



VIRGIN ACTIVE

Virgin Active is a leading international global health club operator. It is the number one owner and operator in South Africa, operating four times the number of clubs of its nearest rival. In the UK and Italy, Virgin Active is the number one health club operator by revenue. It also operates in key metropolitan areas in Spain and Portugal, and has established a platform in the growing Asia Pacific health club market.

TIMELINE

| | | | |
|-------------|---|-------------|--|
| 1997 | Founded by Frank Reed and Matthew Bucknall | 2006 | Acquired 46 Holmes Place clubs in the UK |
| 1999 | First club opened in Preston, UK | 2011 | Acquired 53 further Esporta clubs in UK |
| 2001 | Acquired Health & Racquets clubs in South Africa | 2011 | Acquired Australian business from Virgin Group |
| 2002 | Bridgepoint acquired majority stake from Virgin Group | 2011 | CVC acquired majority stake from Virgin Group |
| 2004 | First club opened in Italy | 2013 | First club opened in Singapore |
| 2005 | Virgin acquired majority stake from Bridgepoint | 2013 | First club opened in Thailand, Bangkok |
| 2005 | Acquired Esporta clubs in UK and Spain | | |

FORMATS

Classic Clubs

High-end facilities that offer a more luxurious, exclusive environment for members and reciprocal rights for international members.

LifeCentre Clubs

Full-service amenities offering a broad fitness and wellness experience for all market segments. Some clubs offer racquet facilities.

RED Clubs

Introduced in South Africa in 2014. Offer a streamlined health club with more basic offerings, appealing to price sensitive members seeking an uncompromised training experience.

CLASSES

Over 10,500 classes a week across its global clubs from high energy to calm relaxation.

NEW CLASSES:

The Grid

Tough workouts set to deliver on specific goals have been designed by resident Virgin Active expert. Grid classes are based on the six fundamentals of movement and will challenge participants to learn to move the tough way.

ZUU

High intensity interval training using primal moves – push, pull, bend, twist, squat, lunge and locomotion in a unique 20 minute workout. ZUU's combined strength and energy class creates an exhilarating full body workout.

CLUBS

267 clubs in nine countries across four continents
114 clubs in South Africa, 1 in Namibia
7 clubs in Asia-Pacific: 5 Australia, 1 Thailand and 1 Singapore
146 clubs in Europe: 101 in UK, 11 Spain, 4 Portugal, 30 Italy

CLUB FORMATS BY REGION

| | |
|---------------------|----------------------------------|
| Asia Pacific | 2 Classic, 5 LifeCentre |
| South Africa | 3 Classic, 108 LifeCentre, 3 RED |
| Europe | 2 Classic, 43 LifeCentre |
| UK | 9 Classic, 92 LifeCentre |

MEMBERS

Adult membership 1.3 million of which:

722,000 (55%) South Africa

563,000 (43%) Europe

25,000 (2%) Asia Pacific

Almost 100m visits per year.

On average over 250k visits per day

Nova

A dynamic fusion of Yoga and Pilates that blends the best of both worlds to improve balance, core control, back strength, and upper body resistance. All done to upbeat music.

Active Crew

A fitness programme that empowers kids aged 8-16 through activeness and shows them the skills that will help them develop healthy fitness habits that last a lifetime. Delivered across a school term, the programme delivers innovations that help kids have fun with fitness.

BURN 360°

Uses weights and repetitions to stretch the tissues surrounding and connected to the muscles.

MANAGEMENT / EMPLOYEES

Simon Susman: Chairman

Paul Woolf: Group Chief Executive Officer

Matthew Bucknall: Group President & Founder

Mark Burrows: Group Chief Financial Officer

Number of employees:

Over 17,000 people providing services to members, 14,000 permanent employees

FINANCIAL PERFORMANCE

In 2013 (annual report 4 May 2014)

Revenue rose 5% to £653.1m (2012: £619.0m) on a constant currency basis

EBITDA on constant currency basis up 10% to £125.4m (2012: £113.9m)

EBITDA margin for the period of 19.2% (2012: 19.2%)

Net bank debt was £238.3m

Net bank debt to EBITDA brought down to 1.9 times, from 2.2 times in 2012