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| | | | |
|-----------------|---------|--------|--------------|
| Company Comment | Leisure | Sweden | 16 July 2024 |
|-----------------|---------|--------|--------------|

Q2: Cost management continues to prove fruitful

Actic Group, the gym and swim club operator, reported Q2 sales of SEK 170m, in line with our forecast of SEK 173m, while earnings were ahead on the back of successful cost management. Adj EBIT of SEK 11m, with a margin of 6.5%, compares to our estimate of SEK 7.6m (4.4% margin) and implies a SEK 9m y/y improvement from adj EBIT of SEK 2m in Q2/23. Our mid-point equity value currently remains SEK 11 per share.

Outcome: A strong adj EBIT margin of 6.5%

Q2 deviation of reported from expected results

Report due: 16 July 2024 at 07:45 CET
 Presentation/conf. call: n.a.
 SEB Rec: Corporate Research
 SEB midpoint DCF value (SEK): 11 (range: 9-13)
 Guidance: n.a.
 Source: SEB, Actic Group



| P&Ls (IFRS 16) (SEKm) | Q2/24E | | Deviation vs. SEB | | Q2/23 | | Q1/24 | |
|--|------------|------------|-------------------|--------------|------------|---------------|------------|---------------|
| | Actual | SEB | Abs | Rel (%) | Actual | y/y (%) | Actual | q/q (%) |
| Group P&L - consolidated | | | | | | | | |
| Sales | 170 | 173 | -2 | (13) | 168 | 17 | 178 | (4.2) |
| Other income | 10 | 8 | 1 | 13.7 | 11 | (112) | 10 | (2.6) |
| Revenue | 180 | 181 | -1 | (0.6) | 178 | 1.0 | 188 | (4.1) |
| Goods for resale | (1) | (1) | -1 | 65.1 | (1) | 58.8 | (1) | 3.8 |
| Other external costs | (60) | (63) | 2 | (3.6) | (63) | (3.9) | (66) | (8.7) |
| Personnel costs | (65) | (65) | 0 | (0.2) | (65) | 0.1 | (64) | 10 |
| Other costs | (0) | (0) | -0 | n.a. | (0) | n.a. | (0) | n.a. |
| EBITDA | 54 | 53 | 1 | 1.5 | 50 | 7.5 | 56 | (4.5) |
| Depr. (incl IFRS 16 leases) | (39) | (43) | 4 | (9.2) | (41) | (4.3) | (44) | (10.0) |
| EBITA | 14 | 9 | 5 | 50.5 | 9 | n.a. | 12 | 14.5 |
| EBITA, adj. | 13 | 9 | 3 | 35.8 | 4 | n.a. | 11 | 12.3 |
| Amort. | (2) | (2) | 0 | (8.0) | (2) | (22.1) | (2) | (20.4) |
| Impairments | 0 | 0 | 0 | n.a. | 0 | n.a. | 0 | n.a. |
| EBIT | 13 | 8 | 5 | 64.9 | 7 | 90.9 | 10 | 21.8 |
| o/w NRIs, total | 1 | 0 | 1 | n.a. | 5 | n.a. | 1 | n.a. |
| EBIT, adj. | 11 | 8 | 4 | 46.5 | 2 | 438.4 | 9 | 19.9 |
| Net financials (excl. assoc.) | (13) | (13) | -0 | n.a. | (7) | 78.6 | (13) | (3.5) |
| Pre-tax profit | (0) | (5) | 5 | 92.7 | (1) | 43.6 | (3) | n.a. |
| Total taxes | (1) | 1 | -1 | n.a. | (0) | 463.9 | 0 | (1757.6) |
| After tax profit, reported | (1) | (5) | 4 | 79.9 | (1) | (21.2) | (3) | (69.8) |
| Total adjustments to ATP | 0 | 2 | -2 | (83.1) | (2) | (118.8) | 1 | (72.7) |
| Tax effect of adjustments (at standard rate) | (0) | (0) | 0 | (83.1) | 0 | (118.8) | (0) | (72.7) |
| Adjustments, net of tax effect | 0 | 1 | -1 | n.a. | (2) | (118.8) | 1 | (72.7) |
| Adjusted after tax profit | (1) | (3) | 2 | 78.4 | (3) | 74.1 | (2) | 68.6 |
| EPS, reported | (0.05) | (0.21) | 0.16 | 75.7 | (0.03) | (46.4) | (0.14) | 63.6 |
| EPS, adj | (0.03) | (0.14) | 0.11 | 78.4 | (0.12) | 74.1 | (0.10) | 68.6 |
| No of shares, f. dil (m) | 22 256 | 22 256 | 0.000 | 0.0 | 22 256 | 0.0 | 22 256 | 0.0 |
| Key operating assumptions | | | | | | | | |
| No of clubs, EOP | 113 | 114 | -1 | (0.9) | 123 | (8.1) | 117 | (3.4) |
| No of members, EOP ('000) | 151 | 152 | -1 | (0.5) | 155 | (2.5) | 158 | (4.8) |
| Growth in members, y/y (%) | (25) | (20) | n.a. | (0.5) | (15.8) | 13.2 | (4.8) | 2.3 |
| ARPM, monthly (SEK) | 367 | 371 | -4 | (11) | 352 | 4.3 | 376 | (2.4) |
| Growth in ARPM, y/y (%) | 4.3 | 5.5 | n.a. | (12) | 5.7 | (14) | (2.4) | 6.8 |

Source: SEB, Actic

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