



# ASIA-PACIFIC HEALTH, FITNESS & WELLNESS INDUSTRY REPORT

DEFINITIVE MARKET INSIGHT  
& ANALYSIS

# THANK YOU TO OUR REPORT PARTNERS





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# Welcome to our 2021 Asia- Pacific Industry Report



**Blair  
Campbell**

Head, Industry  
Development



The Asia-Pacific region is composed of over 55 countries, with a combined population of 4.3 billion, accounting for 60% of the world's population and remains the world's fastest growing region in terms of GDP growth.

The ongoing pandemic/endemic hit the region hard but did accelerate health and wellbeing to become an imperative priority to every country and demographic. The Global Wellness Institute estimates the global wellness economy to be worth \$4.5 trillion with APAC showing the largest growth year-to-year, soon far exceeding the Americas as the largest market. This growth will not slow, APAC's future is bright.

In this report we provide you with a unique and detailed insight into APAC and its most influential and successful brands. We've created a collection of trends, insights, perspectives, investments headlines, news and statistics, highlighting the electrifying future for the region's health, fitness and wellness industry.

Each of the subject matters touched upon, could itself be its own report, so we have looked to succinctly

introduce you to the region as a whole, its many verticals and its many champions.

We are immensely grateful to our wonderful Leadership Circle partners, each a leading innovator and championing excellence across the region. This report would not be possible without their input and the input of all who contributed insight, data and analysis.

Across 2020 and 2021, we've endured the harshest business environment ever encountered. In amongst the endless human tragedy, the business world suffered tens of thousands of job losses and thousands of business closures.

We stand here today, stronger and wiser, as a result of so many incredible colleagues and partners, who sacrificed so much to ensure the survival of our businesses and brands. We owe them a huge debt of gratitude. This pandemic has immeasurably tested our resolve, resilience and faith, but together we now stand and we can move our industry forward onto greater heights, new frontiers and to new customers. FIT Summit is proud to stand, hand-in-hand, beside each

of you, to make this incredible world, happier and healthier than it has ever been.

As live events return, we are excited to know many of you are joining us in Singapore for our **2022 World Health, Fitness & Wellness Festival**, over 13-15 June. It is APAC's most influential health, fitness and wellness business festival. A multi-day thought leadership conference, exhibition and awards, with multiple networking events, product launches and activations to showcase new products, concepts, technologies, services, startups, franchises, and emerging investment opportunities.

On behalf of all the FIT Summit team, I encourage you to make plans to join us in Singapore in 2022 and until we meet next, we wish you, your family and your colleagues an incredible year ahead.



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**Simon Flint**  
CEO



# SPECIAL GUEST FOREWORD

Whilst it's encouraging to see members steadily returning, the truth is that there is a long way to go yet. 2022 for many will be about balance between risk and opportunity.

The impact of the pandemic runs deep. Loss of members and customers, hesitancy towards crowds is still an issue. Current capacity restrictions still in play put real pressure on the top line - at the same time as cost inflation starts to bubble to the surface and accumulated debts need to be repaid. Contrast this with a certain 'demand' for even more competitive pricing. A serious dichotomy adding margin squeeze which needs navigating carefully.

Then look at the opportunity. After being 'locked down' for months on

end, we have a population which increasingly places a higher value on the ability to 'move with purpose' and where good health and wellness moves up in the life-priority order. On top of that there is the mental anguish that many have endured and still do.

So, in addressing our recovery, whilst being careful to balance the above and to manage risk, the opportunity we all must embrace and address through our actions is to broaden our appeal to new crowds, new communities and unlock a new customer funnel - making a credible argument that our product is a real answer to putting this right.

This will require consistent and considered messaging as to the emotional value of our brands

and the feeling we have when we are fit, healthy and happy as well as conveying the real benefits we get from purposeful and mindful exercise. It will take time, money and a serious focus to open-up these opportunities but it's essential that we do.

No matter what size our business is, the one thing that is essential to remember is that after making it this far we must manage cash very carefully and ensure that we operate within our means. Opportunities will be tempting but ensuring that we never exhaust cash reserves with the above in mind is essential.



**Greg Oliver**  
CEO



**FITNESS &  
LIFESTYLE  
GROUP**

[www.fitlg.com](http://www.fitlg.com)

# SPECIAL GUEST FOREWORD

The Covid-19 pandemic of the last eighteen months has been unlike any crisis experienced in recent times. Our industry has been one of the most impacted sectors globally and operators have needed incredible resilience and strength to navigate their way through to the other side.

The positive to emerge from this period is a fitness industry that's united in its quest to change the perception and force decision makers to recognize our essential status as a critical provider and participant in the health continuum.

The challenge ahead is to consider how we prevent ourselves from over reacting to yesterday's developments and look to the future, with a mindset from crisis management to business 2.0 with steely focus and buoyed optimism. Our work has meaning - we are

fortunate to work in an industry that has the power to transform lives and as such it is unsurprising to see the industry thrive in regions that have now reopened in a new normal, double-vaccinated world.

Out of the darkness comes opportunity - we need to ensure our models are fit for purpose for the new way people are looking to work, live and how they want to engage with our products.

Our industry should see penetration rates continue to improve as a result, creating more opportunities for growth while also accelerating the democratisation of fitness for the consumer.

We will continue to see the merging of fitness and wellness as part of broader consumer trends towards a more holistic approach to health. Social fitness will become more

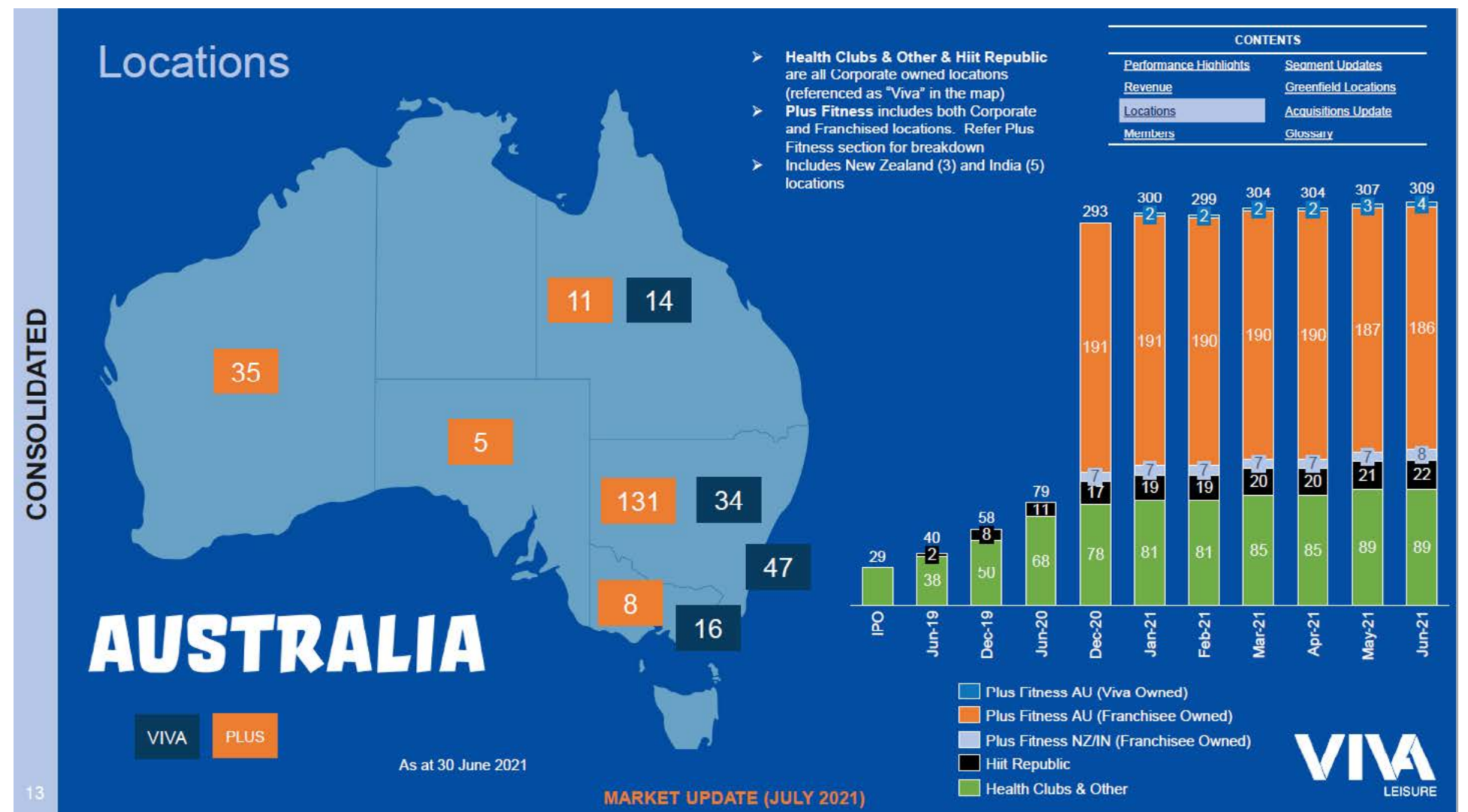
significant than ever and providing access to food and nutrition will also become more widespread as we seek out more ways to support our customers' lifestyle requirements, fitness outcomes, and enhance our revenue streams.

Customers will continue to seek more connected experiential outcomes from both physical and digital offers, regardless of where one sits in the price equation. Companies are still trying to understand how to best position themselves in the new era of hybridisation, either outsourcing and profit sharing or resourcing internal capabilities to provide a more specific offer based on the brand promise. In the longer term this will play a big part on how families will stay connected to their community facilities and brands of choice.

There is a lot still to learn and a lot more to gain.

# MARKET TRENDS & STATISTICS

Viva Leisure's growth over the past three years, including through the pandemic, shows the incredibly opportunity within the APAC marketplace



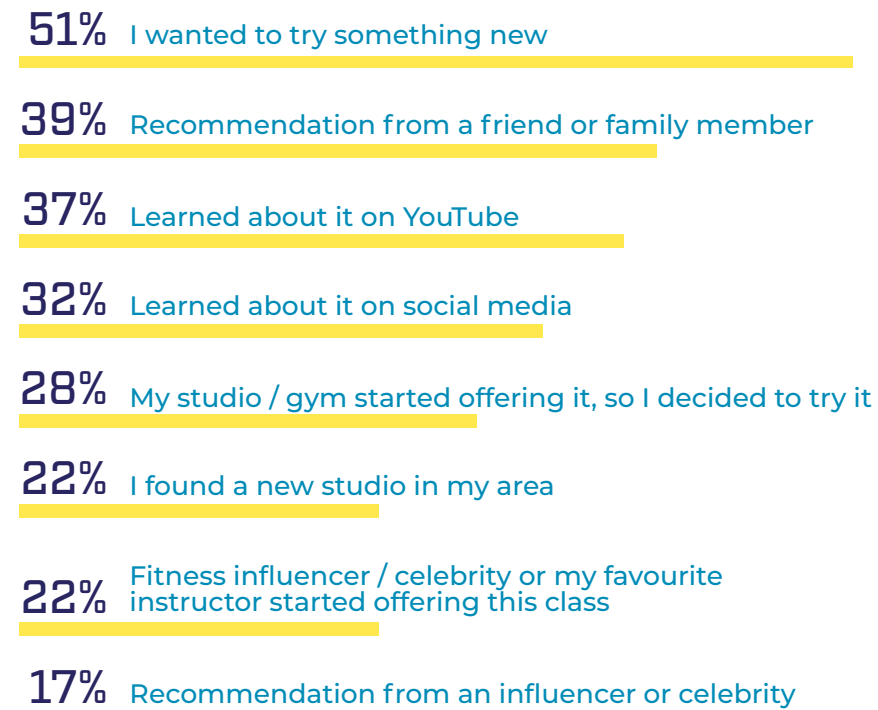
“ Players who have dedicated themselves to redefining their customer experience, including strong consideration for the role of digital mediums, have seen meaningful improvements to business performance: 3-5p.p. improvement in 1-year retention, 2-3x increase in personal training penetration, 20-30% improvement in new member conversion. ”

McKinsey  
& Company

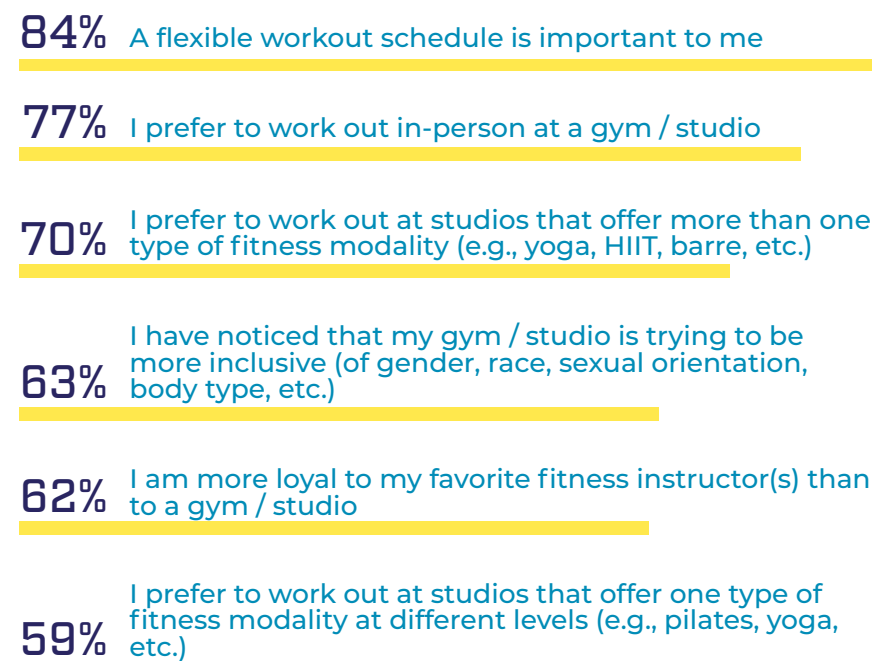
**58% of members expect a club to provide a physical + digital hybrid offering, and 52% are prepared to pay for it**  
– Wexer

# MARKET TRENDS & STATISTICS

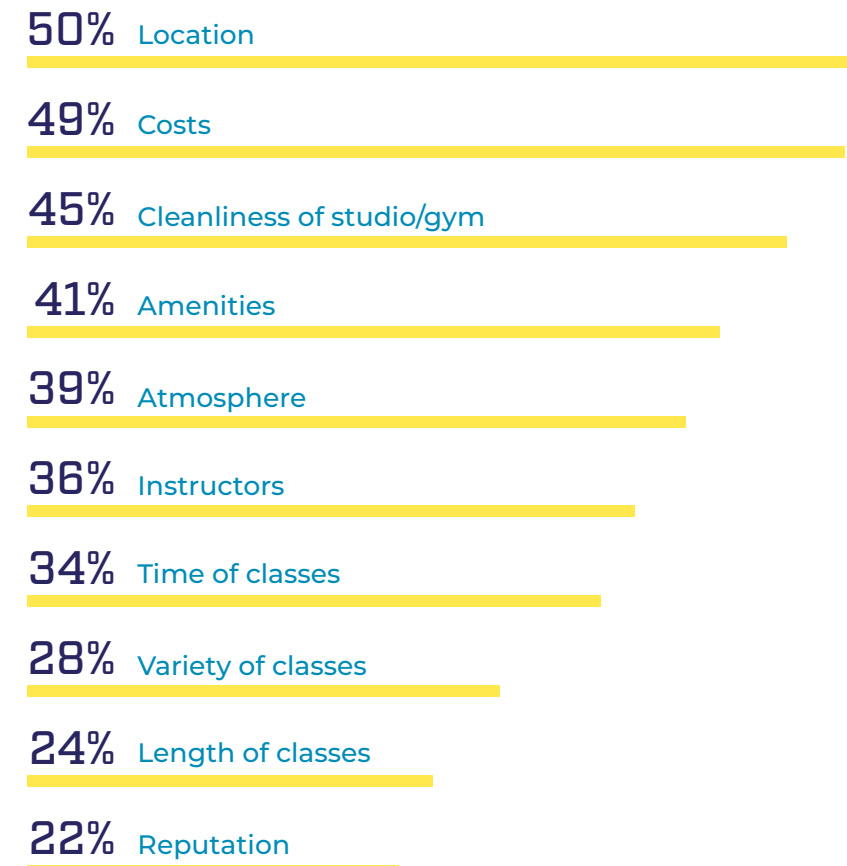
## What influences consumers to try a new in-person class?



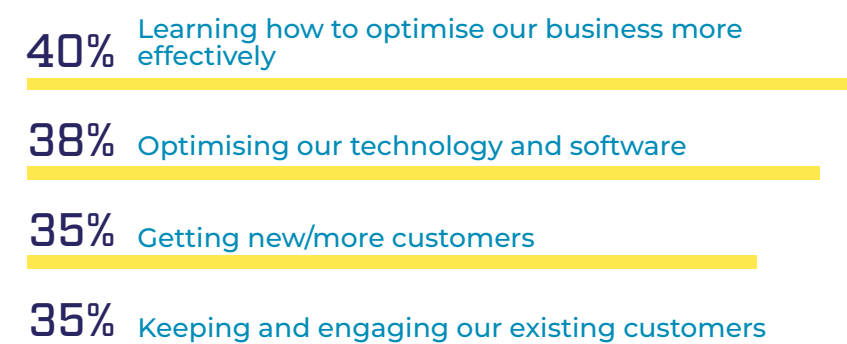
## Consumer Preferences



## Top 10 Most important factor when choosing a fitness studio



## Top challenges faced by fitness businesses



Stats provided by 

**Appetite for live fitness experiences in groups is soaring, with 85% of gymgoers interested in trying live classes in their facility**  
– Les Mills Global Report



# BIG COMPANY INSIGHTS

## TRENDS & DEVELOPMENTS

Facing immense cost and operational challenges with lockdowns, closures and limiting restrictions, companies had to reduce expenditures, consolidate existing footprints, negotiate rent reductions, divest non-core assets and reduce headcount (by furlough, termination or pay reductions). These challenges were magnified for operators working in various states and countries, each with different pandemic protocols and policies. Strong balance sheets and resolve to negotiate hardball with landlords were crucial. Innovation was their shining light, as big players invested successfully in digital fitness, staff training and education, experimenting with new hybrid membership models, new technologies, as well as launching new subsidiary businesses, new holistic offerings and new revenue streams.

## HEADLINES

**F45 Training, made its stock market debut, started trading on the NYSE for a \$1.6Bn market cap**

**Curefit raised US\$50 million from food aggregator Zomato, for a unicorn valuation of \$1.5 billion**

**Fitstop secures investment from global fitness leader Lift Brands, and is set to take on global expansion**

## QUOTES

**“Of the five global financial crises during my fitness career, 2020-21 has been the toughest. However, these clouds will pass and the sun will shine again. The need for our services has never been greater and there is a bright future ahead for those who build back better.”**

**Phillip Mills**, Founder & Executive Director, Les Mills

**“To stay connected with members, businesses must adapt to the changing environment. This means embracing digital solutions and hybrid subscription models to reach customers wherever they are. Tech enabled touchless experiences should feature strongly in all fitness clubs, and operators should provide digital content options to stay connected with members at-home and on-the-go.”**

**Tony de Leede**, Renowned Wellness and Fitness Entrepreneur



“In a year where populations across the region have felt the full impact of COVID-19, health and wellbeing has never been more important to ourselves, our families, friends and colleagues alike. At Aon we continue to develop solutions to meet changing workforce risk profiles, and welcome working with the industry as we strive to meet evolving client needs.”

**Tim Dwyer**, CEO, Affinity Solutions [Asia] and Health Solutions [Asia-Pacific], Aon

“Fitness Factory overcame COVID-19 by speedy and decisive actions from Taiwan CECC (central epidemic command center) alongside Taiwanese people’s cooperation of epidemic prevention measurements and early preventive and protective measurements. Fitness Factory maintained its solid and disciplined financial status, as well as strong membership adhesion, which resulted in a fast business recovery to overcome COVID-19. We invested in continuous expansion, infrastructure upgrades and member service improvements – all of which will prepare and ensure Fitness Factory’s future success and competitiveness.”

**George Chen**, Chairman, Power Wind Health Industry [Fitness Factory Taiwan]

Our industry has been severely affected globally by COVID-19 and Japan was no exception. However, despite the fact Japan could not legally impose a strict lockdown, compared to the US, European and other Asian countries, the number of bankrupt companies and unemployed people in the country’s health and fitness industry has been limited, likely because Japan has been focusing on continually strengthening the relationship with our government’s health policy for the past 40 years.

**Toshikazu Saito**, Chairman, Renaissance Inc.

“A positive outcome of the pandemic is that it has encouraged people to think more holistically about their health and wellness needs. As our health clubs have reopened across APAC it has been highly encouraging to see average club attendance per member higher than pre- pandemic levels which really highlights the consumer has missed the face-to-face interaction and sense of community that the club atmosphere delivers”

**Scott Hood**, Managing Director, APAC, Virgin Active

# BOUTIQUE INSIGHTS

## TRENDS & DEVELOPMENTS

2021 devoured the cash reserves of all boutiques with only the strongest recovering having innovated and pivoted through the pandemic. Confidently, new studios launch with various concepts from yoga to S&C, from indoor cycling to recovery & rehab. More multi-modality studios are emerging, as are flexible membership models. Investments have piled into club design and experience (sound, lighting, products, process) and digital platforms and technology, with an emphasis on building engagement and community, as well as new revenue streams. Overall, we see a flight to quality, to studios holistically catering to tomorrow's customers, incorporating experiential spaces, authentic brand culture, and leveraging new digital touch points outside of their traditional four walls.

## — HEADLINES —

**Xponential Fitness acquires Body Fit Training in \$44 million dollar deal**

**Ritual Gym signs multi-site franchise development deal to expand into China**

**Rumble sign a Master Franchise Agreement in Australia to open up to 100 studios**

## — QUOTES —

"SE Asia's industry has been dealt some harsh blows in 2021, but the downtime has given BASE a genuine opportunity to fine tune and improve, with future growth in mind. We feel very optimistic for Asia's industry in 2022!"

**Jack Thomas**, Founder & CEO, BASE and Host, Fitness Business Asia Podcast

"We're continually humbled by the resilience both our business and team have shown through this pandemic. Moreover, the ability of the greater industry to get up each day, dust themselves off and keep going, show that we are truly part of something special in the fitness and wellness space."

**Peter Thew**, Co-Founder, Yoga Movement



“Leadership through a pandemic has truly taught us to be real, raw and honest. We don’t always have the answers and we can’t predict what’s going to happen in 6 - 12 months time, but we can have a plan, a strategy, a back up plan, another contingency alternative, and just hustle like we’re never going to let this get the better of us! Keeping it real, but staying true to our brand’s purpose and values has kept us focused on one common goal, and the team spirit is resilient, connected and stronger than ever before!”

**Linda Tang and Anabel Chew**, Co-Founders, WeBarre

“A crisis is an opportunity. Of course, there are new opportunities to innovate and grow. But it’s more than that. This particular crisis was every leader’s greatest opportunity to show that your people and purpose matter more than your profits. These are the businesses that will thrive in 2022 and beyond. Despite lockdowns, Fitness Playground has continued to focus on its people – keeping members moving and staff supported by offering alternative services and innovating. As a result, FP’s staff retention rate is 93% (significantly above industry averages), and staff satisfaction rate of 81%.”

**Justin Ashley**, Founder & CEO, Fitness Playground

“Elev8 has been grateful to have positive experiences during the pandemic and online learning. Pivoting online allowed our community to grow and serve those not able to visit our studio in person. We imported equipment and gained clients in the US, Singapore, Colombia, Hong Kong, Australia, the UK, and Canada. It was challenging for instructors to teach with multiple types of equipment in one class (Megaformer, Microformer, and Slider Set), but they persevered and gained tremendous skills that have made them better than ever! I know they can handle anything after conquering online learning.”

**Janie Buelow**, Founder & Co-Owner, Elev8 Fitness

“The past 12 months have been the most trailing time Flyproject has been through since its founding in 2016, yet it is in the worst of times that it has brought out the best in our team. From cost cutting measures, to expansion of new locations and new products, we focused on surviving and yet not losing sight of our longer-term goals of growth. We’re proud to have launched [www.flytvofficial.com](http://www.flytvofficial.com) as our digital offering and look forward to continue building a strong and resilient brand for the community.”

**Kenny Choong**, Co-Founder, Flyproject

# HOTEL & SPA INSIGHTS

## TRENDS & DEVELOPMENTS

Decimated over the past 18 months, tourism and travel, has restarted, albeit slowly, and needs time to recover. Wellness-centric hospitality brands will recover faster than their traditional peers, by providing curated health and wellness experiences to gain new revenue streams, enhance brand loyalty and strengthen their market position. Health-conscious consumers now expect [demand] a greater array of highly personalised, intimate, immersive, and unique experiences. Hotels, resorts, retreats and spas are answering that demand. They also continue to invest and evolve their rooms and facilities to include more fitness and wellness equipment, ondemand content and more nutrient dense F&B. In an ever-changing and uncertain landscape, the future of wellness focused hospitality, travel and tourism is bright.

## — HEADLINES —

**Pullman  
Hotels  
by Accor  
launches  
Pullman  
Fitness Squad  
and offers  
boutique  
fitness  
experiences  
in hotels**

**Anantara  
Spa launches  
first cannabis  
infused  
treatment  
menu in  
Thailand**

**Kamalaya  
launch  
Kamalaya  
Connect: first  
ondemand  
and live-  
streamed  
virtual  
wellness  
channel for  
guests**

## QUOTES

“With the closure of Thailand and absence of international visitors last year, Kamalaya responded by reaching out to the domestic market. This has been incredibly rewarding and we are now seeing a 67% repeat guest ratio from within Thailand. It has been a pleasure to meet new guests and make new friends, despite the circumstances, and now we are truly overjoyed that Thailand will allow fully vaccinated visitors from low-risk countries to enter the kingdom without quarantine from 1 November.”

**John Stewart and Dr. Karina Stewart,**  
Co-Founders, Kamalaya

 **ABSOLUTE  
SANCTUARY**

 **ACCOR**

**ĀMAN**

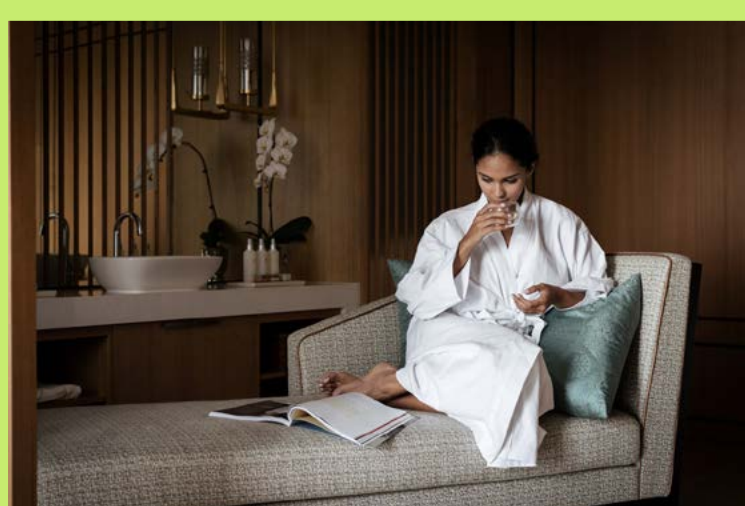
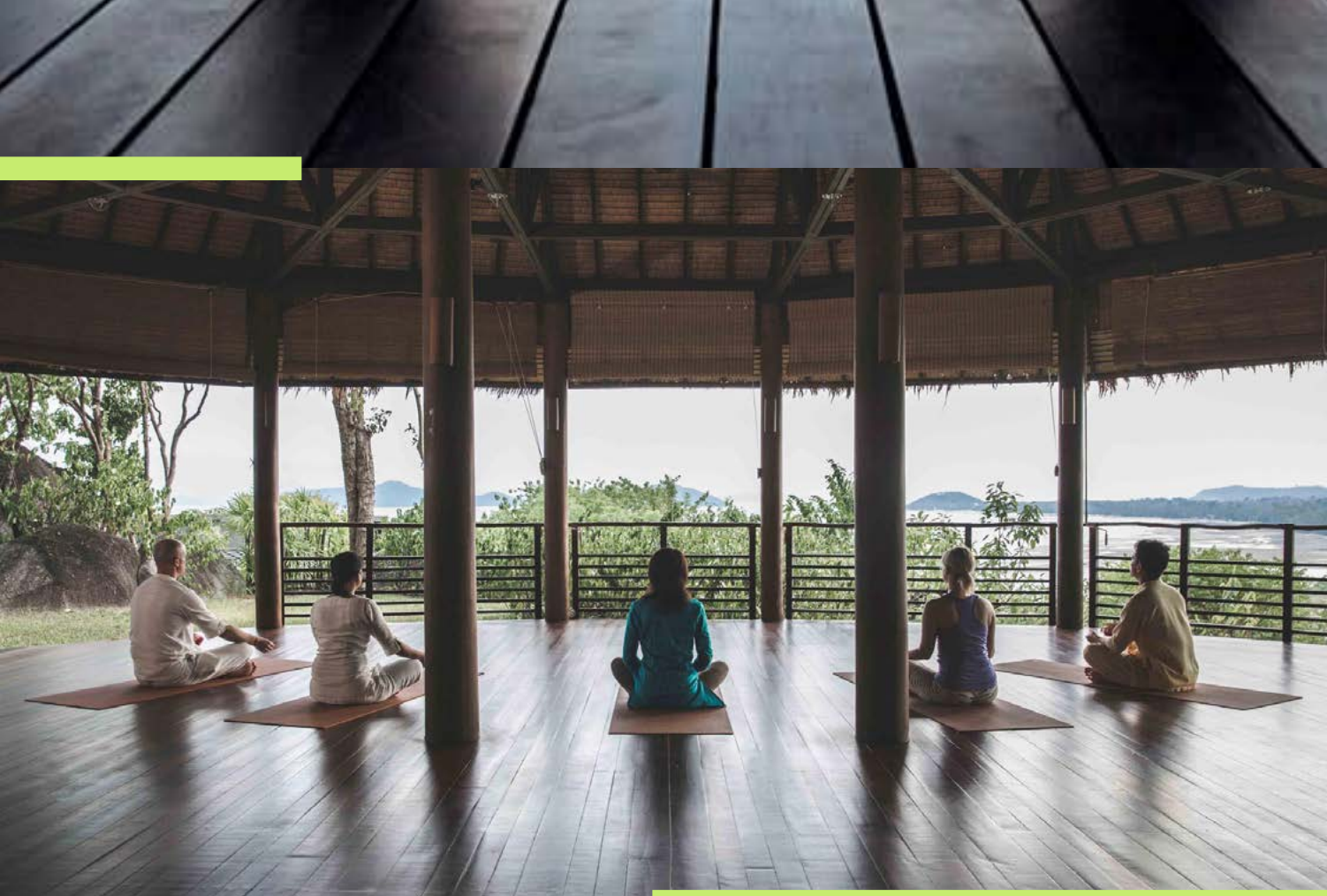
 **amatara**  
WELLNESS RESORT

 **Bawah**  
RESERVE

 **CAPELLA**  
SINGAPORE

 **Chiva-Som**  
RESORTS

 **COMO**  
HOTELS AND RESORTS



“As the world returns to a semblance of normality, we are delighted to be at the forefront of conceptualising and developing a series of global wellness communities that will meet the needs of people who now, more than ever, seek proactive solutions to health and lifestyle challenges.”

**Ingo Schweder**, CEO, GOCO Hospitality

“I have experienced many crises during my career and I have come to realize that in some respects human beings and organizations resemble the coastline in that it is the storms that shape and define us. Often, it is how we respond to these crises that determine our future success. If one approaches a crisis with a positive frame of mind, it can be an opportunity for considerable change and evolution that are good. This crisis has been no different. In the last 24 months, we have seen how by maintaining strong immunity, a healthy spirit of mind, and being fit, one can easily overcome potentially deadly viruses and challenges to one’s health. Fitness and well-being are now more important than ever.”

**Sonu Shivdasani**, Guardian of the Culture [CEO and Joint Creative Director], Soneva

**Dusit**  
HOTELS & RESORTS

**endota**

**fivelements**

**GOCO**  
HOSPITALITY

**Gwinganna**  
Lifestyle Retreat

**HYATT**

**KAMALAYA**  
KOH SAMUI

**KAPUHALA**  
KOH SAMUI

**MANDARIN ORIENTAL**  
THE HOTEL GROUP

**MINOR**  
HOTELS

**音晃OCTAVE**  
Institute

**ONYX**  
Hospitality Group

**ROSEWOOD**  
HOTEL GROUP

**SHANGRI-LA**  
HOTELS and RESORTS

**SIX SENSES**  
HOTELS RESORTS SPAS

**Soneva**

# FRANCHISE INSIGHTS

## TRENDS & DEVELOPMENTS

F45 and Xponential both IPO'ed and despite COVID, many franchisors are poised now for new growth. Franchise confidence remains strong and franchise sales exploded, especially across Australasia. Tried and tested frameworks and SOPs on community and member engagement continue to be attractive for investors who want exposure to health, fitness and wellness through proven brands. Development pipelines across APAC are promising and product offerings continue to innovate and diversify. Throughout 2021, franchisors significantly invested in their support systems, business protocols, education and digital offerings. However, revenue challenges remain for franchisors with high exposure to countries with ongoing closures. For franchisees their challenges remain more granularly tied to the state/province/country they operate in.

## — HEADLINES —

**Barry's, Ritual, Orangetheory, 12RND/UBX, Physique57 and more franchisors launch ondemand offerings**

**Fitness Franchise leaders F45 and Xponential both debut on the NYSE market after successful IPOs in 2021**

**Evolution Wellness launch new franchise concepts FIRE Fitness for International Expansion**

## — QUOTES —

"With the challenges the Health, Fitness and Leisure industry faced in 2020-21, it has never been more important to have strong visible leadership, innovate and remain agile to take advantage of the new opportunities that will continue to emerge as we exit the pandemic."

**Ian Jensen-Muir**, CEO, Belgravia Health & Fitness

"Coming out of COVID-19, China has shown significant rebound for the fitness industry. Orangetheory Fitness China has experienced a fantastic bounce back with multiple new franchises signed and new clubs opened across 2021. We're currently unlocking more territories with more clubs set to be open in 2022. Exciting times ahead!"

**Ronnie Cai**, Managing Partner & COO, Orangetheory Fitness China



“Fitness in the past 18 months have evolved to a new level and once the dust of the pandemic is settled, I’m confident fitness will touch newer heights worldwide.”

**Nikhil Kakkar**, COO, Gold’s Gym India

“The endota business has grown enormously over the last 12 months due to the fact that people are caring more than ever about their health and wellbeing. With many of our spas closed we have adapted to provide online delivery of this content and care so that we can continue to help people feel better. As a collective consciousness we are starting to understand the intrinsic link we have to each other and the universe around us. Our mind-body connection, and our responsibility to care for it, has never been stronger.”

**Melanie Gleeson**, Founder & CEO, endota spa

“History has taught us that the greatest challenges often end with a silver lining, and with that the emergence of leaders and heroes. Over the last year, the pandemic has really highlighted the value of knowing our purpose as an organisation. We are extremely proud of the innovative work, dedication and commitment our franchisees and our leadership team exhibit on a daily basis, while caring for each other and the health and fitness communities we serve.”

**Mike Nysten & Jon Davie**, Founding Directors, World Gym Australia

“Along with the many painful lessons that we’ve learned through this pandemic, there have also been some true beacons of light that have emerged. Our app, Ritual Fit continues to grow and evolve at a healthy rate, justifying our continued investment and focus in the digital space in order to give a truly hybrid solution to our existing members, as well as put our brand in front of members who may not have access to one of our brick and mortar outlets. However, the biggest learning is that when the gym isn’t available due to government restrictions, it is deeply missed by our customers and they truly appreciate being back in our facilities when they reopen. There’s still magic in group fitness, and that isn’t going away.”

**Brad Robinson**, Co-Founder & CEO, Ritual Gym

# CORPORATE WELLNESS

## TRENDS & DEVELOPMENTS

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Throughout the pandemic employers rushed to deploy effective employee health and wellbeing solutions for an increasingly remote/hybridised workforce. Initially, physical wellness dominated wellbeing programmes, however today, demands include emotional, financial and sexual health, as well as nutrition, sleep health, mindfulness and meditation. Mental illness, work induced stress and employee burnout are at all-time highs, we must all act to improve these. Digital platforms continue to be built, with increasing levels of hyper-personalisation, sophistication and gamification. Investment continues with VCs, insurers and healthcare companies keen to capitalise on the market. However, as employees return to office, safety protocols across vax and unvax employees, as well as the future of business travel, will pose tough questions for employers.

## — HEADLINES —

**Expanding their digital fitness & wellness offerings in 2021, WellteQ partners with ClassPass and integrates with Garmin + UFIT**

**Australian company Wellness Solutions launch Club W, a new community wellness concept with various wellness spaces, including co-working**

**Prudential launches an AI-powered health and wellness app, Pulse, to provide with round-the-clock access to healthcare services and info**

## — QUOTES —

“AIA is a firm believer and advocate of prioritising mental well-being. This conviction drives our many industry-leading initiatives for enabling healthier, longer, better lives holistically, from being the first to provide mental health coverage in Singapore to rolling out complimentary ‘Resilience Mindset’ training for all staff and corporate customers.”

**Wong Sze Keed**, CEO, AIA Singapore

“WellteQ made its first acquisition, largest capital raise and is now publicly traded in Canada and the US in the last 12 months. We continue to be acquisitive and will have more to share before the end of the year. What a year.”

**Scott Montgomery**, CEO, WellteQ



“During COVID, CXA sold off our brokerages to transform into a pure SaaS tech company, drastically reducing our workforce from 330 to 15. Now we’re more scalable, as an insurer white-labelled our platform to win 200 SME bank customers (80k users) over the last 6 months of restricted lockdown.”

**Rosaline Chow Koo**, Founder & CEO, CXA Group

ACTIVE &  
THRIVING

AIA Vitality

AON

Bupa

corporate  
wellness  
AUSTRALIA

cxagroup

FULLERTON  
HEALTH

healthworks®

IMI

LVL

M

mindfulness asia

naluri

Onsite Health

OPTUM

pavelka  
EAT • SWEAT • THINK • CONNECT

pulse  
by Prudential

Rewardz  
Digital Engagement. Simplified

springday

tatsam

»UFIT

Virgin Pulse

Wellness WS Solutions

wellteq

# MEDICAL WELLNESS

## TRENDS & DEVELOPMENTS

Traditional medical healthcare is expanding quickly to focus on health, fitness and wellness optimisation, offering a range of treatments, programmes and services to improve brain health, gut health, heart health and mental health, in addition to overall physical health. Many of these businesses have grown from well-funded investors, setting up an array of properties [holistic urban clinics and destination retreats]. Services being offered include everything from anti-aging to corporate health screenings, digestive biome restoration to women's fertility health, biohacking to aesthetics, TCM to immunity enhancement, herbal medicine to naturopathy, digital detoxification to alternative therapies, and physical rehabilitation to cancer treatment, and IV therapy to recovery. In addition, telehealth and digital diagnostic services continue to grow.

## QUOTES

"We at LifeHub have seen the pandemic move health and wellness to the forefront of public awareness, and we continue to believe that Health Optimization through lifestyle modifications and regular science-based tests and treatments is the best way to work smarter, play harder, and live longer!"

**Candice Chan**, CEO, LifeHub and Vice President, LifeHealth Group

"At Miskawaan Health Group, we are very proud in 2021 to open Miskawaan Integrative Cancer Care at Rangsit, Bangkok. A unique, effective & individual approach to the treatment of cancer utilizing advanced German medical technology with the best available functional and conventional protocols."

**David Boehm**, Co-Founder & CEO, Miskawaan Health Group

AYUS  
Wellness

BDMS  
WELLNESS  
CLINIC

Bumrungrad  
International  
HOSPITAL

Tucker  
Medical

ENDEAVOUR  
Wellness Clinic

FULLERTON  
HEALTH

Integrated  
Wellness Clinic

lifehub

MHC

mm minmed

Onsite Health

RAK<sup>Xa</sup>  
HEALTH IS WEALTH

SANGHA Retreat  
by OCTAVE Institute

habit  
health

VERITA  
HEALTH CARE

# SPORTS INSIGHTS

## TRENDS & DEVELOPMENTS

APAC's Sports, Fitness and Wellbeing ecosystems are undergoing a period of great transformation that is accelerating the development of the sports tech industry and creating lucrative opportunities for companies and investors. Covid-19 has forced the long overdue digital transformation of federations, leagues, teams, amateur sports, and the fitness and wellbeing industry with sports tech providing many of the solutions. Asia's large, tech savvy, increasingly active consumers are adopting new technologies including wearables, tracking devices, connected fitness equipment and virtual and phygital platforms to improve athlete training, performance, coaching, team management, and fan engagement and media consumption. Sports is moving towards a digital, gamified and immersive future. The linkage between sports and technology has become inseparable and those sports organisations, companies and investors that adopt and invest in sports tech will be the ones to benefit most from this revolution in APAC's sports ecosystems.

Thank you to **AST** for their support of this feature

## QUOTES

"The pandemic has obliged all of us to be nimble and adaptive. This was exemplified through a successful blended GetActive! Singapore National Day campaign 2021, with close to 1 million participants. As we continue to navigate these challenging times together, Sport Singapore will endeavour to work with partners to bring sport back safely and restore our vibrant sport scene progressively. This remains one of Sport Singapore's key objectives - a commitment to our people."

**Lim Teck Yin**, CEO, Sport Singapore

"Asia is definitely the market to watch as investment in sports and sports tech will continue to accelerate and have an increasing influence on the global sports ecosystem. With the growing number of physically active affluent consumers in Asia, the demand for sports, fitness and wellbeing solutions is increasing and sports tech is becoming a dominant sub-sector. We are already seeing increased interest and investment in sports tech in Asia with a number of successful funding rounds and exists as well as M&A activity and IPO's even during the pandemic. The future of the APAC sports and sport tech markets are promising."

**Jean-Baptiste Roy and Loron Orris**, Founding Partners, Asia Sports Tech

"We are seeing first-hand the disruptive, catalytic effect of COVID and the realisation of the power of data to advocate and lobby, but also the scramble to simply re-open and blurred priorities. Our ecosystem confirms that every member of a gym creates, on average, more than \$3,000 social value but this has halved during COVID. More people need to know this so we can garner more share of health and ancillary budgets to target improved health, access to physical activity and exercise now. Because, our ecosystem also confirms that over 40% of the savings are in mental health benefits. Powerful, persuasive data, all collected on behalf of our partners who are committed to changing the system."

**James Ellender**, CEO, ActiveXchange



“The sporting goods & equipment landscape has been rapidly growing in Asia, and we are embracing this thriving market. With the digitalisation in sports & fitness and changing consumer habits, optimizing the customer experience and diversifying our offers remain at the forefront of our efforts.”

**Hugo Jehlen**, Co-CEO, Decathlon Hong Kong

“With the cancellation and postponement of sporting events and the closure of gyms due to Covid-19, consumers and event organizers across Asia are turning to virtual platforms to ensure that these races can take place. We believe that the sports world is shifting towards a hybrid, phygital future and this trend has opened the door for companies to innovate and invest in digital fitness experiences in APAC.”

**Jeff Foo**, Founder & CEO, MOVE (Formerly LIV3LY)

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# TECHNOLOGY

## APP & PLATFORM PIONEERS

Technology investment and innovation is continuing exponentially. Be it the wearables market, business systems, sensors, digital content, consumer apps, or omni-channel platforms; tech companies are scrambling for new growth and to cement their importance in our tech-enabled, hybridized, data-driven ecosystem. Larger technology (and portfolio) companies continue to acquire rivals, as they look to build highly integrated and holistic tech-stacks. A CRM, combined with ESP, automation, AI-based chatbot, digital ondemand content and an intuitive sales and marketing system, will become par for course. The emergence of Google, Apple, Amazon and others, has added new investor appetite and quickened the pace of deal flow, development and innovation. This pace will not slow in 2022.



## QUOTES

“Coming out of 2020, where we saw record growth in client acquisition and platform utilization, Intelivideo has been fortunate to sustain both in 2021. The fitness industry has realized that digital fitness is no longer just a quick fix - it has become a consumer expectation and is an important contributor to our client’s ability to engage their members long-term. In fact, operators who have a brick-and-mortar facility, and offer a hybrid digital option with their memberships, are finding that their members are working out an average of 3.8 times/month digitally in addition to their in-club workouts. They are also seeing a 22% increase in the lifetime value of their hybrid members over the course of the last year. These findings continue to demonstrate that digital fitness is here to stay and that hybridization is now a requirement in the future of the commercial fitness industry.”

**Adam Zeitsiff**, President & CEO, Intelivideo

“While many headlines characterize consumers as either gym-goers or app users, our data continues to suggest that consumers are not merely binary in how they consume fitness and validates our ambition to be the most accessible boutique brand on the planet.”

**Garrett Marshall**, President, Fitness Streaming, Xponential

# TECHNOLOGY, APP & PLATFORM PIONEERS

## APPS







## BUSINESS TECHNOLOGY





## DIGITAL FITNESS & WELLNESS





## ATHLEISURE & APPAREL

Activewear has been the key apparel story in 2021. The global activewear industry is expected to reach \$547Bn by 2024. Consumers continue to invest in products with fashionable and innovative designs. Bricks and mortar suffered but online boomed. Investing businesses have focused on sustainability, inclusivity, affordable/luxury branding, social community-building, smart-fitness functionality and brand ethos. Fashion houses and sporting goods now compete regularly.

“In the last 12 months, we recognised a shift in local perceptions towards an active lifestyle; there is greater awareness of the benefits of an active lifestyle, illustrated by a growing active community. Integration of social interactions into exercise-related activities such as exploring our nature parks, new studios and gyms can also be seen on social media. By elevating activewear, we seek to inspire the community to explore the possibilities of an active lifestyle continually.”

**Dingyao Wong**, Co-Founder & CEO, Kydra

“In the last 12 months we’ve seen so many more people start their fitness and wellness journey. It is great to see people are finding different ways to cope in these challenging times and of course living by our philosophy of MOVE, NOURISH, BELIEVE.”

**Penny Bertalli**, Sales & Operations Director [Asia], Lorna Jane



# BIOHACKING

Biohacking has exploded, spurred on by exponential online purchases and new DT2 products. Consumers want to measure their health and wellbeing. Home COVID test kits boomed along with technology innovations facilitating: better sleep, weight loss, body-fat composition, nutritional health (especially gut), mental wellness, physical fitness, glucose monitoring, or mindfulness & meditation practices.

“We’re challenging the evolution of the wearables industry... we’ve now added daytime heart rate and workout heart rate. But more importantly, we’ve remained committed to further researching our community’s most pressing problems. From investing in illness detection to women’s health, we see Oura functioning as a single tool to track and guide your holistic health, translating your body’s hidden messages to improve how you feel, day and night.”

**Harpreet Singh Rai**, CEO, Oura

“2020 and the COVID 19 pandemic saw an unprecedented rise in the need for remote digital care and engagement, with a need for elevated non-episodic care. Advanced Human Imaging delivered on this global need with the expansion and integration of our multilayer approach to personalised care and the essential triaging of remote data via a mobile phone to a care provider.”

**Vlado Bosanac**, Founder, Chairman & CEO, Advanced Human Imaging Limited

“It’s our vision to decentralize healthcare and to bring healthcare closer to millions of people around the world. Our recent announcement to list on the Nasdaq via Adrian Cheng’s SPAC certainly is an important step for our vision.”

**Danny Yeung**, Co-Founder & CEO, Prenetics Group

**Advanced  
Human  
Imaging.**

 **DEXAFIT**

**driven**

**EVOLT**

Genesis Healthcare

 **HALZA**



 **IFN Singapore**

**InBody**

**THE IRON SUITES**  
MEDICAL CENTRE

 **lifehub**

**LUMEN**

 Neurobit Technologies

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**TANITA**

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## MINDFULNESS, MEDITATION & MENTAL HEALTH

Huge disquisitions in family situations, new work pressures and added stress have pushed many to meditation, mindfulness & mental health practices. Traditional studios are reopening, coupled with online platforms and digital apps to relieve fear, anxiety, mental and emotional distress. They have become more accessible, inexpensive and appealing, encouraging greater spending from individuals and corporations for wellbeing.

“Headspace Health is well-positioned to immediately address the supply/demand challenge both with technology and innovative alternatives to traditional therapy — like behaviour health coaching and engaging content – at a scale that hasn’t existed in the market until now.”

**Russell Glass**, CEO, Headspace Health  
(Headspace Health is the new company following the merger of Headspace’s meditation and mindfulness app with Ginger Health’s on-demand therapy and psychiatric support video platform)

“At Joye we have a vision of bringing joy to work-life, to make mental wellbeing into a habit, the mental fitness habit - your ‘10,000 steps’ of mental wellbeing! Speak your mind and Joye will keep you positive and productive amidst your emotional flux. You can easily plug and play Joye into your company or healthcare app.”

**Sanjeev Magotra**, Founder & CEO, Joye.ai

**BUDDHIFT**

**Calm**

**headspace**

**HedrtChat**

**intellect**

**joye**

**MINDFI**

**MINDHOUSE**  
a gym for your mind

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Digital Behavioural Health

**SAFE SPACE™**

**SP  
A 2B  
CE**  
LIVE  
SIMPLY

**unmind**

## REST & RECOVERY

Investors, influencers and celebrities are investing in increasing demand for rest and recovery solutions and services. Vibration therapy, percussion therapy, cryotherapy, floatation therapy, bioresonance therapy, PBM & light therapy, massage technologies, thermal and pneumatic air compressions, muscle stimulation and EMF mitigation. All now enhance physical mobility, mental wellness and performance potential.

“When you engage with Therabody, you’re engaging with an ethos. It’s an ecosystem, not just a product.”

**Dr. Jason Wersland**, Founder and Chief Wellness Officer, Therabody

“The pandemic has highlighted how prevalent stress is among us and how its intangible nature makes it tremendously difficult to measure and manage. As an established well-being brand in the fast-moving health and wellness industry, OSIM is proud to lead the charge with an innovative range of smart healthy lifestyle products that allow users to measure, monitor and manage stress.”

**Lynn Tan**, Deputy CEO, OSIM International



# CAPITAL RAISES AND DEAL SUCCESSES

Globally, deal flow remains high, with investments going into every health, fitness & wellness vertical. Several high-profile acquisitions, IPOs and capital raises were celebrated, creating new unicorns along the way. In Asia-Pacific, the investments are smaller in size, a mix of institutional and venture capital. Discounting the largest deals, most transactions are below US\$50M. Initially focused on app technology (health-tech, fit-tech and well-tech), but now an increasing number of deals are going into digital fitness, at-home connected fitness, mental health and functional F&B businesses. Regional businesses are funding international growth, whilst global companies have a larger appetite now for APAC growth. 2022 will be an incredibly interesting year as scores of companies deploy growth capital.

“Very early on in the pandemic, it became clear that the importance placed on wellness, both from the consumer and investor perspectives, would accelerate dramatically. Since then, we have created a portfolio to serve as a proxy for the wellness universe. We’ve deployed investments into physical wellness (UFIT, mCube, LVL Wellbeing and Aviron Interactive), restorative/mental wellness (Mobio Interactive) and nutritional wellness (HealthifyMe). All of these companies have either recently closed a follow-on round, or plan to do so in the next six months. It’s definitely a very exciting time to be involved in the wellness industry!”

**Hendrik Chasse**, Director, Atlas Asset Management

“During the pandemic lockdowns, our online classes saw huge uptake which have brought in a large segment of new-to-fitness users into the fitness ecosystem. We have also expanded our online and offline footprint via 3 acquisitions - Fitternity, a fitness facilities aggregator, Onyx, a US-based company specializing in AI-based body tracking technology, and Tread, a smart fitness bike start-up. We are now focusing all our efforts to building out an all-encompassing hybrid fitness model where a user with a Cultpass can access any of our offline and online fitness and sports experiences. We are now growing at a faster rate than we did pre-pandemic. Our Dec-end numbers on revenue run rate, #subscribers, offline centres footprint is expected to be around 1.5x of our pre-pandemic numbers.”

**Shamik Sharma**, Head - Digital Business, Product & New initiatives, Cure.fit

Company A	Company B	Deal Type	Month	Deal Size (USD\$,Mil)
360 Wellness	Various	Fund Raise	January	NDA
Advanced Human Imaging	NASDAQ	Capital Raise	November	10.5 (tbc)
BeatO	W Health Ventures	Fund Raise	July	5.7
BurnCal	Titan Capital, SenseAI Ventures + Others	Fund Raise	July	0.33
Clubessential	Exerp	Acquisition	May	NDA
Cure.fit	Tread	Acquisition	June	32
Cure.fit	Tata Digital	Fund Raise	July	75
Cure.fit	Onyx	Acquisition	January	12.7
Cure.fit	Fitternity	Acquisition	February	NDA
Cure.fit	Zomato	Fund Raise	November	100**
Doctor Anywhere	Asia Partners + Others	Fund Raise	September	65.7
Doogether	Various	Fund Raise	May	NDA
Dream Sports	Various	Fund Raise	August	250
Ease	Insignia Ventures Partners	Fund Raise	September	1.3
EGYM	Mayfair Equity Partners	Fund Raise	September	41
F45	NYSE	IPO	July	325
Fittr	Dream Sports + Others	Fund Raise	September	11.5
Future	Sequoia Capital, Tencent, C Capital, Cathay Capital, Black Ant Capita	Fund Raise	April	300
Food Fable Co	Blackbird Ventures + Others	Fund Raise	August	4.79
Freebeat	Susquehanna Internationl Group (SIG) and GSR Ventures	Fund Raise	September	20
Fusion Hotels and Resorts	GLOW Hotels and Resorts	Acquisition	April	NDA
GajiGesa	Defy.vc & Quest Ventures + Others	Fund Raise	February	2.5
Google	Fitbit	Acquisition	January	2100
Gympass	Softbank + Others	Capital Raise	June	220
Halodoc	Temasek + Others	Fund Raise	April	80
HealthifyMe	Tata + Others	Fund Raise	July	75
Holmusk	Health Catalyst Capital and Optum Ventures	Fund Raise	May	21.5
Hyperice	Core	Acquisition	July	NDA
iFIT	SWEAT	Acquisition	July	300
iFIT	29029	Acquisition	July	NDA
Insane AI	Pi Ventures	Fund Raise	July	0.875
Intellect	Insignia Venture Partners + Others	Fund Raise	September	2.2
Keep	SoftBank	Fund Raise	January	360
KlinikGo	Risjadson Holding & Investment, Gaido Group, and 5Digital Ventures	Fund Raise	October	NDA

Company A	Company B	Deal Type	Month	Deal Size (USD\$,Mil)
Komodo (NZ)	Folklore Ventures + Others	Fund Raise	September	1.28
Leisure Oceans Pte Ltd	Sun Resorts Limited	Acquisition	May	41.5
Lift Brands	Fitstop	Strategic Partnership	June	NDA
Maya	Anchorless Bangladesh and The Osiris Group	Fund Raise	February	2.2
MFine	Moore Strategic Ventures, BEENEXT + Others	Fund Raise	September	48
Mindbody	ClassPass	Acquisition	October	NDA
Mindfi	iGlobe Partners, M Venture Partners + Others	Fund Raise	September	0.75
Motosumo	Magenta Partners	Fund Raise	March	6
MYFITNESS	9Unicorns + Others	Fund Raise	July	1
Naluri Life	Integra Partners + Others	Fund Raise	June	5
Nova Benefits	Susquehanna International Group + Others	Capital Raise	September	10
OliveX	Animoca Brands + Others	Fund Raise	October	1.7
Peloton	Precor	Acquisition	January	420
Portl	Kalaari Capital	Fund Raise	June	NDA
Revery	Sequoia Capital + Others	Fund Raise	August	2
Sugar.fit	Cure.fit + Others	Fund Raise	September	10
Supermonkey	CICC + Others	Fund Raise	May	NDA
Therabody	Powerdot	Acquisition	April	34
ThoughtFull	The Hive SEA, Flybridge, and Vulpes Investment Management	Fund Raise	October	1.1
Toothsi	Eight Roads Venture + Others	Fund Raise	August	20
Ultrahuman	Falcon Edge's AWI, Nexus Venture Partners + Others	Fund Raise	August	18
v2food	Astanor Ventures + Others	Fund Raise	August	52.8
Veera Health	Sequoia Capital + Others	Fund Raise	July	3.3
Vitruvian	Evolution Wellness + Others	Fund Raise	January	2.5
Viva Leisure	Pinnacle Clubs (6 Clubs)	Acquisition	January	NDA
Viva Leisure	Public Markets	Fund Raise	September	8.65
Wellteq	Canadian Securities Exchange	Listing	May	9.5
Whoop	SoftBank + Others	Fund Raise	September	200
Wysa	W Health Ventures + Others	Fund Raise	May	5.5
Xponential	Body Fit Training	Acquisition	October	44
Xponential	NYSE	IPO	July	120
Yooma Wellness	Vertex Co	Acquisition	October	12
Zenoti	TPG + Others	Capital Raise	June	80
Zomato	Fitso	Acquisition	January	13.7

# MORE TOP NEWS STORIES OF THE YEAR

CHINA ANNOUNCED ITS 14TH FIVE-YEAR PLAN WITH A MASS FITNESS PROGRAM, INCLUDING GROWING THEIR SPORTS INDUSTRY TO A 5-TRILLION-YUAN (US\$772.75B) SECTOR

FITURE, THE CHINESE FITNESS TECH COMPANY SPECIALIZING IN AI-POWERED WORKOUT MIRRORS RAISED US\$300M IN SERIES B FUNDING.

DOCTOR ANYWHERE RAISED US\$65.7M IN SERIES C FUNDRAISING, ONE OF THE LARGEST PRIVATE FUNDING ROUNDS EVER RAISED BY A HEALTH-TECH COMPANY IN SE ASIA

FS8, THE NEW FITNESS CONCEPT FROM F45 TRAINING, IS LAUNCHED IN AUSTRALIA

MINDBODY TO ACQUIRE FELLOW FITNESS BOOKING SERVICE CLASSPASS. MINDBODY ALSO ANNOUNCED A US\$500M STRATEGIC INVESTMENT LED BY SIXTH STREET.

FOOD DELIVERY AND RESTAURANT AGGREGATION PLATFORM ZOMATO ACQUIRED A STAKE IN CUREFIT, ELEVATING CUREFIT TO UNICORN STATUS

FITSTOP SECURES INVESTMENT FROM GLOBAL FITNESS LEADER LIFT BRANDS, AND IS SET TO TAKE ON GLOBAL EXPANSION

FITNESS WEARABLE WHOOP RAISED US\$200M IN NEW FUNDING, VALUING THE COMPANY AT US\$3.6B

XPONENTIAL FITNESS, A CURATOR OF LEADING BOUTIQUE BRANDS, LISTS ON NYSE, TO SECURE US\$120M IN FRESH FUNDS

PELOTON ACQUIRED PRECOR FOR US\$420M IN CASH

# MORE TOP NEWS STORIES OF THE YEAR

INDIAN SPORTS MEDIA AND TECHNOLOGY COMPANY DREAM SPORTS HAS FORMED A US\$250M CORPORATE VENTURE FUND - INITIALLY INVESTING IN SPORTS, GAMING AND FITNESS TECHNOLOGY START-UPS

CHINA'S SUPERMONKEY HEALTH CLUB CHAIN VALUED AT US\$1B AFTER SUCCESSFUL SERIES E FUNDRAISING

PELOTON LAUNCHES THIS IN AUSTRALIA, ITS FIRST VENTURE IN APAC, WITH BIKES AND AT-HOME CONTENT NOW ON SALE

KEEP, A CHINESE APP THAT PROVIDES FITNESS TRAINING PROGRAMS, HAS RAISED US\$360M IN SERIES F FUNDING LED BY SOFTBANK VISION FUND

INDIAN BASED FITNESS APP HEALTHIFYME TO EXPAND WORLDWIDE AFTER RAISING US\$75M SERIES C FROM LEAPFROG AND KHOSLA VENTURES

CURE.FIT HAS RAISED US\$75M FROM TATA DIGITAL & HAS ACQUIRED THE FITNESS EQUIPMENT START-UP, TREAD.

F45 TRAINING, MADE ITS STOCK MARKET DEBUT, STARTED TRADING ON THE NYSE FOR A \$1.6BN MARKET CAP

HYPERICE ENTERS THE MENTAL WELLNESS SPACE WITH ACQUISITION OF MEDITATION DEVICE AND APP CORE

PURE GROUP LAUNCHED THEIR LARGEST EVER FACILITY WITH A NEW 30,000SQF GYM IN HONG KONG (K11 MUSEA)

IFIT HEALTH & FITNESS ACQUIRES AUSTRALIAN BASED SWEAT APP FOR US\$300M

# TOP REGIONAL QUOTES

“ We launched REBEL in September 2020 and in our first year we’ve seen over 300,000 users sign up and complete millions of workouts with us. Most of these people are from South East Asia and many are exercising, cooking healthier food or meditating for the first time in their life. It shows that by leveraging technology and content to make health and fitness accessible to a wider demographic, you can unlock a healthier lifestyle for millions who just need the right support to get started. ”



**Gilles Hage**  
Founder & CEO, REBEL

“ The last 18 months have been very challenging for the exercise industry globally, however one thing has been very clear is that united we have a far greater ability to influence government policy. In addition to advocacy, one of our key areas of focus is providing clarity to the ever-changing COVID-19 rules. It’s times like this that we are reminded about why having a strong industry body is so important. ”



**Richard Beddie**  
CEO, Exercise New Zealand

“ The last 18 months have taught us to refocus on the reasons why we started UFIT - our community and our people. It has also taught us the strength of a diversified business model - this characteristic has been lifesaving during periods of closure and imposed restrictions, whilst still remaining true to our approach of providing an integrated, holistic health and fitness offering. ”



**Will Skinner**  
CEO, UFIT Health & Fitness

“ After 30 plus years of passion for this industry 2020 & 2021 have been two years full of frustration and adapting to the craziness that has been dropped in our laps. Everyday I’m expecting that the force for good will help us bounce back and give us the strength to move onto a better and brighter future. ”



**JJ Sweeney**  
Founder & CEO, Paradigm Fitness Indonesia

“ As the pandemic continued this past year, Ultimate Performance (U.P.) have doubled down on improving our technology, processes and developing our world class product to ensure our clients receive maximum value on their investment and our people have fulfilling careers with international potential. There are exciting times ahead at U.P. ”



**Chris Richards**  
Managing Director APAC and Middle East, Ultimate Performance

# TOP REGIONAL QUOTES

“ Well, what a year! Here at GO24 Fitness we have been battling the storm like everyone involved in the industry globally. During this 12-month period we have been closed by the Government three times for a grand total of Six months. We used the closure times to rally our troops with team building, further education and encouraged a sense of ownership, we engaged third party educators and speakers and really learnt about the team we have and the people we work side by side with. We have also been busy with the brand growth and this year have opened two new locations and added a third floor to an existing location which is very exciting. To top all this off, we are now starting to see confidence coming back with membership numbers growing stronger month on month. ”



**Martin Barr**

Co-Founder, GO24 Fitness

“ A bright light in 2021 was the launch of the Singapore Fitness Alliance (SFA), the inaugural industry body for the fitness and wellness industry in Singapore. We co-founded the SFA to be the collective voice of the industry, to lobby the Government on numerous issues such as safe management measures, cleaning and disinfecting protocols and financial support. It has been amazing to see how the industry has come together to share best practices, collaborate, and in general lift up and encourage one another. And the Government has been taking the SFA's views on board, and we look forward to a closer working relationship in the future. ”



**Sean Tan**

Director, True Group, and President, Singapore Fitness Alliance

“ COVID-19 has brought both physical and mental well-being to the fore. Beyond encouraging an active lifestyle, it has become increasingly vital to forge partnerships and collaborations that can create a health and fitness ecosystem which also recognises the importance of mental well-being, as well as equips individuals with the skills to build mental wellness, to reach out for support and to support others. Such an ecosystem will better support the holistic health needs of our Singapore population today. ”



**Foo Wei Young**

Director, Corporate & Industry Partnerships, Health Promotion Board

“ Physique 57 was recognized with Mindbody's Industry Icon award for partnering to launch their Virtual Wellness Platform in 2020, and we have continued to grow our virtual audience well into 2021. Clients have joined Physique 57 classes from 41 US states and 25 countries. More exciting is that 40% of our virtual clientele is completely new to Physique 57. Now that we have reopened studios, almost all of our studio classes are broadcast live and new clients keep joining the community. Hybrid is here to stay! ”



**Jennifer Vaughan Maanavi**

Founder & CEO, Physique 57



# **WORLD HEALTH, FITNESS & WELLNESS FESTIVAL**

**13 - 15 June 2022**

*IN-PERSON = Raffles City Convention Centre,  
Singapore*

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# LEADERSHIP CIRCLE

An incredible group of market leading companies working together to innovate, strengthen and champion excellence across Asia-Pacific's health, fitness and wellness industry. Some of our members include Accor, Body Fit Training, ClassPass, Collective Wellness Group, Core Health & Fitness, EVOLT, Evolution Wellness, Exerp, Technogym, Fitness & Lifestyle Group, Intelivideo, KX Pilates, Les Mills, Life Fitness, Mindbody, NASM, Orangetheory Fitness, PURE Group, Snap Fitness, Therabody, True Group, TRX, UBX, Uscreen, Virgin Active, Viva Leisure, Wexer and more.

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# Company Profile



## UBX Training

UBX Training is co-founded by four-time world champion boxer, Danny Green.

Our unique boxing and strength franchise model has attracted over 15,000 members globally. We are the fastest growing boxing provider in the world, and the largest in the southern hemisphere

[www.12rndubx.com/ubx](http://www.12rndubx.com/ubx)



Countries Served  
**Australia, New Zealand and Singapore. UK and USA coming soon in 2022.**



No. of Clubs/Facilities/Properties  
**90**



No. of Members Served  
**15,000**

## Biggest Achievements of 2021

1

Continued expansion to 90 clubs now open across Australia, New Zealand and Singapore in 2021

2

Evolution of our Smart Club Training model to enable members to train with UBX whenever and wherever they want – at home, in-club or both.



*The last two years has ramped up two key consumer trends in our industry. The need for greater flexibility to access fitness services wherever and whenever they want and the reinforced desire to train in a social group environment that brings a sense of connection and community. We are excited about meeting these demands with our unique combination of unlimited flexibility on when and where they train in club or digitally while continuing to deliver.*



**Michael Jordan, CEO, UBX Training and 12RND Fitness**

## Point of Contact

Name **Michael Jordan**  
Job Title **CEO**  
Company **UBX Training & 12RND Fitness**  
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<https://www.youtube.com/watch?v=HprwbbJfLmM>



# Company Profile



## ABSOLUTE GROUP

ABSOLUTE YOU is the epitome of Fitness & Wellness. With root in authenticity, we provide a comprehensive & integrative experience, offering elements of both fitness and wellness in our product mix ranging from Yoga, Pilates, Rhythm Cycling, Healthy Food and a wellness resort that appeals to mind, body and soul.

[www.absoluteyou.com](http://www.absoluteyou.com)  
[www.absolutecyclebangkok.com](http://www.absolutecyclebangkok.com)  
[www.absoluteyousingapore.com](http://www.absoluteyousingapore.com)  
[www.absolutecyclesingapore.com](http://www.absolutecyclesingapore.com)



Countries Served  
**Thailand  
Singapore**



No. of Clubs/Facilities/Properties  
**Studios 13  
Resort 1**



No. of Members Served  
**20,000**

## Biggest Achievements of 2021

1

With foresight and innovation, despite the prolonged lockdown and restriction, we have managed to successfully launch Absolute Cycle/Pilates Home Edition and Absolute Cycle Virtual studios in both Thailand and Singapore markets. These initiatives have enabled us to grow our consumer base, forge a closer bond with our community and also to survive through this challenging time without major impact on our studios' financials and future.

2

Our innovation and spontaneity have further led to the launch of Asia's first Rhythm Cycling Club experience at Zouk Singapore by transforming one of Asia's top entertainment venues to Asia's largest rhythm cycling studio.



*We must remember to always be...Cautious...Adapting...Innovating... Proactive...and most of all...Resilient...to get through any unthinkable circumstances...*



*The future waiting us will be filled with impossible tasks and challenges...just be prepared and ready to face them with strength and positivity!*

**Benjaporn Karoonkornsakul, CEO, Absolute Group**

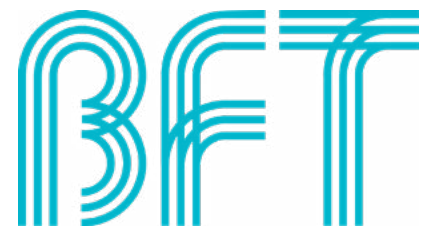
## Point of Contact

Name	<b>Kemjira Waritpariya</b>
Job Title	Assistant to CEO
Company	Absolute Group
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<https://www.youtube.com/watch?v=JDka2qe8pL8>

# Company Profile



## BFT

BFT is the hottest new global fitness community with 300 franchises across Australia, New Zealand, Singapore, and the U.S.

Our aim is to give every member a personal experience relevant to their own body, level of fitness, limitations, and flexibility, in a team driven community.

[www.bodyfittraining.com](http://www.bodyfittraining.com)



Countries Served

**Australia, New Zealand, Singapore, USA, Canada and UK**



No. of Clubs/Facilities/Properties

**130 Open studio**



No. of Members Served

**30,000**

## Biggest Achievements of 2021

- 1 Launching the most significant tech project in BFT history, and world first in the group training space.
- 2 Growing our members by more than 100%, with 75% of our studios still in lockdown states. Having opened 75 studios in 2021.



*Honest communication and comprehensive support measures throughout the 2021 Covid challenges further strengthened BFT relationships with our stakeholders, being our Franchisees and Members. The BFT brand and our network of communities were amazingly resilient in 2021 showing strong growth and laying a platform for a very exciting 2022.*

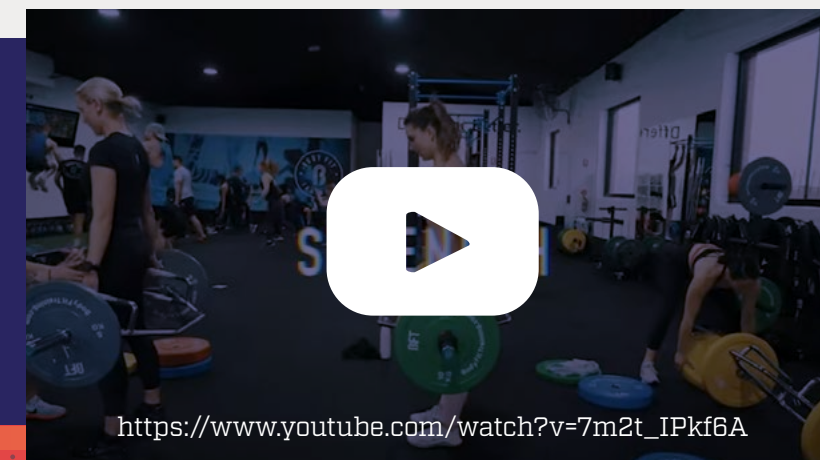
*Our focus for the year ahead remains on pushing the boundaries with technology and programming, and our global expansion to make BFT accessible to many more people around the world.*



**Cameron Falloon & Richard Burnet,**  
Joint CEO's, **BFT**

## Point of Contact

Name	<b>Cameron Falloon</b>
Job Title	Co-CEO
Company	BFT
Email	<a href="mailto:cameron@bodyfittraining.com">cameron@bodyfittraining.com</a>



[https://www.youtube.com/watch?v=7m2t\\_IPkf6A](https://www.youtube.com/watch?v=7m2t_IPkf6A)



# Company Profile

## BH FITNESS



Countries Served  
**Worldwide: 85 Countries**



No. of Clients Served  
**>10.000 Worldwide**



No. of Years in Market  
**>35 Years**

## BH Fitness

BH Fitness is a European leading fitness equipment manufacturer, part of the iconic BH Group, with more than 100 years of experience and a worldwide presence. Our outstanding lineup of equipment, together with the digital solutions we offer, help hundreds of international fitness centers and institutions to beat their expectations.

[www.bhfitness.com](http://www.bhfitness.com)

## Biggest Achievements of 2021

- 1 Signed Sponsorship agreement with Atletico Madrid football club (current La Liga champs), to help the club achieve their fitness and training needs.
- 2 Launched BH GYMLOOP, the user management platform that allows gym managers to improve their retention rates and deliver an outstanding customer experience.



“Something these couple of years have shown fitness equipment manufacturers, is the increasing need for integrating technology and digital solutions within the equipment portfolio, as a vehicle to help fitness centers get more knowledge on members' activity, which results in improved loyalty rates. In a scenario where hybrid training is gaining presence, this data becomes even more important.”

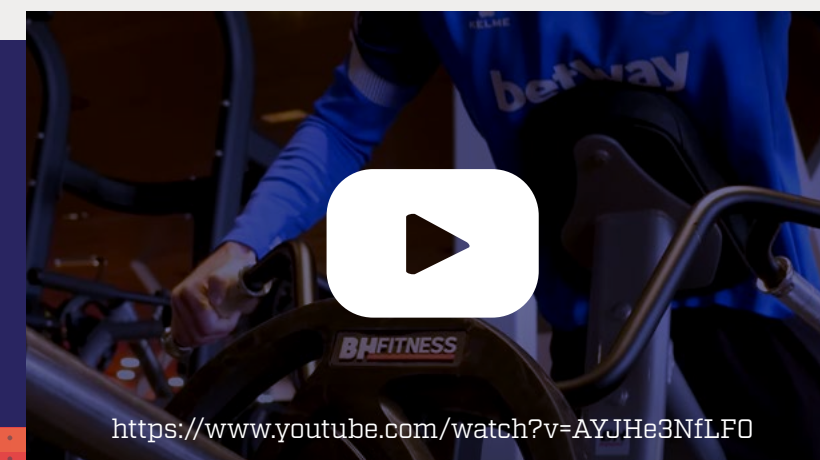


We are delighted with the trust that many gyms, institutions and elite sport clubs placed in BH Fitness during this uncertain period, which endorses us as a key player in the global fitness industry, especially in a region as dynamic as APAC. ”

Pablo Pérez de Lazarraga, CEO, BH Fitness

## Point of Contact

Name	Pablo Pérez de Lazarraga
Job Title	CEO
Company	BH Fitness
Email	<a href="mailto:marketing@bhfitness.com">marketing@bhfitness.com</a>



<https://www.youtube.com/watch?v=AYJHe3NfLF0>



# Company Profile



## ClassPass

Whether you decide to head to a local fitness studio or book yourself a much needed wellness appointment, ClassPass makes it easy to prioritize your health. Using one membership, choose from a broad range of options across 40,000 gyms, exercise studios and wellness providers.

[www.classpass.com](http://www.classpass.com)



Countries Served

**Americas, UK + Europe, APAC / SEA, Australia + New Zealand, China + Hong Kong**



No. of Clients Served

**40,000 gyms, studios and wellness partners**



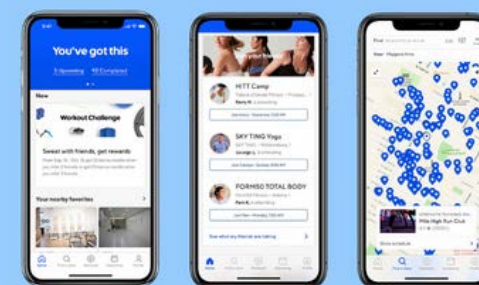
No. of Years in Market

**8 years**

## Biggest Achievements of 2021

**1** In 2021, ClassPass helped 40,000 fitness and wellness businesses to reopen and rebuild their revenue following pandemic-related shutdowns.

**2** ClassPass also expanded our wellness and beauty categories and helped to drive reservations to these businesses. 34% of ClassPass members have booked a wellness or beauty appointment through the app in the last 90 days.



*“As studios and spas reopened in 2021, we saw tremendous excitement for these classes and experiences. Currently, 9 out of 10 of the most booked experiences on ClassPass are for in-person fitness classes and wellness appointments. Looking ahead to 2022, we expect fitness reservations to continue to increase as more people become vaccinated and comfortable returning to studios and spas. We also anticipate that wellness appointments such as massages and manicures will continue to be a growing category on the ClassPass platform.”*



**Zach Apter**, Chief Commercial Officer, **ClassPass**

## Point of Contact

Name	<b>Theresa Kwok</b>
Job Title	Country Manager Singapore
Company	ClassPass
Email	<a href="mailto:singapore@classpass.com">singapore@classpass.com</a>



<https://www.youtube.com/watch?v=ltqAo8pQVN8>

# Company Profile

## COLLECTIVE WELLNESS GROUP



## Collective Wellness Group

Collective Wellness Group is the leader in health and fitness franchising. Through our two brands Anytime Fitness and Xtend Barre, we are passionate about inspiring the lives and health of our members, our people, and our franchisees.

[www.collectivewellness.com.au](http://www.collectivewellness.com.au)



XTEND  
BARRE



Countries Served

**Australia**



No. of Clubs

**AF = 523 Clubs**

**XB = 22 studios**



No. of Members

**AF: 539,667 members**

**XB: 3,270 members**

## Biggest Achievements of 2021

1

Xtend Barre Australia named "International Franchisor of the Year" at the MYOB Franchise Council of Australia 2020 Excellence in Franchising Awards.

2

Both Anytime Fitness Australia and Xtend Barre Australia made the shortlist for the Franchise of the Year Award, as part of FIT Summit's 2021 Fitness & Wellness Awards of Excellence.

3

CWG acquired the perpetual trademark license of Xtend Barre, allowing more control of the brand and product offering for continued long-term growth. Focus will be Australia and New Zealand, with further expansion across at least 6 international growth markets across Asia and Europe.



*20/21 has been a challenging time for the industry, whether it was the ongoing short-term lockdowns to the extended periods of closure that some parts of Australia has endured. What has buoyed me though, is the resilience the network has shown during this difficult period. Our brands pivoted quickly to an online offering to keep members engaged, keeping health and fitness at the forefront of everyone's*



*minds. The drive shown by our Franchisees and our team, combined with the importance of health and wellbeing, ensures that we will reopen bigger and stronger, and for that I am truly excited for what 2022 will bring.*

**Nicole Noye, CEO, Collective Wellness Group**

## Point of Contact

Name	<b>Caitlin Bancroft</b>
Job Title	Chief Marketing Officer
Company	Collective Wellness Group
Email	<a href="mailto:Caitlin.bancroft@collectivewellness.com.au">Caitlin.bancroft@collectivewellness.com.au</a>



# Company Profile

## CORE HEALTH & FITNESS



## Core Health & Fitness

Core Health & Fitness is more than gym equipment, we offer innovative solutions for all your facility needs. Whether working with us directly or through our partners and distributors world-wide, we provide the highest quality equipment backed by a service and support team that will always go the extra mile to get you what you need, when you need it.

[www.corehandf.com](http://www.corehandf.com)



Countries Served

**North America, EMEA, APAC, Latin America**



No. of Clients Served

**Product Sold in over 100 countries, 300+ Distributors Globally**



No. of Years in Market

**11 Years**

## Biggest Achievements of 2021

1

We launched the first multi-functional bench with integrated storage functionality – the Throwdown FXD Bench. The product is designed for efficient use with modular attachment points to facilitate quick transitions between exercises, offering members limitless training options.

2

With the launch of our Online Virtual Education Courses, we are now able to bring the Instructor Certification Programs and teaching philosophies to a broader community, brings a home study option to those unable to attend a live training day in person.



“2021 has had plenty of market uncertainty. For 2022, we look forward to the large majority of country openings, easing of travel restrictions and fitness playing a major part of people’s lifestyle!”

**Frank O'Rourke**, Vice President Sales Asia Pacific / Middle East North Africa / Latin America, **Core Health & Fitness**

## Point of Contact

Name	<b>Frank O'Rourke</b>
Job Title	Vice President Sales Asia Pacific / Middle East North Africa / Latin America
Company	Core Health & Fitness
Email	<a href="mailto:forourke@corehandf.com">forourke@corehandf.com</a>



<https://vimeo.com/498059449>

# Company Profile



## Catic Wellness Group

Catic Wellness Group, founded in 1995, is a leading enterprise in the health and fitness industry in China, with its sub-brands including CW Fitness Club, Newclublife, CW SPA and Ruili Medical Beauty. It provides customers with whole-life-cycle whole-system health management from three dimensions of life health, sports health and natural therapy.

[www.physicalclub.com](http://www.physicalclub.com)

 Countries Served  
**China**

 No. of Clubs  
**30**

 No. of Members  
**100,000+**

## Biggest Achievements of 2021

**1** Beijing University Hospital and Catic Wellness Fashion Group signed a strategic cooperation agreement! To conduct joint research in the field of “physical and medical integration”

**2** Tang Muhan won a Gold medal in women's 4x200m freestyle relay, and broke the world record at the 2021 Olympic Games. Catic Wellness Fashion Group helped to improve sleep quality



“ This year, with the continuation of the epidemic, the importance of health has been deeply recognized. We believe that we must strengthen the deep integration of national fitness and public health, and establish an urban health management service and epidemic prevention system with “active health” as the core, so as to help citizens comprehensively improve their physical fitness and enhance urban safety. ”



**Loni Wang, CEO, Catic Wellness Group**

## Point of Contact

Name **Loni Wang**  
Job Title **CEO**  
Company **Catic Wellness Group**  
Email [loni@physicalclub.com](mailto:loni@physicalclub.com)

**LONI WANG**  
Owner,  
Catic Wellness



<https://www.youtube.com/watch?v=PhE5Uzldvi0>



# Company Profile

# EVOLT



Countries Served  
**Global**



No. of Years in Market  
**10 years**

## Biggest Achievements of 2021

1

We launched our new Evolt Insights Data Analytics Platform putting more power into the hands of business owners in the health & fitness space.

## Evolt

Evolt is a digital body composition analytic company. Using BIA technology, it's the only product on the market that offers personalized calorie & macronutrient recommendations based on an individual's true lean body mass. This innovative technology provides a digital health tracking platform for the user as an intuitive data analytics platform.

[www.evolt360.com](http://www.evolt360.com)

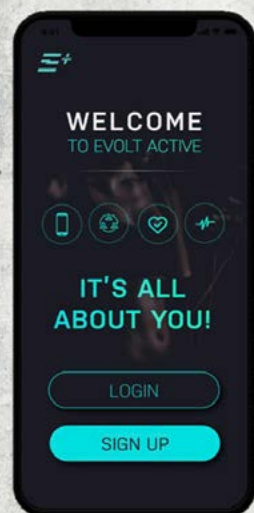
## THE PROBLEM WITH BMI

THIS MAN IS CONSIDERED OBESE ACCORDING TO THE BMI.

BMI IS AN OUTDATED 200 YEAR OLD EQUATION.

THE BWI IS THE MODERN METRIC OF ASSESSMENT.

STOP GUESSING, START ASSESSING.



## EVOLT 360



ONE SYSTEM. ENDLESS OPPORTUNITIES FOR YOUR BUSINESS.



With its unique challenges, 2021 has been another groundbreaking year for our company. Evolt has remained at the forefront of the body composition technology space and continues to revolutionise the health and fitness industry across the 23 countries we supply to. As body scanners drive member engagement and pivot the self-care movement through the power of data and health metrics, gyms are leaning further into personalised coaching models. For gyms to survive the new era post-Covid-19, they will need to be tech-smart, efficient in their processes and data savvy and Evolt has the proven muscle power to pioneer this space.



Ed Zouroudis, CEO, Evolt

## Point of Contact

Name **Suzy Raymer**  
Job Title **Head of Marketing**  
Company **EVOLT**  
Email [suzy@evolt360.com](mailto:suzy@evolt360.com)



<https://youtu.be/ehNwrDS65MU>

# Company Profile



## Evolution Wellness

Established in 2017, Evolution Wellness is Asia's leading fitness and wellness group with a vision to build a comprehensive wellness ecosystem. Its diverse portfolio of highly complementary brands spans the spectrum of fitness offerings from high value low price (HVLP), to full service and premium boutique gyms, virtual fitness, connected fitness, wellness and a subscription-based SaaS membership management system.

Evolution Wellness has 165 wholly-owned properties across six Southeast Asian countries, with five fitness brands, a software company, and a holistic wellness brand including Celebrity Fitness, Fitness First, and Fivelements.

[www.evolutionwellness.com](http://www.evolutionwellness.com)



Countries Served  
**Hong Kong, Indonesia, Malaysia, Philippines, Singapore, Thailand.**



No. of Clubs/Facilities/Properties  
**Over 160**



No. of Members Served  
**365,000** (pre-pandemic)

## Biggest Achievements of 2021

1

Developed proprietary online exercise content platform 'Virtual Studio', onboarding 15000 subscribers in the first six weeks.

2

Took our growth brands to market on the global stage, securing first LOIs and contractual agreements for our GoFit, FIRE Fit and Fivelements brands.



**SOME PEOPLE ARE FORGED BY FIRE**



*We've always been an innovative company, but it's fair to say that the changing market circumstances led us to adapt and innovate faster than we perhaps might have when the business was firing on all cylinders. We've launched a number of new initiatives in the last 18 months, including software licensing, a managed services division, a revolutionary approach to personal training leveraging advanced technology, new product partnerships to support and complement our members' and customers' fitness and wellness journeys, as well as a microlearning platform for employee learning and development.*



*This attitude to adaptability and agility will be important to maintain as things return to some semblance of normalcy in an endemic Covid era.*

**Simon Flint, CEO, Evolution Wellness Group**

## Point of Contact

Name **Jillyn Tan**  
Job Title Head of Communications  
Company Evolution Wellness  
Email [Jill.tan@evolutionwellness.com](mailto:Jill.tan@evolutionwellness.com)



<https://youtu.be/OsP6lZZtAE0>

# Company Profile



## Exerp

Exerp is a global IT specialist in member management software for the fitness industry. We serve some of the world's largest and most recognised fitness chains. Exerp's aim is to transform our clients' businesses by reducing cost, promoting simplicity and fundamentally changing the way they interact with their members.

[www.exerp.com](http://www.exerp.com)



Countries Served

**Global, clients in Europe, North America and Australia.**



No. of Businesses Served

**Over 160**



No. of Members Served

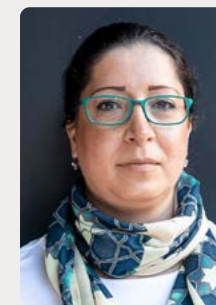
**365,000** (pre-pandemic)

## Biggest Achievements of 2021

- 1 Expansion into Middle East and Spain with two new clients.
- 2 Club Essential Holdings acquisition of Exerp ApS, cements our position in the market as the leading enterprise software for member management.



*Exerp has had a positive 2021 despite the pandemic. We have signed new clients in three regions, expanding into one new region and two new countries. The acquisition of the business by Club Essential Holdings is a positive step for the business, particularly in the North American market. 2022 will be a transitional year for many, as businesses start opening up again and generating revenue, they will look to stability and revenue assurance, this is where Exerp can help them. Of course, the Exerp family are very excited for face-to-face meetings with clients and each other, it's been a long two years secluded at home!*



**Sanam Pourbozorgi**, General Manager, APAC, **Exerp**

## Point of Contact

Name	<b>Tom Kemp</b>
Job Title	Head of New Business & Implementation, APAC
Company	EXERP
Email	<a href="mailto:tk@exerp.com">tk@exerp.com</a>



<https://vimeo.com/542981368>



# Company Profile



**FITNESS &  
LIFESTYLE  
GROUP**



Countries Served  
**Asia-Pacific**



No. of Clubs/Facilities/Properties  
**510**



No. of Members Served  
**825,000**

## Fitness & Lifestyle Group

Fitness & Lifestyle Group is Asia Pacific's leading health & wellness group, with headquarters in Australia and regional offices across South East & East Asia. Our portfolio of globally recognised brands includes Fitness First Australia, Goodlife Health Clubs Australia, Barry's Bootcamp Asia-Pacific, Jetts Fitness, California Fitness & Yoga, California Centuryon, Yoga Plus and ERI International Clinic and Zap Fitness. With over 470 locations across Australia, New Zealand and South-East Asia, we help members live healthier and more active lives..

[www.fitlg.com](http://www.fitlg.com)

## Biggest Achievements of 2021

- 1 Growth of our digital subscriber base of over 200%
- 2 Opening of new 5 full service club sites in Australia in 2021, all achieving company records in sales performance.

## Portfolio Company Names

- Fitness First Australia
- Goodlife Health Clubs Australia
- Barry's Bootcamp Asia-Pacific
- Jetts Fitness
- Zap Fitness
- California Fitness & Yoga
- California Centuryon
- Yoga Plus
- ERI International Clinics

“ Since emerging from the pandemic the fitness industry is united in its quest to change perception and force decision makers to recognize our essential status as a critical provider and participant in the health continuum. Our work has meaning - we are fortunate to work in an industry that has the power to transform lives in a new normal, double-vaccinated world. We need to ensure our operating models suit the new ways our members' are looking to work, live and engage with our products. As more markets reopen the industry should see penetration rates continue to increase. To combat isolation and mental health issues, Customers will seek more connected experiences from both physical and digital offerings. Companies are still trying to position themselves in the era of fitness hybridisation, either outsourcing or resourcing internal capabilities to provide a more specific offer. In the longer term this will determine how consumers stay connected to their brand of choice. ”



**Greg Oliver, CEO, Fitness & Lifestyle Group**

## Point of Contact

Name	<b>Michelle Owen</b>
Job Title	Executive Assistant to CEO
Company	Fitness & Lifestyle Group
Email	<a href="mailto:Michelle.owen@fitlg.com">Michelle.owen@fitlg.com</a>



<https://www.youtube.com/watch?v=hZx5k9Y1MUo>

# Company Profile

## FREEMOTION

### Freemotion Fitness

Freemotion Fitness is the industry standard in fitness equipment and technology, at the cutting-edge of innovating experiences that revolutionize cardio, strength and group training. Powered by iFIT's experiential digital content and connected fitness technology, Freemotion offers interactive solutions that are immersive and inclusive for all exercisers.

[www.FreemotionFitness.com](http://www.FreemotionFitness.com)



Countries Served  
**Global**



No. of Clients Served  
**15,000** (estimated worldwide)

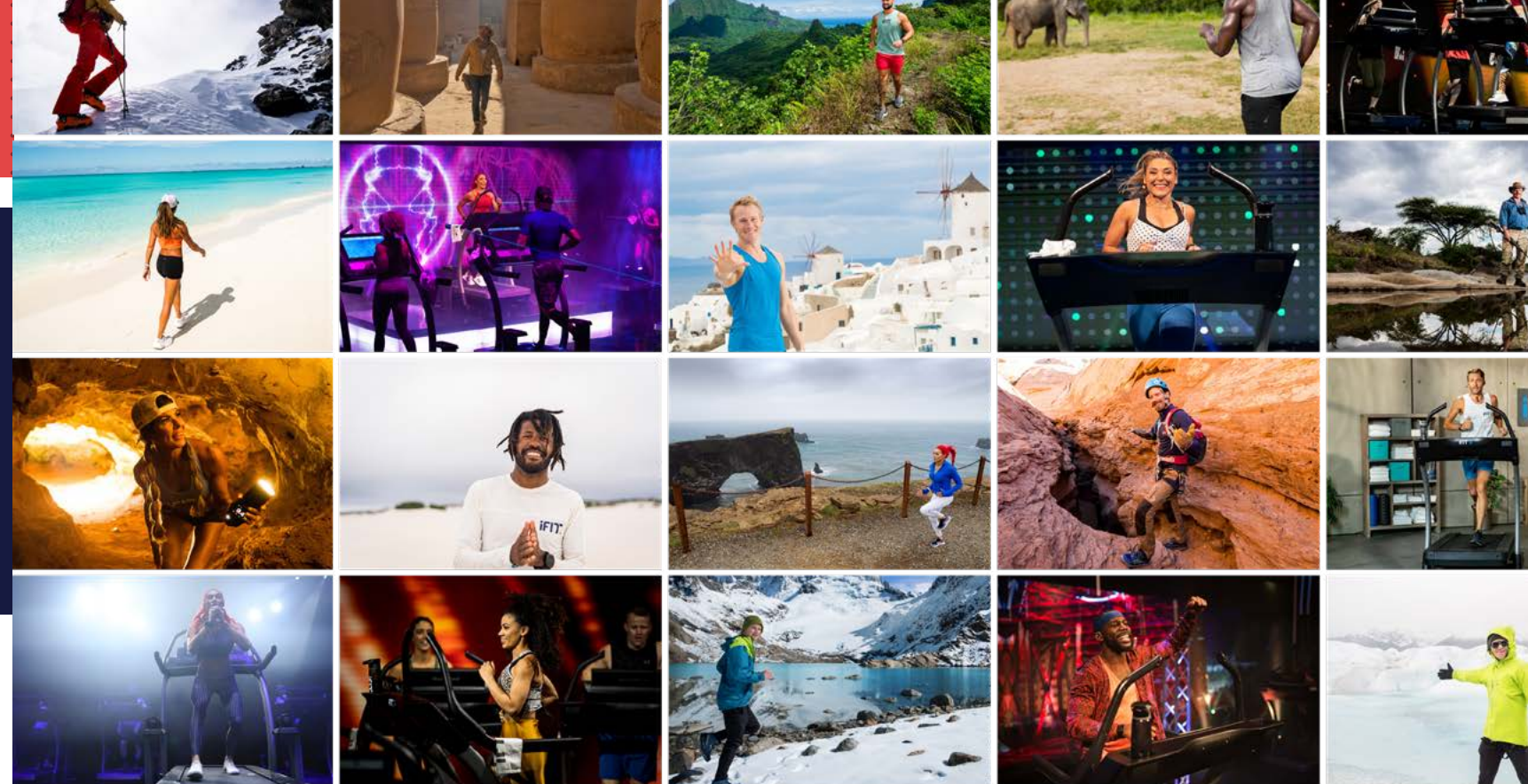


No. of Years in Market  
**8 years**

### Biggest Achievements of 2021

**1** Freemotion was rebranded to Freemotion from iFIT, reflecting a shared vision with iFIT Health & Fitness Inc. to offer omnichannel solutions through connected health and fitness.

**2** Freemotion delivers a world of wellness with iFIT, featuring 17,000+ workouts filmed on all 7 continents and led by 200+ world-class trainers. cements our position in the market as the leading enterprise software for member management.



*Freemotion has been breaking boundaries for over 20 years, and our rebranding as Freemotion from iFIT marks the next chapter in our exciting story. We already offer some of the world's most innovative equipment and as we look ahead to 2022, creating genuine omnichannel experiences for all exercisers is vital to engaging and retaining them. With iFIT's ever-growing library of thousands of interactive and immersive coach-led workouts, Freemotion delivers the perfect solution that ensures a connection to a member is never lost, and a deeper relationship is always formed.*



**Dan Toigo**, Senior Vice President, iFIT Health & Fitness, and Managing Director, **Freemotion Fitness**

### Point of Contact

Name	<b>Peggy Vo</b>
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<https://vimeo.com/460422171>

# Company Profile



## Inspire Brands Asia

Anytime Fitness is the fastest-growing gym franchise in the world, with more than 5,000 gyms serving nearly 3,000,000 members on seven continents. Open 24 hours a day, 365 days a year, Anytime Fitness prides itself on providing its members with convenient fitness options, highly-trained personal coaches, alongside well-equipped facilities featuring state-of-the-art gym equipment.

[www.anytimefitness.sg](http://www.anytimefitness.sg)



Countries Served

**Indonesia, Hong Kong, Singapore, Malaysia, Taiwan, Vietnam, Thailand and Philippines**



No. of Clubs

**291**



No. of Members

**76,000+**

## Biggest Achievements of 2021

1

Successfully open 76 Clubs in Singapore despite the pandemic

2

Nominated and awarded by Entrepreneur at #10 as being one of the Fastest Growing Franchises in the world



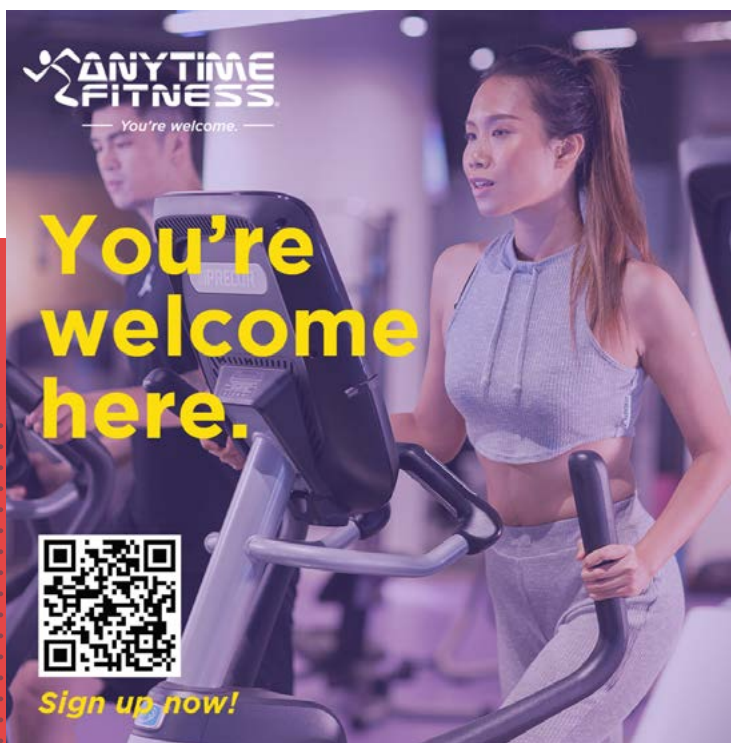
*Reflecting back on 2021, I can confidently say it's been the most challenging year with multiple changes happening on a very regular basis across the 9 markets IBA operate in. Our staff, our franchisee's and our members have been faced with massive turbulence and high stress for extended periods of time. The impact on mental health has been significant for us all and I'm so proud of all our people for staying strong, standing together and staying focused on our goals in the face of such adversity. In 2022 we will be focusing on our People; staff, franchisees, investors and members; with high levels of engagement through our ability to Care, Coach and Connect*



**Andrea Bell, CPO, Inspire Brands Asia**

## Point of Contact

Name	<b>Amanda Lew</b>
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Email	<a href="mailto:Amanda.lewin@inspirebrandsasia.com">Amanda.lewin@inspirebrandsasia.com</a>



# Company Profile



## Intelivideo

Intelivideo is a Video on Demand (VOD), and livestreaming digital platform for fitness operators and wellness providers. A premium, quick-to-launch platform that seamlessly integrates with the commercial fitness ecosystem allows gyms and health clubs to meet their members where they are...in the club, at home, or on the go.

[www.intelivideo.com](http://www.intelivideo.com)



Countries Served

**Asia-Pacific, North America, Europe**



No. of Clients Served

**100+**



No. of Years in Market

**8 years**

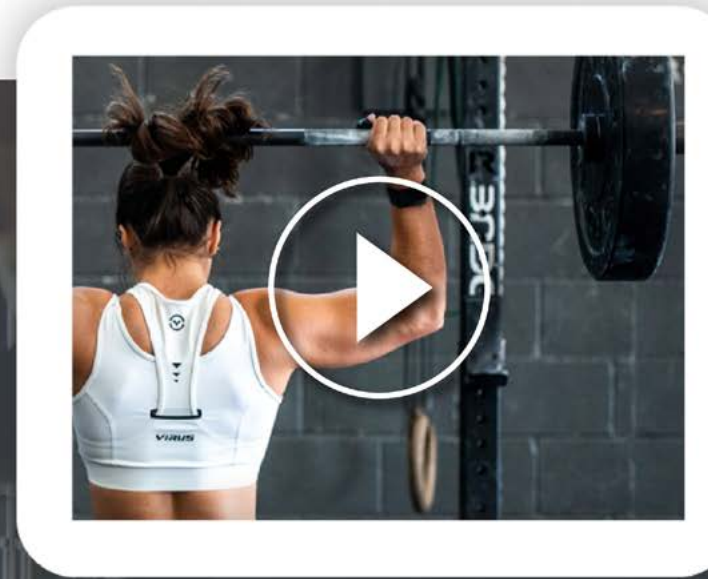
## Biggest Achievements of 2021

1

We partnered with (5) industry-leading businesses which resulted in an enhanced, robust platform.

2

We have entered into new markets within the fitness realm - the collegiate recreation fitness market and the wellness market.



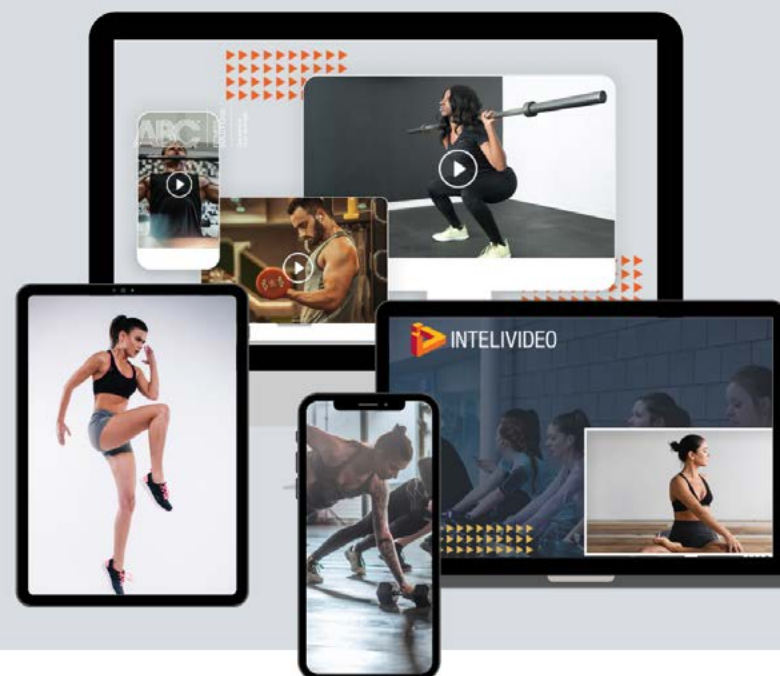
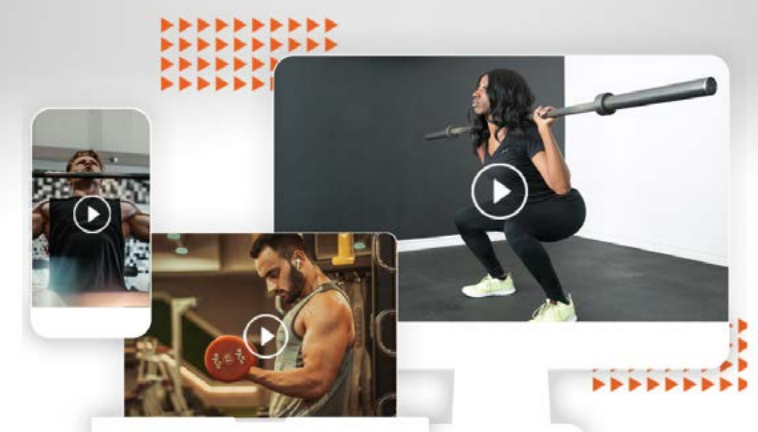
*2020 was a record year for us. We carried that momentum into 2021 and have doubled the number of customer logos and almost tripled the number of fitness locations we serve. We've formed strategic partnerships with leading industry companies including ABC Fitness Solutions, InnoSoft, Les Mills, Glofox and most recently, Matrix Fitness enhancing our ecosystem and technological advances. We received recognition in numerous prestigious rankings, including our first-ever inclusion in the Inc. 5000.*



*Looking toward 2022, we are confident that the future is bright as we continue our quest to become "the" digital fitness solution for the fitness industry.*

**Adam Zeitsiff**, CEO & President, **Intelivideo**

**GLOBAL LEADER  
IN DIGITAL FITNESS  
EXPERIENCES**



## Point of Contact

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Job Title Marketing Coordinator  
Company intelivideo  
Email [jill.otoole@intelivideo.com](mailto:jill.otoole@intelivideo.com)



<https://www.youtube.com/watch?v=HJSt-aoU9Yc>

# Company Profile



## ISSA (International Sports Science Association)

ISSA is the world leader in fitness education and delivers comprehensive, cognitive and practical education for fitness professionals, grounded in industry research, using both traditional and innovative modalities. Founded by fitness researchers, PhDs and elite practitioners, ISSA offers 24 fitness certifications and has certified over 400,000 trainers in 174 countries.

[www.issaonline.com](http://www.issaonline.com)



Countries Served  
**Global**



No. of Clients Served  
**100+**



No. of Years in Market  
**8 years**

### Biggest Achievements of 2021

1

ISSA launched a club partnership model which has resulted in the addition of 3,000 new club partners.

2

ISSA made a strong push on international distribution growth and has added partners servicing over 10 new countries.



*2021 was a breakout year for ISSA in the APAC region. Specifically, we invested heavily in more certifications for students, new technology platforms for our partners and more support to help connect people passionate about health into jobs as personal trainers, and ultimately, start their careers in fitness.*



**Andrew Wyant, CEO, ISSA**

### Point of Contact

Name	<b>Dan Duran</b>
Job Title	VP, International & Group Partnerships
Company	ISSA
Email	<a href="mailto:dduran@issaonline.com">dduran@issaonline.com</a>



<https://www.youtube.com/watch?v=LiG1NN0b80A>



# Company Profile



## KX Pilates

KX Pilates is a modern evolution of reformer Pilates. Our workouts use a reformer machine with a signature spring system — this adds resistance and targets muscle groups in a way that traditional workouts can't match.

[www.kxpilates.com](http://www.kxpilates.com)



Countries Served  
**Australia**



No. of Clubs/Facilities/Properties  
**78**



No. of Clients Served  
**Approx 20,000 clients per week**

## Biggest Achievements of 2021

1

Signing a Master Agreement for New Zealand and welcoming new partners into the KX family

2

Launching a new brand campaign



*2021 was certainly another year of major disruption and unexpected performances. For some it was a year of great success. Clients flooded back into studio to human interaction that cannot be replicated through technology.*

*But for others, 2021 presented a year of hardship and will force another 're-set'. Success will come to those who have the strength, courage and means to prevail.*



*I believe in 2022 we will see 'the return' to the studios. I don't believe 'At home fitness' will ever replace the in person experience however it will become more prevalent and clients will expect flexibility and choice.*

**Selina Bridge, CEO, KX Pilates**

## Point of Contact

Name	<b>Tarran Grummisch</b>
Job Title	General Manager, Marketing & Brand Communications
Company	KX Pilates
Email	<a href="mailto:tarran.grummisch@kx.com.au">tarran.grummisch@kx.com.au</a>



[https://www.youtube.com/watch?v=SHgbee0\\_hJw](https://www.youtube.com/watch?v=SHgbee0_hJw)

# Company Profile

## LES MILLS ASIA PACIFIC

### Les Mills Asia Pacific

Les Mills Asia Pacific provides group fitness and team training solutions to attract new and retain existing members; world-class training; premium SMART TECH equipment; Virtual solutions for clubs and corporates; at-home on-demand workouts through LES MILLS+ (formerly LES MILLS™ On Demand); and a proven Group Fitness Management system to help Clubs achieve their business potential.

[www.lesmills.com.au](http://www.lesmills.com.au)



Countries Served  
**13**



No. of Clients Served  
**21,000+ clubs around the world**



No. of Years in Market  
**Les Mills Asia Pacific has 25 years' experience**  
**Les Mills International has 50+ years' experience**

### Biggest Achievements of 2021

1

LES MILLS Content, enabling clubs to host 100 Les Mills workouts on their own app/website

2

Online Group Fitness Management, to equip your staff with the 8 Key Plays for delivering a winning member experience.



*Off the back of 2020 – a year filled with so many unexpected challenges – 2021 turned out to be the year of digital transformation.*

*Les Mills developed The Ultimate Group Fitness Solution to ensure clubs have the options they need to keep members engaged, even during lockdowns. This includes live-streaming, LES MILLS+ (formerly LES MILLS™ On Demand), LES MILLS™ Virtual, LES MILLS+ Affiliate Program (profit centre), SMART TECH equipment and, of course, live classes.*

*It was critical for us to ensure our Club Partners felt supported and with access to resources and programs that help them maintain connections with their members, and recover as fast as possible once they reopen.*

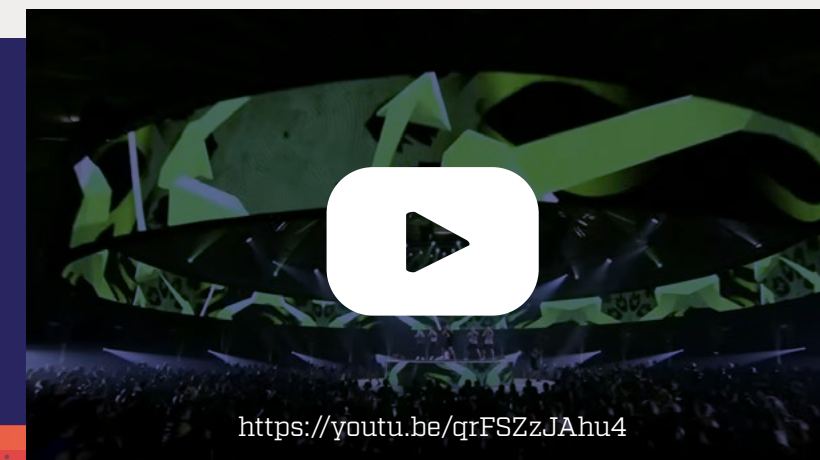
*2022, therefore, should be all about the stabilisation of the COVID-19 situation, where the industry can move away from lockdowns and closures and focus, instead, on the rebuilding and recovery phase. Though challenging, we expect there to be many opportunities for innovation, especially as part of the process to support new consumer behaviours.*



**Ryan Hogan**, Chief Executive Officer, **Les Mills**

### Point of Contact

Name	<b>Lena Lim</b>
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<https://youtu.be/qzFSZzJAhu4>



# Company Profile



## Life Fitness

For over 50 years, Life Fitness has been a catalyst in business growth for gym owners and for inspiring exercisers to reach their fitness goals. We manufacture and sell industry-leading strength and cardiovascular equipment. Through our comprehensive product portfolio, Life Fitness is dedicated to creating exciting and invigorating fitness solutions and experiences for both fitness facilities and exercisers.

[www.lifefitness.com](http://www.lifefitness.com)



Countries Served

**Global, with a global distribution network of over 166 countries and 13 sales offices around the world**



No. of Clients Served

**15,000+**



No. of Years in Market

**50+ years**

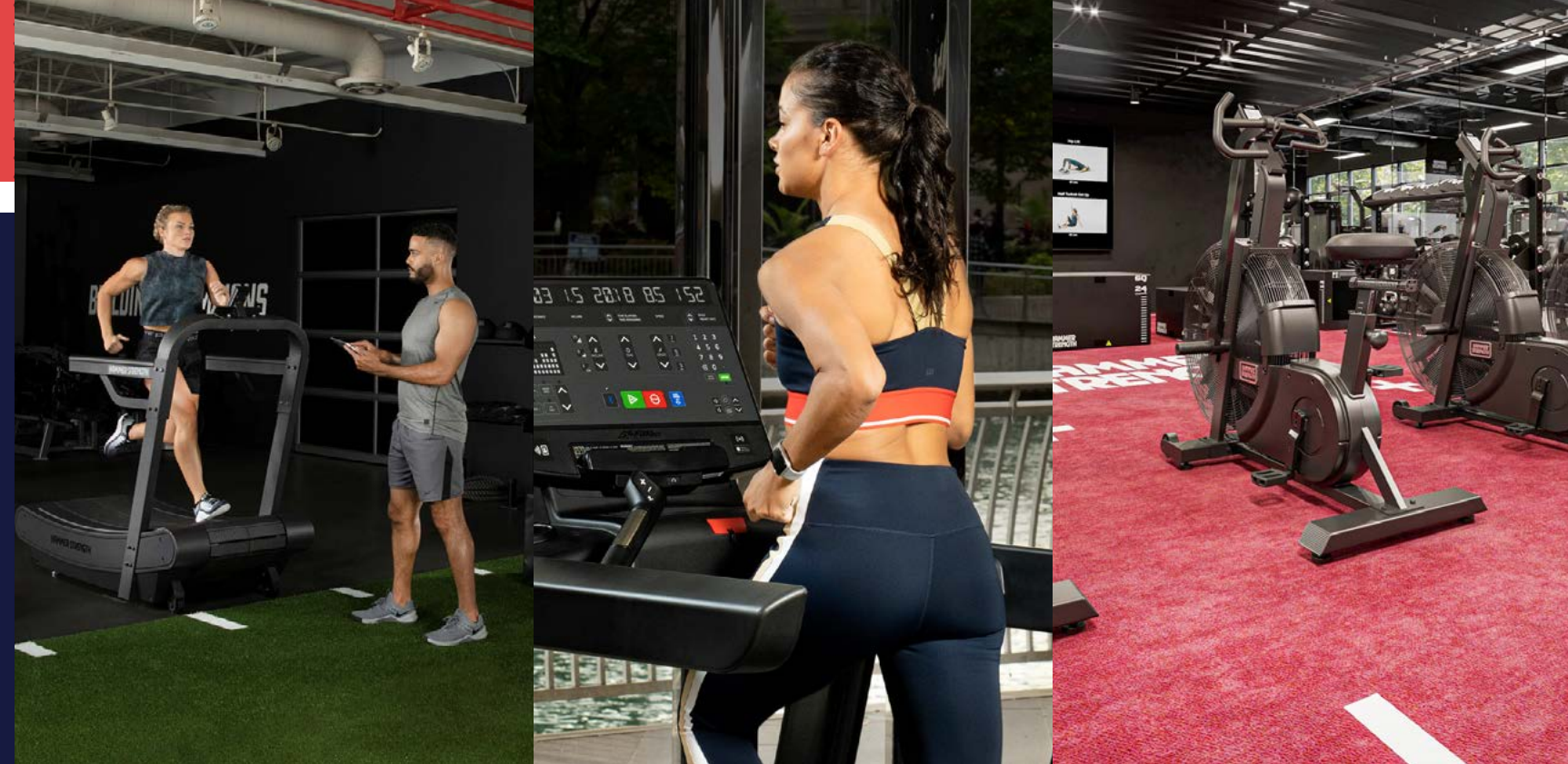
## Biggest Achievements of 2021

1

We introduced Integrity SL, the next generation LED console

2

We introduced Axiom Series: A new, comprehensive line of Strength equipment



*Despite the horrific nature of COVID-19, over the last 18 months in Asia I have seen some of the most impressive attributes of humanity – absolute resilience throughout organizations, compassion from leaders and companies, and self-improvement from individuals. The pandemic shut the world down but did not stop human growth and adaptation. Just in our industry the pace of innovation, both good and bad, has been staggering. A key learning during the pandemic is that change for survival is a necessity. Companies don't need to completely transform, but they do need to evolve to the new expectations of customers, as well as the upcoming generation.*



**Andrew Mahadevan**, VP Asia Pacific, Life Fitness

## Point of Contact

Name	<b>Andrew Mahadevan</b>
Job Title	Vice President, Asia Pacific
Company	Life Fitness
Email	<a href="mailto:andrew.mahadevan@lifefitness.com">andrew.mahadevan@lifefitness.com</a>

THE WORLD'S  
LARGEST PORTFOLIO  
OF FITNESS SOLUTIONS



<https://www.youtube.com/watch?v=ciZ9vi3RBH4>

# Company Profile



## LVL

LVL is a digital and physical ecosystem that provides world-class wellbeing services to people at the world's most forward-thinking organisations. We believe that wellbeing is paramount for people and organisations and we're on a mission to help 10 million people Prioritize Well by 2025.

[www.lvl-wellbeing.com](http://www.lvl-wellbeing.com)



Countries Served  
**Users in over 80 countries**



No. of Clients Served  
**4,000**



No. of Years in Market  
**10 Years**

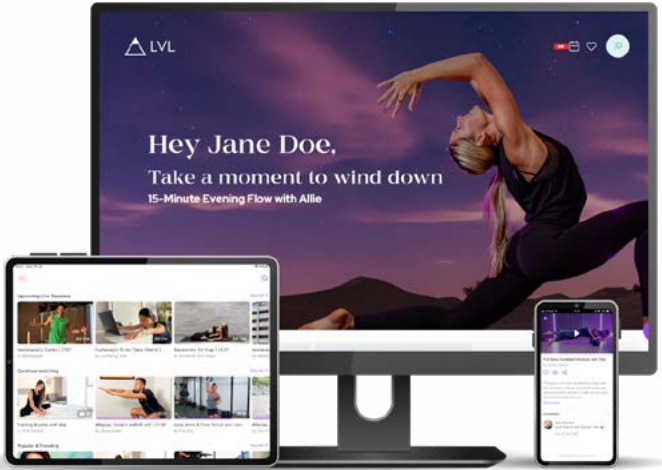
## Biggest Achievements of 2021

1

Launched 2 new wellbeing studios

2

Won the CBRE Innovation Award for wellbeing solutions for Standard Chartered Bank



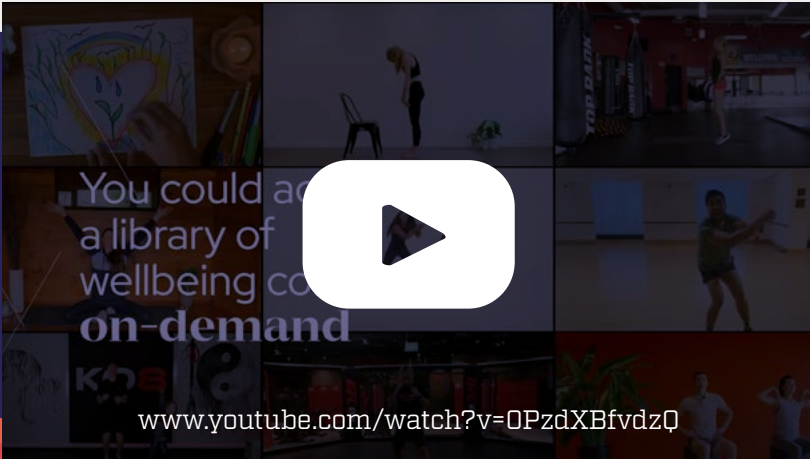
*In 2020, we saw many organisations panic because they didn't have suitable wellbeing programs or tools in place for their employees. In 2021, we have seen an encouraging shift in organisations' approach to employee wellbeing, with it being a key component of their future workplace strategies. We expect to see corporate wellness spend continue to increase in 2022 as more employees return to the workplace, however the hybrid solution will continue to be the winner, as many employees opt to continue working in a hybrid manner, working a few days from home & 1-2 days at the office.*



Gary Blowers, CEO, LVL

## Point of Contact

Name **Alexandra Elena Epureanu**  
Job Title Marketing Manager  
Company LVL Wellbeing  
Email [alexandra.elena@teamlvl.com](mailto:alexandra.elena@teamlvl.com)



[www.youtube.com/watch?v=QPzdXBfvdzQ](https://www.youtube.com/watch?v=QPzdXBfvdzQ)

# Company Profile

# MATRIX

## Matrix Fitness – a brand of Johnson Health Tech

Matrix Fitness is the fastest-growing commercial brand in the world and is the commercial brand of Johnson Health Tech. Matrix offers a complete portfolio of cardiovascular, group training and strength training equipment for health clubs and other fitness facilities.

[www.Matrixfitness.com](http://www.Matrixfitness.com)



Countries Served  
**Global**



No. of Clients Served  
**Johnson Health Tech has  
over 30 subsidiaries and  
60 distributors servicing  
customers across six  
continents and in all  
corners of the globe.**



No. of Years in Market  
**20 years**

## Biggest Achievements of 2021

1

This year Matrix Fitness celebrates its 20th anniversary

2

The Virtual Training Cycle launched this summer to bring a new, immersive experience to the cardio floor



*The past year has been both a challenging and exciting time for the Matrix Fitness brand. Simply put, where and how people get fit has changed and the hybridization of the fitness industry has required clubs to find new ways to stay connected to their members. Matrix has focused on supporting our partners and customers with resources and solutions that allow them to continue to engage with their members both inside and outside of the club. From predesigned, bodyweight workouts, facility reopening marketing packages, proper cleaning and sanitization kits and guidelines and beyond, our team has worked tirelessly to fulfill our Total Solutions Partner promise to our partners, and I am incredibly proud of the work that our team has completed in the last year. Looking ahead, we continually challenge ourselves*



*to think differently and come up with products and solutions that assist our customers in expanding their reach, and placing both their facility and their brand at the center of their member's fit lifestyle.*

**John Young**, Vice President, Commercial Sales Pan Asia,  
**Matrix**

## Point of Contact

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Company	Matrix
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[https://www.youtube.com/watch?v=DOZRy\\_59UHM](https://www.youtube.com/watch?v=DOZRy_59UHM)

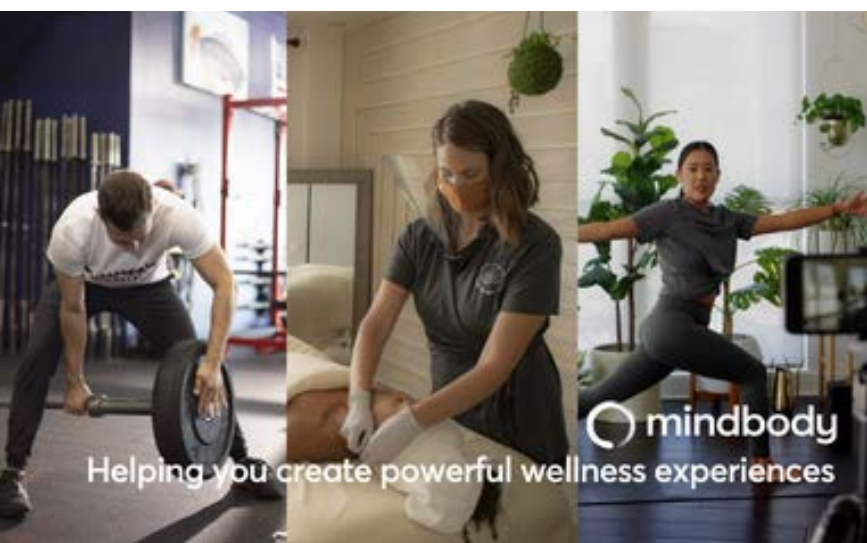
# Company Profile



## Mindbody

Connecting the world to wellness: software for fitness, wellness and beauty businesses.

[www.mindbodyonline.com/en-au](http://www.mindbodyonline.com/en-au)



Helping you create powerful wellness experiences



Countries Served  
**Global (Americas, EMEA & APAC)**



No. of Clients Served  
**55,000**

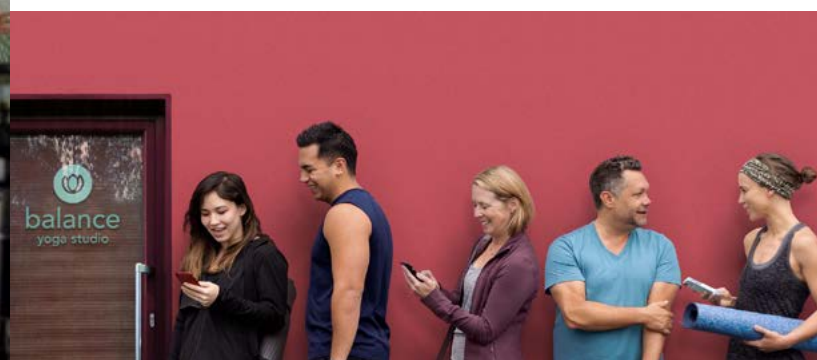
## Biggest Achievements of 2021

1

Leading Wellness Experience Platform Mindbody to Acquire ClassPass; Announces \$500 Million Strategic Investment

2

Mindbody Named to Fast Company's Annual List of Most Innovative Companies for 2021



*Resilience and perseverance aren't exactly new concepts for the fitness industry, but 2020 and 2021 put the depth behind those words to the test like never before. Despite these challenges, wellness businesses have used the experience to rethink, rebuild, and come back stronger.*

*Consumers are needing wellness more than ever before, and we see that the industry is poised for recovery and most importantly, growth. We're excited to see how the market continues to develop into 2022 and beyond and be a key support for wellness providers globally.*



**Hema Prakash**, Vice President and Managing Director, APAC, Mindbody

## Point of Contact

Name	<b>Alice Hall</b>
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<https://www.youtube.com/watch?v=u7ZPNN1dGhk>

# Company Profile



## Myzone

Myzone is the global leader in wearable technology for fitness operators. An innovative, award winning, heart rate based system that uses wireless and cloud technology to accurately and conveniently monitor physical activity. Myzone delivers a fully connected solution with in-club software, club branded app and gamification platform, myzone is proven to engage and retain members.

[www.myzone.org/club-operator](http://www.myzone.org/club-operator)



Countries Served

**over 80 countries globally**  
**15 countries within the Asia Pacific region**



No. of Clients Served

**8,000 facilities**



No. of Years in Market

**10 years**

## Biggest Achievements of 2021

1

Launch of the MZ-Switch, the world's first interchangeable heart rate monitor with dual sensor technology, that you can wear on your chest, arm or wrist, even when swimming.

2

Launched MZ-Remote, a live virtual gym training tool that displays the heart rate feedback of all participants on one screen, allowing trainers to teach no matter where members choose to workout.



*The pandemic created a technology revolution in our sector. It's clear that this adoption of technology and innovation of new operating models, has significantly broadened the service offering, diversification and inclusiveness of our sector. As a roadmap emerges for 2022, I am optimistic that the sector is now better prepared than ever, to capture and serve the increasingly health conscious population and will enter a new post pandemic era of growth.*



**Mike Beeney**, Director, APAC, **Myzone**

## Point of Contact

Name	<b>Ron Hanerfeld</b>
Job Title	Regional Business Manager [Asia]
Company	Myzone
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<https://www.youtube.com/watch?v=h84-9UR98Lg>



# Company Profile



Countries Served  
**Currently in 58 countries,  
serving Asia, Europe and  
MENA Regions.**

## Biggest Achievements of 2021

- 1 Announced New Certified Wellness Program to Support Overall Mental and Physical Growth
- 2 Expanding our global presence through a new collaboration with Clean Health, a leading registered training provider in Australia

## NASM/AFAA

Now in our 34th year, the National Academy of Sports Medicine has been world-renowned for the quality of our personal trainers and the scientific rigor of our program. NASM offers an online Certified Personal Training program, with 4 learning packages available. And NASM specializations can take your personal training skills to a whole new level.

NASM courses were developed using our proprietary Optimum Performance Training™ (OPT™) model, a system based on scientific, evidence-based research. These courses maximize your skills and ability to help your clients excel beyond ordinary expectations, while improving your career opportunities.

[www.nasm.org](http://www.nasm.org)



CERTIFIED PERSONAL  
TRAINER CPT



Be the  
expert your clients  
turn for knowledge,  
training and results.  
**BECOME AN  
NASM-CPT.**



*We are constantly developing new and better ways to provide the things they need to be successful. That's what keeps pushing us forward. It might mean optimizing a learning system to make it more engaging and accessible. Or it might mean developing a whole new program that enables someone to expand their expertise and support a client with specific goals. That's the kind of work we know is making a difference.*



**Laurie McCartney**, President, Global Fitness and Wellness Solutions, **Ascend Learning**

## Point of Contact

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<https://youtu.be/UcOF5hNEIyg>

# Company Profile



## Perfect Gym Solutions S.A.

Perfect Gym is an all-in-one gym management system trusted by 1,100+ facilities in 55+ countries through digital transformation. Using automation and digitalization, the platform enables facility owners and managers to enhance their customers' personal fitness journeys, aiding in the transition from facility of choice to brand of choice.

[www.perfectgym.com](http://www.perfectgym.com)



### Countries Served

**Perfect Gym operates directly in Europe, Asia-Pacific, Middle East and through Channel Partners in Northern America and Canada.**



**No. of Clubs/Facilities/Properties**  
**1,100+ facilities served.**



**No. of Years in Market**  
**7 years on the market.**

## Biggest Achievements of 2021

**1** In 2021, Perfect Gym Mobile App celebrated 500k registered users. Since the introduction of the mobile app, PG clients saw an increase in class size by 14%.

**2** Perfect Gym is a scalable software, capable of servicing the single club market and meeting the needs of a 100+ club fitness chain, proving the PG platform is the right fit for you.

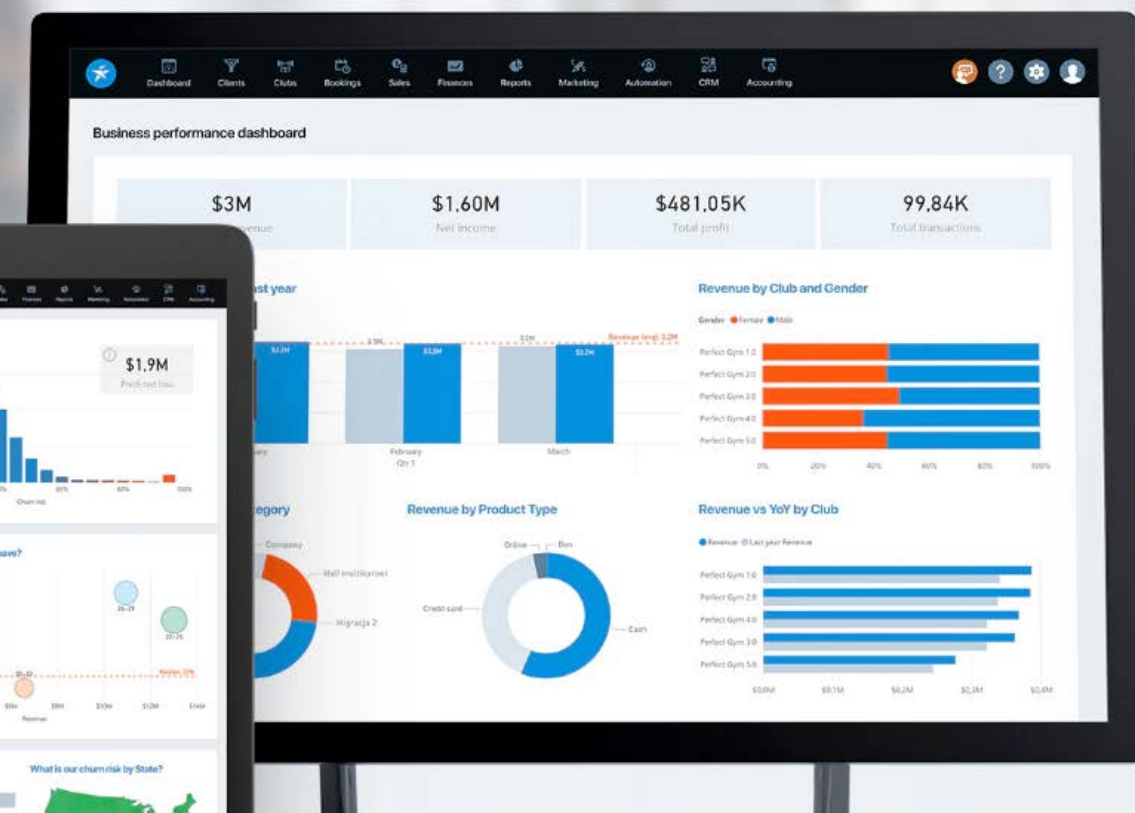
*I am glad that the majority of the clubs around the world reopened after a difficult period and, both, Perfect Gym and our customers can focus on making people active and healthy again. Currently, we can see that many clubs might not be struggling with securing new members, but the coming new year will come with its own challenges. This is why membership management systems and the data collected by them will be crucial in retaining new members, re-engaging old ones and focusing on new demographics. Perfect Gym provides the solution that will enable club operators to succeed in their digital journey.*



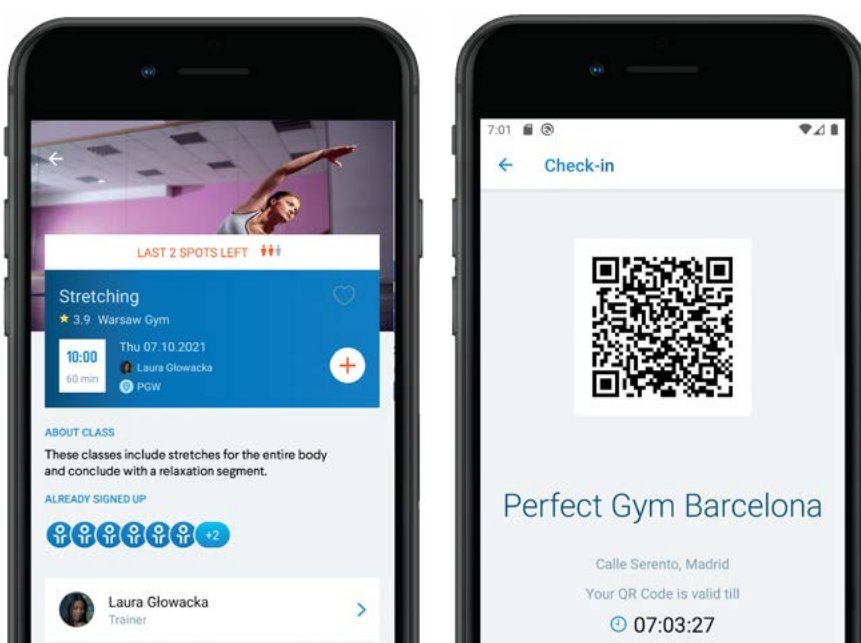
**Sebastian Szałachowski**, CEO and Co-Founder, **Perfect Gym Solutions**

## Point of Contact

Name **Lewis Stowe / Izabela Rychter**  
Job Title **Marketing Director / Sales & Business Development**  
Company **Perfect Gym**  
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<https://youtu.be/AUUCj7zy1W0> with a simple sign up & payment process.



# Company Profile



## Orangetheory Fitness

Orangetheory Fitness: the science-backed, technology-tracked, coach-inspired group workout designed to produce results from the inside out – giving people a longer, more vibrant life.

[www.orangetheory.com](http://www.orangetheory.com)



Countries Served  
**26 countries globally**



No. of Clubs/Facilities/Properties  
**1400**



No. of Clients Served  
**1,000,000**

### Biggest Achievements of 2021

1

We launched France and Denmark in the past 12 months

2

We continue to build our China footprint with new studios opened and sold



*Pre-pandemic, our biggest challenge as a company was capacity. We were always sold out. [If people] can't get into the studio or they want to do a slightly different workout and still be coached by one of our coaches, now they've got that channel to do it. People like the optionality of being able to do a workout at home and have more digital content.*



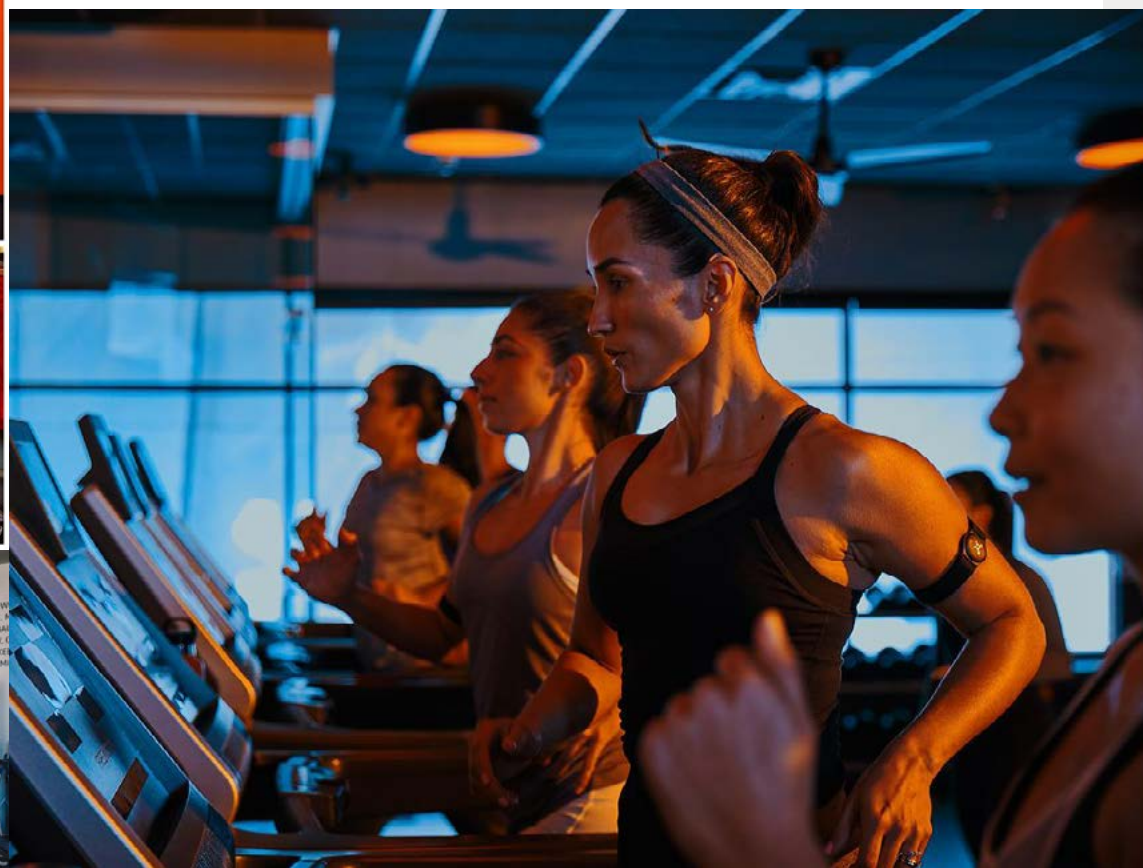
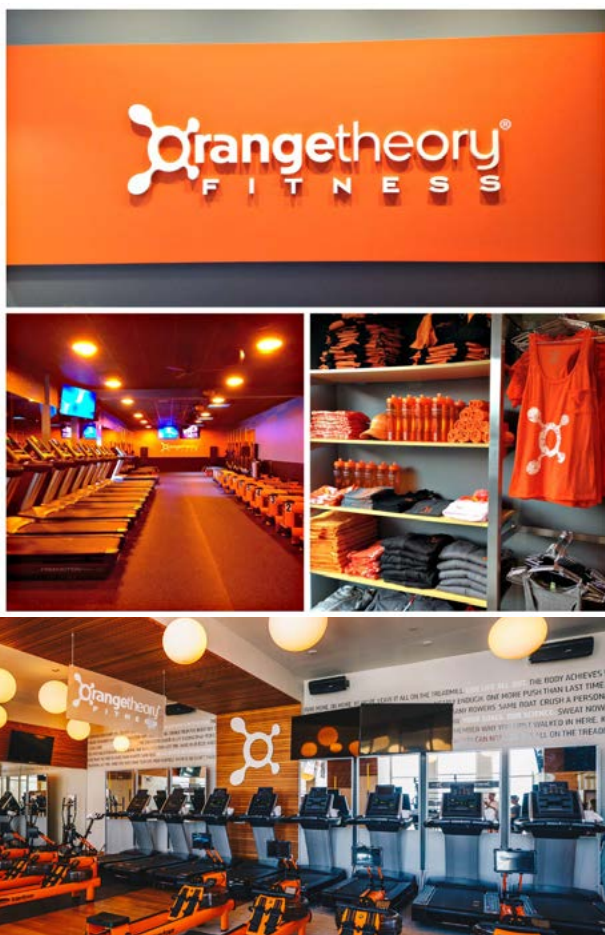
**Dave Long**, CEO, Orangetheory

### Point of Contact

Name	<b>Franck Meunier</b>
Job Title	Director, International Business Development
Company	Orangetheory Fitness
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<https://www.youtube.com/watch?v=ZDiCB0zv8iQ>



# Company Profile



## Precor

Precor Incorporated, a unit of Peloton and headquartered in Greater Seattle, WA, has been a pioneer in delivering fitness experiences for commercial customers and exercisers for more than 40 years. Precor serves more than 100 countries worldwide with offices in the Americas, EMEA, and APAC and operates two U.S.-based manufacturing locations. Precor products and services span across all major categories, including cardio, strength, functional fitness, group training, and connected solutions. In 2020, Precor reached the milestone of recording one billion workouts in its Preva® fitness cloud. That number represents more than 140,000 connected units in over 13,000 facilities. On average, Precor exercisers record more than 20 million minutes of workouts each day as recorded by the Precor digital platform Preva®. Precor segments include commercial clubs/facilities and the verticals of Hospitality, Multi-family Housing, Corporate, and Education.

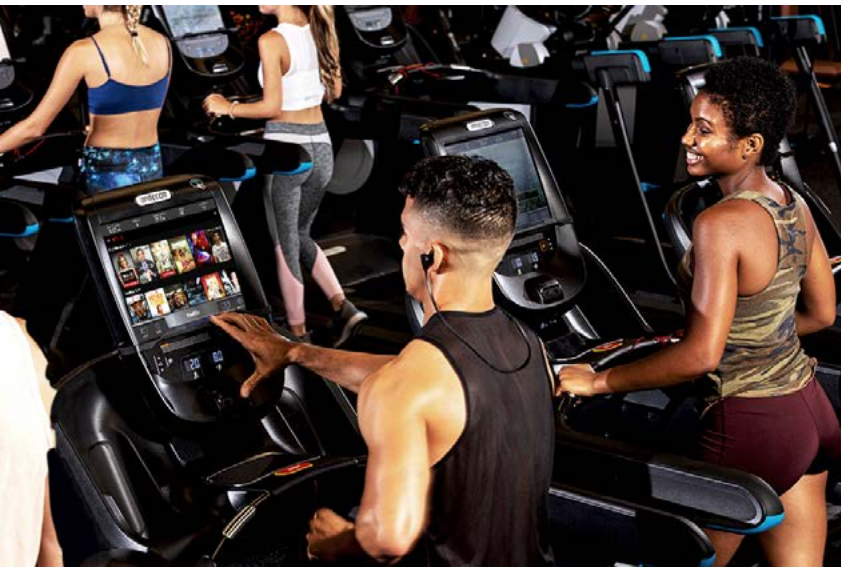
[www.precor.com/en/commercial](http://www.precor.com/en/commercial)



Countries Served  
**Global**



No. of Years in Market  
**41 years**



*How do we bring social interaction into technology, online and into a club experience? Gamification is coming but it is really all about interaction, how do you create that competition and social interaction. This builds your offering, inside and outside the club and creates a more connected experience which connected fitness is meant to be.*



**Jack Trummer**, Vice President and General Manager, APAC, Precor

### Point of Contact

Name	<b>Alex Yu</b>
Job Title	Marketing Manager, Asia-Pacific
Company	Precor
Email	<a href="mailto:alex.yu@precor.com">alex.yu@precor.com</a>



<https://www.youtube.com/watch?v=UTxR9A4F87E>

# Company Profile

# PURE

## PURE Group

Founded in 2002 and headquartered in Hong Kong, The PURE Group is Asia's leading premium lifestyle brand that includes PURE Yoga, PURE Fitness, PURE Nutrition, nood food, PURE Apparel, PURECAST and FUZE. PURE Group has locations in Hong Kong, Beijing, Shanghai, Singapore and New York.

[www.pure-yoga.com](http://www.pure-yoga.com)  
[www.pure-fitness.com](http://www.pure-fitness.com)



Countries Served

**Hong Kong, Beijing,  
Shanghai, Singapore and  
New York**



No. of Clubs/Facilities/Properties

**44**



No. of Members Served

**100,000**

## Biggest Achievements of 2021

1

Launch of our biggest flagship fitness and lifestyle location at K11 MUSEA.

2

Launch of PURE Online, an innovative service platform that digitalises in-person classes and private sessions.



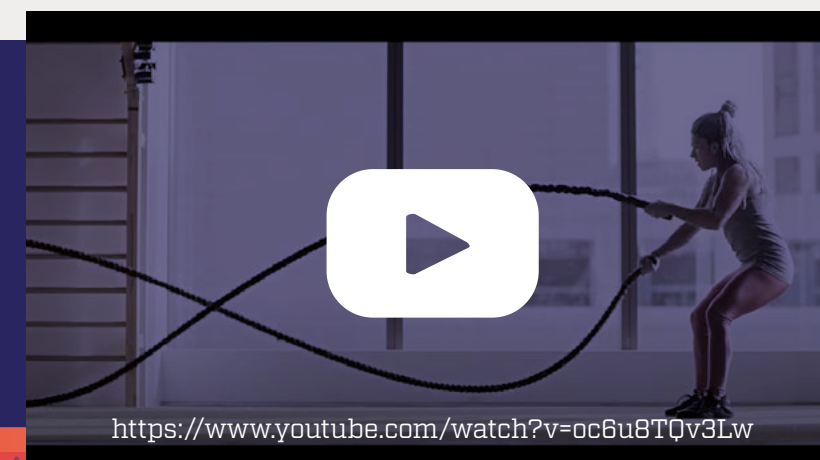
*The pandemic has been extremely challenging for us to navigate. But after such long periods of isolation, people are now craving that sense of community – presenting the fitness and yoga industry with a great opportunity. The pandemic has highlighted the importance of exercise and wellness among the public, which strengthens our belief in 'Wellness is Preventive Healthcare'. Everyone is keen to return to physical classes once the COVID situation abates, despite the rising trend of online classes. Moving forward, a hybrid approach that combines In-person Live Classes and Online Training will pave the way to future success and sustainability.*



Colin Grant, CEO, PURE Group

## Point of Contact

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<https://www.youtube.com/watch?v=oc6u8TQv3Lw>



# Company Profile



## Reaxing

Reaxing designs and produces innovative equipment and solutions for the Neuroreactive Training. A range of Made in Italy products for the high performance and sport rehab industries. Leading innovators and point of reference for top professionals sport clubs, trainers and athletes.

[www.reaxing.com](http://www.reaxing.com)



Countries Served  
**More than 50 countries**



No. of Clients  
**2000+**



No. of Years in Market  
**5 years**

## Biggest Achievements of 2021

1

We have provided our innovative Neuroreactive Training equipment to the Chinese Olympic committee that has achieved terrific results at the Tokyo 2020 Olympics.

2

We have launched Areax, a collection of Neuroreactive Training solutions for professional studio and exclusive training area in the best Fitness clubs, Hotels, companies and habitations.



*Since people have been unable to go the conventional gyms due to the lockdowns, we saw the home gym industry growing fast. Then, when gyms have reopened, people were quite reluctant to go back. But, day by day, people felt bored and demotivated by training alone at home. This has been a great opportunity for all the fitness boutiques and studios to enter the game as first choice. We expect a thriving future for these training studio and small gyms. Thus we have created AREAX, a range of Neuroreactive Training solutions to perfectly fit their needs.*



**Gionata D'Alesio**, Founder & President, **Reaxing**

## Point of Contact

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Job Title	Sales Executive
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REAX  
BOARD



<https://youtu.be/XmkzXpMGv-E>

# Company Profile



Countries Served  
**Singapore, Brazil, Spain,  
United States & Switzerland**



No. of Clubs/Facilities/Properties  
**10**



No. of Members Served  
**4000**

## Ritual Gym

Offering high-intensity, 20-minute workouts, the Ritual method focuses on free weights and bodyweight movements designed to build strength. With four levels of progressions, varied daily workouts and small class sizes which are socially distanced by design, everyone gets plenty of personal attention.

[www.ritualgym.com](http://www.ritualgym.com)

## Biggest Achievements of 2021

- 1 Extension of our Franchise agreement in Spain to a 10 unit agreement.
- 2 The opening of two new outlets in Singapore during the pandemic.



*It's been a year filled with challenges and opportunities for the fitness industry with restrictions being imposed across the entire sector.*

*We've seen a lot of fitness studios re-think their business models, add a layer of tech to their processes and diversify their offering to the digital world. Businesses have been forced to evolve at a rapid pace amidst these restrictions to keep pace with the fierce competition.*

*We've also observed a change in consumer behaviour with more people beginning to have a larger focus on their physical and mental wellbeing.*

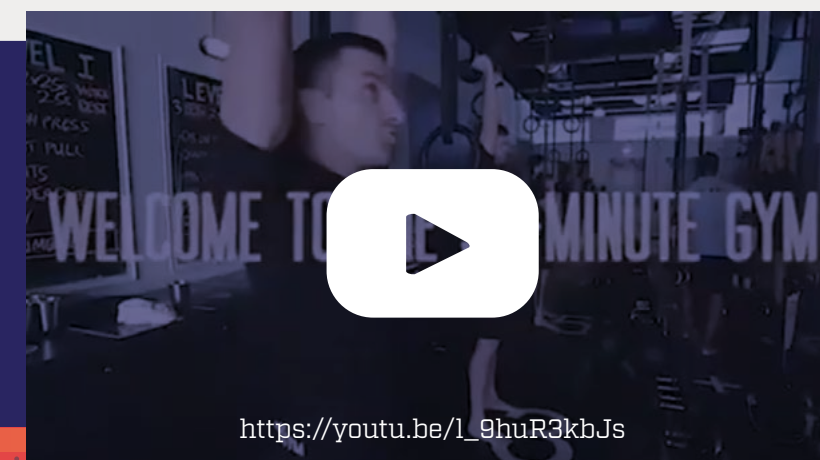


*It'll be exciting to see how the industry continues to innovate to cater to this new age of consumers in 2022.*

**Sharma Das**, Chief Operating Officer, **Ritual Gym Group**

## Point of Contact

Name	<b>Sharma Das</b>
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[https://youtu.be/1\\_9huR3kbJs](https://youtu.be/1_9huR3kbJs)



# Company Profile

**snap fitness** 24/7

## Snap Fitness

Snap Fitness helps people create positive lifestyle habits that make them feel fantastic. Founded in 2003, our 24/7 fitness concept boasts over 1,000 clubs across the globe and offers the most inclusive, empathetic and supportive experience regardless of level. Snap Fitness makes fitting in fitness simple with a welcoming atmosphere, easy-to-use equipment, the latest technology innovations and clear guidance.

[www.snapfitness.com.au](http://www.snapfitness.com.au)



Countries Served  
**Global**



No. of Clubs/Facilities/Properties  
**275 (ANZ)**



No. of Members Served  
**214,000 (ANZ)**

## Biggest Achievements of 2021

1

Initiated a global brand and consumer insights project, the result of which will see a Brand Refresh launched to consumers in January 2022.

2

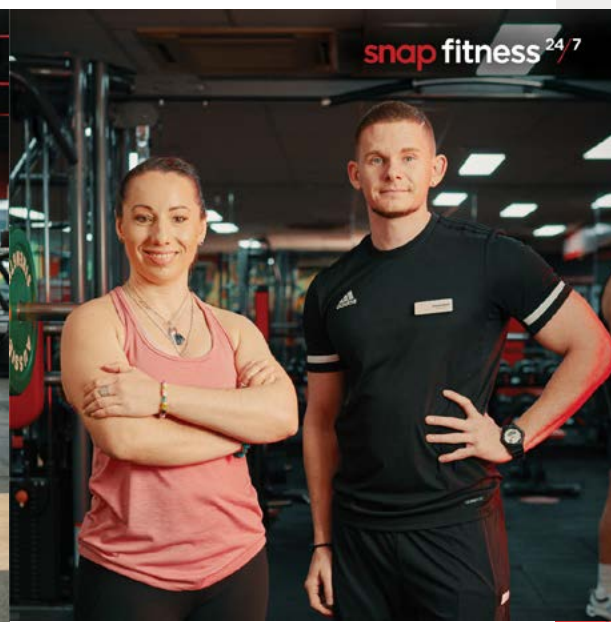
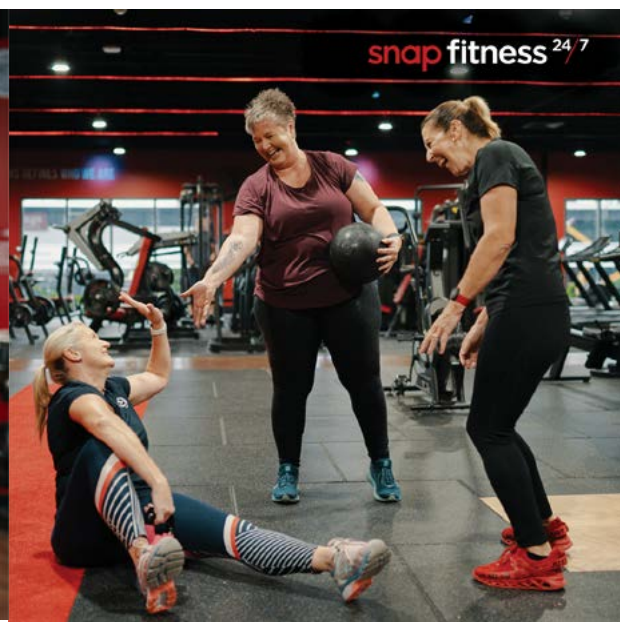
Complimenting the Brand Refresh will be a new all inclusive Snap app to guide members through their fitness journey. Also set to launch in 2022 to support our new brand and member program



*2021 was supposedly going to be an opportunity to put 2020 behind us. Across our portfolio brands in APAC we had an increase in 'club open' time from 68% open in 2020 to 82% open in 2021, so yes an improvement. We are looking forward to 2022 delivering a similar upside as the vaccination programs across the Asia continent kick in.*



**Chris Caldwell, CEO, Lift Brands APAC**



## Point of Contact

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Email	<a href="mailto:snicholson@liftbrands.com">snicholson@liftbrands.com</a>



<https://www.youtube.com/watch?v=7fZUzzSTU5M>

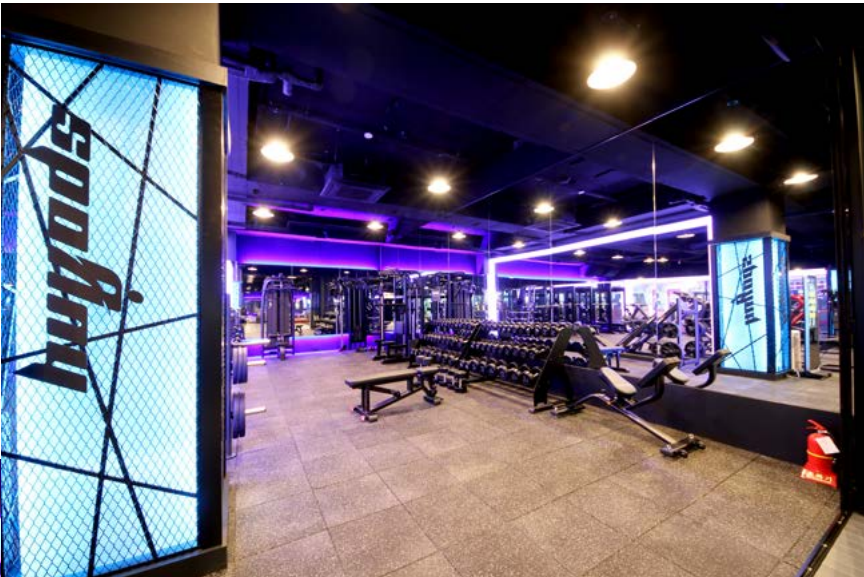
# Company Profile



## KD Sports Co., Ltd.

KD Sports operates SPOANY which is the largest fitness chain in Korea. KD Sports has 90 total fitness clubs, one pilates brand, an interior design company, and a tech company.

[www.spoany.com](http://www.spoany.com)





Countries Served  
**South Korea**



No. of Clubs/Facilities/Properties  
**91**



No. of Members Served  
**150,000+**

### Biggest Achievements of 2021

- 1 We opened 9 additional gym locations thus far in 2021.
- 2 We expanded out from our core health club business in three directions. We launched our pilates brand, and established both an interior design company and a tech company.

### Portfolio Company Names

- Spoany Fitness
- Spoany Pilates
- Gym Solutions
- Fit Dynamics



“ We cannot build strength using only light weights.

*In the years following the company's foundation and first gym in 2003, we frequently had issues and problems arise. As is with any business.*

*But 2021 was by far our most difficult year we had ever experienced. Despite these difficulties, we endured and are now soundly moving forward into a better 2022.*

*The pandemic did negatively impact our expansion plans. We had originally anticipated to open our 100th location back in 2020. But this expansion did not occur on schedule.*

*We were slowed, but we were not stopped. Our 100th location was opened recently.*

*In 2021, we expanded beyond our core gym business with the establishment of our pilates branding. While it has been only recently established, the brand has had great early success. We expect to rapidly expand this new brand into a nationally recognized asset in short order.*

*As we continue to build upon our successes, we also intend to expand our online presence with online training and other projects initiated under our new tech spinoff company.*



*That which does not break us only makes us stronger. ”*

**KD Kim, CEO, KD Sports**

### Point of Contact

Name **Kim Ray**  
Job Title Head of Marketing  
Company KD Sports  
Email [KD@spoany.co.kr](mailto:KD@spoany.co.kr)



# Company Profile



## Stages Indoor Cycles

Stages exclusive focus on cycling has long put Stages at the vanguard of biking technology, both indoors and outside. Our products are the choice of the world's best outdoor teams and athletes as well as the most esteemed clubs and studios. Stages has expanded into a new dimension by engineering a powerful audio/visual component and advanced software that allows for unlimited unique experiences in the club and at home.

[www.stagesindoorcycling.com](http://www.stagesindoorcycling.com)



Countries Served  
**Global**

## Biggest Achievements of 2021

- 1 Partnership with Cru Home Cycle
- 2 Partnership with David Lloyd



*2021 has been an interesting year with many challenges and exciting opportunities. We will continue to work closely with our manufacturers, suppliers and our customers. Together we will get through this stronger. We put our customers and will always make it about our customers brands.*



**Jim Liggett**, Founder & CEO, **Stages Cycling**

## Point of Contact

Name	<b>Naveed Khan</b>
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Company	Stages Cycling
Email	<a href="mailto:nkhan@stagescycling.com">nkhan@stagescycling.com</a>



[www.youtube.com/watch?v=wWPrQQYUED0](https://www.youtube.com/watch?v=wWPrQQYUED0)

# Company Profile



## Technogym

Technogym is a world leading brand in products and digital technologies for fitness, sport and health for wellness. Technogym offers a complete ecosystem of connected smart equipment, digital services, on-demand training experiences and apps that allow every single end-user to access a completely personalized training experience anytime and anywhere.

[www.technogym.com](http://www.technogym.com)



Countries Served  
With 14 branches globally, Technogym is present in over 100 countries.



No. of Clients Served  
Over 50 million people train with Technogym in 80,000 wellness centres and 500,000 private homes world-wide.



No. of Years in Market  
38 Years

## Biggest Achievements of 2021

1 Technogym enhanced its digital ecosystem thanks to the latest evolution of Mywellness 6.0 that added the ability for businesses to deliver a hybrid model, making products and services accessible both in facility and away from it.

2 And the new TECHNOGYM LIVE training experience, available on all Technogym cardio products, offers users a revolutionary training experience thanks to the brand-new Technogym Coach, the AI based virtual assistant that guides users through the different training options based on their personal passions, needs and tastes.



“Health and wellness have become, more than ever, an absolute priority for people and fitness clubs will represent the reference point that consumers will rely on to be accompanied in fitness, sport or health programs through planned physical exercise. The acceleration of digital fitness and home fitness in recent years represents a great opportunity for fitness clubs, because now people are eagerly returning to training at the gym; they are doing it quickly and with unprecedented digital awareness. The fitness business model of the future will be hybrid: people will train both at home and in the gym, and in this new context, digital innovation will allow clubs to ride change as an opportunity.”



Nerio Alessandri, Founder & CEO, Technogym

## Point of Contact

Name	Gunter Serafini
Job Title	Senior Sales Area Manager APAC
Company	Technogym
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# Company Profile



## Therabody

Therabody is the global innovator of tech wellness and the creator of the world's first-ever percussive therapy device, Theragun®. Therabody is an ecosystem of technology-advanced products and services grounded in education and research and backed by science. Every body is different, so our extensive portfolio of natural solutions is designed to help people meet their unique needs and preferences, providing everybody with a variety of attainable whole-body wellness solutions that fit into any lifestyle.

[www.therabody.com](http://www.therabody.com)



Countries Served  
**Global**



No. of Years in Market  
**5 years**

## Biggest Achievements of 2021

1

The company continues to pave the way with its innovative ecosystem of wellness solutions and launched pneumatic compression (RecoveryAir®), electrical stimulation (PowerDot®), and vibration therapy (Wave Duo and Wave Solo) products this year.

2

As the leader in tech wellness, Therabody is committed to conducting scientific research to develop products that support a better quality of life. Therabody and Biostrap Labs announced study results confirming effectiveness of Theragun percussive massage therapy, improving sleep efficiency and quality of life.

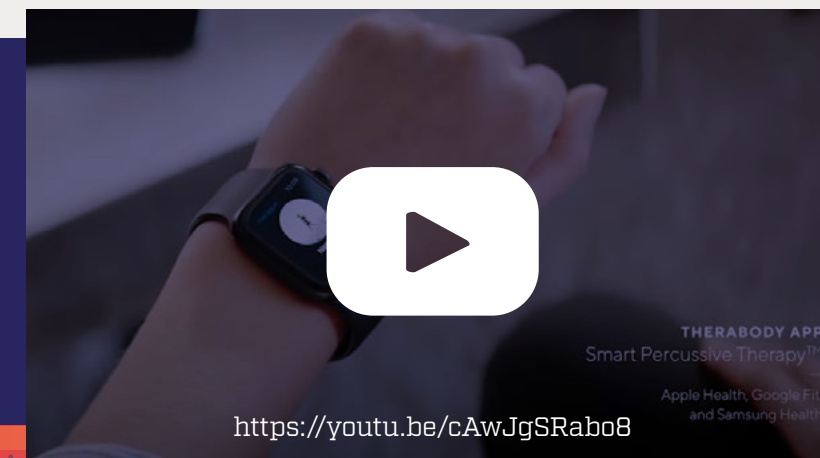
“When people use our products, they feel the difference. We invented and created our own engineering, motor and designs using proprietary components. We have very strong R&D and engineering teams and are constantly looking at new technologies and how we bring these to consumers and operators”



Benjamin Nazarian, CEO, Therabody

## Point of Contact

Name	Gene Harper
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Company	Therabody
Email	<a href="mailto:gene.harper@therabodycorp.com">gene.harper@therabodycorp.com</a>



<https://youtu.be/cAwJgSRab08>

THERABODY APP  
Smart Percussive Therapy™  
Apple Health, Google Fit,  
and Samsung Health

# Company Profile



Countries Served  
**Pakistan**



No. of Clubs/Facilities/Properties  
**6**



No. of Members Served  
**Confidential**

## TriFit Ltd.

TriFit Ltd. is building the largest network of fitness clubs in Pakistan, with the mission to inspire society towards leading an active and healthy lifestyle.

[www.trifit.com.pk](http://www.trifit.com.pk)

## Portfolio Company Names



TriFit Gym



TriFit Elite



TriFit Junior



TriFit Fitness Studios



TriFuel Café

## Biggest Achievements of 2021

**1** Redefining the fitness industry by building a disruptive hybrid fitness concept in a virgin market like Pakistan, offering 150+ classes per week in our clubs, with a technologically advanced product offering.

**2** Partnered with the Pakistan Cricket Board (PCB) to build 4 state of the art commercial fitness clubs catering to sportsmen and sportswomen, and other fitness enthusiasts.



“COVID-19 started right before the launch of TriFit in 2021. It actually helped us redefine our fitness concept to deal with the era of pandemic. Today TriFit experience is focused on tech based hybrid fitness where our members achieve their wellness goals through both our physical clubs and our Apps.

TriFit stands for building a Tribe of members and trainers with a sense of belonging, as we help our members achieve Results, while we stay committed to product innovation by learning from fitness industry leaders around the world. We are excited about our prospects and the industry in 2022 and beyond.”



Ahmar Azam, CEO, TriFit Ltd.

## Point of Contact

Name	Ahmar Azam
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Company	TriFit Ltd.
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<https://www.youtube.com/watch?v=HkzhYWNytnc>

# Company Profile

## TRUE GROUP

### True Group

True Group is one of Asia's oldest and largest fitness and wellness groups, having been established 15 years ago. True Group owns and operates 25 True Fitness, TFX and Yoga Edition clubs in Singapore and Taiwan.

[www.truegroup.com.sg](http://www.truegroup.com.sg)



Countries Served  
**Singapore, Taiwan**



No. of Clubs/Facilities/Properties  
**25**



No. of Years in Market  
**15**

### Biggest Achievements of 2021

- 1 Embracing the acceleration of digital fitness by offering a whole array of online and digital classes and workouts to our members.
- 2 Industry-wide collaboration under the leadership of the Singapore Fitness Alliance

### Portfolio Company Names

- True Fitness
- TFX
- Yoga Edition



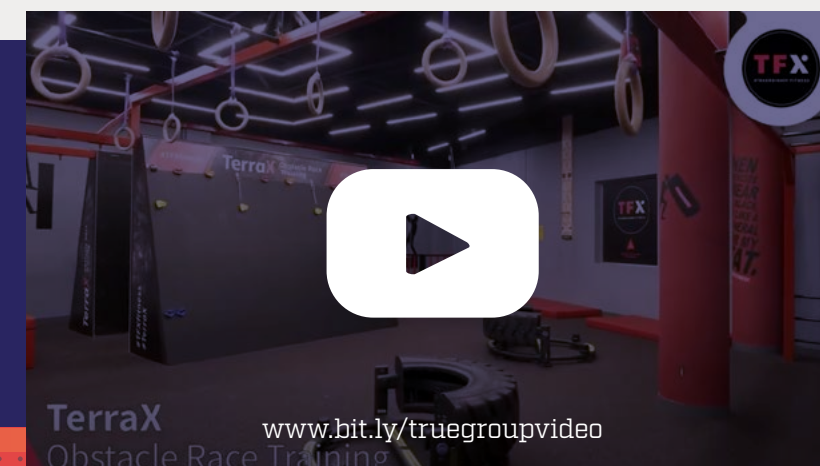
“The last 22 months have built us up to be extremely resilient, resourceful and innovative, and the learnings have been invaluable. We’ve been tested and forged in fire. We are now turning a corner. Everybody now knows how vital good health and fitness is and so, there will be more members wanting to come through our doors in 2022. We are looking forward to see incredible growth in the industry, and we look forward to offering members even more ways to stay fit and healthy.”



**Sean Tan**, Director, **True Group** and President and Co-Founder, **Singapore Fitness Alliance**

### Point of Contact

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# Company Profile

# TRX®

## TRX

TRX® is the fitness world's preeminent producer and seller of functional training programs, education and equipment for professional trainers, health clubs, military, fitness-oriented consumers and athletes of all levels. TRX designs and sells original products of innovative design and premium quality construction, including TRX Suspension Trainers®, a full line of functional training equipment, customizable modular anchoring and storage systems (TRX Studio Line), and more. TRX has recently entered the consumer space with a new digital platform, TRX Training ClubSM, bringing fitness to the masses via live and on demand workouts.

[www.trxtraining.com/commercial](http://www.trxtraining.com/commercial)



Countries Served  
**Worldwide**



No. of Customers  
**1,000,000+**



No. of Years in Market  
**17**

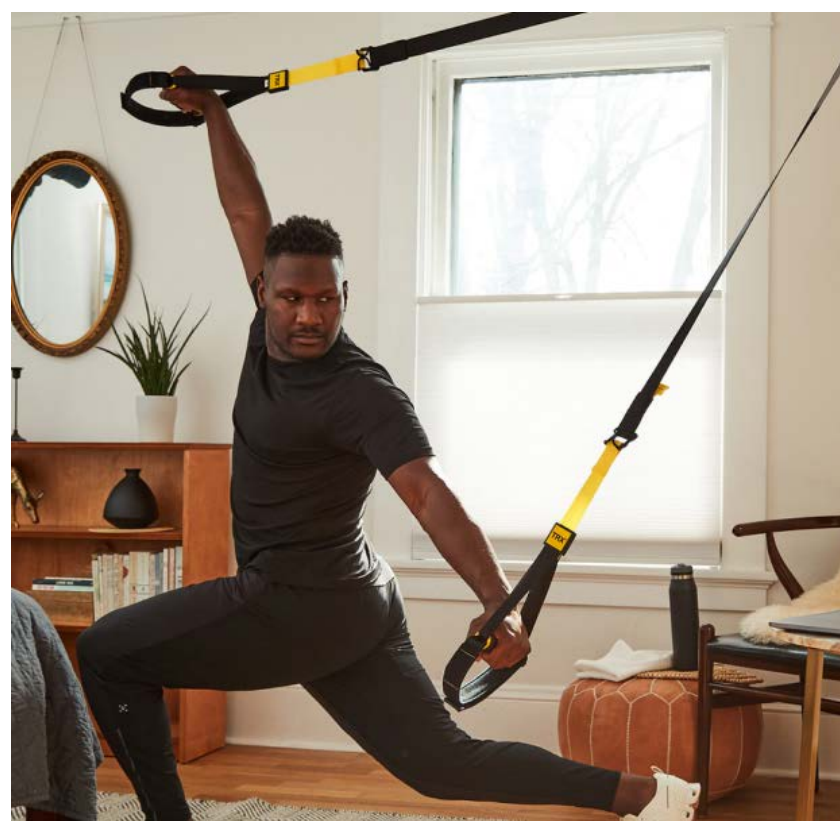
## Biggest Achievements of 2021

1

Launched TRX Training Club, Offering A Comprehensive, Unique Online Fitness And Training Experience

2

Launched our Comprehensive Corporate Wellness Solution - "TRX For Employee Wellbeing"



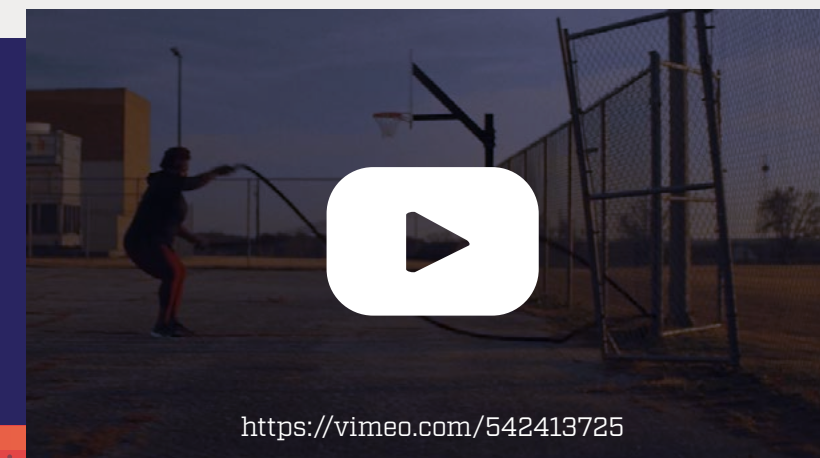
*The fitness category has significantly transformed over the past year, and consumers at every level want to be able to work out on their own time and in their own way, and we are excited to offer just that with the TRX Training Club. For consumers who want to train at home, outside, or really anywhere, we developed the TRX Training Club to provide a comprehensive and dynamic solution for experiencing the incredible benefits of training with TRX*



**Brent Leffel**, Chairman & CEO, **TRX**

## Point of Contact

Name	<b>Grant Twible</b>
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Company	TRX
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<https://vimeo.com/542413725>

# Company Profile



## Virgin Active

Virgin Active has 25 health clubs across Australia, Singapore and Thailand offering a range of membership options for all fitness needs. Their network of clubs offer luxe gym facilities, world class group exercise experiences and high calibre personal trainers and instructors.

[virginactive.com.au](https://virginactive.com.au)  
[virginactive.co.th](https://virginactive.co.th)  
[virginactive.com.sg](https://virginactive.com.sg)



Countries Served

**Australia, Thailand,  
Singapore**



No. of Clubs/Facilities/Properties

**25 across APAC**



No. of Members Served

**60,000**

## Biggest Achievements of 2021

1

Considering all the challenges we have faced in the last 12-18 months, the fact that we have managed to retain our people and our team are more motivated and committed than ever before is a huge achievement for the business.

2

Membership sales recovery as markets have reopened has been very positive indicating strong market sentiment



*A positive outcome of the pandemic is that it has encouraged people to think more holistically about their health and wellness needs. As our health clubs have reopened across APAC it has been highly encouraging to see average club attendance per member higher than pre-pandemic levels which really highlights the consumer has missed the face-to-face interaction and sense of community that the club atmosphere delivers*



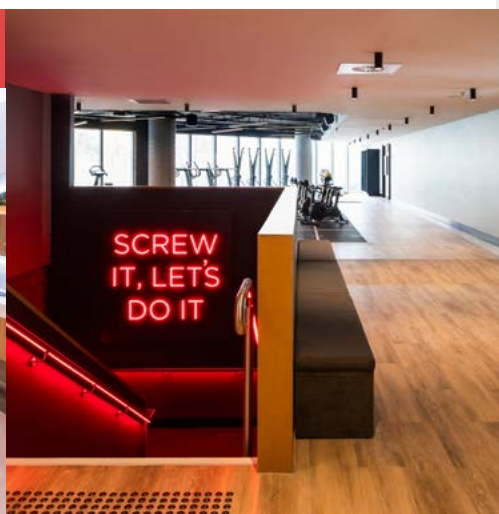
**Scott Hood**, APAC Managing Director, **Virgin Active**

## Point of Contact

Name	<b>Rosie Risetto</b>
Job Title	APAC Head of Marketing
Company	Virgin Active
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[https://www.youtube.com/watch?v=Yg\\_DcWltwoQ](https://www.youtube.com/watch?v=Yg_DcWltwoQ)



# Company Profile

# wexer

## Wexer

Wexer is a global digital fitness company, supplying fitness content and technology platforms to over 4,000 partners around the world. We support clubs to create engaging and profitable digital experiences for their members.

[www.wexer.com](http://www.wexer.com)



Countries Served  
**Global**



No. of Clients Served  
**4,000**

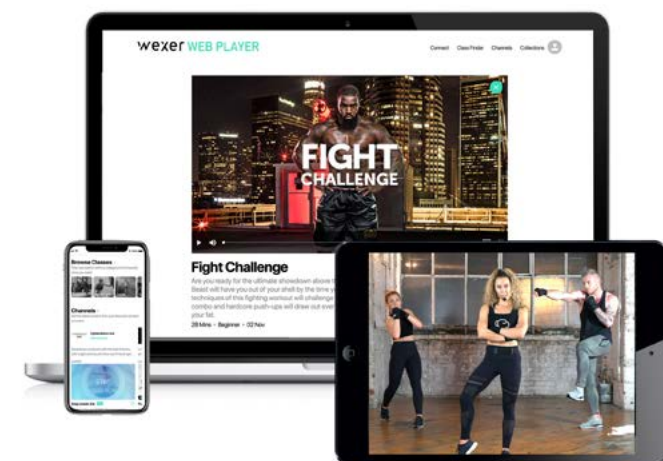


No. of Years in Market  
**10 Years**

## Biggest Achievements of 2021

**1** Delivering the platform and content for Evolution Wellness's Virtual Studio product and watching it smash all its growth targets. 20K paid users and climbing!

**2** Working with Optus (Singtel Group) to provide content to its Fitness OS Platform and support Optus's 10 million customers to stay fit and healthy.



*2021 has been the year digital started to become more than a COVID response tool for clubs.*

*Operators began to understand that digital isn't just about boosting member engagement, but that it can also drive real revenue: increasing average yield among existing members as well as generating revenue from new audiences.*

*As such, leading operators now recognise that digital has to be part of their offering moving forward, driving profitability and new business as well as member satisfaction.*



*We're looking ahead to create a pathway for all clubs to provide a meaningful online workout experience for members.*



**Sam Aldred**, Head of APAC, **Wexer**

## Point of Contact

Name	<b>Sam Aldred</b>
Job Title	Head of APAC
Company	Wexer
Email	<a href="mailto:sam.aldred@wexer.com">sam.aldred@wexer.com</a>



<https://www.youtube.com/watch?v=Ew5o0jm-wUg>

# APAC Club Directory

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
12RND / UBX Training	<a href="http://www.12rnd.com.au">www.12rnd.com.au</a>	Australia	AUS, NZ, SG	90	Michael Jordan
24/7 Fitness	<a href="http://www.247.fitness">www.247.fitness</a>	Hong Kong	HK, Macau	26	Ingrid Wong
Abs Fitness Cls	<a href="http://www.absfitnessclubs.com">www.absfitnessclubs.com</a>	India	ID	15	Abhimanyu Sable
Absolute Group	<a href="http://www.absoluteyou.com">www.absoluteyou.com</a>	Thailand	SG, TH	13 Studios, 1 Resort	Benjaporn 'Ben' Karoonkornsakul
Accor	<a href="http://www.group.accor.com">www.group.accor.com</a>	Paris	Global (10+)	5199	Sébastien Bazin
ActiveSG	<a href="http://www.myactivesg.com">www.myactivesg.com</a>	Singapore	SG	26	Lim Teck Yin
AMAN	<a href="http://www.aman.com">www.aman.com</a>	England	Global (10+)	32	Vladislav Doronin
Amore Fitness	<a href="http://www.amorefitness.com.sg">www.amorefitness.com.sg</a>	Singapore	SG	9	Jasmine Teo
Anytime Fitness China	<a href="http://www.anytimefitness.cn">www.anytimefitness.cn</a>	China	CN	1	Jonathan Shih
Anytime Fitness India	<a href="http://www.anytimefitness.co.in">www.anytimefitness.co.in</a>	India	India	100	Vikas Jain
B-Monster	<a href="http://www.b-monster.jp">www.b-monster.jp</a>	Japan	JP, CN, TW	12	Miki and Makoto Tsukada
Balance Fitness	<a href="http://www.balancefitnessyangon.com">www.balancefitnessyangon.com</a>	Myanmar	Myanmar	3	Kyaw Zay Ya Tun
Barre Body	<a href="http://www.barrebody.com.au">www.barrebody.com.au</a>	Australia	AUS	6	Emma Seibold & Matt Kane
BASE	<a href="http://www.basebangkok.com">www.basebangkok.com</a>	Thailand	TH	3	Jack Thomas
Belgravia Health & Fitness	<a href="http://www.belgraviahealth.com.au">www.belgraviahealth.com.au</a>	Australia	AUS, NZ	38 (Genesis only)	Ian Jensen-Muir
Belgravia Leisure	<a href="http://www.belgravialeisure.com.au">www.belgravialeisure.com.au</a>	Australia	AUS, NZ	165	Nick Cox
Believe Fitness	<a href="http://www.believefitness.com">www.believefitness.com</a>	Malaysia	MY	9	Patrick Davis
Best Body	<a href="http://www.bestbody.com.au">www.bestbody.com.au</a>	Australia	AU	26	Scott & Joel Westcombe
Blitz Fitness	<a href="http://www.fitnessblitz.com">www.fitnessblitz.com</a>	Kazakhstan	Kazakhstan	8	Daniyar Moldakhmet

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
Body Fit Training (BFT)	www.bodyfittraining.com	Australia	AUS, NZ, SG, USA	130	Cameron Falloon & Rich Burnet
Capella	www.capellahotels.com	Singapore	7	9	Nicholas Clayton
Catic Wellness Group	www.physicalclub.com	China	CN	52	Loni Wang
Central Sports Co	www.central.co.jp	Japan	JP	248	Seiji Goto
Chisel	www.chisel.co.in	India	India	18	Satya Sinha
Chivasom	www.chivasom.com	Thailand	TH, Qatar	2	Krip Rojanastien
City Cave	www.citycave.com.au	Australia	AUS	29	Tim Butters & Jeremy Butters
Cityfitness	www.cityfitness.co.nz	New Zealand	NZ	36	Doug Hatton
Club360	www.club360.jp	Japan	JP	2	Nathan Schmid & Sam Gilbert
ClubActive	www.clubactive.com.au	Australia	AUS	5	Joanthan Freeman
Club Physical	www.clubphysical.co.nz	New Zealand	NZ	4	Paul Richards
Collective Wellness Group	www.collectivewellness.com.au	Australia	AUS, NZ	523 Anytime Fitness, 22 Xtend Barre	Nicole Noye
COMO Hotels	www.comohotels.com	Singapore	Global (10+)	15	Olivier Jolivet
Core Collective	www.corecollective.sg	Singapore	SG	2	Michelle Yong
Cru	www.cru68.com	Singapore	SG	3	Bebe Ding & Valerie Ding
Cryo	www.cryo.com	Dubai	Global (10+)	9	Benny Parihar
Cult.fit	www.cult.fit	India	India	155	Mukesh Bansal
Curves Japan	www.curvesholdings.co.jp	Japan	Global (10+)	2,460 (in APAC)	Takeshi Masumoto
Dr. Stretch	www.doctorstretch.com	Japan	JP, TW, CN, SG	170	Masahiro Kurokawa
Dusit International	www.dusit-international.com	Thailand	Global (10+)	30	Suphajee Suthumpun
EFM Health Clubs	www.efm.net.au	Australia	AUS	50	Peter Rohde
Electric Studios	www.electricstudio.ph	Philippines	PH	3	Kristina Sy
Elite Fitness	www.elitefitness.com.vn	Vietnam	VN	14	Rajan Nalliah
endota	www.endotaspa.com.au	Australia	AUS, TH, CAN	103 (19 owned, 84 franchised)	Melanie Gleeson

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
Evolution Wellness	www.evolutionwellness.com	Malaysia	SG, PH, TH, MY, IDN, HK	173	Simon Flint
Evolve MMA	www.evolve-mma.com	Singapore	SG	4	Chatri Sityodtong
F45	www.f45training.com	USA	Global (10+)	1,750+	Adam Gilchrist
Fast Fitness	www.fastfitnessjapan.jp	Japan	JP	957 (157 owned, 800 franchised)	Atsushi Tsuchiya
Fernwood Fitness	www.fernwoodfitness.com.au	Australia	AUS	72	Di Williams
Fire Fitness	www.firefitness.com.my	Malaysia	MY, AUS	5	Simon Flint
Fitness & Lifestyle Group	www.fitlg.com	Australia	AUS, SG, NZ, VN	510	Greg Oliver
Fitness & Lifestyle Group Vietnam	www.fitlg.com	Vietnam	VN	54	Dane Fort
Fitness Factory	www.fitnessfactory.com.tw	Taiwan	TW, CN	56	John Chen
Fitness One	www.fitnessone.in	India	IN	60	Arun Kathiresan
Fitness Playground	www.fitnessplayground.com.au	Australia	AUS	5	Justin Ashley
Fitness24Seven	www.fitness24seven.com	Thailand	Thailand	6	Christian Ask
FitnessBlitz	www.fitnessblitz.com	Kazakhstan	Kazakhstan	10	Daniyar Moldakhmet
Fitstop	www.fitstop.com	Australia	AUS, NZ	68	Peter Hull
Fivelements	www.fivelements.com	Malaysia	IDN	1	Simon Flint
Flyproject	www.flyproject.co	Malaysia	MY	9	Kenny Choong
Four Seasons	www.fourseasons.com	Canada	Global (10+)	118	John Davison
FS8 Training	www.fs8.com	Australia	AUS	23	Mick Fanning
GO24	www.go24fitness.com	Hong Kong	HK	7	Martin Barr
Goji Studios	www.gojistudios.com.hk	Hong Kong	HK	5	Ricky Cheuk (COO)
Gold's Gym India	www.goldsgym.in	India	India	143	Nikhil Kakkar
Gold's Gym Japan	www.goldsgym.jp	Japan	JP	95+	Eiji Tezuka
Gold's Gym Philippines	www.goldsgym.com.ph	Philippines	PH	26	Mylene Mendoza-Dayrit
Golden Times	www.keepclub.com	China	CN	70	Gao Yan

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
Good Feeling Fitness	www.gffac.com	China	CN	80+	Huo Ming
Gymmboxx	www.gymmboxx.com	Singapore	SG	7	Sarina Goh
H-Kore	www.h-kore.com	Hong Kong	HK	2	Vivienne Fitzpatrick & Vanessa Valenzuela
Hybrid MMA	www.hybridgymgroup.com	Hong Kong	HK, USA	2	Dean Stallard
Infinite Cycle	www.infinitecycle.com.au	Australia	AUS	6	Alan Sacharowitz
Inspire Brands Asia	www.inspirebrandsasia.com	Singapore	SG, PH, TH, MY, INDO, HK	291	Luke Guanlao
Jetts Asia	www.jetts.co.th	Thailand	TH, VN	37	Mike Lamb
JoyFit	www.joyfit.jp	Japan	JP	300+	Masaru Okamoto
JSS Corporation	www.jss-group.co.jp	Japan	JP	84	M. Furutani
Kamalaya	www.kamalaya.com	Thailand	TH	1	John & Karina Stewart
Kempinski/Resense	www.kempinski.com	Germany	Global (10+)	77	Bernold Schroeder
KONAMI Sports	www.konami.com	Japan	JP	380	Junichi Arisaka (COO)
Kris Gethin Gyms	www.gethingyms.com	India	India	10	Jag Chima
Kuaikuai	www.kuaikuaikeji.com	China	CN	176	Xie Wenting
KX Pilates	www.kx.com.au	Australia	AUS	78	Selina Bridge
LAVA International	www.lava-yoga-global.com	Japan	JP, SG	420	Takahiko Sumi
Lefit	www.lefit.com	China	CN	450	Han Wei & Xia Dong
Les Mills	www.lesmills.co.nz/clubs	New Zealand	NZ	12	Phillip Mills
Level Up	www.levelupfitness.com	Malaysia	MY	13	Kenny Sia
Lift Brands Asia-Pacific	www.liftbrands.com	Australia	AUS, NZ, IDN, SG		Chris Caldwell
Liking Fit	www.likingfit.com	China	CN	147	Xu Zhiyan
Luckybird Fitness	www.jinjiniao.com	China	CN	400+	Zhou Rong
Minor/Anantara/Rakxa	www.minor.com	Thailand	Global (10+)	530+	William Heinecke
Mirako Fitness	www.qjjs.net	China	CN	78	Michael Gao

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
MOHG & Oberoi	www.mandarinoriental.com	Hong Kong	Global (10+)	37	James Riley
MultiFit Gym	www.multifit.in	India	IN, UAE, UK	37	Samir Kapoor
Next Gen Health & Lifestyle Clubs	www.nextgenclubs.com.au	Australia	AUS, NZ	6	Brett Leahy
Nltrro Fitness	www.nitrro.in	India	ID	8	Prabodh & Soniya Davkhare
Octave	www.octaveinstitute.com	China	CN	1	Fred Tsao
Orangetheory	www.orangetheory.com	USA	Global (10+)	1,700+	David Long
Osteostrong	www.osteostong.me	USA	Global (10+)	145	Kyle Zagrodzky
Ozi Gym & Spa	www.ozigym.com	India	ID	9	Manbir Malhan
Ozone Clubs	www.ozoneclubs.com	India	India	9	Naveen Kandhari
O2 Health Studio	www.o2healthstudio.com	India	ID	5	Nina Reddy
Paradigm Fitness	www.paradigmfitnessindonesia.com	Indonesia	IDN	2	JJ Sweeney
Physcial Fitness & Beauty	www.physical-ppai.com.hk	Hong Kong	HK, CN	108	Ni Jianmin
Planet Fitness Australia	www.planetfitness.com.au	Australia	AUS	9	Dallas Rosekelly
Powerhouse Gym China	www.powerhousegym.com	China	CN	39	Christy Cao
Pure Group	www.pure-fitness.com	Hong Kong	SG, HK, CN	44	Colin Grant
Qingdao Impulse Health	www.impulse.com	China	CN	166	Chang Leilei
Renaissance Inc	www.s-renaissance.co.jp	Japan	JP, VN	170 (131 owned, 32 managed, 7 franchised)	Toshikazu Saito
Renma Fitness	www.renmafitness.com.cn	China	CN	29	Zhang Li
REVL Training	www.revl.com.au	Australia	AUS, UAE, SG	10+	Ben Woolford
Revo Fitness	www.revofitness.com.au	Australia	AUS	13	Andrew Holder
Rhino's Gym	www.rhinosgym.in	India	India	7	Harmeet Singh Luthra
Ritual Gym	www.ritualgym.com	Singapore	BR, SW, SP, SG, USA	9	Brad Robinson
RIZAP	www.rizapgroup.com	Japan	JP, SG	129	Takeshi Seto

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
Rosewood	www.rosewoodhotels.com	Hong Kong	Global (10+)	35	Sonia Cheng
Rush Fitness	www.rushfitness.co.in	India	ID	4	Ritu Agarwal
SANA Studios	www.sana-studio.com	Indonesia	IDN	3	Abimantra Pradhana
Sarva Yoga Studio	www.sarva.com	India	India	40+	Sarvesh Shashi
Shangri-la Hotels & Resorts	www.shangri-la.com	Hong Kong	Global (10+)	100+	Hui Kwong Kuok & Beng Chee Lim
Shine Cycle / Shine X	www.shine-cycle.com	Brunei	Brunei	2	Her Royal Highness Princess Azemah Ni'matul Bolkiah and Yang Amat Mulia Pengiran Muda Bahar
Sinofit	www.sinofit.cn	China	CN	120	Hu Guoxiong
Six Senses	www.sixsenses.com	Thailand	Global (10+)	16 Hotels, 27 Spas	Neil Jacobs
Slimmer's World	www.slimmersworld.com.ph	Philippines	PH, TH	33	Desiree Moy
Snap Fitness India	www.snapfitnessindia.com	India	India	29	Vikram Mohan
Solaris	www.solaris.in	India	ID	5	Jayant Pawar
South Pacific Healh Clubs	www.southpacifichc.com.au	Australia	AUS	8	Conn Constantinou
Space Cycle	www.spacecycle.com	Taiwan	TW, CN	12	Matthew Allison
Spartan's Boxing	www.spartansboxing.com	Singapore	SG, AUS, UAE	12	Russ Harrison
Speedfit	www.speedfit.com.au	Australia	AUS	30	Matej Varhalik
SpoAny	www.spoany.co.kr	South Korea	South Korea	91	KD Kim
Stepz Fitness	www.stepzfitness.com.au	Australia	AUS	16	Sam Waller
Strata Fitness Holding (Orange Fitness & City Fitness RU)	www.strata.ru	Russia	Russia	20 Russia + 5 USA	Anastasia Yusina
Studio Pilates	www.studiopilates.com	Australia	AUS, CN, NZ	56	Jade & Tanya Winter
Sunpig	www.sunpig.cn	China	CN	240	Feng Wang
Supermonkey	www.supermonkey.com.cn	China	CN	100+	Liu Shuting
Team Core	www.teamcore.club	India	ID	9	Tajinder Ajmani
Tera Wellness	www.1012china.com	China	CN	123	Jin Yuqing

Name of Club	Website	Corporate HQ	Countries Served	No of Properties / Clubs	Leadership POC
The Physique Workshop	www.thephysiqueworkshop.com	Nepal	Nepal	5	Sushant Pradhan
The Place Gym	www.theplace.com.kh	Cambodia	Cambodia	3	Pelly Afrinaldy
TotalFusion	www.totalfusion.com.au	Australia	AUS	5	Leon McNiece
TriFit	www.trifit.com.pk	Pakistan	Pakistan	4	Ahmar Azam
True Group	www.truegroup.com.sg	Singapore	SG, TW	25	Sean Tan
UFC Gym	www.ufcgym.com	USA	Global (10+)	150+	Adam Sedlack
UFIT	www.ufit.com.sg	Singapore	SG	6	Will Skinner
Ultimate Performance	www.ultimateperformance.com	USA	Global (10+)	20	Nick Mitchell
Virgin Active APAC	www.virginactive.com	Australia	AUS, SG, TH	24	Scott Hood
Vision Personal Training	www.visionpersonaltraining.com	Australia	AUS, NZ	57	Andrew Simmons
Viva Leisure	www.vivaleisure.com.au	Australia	AUS, NZ, India	327 (133 owned, 194 franchised)	Harry Konstantinou
Vivafit	www.vivafit.com	Portugal	PK, India, TW	6	Pedro Ruiz
WE Fitness	www.wefitnesssociety.com	Thailand	TH	7	Mesayon Denkriangkrai (COO)
WeBarre	www.webarre.com	Singapore	SG, HK	6	Linda Tang & Anabel Chew
Will's Fitness	www.willsgym.com	China	CN	145	Will Wang
World Class/Russian Fitness Group	www.worldclass.ru	Russia	RU, KZ, KRG, BLR, GEO	82	Nikolay Pryanishnikov & Olga Slutsker
World Gym Australia	www.worldgymaustralia.com	Australia	AUS	30	Jon Davie and Mike Nysten
World Gym Taiwan	www.worldgymtaiwan.com	Taiwan	TW	105	John Capuccio
X-Body	www.xbody-lab.jp	Japan	JP	11	Keisuke Sakamoto
YMCA Australia	www.ymca.org.au	Australia	AUS	99	Melinda Crole
Yoga Movement	www.yogamovement.com	Singapore	SG	8	Peter and Alicia Thew
Zadi Training	www.zadi.com.au	Australia	AUS	3	Adala Bolton

# CLOSING THOUGHTS



**Ross  
Campbell**  
Founder &  
CEO



It's an incredible responsibility and privilege to be able to contribute so meaningfully to the health and wellbeing of society. Our industry positively impacts the health and happiness of billions of people, and yet incredibly, it can still impact billions more. Covid-19 has increased the awareness and importance of health and wellbeing, we have the opportunity to now transform billions of people into long-term health consumers.

This opportunity has not come without sacrifice and we must pay tribute and remember all those who made it possible, from those that lost their lives, to those who put their lives on the line, especially frontline healthcare staff and emergency responders, who carried this baton so selflessly throughout this pandemic. We proudly stand beside you as friends and colleagues.

Much has been made recently of the challenges that climate change and global warming present to our species and yet, equally daunting and devastating are the rising rates of obesity and preventable disease. Climate change is real, its effects are now being felt but why do we

not address the biggest killer of our species, preventable disease.

Until COP26 this year, governments frustratingly and unfathomably still squabbled over what preventative measures can be taken over climate change. Yet throughout the pandemic and to this day, they still inadequately address health promotion. Why? This narrative needs to change. If handled correctly, if new investments are made in health promotion and disease prevention, this pandemic could save 100-fold the number of lives than the deaths it has caused.

Positively, as an industry, we find ourselves united through this pandemic. Stronger than ever before. Standing beside each other rather than trampling over each other. We recognise our common goal, our desired destination - improved health and wellbeing for all. Throughout this pandemic, I remain in absolute awe of industry professionals, practitioners and investors who have sacrificed short-term gains to focus on this long-term goal.

We have to believe that the road ahead, whilst uncertain and paved

with obstacles unknown, will lead us to better days, to a future brighter than ever before. Many of us still endure the ongoing trials and tribulations of Covid-19, we are the walking wounded, submersed in the process of healing and rebuilding.

Let us continue to stride forward as one industry, relentlessly passionate, with gratitude, with empathy and with an unquestionable belief that together we can truly make an incredible difference to our world.



# 2022 FIT SUMMIT AWARDS OF EXCELLENCE DINNER

14 JUNE, RAFFLES CITY  
CONVENTION CENTRE,  
SINGAPORE

## Celebrating APAC's Leading Fitness & Wellness Brands and Executives

Our Awards of Excellence recognize leading companies and executives from across health, fitness, wellness and hospitality. On the night of 14 June we host our annual awards of excellence dinner. We present 10 awards in 2022:

For more information on sponsoring an award, and/or, becoming an awards judge please contact:  
[day@thefitsummit.com](mailto:day@thefitsummit.com)

## AWARDS:

APP OF THE YEAR

FRANCHISE OF THE YEAR

DEAL OF THE YEAR

TECHNOLOGY COMPANY OF  
THE YEAR

CORPORATE WELLNESS  
COMPANY OF THE YEAR

HOTEL/RESORT/SPA COMPANY  
OF THE YEAR

BOUTIQUE OF THE YEAR

FITNESS & WELLNESS COMPANY  
OF THE YEAR

EXECUTIVE OF THE YEAR

LIFETIME ACHIEVEMENT