

Press release

1 November 2017

Actic acquires nine training centres

– annual sales of almost 60 MSEK with favourable profitability

Actic has signed an agreement to acquire Må Bättre, which operates nine training centres in the Swedish counties of Dalarna and Gävleborg. The operations, with about 8,600 members, generate annual sales of almost SEK 60 million with favourable profitability. Consolidation will take place on 1 December.

“Må Bättre runs highly attractive facilities in its geographic locations and provides us with a stronger local position, particularly in Falun where we are establishing a new important cluster together with our current facilities. Må Bättre has a broad and well-developed offering that we can further develop and also build on within in the Group”, says Christer Zaar, President and CEO of Actic Group.

The nine acquired facilities are situated in the counties of Dalarna and Gävleborg, have about 8,600 members, offer about 450 group training classes a week and have a broad range of various training options and spaces for functional training, particularly personal training. The operations generate annual sales of almost SEK 60 million with an EBITDA-margin of about 20 per cent.

"We've developed Må Bättre to a very good operation, and it's the right time to transfer the ownership to an established player that has the same direction we have had. We see that our members will come in a good context and a broader offering. At the same time, our fantastic employees also have the opportunity to develop in a larger company", says Patrik Schultz, Vice President/Marketing Manager, Må Bättre.

“The acquisition should be regarded as a stepping stone in Actic’s growth strategy and is a very fitting complement to our existing facilities. We are seeing increasing consolidation, accelerated by, for example, digitalisation of the industry, and we intend to play an



active role in this development,” says Christer Zaar, President and CEO Actic Group.

The nine facilities will be taken over on 1 December 2017. The acquisition will have a marginal effect on the Group’s earnings for the current year.

For further information, please contact:

Niklas Alm, Investor Relations, niklas.alm@actic.se, +46 70 824 40 88

Actic Group shares are listed on Nasdaq Stockholm, where Actic Group is a Small Cap company with the ticker code ATIC.

The information above is such that Actic Group AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out above, at 13:00 CET on 1 November 2017.

About Actic

Actic (formerly Nautilus Gym) was founded in 1981 and launched the Gym & Swim club concept. The company began its international expansion in 1995 and as per 30 June 2017, Actic had 170 facilities and over 215,000 members in five countries. Actic’s main markets are Sweden, Norway as well as Germany. Actic offers a well-established exercise method known as high-intensity training (HIT) and offers its members personal training programmes including follow-up sessions with trained instructors. Together with swimming, this forms the core of Actic’s offering and differentiates us in the market.

Actic’s vision is to create a healthier society by attracting a broad target group and thereby expanding the market. The facilities engage in the local community to contribute to a healthier society. Actic, which has its head office in Solna, Stockholm, has approximately 700 full-time equivalent employees and had net sales of SEK 802 million in 2016. Actic is led by its President and CEO Christer Zaar.