

Planet Fitness, Inc.

International & pricing opportunity help in transition year for unit openings

Reiterate Rating: BUY | PO: 90.00 USD | Price: 63.64 USD

4Q EPS above on higher re-equipment revenue

PLNT reported 4Q23 adjusted EPS of \$0.60 (vs. our \$0.57) given higher re-equipment revenues vs. our expectations (\$30mm vs. our \$23mm). Black card penetration of 61.9% was down 60bps vs. last year given a higher mix of GenZ joins which are choosing lower priced memberships. Our PO remains \$90 based on an EV of 18-19X our C25E adj. EBITDA given an outlook for improving club level economics.

2024 a transition year for unit openings

We are lowering our C24 EPS to \$2.48 (from \$2.59) mostly to reflect PLNT's unit growth outlook of 140-150 new openings (below our prior 165 and street 157). We believe openings are down from last year as PLNT expects 2024 to be a "transition year" given: (1) franchisees likely are waiting to see the benefits of PLNT's recently rolled out New Growth Model to improve unit level returns; (2) real estate availability remains low especially for 20K sq. ft boxes; (3) still difficult rate environment and elongated opening timelines (12-14 months vs. 6-9 months pre-pandemic); and (5) most ADAs were built using a 4K total store opportunity vs. 5K store opportunity that PLNT recently identified.

PLNT plans to enter Spain in 2024

PLNT announced that it plans to enter Spain in 2024 as its first market in Europe. We believe PLNT will leverage a "test and learn" approach entering through a small initial set of few corporate stores before looking to refranchise them. PLNT believes Spain could represent a 300 store opportunity over time. We believe PLNT has increased the size of its team focused on international, and could eventually enter 2-3 markets a year.

CEO search ongoing as CFO announces retirement

PLNT noted that it continues to narrow the list of CEO candidates. CFO Tom Fitzgerald also announced his retirement, but will stay on through August to allow for an extended transition period, including the involvement of the new CEO in the CFO search process.

See benefits from pricing and new growth model

We reiterate our Buy & believe valuation is compelling given: (1) an outlook for improved club level economics which should re-accelerated unit growth from PLNT's "New Growth Model" and tailwinds from a potential move to \$15/month classic card pricing (see note here). We believe even with softer join rates in Jan. (see our fitness industry tracker), PLNT will still be able to measure the effects of the pilot given use of control stores.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	1.65	2.24	2.48	2.70	3.18
GAAP EPS	1.23	1.66	1.99	2.28	(0.78)
EPS Change (YoY)	101.2%	35.8%	10.7%	8.9%	17.8%
Consensus EPS (Bloomberg)			2.50	2.89	3.48
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	38.6x	28.4x	25.7x	23.6x	20.0x
GAAP P/E	51.7x	38.3x	32.0x	27.9x	NM
EV / EBITDA*	20.1x	17.0x	15.6x	14.3x	13.6x
Free Cash Flow Yield*	-13.6%	0.8%	0.8%	2.6%	-2.0%
* For full definitions of <i>IQ</i> method SM measures, see page 5.					

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

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22 February 2024

Equity

Key Changes		
(US\$)	Previous	Current
2024E Rev (m)	1,155.5	1,137.2
2025E Rev (m)	1,275.5	1,262.1
2026E Rev (m)	1,350.3	1,355.8
2024E EPS	2.59	2.48
2025E EPS	2.93	2.70
2026E EPS	3.43	3.18

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Stock Data

Price	63.64 USD
Price Objective	90.00 USD
Date Established	10-Jan-2024
Investment Opinion	B-1-9
52-Week Range	44.13 USD - 84.48 USD
Mrkt Val (mn) / Shares Out	5,530 USD / 86.9
(mn)	
Free Float	99.3%
Average Daily Value (mn)	88.00 USD
BofA Ticker / Exchange	PLNT / NYS
Bloomberg / Reuters	PLNT US / PLNT.N
ROE (2024E)	NA
Net Dbt to Eqty (Dec-2023A)	NA
FSGMeter TM	Medium

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology"

ADA = Area Development agreement

iQprofile[™] Planet Fitness, Inc.

iQmethod SM − Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	8.3%	8.9%	9.0%	8.8%	6.3%
Return on Equity	NM	NM	NM	153.9%	126.4%
Operating Margin	28.9%	31.0%	31.8%	30.9%	34.1%
Free Cash Flow	(754)	46	43	143	(109
iQmethod [™] – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	1.6x	1.0x	1.0x	1.3x	0.23
Asset Replacement Ratio	15.8x	1.1x	1.6x	1.4x	1.33
Tax Rate	31.3%	28.3%	26.2%	23.9%	121.0%
Net Debt-to-Equity Ratio	NM	NM	NM	498.8%	NN
Interest Cover	3.3x	4.8x	5.1x	5.1x	5.12
Income Statement Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	937	1,071	1,137	1,262	1,356
% Change	59.6%	14.4%	6.2%	11.0%	7.49
Gross Profit	760	881	986	1,090	1,20
% Change	56.3%	16.0%	11.9%	10.6%	10.59
EBITDA	368	435	475	517	542
% Change	63.8%	18.5%	9.1%	8.9%	4.9%
Net Interest & Other Income	(69)	(63)	(65)	(71)	(91
Net Income (Adjusted)	149	199	218	235	273
% Change	107.7%	33.5%	9.3%	7.8%	16.4%
Free Cash Flow Data (Dec)					
	20224	20224	20245	20255	2026
(US\$ Millions)	2022A	2023A	2024E	2025E	
Net Income from Cont Operations (GAAP)	111	148	175	198	(67
Depreciation & Amortization	63	149	108	121	13
Change in Working Capital	62	(90)	(70)	(6)	(5
Deferred Taxation Charge	NA	NA	NA	NA	N/
Other Adjustments, Net	0	(161)	(170)	(170)	(160
Capital Expenditure	(989)	(161)	(170)	(170)	(168
Free Cash Flow	-754	46	43	143	-109
% Change	NM	NM	-5.3%	230.3%	NM
Share / Issue Repurchase	0	0	0	0	
Cost of Dividends Paid	0	0	0	0	(
Change in Debt	241	(87)	178	178	178
Balance Sheet Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	472	448	791	1,234	1,373
Trade Receivables	46	42	44	49	53
Other Current Assets	37	33	33	34	35
Property, Plant & Equipment	349	390	452	501	588
Oil N. C. i.A. i	1.050	2.057	2.000	1.0.10	1.00

1,950

2,855

21

225

1,978

842

3,066

(212)

2,855

2,057

2,970

21

232

1,963

873

3,089

(119)

2,970

2,000

3,321

21

168

2,213

3,266

3,321

865

54

1,943

3,761

21

170

2,463

857

3,510

3,761

251

1,887

3,937

21

173

2,713

3,755

3,937

181

849

Company Sector

Leisure

Company Description

Planet Fitness is one of the largest and fastest-growing franchisors and operators of fitness clubs in the United States with over 2,000 clubs & 18MM members. Planet Fitness offers a high-quality fitness, non-intimidating experience at a compelling value that targets the underserved roughly 80% of US population that is currently not a member of a fitness club. Planet Fitness also sells fitness equipment to its franchisees.

Investment Rationale

We rate Planet Fitness shares Buy, given (1) significant club growth opportunity and rising royalty rate, (2) differentiated business model that should continue to gain share and grow the market by targeting underserved consumers, & (3) growth in its equipment segment.

Stock Data

Average Daily Volume

1,382,736

Quarterly Earnings Estimates

	2023	2024
Q1	0.41A	0.49E
Q2	0.65A	0.67E
Q3	0.59A	0.64E
Q4	0.60A	0.68E

Other Non-Current Assets

Other Current Liabilities

Other Non-Current Liabilities

Total Assets

Short-Term Debt

Long-Term Debt

Total Equity

Total Liabilities

Total Equity & Liabilities* For full definitions of *IQmethod* 5M measures, see page 5.



								Adj. D&A	Purchase	Adjusted	Interest	Other	Adj.		Adjusted	Extra	Reported	Adjusted		
	Franchise	Corporate	Equipment	Total	Cost of	Club		(X-intangible	Acct. Adj./	Operating	Expense	expense	Pre-tax	Pro Forma	Net	Gain	Net	Operating		Diluted
	Revenue	Revenue	Revenue	Revenue	Revenue	Operations	SG&A	amort.)	Other	Inc	(Income)	(income)	Income	Tax	Income	(Loss)	Inc.	EPS	EPS	Sh O/S
Mar-Q1	\$80.1	\$76.2	\$30.4	\$186.7	\$22.4	\$47.5	\$46.4	\$17.2	-\$3.1	\$56.3	\$21.0	-\$4.1	\$39.4	\$10.3	\$29.1	-\$10.6	\$18.4	\$0.32		89.7
Jun-Q2	\$82.5	\$101.5	\$40.4	\$224.4	\$32.5	\$56.4	\$44.8	\$21.4	\$1.0	\$68.4	\$21.5	-\$0.1	\$47.0	\$12.6	\$34.5	-\$9.1	\$25.3	\$0.38		91.3
Sep-Q3	\$80.7	\$101.3	\$62.3	\$244.4	\$48.5	\$57.9	\$49.7	\$22.0	-\$0.9	\$67.2	\$20.4	-\$4.8	\$51.6	\$13.4	\$38.2	-\$7.5	\$30.7	\$0.42		90.7
Dec-Q4	<u>\$86.3</u>	<u>\$100.5</u>	<u>\$94.6</u>	<u>\$281.3</u>	<u>\$73.8</u>	<u>\$57.6</u>	<u>\$40.9</u>	<u>\$23.0</u>	<u>\$7.3</u>	<u>\$78.7</u>	<u>\$19.3</u>	<u>-\$4.5</u>	<u>\$63.8</u>	<u>\$16.5</u>	\$47.3	<u>-\$10.9</u>	<u>\$36.4</u>	<u>\$0.53</u>	<u>\$0.40</u>	90.0
2022	\$329.6	\$379.4	\$227.7	\$936.8	\$177.2	\$219.4	\$181.8	\$83.5	\$4.3	\$270.6	\$82.2	-\$13.5	\$201.8	\$52.7	\$149.1	-\$185.4	-\$36.4	\$1.65	-\$0.40	90.4
Mar-Q1	\$92.7	\$105.9	\$23.7	\$222.2	\$19.4	\$66.0	\$43.0	\$23.4	\$3.7	\$66.7	\$17.7	-\$0.1	\$49.1	\$12.7	\$36.4	-\$10.9	\$25.5	\$0.41	\$0.28	89.8
Jun-Q2	\$98.8	\$113.8	\$73.9	\$286.5	\$59.5	\$58.9	\$46.2	\$23.8	\$3.4	\$94.8	\$17.3	-\$0.4	\$77.8	\$20.2	\$57.7	-\$13.5	\$44.2	\$0.65	\$0.50	89.1
Sep-Q3	\$98.2	\$113.2	\$66.1	\$277.6	\$53.8	\$63.1	\$49.2	\$24.5	-\$0.3	\$87.2	\$17.5	-\$0.1	\$69.9	\$18.1	\$51.8	-\$10.5	\$41.3	\$0.59	\$0.47	88.4
Dec-Q4	<u>\$98.2</u>	<u>\$116.4</u>	<u>\$70.4</u>	<u>\$285.1</u>	<u>\$57.5</u>	<u>\$65.6</u>	\$50.4	<u>\$26.2</u>	\$2.4	\$83.1	<u>\$16.4</u>	<u>-\$5.0</u>	<u>\$71.7</u>	<u>\$18.6</u>	\$53.2	<u>-\$16.4</u>	<u>\$36.8</u>	<u>\$0.60</u>	\$0.42	88.4
2023	\$387.9	\$449.3	\$234.1	\$1,071.3	\$190.0	\$253.6	\$188.7	\$98.0	\$9.2	\$331.7	\$68.8	-\$5.7	\$268.6	\$69.6	\$199.0	-\$51.3	\$147.7	\$2.24	\$1.66	88.9
Mar-Q1E	\$102.0	\$118.6	\$22.1	\$242.6	\$16.6	\$67.0	\$52.5	\$26.3	\$3.7	\$76.6	\$18.2	-\$0.1	\$58.5	\$15.5	\$43.0	-\$10.6	\$32.4	\$0.49	\$0.37	88.2
Jun-Q2E	\$110.7	\$127.4	\$61.5	\$299.6	\$46.1	\$72.0	\$54.0	\$26.8	\$3.4	\$97.3	\$17.8	-\$0.4	\$79.9	\$21.2	\$58.7	-\$12.5	\$46.3	\$0.67	\$0.53	87.9
Sep-Q3E	\$109.9	\$126.8	\$54.8	\$291.6	\$41.1	\$71.7	\$57.6	\$27.3	-\$0.3	\$94.3	\$18.0	-\$0.1	\$76.4	\$20.3	\$56.2	-\$9.7	\$46.5	\$0.64	\$0.53	87.7
Dec-Q4E	<u>\$110.0</u>	<u>\$130.4</u>	<u>\$63.1</u>	<u>\$303.5</u>	\$47.3	<u>\$73.7</u>	<u>\$59.4</u>	<u>\$27.8</u>	\$2.4	<u>\$93.0</u>	<u>\$16.9</u>	<u>-\$5.0</u>	\$81.1	<u>\$21.5</u>	<u>\$59.6</u>	<u>-\$9.8</u>	<u>\$49.9</u>	<u>\$0.68</u>	\$0.57	<u>87.4</u>
2024E	\$432.6	\$503.2	\$201.4	\$1,137.2	\$151.1	\$284.3	\$223.5	\$108.0	\$9.2	\$361.1	\$70.8	-\$5.7	\$296.0	\$78.4	\$217.5	-\$42.5	\$175.0	\$2.48	\$1.99	87.8
2025E	\$488.9	\$558.6	\$214.7	\$1,262.1	\$171.7	\$318.4	\$251.4	\$121.0	\$9.2	\$390.3	\$76.8	-\$5.7	\$319.2	\$84.6	\$234.6	-\$36.4	\$198.2	\$2.70	\$2.28	86.8
PERCENT	AGE CHANGE												RATIO ANAL	YSIS						
	Systemwide							Total					Cost of		Adjusted			Pro Forma		
	Same-store	Franchise	Corporate	Equipment	Total			Operating	Operating	Ptx	Optg		Cost of Revenue /	Club Ops /	Adjusted SG&A	D&A	Ор	Tax	Ptx	Op Net
	Same-store Sales	Revenue	Revenue	Revenue	Revenues	SG&A	D&A	Operating Costs	Inc	Inc	EPS		Revenue / Equipment	Corp Stores	SG&A Ratio	D&A Ratio	Mgn	Tax Rate	Mgn	Mgn
Mar-Q1	Same-store Sales 15.9%	Revenue 25.0%	Revenue 101.0%	Revenue 206.2%	Revenues 66.8%	26.1%	51.7%	Operating Costs 63.6%	Inc 74.8%	Inc 218.4%	EPS 208.9%		Revenue / Equipment 26.5%	Corp Stores 37.6%	SG&A Ratio 24.9%	D&A Ratio 9.2%	Mgn 30.2%	Tax Rate 26.2%	Mgn 21.1%	Mgn 15.6%
Jun-Q2	Same-store Sales 15.9% 13.6%	25.0% 13.3%	Revenue 101.0% 150.0%	Revenue 206.2% 69.8%	Revenues 66.8% 63.5%	26.1% 28.5%	51.7% 96.7%	Operating Costs 63.6% 68.9%	74.8% 52.5%	218.4% 89.9%	EPS 208.9% 81.1%		Revenue / Equipment 26.5% 19.5%	37.6% 44.4%	SG&A Ratio 24.9% 19.9%	D&A Ratio 9.2% 9.5%	Mgn 30.2% 30.5%	Tax Rate 26.2% 26.7%	Mgn 21.1% 21.0%	Mgn 15.6% 15.4%
Jun-Q2 Sep-Q3	Same-store Sales 15.9% 13.6% 8.2%	25.0% 13.3% 7.1%	Revenue 101.0% 150.0% 130.8%	Revenue 206.2% 69.8% 78.2%	Revenues 66.8% 63.5% 58.4%	26.1% 28.5% 30.5%	51.7% 96.7% 81.7%	Operating Costs 63.6% 68.9% 69.0%	74.8% 52.5% 36.0%	218.4% 89.9% 72.2%	EPS 208.9% 81.1% 67.1%		Revenue / Equipment 26.5% 19.5% 22.1%	Corp Stores 37.6% 44.4% 42.9%	SG&A Ratio 24.9% 19.9% 20.3%	D&A Ratio 9.2% 9.5% 9.0%	Mgn 30.2% 30.5% 27.5%	Tax Rate 26.2% 26.7% 25.9%	Mgn 21.1% 21.0% 21.1%	Mgn 15.6% 15.4% 15.6%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u>	Same-store Sales 15.9% 13.6% 8.2% 9.0%	25.0% 13.3% 7.1% 10.0%	Revenue 101.0% 150.0% 130.8% 123.9%	Revenue 206.2% 69.8% 78.2% 56.7%	Revenues 66.8% 63.5% 58.4% 53.2%	26.1% 28.5% 30.5% <u>30.4%</u>	51.7% 96.7% 81.7% <u>93.5%</u>	Operating	74.8% 52.5% 36.0% <u>67.9%</u>	218.4% 89.9% 72.2% 106.8%	EPS 208.9% 81.1% 67.1% 103.8%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0%	2.9% 42.6%	SG&A Ratio 24.9% 19.9%	D&A Ratio 9.2% 9.5% 9.0% 8.2%	Mgn 30.2% 30.5% 27.5% 28.0%	Tax Rate 26.2% 26.7% 25.9% 25.9%	Mgn 21.1% 21.0% 21.1% 22.7%	Mgn 15.6% 15.4% 15.6% 16.8%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6%	26.1% 28.5% 30.5% <u>30.4%</u> 28.8%	51.7% 96.7% 81.7% <u>93.5%</u> 80.9%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0%	74.8% 52.5% 36.0% 67.9% 56.1%	218.4% 89.9% 72.2% 106.8% 106.0%	EPS 208.9% 81.1% 67.1% 103.8% 100.0%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2%	37.6% 44.4% 42.9% 42.6% 42.2%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022 Mar-Q1	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0%	Revenue 206.2% 69.8% 78.2% <u>56.7%</u> 76.4% -22.3%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0%	26.1% 28.5% 30.5% <u>30.4%</u> 28.8% -7.3%	51.7% 96.7% 81.7% <u>93.5%</u> 80.9% 36.5%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3%	74.8% 52.5% 36.0% 67.9% 56.1% 18.4%	1nc 218.4% 89.9% 72.2% 106.8% 106.0% 24.7%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2% 18.2%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7%	SG&A Ratio 24.9% 19.9% 20.3% 14.5%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022 Mar-Q1 Jun-Q2	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 19.7%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0%	74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6%	218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5%		Revenue / Equipment 26.5% 19.5% 22.1% 22.2% 18.2% 19.5%	37.6% 44.4% 42.9% 42.6% 42.2%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 19.4% 16.1%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022 Mar-Q1 Jun-Q2 Sep-Q3	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.99% 8.7% 8.4%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 19.7% 21.6%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 13.6%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4%	74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8%	105 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0%		Revenue / Equipment 26.5% 19.5% 22.1% 22.2% 18.2% 19.5% 18.7%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3% 8.8%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1% 31.4%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9% 25.9% 25.9%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022 Mar-Q1 Jun-Q2 Sep-Q3 <u>Dec-Q4</u>	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.796	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 19.7% 21.6% 13.9%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 13.6% 1.4%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% -0.3%	74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6%	10c 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5% 12.4%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 18.2% 19.5% 18.7% 18.4%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3% 43.6%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3% 8.8% 9.2%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1% 31.4% 29.1%	Tax Rate 26.2% 26.7% 25.9% 25.9% 25.9% 25.9% 25.9% 25.9% 25.9%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022 Mar-Q1 Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2023	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.796 8.6%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 19.7% 21.6% 13.9% 17.7%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9% 18.4%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5% 2.8%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 13.6% 1.4% 14.4%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2% 3.8%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0% 17.3%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% -0.3% 467.4%	74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6% 488.9%	10c 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5% 12.4% 582.2%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3% 35.7%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 18.2% 19.5% 18.7% 18.4% 18.8%	7.6% 37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3% 43.6% 43.6%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3% 8.8% 9.2% 9.1%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1% 31.4%	Tax Rate 26.2% 26.7% 25.9% 25.9% 25.9% 25.9% 25.9% 25.9% 25.9%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2% 25.1%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6%
Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2022 Mar-Q1 Jun-Q2 Sep-Q3 <u>Dec-Q4</u> 2023 Mar-Q1E	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.7% 8.6% 6.0%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 19.7% 21.6% 13.9%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 13.6% 1.4%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2% 3.8% 22.0%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0% 17.3% 12.0%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% -0.3% 467.4% 6.7%	1nc 74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6% 488.9% 14.9%	Inc 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 33.55% 12.4% 582.2% 19.2%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3% 35.7% 20.4%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2% 18.2% 19.5% 18.7% 18.4% 18.8% 25.0%	7.6% 37.6% 44.4% 42.9% 42.2% 37.7% 48.2% 44.3% 43.6% 43.6% 43.5%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3% 8.8% 9.2% 9.1% 10.8%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1% 31.4% 29.1% 31.0% 31.6%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9% 25.9% 25.9% 25.9% 25.9% 26.5%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2% 25.1% 24.1%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6% 17.7%
Jun-Q2 Sep-Q3 Dec-Q4 2022 Mar-Q1 Jun-Q2 Sep-Q3 Dec-Q4 2023 Mar-Q1E Jun-Q2E	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.7% 8.6% 6.0% 6.5%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 21.6% 21.6% 13.9% 17.7% 10.0% 12.0%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9% 18.4% 12.0% 12.0%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5% 2.8% -6.7% -16.8%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 13.6% 14.4% 9.2% 4.6%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2% 3.8% 22.0% 17.0%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0% 17.3% 12.0% 12.4%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% -0.3% 467.4% 6.7% 5.5%	1nc 74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6% 488.9% 14.9% 2.7%	Inc 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5% 12.4% 582.2% 19.2% 2.7%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3% 35.7% 20.4% 3.2%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2% 18.2% 19.5% 18.7% 18.4% 18.8% 25.0% 25.0%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3% 43.6% 43.6% 43.6% 43.5% 43.5%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7% 17.7% 21.6% 18.0%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.8% 8.8% 9.2% 9.1% 10.8% 8.9%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 31.1% 31.4% 29.1% 31.0% 31.6% 32.5%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9% 25.9% 25.9% 25.9% 25.9% 26.5% 26.5%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2% 25.1% 24.1% 26.7%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6% 17.7% 19.6%
Jun-Q2 Sep-Q3 Dec-Q4 2022 Mar-Q1 Jun-Q2 Sep-Q3 Dec-Q4 2023 Mar-Q1E Jun-Q2E Sep-Q3E	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.7% 6.6% 6.0% 6.5%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 21.6% 13.9% 17.7% 10.0% 12.0%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9% 18.4% 12.0% 12.0% 12.0%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5% 2.8% -6.7% -16.8% -17.2%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 1.4% 9.2% 4.6% 5.0%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2% 3.8% 22.0% 17.0%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0% 17.3% 12.0% 12.4% 11.1%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% 67.4% 6.7% 5.5% 3.7%	1nc 74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6% 488.9% 14.9% 2.7% 8.1%	Inc 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5% 12.4% 582.2% 19.2% 2.7% 9.4%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3% 35.7% 20.4% 3.2% 9.4%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2% 18.2% 19.5% 18.7% 18.4% 25.0% 25.0% 25.0%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3% 43.6% 43.6% 43.6% 43.5% 43.5% 43.5%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7% 17.6% 21.6% 18.0% 19.7%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3% 8.8% 9.2% 9.1% 10.8% 8.9% 9.3%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1% 31.4% 29.1% 31.0% 31.6% 32.5% 32.3%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9% 25.9% 25.9% 25.9% 26.5% 26.5% 26.5% 26.5%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2% 25.1% 24.1%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6% 17.7% 19.6% 19.3%
Jun-Q2 Sep-Q3 Dec-Q4 2022 Mar-Q1 Jun-Q2 Sep-Q3 Dec-Q4 2023 Mar-Q1E Jun-Q2E	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.7% 8.6% 6.0% 6.5%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 21.6% 21.6% 13.9% 17.7% 10.0% 12.0%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9% 18.4% 12.0% 12.0%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5% 2.8% -6.7% -16.8%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 13.6% 14.4% 9.2% 4.6%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2% 3.8% 22.0% 17.0%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0% 12.0% 12.4% 11.1% 5.9%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% -0.3% 467.4% 6.7% 5.5%	1nc 74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6% 488.9% 14.9% 2.7%	Inc 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5% 12.4% 582.2% 19.2% 2.7%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3% 35.7% 20.4% 3.2% 9.4% 13.4%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2% 18.2% 19.5% 18.7% 18.4% 18.8% 25.0% 25.0%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3% 43.6% 43.6% 43.6% 43.5% 43.5%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7% 17.7% 21.6% 18.0%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.8% 8.8% 9.2% 9.1% 10.8% 8.9%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 31.1% 31.4% 29.1% 31.0% 31.6% 32.5%	Tax Rate 26.2% 26.7% 25.9% 25.9% 26.1% 25.9% 25.9% 25.9% 25.9% 25.9% 26.5% 26.5%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2% 25.1% 24.1% 26.7%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6% 17.7% 19.6% 19.3% 19.6%
Jun-Q2 Sep-Q3 Dec-Q4 2022 Mar-Q1 Jun-Q2 Sep-Q3 Dec-Q4 2023 Mar-Q1E Jun-Q2E Sep-Q3E	Same-store Sales 15.9% 13.6% 8.2% 9.0% 12.3% 9.9% 8.7% 8.4% 7.7% 6.6% 6.0% 6.5%	Revenue 25.0% 13.3% 7.1% 10.0% 13.4% 15.7% 21.6% 13.9% 17.7% 10.0% 12.0%	Revenue 101.0% 150.0% 130.8% 123.9% 126.9% 39.0% 12.1% 11.8% 15.9% 18.4% 12.0% 12.0% 12.0%	Revenue 206.2% 69.8% 78.2% 56.7% 76.4% -22.3% 82.6% 6.1% -25.5% 2.8% -6.7% -16.8% -17.2%	Revenues 66.8% 63.5% 58.4% 53.2% 59.6% 19.0% 27.6% 1.4% 9.2% 4.6% 5.0%	26.1% 28.5% 30.5% 30.4% 28.8% -7.3% 3.1% -1.0% 23.2% 3.8% 22.0% 17.0%	51.7% 96.7% 81.7% 93.5% 80.9% 36.5% 11.3% 11.7% 14.0% 17.3% 12.0% 12.4% 11.1%	Operating Costs 63.6% 68.9% 69.0% 48.1% 61.0% 19.3% 22.8% 7.4% 67.4% 6.7% 5.5% 3.7%	1nc 74.8% 52.5% 36.0% 67.9% 56.1% 18.4% 38.6% 29.8% 5.6% 488.9% 14.9% 2.7% 8.1%	Inc 218.4% 89.9% 72.2% 106.8% 106.0% 24.7% 65.5% 35.5% 12.4% 582.2% 19.2% 2.7% 9.4%	EPS 208.9% 81.1% 67.1% 103.8% 100.0% 25.0% 71.5% 39.0% 14.3% 35.7% 20.4% 3.2% 9.4%		Revenue / Equipment 26.5% 19.5% 22.1% 22.0% 22.2% 18.2% 19.5% 18.7% 18.4% 25.0% 25.0% 25.0%	37.6% 44.4% 42.9% 42.6% 42.2% 37.7% 48.2% 44.3% 43.6% 43.6% 43.6% 43.5% 43.5% 43.5%	SG&A Ratio 24.9% 19.9% 20.3% 14.5% 19.4% 16.1% 17.7% 17.6% 21.6% 18.0% 19.7%	D&A Ratio 9.2% 9.5% 9.0% 8.2% 8.9% 10.5% 8.3% 8.8% 9.2% 9.1% 10.8% 8.9% 9.3%	Mgn 30.2% 30.5% 27.5% 28.0% 28.9% 30.0% 33.1% 31.4% 29.1% 31.0% 31.6% 32.5% 32.3%	Tax Rate 26.2% 26.7% 25.9% 25.9% 25.9% 25.9% 25.9% 25.9% 25.9% 26.5% 26.5% 26.5% 26.5% 26.5%	Mgn 21.1% 21.0% 21.1% 22.7% 21.5% 22.1% 27.2% 25.2% 25.2% 25.1% 24.1% 26.7% 26.2%	Mgn 15.6% 15.4% 15.6% 16.8% 15.9% 16.4% 20.1% 18.7% 18.6% 17.7% 19.6% 19.3%

Source: BofA Global Research estimates, Company filings

BofA GLOBAL RESEARCH

Price objective basis & risk

Planet Fitness, Inc. (PLNT)

Our \$90 price objective is based on an EV of 18-19x our 2025E EBITDA estimate, at the high-end of a broader group of highly franchised companies (10-20x EV/EBITDA). We believe a multiple at the high-end of the average for franchise peers is justified for Planet Fitness, given: (1) significant club growth opportunity and rising royalty rate, (2) differentiated business model that should continue to gain share and grow the market by targeting underserved consumers, and (3) growth in its equipment segment.

Downside risks to our PO are: 1) the fitness club industry is competitive, 2) execution risks related to club growth, 3) risks associated with franchise model, 4) PLNT's brand image is key to retaining and attracting new members, 5) high financial leverage, 6) a challenging macroeconomic environment could pressure membership growth, & 7) same-store sales growth is largely dependent on expanding membership base.

Analyst Certification

I, Alexander Perry, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

US - Broadlines, Hardlines, Food Retailers & Leisure Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Academy Sports + Outdoors	ASO	ASO US	Robert F. Ohmes, CFA
	BJ's Wholesale Club Holdings	BJ	BJ US	Robert F. Ohmes, CFA
	Costco Wholesale Corporation	COST	COST US	Robert F. Ohmes, CFA
	Fox Factory Holding Corp	FOXF	FOXF US	Alexander Perry
	Grocery Outlet Holding Corp.	GO	GO US	Robert F. Ohmes, CFA
	Harley-Davidson	HOG	HOG US	Alexander Perry
	Life Time	LTH	LTH US	Alexander Perry
	Planet Fitness, Inc.	PLNT	PLNT US	Alexander Perry
	Sysco Corporation	SYY	SYY US	Kendall Toscano
	Target Corp.	TGT	TGT US	Robert F. Ohmes, CFA
	The Kroger Co.	KR	KR US	Robert F. Ohmes, CFA
	Topgolf Callaway Brands Corp	MODG	MODG US	Alexander Perry
	Walmart Inc	WMT	WMT US	Robert F. Ohmes, CFA
NEUTRAL				
	Dick's Sporting Goods	DKS	DKS US	Robert F. Ohmes, CFA
	Xponential Fitness	XPOF	XPOF US	Alexander Perry
	YETI Holdings, Inc.	YETI	YETI US	Robert F. Ohmes, CFA
UNDERPERFORM				
	Canada Goose Holdings Inc	YGOOS	GOOS CN	Alexander Perry
	Canada Goose Holdings Inc	GOOS	GOOS US	Alexander Perry
	Columbia Sportswear	COLM	COLM US	Alexander Perry
	Dollar General Corporation	DG	DG US	Robert F. Ohmes, CFA
	Dollar Tree, Inc.	DLTR	DLTR US	Robert F. Ohmes, CFA
	Hibbett Sports, Inc.	HIBB	HIBB US	Alexander Perry
	National Vision	EYE	EYE US	Robert F. Ohmes, CFA
	Sprouts Farmers Market, Inc.	SFM	SFM US	Robert F. Ohmes, CFA



*IQ*method[™] Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) \times (1 - Tax Rate) + Goodwill Amortization	Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
		Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt - Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
P 11 1 1 2 7 2 5 1 5 1	Other LT Liabilities	

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

Menethod 3*is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

Redatabase is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Global Research.

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Disclosures

Important Disclosures

Planet Fitness, Inc. (PLNT) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Leisure Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	16	55.17%	Buy	9	56.25%
Hold	7	24.14%	Hold	5	71.43%
Sell	6	20.69%	Sell	4	66.67%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

FUNDAMENTAL EQUITY OPINION KEY: Opinions include a Volatility Risk Rating, an Investment Rating and an Income Rating. VOLATILITY RISK RATINGS, indicators of potential price fluctuation, are: A - Low, B - Medium and C - High. INVESTMENT RATINGS reflect the analyst's assessment of both a stock's absolute total return potential as well as its attractiveness for investment relative to other stocks within its Coverage Cluster (defined below). Our investment ratings are: 1 - Buy stocks are expected to have a total return of at least 10% and are the most attractive stocks in the coverage cluster; 2 - Neutral stocks are expected to remain flat or increase in value and are less attractive than Buy rated stocks and 3 - Underperform stocks are the least attractive stocks in a coverage cluster. An investment rating of 6 (No Rating) indicates that a stock is no longer trading on the basis of fundamentals. Analysts assign investment ratings considering, among other things, the 0-12 month total return expectation for a stock and the firm's guidelines for ratings dispersions (shown in the table below). The current price objective for a stock should be referenced to better understand the total return expectation at any given time. The price objective reflects the analyst's view of the potential price appreciation (depreciation).

Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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