Q2 2026 (7.5 million shares for NOK 318 million in H1 2026)
- 4 million shares cancelled in Q2 2026
- 6.4 million treasury shares held at the reporting date, of which 2.5 million are approved for cancellation

## TO BE CONTINUED GOING FORWARD

### **DIVIDEND:**

- H1 2026 DPS of NOK 0.72, to be distributed in August 2026

### **SHARE BUYBACKS:**

- Continued periodic share buybacks, with emphasis on the leverage target range

***FINANCIAL  
REVIEW  
Q2 2026***



# Q2 2026 FINANCIAL HIGHLIGHTS

## STRONG GROWTH AND OPERATING LEVERAGE ACROSS KEY METRICS



**MEMBERS**  
**744 000**  
+1%



**ARPM**  
**635**  
+2%  
(+6% CURR. ADJ.)



**REVENUES**  
**1 442M**  
+3%  
(+7% CURR. ADJ.)



**EBITDA<sup>1</sup>**  
**313M**  
+16%  
(+18% CURR. ADJ.)



**EBIT<sup>1</sup>**  
**260M**  
+21%  
(+23% CURR. ADJ.)



**NET PROFIT**  
**196M**  
+21%  
(+22% CURR. ADJ.)



**FREE CASHFLOW**  
**100M**  
+164%



**LEVERAGE<sup>2</sup>**  
**1.1X**  
VS 1.3X

Note: Growth shown year-over-year vs Q2 2025

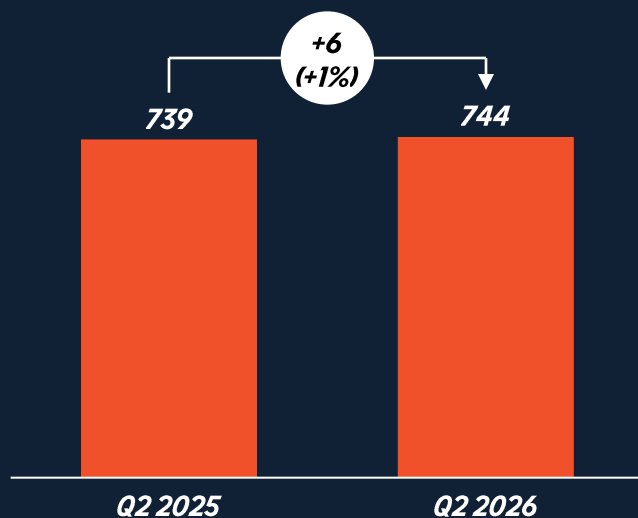
1) Before IFRS 16

2) Net debt to EBITDA before IFRS 16

# STABLE MEMBER DEVELOPMENT YEAR-ON-YEAR, DESPITE SLIGHT CLUB REDUCTION IN THE PERIOD

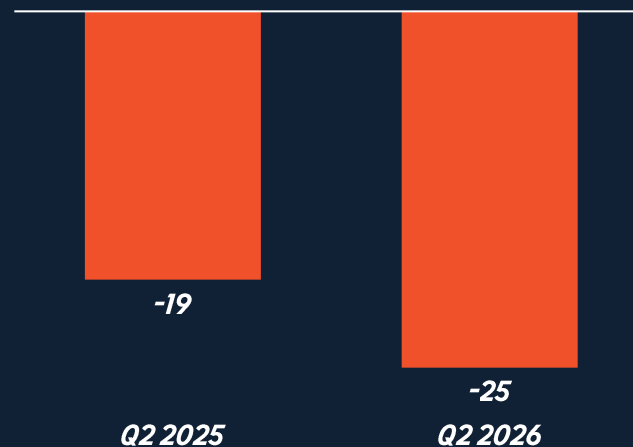
## TOTAL MEMBERS

'000

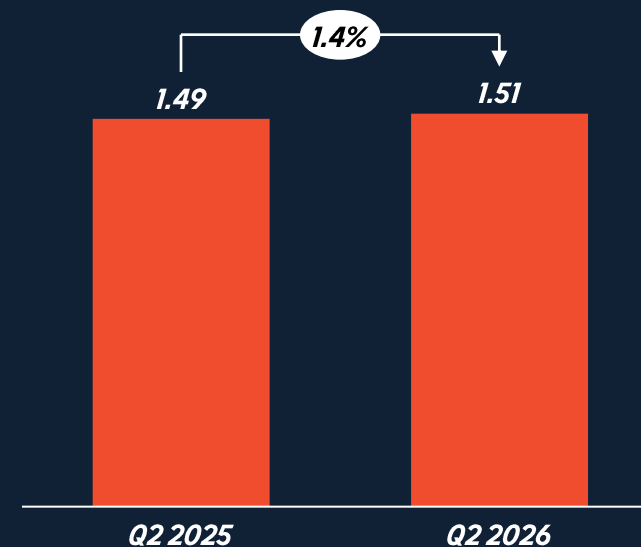


## NET GROWTH

'000



## MEMBERS PER SQM



- Net member decline of 25 000 was higher than normal for a second quarter, as flagged in Q1. The decline came mainly from members who joined in the strong Q1 2025 intake and reached the end of their binding period in Q2. Churn outside this group was stable
- Member base still up 1% year-on-year despite three fewer clubs, with members per sqm up 1.4%, showing that capacity utilization continues to improve
- Portfolio effects: Two club closures in the quarter (one Fresh club to reopen as SATS in Q3) vs one opening and one closure last year

# PRICING INITIATIVES LIFTING REVENUES FURTHER

## TOTAL ARPM

NOK

MEMBERSHIP YIELD

OTHER YIELD

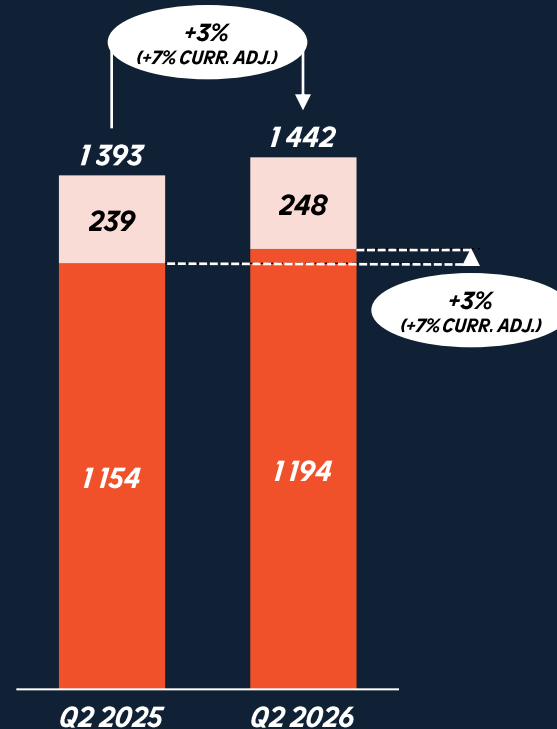


## TOTAL REVENUES

MNOK

MEMBERSHIP REVENUES

OTHER REVENUES



- Pricing led revenue growth of 3% reported and 7% currency adjusted
- ARPM up 6% currency adjusted, driven by the annual price adjustments and new members choosing broader memberships with group training included
- Other revenues up 7% currency adjusted, driven by more personal training and retail sales, with related direct costs following on the next page
- Reported growth in Denmark held back by VAT change, which hides stronger underlying development; remaining markets grew 7–8% revenues currency adjusted

# DISCIPLINED COST BASE, WITH COST GROWTH WELL BELOW REVENUE GROWTH

## TOTAL COST

MNOK



## CLUB OPEX & OVERHEAD

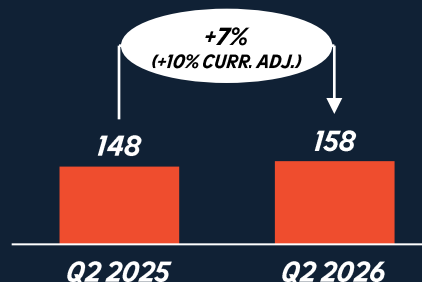
MNOK

CLUB OPEX  
OVERHEAD



## DIRECT COST/COGS

MNOK



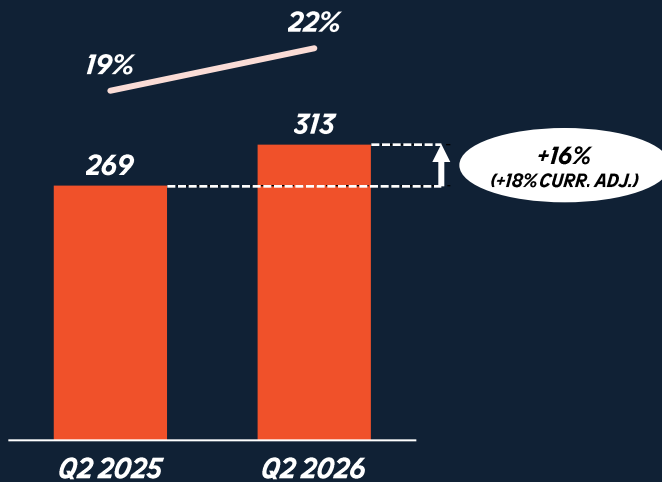
- Total costs up 4% currency adjusted against 7% revenue growth, driving the margin expansion in the quarter
- Club OPEX up only 2% currency adjusted, showing continued like-for-like cost discipline in club operations
  - The cost line is helped by three fewer clubs and by higher VAT deductions in Denmark following the VAT change
  - Continued investment in the group training offering, adding cost, but also driving the 5% growth in group training workouts
- Total costs up 5% currency adjusted over the last twelve months, driven by the same factors. Single quarters move with timing, so the twelve-month trend is the better measure

# MARGIN EXPANSION ON EVERY PROFIT LINE, WITH EPS UP 25%

## EBITDA BEFORE IFRS 16

MNOK

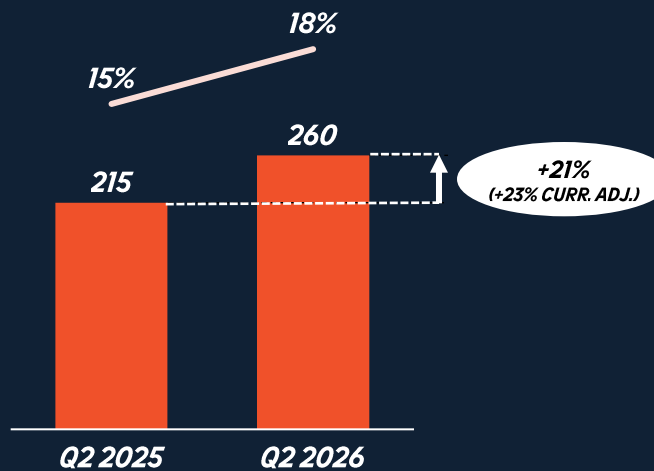
EBITDA BEFORE IFRS 16  
EBITDA BEFORE IFRS 16 MARGIN



## EBIT BEFORE IFRS 16

MNOK

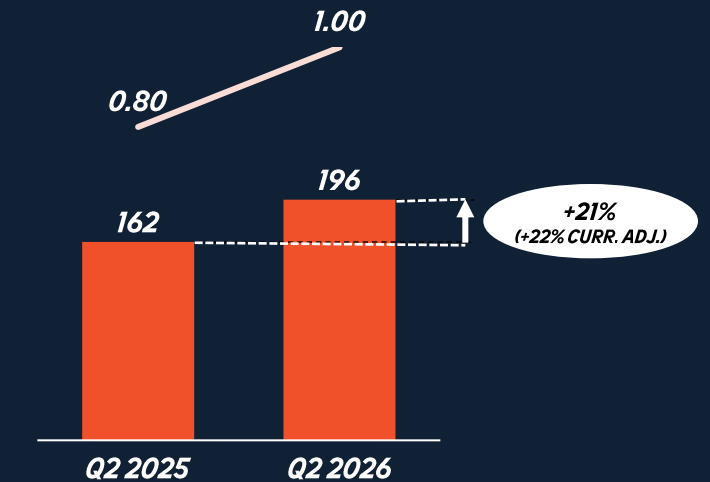
EBIT BEFORE IFRS 16  
EBIT BEFORE IFRS 16 MARGIN



## REPORTED NET PROFIT

MNOK

NET PROFIT  
EPS



- EBITDA before IFRS 16 up 18% and EBIT up 23% currency adjusted, as 7% revenue growth met 4% cost growth
- Margins expanded by 2.3 p.p. on EBITDA and 2.6 p.p. on EBIT, with country EBITDA margins up in Norway, Sweden and Denmark
- EPS of NOK 1.00, up 27% currency adjusted, ahead of the 22% profit growth, as share buybacks reduced the share count

# CAPEX TEMPORARILY LOW ON TIMING, COMMITTED PIPELINE OF 13 NEW CLUBS THROUGH 2028

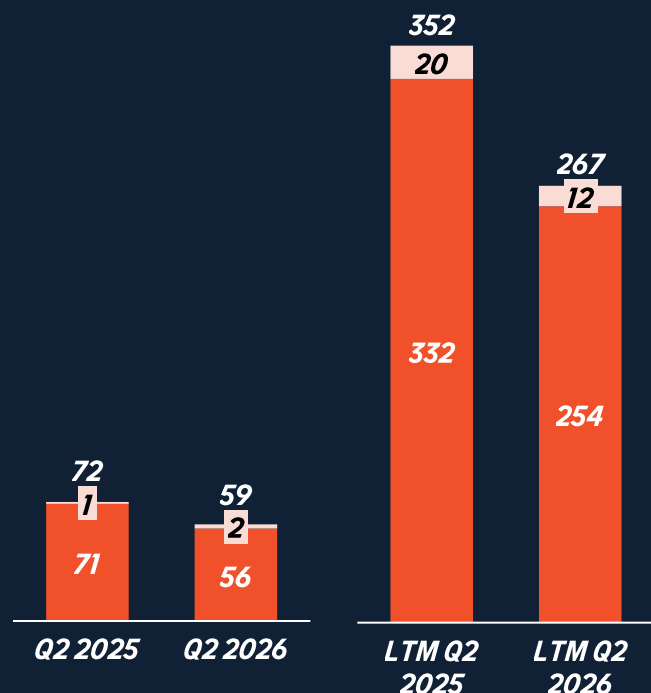
## CAPITAL EXPENDITURE

MNOK

EXPANSION

UPGRADES AND MAINTENANCE

% OF LTM Q2  
2026 REVENUES



0.2%

4.6%

## CLUB EXPANSION PIPELINE

|   |  |                                 |         |
|---|--|---------------------------------|---------|
| + |  | 2x Norway (1x Fresh Fitness)    | 2026    |
|   |  | Finland (reloc. of two clubs)   | 2026    |
|   |  | 5x Norway (3x Fresh Fitness)    | 2027    |
|   |  | 3x Norway                       | 2028    |
|   |  | Denmark                         | 2028    |
| - |  | Sweden                          | 2028    |
|   |  | Norway (Fresh Fitness)          | Q2 2026 |
|   |  | Sweden                          | Q2 2026 |
|   |  | 2x Finland (reloc. to one club) | 2026    |
|   |  | Norway                          | 2026    |

- Committed pipeline of 13 new clubs through 2028, with the majority in Norway
- Several processes in final stages support the run-rate of 8–12 new clubs per year from 2027
- Actively scouting further locations in key clusters

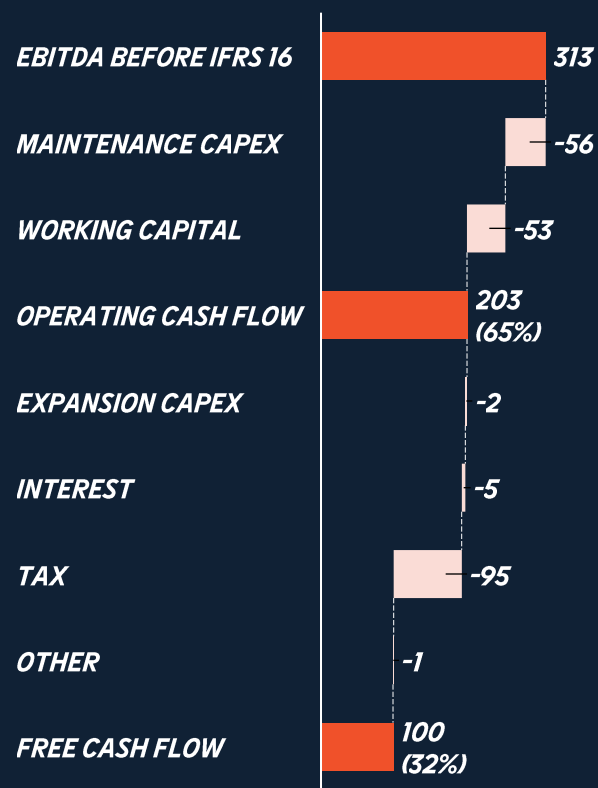
## UPGRADES AND MAINTENANCE

- Q2 capex temporarily low due to project timing, and the annual target of around 5% of revenues stands
- Upgrades and maintenance capex also funds growth investments in existing clubs, more capacity and better product offering
- Investments are prioritized by club quality, competition and cluster strategy

# EBITDA TURNING INTO CASH AT A CONSISTENTLY HIGH AND PREDICTABLE RATE

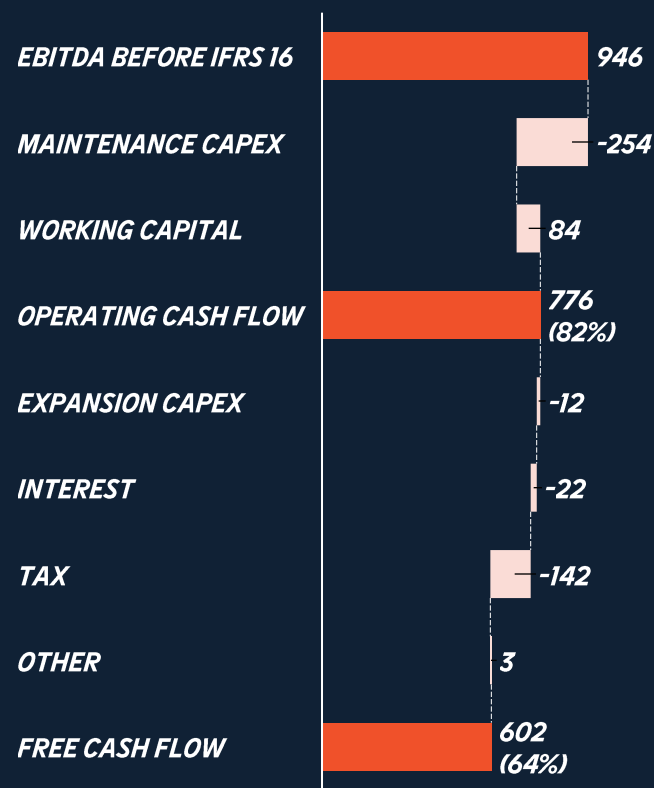
## FREE CASH FLOW Q2 2026

MNOK



## FREE CASH FLOW LTM

MNOK



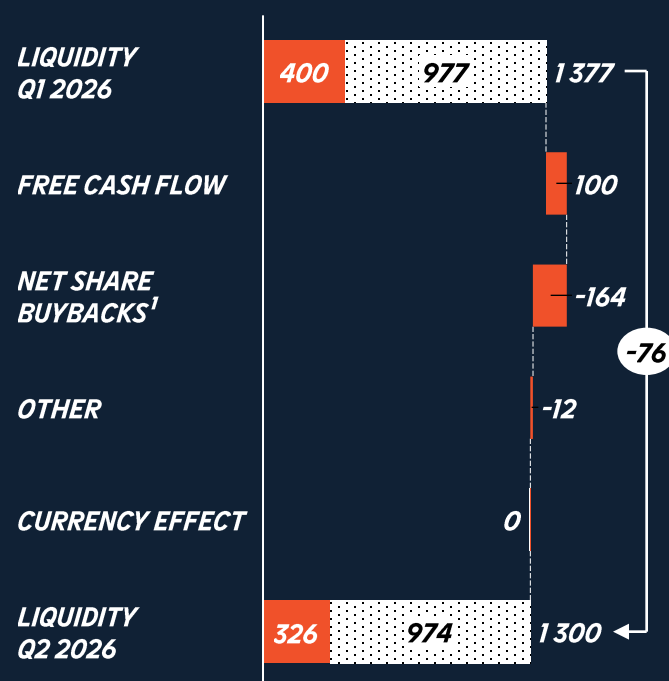
- Free cash flow of NOK 100 million in the quarter
- Q2 is seasonally the weakest cash quarter, as settlement of holiday pay in Norway and the main part of the full-year tax payments both fall here
- Limited cash tax outflow remains for 2026
- The twelve-month picture shows the underlying rate, with free cash flow of NOK 602 million and 64% cash conversion
- This cash generation is what funds both expansion and shareholder distributions

# ROBUST LIQUIDITY AND LEVERAGE POSITION PROVIDES AMPLE STRATEGIC HEADROOM

## LIQUIDITY POSITION

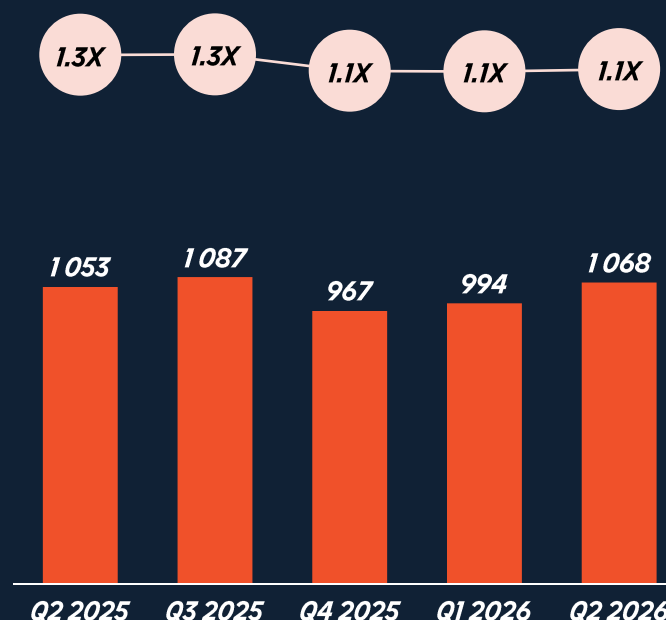
MNOK

■ **UNDRAWN RCF**  
■ **CASH BALANCE**



## NET DEBT AND LEVERAGE RATIO<sup>2</sup>

MNOK



- Net debt of NOK 1 068 million and leverage of 1.1x, flat for three quarters and below the target range of 1.5x–2.0x, even after NOK 164 million in net share buybacks this quarter
- Liquidity of NOK 1 300 million, including NOK 326 million in cash
- RCF extended by one year to July 2029, long-term financing secured, with ample covenant headroom (covenant at 3.5x)
- The remaining balance sheet capacity supports club expansion and continued shareholder distributions

1) Total share buybacks less proceeds from sale of own shares in share investment program for employees

2) Net debt to EBITDA before IFRS 16

***OUTLOOK***



# OUTLOOK



Clear **strategic focus on the core**, continuing the accelerating positive performance cycle, supported by:

- Investments in improved product offering
- Asset productivity across clubs and employees, leveraging scale and utilization



We apply **discipline to both OPEX and CAPEX**, balancing cost control with growth investments. We target a club expansion of 8-12 new clubs per year, but with emphasis on quality over quantity



A **highly predictable business model, lifted in small steps quarter after quarter**, has delivered consistently and gives us confidence in continued strong operational and financial development going forward



# ***APPENDIX***



# ***DISCLAIMER***

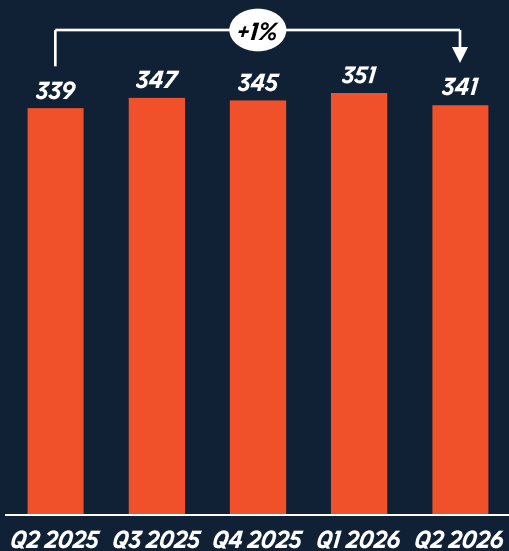
This report includes forward-looking statements which are based on our current expectations and projections about future events. Statements herein, other than statements of historical facts, regarding future events or prospects, are forward-looking statements. All such statements are subject to inherent 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.

# NORWAY (SATS AND FRESH FITNESS)

## OUTGOING MEMBER BASE

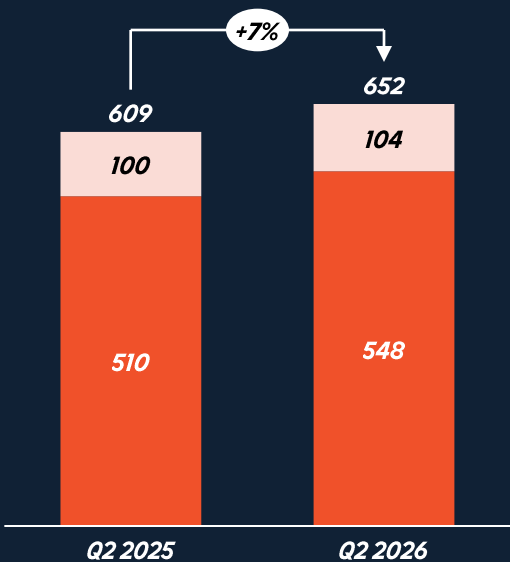
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## ARPM AND YIELD

NOK/MONTH

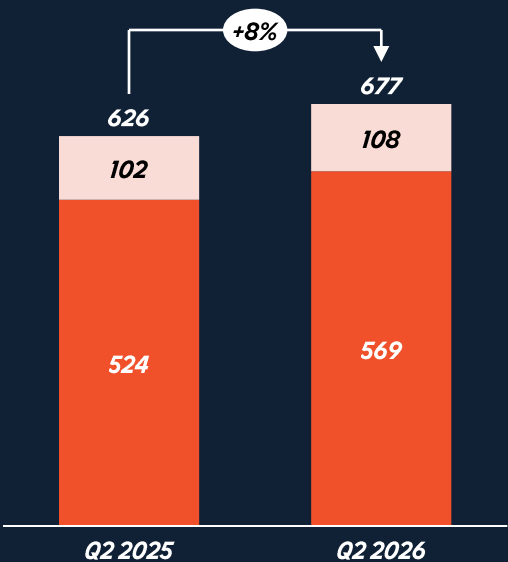
MEMBERSHIP YIELD  
OTHER YIELD



## TOTAL REVENUES

MNOK

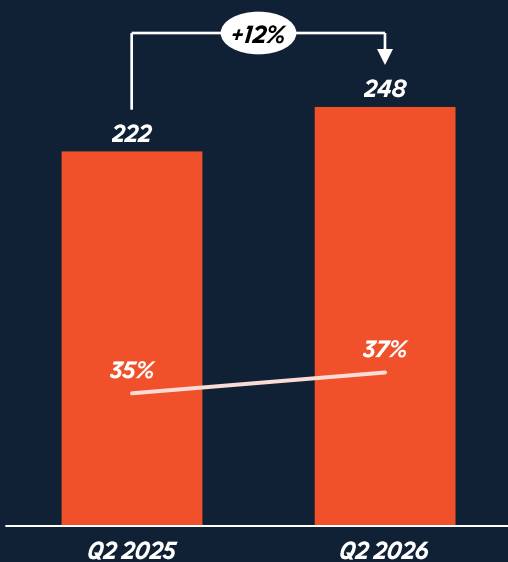
MEMBERSHIP REVENUES  
OTHER REVENUES



## COUNTRY EBITDA BEFORE IMPACT OF IFRS 16

MNOK

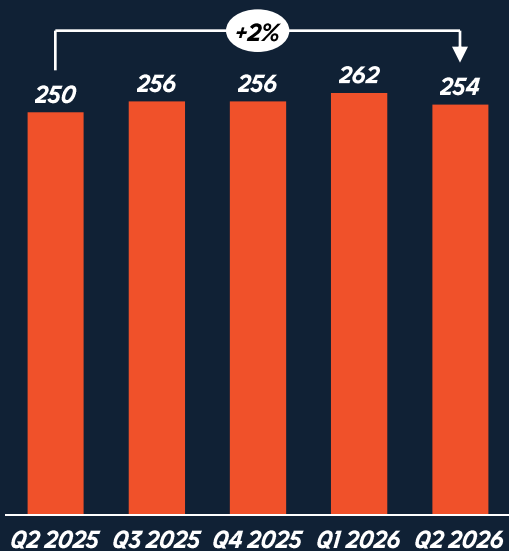
MARGIN  
EBITDA



# SWEDEN

## OUTGOING MEMBER BASE

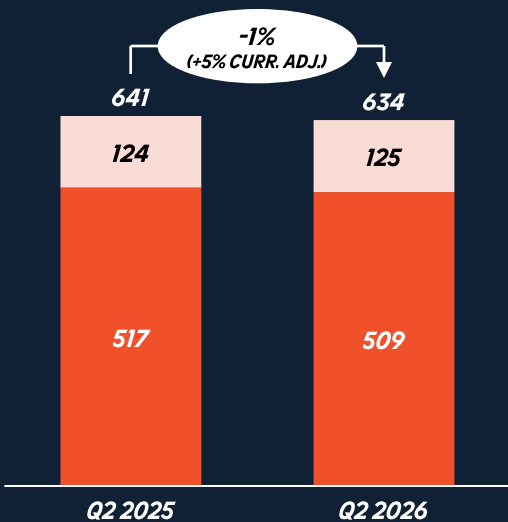
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## ARPM AND YIELD

NOK/MONTH

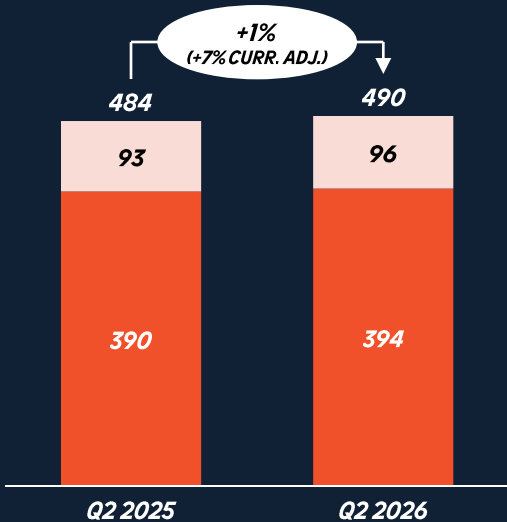
MEMBERSHIP YIELD  
OTHER YIELD



## TOTAL REVENUES

MNOK

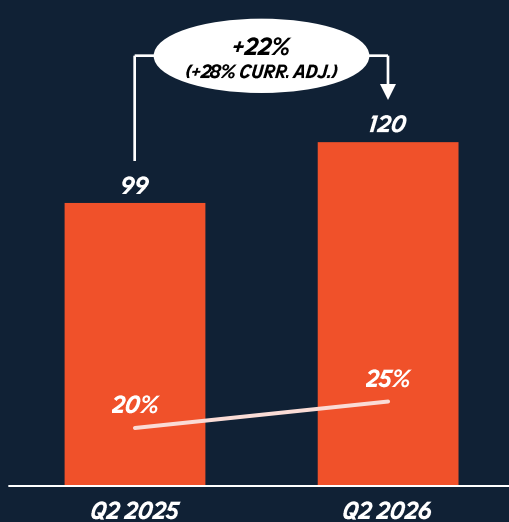
MEMBERSHIP REVENUES  
OTHER REVENUES



## COUNTRY EBITDA BEFORE IMPACT OF IFRS 16

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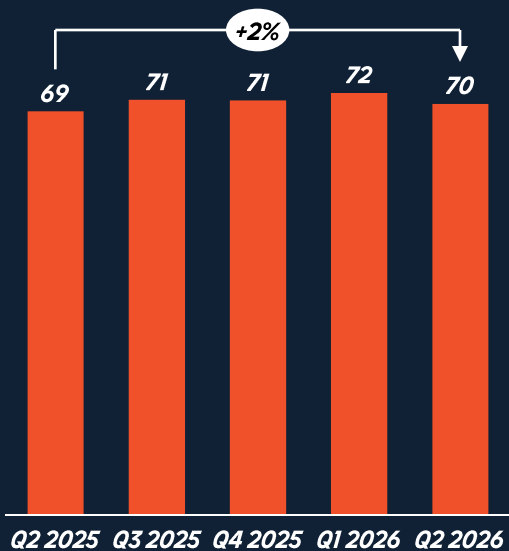
MARGIN  
EBITDA



# FINLAND

## OUTGOING MEMBER BASE

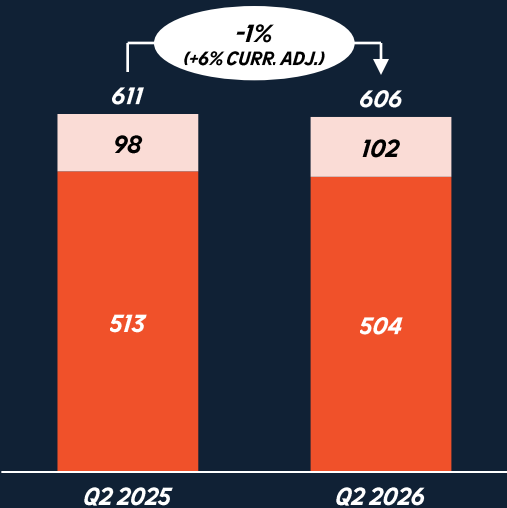
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## ARPM AND YIELD

NOK/MONTH

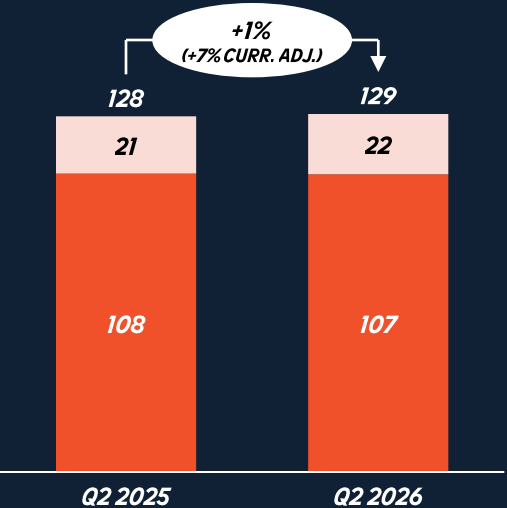
MEMBERSHIP YIELD  
OTHER YIELD



## TOTAL REVENUES

MNOK

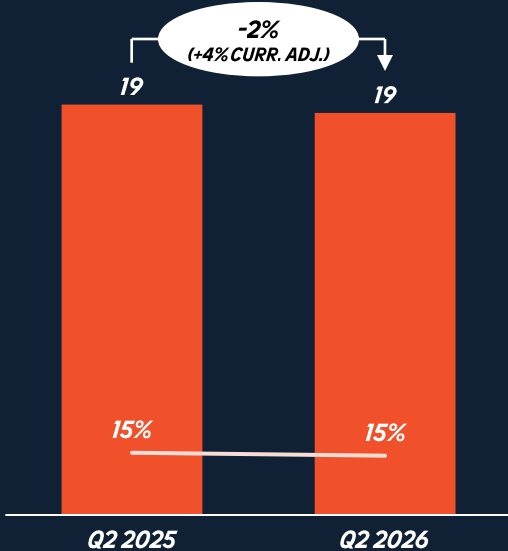
MEMBERSHIP REVENUES  
OTHER REVENUES



## COUNTRY EBITDA BEFORE IMPACT OF IFRS 16

MNOK

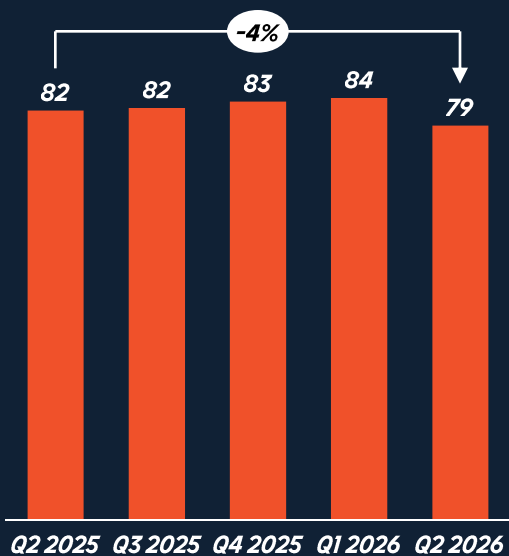
MARGIN  
EBITDA



# DENMARK

## OUTGOING MEMBER BASE

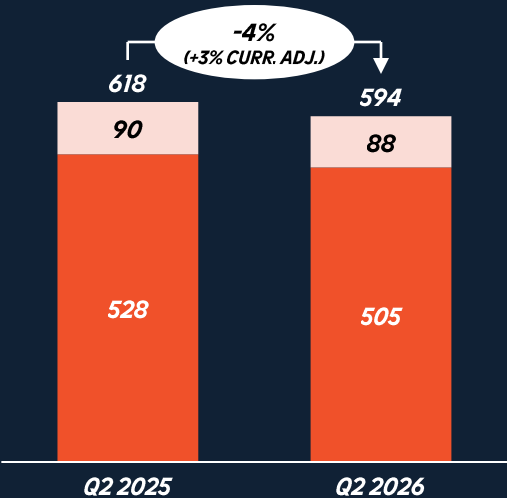
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## ARPM AND YIELD

NOK/MONTH

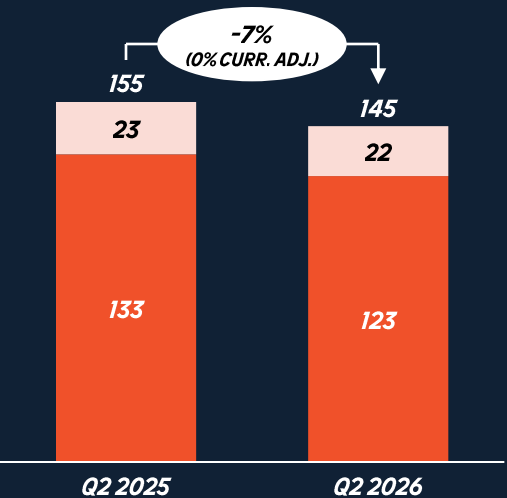
MEMBERSHIP YIELD  
OTHER YIELD



## TOTAL REVENUES

MNOK

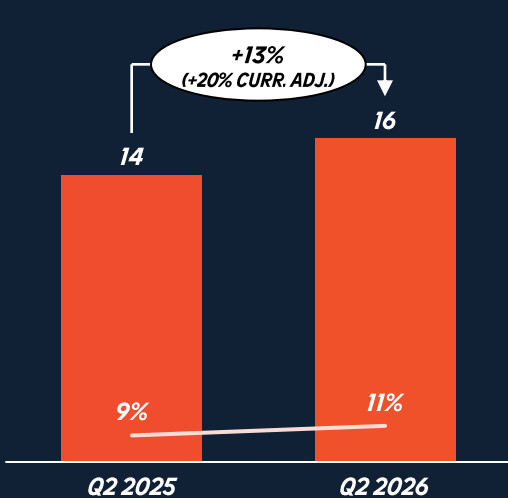
MEMBERSHIP REVENUES  
OTHER REVENUES



## COUNTRY EBITDA BEFORE IMPACT OF IFRS 16

MNOK

MARGIN  
EBITDA



# REPORTING UNDER IFRS 16

| AMOUNTS IN NOK MILLION                   | REPORTED<br>Q2 2026 | CHANGE<br>IFRS 16 | EXCL. IFRS 16<br>Q2 2026 |
|------------------------------------------|---------------------|-------------------|--------------------------|
| <b>BALANCE SHEET ITEMS - IFRS 16</b>     |                     |                   |                          |
| Property, plant and equipment            | 875                 | 0                 | 875                      |
| Right-of use assets                      | 4 569               | 4 569             | 0                        |
| Deferred tax assets                      | 134                 | 76                | 58                       |
| Other current receivables                | 175                 | -95               | 270                      |
| <b>Total assets</b>                      | <b>9 065</b>        | <b>4 550</b>      | <b>4 515</b>             |
| <b>Equity</b>                            | <b>1 381</b>        | <b>-378</b>       | <b>1 759</b>             |
| Non-current lease liability              | 3 998               | 3 998             | 0                        |
| Current lease liability                  | 970                 | 970               | 0                        |
| Other current liabilities                | 313                 | -40               | 352                      |
| <b>Total liabilities</b>                 | <b>7 684</b>        | <b>4 928</b>      | <b>2 756</b>             |
| <b>PROFIT &amp; LOSS ITEMS - IFRS 16</b> |                     |                   |                          |
| <b>Revenue</b>                           | <b>1 442</b>        | <b>0</b>          | <b>1 442</b>             |
| Cost of goods sold                       | -37                 | 0                 | -37                      |
| Personnel expenses                       | -498                | 0                 | -498                     |
| Other operating expenses                 | -292                | 302               | -594                     |
| Depreciation and amortization            | -297                | -244              | -53                      |
| Impairment of assets held for sale       | 0                   | 0                 | 0                        |
| <b>Operating profit</b>                  | <b>318</b>          | <b>58</b>         | <b>260</b>               |
| Net financial items                      | -69                 | -60               | -8                       |
| <b>Profit/loss before tax</b>            | <b>249</b>          | <b>-2</b>         | <b>251</b>               |

# DEFINITIONS

| TERM                                                 | DEFINITION                                                                                                                                    |
|------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| Average number of members per club                   | Outgoing member base divided by outgoing number of clubs                                                                                      |
| Average revenue per member (ARPM)                    | Calculated as monthly total revenue divided by the average member base                                                                        |
| 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: Upgrades and maintenance capital expenditures | Club upgrades and maintenance and IT capital expenditures                                                                                     |
| Cash conversion                                      | Operating cash flow divided by EBITDA before impact of IFRS 16                                                                                |
| Country EBITDA before impact of IFRS 16              | EBITDA before impact of IFRS 16 and before allocation of Group overhead and cost allocations                                                  |
| EBIT before impact of IFRS 16                        | EBIT adjusted for the impact of implementation of the IFRS 16 lease standard                                                                  |
| EBITDA                                               | Profit/(loss) before net financial items, income tax expense, depreciation and amortization                                                   |
| EBITDA before impact of IFRS 16                      | EBITDA adjusted for the impact of implementation of the IFRS 16 lease standard                                                                |

| TERM                           | DEFINITION                                                                                             |
|--------------------------------|--------------------------------------------------------------------------------------------------------|
| Free cash flow                 | Operating cash flow less expansion capital expenditures, interest, tax and other                       |
| Group overhead                 | Consists of group services such as commercial functions, IT, finance and administration                |
| Leverage ratio                 | Net debt divided by last twelve months EBITDA before impact of IFRS 16                                 |
| Member base                    | Number of members, including frozen memberships, excluding free memberships                            |
| Operating cash flow            | EBITDA before impact of IFRS 16 less upgrades and maintenance capital expenditures and working capital |
| Other yield                    | Calculated as monthly other revenue in the period, divided by the average member base                  |
| Total overhead                 | The sum of country overhead and group overhead                                                         |
| Underlying operating cash flow | Operating cash flow less expansion capital expenditures                                                |
| Yield                          | Calculated as monthly member revenue in the period, divided by the average member base                 |

# RECONCILIATION OF FREE CASH FLOW BRIDGE AND CONSOLIDATED STATEMENT OF CASH FLOWS

| FREE CASHFLOW                                  | CONSOLIDATED STATEMENT OF FLOWS                                                                                                                                                                                               |
|------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| EBITDA before impact of IFRS16                 | Profit before tax<br>Depreciation, amortization and impairment<br>Net financial items<br>Installments on lease liabilities<br>Interests on lease liabilities                                                                  |
| Maintenance CAPEX                              | Purchase of property, plant and equipment (contains both maintenance CAPEX and expansion CAPEX)                                                                                                                               |
| Working capital                                | Change in inventory<br>Change in accounts receivables<br>Change in trade payables<br>Change in other receivables and accruals                                                                                                 |
| Expansion CAPEX                                | Purchase of property, plant and equipment (contains both maintenance CAPEX and expansion CAPEX)<br>Proceeds from property, plant and equipment<br>Acquisition of subsidiary, net of cash acquired                             |
| Interest and tax                               | Taxes paid in the period<br>Paid interests on borrowings                                                                                                                                                                      |
| Other                                          | Gain/loss from disposal or sale of equipment                                                                                                                                                                                  |
| Cash flow items not included in free cash flow | Loan to related parties<br>Repayments of borrowings<br>Proceeds from borrowings<br>Proceeds from issues of shares<br>Proceeds from sale of own shares<br>Transaction costs from issues of new shares<br>Other financial items |

***SATS***