



شركة الأندية للرياضة  
SPORT CLUBS COMPANY

# EARNINGS PRESENTATION Q3 2025



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# Operational Highlights



## Performance Snapshot

Robust Business With Solid Track Record

	Quarter 3 Figures	9 Months Figures
Revenue Growth	7.4%	14.1%
Gross Profit Margin	36.8%	28.7%
Net Income Margin	15.5%	9.8%
EBITDA Margin	41.2%	38.6%



# Performance Snapshot

Larger base, more visits, broader reach!

Total Clubs

59

5 Additions in 9M

Total Members

As of 30/9/2025

167K

+28.8% YOY

Q3 Visits

3.93 M

+25.6% YOY

Retention Rate

66%

+4.2% YOY

Q3 PT Classes

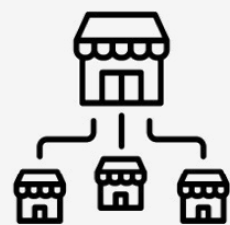
105K

+31.3% YOY

## Expanding Footprint: Solid Pipeline & Clear Execution.

### Where We Are

**59** Clubs



**3** Openings During the Quarter

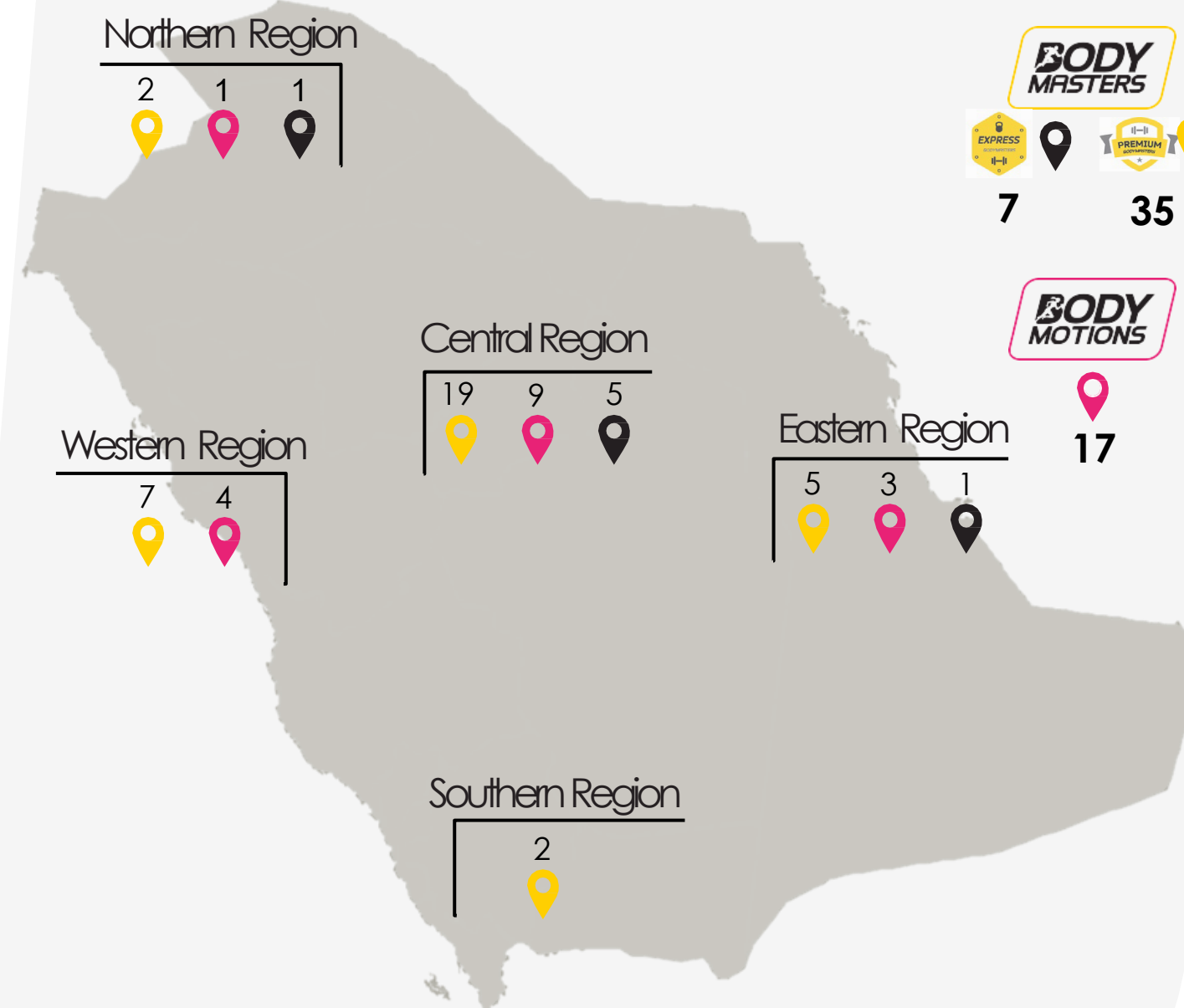


**5** Opening From the beginning of 2025

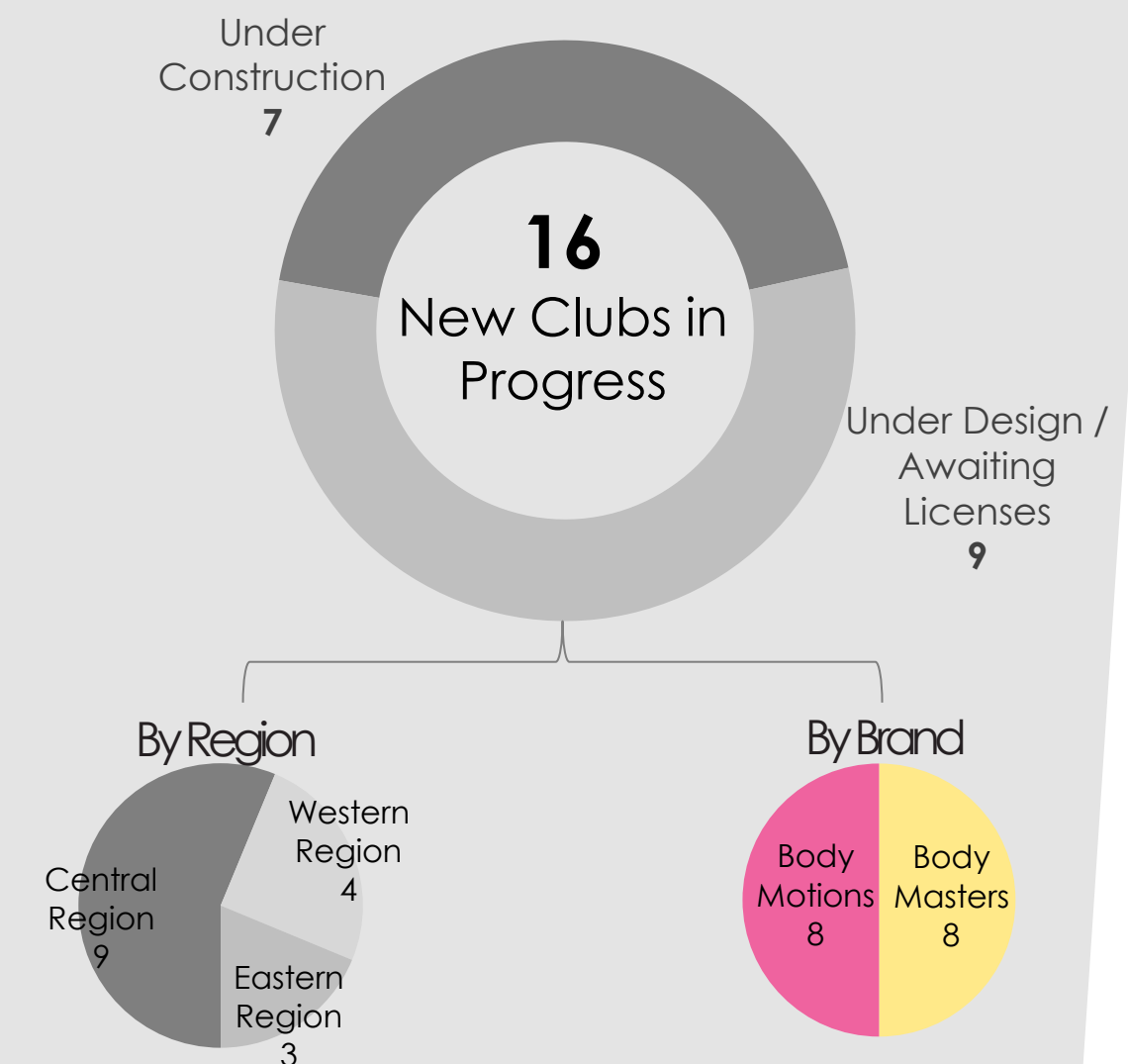


**1** Club Reopened During Q3 After Refurbishment

### Footprint By Region



### Pipeline

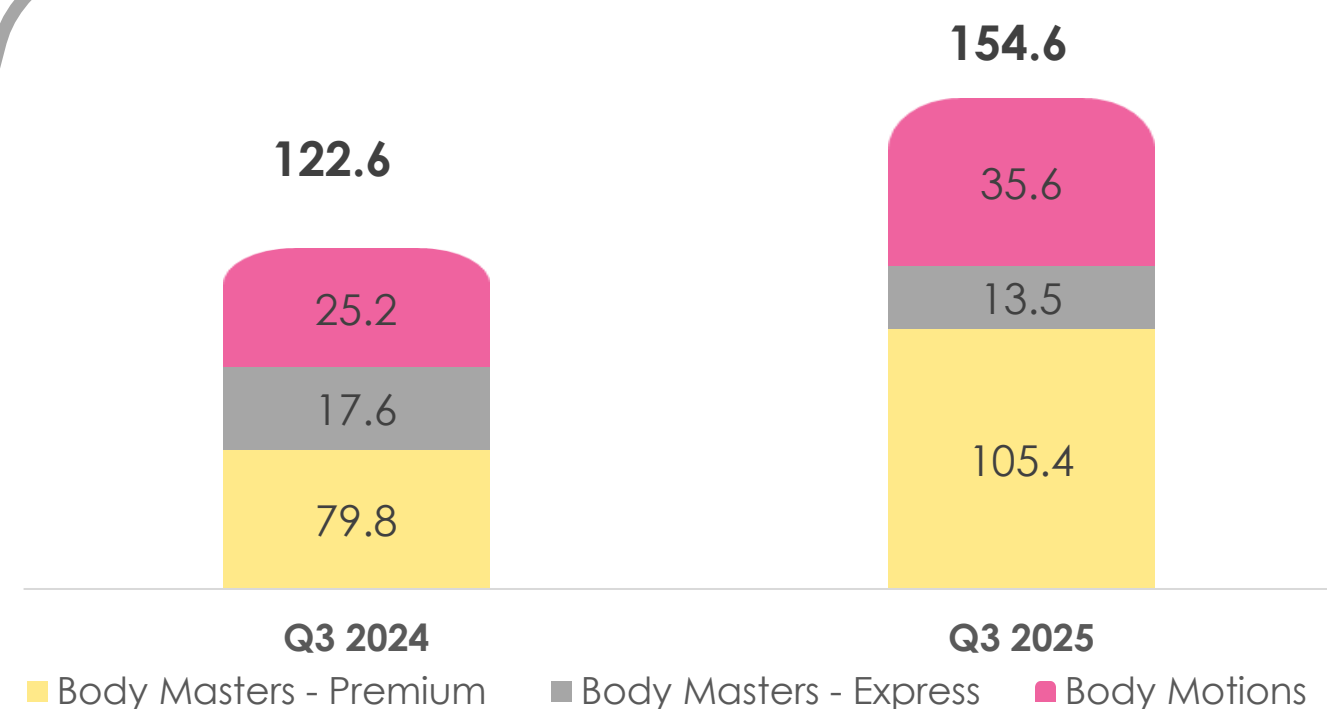


Those clubs are expected to open within the next 16 months.

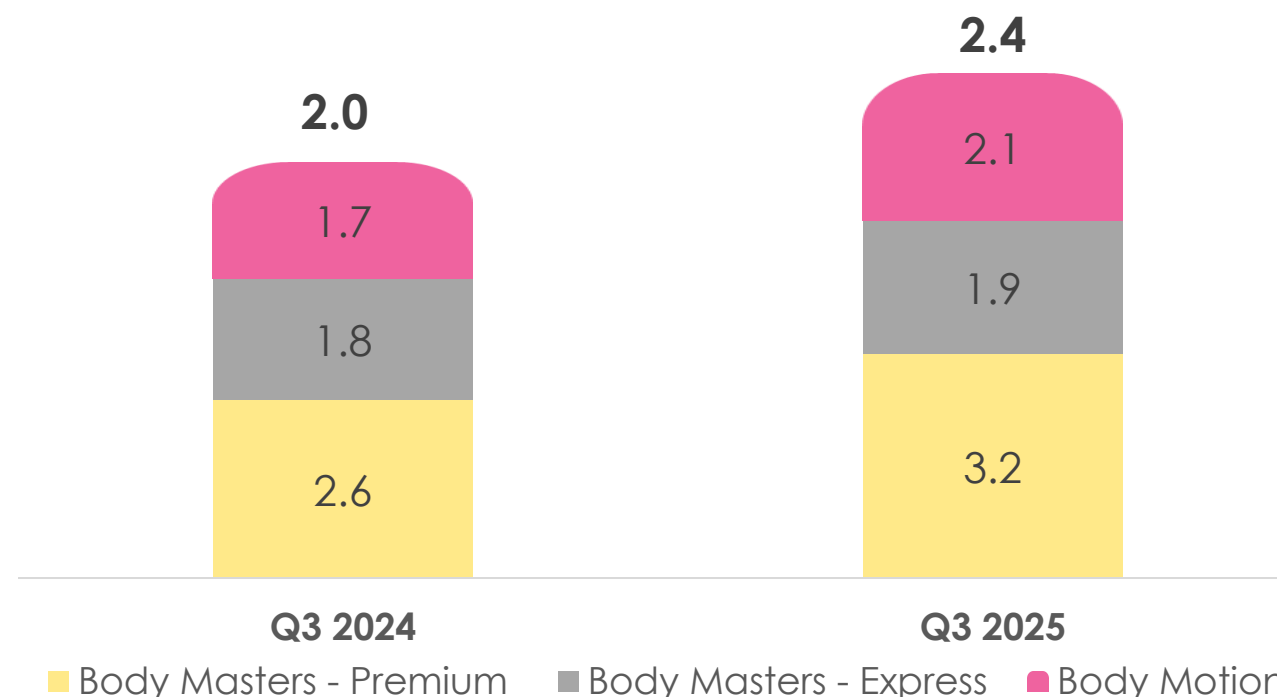


## Our New Identity Impact: Stronger Scale and Engagement Across the Network.

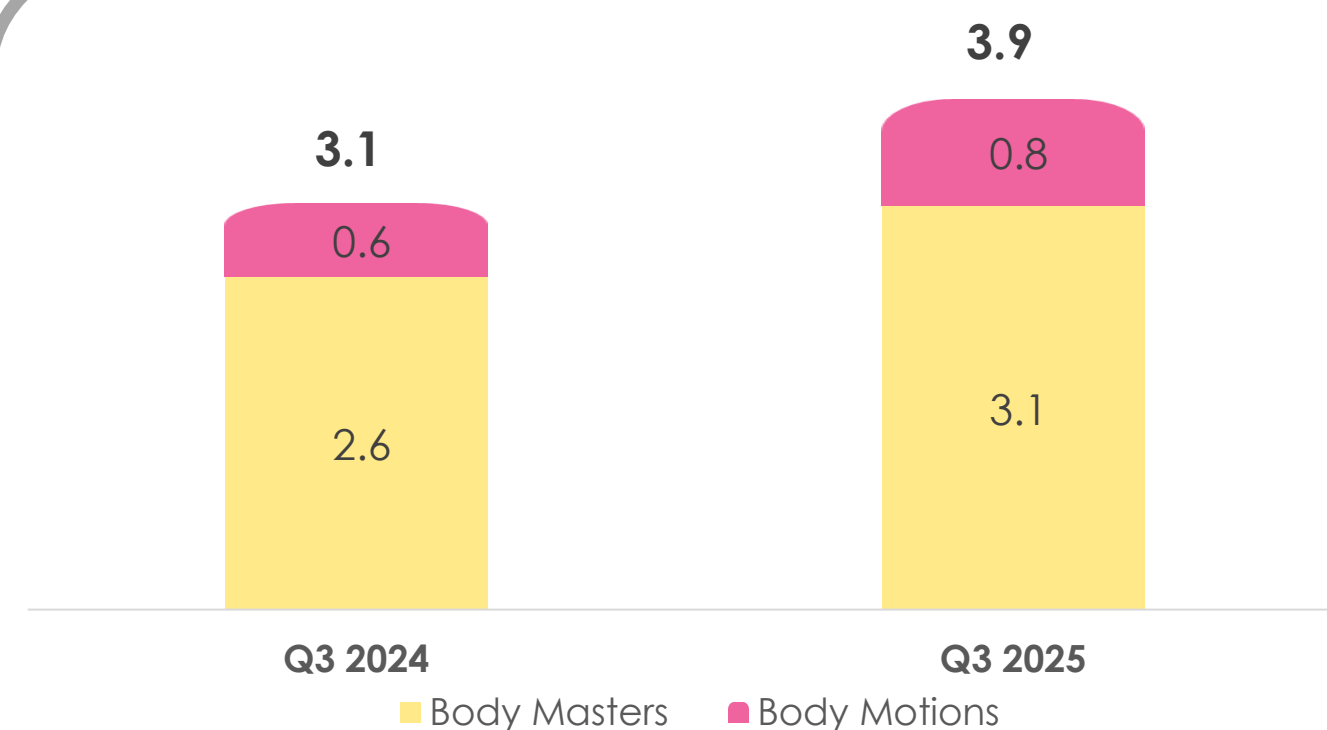
Average Q3 Member Base Growing (Thousands)



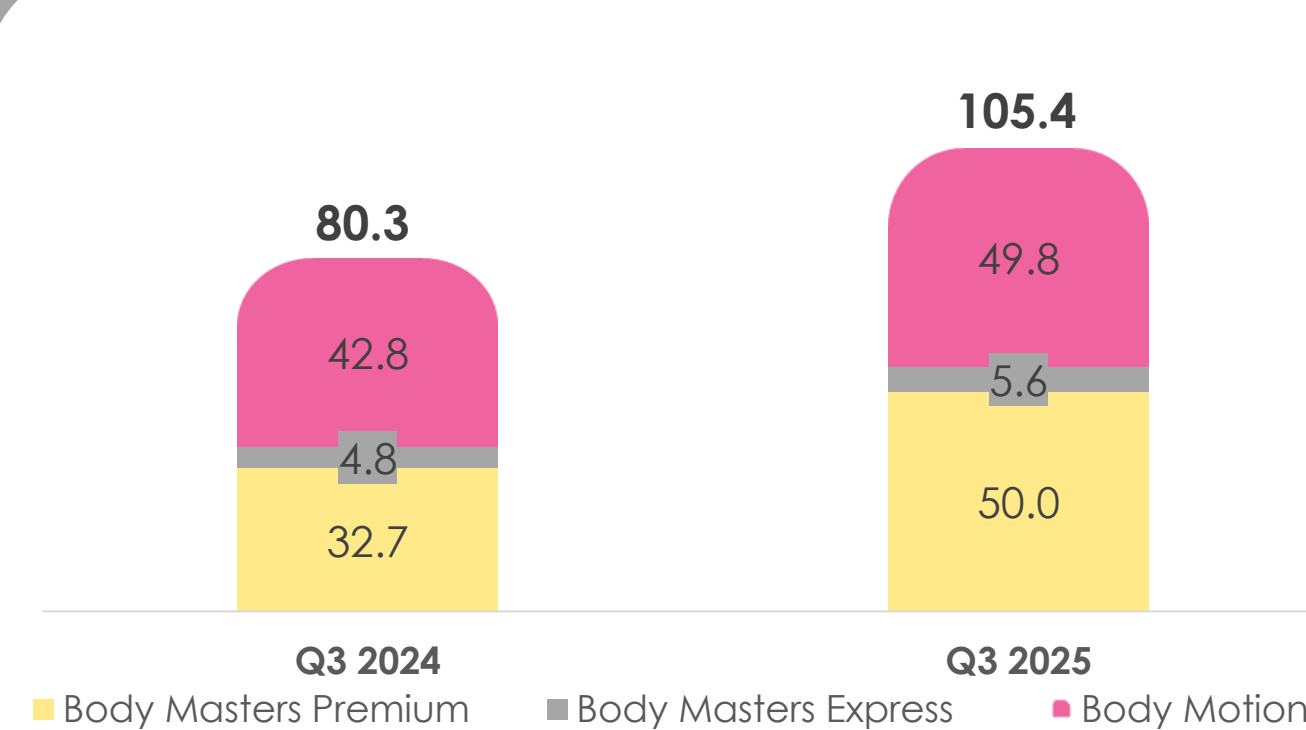
.. And Higher Average Members per Club (Thousands)



More Visits (Millions)

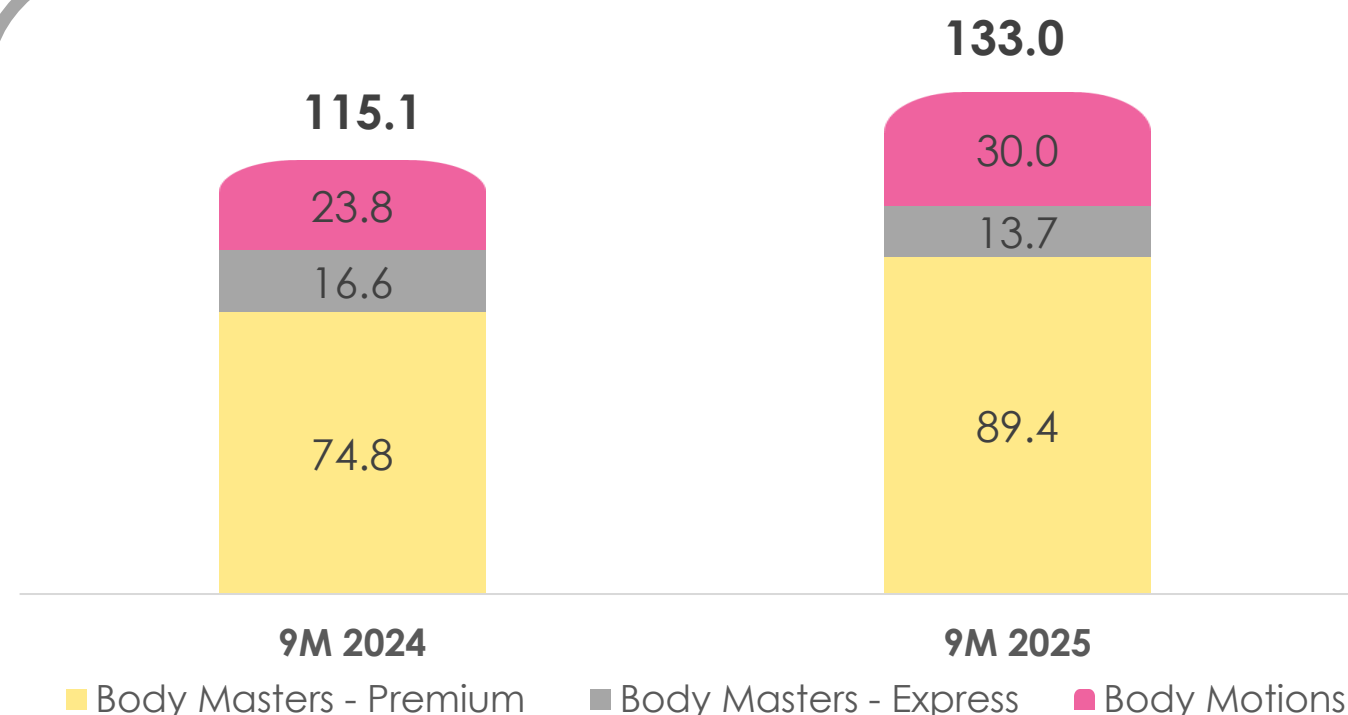


.. PT Sessions Up (Thousands)

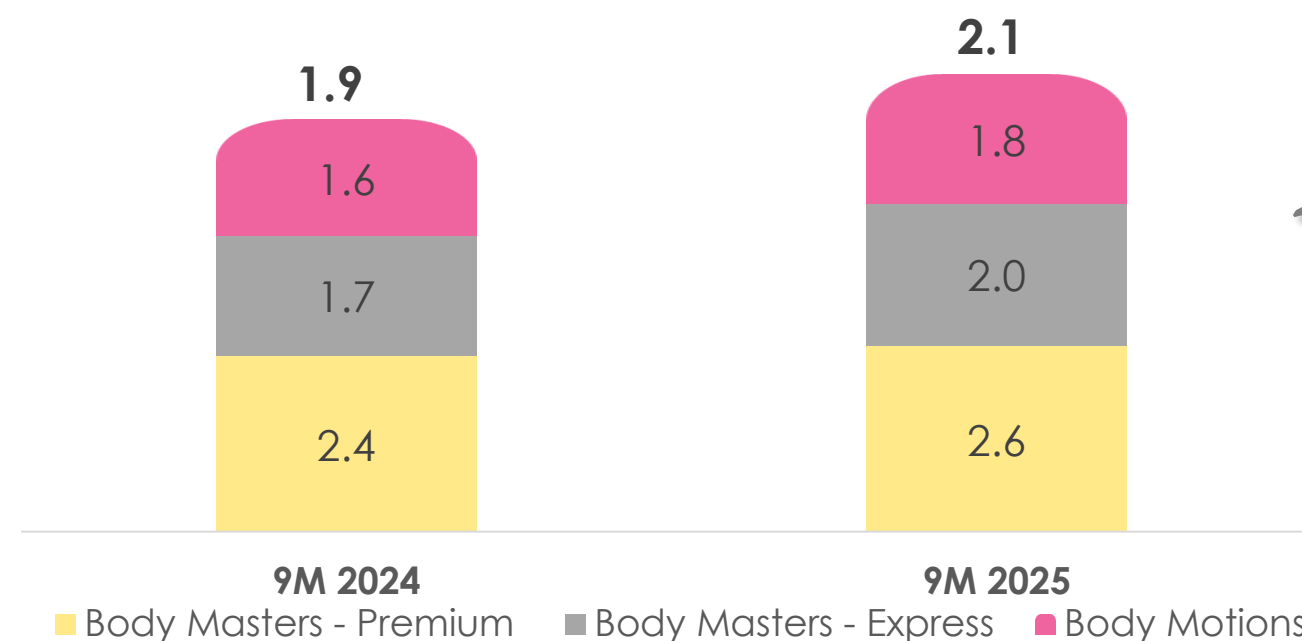


## Our New Identity Impact: Stronger Scale and Engagement Across the Network.

Average 9M Member Base Growing (Thousands)

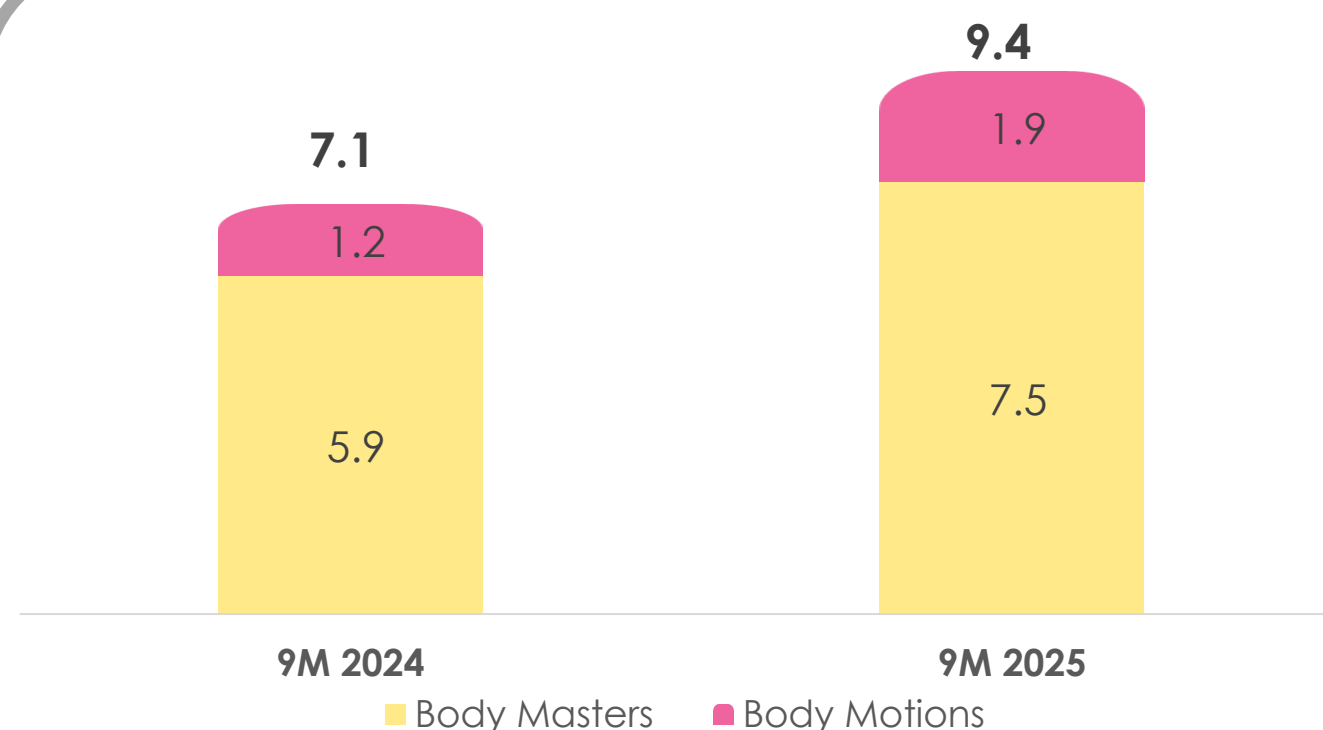


.. And Higher Average Members per Club (Thousands)

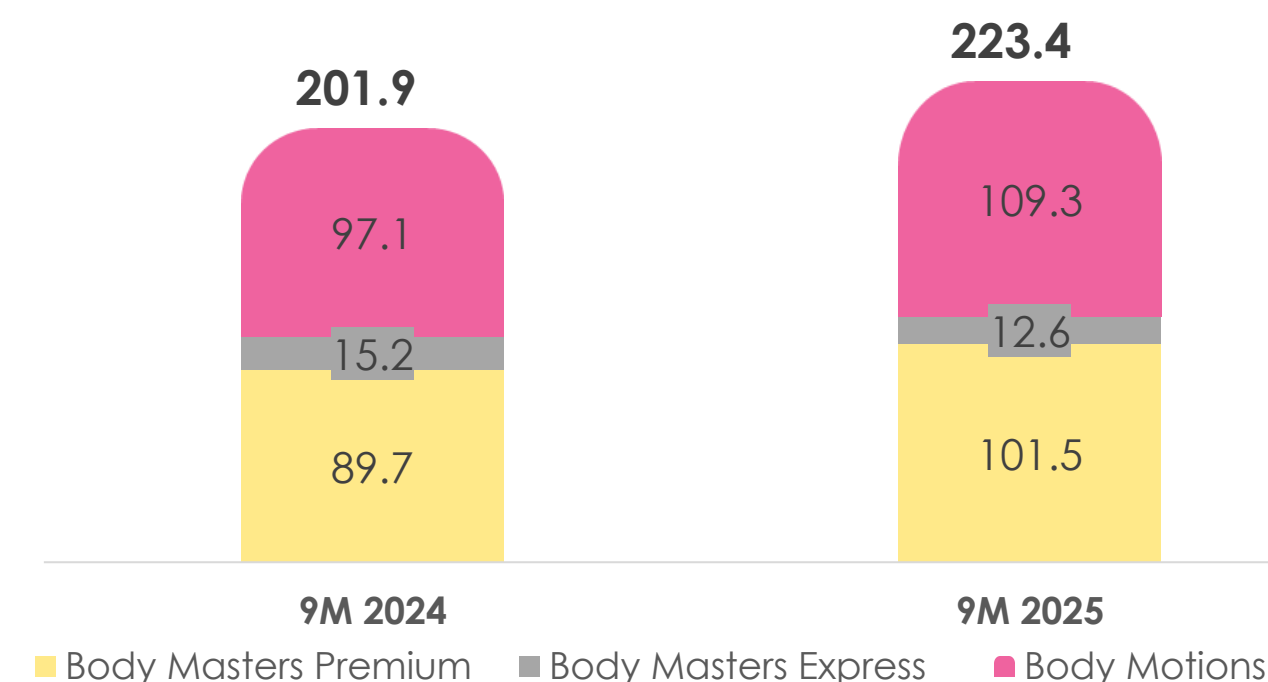


The total active number of members per club for our new identity clubs reached **4k.**

More Visits (Millions)

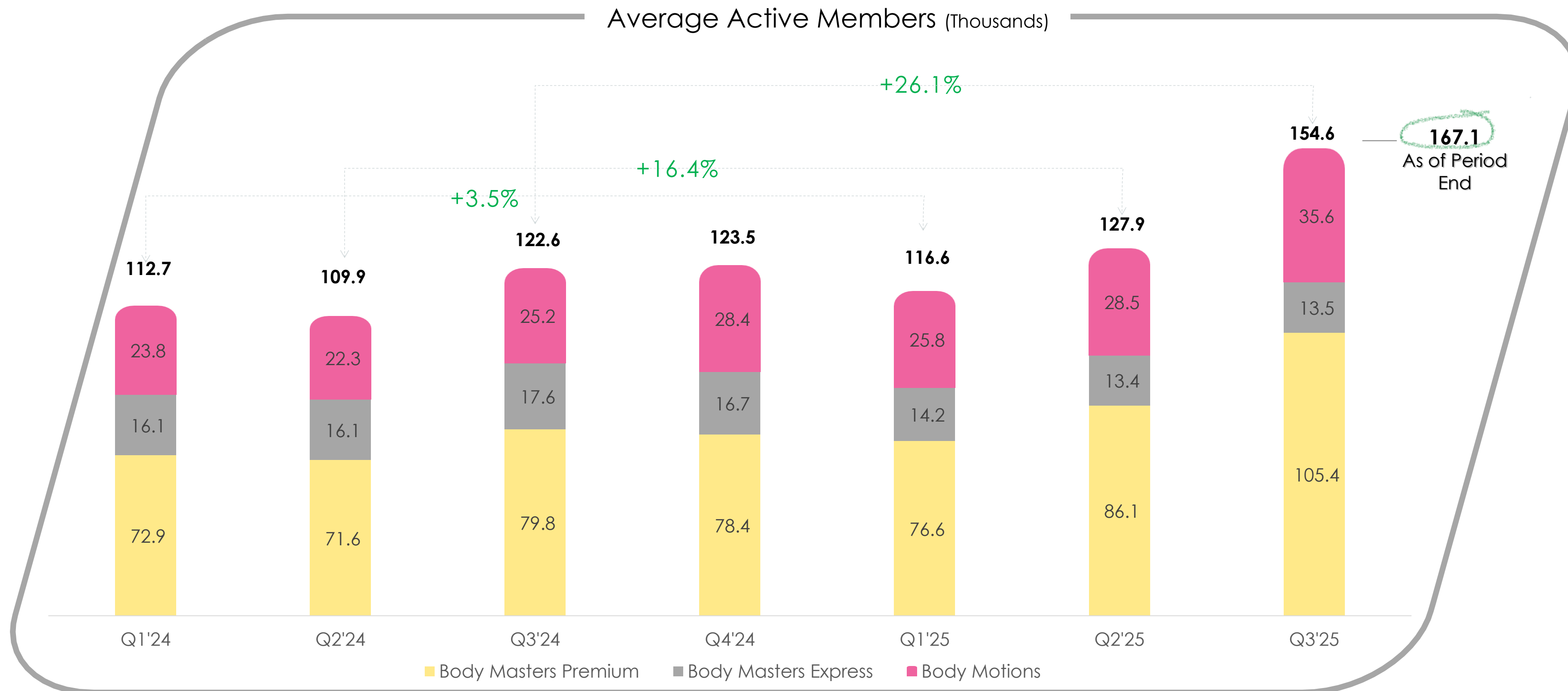


.. PT Sessions Up (Thousands)



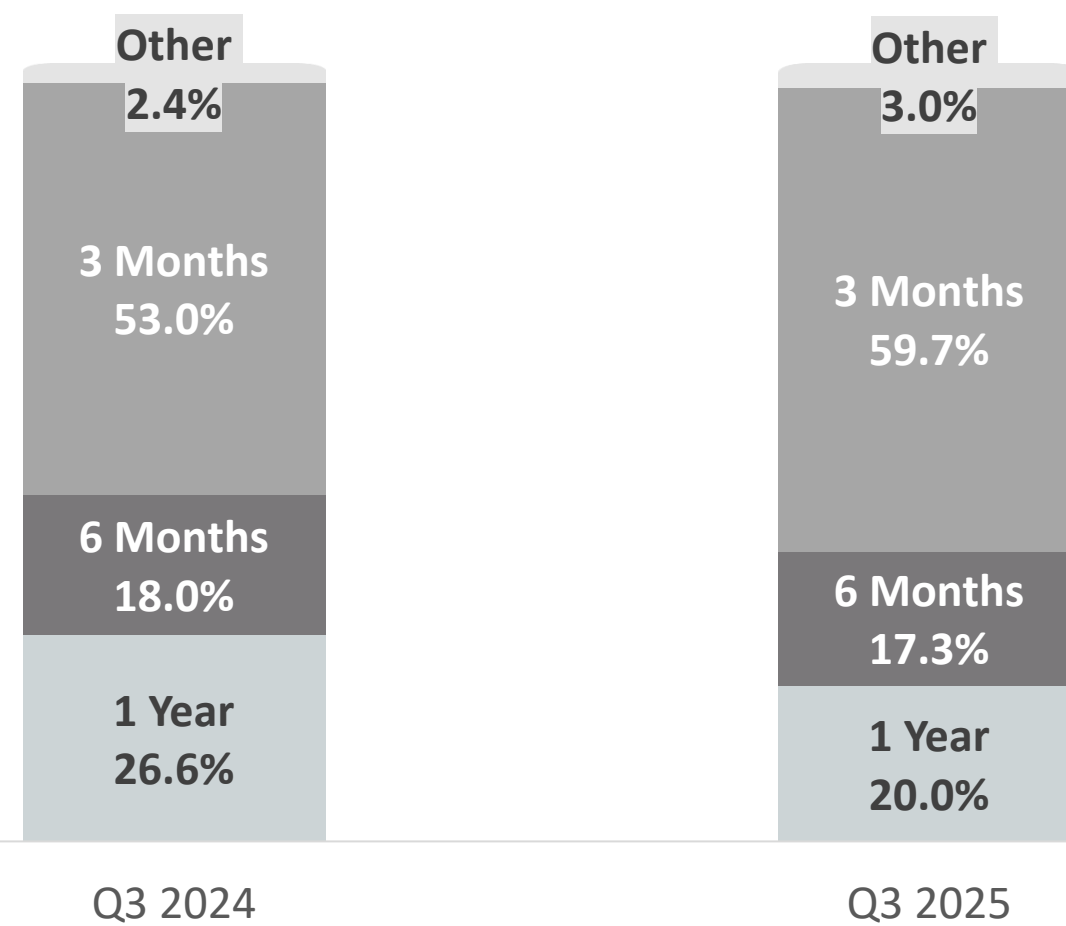


## Quarterly Average Members Expansion: Mix Shift to Higher Value Formats Drives Record Number of Members.

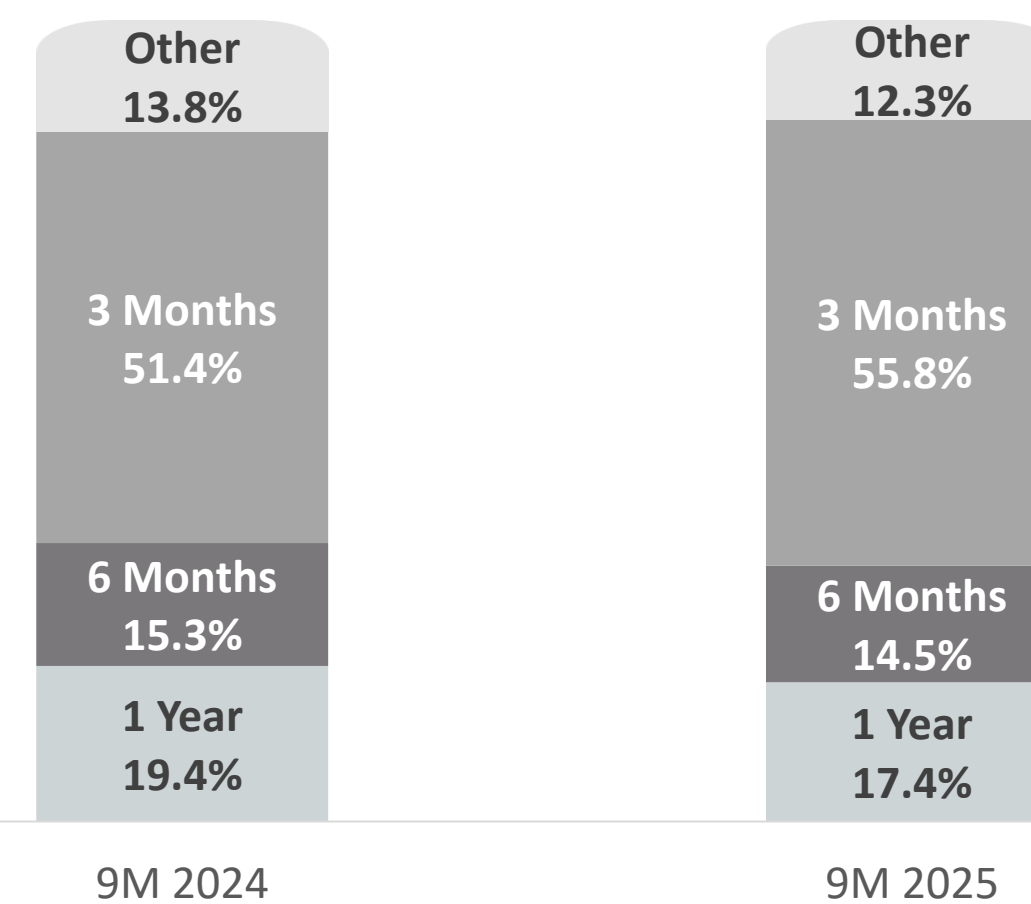


## Subscription Units Mix.

Sold Subscriptions By Units for Q3 (Thousands)



Sold Subscriptions By Units for 9M (Thousands)





# Financial Section

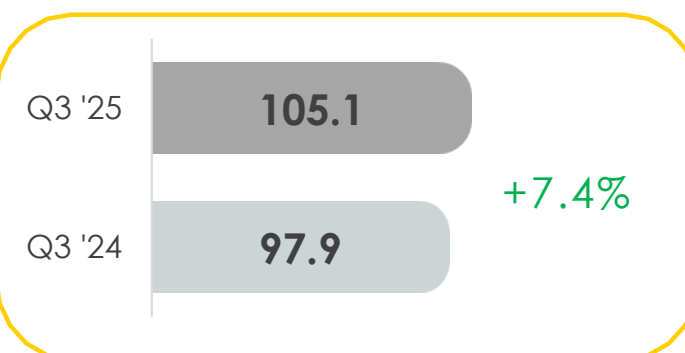


# Stronger Results, Stronger Foundation.

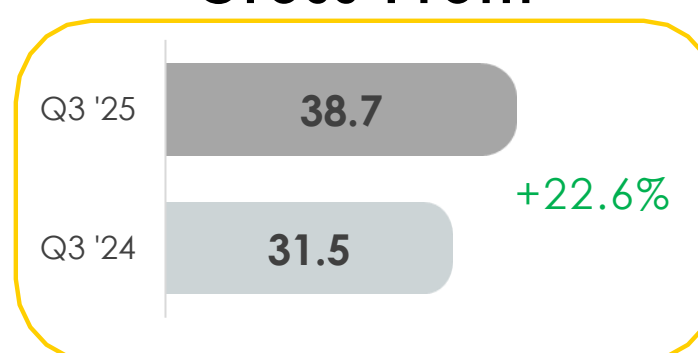
## ROBUST BUSINESS WITH SOLID TRACK RECORD

### Quarter 3 Figures (Millions)

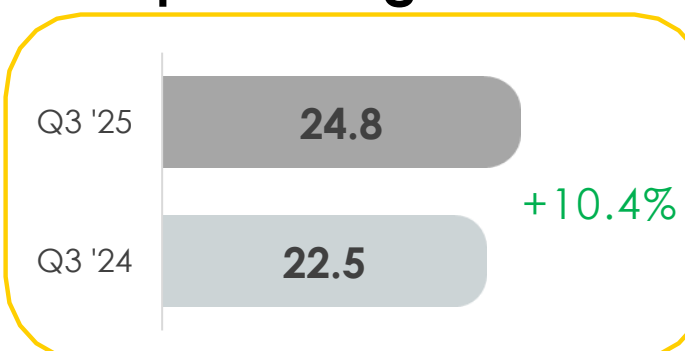
#### Revenue



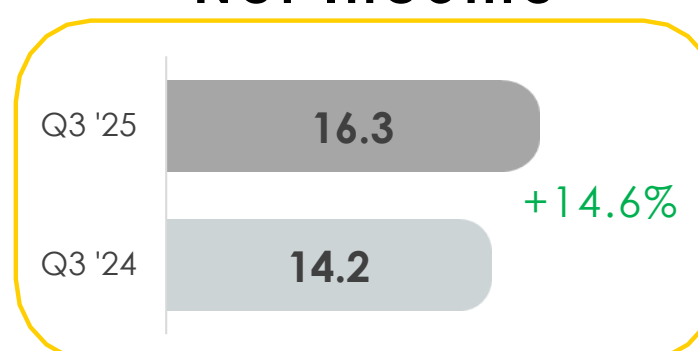
#### Gross Profit



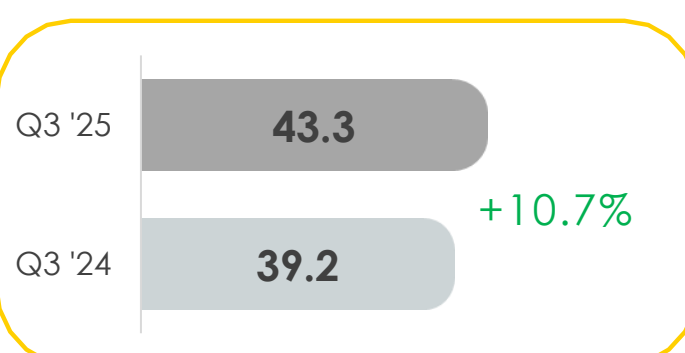
#### Operating Profit



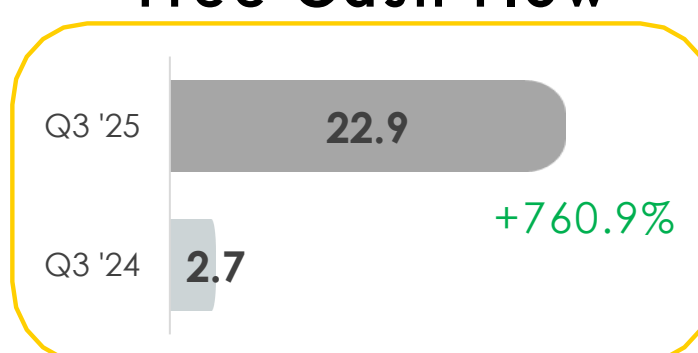
#### Net Income



#### EBITDA

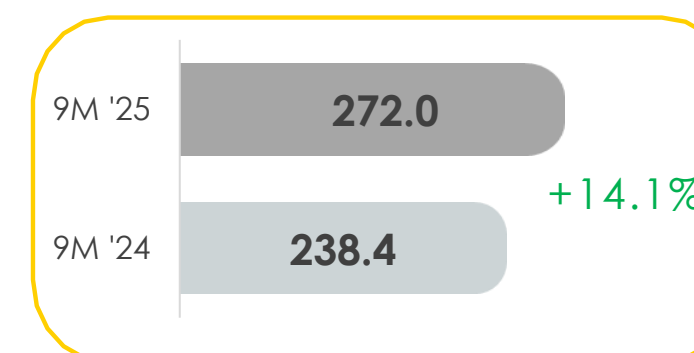


#### Free Cash Flow

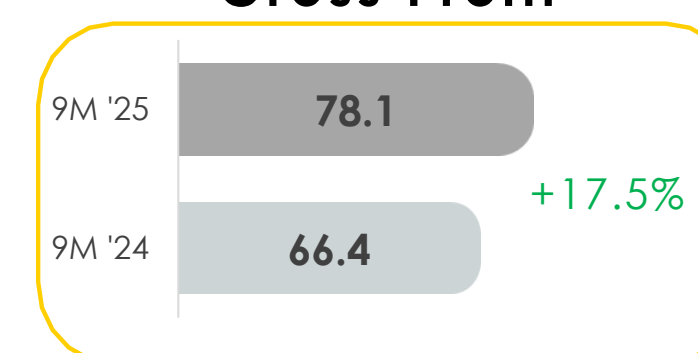


### 9 Months Figures (Millions)

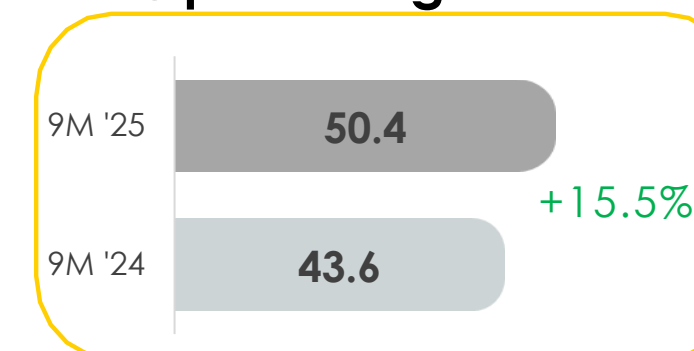
#### Revenue



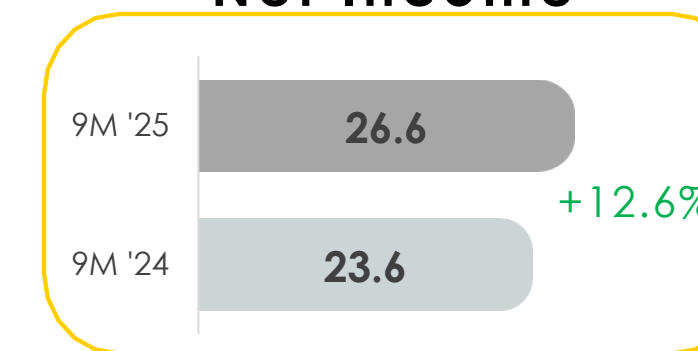
#### Gross Profit



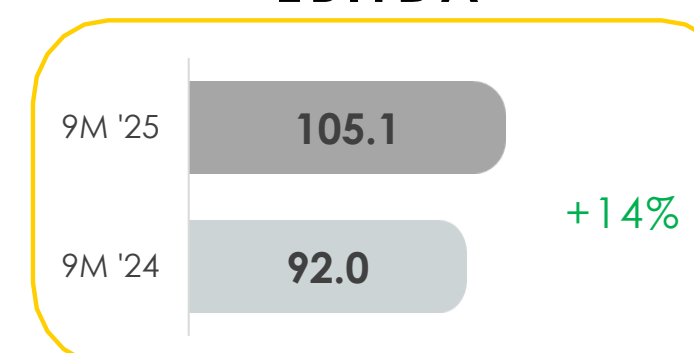
#### Operating Profit



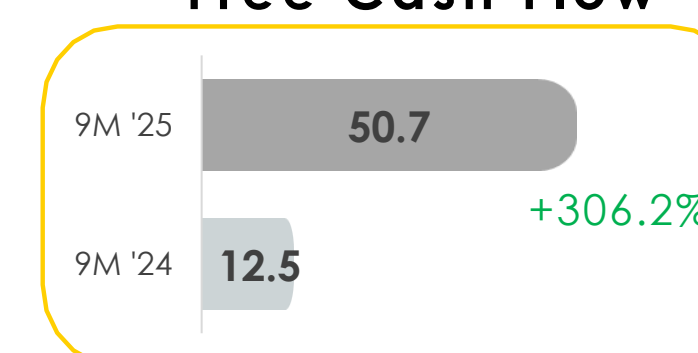
#### Net Income



#### EBITDA



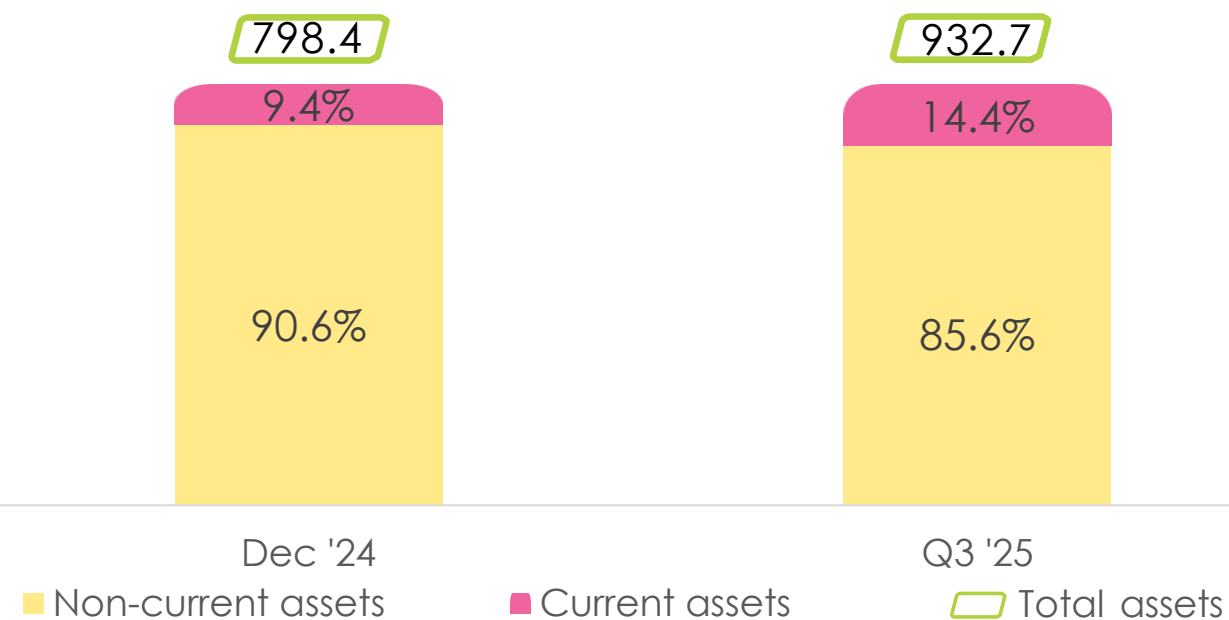
#### Free Cash Flow



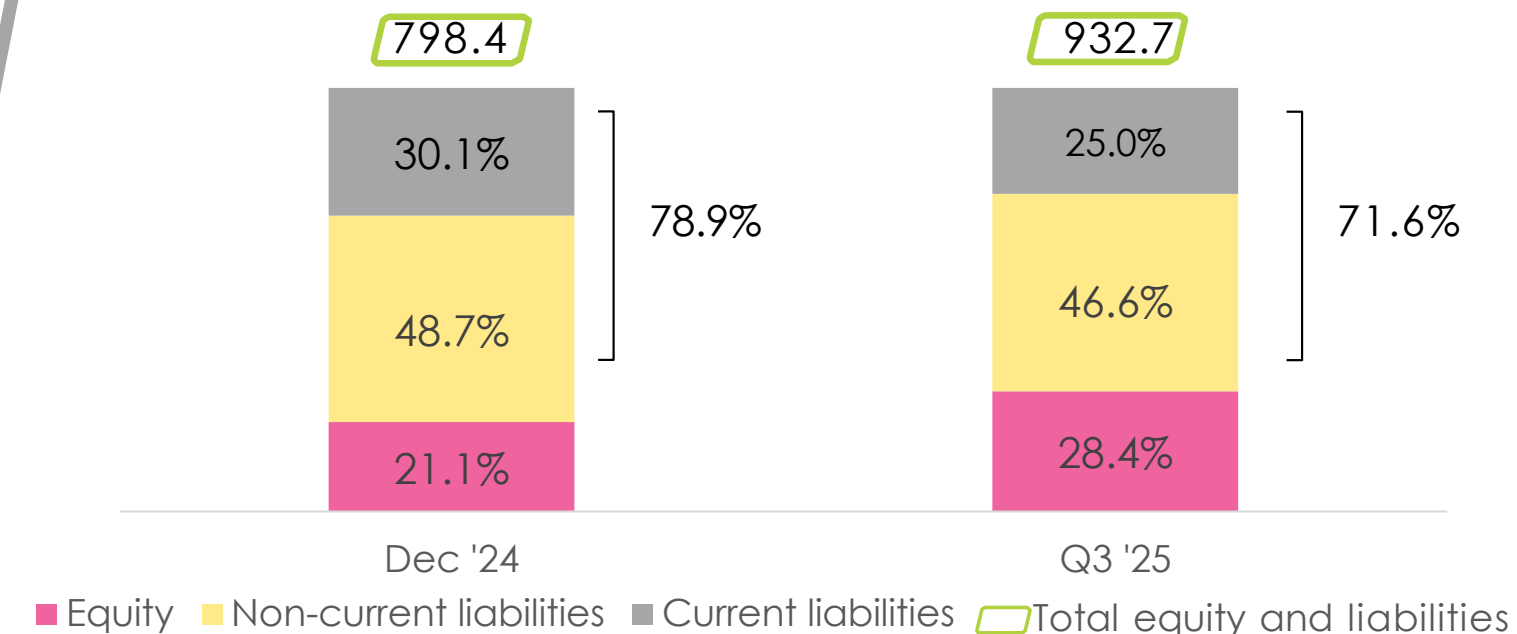


## Stronger Results, Stronger Foundation.

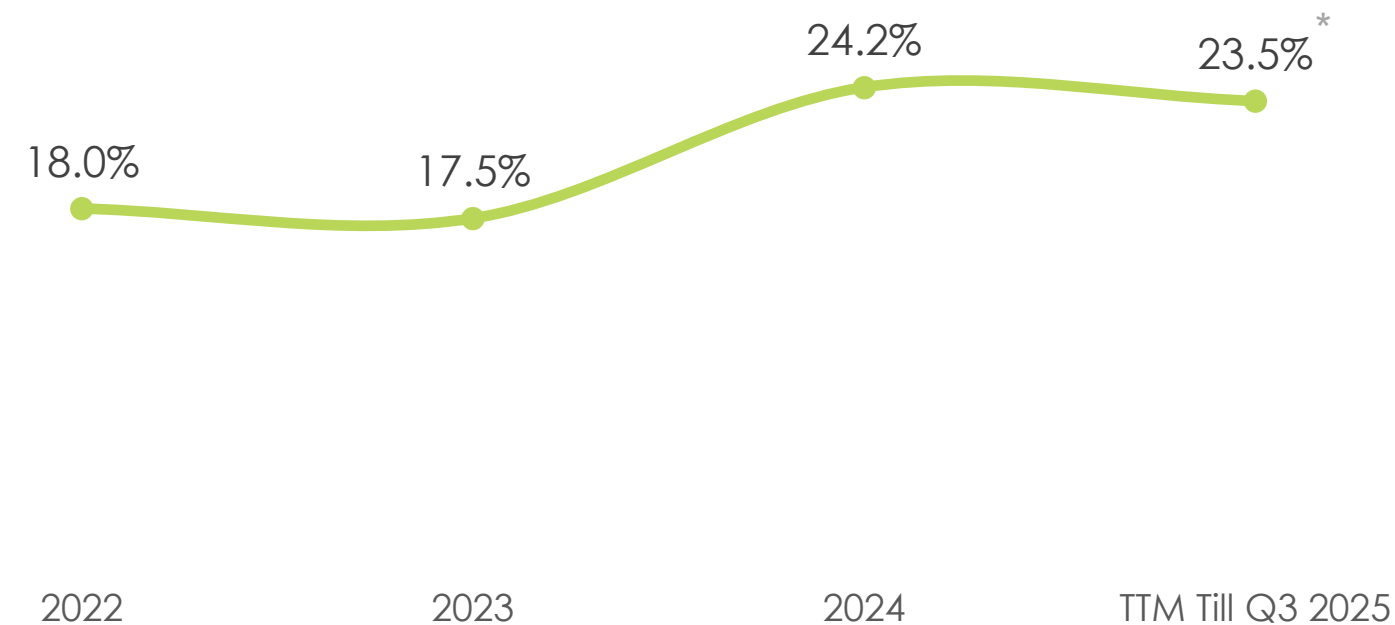
Total Assets (Millions)



Total Equity and Liabilities (Millions)

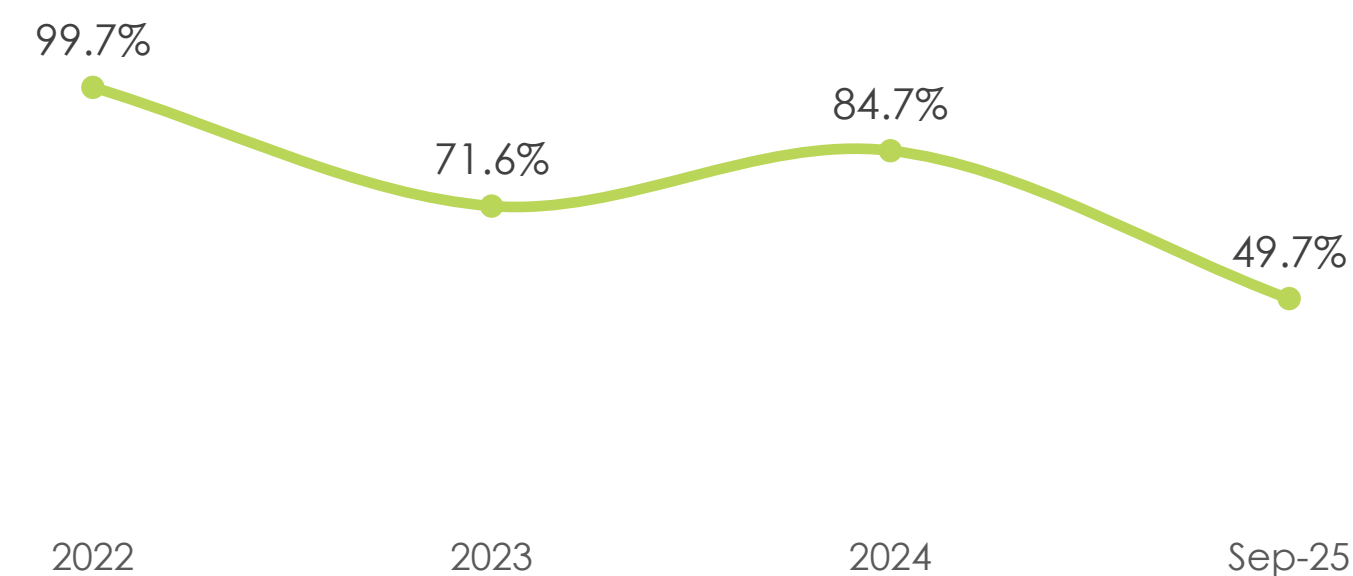


Return on Equity



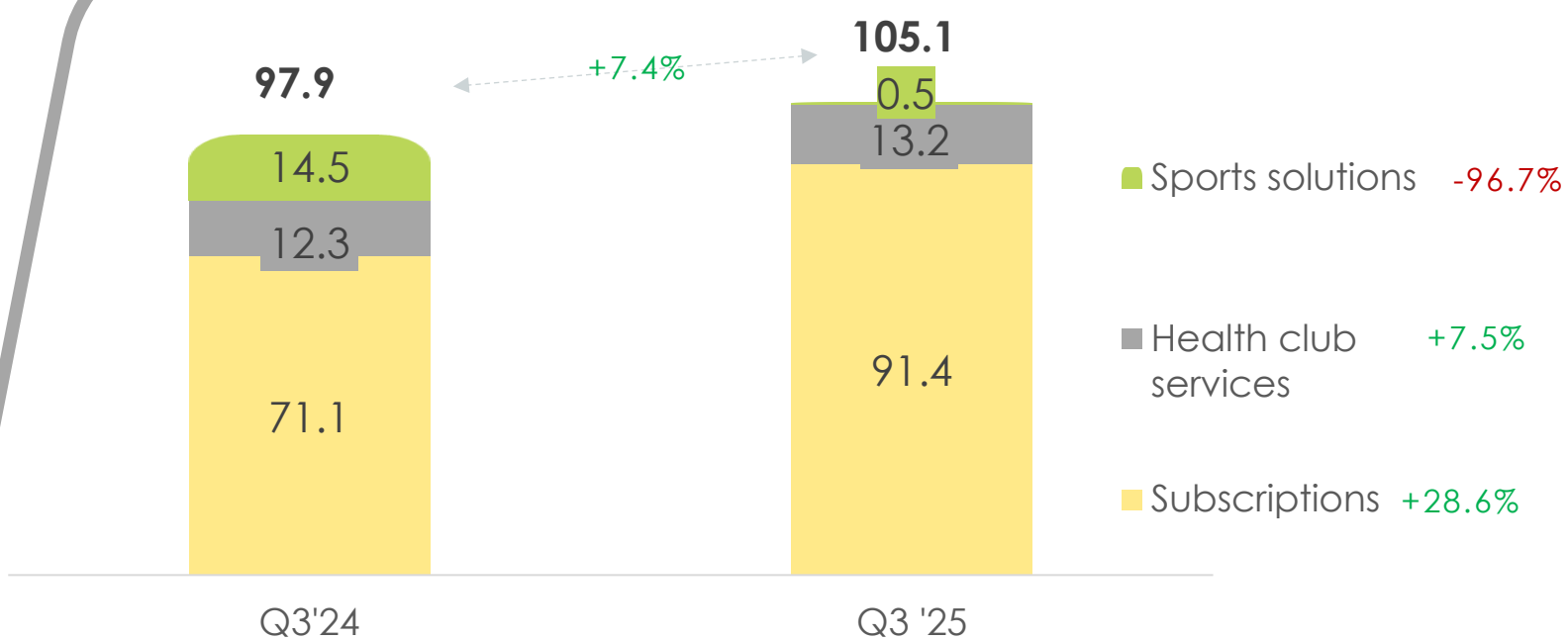
\* Calculated based on weighted average IPO proceeds impact to the equity.

Debt to Equity

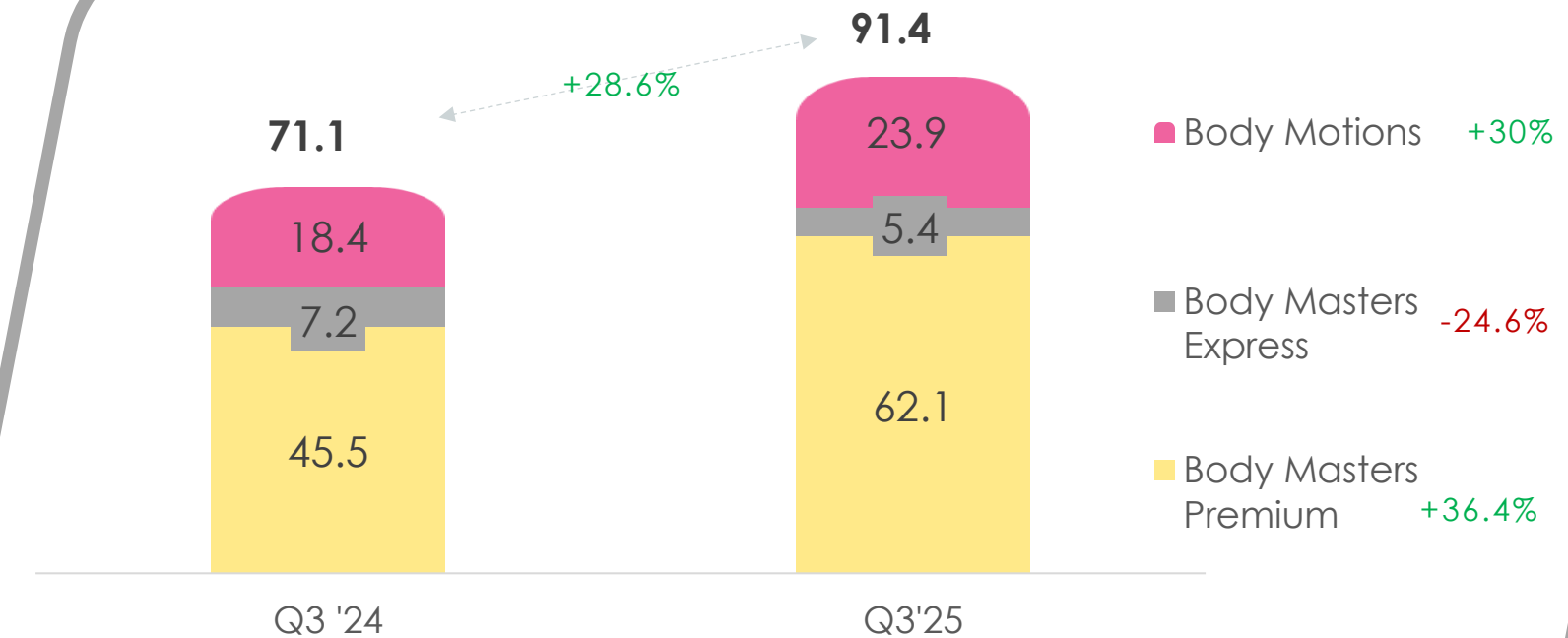


## Stronger Revenue Mix with Broad-Based GP Improvement.

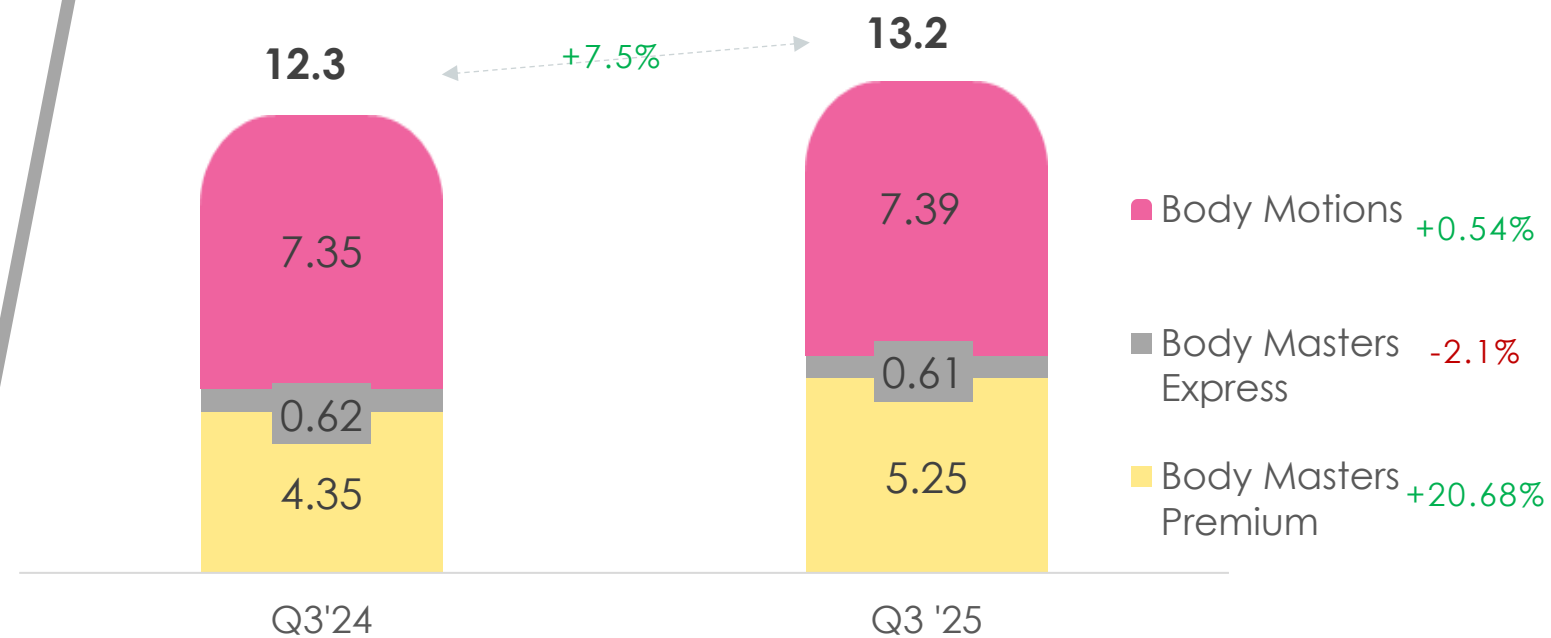
Revenue (Millions)



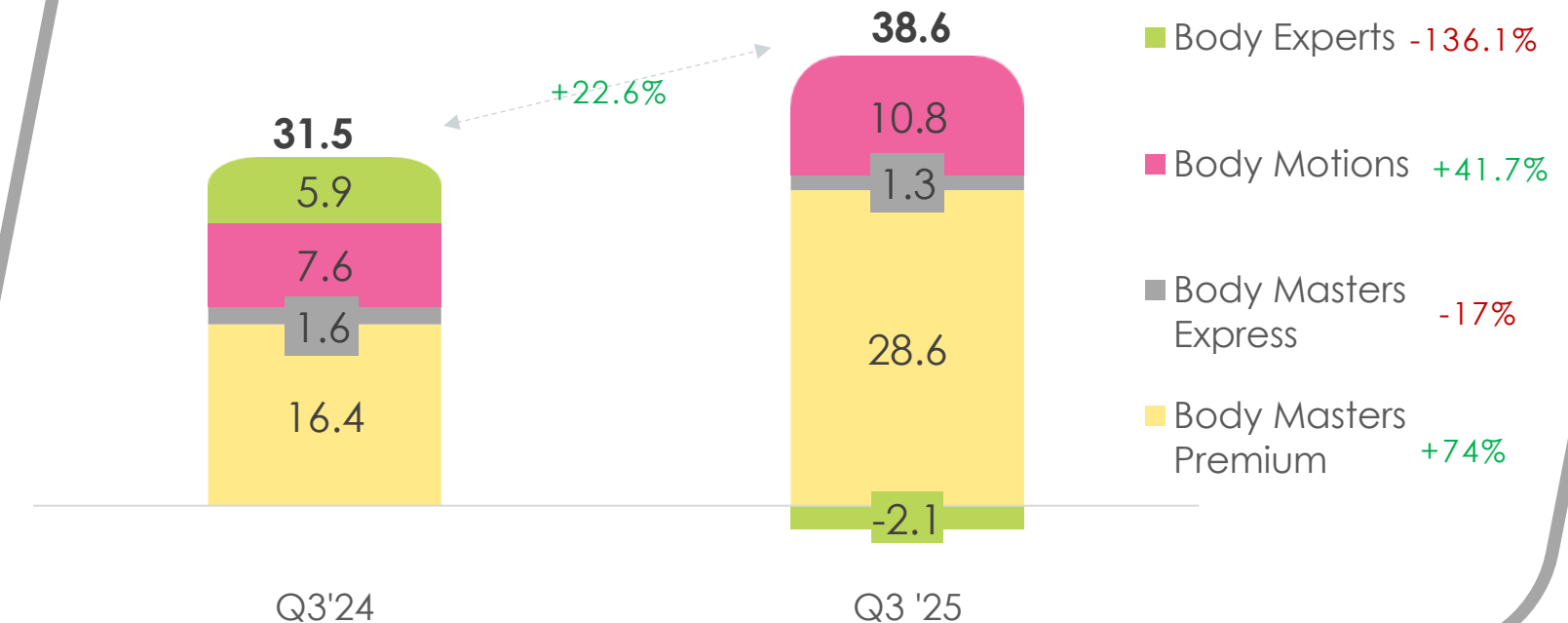
Revenue from Subscriptions (Millions)



Revenue From HC Services (Millions)



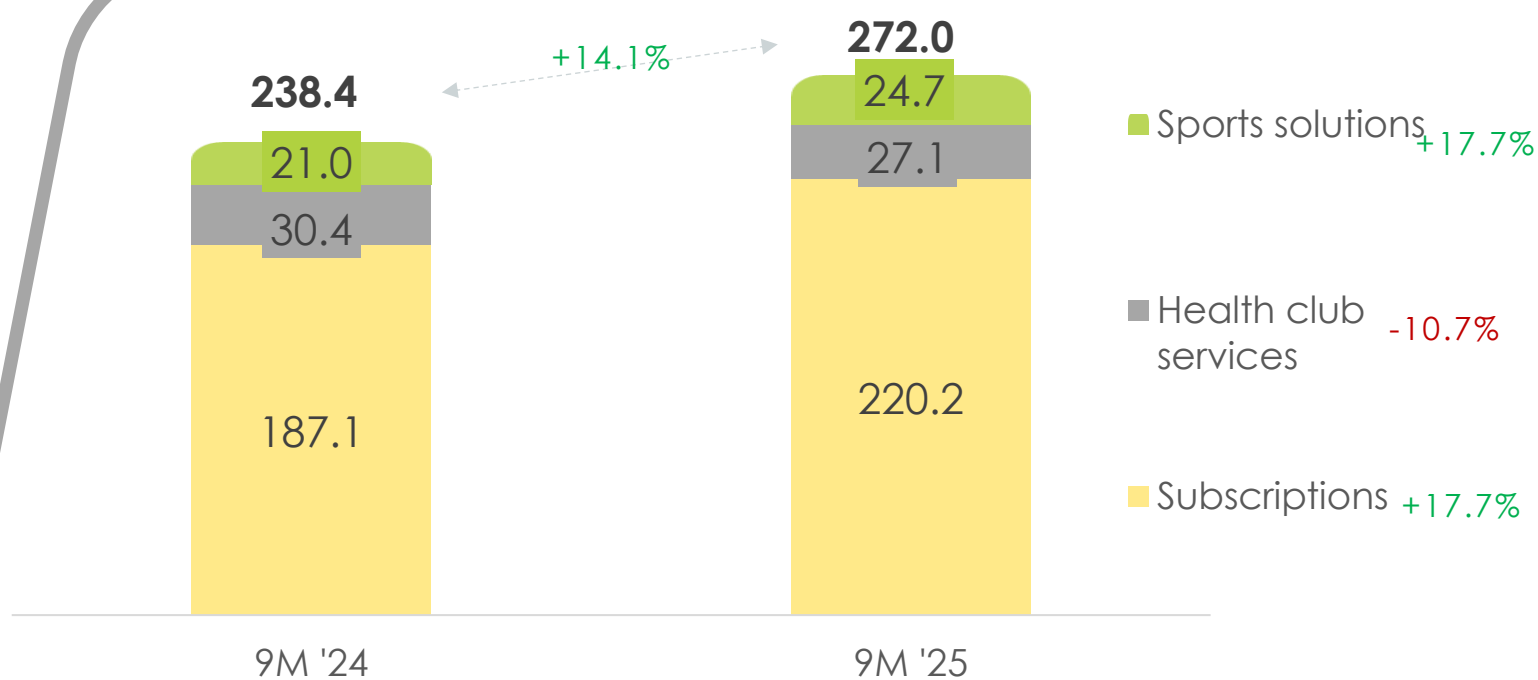
Gross Profit (Millions)



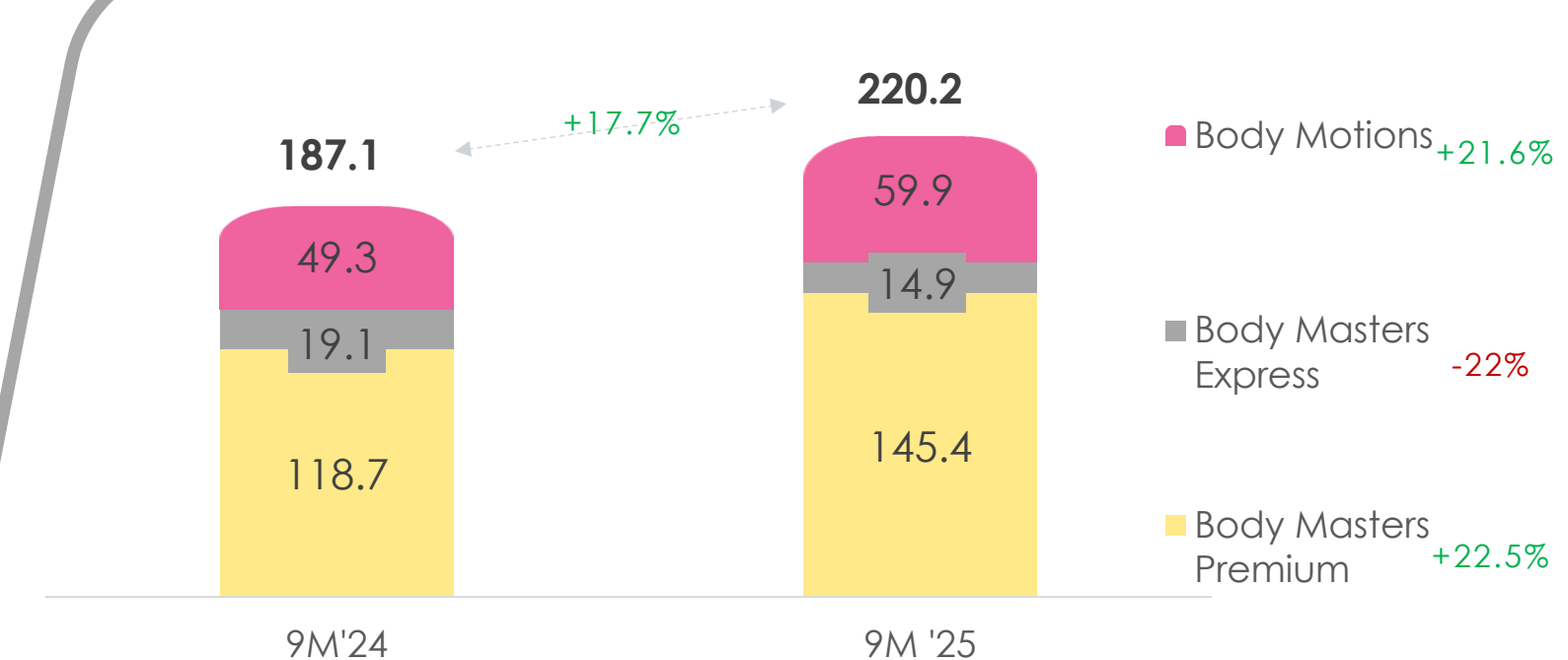


## Stronger Revenue Mix with Broad-Based GP Improvement.

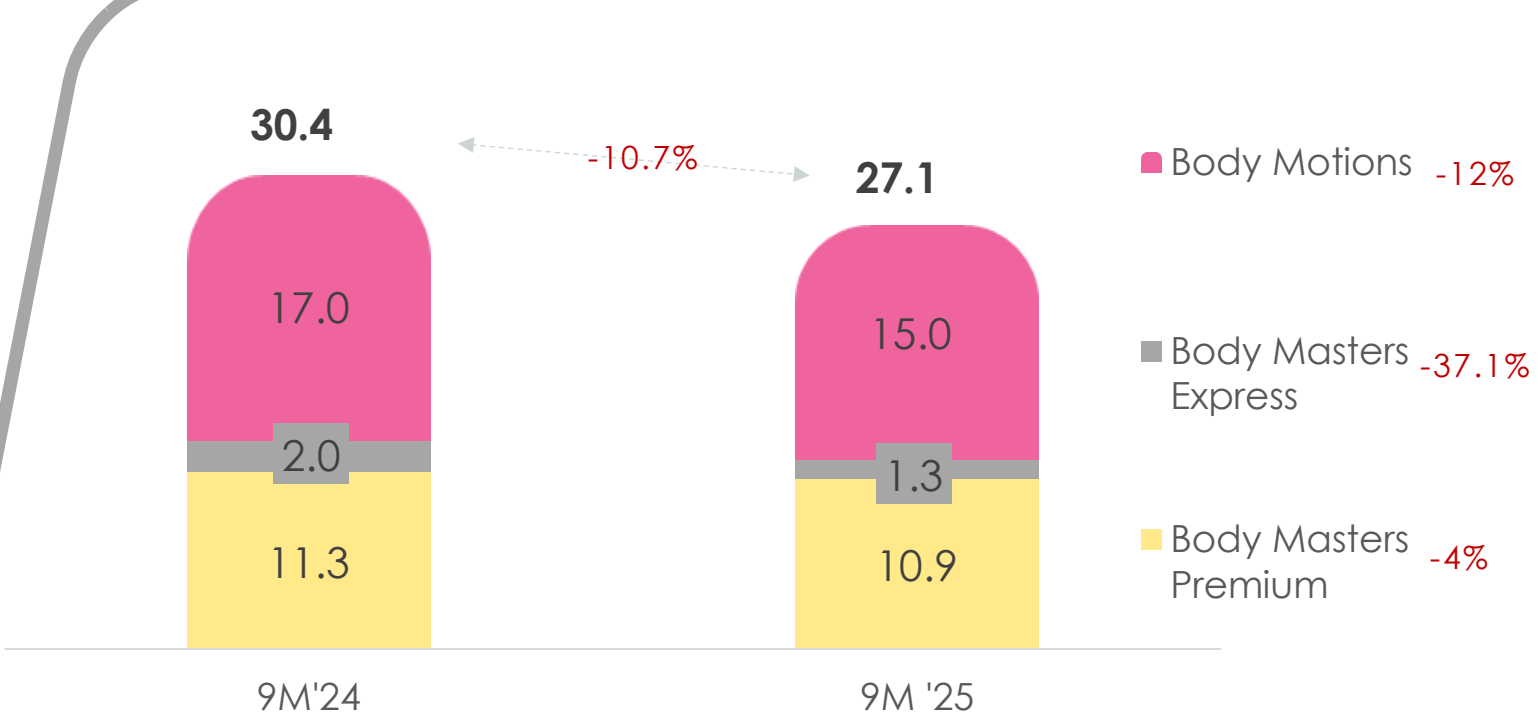
Revenue (Millions)



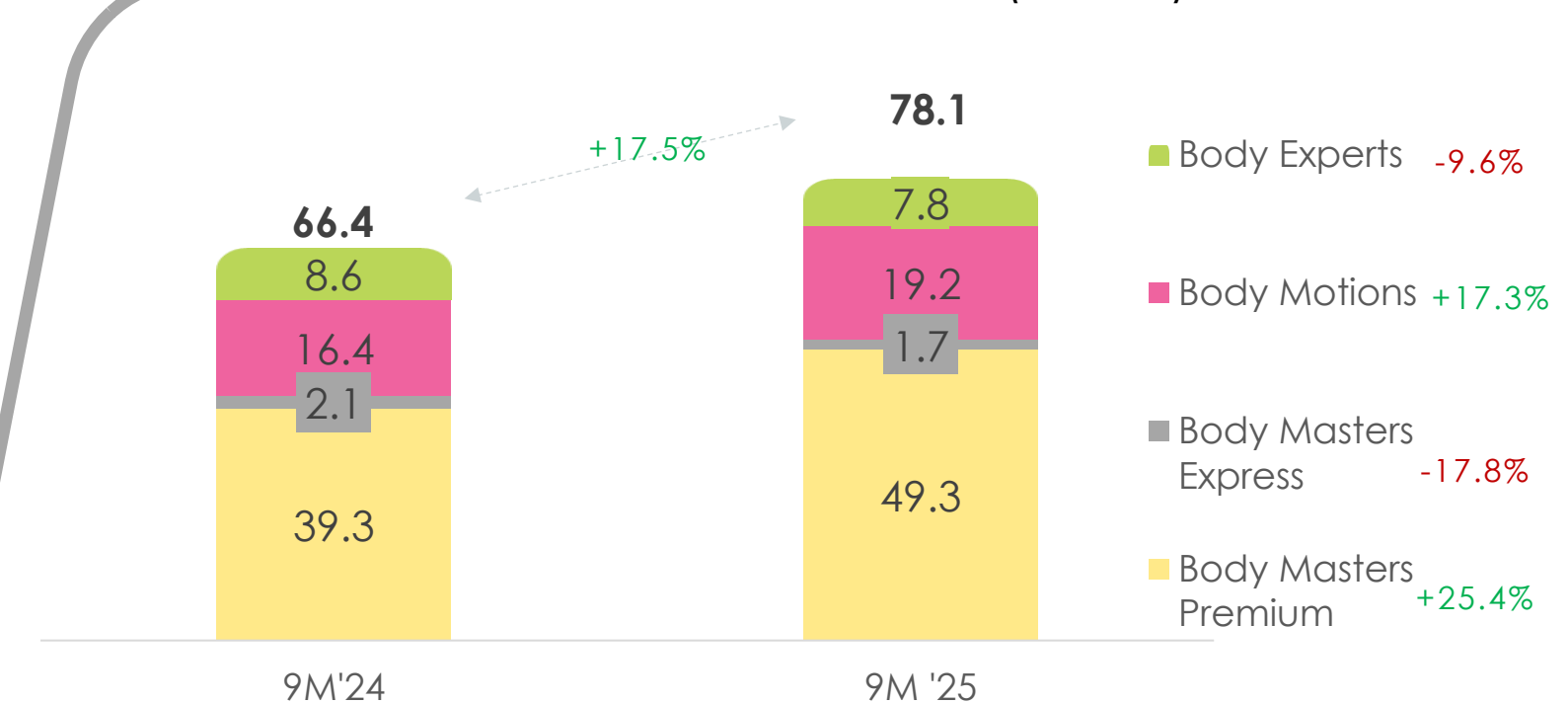
Revenue from Subscriptions (Millions)



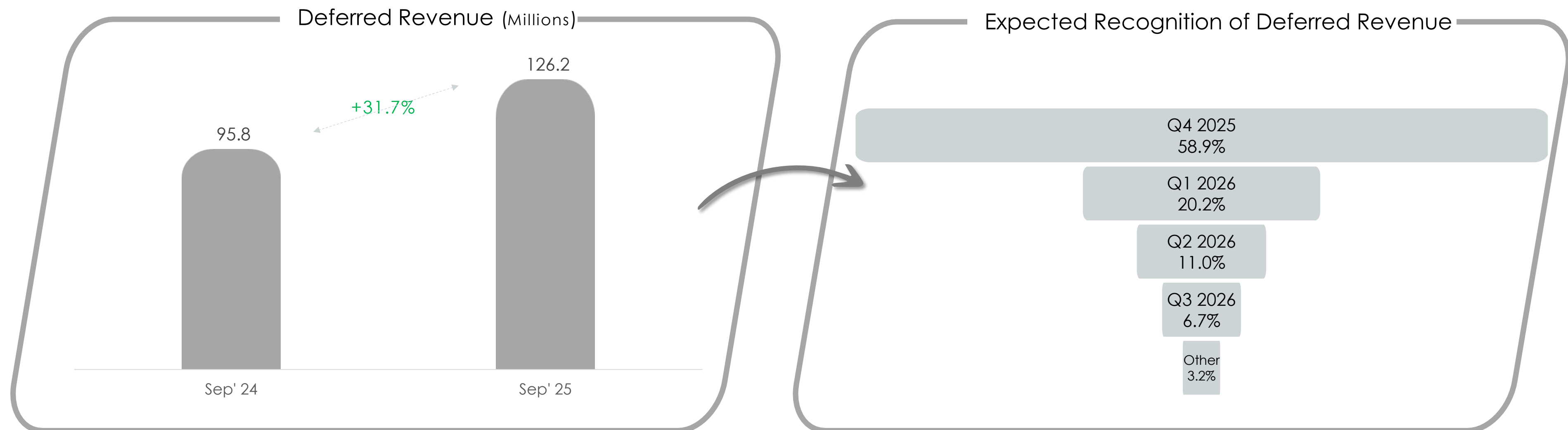
Revenue From HC Services (Millions)



Gross Profit (Millions)



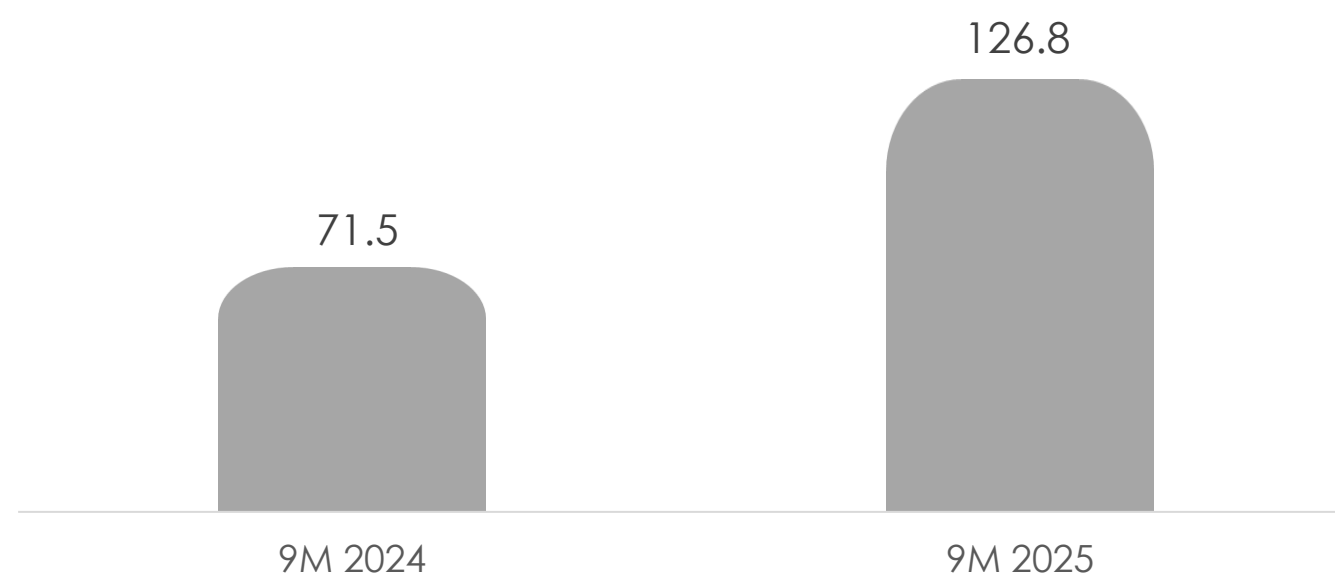
## Record Deferred Revenue to Date With Strong Forward Coverage.



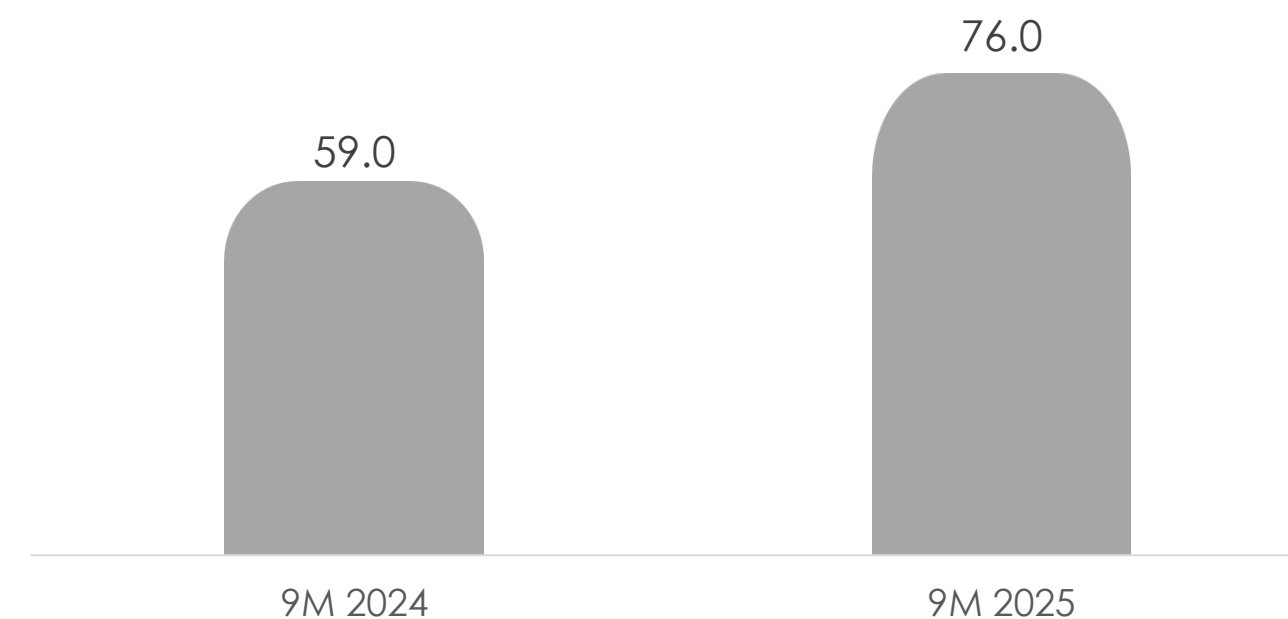


## Healthy Cash From Operations with Financing Inflow from IPO Lifts Net Cash, Despite Capex Growth from Expansion.

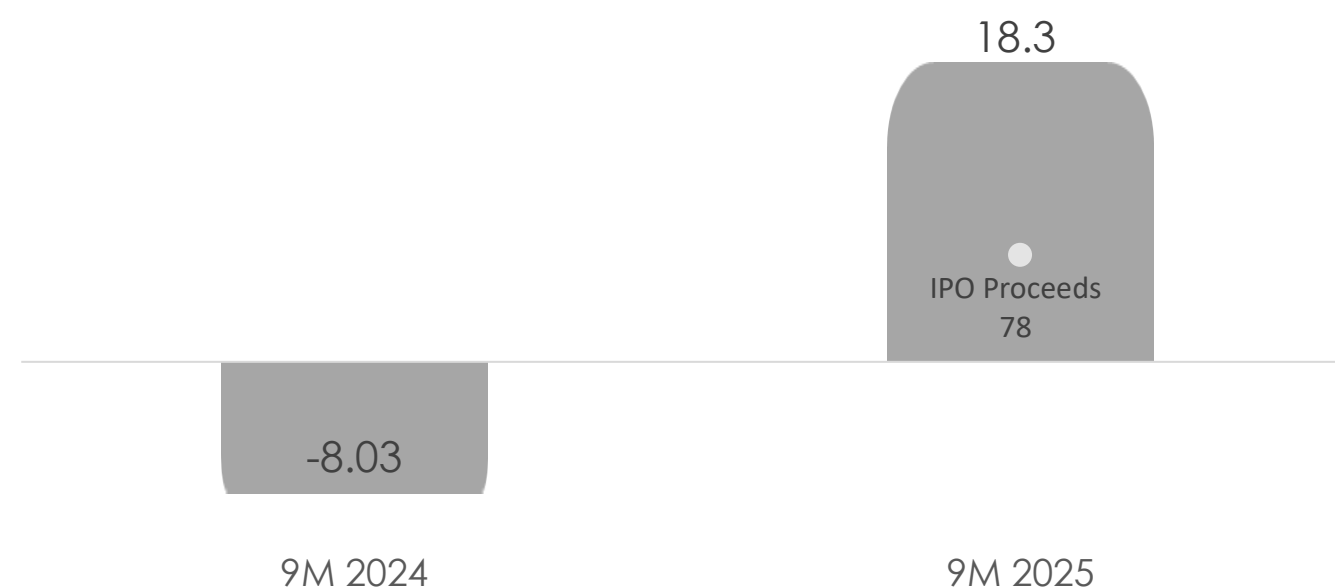
Cash Generated From Operating Activities (Millions)



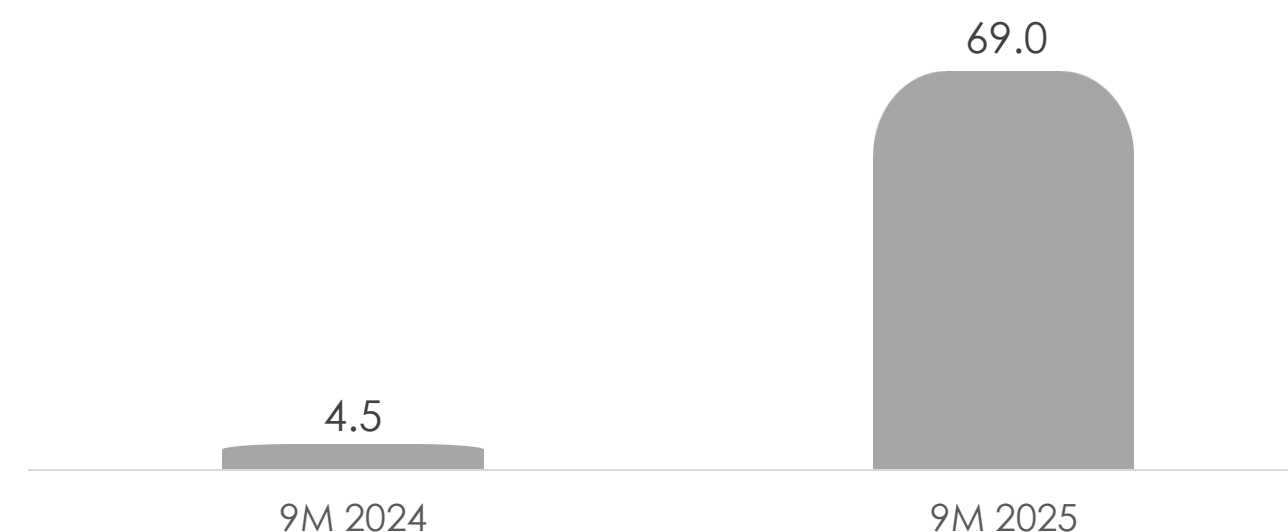
Cash used in Investing Activities (Millions)



Cash Generated from or(used in) Financing Activities (Millions)



Net cash generated (Millions)



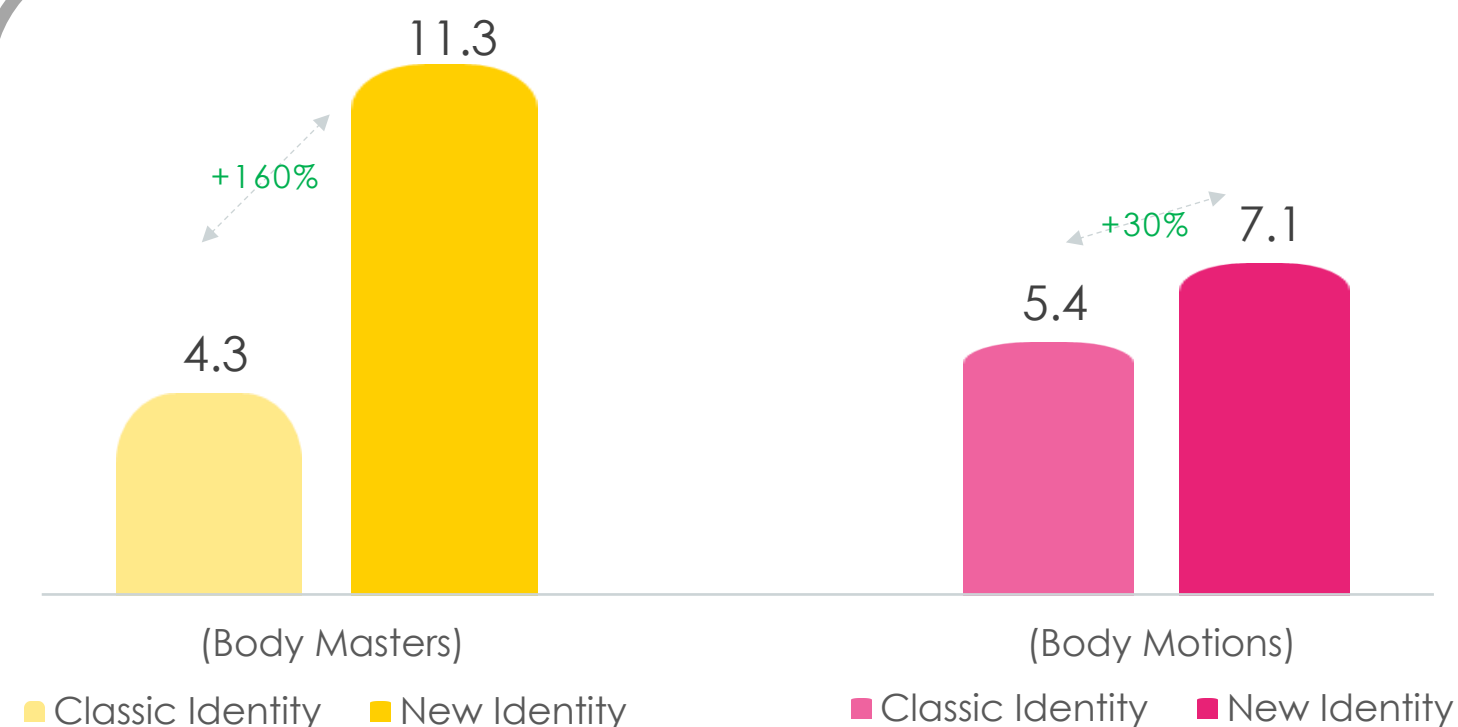


# New Identity Clubs Performance

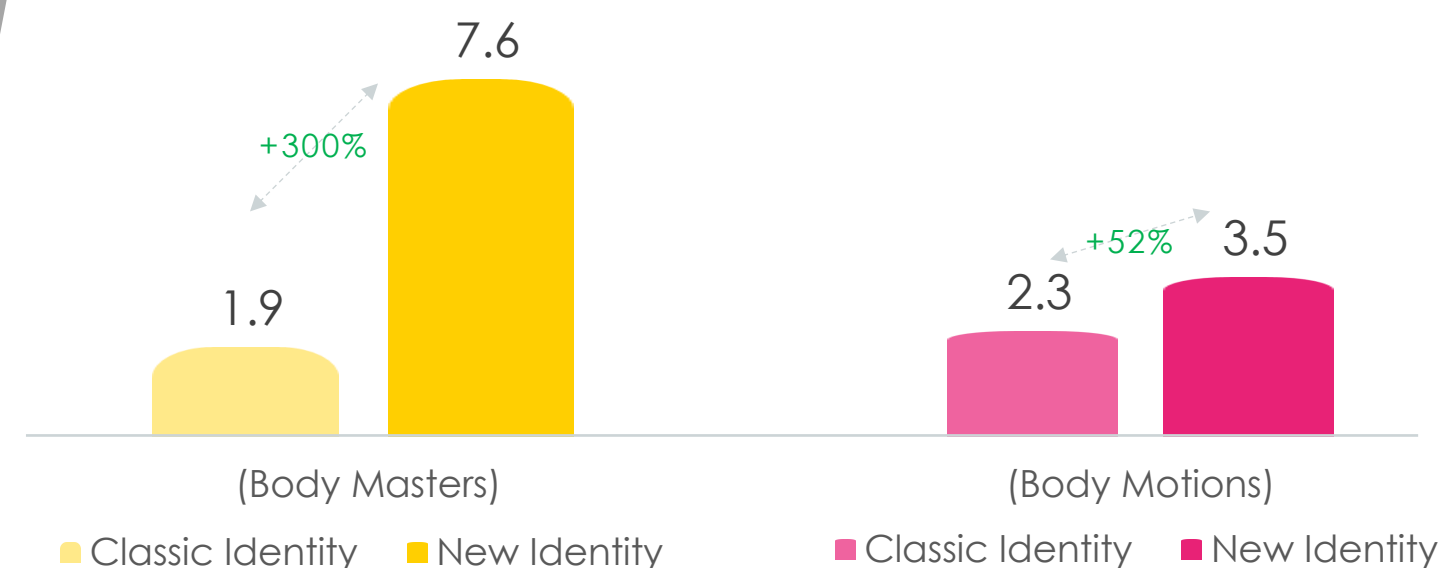


## Rebranding Strategy Paying Off!, Strong Performance Across Metrics.

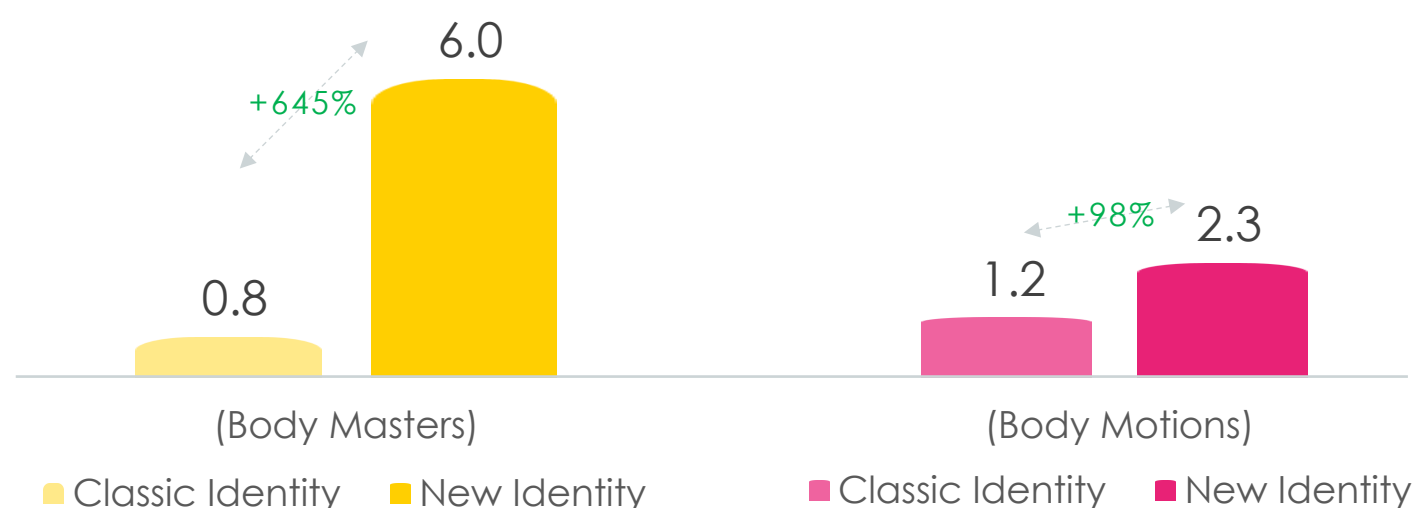
Q3'25 TTM Revenues Per Club Performance (Millions)



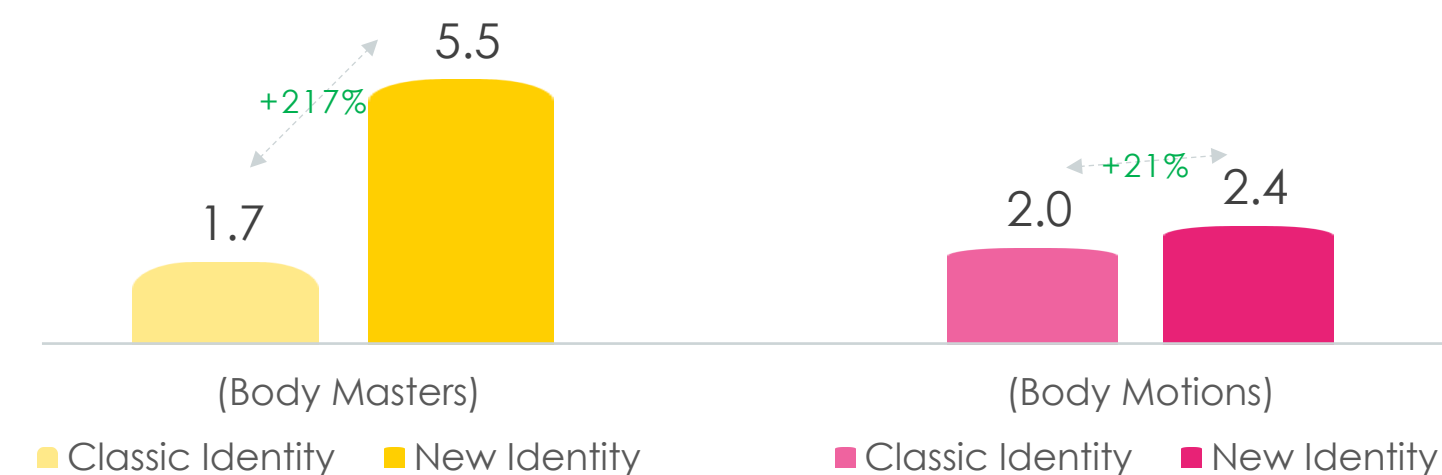
Q3'25 TTM EBITDA Per Club Performance (Millions)



Q3'25 TTM Net Income Per Club Performance (Millions)



Actual Active Members Per Club (Thousands)  
As of 30Sep 2025

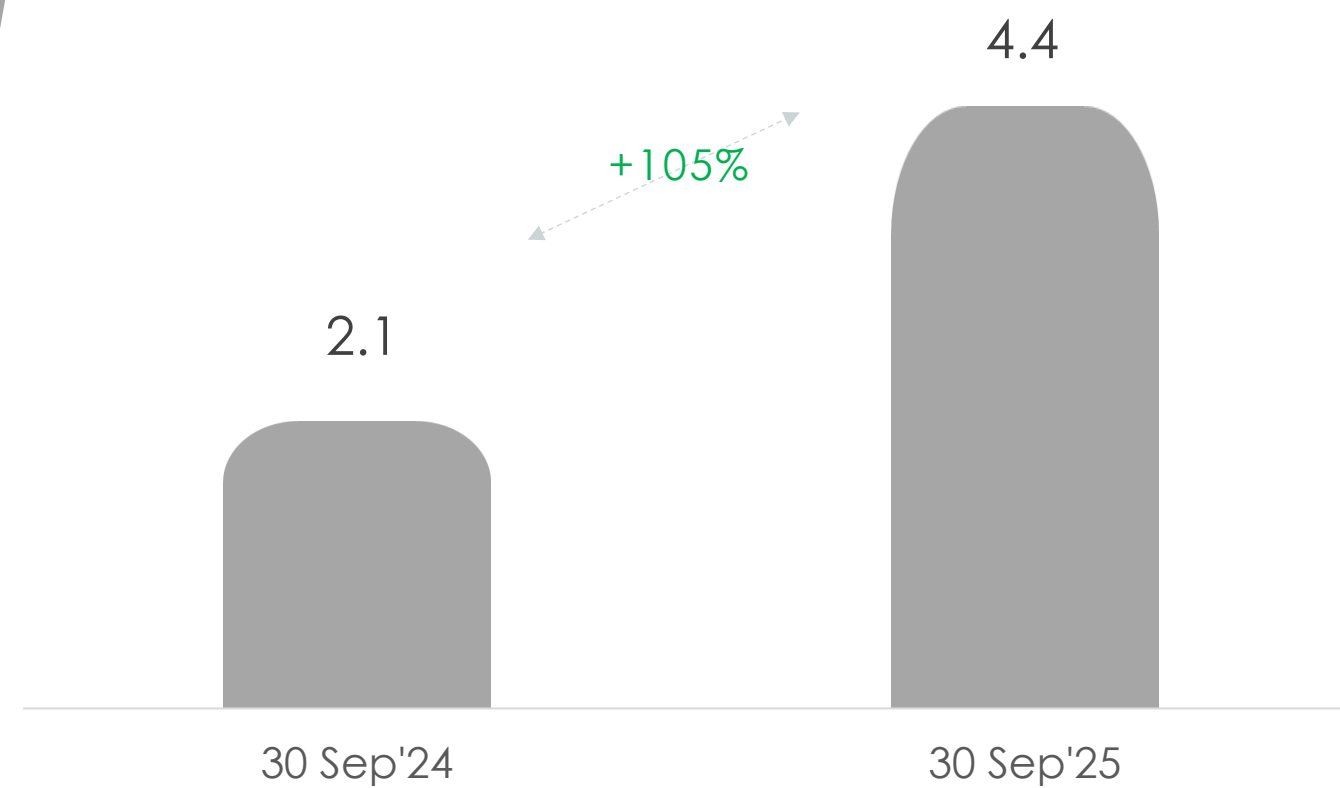




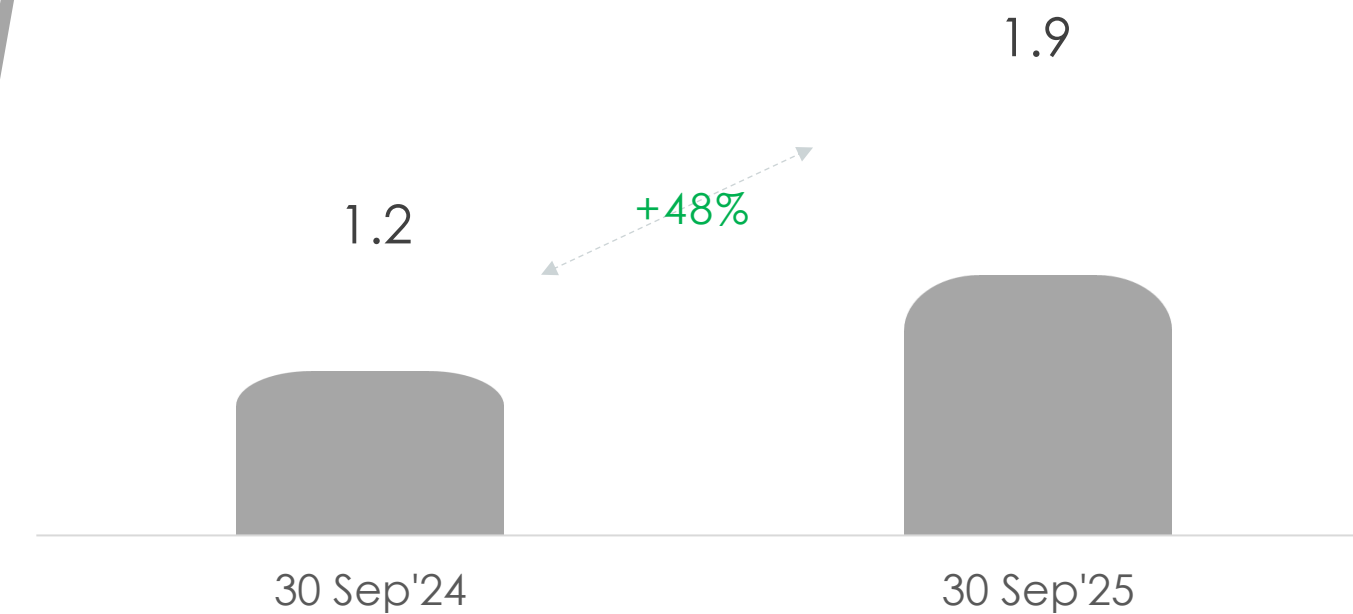
## Rebranding Strategy Paying Off!, Strong Performance Across Metrics.

Active Members for Same Clubs at Same Period end Rose Sharply YOY After Refurbishment and Rebranding.

Actual Active Members for Club 1 (Thousands)



Actual Active Members for Club 2 (Thousands)



# Guidance



## Future Business Guidance

Body Masters		Unit	2025-2026	2027 - 2029
Existing Clubs Revenue	Revenue growth	%	2.0% - 3.0%	
Clubs Closures	Premium (old model)	# of clubs	2	0-2
	Express	# of clubs	2	1-3
Total New Clubs Openings	Premium (new model)	# of clubs	9-11	14-16
Average Revenue Per New Model Club	Including ancillary revenue*	SAR MN	8-9	9-10
Average Ramp-up Per New Model Club		Months	8-10	8-10
Average Gross Margin	Premium (new model)	%	40% - 45%	42% - 47%
Average CAPEX Per New Model Club	Including equipment	SAR MN	15 - 17	15.5 - 17.5
Body Motions		Unit	2025 - 2026	2027 - 2029
Existing Clubs Revenue	Revenue growth		4.0% - 4.5%	
Clubs Closures		# of clubs	-	0-1
Total New Clubs Openings		# of clubs	9-11	14-16
Average Revenue Per Club	Including ancillary revenue*	SAR MN	7-8	8-9
Average Ramp-up Per Club		Months	10-12	10-12
Average Gross Margin		%	35% - 40%	40% - 45%
Average CAPEX Per Club	Including equipment	SAR MN	13 - 15	13.5 - 15.5
Body Experts		Unit	2025 - 2026	2027 - 2029
Existing Projects' Revenue Per Annum		SAR MN	11.5	0-2
Number of New Projects Per Annum		# of projects	1-3	4-6
Revenue Per New Project		SAR MN	2-4	2-4
Average Gross Margin Per new Project		%	25% - 35%	25% - 35%
EBITDA Margin (Company consolidated)		%	43% - 45%	50% - 54%

Note\*: Ancillary revenue includes, inter alia, personal training, nutrition services, body composition, merchandise sale, etc.



Thank you



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SPORT CLUBS COMPANY



بودي إكسبرتس



بودي موشنز



بودي ماسترز

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