

# Life Time Fitness Announces Third Quarter 2009 Financial Results

Company Reports Revenue Growth of 7.8% and Earnings Per Diluted Share of \$0.51 for the Quarter

CHANHASSEN, Minn.--(BUSINESS WIRE)-- Life Time Fitness, Inc. (NYSE:LTM) today reported its operating results for the third quarter ended September 30, 2009.

Third quarter 2009 revenue grew 7.8% to \$214.3 million from \$198.8 million during the same period last year. Net income during the quarter was \$20.6 million, or \$0.51 per diluted share, versus \$21.6 million, or \$0.55 per diluted share, for 3Q 2008. For the nine months ended September 30, 2009, revenue grew 10.0% to \$633.3 million from \$575.7 million during the same period last year. Net income for the same period was \$54.0 million, or \$1.36 per diluted share, compared to \$58.8 million, or \$1.49 per diluted share, for the first nine months of 2008.

"During the third quarter, we expanded free cash flow delivery and saw our trailing 12-month attrition rate improve," said Bahram Akradi, Life Time Fitness chairman and chief executive officer. "Moving forward, we will continue to focus on our member connectivity initiatives, prudent cost management and debt reduction."

Three and Nine Months Ended September 30, 2009, Financial Highlights:

Total revenue for the third quarter grew 7.8% to \$214.3 million. Total revenue for the first nine months of 2009 grew to \$633.3 million from \$575.7 million during the same period last year.

| (Period-over-period growth)            | 3Q 2009 vs. 3Q 2008 | YTD 2009 vs. YTD 2008 |
|--|---------------------|-----------------------|
| Membership dues                        | 10.4%               | 12.8%                 |
| Enrollment fees                        | (2.9%)              | (1.8%)                |
| In-center revenue                      | 5.3%                | 6.7%                  |
| Same-center revenue                    | (5.4%)              | (4.2%)                |
| Average center revenue / membership    | \$358 - down 0.2%   | \$1,063 - down 1.7%   |
| Average in-center revenue / membership | \$100 - down 3.1%   | \$305 - down 5.1%     |

Memberships increased 6.0% to 590,716 at September 30, 2009, from 557,164 at September 30, 2008.

Total operating expenses during 3Q 2009 were \$174.3 million compared to \$156.7 million for 3Q 2008. Year-to-date operating expenses totaled \$522.5 million compared to \$457.7 million for the same period last year.

Operating margin was 18.7% for 3Q 2009 compared to 21.2% in the prior-year period. Year-to-date operating margin was 17.5% compared to 20.5% in the prior-year period.

| (Expense as a percent of<br>total revenue) | 3Q 2009 | vs. | 3Q 2008 | YTD 2009 | vs. | YTD 2008 |
|--|---------|-----|---------|----------|-----|----------|
| Center operations                          | 59.5%   | vs. | 58.4%   | 60.5%    | vs. | 58.6%    |
| Advertising and marketing                  | 2.7%    | VS. | 3.7%    | 3.2%     | vs. | 4.1%     |
| General and administrative                 | 4.5%    | vs. | 4.8%    | 5.2%     | vs. | 5.3%     |
| Other operating                            | 3.7%    | VS. | 2.5%    | 2.8%     | vs. | 2.4%     |
| Depreciation and amortization              | 10.9%   | VS. | 9.4%    | 10.8%    | vs. | 9.1%     |

Net income during 3Q 2009 was \$20.6 million compared to \$21.6 million for 3Q 2008. For the nine months ended September 30, 2009, net income was \$54.0 million compared to \$58.8 million in the prior-year period.

EBITDA for 3Q 2009 grew 4.2% to \$63.7 million from \$61.2 in 3Q 2008. Year-to-date EBITDA grew 4.9% to \$179.9 million from \$171.5 million during the same period last year.

Cash flows from operations for the first nine months of 2009 totaled \$138.6 million compared to \$143.5 million in the prior-year period.

Weighted average fully diluted shares for 3Q 2009 totaled 40.3 million compared to 39.4 million shares in 3Q 2008.

Updated 2009 Business Outlook:

The following statements are based on the Company's current expectations for fiscal year 2009 and are subject to the risks and uncertainties described below:

- -- Revenue is expected to be \$835-\$845 million (updated from \$830-\$860 million).
- -- Net income is expected to be \$71.0-\$72.5 million (updated from \$67.0-\$71.0 million).
- -- Diluted earnings per common share is expected to be \$1.78-\$1.81 (updated from \$1.65-\$1.75).

As announced on October 15, 2009, the Company will hold a conference call today at 10:00 a.m. ET to discuss its third quarter 2009 results. Bahram Akradi, chairman and chief executive officer, Michael Robinson, executive vice president and chief financial officer, and Kenneth Cooper, vice president of finance, will host the call. The conference call will be Web

cast live and may be accessed via the Company's Investor Relations section of its Web site at lifetimefitness.com. A replay of the call will be available today at approximately 1:00 p.m. ET.

#### About Life Time Fitness, Inc.

Life Time Fitness, Inc. (NYSE:LTM) operates distinctive and large, multi-use sports and athletic, professional fitness, family recreation and resort and spa centers. The Company also provides consumers with personal training services, full-service spas and cafes, corporate wellness programs, health and nutrition education, the healthy lifestyle magazine, Experience Life, athletic events and nutritional products. As of October 22, 2009, Life Time Fitness operated 84 centers in 19 states, including Arizona, Colorado, Florida, Georgia, Illinois, Indiana, Kansas, Maryland, Michigan, Minnesota, Missouri, Nebraska, New Jersey, North Carolina, Ohio, Tennessee, Texas, Utah and Virginia. Life Time Fitness is headquartered in Chanhassen, Minnesota, and can be located on the Web at lifetimefitness.com. LIFE TIME FITNESS, LIFE TIME ATHLETIC, EXPERIENCE LIFE, and the LIFE TIME FITNESS TRIATHLON SERIES are trademarks of Life Time Fitness, Inc. All other trademarks or registered trademarks are the property of their respective owners.

#### **Risks and Uncertainties**

Certain information contained in this press release may be deemed to constitute forwardlooking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are subject to certain risks and uncertainties that could cause the Company's actual results in the future to differ materially from its historical results and those presently anticipated or projected. Among these factors are attracting and retaining members, risks related to our debt levels and debt covenants, our ability to access existing credit facilities and obtain additional financing, competition from other health and fitness centers, identifying and acquiring suitable sites for new centers, delays in opening new centers and other factors set forth in the Company's filings with the Securities and Exchange Commission. Diluted earnings per share could also be affected by the number of shares outstanding, which depends on factors such as the number of shares issued upon exercise of stock options and future grants of awards pursuant to equity-based incentive plans as well as stock offerings. The Company cautions investors not to place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update such statement to reflect events or circumstances arising after such date. All remarks made during the Company's financial results conference call will be current at the time of the call and the Company undertakes no obligation to update the replay.

LIFE TIME FITNESS, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

(In thousands)

September 30, 2009 December 31, 2008 (Unaudited)

ASSETS

CURRENT ASSETS:

| Cash and cash equivalents                 | \$<br>8,137     | \$<br>10,829     |
|---|-----------------|------------------|
| Accounts receivable, net                  | 3,192           | 6,114            |
| Inventories and center operating supplies | 13,935          | 14,632           |
| Prepaid expenses and other current assets | 14,964          | 10,994           |
| Deferred membership origination costs     | 21,497          | 19 <b>,</b> 877  |
| Deferred income taxes                     | 1,872           | 1,365            |
| Total current assets                      | 63,597          | 63,811           |
| PROPERTY AND EQUIPMENT, net               | 1,507,073       | 1,515,957        |
| RESTRICTED CASH                           | 3,785           | 3,936            |
| DEFERRED MEMBERSHIP ORIGINATION COSTS     | 11,726          | 14,210           |
| OTHER ASSETS                              | 49,967          | 49,789           |
| TOTAL ASSETS                              | \$<br>1,636,148 | \$<br>1,647,703  |
| LIABILITIES AND SHAREHOLDERS' EQUITY      |                 |                  |
| CURRENT LIABILITIES:                      |                 |                  |
| Current maturities of long-term debt      | \$<br>12,130    | \$<br>10,335     |
| Accounts payable                          | 16,926          | 14,842           |
| Construction accounts payable             | 10,602          | 63,418           |
| Accrued expenses                          | 52,323          | 46,230           |
| Deferred revenue                          | 37,230          | 36,098           |
| Total current liabilities                 | 129,211         | 170 <b>,</b> 923 |
| LONG-TERM DEBT, net of current portion    | 671,165         | 702 <b>,</b> 569 |
| DEFERRED RENT LIABILITY                   | 28,464          | 27,925           |
| DEFERRED INCOME TAXES                     | 60,252          | 51,982           |
| DEFERRED REVENUE                          | 10,622          | 13,719           |
| OTHER LIABILITIES                         | 19,390          | 27,684           |
| Total liabilities                         | 919,104         | 994,802          |
| SHAREHOLDERS' EQUITY:                     |                 |                  |
| Common stock                              | 828             | 793              |
| Additional paid-in capital                | 393,864         | 385,095          |
| Retained earnings                         | 325,718         | 271,711          |

| Accumulated other comprehensive loss          | (3,366)      | (4,698)          |
|---|--------------|------------------|
| Total shareholders' equity                    | 717,044      | 652 <b>,</b> 901 |
| TOTAL LIABILITIES AND SHAREHOLDERS'<br>EQUITY | \$ 1,636,148 | \$ 1,647,703     |

LIFE TIME FITNESS, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS (In thousands except per share data) (Unaudited)

|                               | For the     |                 | For the           |                  |  |  |
|-------------------------------|-------------|-----------------|-------------------|------------------|--|--|
|                               | Three Month | is Ended        | Nine Months Ended |                  |  |  |
|                               | September 3 | 30,             | September 30,     |                  |  |  |
|                               | 2009        | 2008            | 2009              | 2008             |  |  |
| REVENUE:                      |             |                 |                   |                  |  |  |
| Membership dues               | \$ 144,832  | \$ 131,232      | \$ 425,070        | \$ 377,001       |  |  |
| Enrollment fees               | 6,617       | 6,818           | 19,630            | 19,991           |  |  |
| In-center revenue             | 59,129      | 56 <b>,</b> 151 | 178,681           | 167,385          |  |  |
| Total center revenue          | 210,578     | 194,201         | 623,381           | 564 <b>,</b> 377 |  |  |
| Other revenue                 | 3,742       | 4,608           | 9,922             | 11,290           |  |  |
| Total revenue                 | 214,320     | 198,809         | 633,303           | 575 <b>,</b> 667 |  |  |
| OPERATING EXPENSES:           |             |                 |                   |                  |  |  |
| Center operations             | 127,468     | 116,300         | 383,313           | 337,139          |  |  |
| Advertising and marketing     | 5,756       | 7,287           | 20,145            | 23,608           |  |  |
| General and administrative    | 9,669       | 9,453           | 33,172            | 30,707           |  |  |
| Other operating               | 8,017       | 4,926           | 17,791            | 13,696           |  |  |
| Depreciation and amortization | 23,428      | 18,720          | 68,127            | 52 <b>,</b> 500  |  |  |
| Total operating expenses      | 174,338     | 156,686         | 522,548           | 457 <b>,</b> 650 |  |  |
| Income from operations        | 39,982      | 42,123          | 110,755           | 118,017          |  |  |
| OTHER INCOME (EXPENSE):       |             |                 |                   |                  |  |  |
| Interest expense, net         | (7,651)     | (7,185)         | (23,005)          | (21,301          |  |  |

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| Equity in earnings of<br>affiliate          | 316          |   | 336          |   | 985          | 985          |
|---|--------------|---|--------------|---|--------------|--------------|
| Total other income (expense)                | (7,335       | ) | (6,849       | ) | (22,020)     | (20,316)     |
| INCOME BEFORE INCOME TAXES                  | 32,647       |   | 35,274       |   | 88,735       | 97,701       |
| PROVISION FOR INCOME TAXES                  | 12,014       |   | 13,700       |   | 34,728       | 38,895       |
| NET INCOME                                  | \$<br>20,633 |   | \$<br>21,574 |   | \$<br>54,007 | \$<br>58,806 |
| BASIC EARNINGS PER COMMON<br>SHARE          | \$<br>0.52   |   | \$<br>0.55   |   | \$<br>1.38   | \$<br>1.51   |
| DILUTED EARNINGS PER COMMON<br>SHARE        | \$<br>0.51   |   | \$<br>0.55   |   | \$<br>1.36   | \$<br>1.49   |
| WEIGHTED AVERAGE NUMBER OF<br>COMMON SHARES |              |   |              |   |              |              |
| OUTSTANDING - BASIC                         | 39,410       |   | 39,025       |   | 39,221       | 38,946       |
| WEIGHTED AVERAGE NUMBER OF<br>COMMON SHARES |              |   |              |   |              |              |
| OUTSTANDING - DILUTED                       | 40,255       |   | 39,370       |   | 39,687       | 39,350       |

### LIFE TIME FITNESS, INC. AND SUBSIDIARIES

#### CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands)

(Unaudited)

|   | For the             |
|---|---------------------|
|   | Nine Months Ended   |
|   | September 30,       |
|   | 2009 2008           |
| CASH FLOWS FROM OPERATING ACTIVITIES:   |                     |
| Net income  | \$ 54,007 \$ 58,806 |
| Adjustments to reconcile net income to net cash provided by operating activities: |                     |
| Depreciation and amortization   | 68,127 52,500       |
| Deferred income taxes   | 6,957 8,094         |
| Provision for doubtful accounts   | (8) 15              |
| Loss on disposal of property and equipment, net                                   | 818 1,159           |

| Gain on sale of land held for sale                             | (873        | ) | -               |   |
|--|-------------|---|-----------------|---|
| Amortization of deferred financing costs                       | 1,925       |   | 1,078           |   |
| Share-based compensation                                       | 5,907       |   | 5,989           |   |
| Excess tax benefit related to share-based payment arrangements | (433        | ) | (38             | ) |
| Equity in earnings of affiliate                                | (985        | ) | (985            | ) |
| Changes in operating assets and liabilities                    | 2,000       |   | 16,840          |   |
| Other  | 1,109       |   | 54              |   |
| Net cash provided by operating activities                      | 138,551     |   | 143,512         |   |
| CASH FLOWS FROM INVESTING ACTIVITIES:                          |             |   |                 |   |
| Purchases of property and equipment                            | (116,853    | ) | (360,551        | ) |
| Proceeds from sale of property and equipment                   | 8           |   | 161,885         |   |
| Proceeds on sale of land held for sale                         | 1,327       |   | -               |   |
| Proceeds from property insurance settlement                    | _           |   | 317             |   |
| Increase in other assets                                       | (213        | ) | (6,443          | ) |
| Decrease (increase) in restricted cash                         | 151         |   | (2,518          | ) |
| Net cash used in investing activities                          | (115,580    | ) | (207,310        | ) |
| CASH FLOWS FROM FINANCING ACTIVITIES:                          |             |   |                 |   |
| Proceeds from long-term borrowings                             | 7,813       |   | 39,188          |   |
| Repayments of long-term borrowings                             | (7,755      | ) | (13,043         | ) |
| Proceeds from (repayments of) revolving credit facility, net   | (27,600     | ) | 42,500          |   |
| Increase in deferred financing costs                           | (745        | ) | (6,113          | ) |
| Excess tax benefit related to share-based payment arrangements | 433         |   | 38              |   |
| Proceeds from exercise of stock options                        | 2,191       |   | 2,993           |   |
| Net cash provided by (used in) financing activities            | (25,663     | ) | 65 <b>,</b> 563 |   |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS               | (2,692      | ) | 1,765           |   |
| CASH AND CASH EQUIVALENTS - Beginning of period                | 10,829      |   | 5,354           |   |
| CASH AND CASH EQUIVALENTS - End of period                      | \$<br>8,137 |   | \$<br>7,119     |   |

This release and the related conference call disclose certain non-GAAP financial measures.

EBITDA. Earnings Before Interest, Income Taxes and Depreciation and Amortization (EBITDA) is a non-GAAP disclosure consisting of net income plus interest expense, net, provision for income taxes and depreciation and amortization. This term, as the Company defines it, may not be comparable to a similarly titled measure used by other companies and is not a measure of performance presented in accordance with GAAP. The Company uses EBITDA as a measure of operating performance. The funds depicted by EBITDA are not necessarily available for discretionary use if they are reserved for particular capital purposes, to maintain compliance with debt covenants, to service debt or to pay taxes. EBITDA should not be considered as a substitute for net income, net cash provided by operating activities or other income or cash flow data prepared in accordance with GAAP. Additional details related to EBITDA are provided in the Form 8-K that the Company filed with the Securities and Exchange Commission on the date of this press release.

The following table provides a reconciliation of net income, the most directly comparable GAAP measure, to EBITDA:

RECONCILIATION OF NET INCOME TO EBITDA

(In thousands)

(Unaudited)

|                               | For the             | For the               |
|-------------------------------|---------------------|-----------------------|
|                               | Three Months Ended  | Nine Months Ended     |
|                               | September 30,       | September 30,         |
|                               | 2009 2008           | 2009 2008             |
| Net income                    | \$ 20,633 \$ 21,574 | \$ 54,007 \$ 58,806   |
| Interest expense, net         | 7,651 7,185         | 23,005 21,301         |
| Provision for income taxes    | 12,014 13,700       | 34,728 38,895         |
| Depreciation and amortization | 23,428 18,720       | 68,127 52,500         |
| EBITDA                        | \$ 63,726 \$ 61,179 | \$ 179,867 \$ 171,502 |

Free Cash Flow. Free cash flow is a non-GAAP measure consisting of net cash provided by operating activities, less purchases of property and equipment. This term, as the Company defines it, may not be comparable to a similarly titled measure used by other companies and does not represent the total increase or decrease in the cash balance presented in accordance with GAAP. The Company uses free cash flow as a measure of cash generated after spending on property and equipment. Free cash flow should not be considered as a substitute for net cash provided by operating activities prepared in accordance with GAAP.

The following table provides a reconciliation of net cash provided by operating activities, the

## most directly comparable GAAP measure, to free cash flow:

RECONCILIATION OF NET CASH PROVIDED BY OPERATING ACTIVITIES TO FREE CASH FLOW

(In thousands)

(Unaudited)

|   | For the           |              |  |
|---|-------------------|--------------|--|
|   | Nine Months Ended |              |  |
|   | September 30,     |              |  |
|   | 2009              | 2008         |  |
| Net cash provided by operating activities | \$ 138,551        | \$ 143,512   |  |
| Less: Purchases of property and equipment | (116,853)         | (360,551)    |  |
| Free cash flow                            | \$ 21,698         | \$ (217,039) |  |

Source: Life Time Fitness, Inc.