



# 2022

## Asia-Pacific Health, Fitness & Wellness *Industry Report*





# THANK YOU TO OUR REPORT PARTNERS







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## Jolin Ma

Partnerships / Co-Founder  
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Active Franchising

# Welcome to our 2022 Asia-Pacific Industry Report

The Asia-Pacific region, with diverse cultures and growing urban populations, encompasses over half of the global population. New Global Wellness Institute research on the \$828 billion global physical activity economy reveals Asia will be, by far, the #1 growth leader through 2023. Asia is also the world's top market (\$10.8 billion) for fitness technology. The future is bright.

With the progressive (near total) relaxation of restrictions in most Asia-Pacific countries, the region started to look at new growth opportunities. Australasia's recovery was notably faster than Asia's. One example is preventative health and wellbeing, now a growing focus in most markets with businesses improving and launching offerings for savvier consumers.

In this report we share insights into Asia-Pacific - trends, perspectives, investments, news and statistics - while showcasing the region's best brands that are growing and doing great work for our industry. 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.

In 2022, we hosted two great in-person events, our World Festival in Singapore and Asia-Pacific Festival in Bangkok, Thailand. Thank you to everyone who attended, spoke, showcased and helped make these events huge successes. In total, over 2,500 delegates from over 1,000 companies and 50 countries. We heard from 150 speakers, hosted a celebratory industry awards dinner, orchestrated countless meaningful connections, and catalyzed new businesses and partnerships. In 2023, we will host these same two events, in Singapore and Sydney respectively, both of which will be significantly bigger than their 2022 editions.

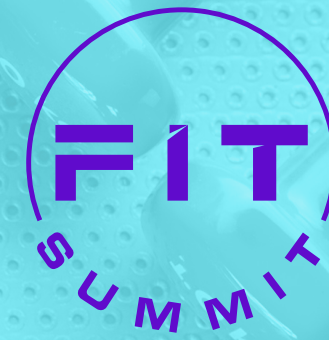
We also rolled out our monthly vlogs this year, where we shared new investments and developments across Asia-Pacific's Fitness and Wellness industry. We enjoyed cheering each and every progress, anniversary and win behind the scenes. Kudos to all you strong and inspiring leaders and your teams for all that you do.

What a year it has been for all of us. All of us at FIT Summit are grateful for your support and we are truly honoured to be in your corner through these rocky times while also celebrating your milestones along the way. We look forward to working with all of you again to help elevate and grow your businesses and feel truly blessed to be in a community filled with passionate and tenacious industry colleagues, you all fuel us.

We turn to 2023 with great hope and confidence that we will continue to grow well and create tremendous impact - to make this world a happier and healthier place for everyone. We look forward to seeing you all in Singapore in June and Sydney in November. #betterandstronger

The FIT Summit team wishes you, your family and your colleagues an incredible year ahead. We will connect and meet again very soon.





# WORLD HEALTH, FITNESS & WELLNESS FESTIVAL

12 - 15 June 2023  
Singapore

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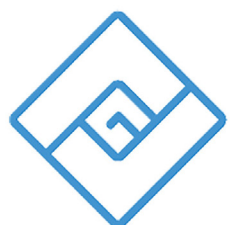




# Resilience and Opportunity

## Greg Oliver

CEO & Managing Director



**FITNESS &  
LIFESTYLE  
GROUP**

Two and a half years on and the pandemic is officially over in most markets. It is time to look forward, and I believe we can do so with optimism.

Challenges have remained for longer than many of us expected, but as I now reflect on what has passed, I am once again struck by the remarkable resilience of our industry and our purpose. Set against the backdrop of the pandemic, our products and services took on new significance. They became even more non-discretionary as populations around the world recognised the value of physical activity for their health and began to reinvent their lifestyles.

From these foundations, we now have a tremendous opportunity to rebuild and potentially even surpass previous performance.

As the final restrictions lifted and lives returned to something approaching normal, consumers quickly reached out for the things they had missed for so long: community and connection in all walks of life, and in fitness specifically also variety, expertise and safety – all things that are so fundamental to human behaviour and mental health, and that our facilities deliver in a way nothing else can match.

And so, the shift we witnessed as the pandemic took hold – towards at-home and online – is now shifting back in our favour, as consumers return to their clubs to enjoy the flexibility of both in-person and expanded digital offerings from one trusted brand.

Of course, new and returning customers have far more choice today than ever before; previous relationships may not be the only factor influencing their future

habits. It is vital that we understand what else is driving their (re)purchasing decisions, from price to service, product to purpose. Certainly, the way we reinvest in our offerings will be critical, both from an amenity and a product and services perspective.

Attracting Millennials and Gen Zs continues to be key to our success, while winning back our class participants who found new channels during the pandemic must also be a key focus for boutiques and larger box clubs alike. What are they now looking for, how has that changed, why has it changed, and how does that influence our reinvestment in our core product: the amenities, the environment, the programmes and the services we offer?

We must also be conscious of new challenges emerging. No sooner did we breathe a collective sigh of relief over COVID than new issues appeared on our radar – some a hangover from the pandemic, others unrelated.

Changes in working habits are still impacting CBD locations. A shortage of technical staff is driving wage inflation and high vacancy rates. Inflation and interest rate rises across the globe fuel very real fears of a recession and uncertainty over future consumer behaviour.

Compounding some of these issues are our own cost base pressures, in particular utilities. As the energy supply crisis tightens its grip, we could potentially see utility costs increase by 40 per cent – further unwelcome pressure on the already squeezed margins of our industry.

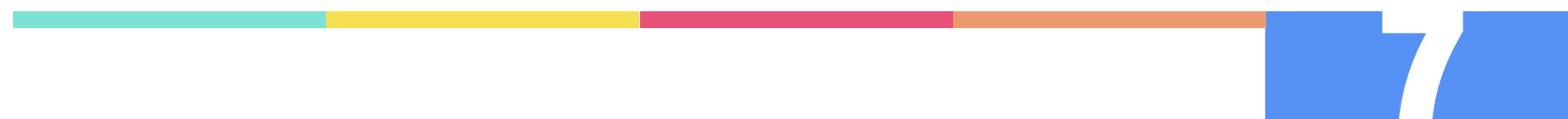
Yet in spite of these pressures, now remains a critical time to assess your offering and reinvest in your core product to maintain competitive advantage. To win back those who found new avenues to activity in the pandemic. To re-energise those who lapsed into inactivity when your facilities closed. To build relevance among those who never considered you before the pandemic.

Challenges unquestionably remain, but I see an incredibly positive future for our sector: one in which we are more customer-centric, better meeting the ever-evolving needs of our populations to become prized by the public and policymakers alike as an essential health service.

Indeed, we're only going to get more important, more relevant, as populations around the world look to us to support their healthy lifestyles. It's up to us to ensure we leverage this opportunity.

*Fitness & Lifestyle Group (FLG) currently operates Goodlife Health Clubs Australia, Fitness First Australia, Jetts Fitness, Barry's, Zap Fitness and California Fitness & Yoga. Spanning premium, mid-market and lowcost models, as well as strong digital offerings, FLG's 385+ locations across Australia, New Zealand, Thailand, Vietnam and Singapore cement the Group's status as Asia Pacific market leader. For more information on Fitness & Lifestyle Group visit: [www.fitlg.com](http://www.fitlg.com)*

*[Editor's Note: Huge congratulations to Greg for winning our 2022 Lifetime Achievement Award, an incredible career or service and legacy, and he's not done yet!]*







## Simon Flint

CEO



# Opportunities Beyond The Challenges

The last couple of years dealt our industry a bigger blow than we could have possibly imagined and sadly, in many jurisdictions the help available at the government level was limited at best. As the world emerges from the pandemic we are faced with many exciting opportunities which in some cases and in some markets in particular are tempered by the legacy impact of the pandemic – like deferred rental debt for example, and also by the pace of the behavioural change within the community – mask wearing (yes that's still a thing in many parts of Asia), work from home patterns changing the addressable audience to which certain facilities cater.

In visiting the UK, I see practically zero mask wearing and a real return to 'normal', save perhaps from some new work from home patterns in urban areas. Contrast to Malaysia for example where at the time of writing, 90% of people are still wearing masks in public when it is no longer compulsory. Clearly therefore, the recovery trajectories will be different by market and there is a way to go yet in many parts of Asia.

Challenging times tend to shine a light on any 'cracks' in product, process, people, etc., so we need to have an honest look at what we need to improve and take in to account the changing behaviours of a post covid audience.

What is really pleasing are the multiple data points which speak to the increasing value that people place on becoming healthier which means that products like ours are moving higher up the priority order of discretionary spend. We are more of a must have than a nice to have than ever before so we must stay fresh and enthuse more than ever about the great sector that we work in. At the same time, inflationary cost pressures are bubbling to the surface so this shift in value perception is critical as pricing in general will need to rise.

On another note, I am particularly excited for the personal training community and the opportunity for fitness professionals because another insight that emerged post pandemic is that following the rush to virtual exercise consumption, many consumers truly realised what they missed

and crave a sense of community and to have meaningful personal relationships.

Whilst the role of tech has increased its relevance in the PT space, I believe it will largely be an enabler for good trainers to thrive more than ever. Whilst tech and AI can be a substitute for humans in so many areas, I believe that personal coaches in the fitness and wellness space will be in great demand. An essential key to exploiting this opportunity building trust which is born from relevant, up to date education so this is a great area of focus for us.

*Established in 2017 Evolution Wellness's portfolio comprises five fitness and one wellness brand, each bearing its own identity and appeal as well as a proprietary membership management system, Circuit™. Operating 170+ locations across Fitness First, Celebrity Fitness, Chi Fitness, Fire Fit, GoFit and Fivelements, positions Evolution Wellness as one of Southeast Asia's market giants.*

*For more information on Evolution Wellness visit: [www.evolutionwellness.com](http://www.evolutionwellness.com)*





## Eiji Tezuka

Owner & CEO



# Embracing A New Sense Of Mission

From 2020 to 2021, the coronavirus has caused enormous damage to the Japanese and global fitness industry. It almost seems as if everyone is competing to come up with something new for the industry.

Until 2019, we were able to run our business without any restrictions. However, starting 2020 to 2021, various restrictions have occurred in Japan. There are so many things I can't figure out, as if I had been fighting mixed martial arts until now, but suddenly was told to just throw punches. Having no technique nor the knowledge I felt like I was blinded and was struggling to move forward.

Even with the situation we were in we had to keep moving so our company came up with a new mission which was to provide people with "happiness for tomorrow, health for the future".

We suggested the right type of workouts, diet, rest suited for every individual for tomorrow's happiness. We kept our gyms open as much as we could and provided a safe place to workout for every individual

for the "health for the future". As a result, in less than two years, we have been able to provide such a business where people can feel safe and efficiently become happier and healthier.

When I look back, we have recreated an environment where people can learn their current situation and take several measurements every day. Also learning from the experience, we improved our gyms by adding new machines, increased the number of studio programs, put more gym sanitizers, ventilate the gyms more, kept saunas and bathrooms cleaner, opened more gyms with swimming pools. Now I look back and can say that the fitness industry improved greatly in the past 1 to 2 years.

Now for the future. As more and more people work remotely people have less interaction with other people and for this, I believe that we have entered an era in which people seek communication through fitness. I believe that we have entered the age of FITCOMM where people take health as their number one priority. In that case,

events, seminars, exhibitions, contests, recreations, sports competitions, and communication are an extension of gym workouts. In the new era, I believe that the fitness industry will become an industry where people can enjoy communicating while cooperating and considering for each other. In order not to be late, we will move forward with the goal of "G.L.E." (Go to the gym, Let's exercise, Enjoy talking)

*THINK Fitness Corporation was founded in 1986. The Company's line of business includes (i) fitness club management, (ii) import, sale and export of fitness equipment and fitness goods, (iii) sales of dietary supplements and beverages and (iv) management of fitness goods stores, etc. They currently operate Gold's Gym and Mellow Flow in Japan.*

*For more information please visit: <https://www.thinkgroup.co.jp>*



# Market Review, Trends, Analysis & Headlines

## FOCUS ON WHAT INSTRUCTORS DESIRE

Instructors tell us their top 6 priorities are: <sup>4</sup>

1

Having the ability to do what they do best.

2

A culture that reflects personal values and identity.

3

Pay that accurately reflects their expertise.

4

Workout releases that are valuable learning tools.

5

New workout releases that allow for development.

6

Opportunities for development and growth.

Insights from Les Mills' Instructor Engagement Quarterly Results Global Report 2022

**LES MILLS**



"We've witnessed tremendous demand for all things "well" in our post-pandemic world. 21st century leaders are increasingly tasked with caring for the wellbeing of colleagues, communities and the planet while struggling to maintain their own. At the same time, consumers continue to seek the latest health and wellness trends while celebrity-influencers invest, launch and/or promote their own wellness brands to capitalize on the growing, global marketplace. Opportunities abound, particular for those who wish to better democratize access to mainstream consumers."

**Mia Kyricos**

President & Chief Love Officer (CEO), **Kyricos & Associates LLC**

### Headline

## Deloitte report finds the health and fitness sector contributes up to US\$91.22 Billion a year to global GDP

"The past 30 months have been dynamic for talent management. Contributing trends include The Great Resignation, The Quiet Quit, and shifts from traditional sales and marketing roles to performance and data-driven directives. Nearly all Americans (93%) prefer hybrid working, with a 3/2 work-to-office split. The best brands are remapping staff and customer journeys, generating joy and loyalty, uber-developing their staff, and shortening performance review/pay rise cycles to align with Millennial and GenZ sentiment."

**Emma Barry**

Co-Founder, **Good Soul Hunting**



# Market Review, Trends, Analysis & Headlines

"Traditional health care systems have come under increasing pressure due to factors such as rising demand with insufficient supply, rapid rise in chronic diseases, aging populations and heightened patient consumerism. The COVID-19 pandemic has exacerbated many of the pain-points. There is a shift in the models of care where care is provided in the most appropriate and convenient setting, including at home utilizing digital connections. Payors across the globe are also moving towards value-based reimbursement models for health care, with a greater emphasis on preventive health and wellness."

**Dr. Num Tanthuwani**

Partner, Healthcare, **Ernst & Young Solutions LLP**

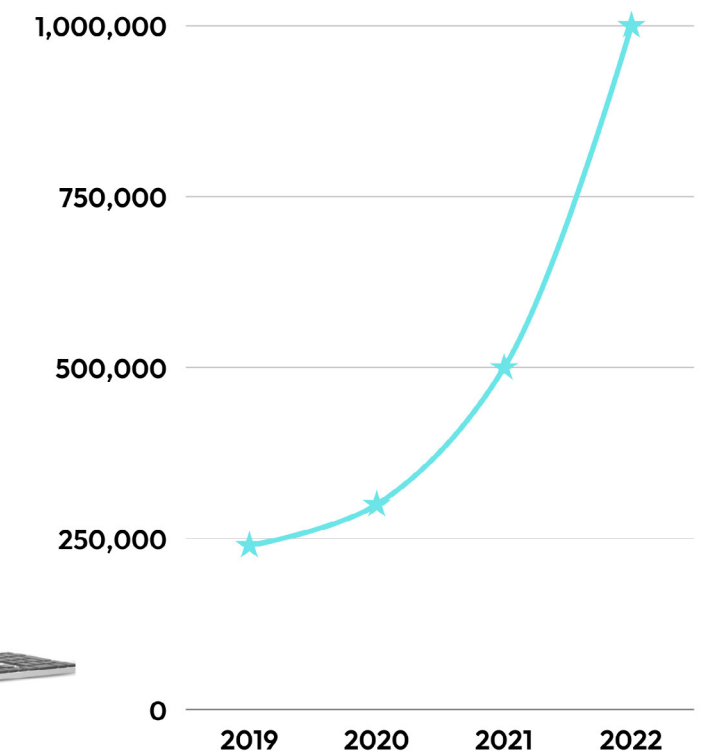
## Headline

**Aman Group has secured US\$900M investment. This will value the company at over \$3 billion and accelerate its global expansion of ultra-luxury hotels and residences.**

"The world is moving at such a rapid pace today, and guests are becoming more and more sophisticated in their wellness knowledge – and in what they demand from a spa or clinic. With innovation being the hallmark of Gharieni, we are evolving our products and services to create a range of 21st century wellness experiences that are inspired by trends – combined with the findings of our third-party research to further pave the way for the future of wellness."

**Sammy Gharieni**

Founder & CEO, **Gharieni Group**



Since the beginning of 2020, bookings and attendances to fitness centers through the Hapana network have increased from 300,000 to more than one million each month





# Market Review, Trends, Analysis & Headlines

"Everyone who trains knows perseverance pays-off in reaching their objectives, no matter how specific those may be. In the past 5-10 years, and importantly in 2022, Fitness leaders will have seen that perseverance pays-off when you're trying to grow the success rate in helping people lead healthier and happier lives, and consequently grow the sector. The pivot to consumer-centric innovation which the sector took in the past 5-10 years, and inspiringly accelerated when times got tougher in 2020 is paying off. The hybrid-routine consumers are adopting thanks to this innovation is yielding results. Our research shows that those having adopted a hybrid Fitness routine are 2.5x more likely to say they're prioritizing Fitness in 2022, more than they were in 2021 and 3.5x more likely to state their Fitness has improved in the past 12 months. Thumbs-up to all those who persevered and continue to. Helping people overcome the little things that get in the way of adopting healthier habits is an inspiring quest and a noteworthy achievement. Let's keep going!"

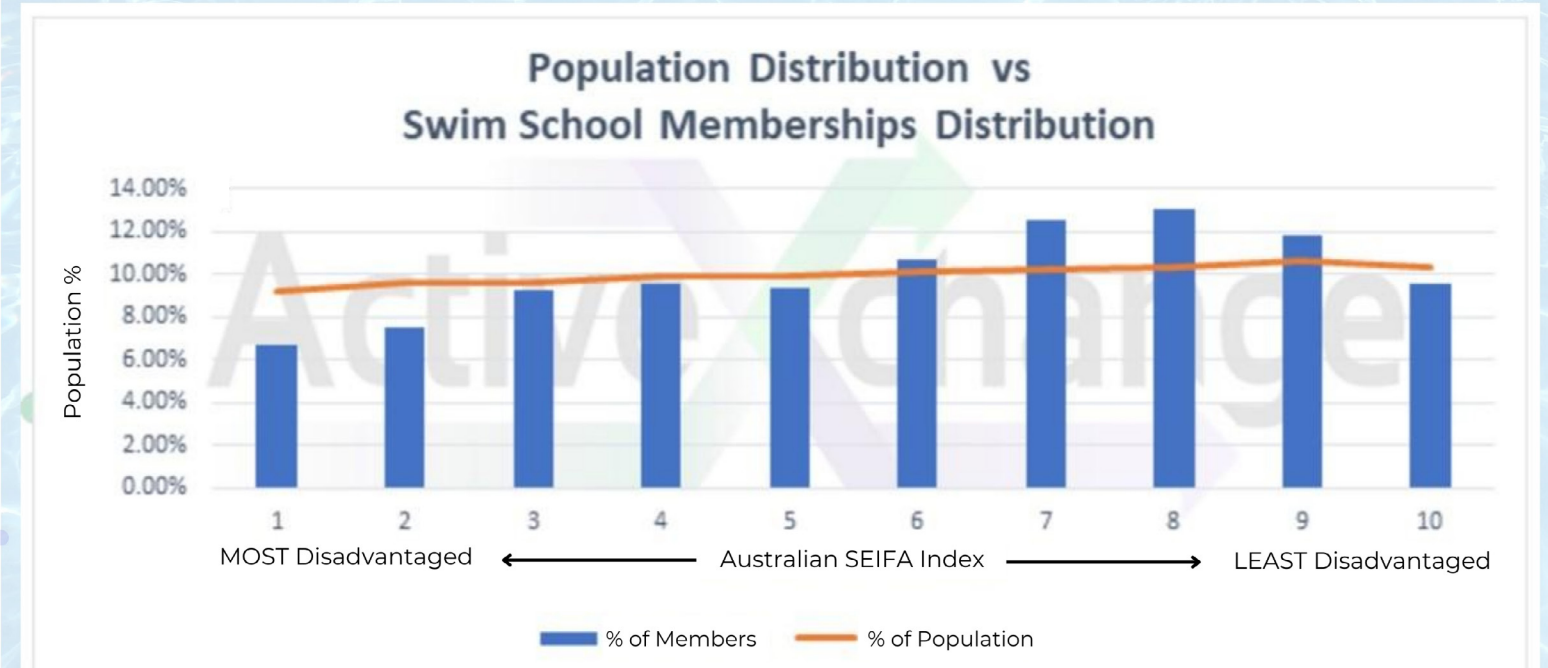
**Eric Falardeau**  
Partner,  
McKinsey & Company

## Headline

**Arch Amenities Group purchased Innovative Spa Management, Privai and Spa Space, Synergy Fitness Group and NYS Pool Management.**

## Data Insights Swim Schools

We investigated the relationship between actual (100,000+) swim school enrolments (at household level) across private, not for profit and council run leisure centres in Australia, and Australia's SEIFA index.

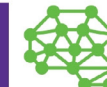


The data is a strong reminder of the need to understand at a population level who is left out of the equation. This is even more confronting when you realise that 85% of Australia's population lives within a 4-6 minute drive of a local community pool.

Unlocking Siloed,  
Fragmented Data



Standardising  
Data Sources



Using Predictive  
Modelling & Data Science

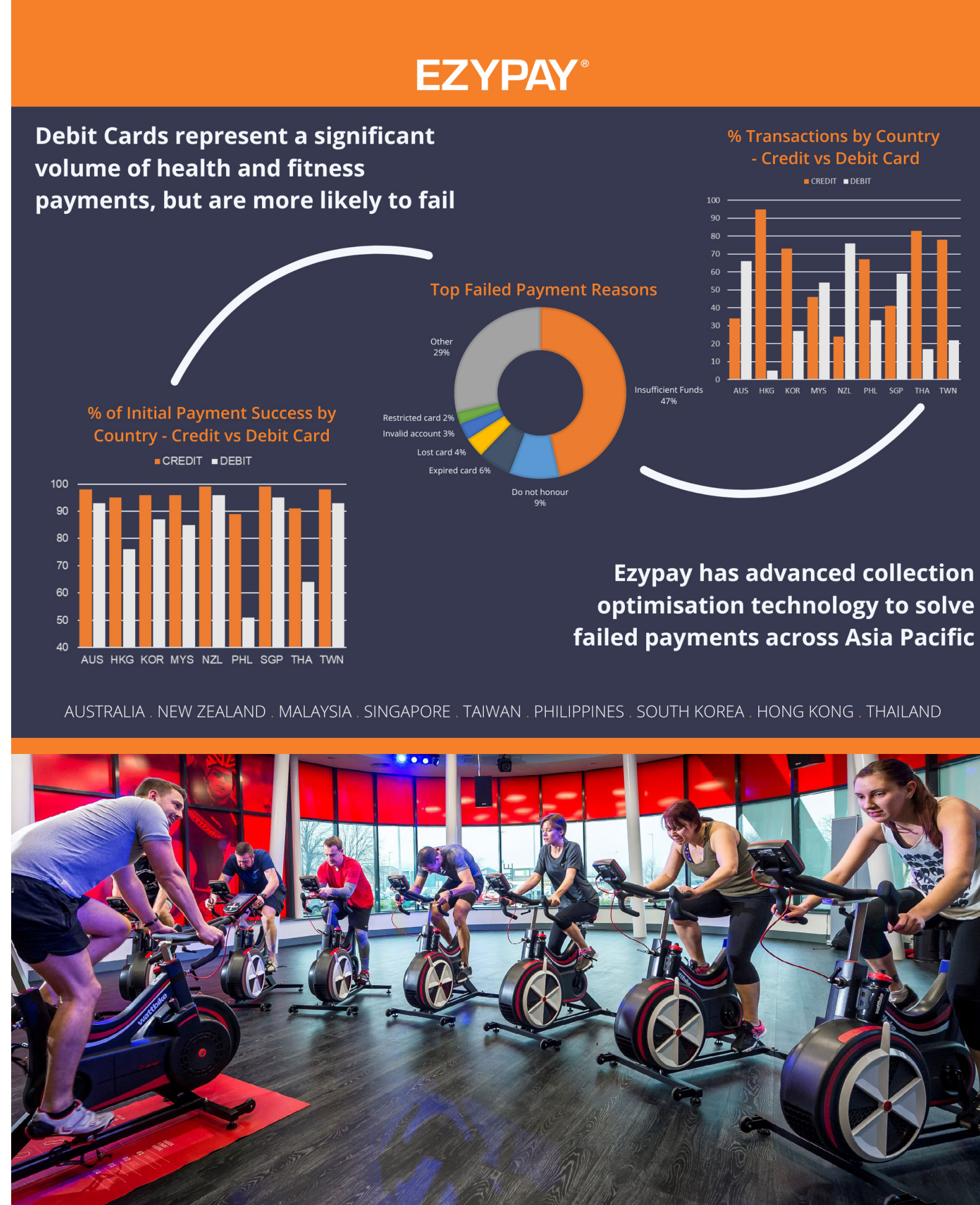


Empowering a  
Connected Network





# Market Review, Trends, Analysis & Headlines



## Headline

**Amazon has acquired primary healthcare organisation One Medical in a USD\$3.9bn deal that will see it moving further into the wellness market.**

"The success of the wellness industry in the years ahead depends entirely on our people. We need to grow and develop the people we have while also attracting a new generation of workers into fitness and wellness. Compassionate and inspiring leadership will be the key to shaping the wellness industry of the future."

### Jeremy McCarthy

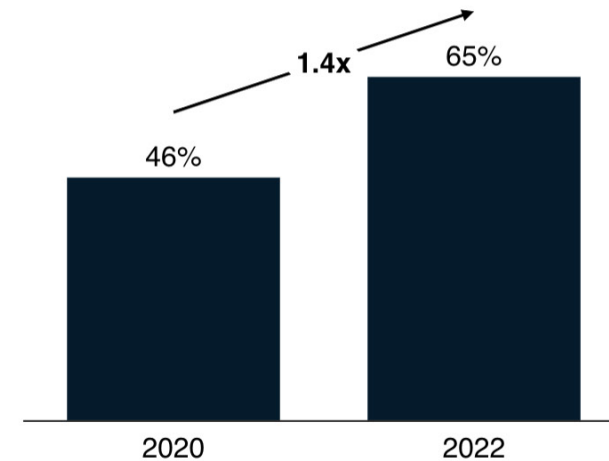
Group Director, Spa & Wellness, Mandarin Oriental Hotel Group



## The adoption of hybrid fitness routines has accelerated

Hybrid fitness models seem to help people achieve their objectives more effectively

The number of consumers with hybrid fitness routines grew 1.4x<sup>1</sup> ...



... and hybrid fitness consumers are more likely to report positive health outcomes<sup>2</sup>

**55%** (vs only 41% for all respondents)

of hybrid fitness consumers say their wellness has improved vs 1 year ago

**61%** (vs only 49% for all respondents)

of hybrid fitness consumers say they prioritize wellness more vs 1 year ago

1. Approximately how much money have you spent on each of the following in the past 12 months? Your best estimate is fine. Consumers with hybrid fitness routines are defined as those who spent money on any at-home (traditional or connected fitness services or products) and in-person (personal trainer, fitness club membership, boutique studio class / membership) fitness categories.
2. How has your overall level of wellness changed compared vs. 1 year ago? Thinking about how you prioritize wellness, how has your prioritization of wellness changed compared vs. 1 year ago?

Source: McKinsey Future of Wellness Survey, April 2022, N=1,500+. Global Wellness Institute; company websites, Forbes

McKinsey & Company 8

"2022 was when most countries saw Covid restrictions being eased or lifted, and the hope was that pre-pandemic normality would return to the fitness industry, which had been bruised and battered. Most of 2022 has now passed, and we are coming to realise that there is a "new normal" for the industry where a sizeable number of members have not returned to gyms and studios, yet rents have reverted to pre-Covid numbers or have increased. Gyms and studios have lost members, particularly "sleepers", and many have formed new habits of keeping fit, including outdoor fitness. Inflation and soaring utility prices have added to the woes of the industry. I believe we will see big box gyms morphing into mid box gyms, with less cardio equipment, and more will have "box in box" boutique concepts. Strength or bodybuilding gyms, yoga and Pilates will continue to do well."

**Sean Tan**

Co-Founder and President, **Singapore Fitness Alliance**





# Market Review, Trends, Analysis & Headlines

"Whether talking to governments, federations or sponsors, two themes keep coming up this year: first, the social impact of sport – healthy living, sustainability, diversity and inclusion – and second, the digital and virtual transformation of the sport industry narrative. How can fitness become a mainstream conduit for wider social impact? What's the sector's answer to bridging the digital gap and capturing the next generation? We look forward to sharing our ideas with the sector!"

## Asahi Takano

Partner & Head of Asia Pacific, **Portas**

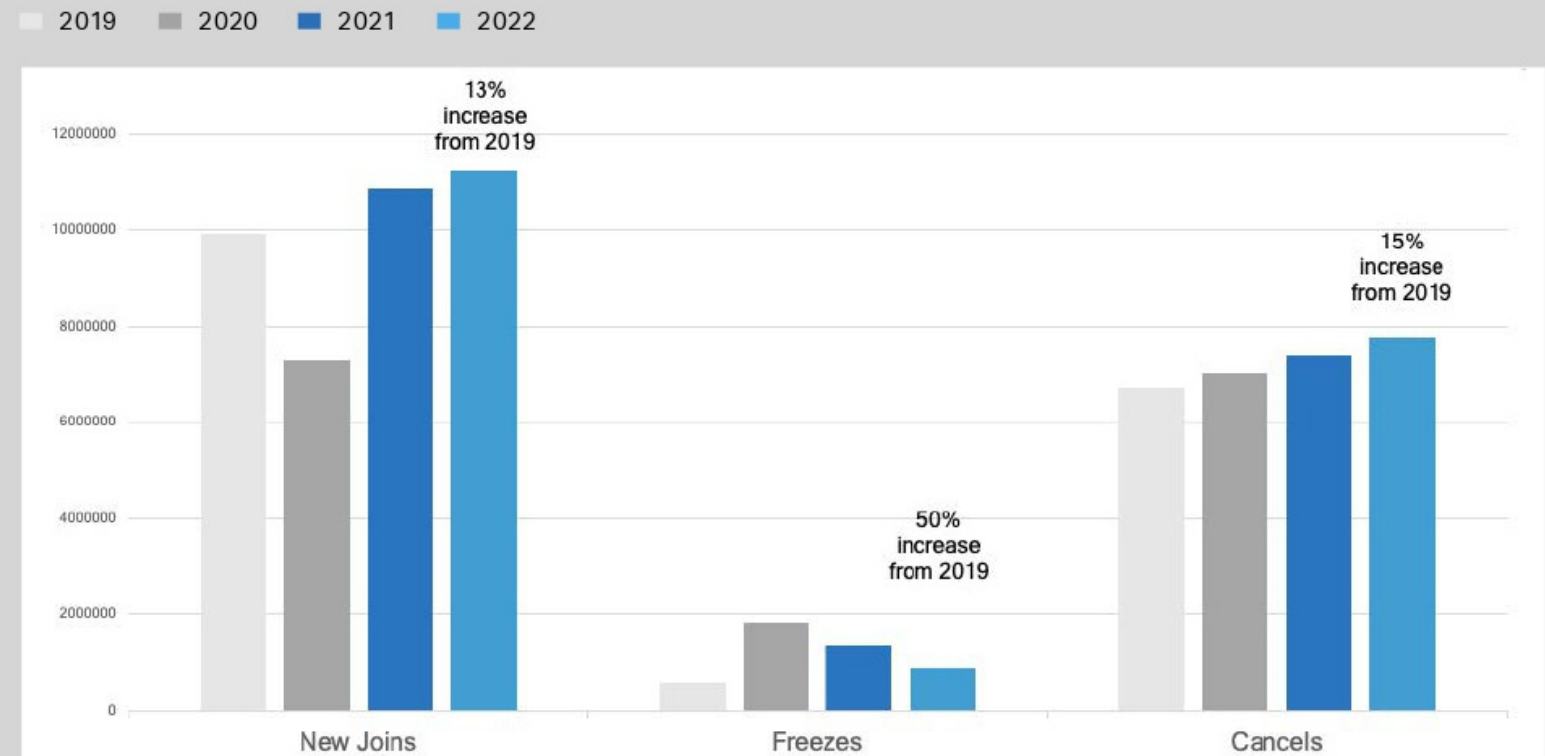
"We see a growing demand for more passive forms of wellness with individuals seeking ways to recover, rejuvenate and reflect. With a rapidly growing body of research in this area we are looking forward to bringing the leading edge of self-care to Singapore and SE Asia."

## Luciano Tesoriero

Co-Founder, **Soma Haus**

## Member Trends YOY

NEW JOINS, FREEZES, CANCELS: OCTOBER 2019, 2020, 2021 & 2022



New joins continue to rise and are currently sitting 13% above 2019. While freezes continue to drop (down 33% from 2021) they still sit 50% over 2019. Cancels continue to climb, resting at 15% over 2019.

**Recommendation:** As new joins continue to rise, make sure you maximize their onboarding experience to better chances at retention. Read our New Member Onboarding Guide for tips: <https://abcfitness.com/resources/ebooks-and-articles/new-gym-member-onboarding-guide/>





## Market trends for fast growth

2022 Market Research  
Kindly Supplied by



### BDO's industry observations

The landscape in the Health, Fitness and Wellness industry is increasing globally and demand is high across all generations. It will be vital for operators in this sector to continually evolve to stay head of competition and remain viable. Success factors to leverage are:

- 1. State of the art technology and equipment.** Tech is helping to increase customer experience, enhance wellness results and performance.
- 2. High market profile.** Attracting customer loyalty and members through strong brand profile while creating communities.
- 3. Easy Access.** Creating options for time poor customers and remaining agile to suit the needs of customers.
- 4. Pricing.** As cost-of-living increases, the price and cost management strategies will be important aspects for every business to remain viable and profitable.
- 5. Value adds or extras.** Creating more of an experience with add-on services, brand collaborations or a unique proposition will encourage loyalty and new business.

## Sports insights

**William Tuffley** | Sports Advisory Partner, **BDO in Australia**

### Trade & Developments

Sports associated brands such as gyms and clothing are extremely strong and growing rapidly. The trend of gyms and fitness centres moving solely from a place to improve health to a place for social interaction has seen a shift in what customers are willing to spend on subscriptions and memberships. Which has increased customers promoting their chosen gym on social media platforms. This has seen a huge increase in businesses collaborating with high profile brands, ambassadors and athletes to capture the attention of the market. The key to success will be to maintain the quality of the product and service while continuing to remain on trend.

### Sport Headlines

- The 2032 Olympics is a huge talking point across the industry, not only for the host city, but for the opportunities and legacy it can leave on the wider Oceania and Asian regions.
- Sporting organisations are seeking partnerships not just high-level dollar value for sponsorship but with a high focus on ESG.

*The market size of Australia's health and fitness industry, which primarily consists of health clubs, fitness centres and gymnasiums, currently sits at \$2 billion according to IBISWorld. Rising health consciousness, flexible working and increased levels of obesity will only contribute to the expected and continued growth during the next five years. Collaboration with athlete ambassadors, influencers as well as industry experts will be essential to stay on top of an ever-evolving industry. This will also emphasise the importance that industry operators are aware of their regulatory compliance obligations as the industry grows.*



# BIG COMPANY INSIGHTS

## *Trends & Developments*

Large operators, our industry's traditional growth engine, have stalled. With member visits, new member sales and top line revenue frustratingly slow to come back to pre-pandemic levels, they have endured an unexpectedly stressful 2022. Staff shortages and member covid fatigue, coupled with daunting rental costs, unsupportive landlords and rising energy costs (hitting especially those with pools, spas and saunas), wear at thinning margins. Strong personal training revenue has helped many compete this year financially, but portfolio consolidation and the relinquishing of low-profit clubs and business lines have inevitably resulted to appease investors. One bright light is that portfolio companies (EW, Lift, FLG) benefited immensely from their boutique brands over-performing in 2022. Experience innovation, club (re) design, community development, new revenue lines and new member acquisition will be key investment themes for this group in 2023.

## *Headlines*

**Cult.fit acquires Golds Gym India and also OneFitPlus**

**Virgin Active announces new CEO and Real Foods acquisition for £26.8 million and raises £88.4M (\$115.8M)**

**Core Health & Fitness acquired Wexer and Jacobs Ladder – expanding its diverse digital ecosystem to delivering omnichannel experiences.**

"I'm seeing a continuance of pre-pandemic convergence. Most budget clubs have added new services and higher price tiers. They are becoming the new, cool middle and are recovering fastest from the pandemic. Conversely, mid-market clubs are offering lower cost options – success there depends how they become new and cool. At the high-priced end, the most successful boutiques are adding gyms and multiple studios. Some traditional clubs are killing it by adding boutique-quality studios."

**Phillip Mills**, Executive Director, **Les Mills International**

"The impact of COVID-19 on the Japanese fitness industry was a 35% decline in membership in FY2021 compared to pre-COVID, and still a 30% decline in FY2022 compared to pre-COVID. The Japanese Fitness Industry Association has negotiated with the government, and from October 2022 to January 2023, the government will provide 20% assistance for five use coupons for those who join the Club. The impact of the government's encouragement of fitness clubs is expected to be significant."

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



# HOTEL & SPA INSIGHTS

## *Trends & Developments*

Business travel, 'revenge travel' and MICE events have all rebounded en masse. Room occupancy, for many, now exceeds pre-pandemic levels, with some countries (SG, AUS) experiencing close to all-time high room yields. However, properties have struggled to recruit talent back, fast enough, to meet increased demand for ancillary services (F&B, bar, spa, wellness). Wellness and lifestyle are now strategically imperative and brands are competing incredibly hard to be recognized as market leaders. Properties are remodeling/refitting their spa, fitness and recreation facilities, as well as rooms and restaurants, to meet the experiential expectations of guests. New offerings include boutique fitness concepts, IV drips, cryotherapy, percussive massage, infra-red and advanced anti-aging treatments. Expect more investment and experimentation in 2023 across their health, fitness, wellness and nutrition offerings, as well as room design.

"The growing demand for Wellness-driven hospitality models is on the rise globally with the majority of big players strategizing how to take their single shining star and replicate it. The growth is happening in models that lead with wellness as their key positioning, incorporating medical, holistic treatments, fitness, or specialized programs that they have come to be known for. Legacy hospitality brands are looking to partner with existing specialized brands, while the specialized brands are expanding their development in various locations around the world. In the Nutrition and Fitness sector, well-being concepts are fast to franchise with bulletproof, streamlined business models that were built to expand quickly. Some of the big players to look out for in Wellness Hospitality: Aman Resorts, Henry Chenot, Revivo Resorts, SHA Wellness and Six Senses."

**Lindsay Madden-Nadeau**, Founder, **Meraki Bespoke Wellness Strategies**

"This has been a pivotal year for Kamalaya as we have finally launched many new restorative treatments and therapies that further enhance and augment the effectiveness of our legendary award-winning wellness programs. These new regenerative therapies are personalised for each guest according to their health goals and wellness programs include IV therapy, ozone therapy and hyperbaric oxygen chamber therapy (now available in Kamalaya's dedicated Longevity House). Each initiative will enrich and uplift Kamalaya's guest experience in exponential ways."

**Karina Stewart**, Founder & Chief Wellness Officer, **Kamalaya Koh Samui Wellness Sanctuary & Holistic Spa**

"2022 has been an important year for endota. We have emerged from the pandemic with a new sense of the importance of self-care, and our role in nourishing and nurturing our 2m customers. We have opened 10 new locations since the end of last year and in May completed the acquisition of New Zealand's largest day spa brand with nine locations across the country. We have also purchased several franchise and independent locations in Australia to provide greater capacity to meet the needs of our customers. We are excited to be leaders in the global wellness industry and continue to review the many opportunities available to us"

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



# BOUTIQUE INSIGHTS

## *Trends & Developments*

Boutiques continued to raise the bar in 2022. Several new entrants and new builds have been stunning in concept and design. Galvanized by strong member loyalty and community, they positively restarted revenue lines and restrengthened their balance sheets. HIIT, strength training, yoga, cycling and pilates boomed, however more niche modalities struggled somewhat (aqua boxing, barre) – such are the trends. Overall, boutiques are 'winning the internet' with their marketing, brand affiliation and culture resonating, especially with Gen Y and Gen Z. With today's (fickler) consumer base opting for pay-as-you-go experiences and utilizing the choice and variety of aggregators, boutiques naturally benefit here and resultantly are winning market share from the struggling big-box.

## *Headlines*

**Xponential Fitness, launched – Pure Barre, Rumble, AKT and YogaSix – on lululemon Studio available with a MIRROR subscription.**

**FIRE Fit announces Queensland locations for second and third Australian gyms making it one of the first Asian boutique fitness brands to expand into Australia as well as the middle east.**

**Xponential Fitness has signed a Master Franchise Agreement to expand its indoor cycling brand CycleBar to Japan.**

The future of our industry is being created as we speak. To make a meaningful impact we must be designing businesses for our future, not our past. In my opinion, future success will rely on having a purpose that doesn't involve money, a relentless focus on being better (not just bigger) and a true desire to deliver memorable experiences that make a difference in people's lives.

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



# FRANCHISE INSIGHTS

## *Trends & Developments*

The strongest performing market segment this year (by club growth and member growth) with leading franchisors building strongly on their 2021 momentum. F45's share price collapse was the anomaly and not the norm, as despite headwinds, many companies expanded nationally and internationally, buoyed by the global success of Xponential and SE Brands. Many franchisors now offer a range of investment opportunities (premium to budget). These effective and efficient cost frameworks and investment parameters have ensured franchisees stuck to a winning formula, more modest club sizes and lower capex investments. This strategy is working and with franchise support systems continue to improve and adopt new technology (from apps to hybrid offerings to retention systems), their future is very bright, even with market saturation risk and new entrants piling in.

## *Headlines*

**Boxing franchise 12RND enters UK & Ireland through \$93M Empowered Brands deal**

**FIT Summit launches Active Franchising, the new global franchise marketing platform**

**Fitness & Lifestyle Group (FLG) has announced the sale of the franchise division of its Jetts Fitness Australia to CEO Elaine Jobson.**

“2022 has been a year of cautious optimism. With most of our markets in Asia being open, restrictions continually easing and consumer sentiment on the rise, we feel strong tailwinds and are positive that the industry and world is sailing in the right direction. We also observe that our teams are energised by the momentum, and this brings great joy to us as we prepare to ride the highly anticipated wave of demand brought on by the pandemic.”

**Luke Guanlao**, Co-Founder and Group CEO, Inspire Brands Asia



# Market Review, Trends, Analysis & Headlines

## Franchise Insights

**Matthew Allington** | Franchise Partner, **BDO** in Australia

### Trade & Developments

Our observations in the market is that franchising is as strong as it ever has been and is an attractive business model to enable rapid growth. The health and wellness industry is a leader in this sector, and many new exciting businesses would not have been able to grow as quickly without the capital investment which comes from the franchisees themselves. We expect this trend to continue into 2023 calendar year. The key to success will be ensuring you have self-motivated and self-disciplined franchisees who are running profitable businesses.

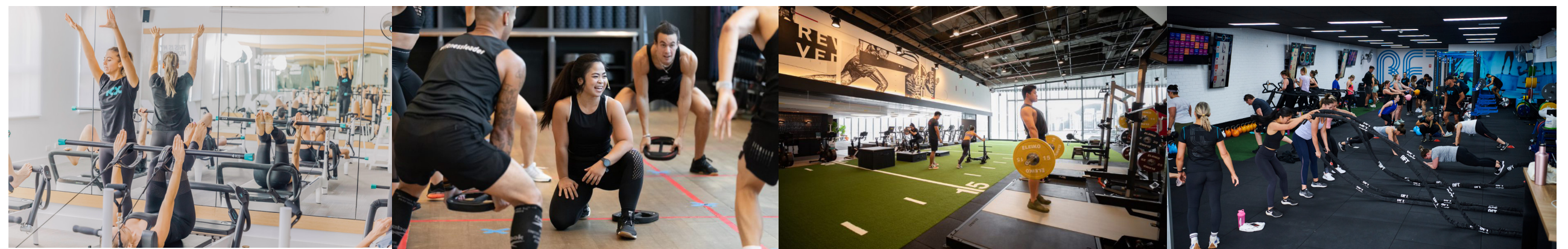
### Franchise Headlines

- Australian businesses are starting to expand overseas in numbers with some recent franchises having great success in the US market.
- Franchise groups that have achieved strong business valuations are those who have invested in technology to become more efficient and have diversified into new revenue streams.

2022 Market Research  
Kindly Supplied by



*It's easy to get distracted by persuasive brand marketing, impressive fit outs and even personal tastes when assessing a franchise opportunity. Getting emotionally attached to the business without proper financial due diligence can be extremely risky. Our experience is that most franchisors and franchisees in a good group are proud of the business they work for and will be open with sharing information. It is strongly recommended to reach out to current franchisees and discuss the business. If the franchisor is blocking you from talking to franchisees, it's normally a big red flag that something is wrong.*





# HEALTH-TECH INSIGHTS

## *Trends & Developments*

The future of biohacking and health optimization are booming as consumers look to expand life expectancy and more importantly quality of life. Growth in adopting wearable medical devices includes smartwatches, patches, and rings has the highest market share followed by technology device innovations such as oura rings, biostrap biometric devices, blue light blocking sunglasses, tens pads, bulletproof brain, qualia supplements, infrared saunas & neurofeedback devices. Not all biohacking is high tech – Meditation, strict fasting, disciplined fitness is considered biohacking too. To thrive and stand out, incorporating biohacking technologies and treatments in your business is key as it does not only support consumer's health and wellness practices but enhances it.

## *Headlines*

**Singapore's healthtech startup Biofourmis turns unicorn after raising \$300 million Series D investment**

**Naluri, a digital health service provider, raised US\$7 million in a pre-series B funding round.**

**Docquity, a Singapore-based healthtech startup, has raised US\$44 million in a series C fundraise led by Japan's Itochu Corporation**

“Holistic health has been a dominant trend for the global wearables market in 2022 and looks set to continue in the long-term. This year we've concentrated on developing advanced features that help our users achieve good mental health and overall wellness as well as hitting their fitness goals. I am particularly proud of our new Sleep Profile feature which analyses sleep across 10 key metrics each month and provides solutions for sleep improvements. Advanced stress management is also a core feature of our newest Sense 2 and Versa 4 devices. Holistic health is definitely here to stay and will be the cornerstone of our innovation going into 2023 and beyond”

**Steve Morley**, Director APAC & Health Solutions International, **Fitbit @ Google**





# Health-Tech Companies

Advanced  
Human  
Imaging.

Circle  
DNA Your Life

DEXAFIT

EVOLT

Genesis Healthcare

gutCARE  
digestive • liver • endoscopy associates

HALZA

HealthifyMe

naluri

InBody

LUMEN®

MyHealthBuddy

Neurobit Technologies

Biome

Lexly  
HEALTH

ŌURA

Prenetics™  
Health. Reimagined.

SOMAVEDIC

TANITA

Therasage®

Thync

WHOO®

YUNMAI

fitbit

SPEEDOC

novi

Bodymapp

ONVY

biofourmis

docquity



# FIT-TECH INSIGHTS

## Trends & Developments

The fitness technology market shows no signs of slowing down. From wearables to apps, trackers, virtual experiences, digital platforms and intelligent exercise equipment, consumers are investing more [time/energy/money] in their health and wellbeing, whilst clubs, gyms, spas and hotels, enhance their services by becoming high-tech. 2022 has seen digital transformation in various sectors and the consolidation of some players to create better 'tech-stack' offerings. The SaaS marketplace has boomed with new functionality and features, driving growth in CRM, ESP, booking and payment platforms, as well as HR management, lead retention, financial reporting, automations and intuitive marketing systems. In 2023 the market will grow more powerful with ever improving data exploitation, interface speeds, advancements in AI, as well as new APIs.

## Headlines

**ABC Fitness Solutions Completes Acquisition of Glofox, Paving the Way to Create One of the Largest Global Fitness Tech Companies**

**IFIT Health & Fitness, a health and fitness technology company, raised \$355M in funding anchored by L Catterton amid a company-wide restructuring, including layoffs and leadership shakeup.**

**Myzone Gets US\$17.2M Investment from BGF, now valued at \$102 Million.**

It's also important to recognise that this is an uncertain time in the world and making sure that we're investing in the business responsibly with an eye towards, you know, a future public offering. It just makes us think carefully about how we're spending dollars, because I think the venture market has changed in the last 12 to 24 months.

**Will Ahmed**, Founder & CEO, **WHOOOP**





# Fit-Tech Companies

ABC

circuit

clubworkx

daxko

exerp

EZYPAY

fio

fitnessforce  
Club Management Software

fitnessKPI  
El poder de los datos

FITTR

glofox

gymsales  
WORK SMARTER. GROW FASTER.

Jonas  
Club Software

keep

Keepme

LEEP.APP

mindbody

myzone

noise

omnify.

hapana

PerfectGym

REBEL

goXpro

RookMotion

roundglass  
gypik

SWEAT

TRAINERIZE

ULTRAHUMAN

vagaro

virtuagym

xplor

zenoti

zingfit  
by xplor

rezeve



# WELL-TECH INSIGHTS

## *Trends & Developments*

The fitness technology market shows no signs of slowing down. From wearables to apps, trackers, virtual experiences, digital platforms and intelligent exercise equipment, consumers are investing more [time/energy/money] in their health and wellbeing, whilst clubs, gyms, spas and hotels, enhance their services by becoming high-tech. 2022 has seen digital transformation in various sectors and the consolidation of some players to create better 'tech-stack' offerings. The SaaS marketplace has boomed with new functionality and features, driving growth in CRM, ESP, booking and payment platforms, as well as HR management, lead retention, financial reporting, automations and intuitive marketing systems. In 2023 the market will grow more powerful with ever improving data exploitation, interface speeds, advancements in AI, as well as new APIs.

## *Headlines*

**Centred Wellness acquires PT platform Bua Fit to create \$25m company**

**Health-tech trailblazer EVOLT set to expand with \$12M raise**

**Advanced Human Imaging Ltd. enters into definitive agreement to acquire welteq Digital Health Inc**

Wellness tourism is expected to grow by a massive 20% p.a. until 2025 (Source: Global Wellness Institute). This doesn't come as a surprise, as pent-up demand for travel is huge and wellbeing is top-of-mind for so many people, with Covid only accelerating this trend. Through our wide partner network (e.g., Expedia, Klook, TripAdvisor, Hilton), travellers can now find & book the workout they love in large city hubs such as London, Berlin, Singapore, Bangkok and many more.

**Hannes Boller**, Founder & CEO, **BODDY**

Following the challenges of the past few years, we're starting to see a new era of business emerge. There's no such thing as a typical gym anymore. Strong fitness leaders are finding innovative ways to evolve. They understand the future lies in creating environments and delivering services that support both physical and mental wellness. My advice to fitness business owners in 2022? Invest in your wellness offering now. If you don't - your competitors will.

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





# Well-Tech Companies

360  
Wellness

Apple Fitness+

boddy

Calm

Centr

CENTRED

cronometer

cult.fit

8 EIGHT  
SLEEP

headspace

myfitnesspal

naluri

NOOM

OURA

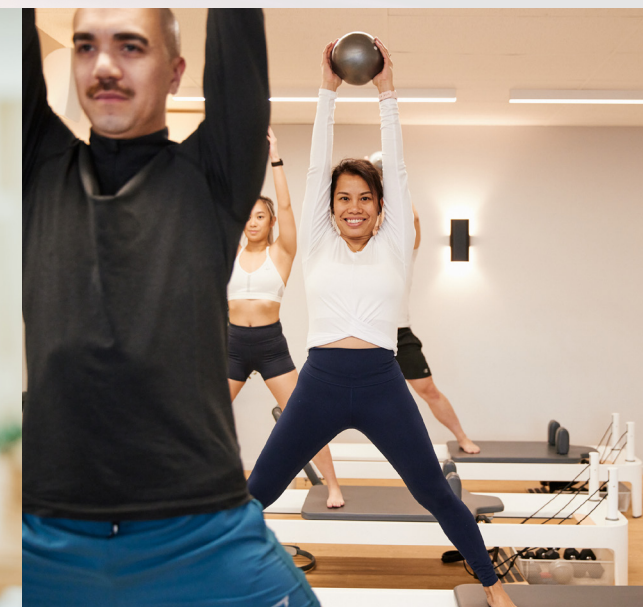
FITCO

The Mindfulness App

WHOOP

EVOLT

Advanced  
Human  
Imaging.





# DIGITAL FITNESS & WELLNESS

Very dramatically, digital has plummeted from its pandemic highs. Platform and content providers (large and small) found continuous engagement and re-subscription difficult as consumers return to bricks and mortar, and/or, got bored of platforms. A deluge of (high quality) content has saturated the market, and this coupled with waning demand and steep increases in CAC, have strangled the market. Peloton imploded and investor interest cooled quickly on the back of poor performing apps and connected fitness offerings. The overall market size is certainly larger than pre-covid, however not large enough to support the growth ambitions of the collective ensemble competing for market share. Expect deeper price wars in 2023, the introduction of more culturally targeted content, consolidation and providers seeking new opportunity in large-scale hybrid deals, corporate wellness, B2G and B2T

## Headlines

**Exercise and nutrition program “28 by Sam Wood” has been acquired by Melbourne-founded genomics company myDNA in a \$71.2 million deal.**

**Princess Cruises signs first fitness deal with Xponential Fitness – gives access to digital classes on board**

**Digital Fitness Platform, FitOn, Announces \$40M in New Funding & Acquisition of Peerfit**

**Fitness Metaverse OliveX (BVI) Raises US\$1.7M in Strategic Round**

“Since launching just under two years ago, we have heard incredible feedback from users on what a difference Fitness+ is making in their lives. We are thrilled to bring the award-winning service to even more people by making Fitness+ available to all iPhone users later this fall, even if they don't have an Apple Watch.”

**Jay Blahnik**, Vice President, Fitness Technologies, Apple



# Market Review, Trends, Analysis & Headlines

2022 Market Research  
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wexer

## SPECIAL FEATURE: INSIGHT INTO DIGITAL FITNESS & WELLNESS

From analysing usage data we have found the most popular class length to be 20–30 minutes (38.6%), followed by 10–20 minutes (29.4%).

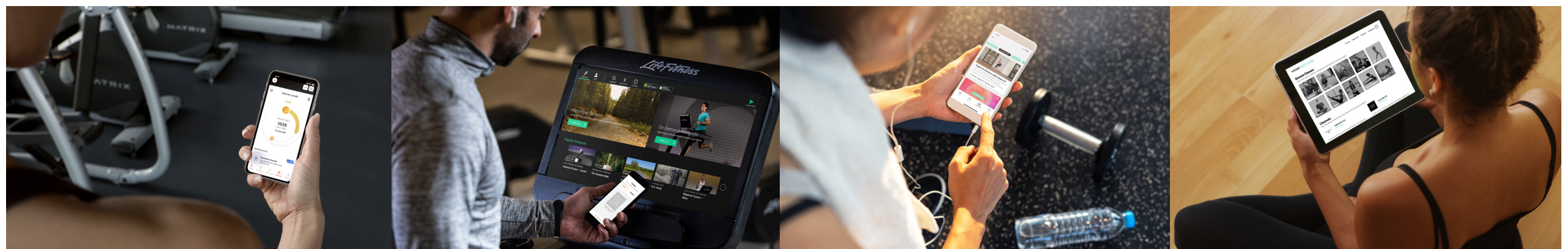
Class durations of >10 minutes account for 15.3% of streams, and 30–40 minutes for 12.5%. Anything <40 minutes drops almost off the radar. This shows how flexibility and convenience have become key for those working out from home.

In 47.9% of sessions, the actual stream time was >10 minutes. Meanwhile, 25.5% of streams lasted 10–20 minutes, and 19.2% 20–30 minutes.

A large proportion of users are selecting workouts that have been recorded as 20- to 30-minute sessions, which suggests that users are diving straight into the workout itself but supplementing this with the warm up or stretch from a different class to create a tailor made workout that suits them.

### TAKE AWAY:

Digital users want stackable content delivered in bite-sized chunks so they can mix and match at home, building a jam-packed session that fits their mood and needs that day, as well as the time they have available.





# Digital Fitness & Wellness Companies





# MEDICAL WELLNESS INSIGHTS

## *Trends & Developments*

Higher value perceptions of self-care, integrative medicine and healing fuels development of more sophisticated concepts for domestic and international customers. Favourable health promotion and local laws, together with med tech aggregators and platforms, aid in growth of medical tourism and the health-wellness continuum in APAC. We see greater investments into cutting edge technologies for diagnosis paired with natural remedies – treating the patient as a whole, not their symptoms. Popular services include TCM, naturopathy, detoxification to aesthetics, anti-aging, biohacking to rehab & recovery, cancer care, fertility health, immunotherapy, peptides, stem cell therapy to therapeutic cannabis, and nature healing. Areas of growth range from telehealth, digital therapeutics, personalised care to gut, sleep, stress, toxins management to fitness as medicine.

Today's healthcare system is widely recognized as broken due to outdated regulations and in need of transformation, we at Miskawaan Health Group (MHG) can be a catalyst to that change. The kind of individualized precision medicine that MHG practices naturally and sustainably is my way of thinking about the Future of Healthcare for Humans.

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

The pandemic experience has reframed self-care as being essential for our physical and mental health. More travelers prefer to maintain good health and their wellness lifestyle during the trip. With our expertise in hospitality healthcare services, BDMS Wellness Clinic delivers holistic services encompassing preventive care, healthy eating, exercise, sleep, nature, and much more, on the basis of lifestyle medicine. So, travelers can assure that their wellness destination would support their health and well-being.

**Dr. Tanupol Virunhagarun**, CEO, **BDMS Wellness Clinic and BDMS Wellness Resort**

As Singapore emerged with cautious optimism from the shadows of the pandemic, our nation is seizing the opportunity to accelerate the transformation in the health & well-being of our population. Healthier SG is Singapore's latest strategy emphasizing Preventive Care to keep people healthier. It will also connect our Primary Care network to Community Health, Sports and Fitness Programmes, leveraging technology and shaping new frontier in Population Health efforts and outcomes.

**Maurice Tan**, Senior Consultant, **Office for Healthcare Transformation, Ministry of Health (Singapore Government)**





# Medical Wellness Companies



ONE WELLNESS MEDICAL  
by Eu Yan Sang



THE FARM  
AT SAN BENITO





# MENTAL WELLNESS INSIGHTS

## *Trends & Developments*

Accessibility, empowerment, engagement, and personalisation are some goals that brands in the meditation, mindfulness, and mental fitness spaces thrive to achieve. With the huge explosion in the creation of mental wellness digital apps, these platforms aim to deliver therapy and mindfulness on-the-go to reduce stress, fear, anxiety, better interpersonal communication skills and help one cope with emotional difficulties. Besides touching the lives of individuals, more corporations are shifting their attention and commitment to making mental fitness a shared priority in their workplace to achieve sustainable productivity. Challenges they face, however, include client acquisition, retention and gaining new market share.

## *Headlines*

**Intellect extends series A funding to US\$20M led by Tiger Global to scale mental healthcare for APAC workforces**

**MindFi raised US\$2 million in seed funding from M Venture Partners, Global Founders Capital, Marcus Tan, Kenji Narushima, and Derrick Ko.**

“2022 has been about RE-STARTS. When we look back at 2022 years or decades later from today, we will see the resilience of a global society that boldly stared down the COVID-19 pandemic in the face and won. We valiantly jump-started the dormant travel industry, restarted paused friendships, returned to offices to renew work bonds and most importantly for me, restarted our relationship with health, especially that of the mind. Mental health has always been the ugly sibling of physical health that some of us avoid but no longer. At MindFi, I am proud of a committed and talented team who shares our vision of a brave new world of #MindFitness without mental health stigmas. Bring 2023 on!”

**Bjorn Lee**, Founder & CEO, **MindFi**

“Many companies are spending millions of dollars a year and paying for gym memberships. But why don't people invest into their mental health the same way? It's because there are no resources that are being offered to them, that's just as accessible and affordable”

**Justin Kim**, Co-Founder & CEO, **Ami**





# Mental Wellness Companies

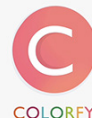
Allianz  Partners



 betterhelp

BUDDHiFY

Calm



COLORFY



 headspace



 Insight Timer

intellect

MINDFI



MOBIO  
INTERACTIVE



 neurum  
Digital Behavioural Health

ooca  
It's Okay.

 SAFE SPACE™

talkspace



 unmind

 wysa

ami





# CORPORATE WELLNESS INSIGHTS

## *Trends & Developments*

There has been significant growth of single service offerings – for example, meditation, financial wellbeing, mental wellness, or therapy. Greater attention has also been focused on inclusive offerings which are both culturally sensitive and able to engage employees in the long-term. Many solutions now offer greater personalisation, innovation, move to earn concepts, and collaboration with other sectors to offer a more holistic (but not completely holistic) solution. However, with increasing demand for holistic solutions, there is uncertainty if current solutions meet employees' every need. In addition, despite the significant rise in awareness, there are questions whether this is reflected in an increase in the budget reserved for employee wellbeing.

## *Headlines*

**85% of Singaporean workers at risk of extreme burnout says Mercer**

**Australian workplace wellness startup Sonder banks \$35 million Series B**

**Whoop launches employee wellness program: Whoop Unite**

**Naluri secured a US\$7 million (RM30.8 million) pre-series B funding round, led by Pruksa Group, Thailand's leading real estate development group.**

“We help people put their wellbeing first. From giving a parent a moment to breathe to helping CEOs perform in and out of the boardroom, we've got the privilege of working with people from all walks of life. Every journey has significance. It's a lofty mission, sure, but we wouldn't have it any other way.”

**Gary Blowers**, Founder & CEO, LVL Wellbeing





# Corporate Wellness Companies

ACTIVE &  
THRIVING

AIA Vitality

AON

balance  
wellness center

CircleCare® Blog

corporate  
wellness  
AUSTRALIA

cxagroup

engage life

eunidia  
MIND WELLNESS HUB

FULLERTON  
HEALTH

healthworks®

IMI

LifeWorks

LVL

M

Mercer

mindfulness asia

naluri

Onsite Health

OPTUM

pavelka  
EAT • SWEAT • THINK • CONNECT

pinnacle  
healthgroup

pulse  
by Prudential

Rewardz  
Digital Engagement. Simplified

springday

tatsam

TRUWORTH  
wellness

UFIT

Vantage Fit

Virgin Pulse

Wellable

Wellness  
Solutions

wellteq

wtw

ONVY



# REST & RECOVERY INSIGHTS

## Trends & Developments

There is increased savviness and demand in rest & recovery practices, rehabilitation, pain, injury and fatigue prevention. Consumers also seek additional benefits like anti-aging, better energy, mental health, and skin health. Mixed concept facilities are launching and growing, with some looking to franchise. Solutions include hot & cold therapies (ice baths, cryo, infrared saunas, red light therapy) to oxygen, breathwork & frequency therapies, floatation therapy, compression and vibration therapy, aquatherapy, neuropsychobiology & biotechnology solutions to massages, EMF rehab, percussion devices, compression to mobility, stretch and core programs. Companies are also investing in apps to facilitate personalised recovery programs. New growing modalities include podiatry solutions, sleep technology, sauna blankets, personalised performance tests and more portable wearables.

## Headlines

**Therabody, maker of wellness and recovery products, raised \$165M in a growth equity round led by North Castle Partners.**

“We believe that wellness should be accessible to everybody with innovative, personalized products that are backed by science. Consumers are focusing on their wellness more than ever. The new additions to our ecosystem not only bring the future of well-being to life, but also represent Therabody's own evolution as we broaden our product portfolio from hardware to biometrics and content to support both the body and the mind.”

**Benjamin Nazarian**, CEO, **Therabody**

“At Hyperice, we are creating an effective, physical experience for consumers to reap the benefits of our product. Whether it's at home or in the office, we are driven to provide the best education for our end consumers. However, in the corporate setting we have to factor in the unique environment – i.e., employees who travel, hybrid models, and considerations for physically and mentally demanding professions like firefighters, police, medical professionals, and military.”

**Jim Huether**, CEO, **Hyperice**





# Rest & Recovery Companies

CRYO  
STAY YOUNG

art of  
cryo

CELL RETURN

CITYCAVE™  
FLOAT & WELLNESS CENTRE

Clearlight®  
Infrared Saunas and Wellness Solutions

CTN

3G GHARJENI  
YEARS OF INNOVATION

The  
WellnessSpace™

Hyperice

IMMERSION | MM

IVASHI DÔME  
INTERNATIONAL

KAATSU

KLAFS  
MY SAUNA AND SPA

masse®

MYOVOLT  
RECOVERABLE RECOVERY

Nordic Laboratories

NOVOTHOR  
Whole-Body Light Pod

OSIM

PainPod®  
BIO-TECHNOLOGY

Palm Ave  
FLOAT CLUB

POWER PLATE®

pulseroll

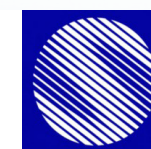
recharge  
health

RECOVERY  
ROOM

RECOVERY  
SYSTEMS

SAUNA360  
HELP PEOPLE LIVE BETTER

SOMAVEDIC



STRETCHFIT

Therabody  
From the creators of THERAGUN

HUMAN PERFORMANCE  
INSTITUTE  
TRAINE  
RECOVER FASTER. PERFORM BETTER.

VÖÖST

WELLNESS  
SOLUTIONS

SOMA HAUS

RENPHO



# ATHLEISURE & APPAREL INSIGHTS

## Trends & Developments

The global athleisure market is set to grow 25% to over \$551Bn by 2028 as a result of rising interest in physical activity across all demographics, as well as cultural shifts in clothing preferences. Large traditional sportswear brands are moving into the sector, whilst smaller and younger independent brands are flourishing too, especially with effective social media marketing campaigns and community growth. Consumers are demanding en masse for comfort, variety and sustainability, merging the lines between work clothes, outdoor apparel and loungewear as they look for versatile pieces that can transition through the day to their yoga classes to their workplace or for work from home. Expect more new entrants in 2023 as the pie grows.

## Headlines

### D2C retailer Love Bonito acquires SG activewear brand Butter

“Our new goal is to quadruple our international business again by 2026. The Chinese mainland will be a big part of that opportunity as we continue to invest in the market, in stores, in digital and build a community.”

**Calvin McDonald**, CEO, **lululemon**

“Our long-term vision is to be a true-life partner for our community of women, in and beyond fashion, and activewear is a key category we've looked to venture into since two years ago. Merging forces with butter. came at the right place and time for both of us, and we look forward to reshaping our evolution into a female ecosystem alongside emerging passion-driven women-led brands.”

**Dione Song**, CEO, **Love, Bonito**

“Recently we just launched our first flagship store in Ngee Ann City, it took us more than 5 years to build our dreams of having a physical store and allowing more customers to try our collections and products in person. We aim to create a more personal shopping experience for our customers.”

**Jimmy Poh**, Co-Founder, **KYDRA**





# Athleisure & Apparel Companies

**2XU**  
COMPRESSION

alo

ALPHALETE

butter.

  
DHARMABUMS  
YOGA & ACTIVEWEAR

  
d+k active

**DOYOU EVEN**

**EARNED**  
ATHLETIC

**ECHT**

**GYMSHARK**

 KYDRA

  
LORNA JANE  
ACTIVE LIVING

**LSKD**

 lululemon



**P.E**  
NATION

  
PURE  
APPAREL

 SPARKS

 Sweaty Betty

**TULLY LOU**

  
RYDERWEAR

baleaf 



# CAPITAL RAISES & DEAL FLOW

From a hot start, new investment quickly became tempered in mid-2022 as opportunistically deployed capital in 2021 struggled to deliver expected ROI. Public markets this year have been depressed and we saw some promising IPOs & SPACs cancelled/postponed. Investors cooled on raising capital for bricks and mortar, however a few deals in fit-tech and connected fitness were done. Some market segments trended in 2022, such as mental wellbeing and nutrition, and found greater success in raising funds. In M&A, some big deals were done across the year, as companies saw economies of scale and more holistic offerings as key to long-term growth. Recession fears (especially in the West), FX volatility and cost increases (CAC, supply chain, energy) will likely continue to depress investment sentiment into early 2023. There is capital out there, but how long will it sit on the sidelines?

## Headlines

**Connected rowing maker Hydrow added a new \$55M investment, bringing its total funding to \$255M. This was a Series D round led by Constitution Capital, with participation from L Catterton, Rx3 Growth Partners, and others.**

**Connected rowing startup Aviron secured \$18.5M in a Series A round led by Stripes, with participation from Global Founders Capital, Mark Mastrov, and others.**

**Private equity firm HighPost Capital acquired Chris Hemsworth's digital fitness app Centr and equipment maker Inspire Fitness.**

**Vitruvian raises US\$15m to further production and US expansion**

**Tonal, the US based at home connected fitness company, is looking to raise \$100M in funding, at a \$1.9B valuation, for expansion.**



Company A (Buyer/Issuer)	Company B (Acquired/Investor)	Deal Type	Month	Deal Size (USD\$, Mil)
MiyaHealth	ST Engineering Ventures	Fund Raise	February	4,8
iFIT Health & Fitness	L Catterton	Fund Raise	March	355
Virgin Active	Real Food Group	Acquisition	March	28,6
Virgin Active	Christo Wiese	Capital Raise	March	115,8
Aviron	Stripes, Global Founders Capital	Fund Raise	March	18,5
Clubessential Holdings	innovatise	Acquisition	March	Undisclosed
Hydrow	Constitution Capital	Fund Raise	March	255
Speediance	FREES FUND	Fund Raise	March	1,5
H2U	Foxconn Technology	Fund Raise	March	8
URA	Forerunner Ventures, MSD Capital, Lifeline Ventures	Capital Raise	April	100
Core Health & Fitness	Wexer	Acquisition	April	Undisclosed
HighPost Capital	Centr	Acquisition	April	200
HighPost Capital	Inspire Fitness	Acquisition	April	Undisclosed
V3 GROUP	SEHK	IPO	April	Undisclosed
Biofourmis	General Atlantic, CVS Health	Fund Raise	April	300
GOQii	Animoca Brands	Fund Raise	April	10
Janani	Y Combinator, Olive Tree Capital	Fund Raise	April	2,2
Xponential Fitness	Lululemon	Strategic Partnership	May	Undisclosed
Prenetics	Artisan Acquisition Corp	Merger	May	Undisclosed
28 by Sam Wood	myDNA	Acquisition	May	71
HCF	XT Ventures	Investment	May	5
HealthBeats	Heritas Capital, SEEDS Capital	Fund Raise	May	3
StimScience	Khosla Ventures	Fund Raise	May	8,3
TriFit	Sporta PK	Strategic Partnership	May	Undisclosed
Guangzhou Letu Fitness Technology	Various	Fund Raise	May	2,66
Vitruvian	Ten13, Larsen Ventures	Capital Raise	May	15
Therabody	So Sound	Acquisition	May	Undisclosed
EGYM	Gymlib	Acquisition	May	Undisclosed
Evolution Wellness	Impact Wrap Partners	Strategic Partnership	May	Undisclosed
Naluri	Pruksa Group, Bertelsmann Investments, M Venture Partners	Fund Raise	June	7
Yu Life	Dai-ichi Life Insurance Company	Fund Raise	July	800
Core Health & Fitness	Jacobs Ladder	Acquisition	July	Undisclosed
Intellect	Tiger Global	Capital Raise	July	20
Ultrahuman	LazyCo	Acquisition	July	Undisclosed



Company A (Buyer/Issuer)	Company B (Acquired/Investor)	Deal Type	Month	Deal Size (USD\$, Mil)
BM Co	TAB	Strategic Partnership	July	Undisclosed
Mitao	IDG	Fund Raise	July	30
Johnson Health Tech	Cravatex Brands Limited	Acquisition	July	Undisclosed
Amazon	One Medical	Acquisition	August	3900
ABC Fitness Solutions	Glofox	Acquisition	August	200
Outside	Temasek Holdings	Fund Raise	August	65,6
Outside	GGV capital	Fund Raise	August	65.6
Insilico Medicine	Prosperity7	Fund Raise	August	95
WellnessLiving	McCarthy Capital, CIBC Innovation Banking	Fund Raise	August	66
Amam Group	Saudi Arabia's Public Investment Fund	Fund Raise	August	900
Fitstop	Lift Brands	Fund Raise	August	3,3
Fire Fit	Next Round Investments	Strategic Partnership	August	Undisclosed
Clean Health	EMF Fitness Centres	Strategic Partnership	August	Undisclosed
UFIT	The Ring Boxing Community	Strategic Partnership	August	Undisclosed
Core Collective	Amara Sanctuary Resort	Strategic Partnership	August	Undisclosed
MiyaHealth	HealthXCapital, Central Capital Ventura, SEEDS Capital	Fund Raise	August	Undisclosed
Therabody	North Castle Partners	Fund Raise	September	165
Redesign Health	General Catalyst	Fund Raise	September	65
Tonal	L Catterton, Dragoneer Investment Group	Fund Raise	September	100
AHI	Wellteq Digital Health	Acquisition	September	Undisclosed
AHI	Wellteq Digital Health	Loan Agreement	September	0,75
TRX	JFXD Capital	Acquisition	September	8,4
Sonder	Blackbird Ventures	Fund Raise	September	22
Hyatt	Kiraku	Strategic Partnership	September	Undisclosed
CureApp	Carlyle	Fund Raise	September	51,5
Myzone	OliveX	Strategic Partnership	September	Undisclosed
CENTRED Travel Wellness	BUA FIT	Acquisition	September	Undisclosed
Lissun	IvyCapt , We Founder Circle, Supermorpheus	Fund Raise	September	1
Docquity	Itochu, IGlobe Partner, Alkemi, Global Brain, KDV	Fund Raise	September	44
Gritti	Lingfeng Innovation Fund, Youbi Capital, Bixin Ventures	Fund Raise	October	1,7
Fernwood Fitness	HYPOXI	Rights Acquisition	October	Undisclosed
EVOLT 360	Bell Potter, Regal Funds Management, Smarter Capital	Capital Raise	October	12
FitBudd	Accel India, Sequoia Capital India	Capital Raise	October	3,4



# TOP QUOTES OF THE YEAR

"13 years ago, we launched Anytime Fitness, a 24-hour gym, as Fast Fitness Japan (FFJ) in Japan. At that time, the fitness penetration ratio in Japan was about 4%. Now Anytime Fitness has exceeded 1020 clubs, the number of members has reached 700,000, and the penetration rate has finally gone over 5%. It took more than 10 years to increase it by just 1%. This is despite the innovation of the 24-hour business model in Japan. Of course, the last decade has seen the emergence of various fitness industry business models. Considering that the penetration rate is still 5% (the average in developed countries is over 10%), it can be said that there are still many untapped markets in Japan. I look forward to seeing how the Japanese market evolves in the future with various concepts."



## Yasuhira Mori

Former CEO, Fast Fitness Japan

"Whereas Covid has been a significant disruptor to the health and wellbeing sector it has also created the unparalleled opportunity to shift our sector from multiple and often ill-defined policy settings unambiguously to Health. The role our sector (potentially) plays in preventative health is now acknowledged by key stakeholders as demonstrated by Gyms being classified as an "essential service" by the Queensland Chief Health Officer. Our task is to leverage nationally this moment in time."



## Barrie Elvish

CEO, AUSactive

"After a long layoff with the pain of COVID19 we have started to get into a groove of having people come back train and enjoy their health and fitness journey. Maldives might have picked up growth later than the rest of the world but definitely people are more interested to learn and explore more options for their health fitness than ever. TfG is excited for the future, with a whole new project of a start of the Fitness Center in the capital city with a fitness testing facility rounded with its very own fitness programs to be launched in January 2023."



## Husein Zinan

CEO, Total Fitness Group (TfG)

"With Healthier SG and a stronger emphasis on preventive care, we hope that guidelines such as the [Singapore Physical Activity Guidelines](#) and the [Singapore Integrated 24-Hour Activity Guidelines for Children and Adolescent](#) can guide Singaporeans towards a more active lifestyle by reducing sedentary behaviour, and achieving sufficient physical activity levels through different types of activities. We also hope industry players, including those providing group exercise classes and corporate wellness programmes, will incorporate the recommendations from the guidelines to bring the benefits of the evidence-based exercise programmes to their clients. Finally, we encourage them to continue innovating their programme offerings to meet the varying physical activity needs across the ages."



## Foo Wei Young, Director

Corporate & Industry Partnerships, Health Promotion Board (SG Government)

"My own experience and studying the top fitness brands taught me that every successful fitness company has its own secret sauce but the common base is their ability to build a tribe of happy members and motivated staff. Members stick around as long as they are getting results or don't lose hope! We teach our staff to celebrate every small success! Staff stay motivated as long as their performance is measured adequately and rewarded accordingly."



## Ahmar Azam

Founder & CEO, TriFit

"At the end of 2021 we had thought the worst was over with the COVID pandemic, as logically we were 'first in', so should have been 'first out'. However here in Shenzhen, south China, we are still trying to navigate zonal lockdowns and regular testing, which have badly affected our clubs' operations, and to date we have lost more than 1,000 days of club business so far this year. We still believe in our mission and are striving to navigate these extremely challenging unprecedented times, day by day".



## Loni Wang

Founder & CEO, Catic Wellness Group



# TOP QUOTES OF THE YEAR

"One key shift in the industry over the past two years is the sustained emphasis on overall health and wellbeing. The Healthier SG strategy introduced by the Ministry of Health echoes this and underscores Singapore's stance towards preventive healthcare. As a community partner of Healthier SG, Sport Singapore offers a suite of programmes through its Active Health movement, to empower participants to take small but impactful steps to improve their health markers. Sport Singapore's industry partners also play a critical role in this equation – amplifying efforts via innovative offerings to get residents to live better. These include leveraging technology such as wearables and augmented reality to motivate health improvements. Singapore is an ideal incubator for the design, development and testing of tech solutions and with our partners, we will navigate new developments within the industry. We invite interested entities to collaborate and together, we can stay ahead of the transformation curve."



## Roy Teo

Chief, Industry Development, Technology and Innovation Group, Sport Singapore (Singapore Government)

"2022 has been an uncertain year for the fitness industry in China due to the continuous covid policy and prevention, however Orangetheory Fitness China have added extra studios in our portfolio as we believe the growth opportunities are still there. It's great to see global fitness rebounding and new opportunities arising as more people want to live a healthier lifestyle. Looking forward to an even better 2023!"



## Ronnie Cai

Managing Partner & COO, Orangetheory China

"Like the rest of the globe the New Zealand exercise industry has had a challenging last two years, and 2022 marked the slow return to normality and higher certainty about the future. Some clear positives from 2022 are the significant increase in awareness of the benefits of exercise, in particular mental health, and the far greater awareness of the health-exercise link in the mainstream media. We need to continue to be vigilant in the media to ensure their messages are balanced. In August 2022 ExerciseNZ co-ordinated New Zealand's first industry lead campaign to get more kiwis active, which resulted in more than 1 in 3 new Zealanders seeing our ads (2 million unique views) and 100,000 engagements (which is equivalent to 20% of the number of members in the NZ industry). It's clear that the increased awareness of the benefits of exercise has a positive effect on enquiries, and that there is a move from 'weight loss and body transformation' to 'health and wellness' as the drivers for this."



## Richard Beddie

CEO, Exercise NZ



"Ultimate Performance has experienced encouraging demand for personal training services through 2022 and this has been particularly strong in Singapore which has been supported by our growing team (as pictured). Business and leisure travel have clearly increased this year and the positive of this reopening has also meant a return to pre-pandemic travel-related fluctuations as clients aren't always in their country of residence, however, we are fortunate that our clients' travels often aligns with the other international locations we have private gyms which can accommodate their training needs during periods of travel. Looking to the end of this year and onwards to 2023, we are positive on the outlook across APAC and the growth opportunities in the personal training industry."



## Chris Richards

Managing Director APAC & Middle East, Ultimate Performance

"I'm thankful the fitness industry has rebounded in 2022, and I'm proud of ZIVA® for this year's solid growth. New directions have paid off, particularly with our Light Commercial Line. At the same time, supply chain problems continue. To combat this, we've invested in our manufacturing and expanded our warehouses so we can continue to provide products quickly and reliably. Looking ahead, I hope we see continued growth of the industry and greater adoption of fit lifestyles for all ages. For 2023, we have some exciting developments that will help make fitness the way to live for many more people."



## David Barr

Founder & CEO, ZIVA





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21-23

November 2023  
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# LEADERSHIP CIRCLE FIT

## LEADERSHIP CIRCLE

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[thefitsummit.com/leadership-circle/](https://thefitsummit.com/leadership-circle/)



# Company Profile



Countries Served  
**Worldwide**



No. of Hotels:  
**5300**



No. of Health Clubs:  
**1100+**



No of Spas & Wellness Facilities:  
**600+**



Accor is a world-leading hospitality group offering the industry's most diverse brand portfolio, with 40+ hotel brands ranging from ultra luxury to economy. Accor brings a holistic approach to guest health and well-being, embedding wellness across the guest journey, including spa & fitness, nutrition, sleep, design, and atmosphere.

<https://group.accor.com/en>

## Biggest Achievements of 2022

- 1 Accor launched Health to Wealth in 2022, a platform to communicate, foster debate, lead conversations, and democratize the attainment of wellness.
- 2 Accor created bespoke strategies for each hotel brand to support the mental and emotional health and well-being of its guests, providing methods of care that match each brand's ethos.



*Accor welcomes over 120 million guests each year. We are conscious of our impact and feel a responsibility to lead conversations and inspire actions for positive change, which is why Health to Wealth is so important. We also believe actions speak louder than words – and we have made well-being central to our delivery of hospitality. Across all our hotel brands, guests will discover unique ways to feel well, eat well, sleep well – to find motivation for self-care, to enjoy memorable experiences and moments of connection. Our mission is to make wellness democratic, accessible, and attainable for everyone. Our Group is intently focused on the health and overall well-being of our guests. As a result, Accor has invested deeply to assemble a centralised team of luxury hospitality professionals, equipped to strategize and lead the development of innovative wellness practices across our group of luxury and premium brands.*



**Emlyn Brown**, Global Vice-President Well-being, **Accor**



## Point of Contact

**Emlyn Brown**

Global Vice-President Well-being

[emlyn.brown@accor.com](mailto:emlyn.brown@accor.com)



<https://vimeo.com/664259522>



# Company Profile



Air Locker Training is group fitness at altitude. Air Locker is taking root by bringing a point of difference to a burgeoning industry that encapsulates the benefits of a healthy, active lifestyle. Combining science with application, Air Locker Training brings altitude training to the masses. Altitude is for everyone, and an Air Locker Training franchise includes a curated portfolio of membership-based revenue opportunities that ensures franchisees can achieve a healthy, rewarding business position and sustained competitive advantage.

<https://airlockertraining.com/>



Countries Served  
**Global**



No. of Clubs/Facilities/Properties  
**16**



No. of Members Served  
**5,000**

## Biggest Achievements of 2022

1

Securing a Master Franchise Agreement in the USA

2

Successfully opening 16 Air Locker Training studios in 3 states



*For Air Locker Training, 2022 was a year of establishing a solid foundation and model to take forward into the future. Through the growth, Air Locker Training has proven its model and now looks forward to expanding its footprint globally. The way forward for Air Locker will be through continued innovation, technology, advancement and franchisee support.*



**Roman Brady**, Founder and CEO, Air Locker Training

## Point of Contact

**Roman Brady**

Founder and CEO

[roman@airlockerhq.com](mailto:roman@airlockerhq.com)



<https://vimeo.com/763645875/18dee34c37>



# Company Profile

AQUA GLOBAL



Aquatic Fitness & Family Swimming

Helping businesses to turn their pool space into a Lucrative Business. We have developed proven methods to deliver growth for any type of aquatic business. From start-ups to corporate club structures, we have tools & training to help you outperform other competitors by implementing new innovative, ground-breaking concepts. With over 30 years of hands-on experience growing our global network to set up Aquababies franchises in England, Ireland, Turkey, Cyprus North & South, Spain, Malta, Indonesia, Poland, Thailand, Taiwan, China and Azerbaijan. Our sister company PABS consultancy has helped many schools throughout China, America & Switzerland to grow & prosper.

[www.pabsconsulting.com](http://www.pabsconsulting.com)  
[www.aquababiesglobal.com](http://www.aquababiesglobal.com)

## Brand Portfolio



**Countries Served**  
England, Ireland, Turkey, Cyprus North & South, Spain, Malta, Indonesia, Poland, Thailand, Taiwan, China, Azerbaijan, America & Switzerland



**No. of Clients Served**  
**75**



**No. of Years in Market**  
**30**

## Biggest Achievements of 2022

- 1 Proud to expand the 1st Standalone Baby & Toddler Successful Swimming Franchise company around the world
- 2 Writing 4 x Level 2 Syllabus for Singapore Swimming Association.
- 3 Belgravia Leisure has been piloting our New innovative Parent & Baby Aquafit concept, PABA, which received another endorsement by EMDUK



*Starting as a professional swimmer taught me great values, determination, drive, and the tenacity to follow through on my passion. My vision, for Aquatic Sports & concepts to be inclusive of the Health & Wellness sector, the benefits are numerous. My mission, to share my knowledge to inspire teachers' creative edge thus helping to create profitable business models that give back to the community.*



*Exercising in Water is a natural source where every person is equal. 2023, The launch of the Syllabus I wrote for Singapore Swimming and setting up a new franchise model in America, stand-alone Baby & Toddler Swim Schools.*

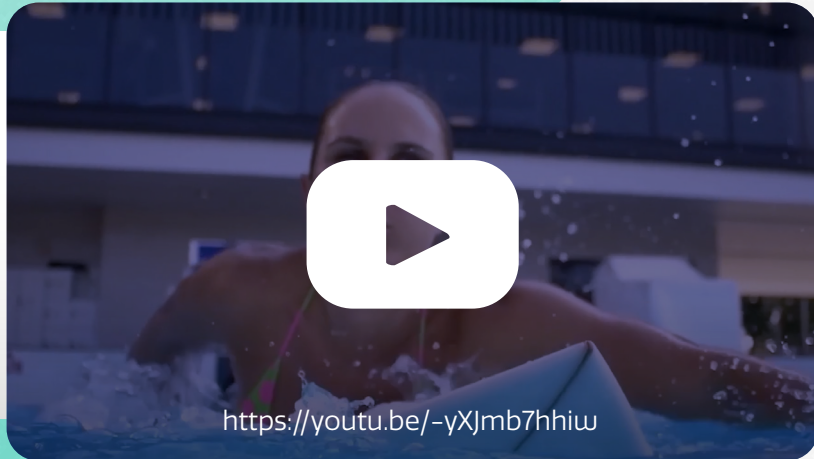
**Julie-ann James**, CEO & Founder, Aqua Global

## Point of Contact

**Julie-ann James**

CEO

[Julie-ann@aquababiesglobal.com](mailto:Julie-ann@aquababiesglobal.com)



<https://youtu.be/-yXJmb7hhiw>



# Company Profile

**BELIEVE**  
**FITNESS**

Believe Fitness provides 24-hour boutique neighbourhood gyms offering unlimited classes, fully equipped gyms, and high-quality personal training for the growing Southeast Asia fitness market. We are founded and based right here in Southeast Asia, and we excel in providing effective tools to individual license and franchise operators.

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



Countries Served  
**Malaysia**



No. of Clubs/Facilities/Properties  
**8**



No. of Members Served  
**5502**

## Biggest Achievements of 2022

1

We doubled our club footprint in 2022.

2

We also launched a new concept alongside Decathlon to reach an underserved portion of the market.



*The highlight by far has been seeing our staff finally realize record setting results after almost two years of reacting, surviving, and relentlessly overcoming one challenge after another! I can't wait for them to see the growth 2023 has in store for them. They have worked so hard and are starting to get to see the fruit of their work!*



**Patrick Davis**, Managing Director, Believe Fitness



## Point of Contact

**Patrick Davis**

Managing Director

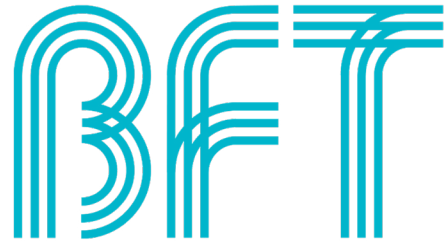
[patrick@believefitness.com](mailto:patrick@believefitness.com)



<https://www.youtube.com/watch?v=ydNbVQBbP8>



# Company Profile



BFT is the hottest new global fitness community with 213 open 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 & UK**



**No. of Clubs/Facilities/Properties**  
**213**



**No. of Members Served**  
**49,500**

## Biggest Achievements of 2022

- 1 Opening our 200th studio globally. We expect to have 230 studios opened by the end of year, with increasingly higher opening day member numbers.
- 2 We launched our education arm, with the development, accreditation and implementation of our own internal courses, all accredited with AusActive, REPs and ACE to cover all our APAC coaches. This has resulted in over 300 coaches receiving onboarding training and 700 coaches upskilling in accredited courses bespoke to BFT.



*It has been another massive year for BFT – opening our 200th studio, launching our first UK studio, forecasted to finish the year with 230+ studios and with a membership base of 55,000+. Our continued growth in existing markets has reinforced the success of the core product and the business model post COVID. Our expansion into new global markets demonstrates how BFT translates seamlessly across the globe. In 2023 BFT will continue to invest in our education arm to elevate and deliver industry leading member experiences through coaching and building communities.*



**Dave Aitchison**, APAC CEO, BFT (Body Fit Training)

## Point of Contact

**Jason Clark**

Franchise Sales Director

[jason@bodyfittraining.com](mailto:jason@bodyfittraining.com)





# Company Profile



ClassPass brings together the world's best fitness and wellness classes and experiences into one app. Founded in 2013 and acquired by leading wellness technology platform, Mindbody, in 2021, ClassPass connects members to millions of classes and experiences in 30 countries around the globe while working directly with businesses to merchandise their excess inventory, find new customers and generate new streams of revenue.

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

## Brand Portfolio



Countries Served

**Asia Pacific, Latam, EMEA, North Americas**



No. of Years in Market

**9**



No. of Members Served

**Tens of thousands**

## Biggest Achievements of 2022

1

**ClassPass Revenue Guarantee:** The ClassPass Revenue Guarantee is a new program, exclusive to Mindbody customers, that provides a monetarily backed guarantee that ClassPass will drive incremental revenue growth to wellness businesses using Mindbody.

2

**Mindbody Capital:** Mindbody Capital was created to provide wellness businesses, both big and small, with simple, fast, and transparent access to financing. Since launching in March, we've advanced over \$9M.



*While we expected 2022 to be a bounce back year, the wellness industry has gone through its ups and downs with the various COVID spikes, and strains, and ongoing restrictions in different regions. But, as restrictions and guidelines continue to lift, the wellness industry is poised for a massive recovery. One thing I find really exciting is how the pandemic has shifted our mindset of fitness and wellness. 81% of people say wellness is more important to them than ever before and has made us more aware of how important our health, wellness, and mental health is. You have more people than ever talking about wellness – across all industries. The world is prioritizing wellness and experiences more than ever before, which lends to long term success beyond just 2023.*



**Fritz Lanman**, CEO, **Mindbody & ClassPass**.



## Point of Contact

**Jeana Esernio**

Public Relations

[jeana.esernio@mindbodyonline.com](mailto:jeana.esernio@mindbodyonline.com)

Discover  
and book  
thousands  
of worko



<https://www.youtube.com/watch?v=SlzZGCzt31Y>





# Company Profile

## COLLECTIVE WELLNESS GROUP

The leader in health & fitness franchising

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)

### Brand Portfolio



**X T E N D  
B A R R E**



Countries Served  
**Australia**



No. of Clubs/Facilities/Properties  
**Anytime Fitness - 540**  
**Xtend Barre - 20**



No. of Members Served  
**Anytime Fitness - 600,000**  
**Xtend Barre - 2,307**

### Biggest Achievements of 2022

1

The launch of Anytime Fitness' new campaign 'Any Body, Any Time', that positioned the brand as Australia's most welcoming gym network, by focusing on inclusivity and diversity. Anytime Fitness was a finalist for the 'Excellence in Marketing Award' in the 2022 Business Essentials FCA National Excellence in Franchising Awards.

2

Xtend Barre launched a new On Demand platform to their Xtend@Home offering, providing members and prospects the opportunity to Xtend anytime, anywhere. After 10 years of hosting their annual Plié For Pink event to fundraise for the National Breast Cancer Foundation (NBCF), Xtend Barre formalised this relationship by becoming an official Corporate Partner with NBCF.



*2022 started as a challenging year as the impact of Covid continued to affect Australia during the first quarter. However, what is pleasing is how quickly the industry has bounced back and is now operating at pre-covid levels. For Anytime Fitness our 'Any Body, Any Time' campaign was successfully launched and we are now well on our way to becoming Australia's most inclusive gym network. Whilst we*



*cannot afford to be complacent around the potential impact of rising inflation, interest rate hikes, and increases to the general cost of living to current and future members, I am truly excited for 2023. The future is bright!*

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

### Point of Contact

**Caitlin Bancroft**

Chief Marketing Officer

[Caitlin.bancroft@collectivewellness.com.au](mailto:Caitlin.bancroft@collectivewellness.com.au)



<https://vimeo.com/761695567>



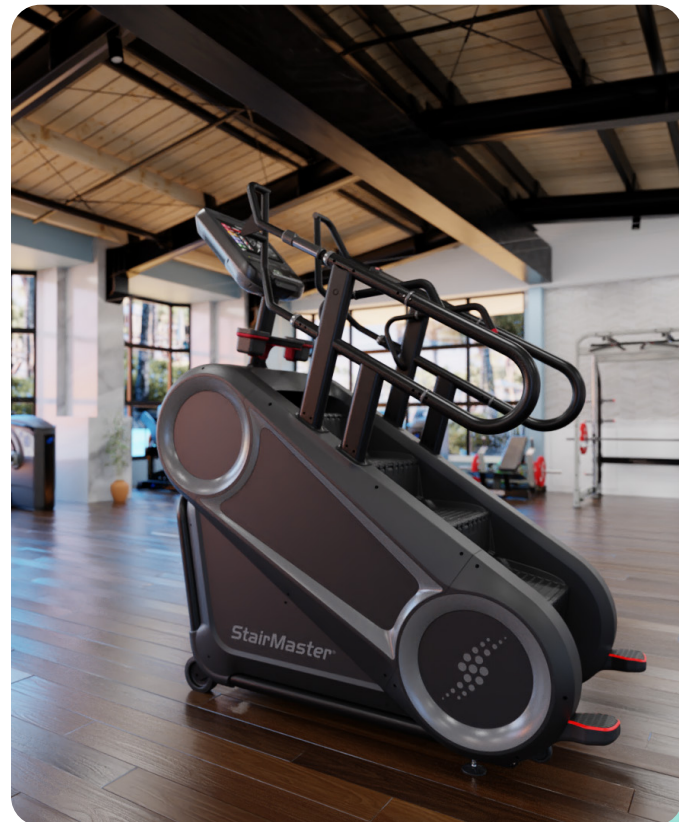
# Company Profile

## 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  
**500**



No. of Years in Market  
**12**

## Biggest Achievements of 2022

1

In April, we acquired Wexer Holding LLC, a leader in digital health and fitness offerings. This acquisition is vital for us in delivering a 100% solution for fitness centers.

2

In June, we acquired Jacobs Ladder the leader in ladder climbing fitness offerings, the acquisition solidifies Core as the market leader in climbing.



*We were cautious heading into 2022 from a revenue standpoint. We really did not know where some of the primary revenue generating countries were heading. To date, we have managed to surpass our budget targets for each quarter and certainly looks promising for the 4th quarter of 2022! Now we are heading into 2023 with more live events, solid key account expansions and 2 additional brands in the Core Portfolio with Wexer and Jacobs Ladder. Its going to be a great year ahead!!*



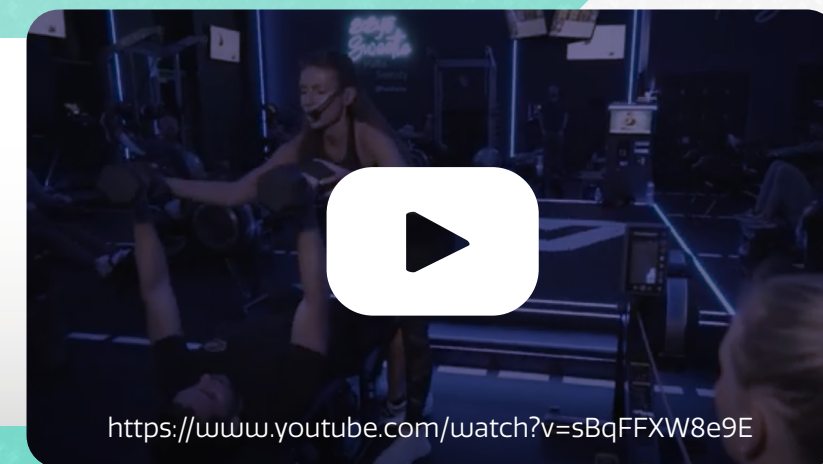
**Frank O'Rourke**, Vice President Sales Asia Pacific / Middle East North Africa / Latin America, **Core Health & Fitness**

## Point of Contact

**Frank O'Rourke**

Vice President Sales Asia Pacific / Middle East North Africa / Latin America

[forourke@corehandf.com](mailto:forourke@corehandf.com)



<https://www.youtube.com/watch?v=sBqFFXW8e9E>



# Company Profile

## CORE-PLUS

Pilates. Yoga. Reformer. We exist to create healthier, more connected communities. We believe in keeping it real, staying humble, and having a positive impact on every individual along the way. Our architecturally-designed studios allow you to experience three disciplines and 10 classes across two rooms, all under one roof.

[www.core-plus.com.au](http://www.core-plus.com.au)



Countries Served  
**Australia**



No. of Clubs/Facilities/Properties  
**14**



No. of Members Served  
**10,000**

### Biggest Achievements of 2022

- 1 Full classes are back! We experienced double-digit growth in revenue, member numbers, attendance, and class utilisation across all CorePlus studios.
- 2 With all our Victorian territories nearly fully sold and set to open throughout 2023, our growth focus is now interstate and overseas.



*There was so much good in 2022 – our team achieved an incredible amount and there is a lot to celebrate! We welcomed new team members and Studio Partners to the CorePlus family, had our most successful studio openings, partnered with Tennis Australia at the Australian Open, and have a full pipeline of new studios to open in 2023. Next year is about moving towards our vision of building a movement for good and having a positive impact on every individual along the way. There is no better industry to be in, and I'm excited about what's ahead for our community.*



**Michael King**, Managing Director, CorePlus Group

### Point of Contact

**Lee Kelly**

Head of Growth Marketing and Communications

[lee@core-plus.com.au](mailto:lee@core-plus.com.au)



<https://www.core-plus.com.au/studio-show-reel/>



# Company Profile



FULFIL YOUR NEEDS IN FITNESS, HEALTH AND WELL-BEING. We believe that a sustainable lifestyle brings health, fitness and well-being to all individuals. To do that, our promise to you is to bring innovative, science-backed and technology-driven solutions for you to navigate towards your business and well-being goals in this VUCA world. With over 2 decades of serving the needs of the sports, fitness and healthcare industries, our central focus is to find the answers for you. Our vision is to scale the sense of well-being to as many people as possible and our key strategy is to do that by bringing the best in the world to you via technology. Do check out many of our products from all over the world and we will be happy to get in touch. Drop us note and we will get back to you soonest. By the way, we do demos and appreciate partnerships and collaborations too.

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



Countries Served

**Singapore, Hong Kong,  
Taiwan and ASEAN Countries**

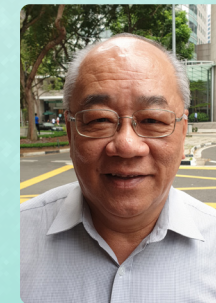
## Biggest Achievements of 2022

1

We supplied and installed milon smart machines at ELCHK (NGO project) in Hong Kong.



*All of us have gone through the COVID-19 pandemic. Through these past 3 years, customers' purchasing behaviors have changed significantly towards more technology. As a result, we have transformed our company to work alongside high-tech and smart-tech companies (often with 3rd parties app utilisation) to cater to the market's needs in this new environment.*



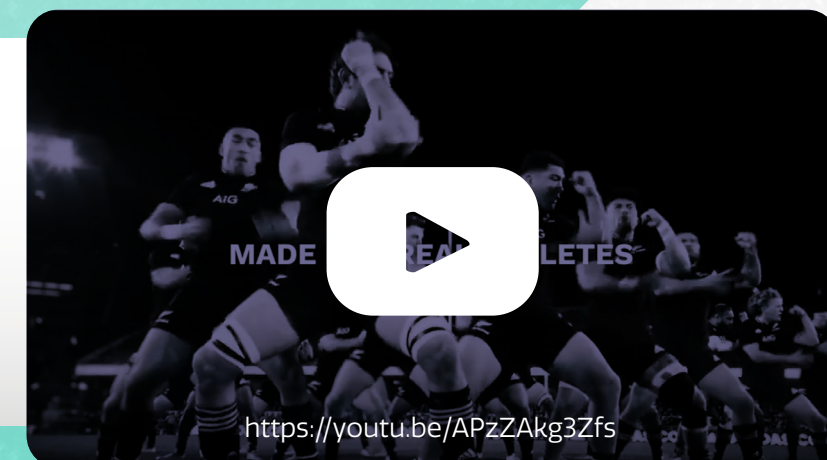
**Hai Yong Tan**, CEO & Founder, **Eco Lifestyle Fitness Pte Ltd**

## Point of Contact

**Hai Yong Tan**

CEO & Founder

[haiyong.tan@ecolifestyle.com.sg](mailto:haiyong.tan@ecolifestyle.com.sg)



<https://youtu.be/APzZAkg3Zfs>



# Company Profile



As a purpose-led brand, endota exists to help you care for your wellbeing. With a sustainable and environmental focus, we develop COSMOS certified and results-based skincare, perform treatments in spa, educate beauty therapists through our certified wellness colleges and offer a complete hub of wellbeing tools to our customers and members.

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



Countries Served  
**Australia, New Zealand, Thailand, Canada, China, Singapore, Malaysia**



No. of Clubs/Facilities/Properties  
**110+**



No. of Years in Market:  
**22**

## Biggest Achievements of 2022

- 1 Acquiring 9 spa's in New Zealand.
- 2 Becoming a finalist in the GBWA awards for our Cosmos Certified Organic's skincare.
- 3 Winning Best Wellness Program for Retreat with Spa & Wellness International.



*2022 has been an important year for endota. We have emerged from the pandemic with a new sense of the importance of self-care, and our role in nourishing and nurturing our 2m customers. We have opened 10 new locations since the end of last year and in May completed the acquisition of New Zealand's largest day spa brand with nine locations across the country. We have also purchased several franchise and independent locations in Australia to provide greater capacity to meet the needs of our customers. We are excited to be leaders in the global wellness industry and continue to review the many opportunities available to us.*



**Jonathan Nelson**, Head of Development, endota spa

### Point of Contact

**Jonathan Nelson**

Head of Development

[jonathan.nelson@endota.com.au](mailto:jonathan.nelson@endota.com.au)





# Company Profile



Evolt is at the forefront of body composition technology. Creating a highly-driven community of likeminded entrepreneurs and business owners across the health and wellness sector. Our passion is offering business owners an all-in-one digital solution for member tracking, goal setting, engagement, running challenges and the support and know-how to run a successful business using this ground-breaking revenue generating tool. To date, Evolt has more than a million registered users, a footprint in 33 countries and significant global enterprise customers including the world's largest gym chain Anytime Fitness and corporate giants including health insurer HCF.

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

## Brand Portfolio

- Evolt 360
- Evolt Insights
- Evolt Active App



Countries Served  
**Global**



No. of Years in Market  
**10**



No. of Members Served  
**2500000**

## Biggest Achievements of 2022

1

Body composition scanning business Evolt 360 has picked up a handful of institutional investors, as part of a \$12 million private funding round via Bell Potter. The raising saw Regal Funds, Washington H. Soul Pattinson and Smarter Capital join the group's register, along with a bunch of family offices and high net worth individuals.



2

*From gyms to health insurers, mining companies to medical specialists, we have appeal across multiple verticals... The gym industry alone was worth \$94 billion in 2019 and we solve the biggest problem gyms have at the moment which is competing against connected at-home fitness devices. Our tech increases retention and engagement which will only increase as we include nutritional and supplement programs to the service too... It's fantastic that we've been backed by a number of institutional investors – it's a huge testament to our sophisticated technology. We're already in thirty-three countries but with wellness becoming an essential part of peoples' lives, we're continuing to grow at an exponential rate.*



**Ed Zouroudis**, CEO, Evolt



## Point of Contact

**Pete Johnson**

Global Head – Education & Performance Manager

[info@evolt360.com](mailto:info@evolt360.com)



<https://www.youtube.com/watch?v=-BL2Z9g98KI>



# Company Profile



Evolution Wellness was established in 2017 by Navis Capital Partners and Oaktree Capital Management by bringing together two leading fitness brands in Southeast Asia – Celebrity Fitness and Fitness First – to form one of the largest, wholly-owned fitness club networks in the fast-growing Asian region. In just a few years our portfolio now has 7 brands, and our collective expertise spans the spectrum from HVLP fitness clubs to Luxury Wellness Retreats and is scaling globally through brand licensing and management services.

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

## Brand Portfolio



Countries Served  
**Indonesia, Malaysia, Philippines, Singapore, Thailand, Australia, United Arab Emirates**



No. of Clubs/Facilities/Properties  
**151**



No. of Members Served  
**250000**

## Biggest Achievements of 2022

- 1 Established our home-grown licensed brands as winners on the global stage with expansion for GoFit, FIRE and Circuit across APAC and MENA.
- 2 Returned all businesses to consistent month-on-month growth, with the Indonesia portfolio set to reach pre-Covid performance by year end.



*A key observation is that for us, the market recovery is a genuinely mixed bag. Indonesia is leading the way with the steepest recovery trajectory, with others recovering on a slower path. The 'exercising in club with a like-minded community' is back on trend, with more customers demonstrating an interest to add variety to their fitness and wellness routines. With the younger generation tending to exhibit less brand loyalty, customer engagement data points are more important than ever, and need to sit at the heart of brand strategy to support the building of deeper brand engagement. Historically, our industry has sometimes been regarded more as a 'nice to have' than a 'must have'. Perhaps led by global turmoil, we can measure that current attitudes to mental and physical wellness would suggest this is changing with consumers putting more of a priority on self-care, presenting further opportunity for our great industry.*



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

## Point of Contact

**Jillyn Tan**  
Head of Communications  
[jill.tan@evolutionwellness.com](mailto:jill.tan@evolutionwellness.com)



<https://www.youtube.com/watch?v=OsP6IZZtAE0>



# Company Profile



Countries Served  
**Australia**



No. of Clubs/Facilities/Properties  
**70**



No. of Members Served  
**68000**



We believe in a balanced lifestyle that includes an abundance of nourishment, exercise, wellness, good friends, and self-love. Diana Williams opened the first Fernwood Women's Health Club in Bendigo, Victoria in 1989. From one small club we have grown to 70+ clubs Australia-wide and counting. Our locations are purpose-built for perfect balance, so we can ensure every woman finds the health, fitness and wellness journey that matters to them. Think strength and weight training, high-intensity exercise, and group fitness classes to suit every style. Whatever the reason a woman steps through our doors, we're here to support and nourish her along every step of the way with personal trainers, food and nutrition coaching, wellness programs, and more. Fernwood is the only health and fitness destination for women, being the club of choice for 70,000 women across Australia.

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

## Brand Portfolio

- Fernwood Fusion
- HYPOXI

## Biggest Achievements of 2022

- 1 Launch of our new brand, Fernwood Fusion – a collaboration of our most popular classes and services including reformer and Mat Pilates, Vinyasa and Yin Yoga, as well as our signature class for women's fitness and wellness, FusionX.
- 2 Being a Finalist for AUSactive National Awards Program's Franchise Group of the Year 2022 Award.



*This year I was elated to see the doors to our first Fernwood Fusion studio open. Fernwood Fusion is the culmination of over 30 years of expertise in women's health and fitness, reshaped to offer a concentrated fitness and wellness offering in a boutique studio environment. For the owner/s of a new Fernwood Fusion Franchise, the smaller development footprint of the studio means lower overhead costs, a cost-effective compact staff model, sustainable business model, and a lucrative place in the fitness industry. Fernwood Fusion has been in the pipeline for many years now, and we have kept a diligent eye on the industry and consumer markets for the ideal time to launch. We know now more than ever that women want variety and flexibility, so we have leveraged the highly revered Fernwood Fitness brand to develop a brand-new offering that delivers on consumer demand*



**Diana Williams**, Founder & CEO, **Fernwood**



## Point of Contact

**Alison Grego**

National Marketing Manager

[marketing.enquiries@fernwoodfitness.com.au](mailto:marketing.enquiries@fernwoodfitness.com.au)





# Company Profile

# FITSTOP.

Fitstop is one the fastest-growing boutique functional fitness franchises, focused on athlete-inspired, progressive training. With a purpose-built technology stack, providing the ecosystem from all areas inclusive of member experience through business data and analytics to focus on driving stronger performance and creating sustainably and longevity within the franchise network.

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



Countries Served  
**Australia, NZ and USA**



No. of Clubs/Facilities/Properties  
**100**



No. of Members Served  
**22000**

## Biggest Achievements of 2022

- 1 Commenced global expansion; (i) launched first international location in New Zealand, (ii) commenced United States of America expansion with a business evaluation of \$37 million and (iii) Asia expansion forecasted for 2023.
- 2 Increased membership growth by 70 percent, and doubled portfolio footprint from 45 locations to 100



*In the last 12 months in a post-covid environment, we saw our individual States starting to re-open across Australia, which ignited our strategic focus of being "Stronger Together". This represented the impact we wanted to be known for by our business owners, our locations and their communities as we started to rebuild. Our aim was to cultivate a stronger community built on trust, authenticity and transparency which enabled us to focus on the brilliant basics of our business.*

*As the business bounced post covid, we introduced the strategy of "what got us here, won't get us there!". This was about challenging the thinking within Fitstop HQ as well as that of our business owners. It was the introduction of an athlete's mindset, a focus on incremental gains and being 1% better every day.*

*2023 will see us invest significantly into training, education and the Fitstop Tech Stack so we can continually improve the knowledge of our teams, communities and business owners. We're also hugely*



*passionate about improving the member experience throughout the pathway to purchase, and providing accountability and engagement through one-of-a-kind performance-based metrics and data-driven results.*

**Alan Myers**, APAC CEO, **Fitstop**

## Point of Contact

**Alan Myers**

APAC CEO

[alan.myers@fitstop.com](mailto:alan.myers@fitstop.com)



<https://www.youtube.com/watch?v=ncSxnPb2DJ8>



# Company Profile

## FREEMOTION®

For more than 20 years, Freemotion from iFIT has set the industry standard in fitness equipment and technology, introducing the world to cable-based strength training, the Incline Trainer, and the first road-stimulating bike. Today, Freemotion from iFIT is the industry standard in fitness equipment and technology, at the cutting edge of innovative experiences that revolutionize cardio and strength. 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  
**Worldwide**



No. of Years in Market  
**23**



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

### Biggest Achievements of 2022

1

Freemotion continued to make an indelible mark on the health and fitness industry, introducing revolutionary products and transformative experiences – such as the 22 SERIES cardio line powered by iFIT.

2

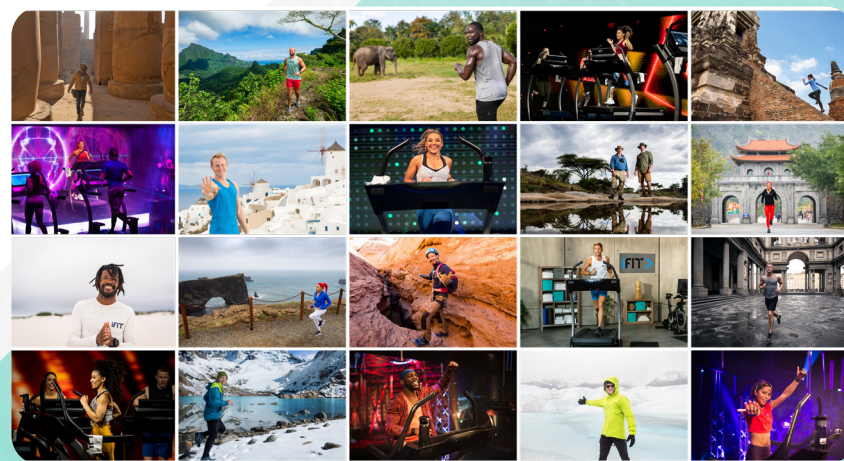
As a result, we've secured customers around the globe in various market segments – from clubs and hotels to colleges and universities.



*It has been amazing to see the industry bounce so strong in some parts of the world, with people flocking back to fitness centers. What's been exciting to see is how digital and physical fitness services and products now co-exist and complement each other. We saw this trend develop long before others, so we are now in the perfect position to offer operators the market's best connected fitness solution, thanks to our 22 SERIES and the iFIT platform. As we head into 2023, we are super excited about our plans for the future – watch this space!*



**Chris McGill**, Senior Vice President of Global Sales, **Freemotion** from iFIT



### Point of Contact

**Scott Walton**

Sales Director, APAC & MEA

[scott.walton@ifit.com](mailto:scott.walton@ifit.com)



<https://vimeo.com/manage/videos/451195061>



# Company Profile



Glofox is the operating system for gyms and fitness studios, empowering fitness operators everywhere to build a healthier world. The all-in-one solution replaces outdated and over-complicated systems with a modern, streamlined experience for members and staff alike. A powerful suite of tools spanning sales, marketing, member management, payments, and analytics are all hosted in a centralised, easy-to-use platform. Spanning eighty countries globally, Glofox is the end-to-end platform built to facilitate success and empower fitness operators from startups all the way through to growing franchises.

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



Countries Served  
**Globally**



No. of Clients Served  
**4000**



No. of Years in Market  
**5**

## Biggest Achievements of 2022

1

Acquired by ABC Fitness Solutions

2

Migrated 800 Franchise gyms & studios in 8 months.



*2022 has been a year of stabilization and return to industry norms in terms of gym attendance but hybrid still has an enormous part to play. There are more uncertain times ahead amidst growing economic uncertainty and rising inflation but in every great challenge there is opportunity. The fitness industry is well positioned to meet all challenges head on and those that continue to grow their offering and services both in person and online will maximize the potential of their business in any economic environment. Our industry has clearly demonstrated its resilience and the future is without a doubt brighter than it has ever been.*



**Anthony Kelly**, Co-Founder and Chief Customer Officer, **Glofox**

**800 franchisee  
clubs migrated  
in 6 months**

snap fitness <sup>24/7</sup> glofox



**UFC GYM**

**glofox**

★★★  
**NEW  
INTERNATIONAL  
FRANCHISE  
PARTNERS 2022**



**9ROUND**

## Point of Contact

**Anthony Kelly**

Co-Founder & Chief Customer Officer

[a.kelly@glofox.com](mailto:a.kelly@glofox.com)



<https://www.youtube.com/watch?v=IN036x06T6E&t=4s>



# Company Profile



GO24 Fitness was launched in the New Territory District of Tsuen Wan in Hong Kong in 2018. Founded, designed, and operated by professionals passionate about fitness, building the kind of place you want to hang out in and a community you want to be part of. Our mission is to disrupt the industry by offering high-quality gyms and service, in convenient neighbourhood locations at an affordable price.

[www.go24fitness.com](http://www.go24fitness.com)



Countries Served  
**Hong Kong**



No. of Clubs/Facilities/Properties  
**7**



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

## Biggest Achievements of 2022

- 1 We made it through 104 days of closure in 2022 and a combine 266 days of closure from the start of COVID 19 in 2020!



*This past year was a tale of two cities for Hong Kong. The first half of the year saw multiple large fitness chains close amidst a multi-month government mandated closure. Then in the second half of the year we've witnessed a resurgence in members returning to our gyms as restrictions eased. Moving forward, expansion and growth are back on the agenda after two years of navigating challenges.*



**Robert Johnson**, Co-Founder, GO24 Fitness



## Point of Contact

**Trudy Chan**

Co-Founder

[trudy@go24.fitness](mailto:trudy@go24.fitness)





# Company Profile



inLIFE Wellness exists to create successful, fulfilled, business owners. That's our WHY. We feel that if our franchise partners are happy, everything else will fall into place. We believe that your business is the vehicle to live the life you want, and it will ensure that you grow into the person you have always wanted to become. Every element of our carefully crafted business model has been designed with this in mind. At inLIFE Wellness we have learned a lot, adapted, and we feel incredibly confident with our business model and the year ahead. We truly believe that opening costs and ongoing operating costs can be low, and revenue and ROI can be very attractive. From the top down we focus on culture, building leaders, and we focus on our members having a positive experience each time they visit our studios. We believe in proven systems, and we also believe in heart and soul. We plan to enjoy the process as we ride the wave of wellness into the next decade.

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



Countries Served  
**Australia, USA, Asia**



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



No. of Members Served  
**1200**

## Biggest Achievements of 2022

**1** Our first biggest achievement of 2022 was opening our most recent 5 studio locations.

**2** The second is preparing to launch into Asia and USA.



*The inLIFE Wellness brand draws upon common themes from the world's most successful fitness franchises. Our core values are teamwork, innovation, a positive culture, value for the member and franchise owners, and most of all gratitude for anyone who joins our network in any capacity. We understand what studio members want and we understand what franchise owners need. As a business decision, it doesn't get any more smart, safe, or sensible than this*



**Scott Capelin**, Founder and CEO, inLIFE Wellness

## Point of Contact

**Scott Capelin**

Founder and CEO

[scott@inlifewellness.com.au](mailto:scott@inlifewellness.com.au)





# Company Profile



We deliver comprehensive, cognitive, and practical distance education for fitness professionals, grounded in industry research, using both traditional and innovative modalities. We take pride in partnering with many different types of organizations to promote healthy living around the world and help every person achieve their ideal lifestyle.

[issaonline.com](https://issaonline.com)

## Brand Portfolio



Countries Served  
**Global**



No. of Years in Market  
**35**



No. of Clients Served  
**500,000**

## Biggest Achievements of 2022

- 1 Added a new brand partnership and sponsorship division - enabling partners to leverage our half a million-member database!
- 2 Acquired 3 new companies and have doubled our total number of educational courses available to over 50!



# Transform Lives Through Fitness... Starting With Yours!



*We're excited to have partnered with numerous international strategic partners in 2022 - and we're just getting started! These brands have built exciting programs with ISSA content and are positively serving the fitness community across the globe. In our pursuit of connecting 100 million people to the power of healthy living by 2030, we've identified these organizations to help extend the ISSA brand.*



**Andrew Wyant**, CEO, ISSA

## Point of Contact

**Dan Duran**

VP, Content & Partnerships

[dduran@issaonline.com](mailto:dduran@issaonline.com)



<https://www.youtube.com/watch?v=Gt5k9gKJvqg>



# Company Profile



The Jetts 24 Hour Fitness business in Thailand has enjoyed exponential growth over the last 5 years to become the leading fitness brand in the country with 40 locations.

[www.jetts.co.th](http://www.jetts.co.th)



Countries Served  
**Thailand**



No. of Clubs/Facilities/Properties  
**40**



No. of Members Served  
**31,000**

## Biggest Achievements of 2022

**1** Opening our 40th club at Central Sri Racha, hot on the heels of Central Chantraburi. Combined with the new clubs at Central Ayutthaya and also SaiMai Avenue, this brings our 2022 new opening to four in total.

**2** The company now has clubs in 6 provinces outside of Bangkok, demonstrating the nation-wide appeal for a well-priced comprehensive 24 hour fitness offering with international management standards.



*The strong recovery of the membership base following the impact of COVID-19 has exceeded our expectations. Thailand has continued to show its ability to trade through difficult periods and the populations' demand for a quality fitness experience has never been greater. We anticipate a full recovery and to return to significant expansion.*



**Mike Lamb**, CEO (ASIA), Jetts 24Hr Fitness

## Point of Contact

**Mike Lamb**

Chief Executive Officer – ASIA

[Mike.lamb@jetts.co.th](mailto:Mike.lamb@jetts.co.th)



<https://www.youtube.com/watch?v=7vyYSInApn8>



# Company Profile



Starting in 2010, KX is Australia's original and leading reformer Pilates brand with over 100 studios. Founded upon a desire to change lives for the better, KX is a full-body workout made for all levels of fitness. KX's core purpose of 'Kaizen Xperience' originates from the Japanese philosophy of 'kaizen' or 'change for the better'. Through this guiding principle, KX delivers lasting results through small, continuous improvements to your fitness.

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



Countries Served

**Australia, New Zealand,  
China, Indonesia, Taiwan**



No. of Clubs/Facilities/Properties  
**100**



No. of Members Served  
**10000**

## Biggest Achievements of 2022

- 1 Establishing new International Master Franchises and opening the first studios in New Zealand and Taiwan in 2022
- 2 Withstanding continued tumultuous and adverse market conditions due to COVID.
- 3 Sustaining and, in fact, growing studio count substantially during that time (8 new AU studios in 2022; 30 AU studios between 2020-2022)



*In the past 12 months we have taken a shorter term tactical perspective (monthly, quarterly) of our 12 month goals due to the volatility of our operating environment. We employed internal and external consultation and data analysis to guide our planning process and to shift tactics and strategy in an agile nature in response to the market conditions. Heading into Q2 of FY22/23 we are seeing a return to 'normal' for our studios in regards to client attendance and sales revenue. We are optimistic based on upward performance trends and expect 2023 to be a very productive and successful year for both KX as a parent brand as well as for our individual studio owners.*



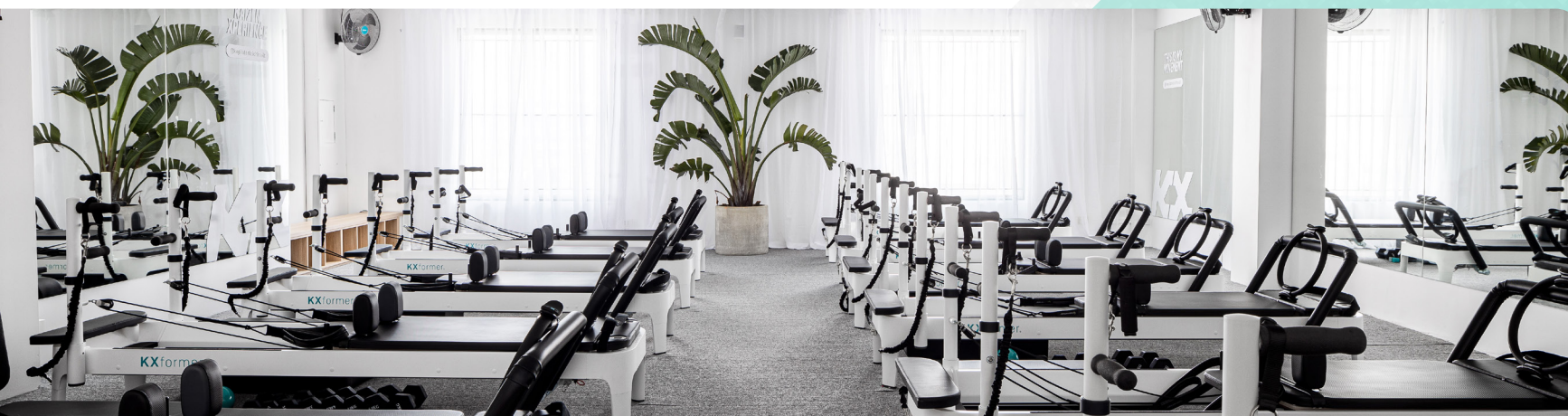
**Selina Bridge**, CEO, KX Pilates

## Point of Contact

**Selina Bridge**

CEO

[selina.bridge@kx.com.au](mailto:selina.bridge@kx.com.au)



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



# Company Profile

## LES MILLS ASIA PACIFIC

Les Mills Asia Pacific services the group fitness needs of clubs and Instructors in Australia and Southeast Asia. This is achieved via the Ultimate Group Fitness Solution to keep members connected to their club, and to reach new audiences using omni-fitness solutions and SMART TECH fitness equipment.

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



**Countries Served**  
**Australia and Southeast Asia**



**No. of Clients Served:**  
**Les Mills provides workouts in 21,000+ clubs via 140,000+ instructors in 110 countries.**



**No. of Years in Market:**  
**Les Mills Asia Pacific: 25+**  
**Les Mills International: 50+**

### Biggest Achievements of 2022

1

LES MILLS LIVE Melbourne confirmed that LIVE IS BACK! 1,200 Les Mills Instructors and fans united to experience the latest Les Mills program Releases over two days.

2

Online support initiatives including: onboarding and Group Fitness Management course for clubs; Day 3 assessment/training day; and Advanced Training for instructors.



*In 2022, we're recognising the 25th anniversary of Les Mills Asia Pacific. Our incredible LES MILLS LIVE Melbourne event in August saw 1,200 instructors and consumers unite and enjoy the latest Les Mills program Releases. This unforgettable weekend was earmarked as the beginning of another 25 years of creating success for our club and instructor customers, in our quest to create a fitter planet – and we couldn't be more excited about what lies ahead.*



**Ryan Hogan**, CEO, Les Mills Asia Pacific

### Point of Contact

**Analee Gale**

Marketing & Communications Officer

[analee@lesmills.com.au](mailto:analee@lesmills.com.au)



<https://youtu.be/RKxaNtQgUNs>



# Company Profile



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)

## Brand Portfolio

*Life Fitness*

**HAMMER  
STRENGTH®**

**SCYBEX®**

**ICG®**

**SCIFIT®**



Countries Served  
**Global**



Installed Client Base  
**2 million commercial units installed across 250,000 gyms worldwide.**

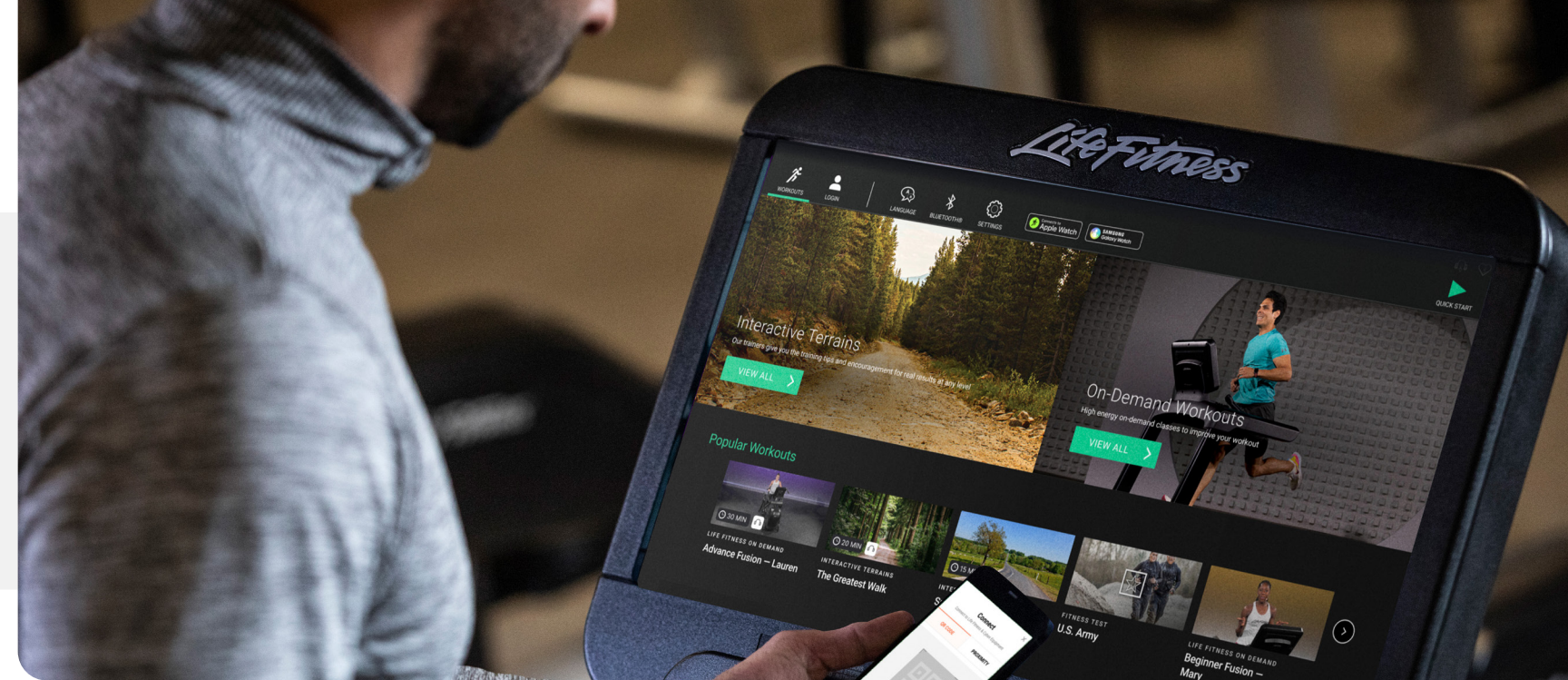


No. of Years in Market  
**54**

## Biggest Achievements of 2022

**1** Hammer Strength introduced a new vein of equipment in its portfolio of industry-leading machines—anaerobic performance training that include the HD Tread, HD Bike, and the HD SPARC, which redefined athlete's performance experience.

**2** The launch of LFOD+ elevated the cardio experience of exercisers with free access to 500+ exciting fitness content.



*2022 was a polarizing year across Asia Pacific, with many lessons learned and fundamentals reinforced. The bands of growth rates specific to the health and fitness industry were wide, with some countries just beginning to recover, and others sprinting into double digit growth – overall, this industry, clubs, and manufacturers are heading into normalization post COVID with smarter tools (software/digital), battle scars (fluctuations in raw material and freight costs, government closures, FOREX, etc) that have made us more diligent and thoughtful, and a resilient sense of optimism for 2023. 2023 is poised to be a great year, with new models, growth across Asia, and new technology – we can't wait!*



**Andrew Mahadevan**, Vice President Asia Pacific, Life Fitness Asia Pacific

## Point of Contact

**Jon Fekete**

Regional Sales Manager

[jon.fekete@lifefitness.com](mailto:jon.fekete@lifefitness.com)



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

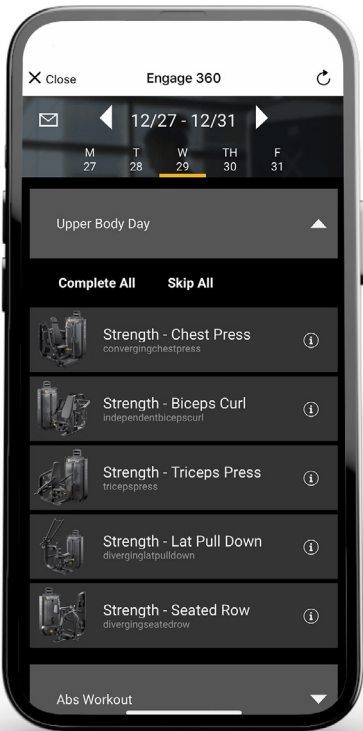


# Company Profile



Matrix Fitness is the fastest-growing commercial brand in the world and is the premium 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)



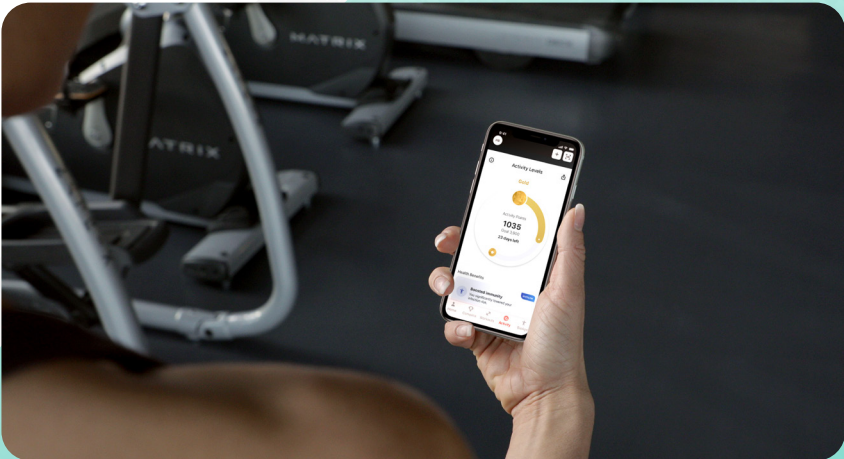
Countries Served  
**Global**



No. of Years in Market  
**21**

## Biggest Achievements of 2022

- 1 Launch of Community 360 & Engage 360 – two member-engagement platforms that help facilities reach their members wherever they exercise.
- 2 Introduced Sprint 8 GX, an instructor-led, group experience that uses the established and proven Sprint 8 workout pre-programmed on Matrix cardio consoles, combined with a unique strength and conditioning component.



*As a solutions provider, we continually strive to create products and solutions that help our customers put their brand first and be at the center of their member's fit lifestyle. This is evident with our new digital solutions and our technology integrations launched over the last year. At Matrix, innovation never rests. We pride ourselves on listening to our customers and utilizing their feedback to guide our product development pipeline. I am excited for the year ahead and the new products and solutions that will be introduced.*



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

## Point of Contact

**Tiffany Hoeve**

Director of Global Marketing

[tiffany.hoeve@johnsonfit.com](mailto:tiffany.hoeve@johnsonfit.com)



<https://player.vimeo.com/video/720383419>



# Company Profile



-  Countries Served **Global**
-  No. of Years in Market **12**
-  No. of Clients Served **9000**

Myzone is the global leader in wearable technology and digital platforms 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, video programming, club branded app, social and gamification platform, proven to engage and retain members.

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



## Biggest Achievements of 2022

- 1 In Jan 2022, Myzone secured investment from UK private equity company BGF, valuing the company at over \$100m US.
- 2 In October 2022, Myzone launched its MZ Smart Station feature. A new software solution delivering station to station video and heart rate guided feedback, utilising a series of screens to deliver a seamless taught or instructorless class. The company also announced its move into the metaverse with a new Web3 platform partnership.



As different regions gradually emerged from pandemic, the industry observed some of the most significant shifts in member behaviour. While doors reopened and members came back, the recovery in some sectors was much slower than predicted. Operators who adapted to the new landscape of the fitness sector, captured new opportunities and emerged strong. Q4 of 2022, signalled positive signs of accelerated recovery and growth in some sectors. The adoption of technology by both members and operators triggered by the pandemic, shows no signs of abating, accelerating the digitization of the industry. This trend will continue with the launch into the metaverse into 2023 and beyond.



**Mike Beeney**, Director (Asia Pacific), Myzone

### Point of Contact

**Mike Beeney**  
Director (Asia Pacific)  
[mike.beeney@myzone.org](mailto:mike.beeney@myzone.org)



<https://www.youtube.com/watch?v=h84-9UR98Lg>



# Company Profile



The National Academy of Sports Medicine (NASM) is the gold standard in fitness and wellness certifications in the United States – and throughout the world. We have continued to bolster our international relationships by providing our overseas partners the same state-of-the-art knowledge and tools that have been so successful in North America.

<https://www.nasm.org/>

## Brand Portfolio



Countries Served  
**United States**



No. of Years in Market  
**35**



No. of Clients Served  
**1400000**

## Biggest Achievements of 2022

1

Translation of the NASM Certified Personal Training course into Modern Arabic and Simplified Chinese

2

Launch of the new, ground-breaking Physique and Bodybuilding Coach Program in Q4 2022



*We are seeing a significant shift toward more interest in health and wellness in our society, which creates an opportunity for leaders in the fitness industry to provide guidance and solutions for our changing world. At NASM we are dedicated to giving our fitness professionals and enthusiasts the best knowledge and tools they need to help more people live healthier and happier lives. Translating our CPT program into Modern Arabic and Simplified Chinese is a significant step forward in bringing NASM's world-class programs to a growing global fitness population. We are excited to support more fitness professionals around the world as they begin building successful careers.*



**Laurie McCartney**, President, Fitness and Wellness, **Ascend Learning**, (Owner of NASM)

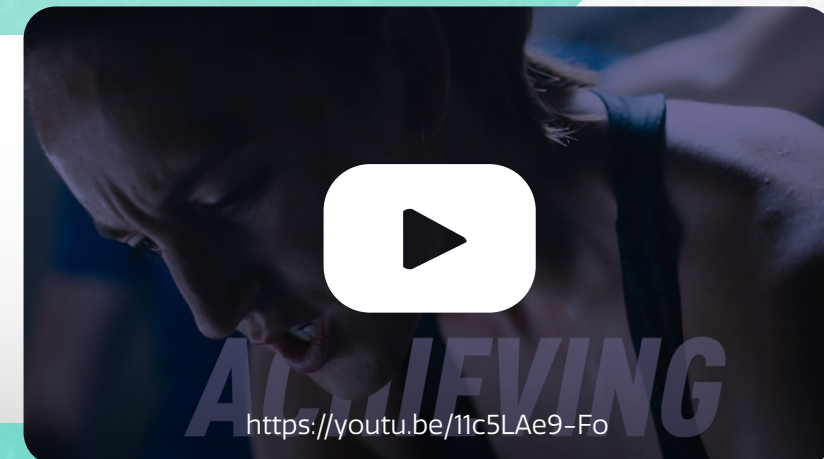


## Point of Contact

**Keith Lansdale**

International Business Development Manager

[Keith.Lansdale@nasm.org](mailto:Keith.Lansdale@nasm.org)



<https://youtu.be/11c5LAe9-Fo>



# Company Profile



Company Description: OSIM is the leading brand in premium massage chairs in Asia and a pioneer in the Wellness Tech industry. Since our founding in 1979, we have been at the forefront of research, development, and innovation with the aim of enhancing consumers' overall health and well-being.

[sg.osim.com](https://sg.osim.com)



Countries Served  
**99 Cities in 26 Countries**



No. of Years in Market  
**43**

## Biggest Achievements of 2022

- 1 Launch of uLove 3 Well-Being Chair with AI Stress Technology. Designed in Italy by Pininfarina
- 2 Winner of Deloitte's Singapore Best Managed Companies 2 years in a row (2021 & 2022)



*With the Covid-19 pandemic still persisting around the world, wellness has become a top priority for many individuals and a quality-of-life must-have for societies. As a leading wellness technology company, OSIM strives to provide a plethora of innovative smart lifestyle products that allows our users to measure, monitor and manage their well-being, both physically and mentally. To allow more users around the world to enjoy the wellness benefits of OSIM International, we will be showcasing our products at the annual CES 2023.*



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

## Point of Contact

**Jacqueline Ang**

Asst. Franchise Manager

[Jacqueline.Ang@osim.com.sg](mailto:Jacqueline.Ang@osim.com.sg)





# Company Profile



Physique 57 is a premiere global luxury Barre fitness and media brand offering legendary sculpting Barre and Pilates Mat workouts in the US, Dubai, India, and Thailand. We take a hybrid approach with our boutique barre studios, offering in-person and virtual classes, On Demand content, and a barre certification program.

[www.physique57.com](http://www.physique57.com)



Countries Served  
**US, UAE, India, Thailand**



No. of Years in Market  
**16**



No. of Clubs/Facilities/Properties  
**11**

## Biggest Achievements of 2022

- 1 In 2022 Physique 57 successfully launched a new studio in Philadelphia that has exceeded attendance expectations.
- 2 Additionally, Physique 57 launched three new partnerships: In NYC, we partnered with the Peninsula Hotel to offer classes at the 5-star hotels' world-renowned spa and wellness center; we became the first boutique fitness brand to license content on Fiture's interactive mirror platform; and Physique 57 became an exclusive licensee at the ground-breaking Drop Fitness concept in New Jersey.



*In 2022 the forces of consolidation and reinvention reshaped the industry. Post-pandemic reconstruction threatened all fitness companies but offered an opportunity those who were quick, well-funded, and established. 2023 will be a year of more industry collaboration/consolidation, unexpected partnerships, and a move towards technological innovation in lifestyle medicine: promoting positive lifestyle behaviors to prevent, treat and manage diseases. In the US, the wellness industry will need to start broadly addressing gender differences in aging and well-being as the number of Americans ages 65 and older will double by 2060 and become almost 25% of the total population. This is a topic ripe for the main stage.*



**Jennifer Vaughan Maanavi**, CEO, **Physique 57**

### Point of Contact

**Jennifer Vaughan Maanavi**

CEO

[jennifer@physique57.com](mailto:jennifer@physique57.com)





# Company Profile

## PLUS FITNESS

Plus Fitness is an Australian owned 24 hour gym franchise network. Offering No Lock In Contracts and 24/7 access to over 200 gyms across Australia, New Zealand and Asia and that's just the start! Plus Fitness has all the latest equipment, great classes, super friendly staff plus our free member App is loaded with over 1400 exercises to help you achieve your fitness goals.

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



Countries Served  
**Australia, New Zealand, India**



No. of Clubs/Facilities/Properties  
**200**



No. of Members Served  
**176,000**

### Biggest Achievements of 2022

**1** In 2022 Plus Fitness saw a major transformation, launching a rebrand, new club design and fit out

**2** Additionally, we opened up our 200th club



*The Plus Fitness brand has enjoyed plenty of success over the years and as we approach 200 clubs, the time is right to elevate the brand into a new era. With Plus Fitness entering its next stage of growth, the new vibrant branding and state of the art club fit outs will ensure we come out more competitive and stronger than ever. We are excited for our Franchisees to come on this journey with us, and we can't wait to showcase the new clubs to our members*



**Gordon Martin**, Director, **Plus Fitness**

### Point of Contact

**John Miller**

National Marketing Manager

[johnmiller@plusfitness.com.au](mailto:johnmiller@plusfitness.com.au)



<https://www.youtube.com/watch?v=OqeJz8omMNg>



# Company Profile



Power Plate is the global leading vibrating platform that helps you prepare faster, perform better, and recover quicker. It makes you feel better by stimulating natural reflexes, increasing muscle activation, and improving circulation. Power Plate enhances any movement or exercise, simple or complex, typically performed on the ground.

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

## Brand Portfolio



Countries Served  
**Global**



No. of Clients Served:  
**500**



No. of Years in Market:  
**23**

## Biggest Achievements of 2022

1

Like the whole industry, the challenges of coming out of the covid situation and geo-political environment around the world, we continued to achieved record growth in our business around the globe.

2

Our other achievement was the commitment & dedication of our people, regardless of external challenges, continued to find new and exciting ways to bring Whole body vibration to a growing audience.



*2022 has been a very challenging year for us all in the APAC region. While challenging, it was good to see how those of us in this industry, came together to support each other with ideas & concepts to overcome those industry challenges. I was particularly excited about the movement away from the concept of 'fitness' and more toward the thought process of health and wellness. Going into 2023, continue this movement will open up a whole new opportunity for us all. I was amazed at how the whole industry came together as a team to support each other's efforts to grow Health, Wellness and Fitness industry. This teamwork will make 2023 an exciting year for us all!*



**Steven Borre**, COO & Chief Revenue Officer, **Power Plate**

## Point of Contact

**Grace Tang**

Managing Director-Asia

[grace.tang@powerplate.com](mailto:grace.tang@powerplate.com)





# Company Profile

# PURE

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, Kurios, PURE Online and FUZE. PURE Group has locations in Hong Kong, Shanghai, Beijing, Singapore and New York.

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



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



No. of Clubs/Facilities/Properties  
**41**



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

## Biggest Achievements of 2022

**1** PURE celebrates its 20th anniversary – inspiring PURE community to live healthier and happier lives has been an honour and a joy. PURE charges forward to the brightest future yet!

**2** PURE Group and Rue Madame Fashion Group (RMFG) partnered to create a new lifestyle and wellness retail concept – KURIOS by PURE Apparel.



*We've been adapting to the challenges and opportunities that COVID has presented and assessed with help from our members what works and doesn't work for them. We continue to create offerings that allow our Cardholders community to stay active, healthy and positive.*

*Looking ahead, we will continue to learn, adapt and embrace the changing patterns of how people consume wellness with innovative products, partnerships and services tailored to individual's needs.*



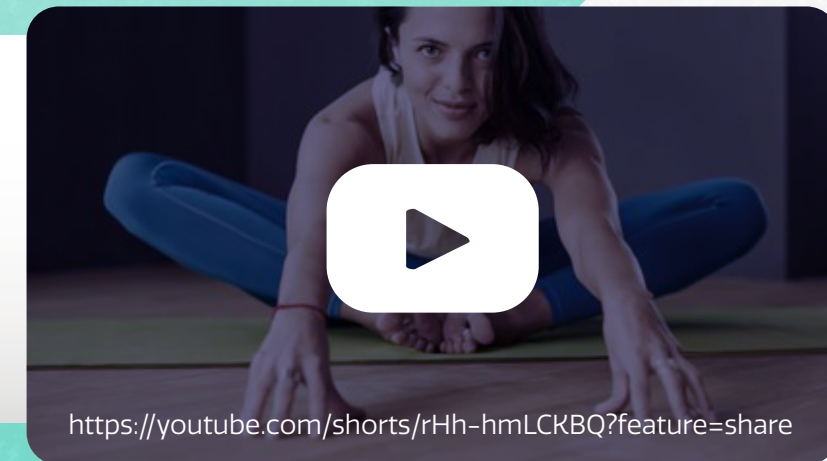
**Gavin Black**, CEO, PURE Group

## Point of Contact

**Jie Sun**

Chief Marketing Officer

[jie.sun@pure-international.com](mailto:jie.sun@pure-international.com)



<https://youtube.com/shorts/rHh-hmLCKBQ?feature=share>



# Company Profile



Revo Fitness started with a simple mission; to make quality fitness affordable and accessible to everyone. With affordable memberships, 24/7 access with no hidden fees, Revo Fitness is growing to over 29 locations nationally this year.

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





Countries Served  
**Australia**



No. of Clubs/Facilities/Properties  
**29**



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

## Biggest Achievements of 2022

- 1
- Revo Fitness expanded into South Australia opening five new gyms, alongside three gyms in New South Wales, two in Victoria and 19 clubs in Western Australia.



*With the cost of living on the way up, affordable quality fitness options have never been more important, that's why at Revo, we have a simplistic and straight forward offering available with no sign-up fees, cancellation fees or hidden costs. It's our transparent memberships that our members love and has helped our growth in 2022 and over the past ten years. Our members are continuing to be loyal to our homegrown brand because of our member first mentality. I'm excited to continue entering new markets in the new year and help more people by providing our quality offering for an affordable price.*




**Andrew Holder**, Managing Director, **Revo Fitness**



### Point of Contact

**Andrew Holder**  
Managing Director  
[jayde@revofitness.com.au](mailto:jayde@revofitness.com.au)



Leg day?

Read

Let's do this!

<https://www.youtube.com/watch?v=TF1Dh2xa9-0>



# Company Profile



S30 is a rapidly expanding Australasian gym franchise delivering fully-immersive group weights and hybrid training experience to members. Across all seven studios, we see a series of strength and cardio conditioning workouts, with entry level olympic lifting sessions that combine our custom weight, tempo and time techniques with state-of-the-art equipment and commercial machines. S30's low light and loud bass studios, paired with our highly qualified trainers, offer a one-of-a-kind exhilarating experience.

[www.s30studio.com.au](http://www.s30studio.com.au)



Countries Served  
**Australasia**



No. of Clubs/Facilities/Properties  
**7**



No. of Members Served  
**600+**

## Biggest Achievements of 2022

- 1 S30's studio network tripled in 2022. S30 officially commenced its eastern states expansion in 2022 with the launch of two new franchise owned studios in Queensland.
- 2 Investor backing with AU\$2.2 million cash injection. S30 secured a AU\$2.2 million capital injection from our new investors at Collab Capital, which will be used to develop the S30 infrastructure across our growing network.



*S30 has been on an ambitious growth trajectory since its inception and is now an exciting point in its expansion journey. We have tripled our footprint in the last twelve months and are now in a position to deliver a national network rollout and meet the demand we've seen in our franchise offering to date. With investor backing, our expansion is accelerating, and we have new studios earmarked across Australasia that are set to open in 2023. Together with our franchise partners, we're determined to reinvigorate the excitement of training through our fully immersive hybrid group fitness experiences.*



**Luke Faulkner**, CEO and Co-Founder, **S30 Studio**

## Point of Contact

**Luke Faulkner**

CEO and Co-Founder

[luke.f@s30.studio](mailto:luke.f@s30.studio)



<https://www.youtube.com/watch?v=1WzqM8-uHml>



# Company Profile

**snap fitness** 24/7

Snap Fitness is the world's most rewarding 24/7 fitness concept with over 2,000 clubs open or scheduled for development in over 20 countries. Snap Fitness offers members the opportunity to see real results. We provide the latest in fitness technology, diverse workout options, personal training, and the most supportive fitness community around the globe. A major fitness brand since 2003, we continue to evolve sustainably along with key fitness trends to provide results for everybody

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

## Brand Portfolio

**LIFT BRANDS™**  
ELEVATED WELLNESS COMPANIES

**snap fitness** 24/7

**9ROUND**

**ON DEMAND**

**FITSTOP.**



Countries Served  
**Global**



No. of Clubs/Facilities/Properties  
**1050**



No. of Members Served  
**735,000**

## Biggest Achievements of 2022

- 1 Winning Fitness/Wellness Company of the Year at the 2022 Fit Summit Awards of Excellence
- 2 Opening our first Snap Fitness in Singapore
- 3 Winning Best Fitness Franchise at the Global Franchise Awards 2022



*The shift towards multi-modality fitness, general wellness and the rise of fitness aggregators such as ClassPass is scary for traditional memberships and business models yet very exciting for the future of fitness. It is clear that those who don't adjust/adapt will get left behind very quickly. The corridor between innovation and brand dilution is extremely narrow.*



**Chris Caldwell**, CEO, Lift Brands Asia Pacific



## Point of Contact

**Dan Hayes**

General Manager

[dhayes@liftbrands.com](mailto:dhayes@liftbrands.com)



<https://www.youtube.com/watch?v=HbamM3azxAM>



# Company Profile



Spartans Boxing Club is a boxing and fitness franchise established in Singapore. The brand focuses on building an authentic boxing brand that is community-driven in an inclusive environment where boxing is for everyone. It offers a variety of high-intensity, technical, and fun boxing classes to its community.

<https://spartansboxing.com/>

## Brand Portfolio

- Spartans Boxing Clubs
- Spartans Boxing Academy
- Spartans Community TV
- Spartans White Collar
- Spartans Impact
- In GymXPerience@Home
- Spartans Mind

-  Countries Served  
**Singapore, Dubai and Cambodia**
-  No. of Clubs/Facilities/Properties  
**14**
-  No. of Members Served  
**2500**

## Biggest Achievements of 2022

- 1 The launch of Spartans Mind which is a brand new part of our business that focuses on mental wellness as part of the physical boxing journey. We have leant in hard on this and have hired Dr. Paul Englert to lead this area of our business.
- 2 New technology that enhances the members' experience through tracking, progression and gamification.



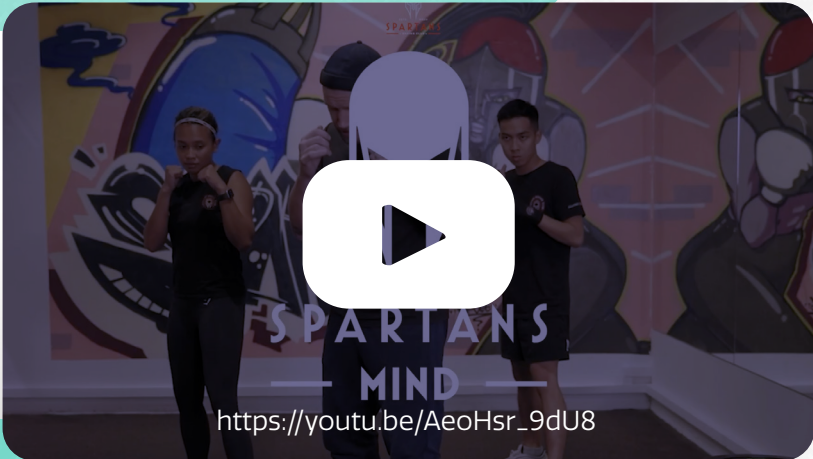
*Although we opened less clubs in 2022 than the previous year, it was an instrumental year for us to further develop our franchise offering. Our business now has a list of brands which means we are a comprehensive fitness franchise that is unrivalled in terms of total offering in the boxing space. 2023 will see us lean in hard in areas that have been developed such as opening more gyms in new markets, rolling out Spartans Mind, as well as ramping up our White Collar boxing events in Dubai and further afield.*



**Russell Harrison**, Managing Director, Spartans Boxing Club

## Point of Contact

**Russell Harrison**  
Managing Director  
[russ@spartansboxing.com](mailto:russ@spartansboxing.com)



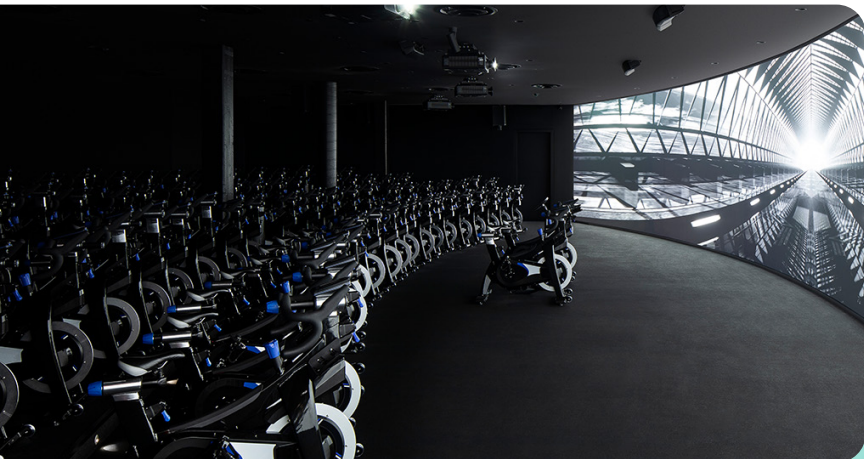


# Company Profile



Stages Cycling has been in the cycling technology business for over ten years, with dozens of our employees bringing vast industry expertise to launch and drive the company. Stages is the global leader in commercial indoor bikes, studio software solutions and power meter production. Stages Power meters are all hand-crafted by our beloved production team in Boulder, Colorado, USA, working alongside Stages engineers, who's number one initiative is to propel innovation. We are proud of our partnerships with the world's leading fitness operators and innovators and deliver end to end cycling solutions.

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



Countries Served  
**Global**



No. of Clients Served  
**2450**



No. of Years in Market  
**12**

## Biggest Achievements of 2022

1

In 2022, we launched Stages Studio Pro, a group display solution for cycling studios and Stages Studio Boost a data capture solution with customizable emails for members.

2

We celebrated 10 Years of Stages Power Meters and are now the world's largest power meter manufacturer.

3

Also, in 2022 our employees won 2 National Road Racing Championships, multiple track medals and our SVP of Product broke the 1-hour track world record.



*2022 saw the commercial club market come roaring back in many territories globally and the consumer market contracted. It's been a challenging year from a logistics and supply chain perspective but the outlook for 2023 is extremely healthy. We're also very excited to bring some new technology products to the commercial fitness market in 2023 and are getting a strong sense from the market that "in person fitness" after a couple of tough years is going to thrive.*



**Paddy Murray**, VP Global Marketing and International Sales,  
Stages Cycling

## Point of Contact

**Naveed Khan**

International Sales Director

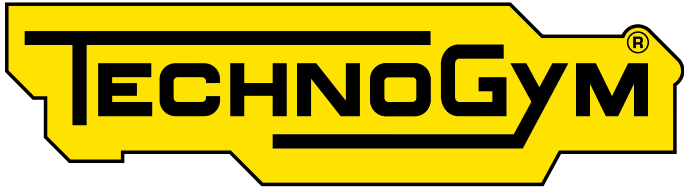
[nkhan@stagescycling.com](mailto:nkhan@stagescycling.com)



<https://www.youtube.com/watch?v=uPXpS6D9Uvs>



# Company Profile



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  
**Globally**



No. of Years in Market  
**39**



No. of Members Served  
**Over 55 million people train with Technogym in 85,000 wellness centres and 400,000 private homes**

## Biggest Achievements of 2022

- 1 **BIOSTRENGTH**, the new Technogym line for strength training, which adapts to every single user, thanks to a patented technology that leverages artificial intelligence and scientific research and guarantees to get a 30% superior result in the same amount of time compared to training with traditional equipment or free weights.
- 2 **Mywellness** is Technogym's open CRM software platform that enables clubs to improve member's experience and accelerate attraction, retention and secondary spend. Mywellness allows the operator to personalise the experience of each individual user and to deliver training programs and classes produced by the club to members, even at home with on-demand videos.



“The future is all about personalization. Every single individual has different goals, needs and passions and the digital is the key to be able to personalize the training experience and to help people reach the desired results. With this goal in mind, Technogym has developed an Ecosystem made of connected smart equipment, apps and on-demand video workouts to connect people with their fully personalized experience, anytime and anywhere (at the gym, at home, on-the-go).”



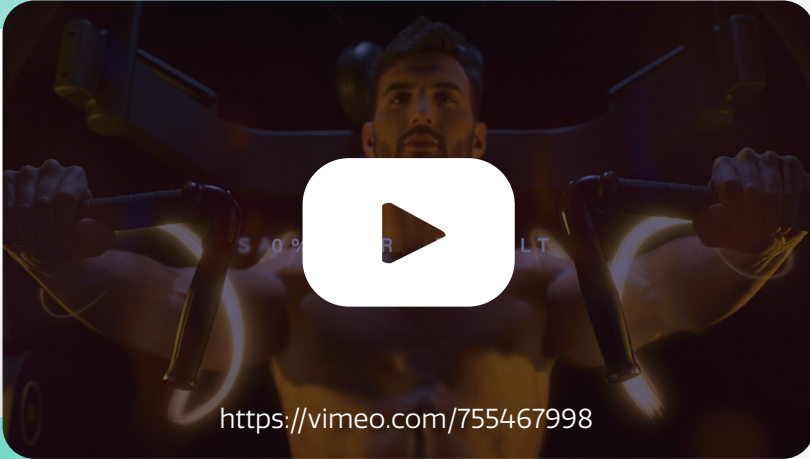
**Nerio Alessandri**, Founder & CEO, **Technogym**

### Point of Contact

**Gunter Serafini**

Senior Sales Area Manager APAC

[gserafini@technogym.com](mailto:gserafini@technogym.com)



<https://vimeo.com/755467998>



# Company Profile



From the creators of **THERAGUN**

Therabody® is the wellness technology leader with a mission to inspire and enable every body and mind to keep moving. Founded by Dr. Jason Wersland who invented the category-defining percussive therapy device, Theragun®, to alleviate his own debilitating pain after a traumatic accident, the company's product and content ecosystem has expanded beyond muscle recovery into hardware, proprietary software, digital content, and biometrics, that have proven benefits for body and mind.

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



Countries Served  
**Global**



No. of Years in Market  
**7**



No. of Members Served  
**2 million**

## Biggest Achievements of 2022

1

Launching first-of-its-kind wireless RecoveryAir JetBoots. Introducing the world to facial health with TheraFace PRO, a device with eight treatments in one that optimizes Therabody's renowned percussive therapy to relax the facial muscles and reduce tension. Releasing SmartGoggles, TheraMind (vibration, massage, and heat), RecoveryTherm (hot and cold vibration), TheraCup (cupping, vibration, and heat) and Therabody Lounger (sound and vibration).

2

Alongside product advancements, Therabody solidified category leadership with a \$165 million growth equity round and announced a global partnership with successful British football club, Manchester United, American model Karlie Kloss and Canadian Ice Hockey player, Bo Horvat.



*We believe that wellness should be accessible to everybody with innovative, personalized products that are backed by science. Consumers are focusing on their wellness more than ever. The new additions to our ecosystem not only bring the future of well-being to life, but also represent Therabody's own evolution as we broaden our product portfolio from hardware to biometrics and content to support both the body and the mind.*



**Benjamin Nazarian**, CEO, **Therabody**

## Point of Contact

**Alex Almeda**

Director of International Distributors

[distributors@therabodycorp.com](mailto:distributors@therabodycorp.com)



<https://youtu.be/ASWmGM6al-Q>





# Company Profile

## TRUE GROUP

True Group is one of Asia's largest fitness and wellness groups that offers comprehensive fitness and yoga programmes to cater to all lifestyles and health goals. Our portfolio spans over 23 clubs in the region, offering the best of fitness through our brands: True Fitness, Yoga Edition, TFX and Urban Den.

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

### Brand Portfolio



Countries Served  
**Singapore and Taiwan**



No. of Clubs/Facilities/Properties  
**23**

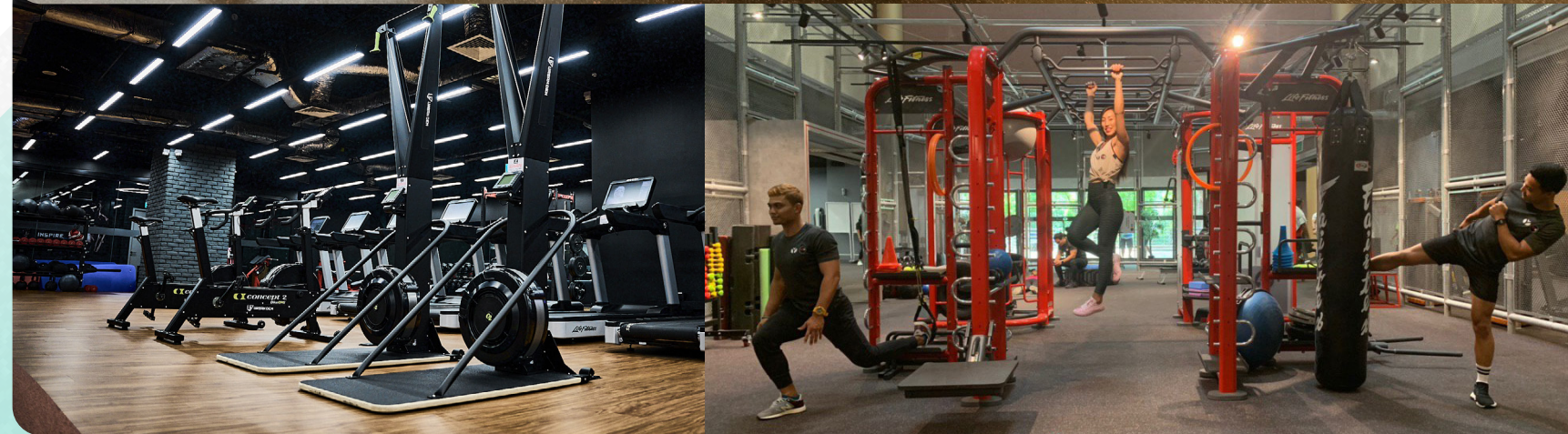


No. of Members Served  
**25000**

### Biggest Achievements of 2022

**1** In Nov 2021, we opened a boutique gym, Urban Den that specialises in high intensity fitness training and recovery programmes.

**2** In Jul 2022, we launched the yoga-centric brand: Yoga Edition, offering a wide range of classes from Strength to Original Hot Yoga, with over 160 classes a week.



### Point of Contact

**Tan Wei Xiang**

Senior General Manager

[weixiang.tan@truegroup.com.sg](mailto:weixiang.tan@truegroup.com.sg)



<https://www.youtube.com/watch?v=j1h2d1ba09u>



# Company Profile



We are the original. The world leader. The trail-blazer of MMA-inspired fitness. Rooted in authenticity, we are an extension of the Ultimate Fighting Championship® and proud to make the training programs and benefits of elite MMA athletes accessible to all, regardless of age or athletic ability.

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

## Brand Portfolio

**UFCFIT**

**CLASS** UFC GYM



Countries Served  
**Global**



No. of Clubs/Facilities/Properties  
**150**



No. of Members Served  
**200,000**

## Biggest Achievements of 2022

- 1 UFC GYM has almost doubled in size awarding over 30 new franchise locations domestically and surpassing pre-covid development levels.



*Starting in 2023 or 2024, I anticipate UFC GYM will open two to four gyms per week, driven by both domestic and international opportunities. The industry has been drastically impacted over the last couple of years. Many pundits thought that virtual fitness and streaming services would take over, he said, but he has instead seen more consumer demand to be inside gyms than prior to COVID-19. We're seeing consumers not only want to [transition] into fitness but also want other verticals such as nutrition and recovery services to better arm them for the future in case a pandemic happens again. What we're seeing now is our members that love brick and mortar also love the vertical to get into the virtual platform when they're traveling or they just can't make it into the gym for the day. During the past two years, people gained a better understanding of how vital having good physical health and a good immune system was to surviving COVID-19 if they got it. To enhance the consumer experience and get people to use the gym more, UFC Gyms has invested in technology and recovery offerings such as cryotherapy to keep consumers more engaged and getting results, which should help with retention.*



**Adam Sedlack**, CEO, **UFC Gym**

## Point of Contact

**Mike Apple**

EVP International Franchise

[Mike.Apple@ufcgym.com](mailto:Mike.Apple@ufcgym.com)



<https://www.youtube.com/watch?v=EbN7NcrqOzU&t=4s>



# Company Profile



UBX ("You-Box") is the world's fastest-growing boxing franchise, co-founded by four-time world champion boxer Danny Green. Our workout delivers a unique mix of boxing and strength training across a 12-round circuit. With a workout starting every three minutes and no class timetables, we're the leaders of convenience in the boutique fitness industry.

<https://ownaubx.com/>



Countries Served  
**Australia, New Zealand, Singapore, UK and USA**



Number of Clubs  
**95**



Number of years in market  
**6**

## Biggest Achievements of 2022

- 1 Expansion into the UK and Ireland through a GBP 50 million strategic partnership with Empowered Brands to open 250 UBX gyms.
- 2 Successfully carried out a huge rebrand across our Australian franchise network, rebranding all 12RND Fitness gyms to UBX to unify our brand globally. This move marks a significant brand milestone in our history and puts us on track to becoming the largest boxing provider in the world.



*Coming out of the pandemic, consumers are demanding greater flexibility from fitness providers and they have a reinforced desire to train in a social group environment. UBX is perfectly placed to meet these consumer demands, with our unique model of offering group training with no class timetables. We're very proud of the fact that UBX is on track to becoming the largest boxing provider in the world.*



*As we continue to grow globally, we remain focused on leveraging our unfair advantages of boxing and convenience, whilst continuing to give our members a richer experience through innovation in technology and applications.*

**Michael Jordan**, CEO, UBX

## Point of Contact

**Michael Jordan**

CEO

[michael@ubxtraining.com](mailto:michael@ubxtraining.com)



<https://www.youtube.com/watch?v=YsmIMtuzH7M>



# Company Profile



Viva Leisure Limited is Australia's second-largest health club owner and operator with 153 corporate-owned locations and 180+ franchised clubs throughout Australia, New Zealand and India. Viva Leisure offers customers several different membership options and a range of different types of facilities from big-box fitness facilities to boutique fitness facilities

[www.vivaleisure.group](http://www.vivaleisure.group)

## Brand Portfolio

 CLUBLIME

PLUS  
FITNESS

hiit  
republic

GROUNDUP  
barre - yoga - pilates

REBALANCE  PILATES &  
YOGA



Countries Served

**Australia, New Zealand,  
India**



No. of Clubs/Facilities/Properties

**334**



No. of Members Served

**325,000**

## Biggest Achievements of 2022

- 1 Increased corporate-owned locations from 115 to 151
- 2 Significant investment into Viva proprietary technology systems.



*The FY2022 year was definitely a story of two halves. The first half was affected by significant lockdowns and the second provided a clear run, and business quickly recovered, resulting in strong results for H2-FY2022. We expect in the coming twelve months we will capitalise on our ability to effectively scale nationally without impacting our margins due to the foundations we have established over the past few years. I look forward to leading the team into the next period of growth, continuing to extend our services into more markets, increasing the opportunities for our team and the rollout of our new Viva LABS technology systems.*



**Harry Konstantinou**, CEO, Viva Leisure Limited



## Point of Contact

**Sean Hodges**

Chief Operating Officer

[sean.hodges@vivaleisure.group](mailto:sean.hodges@vivaleisure.group)



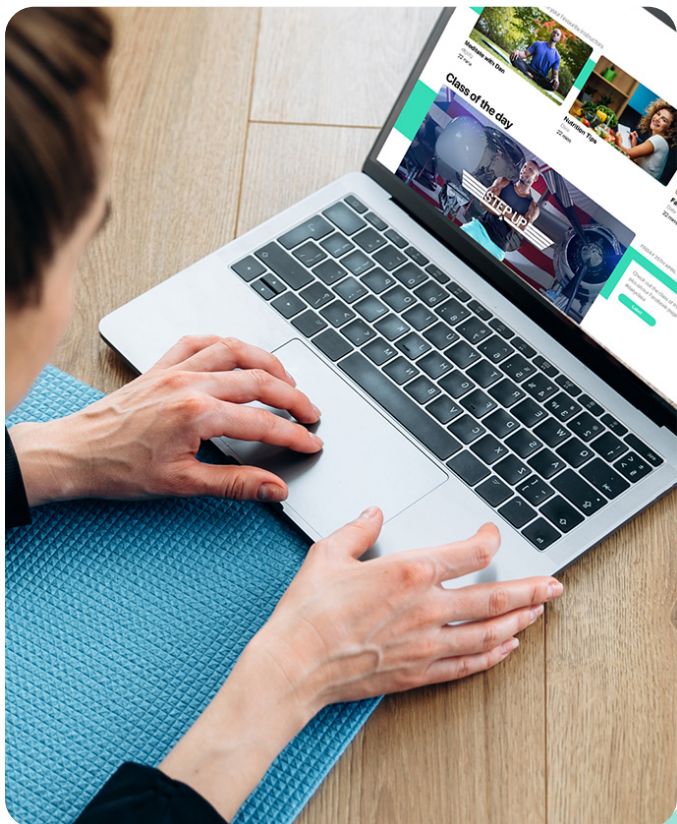


# Company Profile

# wexer

Our mission at Wexer is to bring world-class digital fitness to communities. Our technology creates a bridge between the digital and physical worlds, enhancing the customer journey by delivering a seamless, premium exercise experience that meets people's needs wherever they may be – in your studio or elsewhere.

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



Countries Served  
**Asia-Pacific, US, UK and Europe**



No. of Clients Served  
**1000**



No. of Years in Market  
**14**

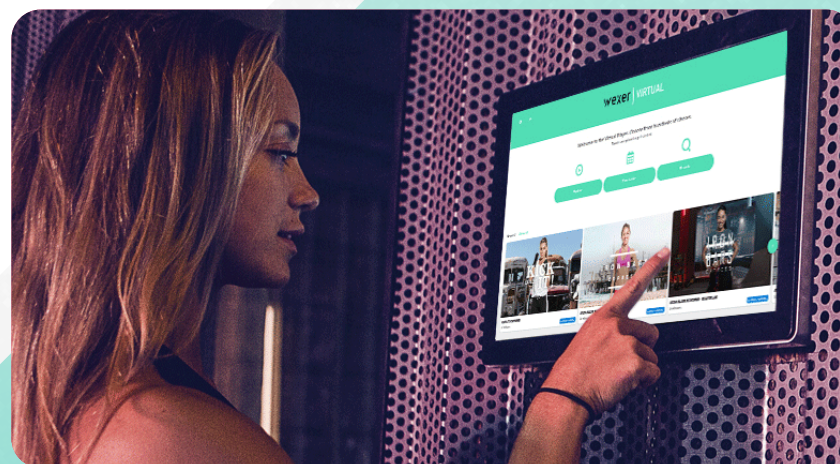
## Biggest Achievements of 2022

1

Wexer's acquisition by Core Health & Fitness was a pivotal step that grants us the support, investment and distribution to dramatically scale our business and accelerate towards our mission of hybridising the fitness industry.

2

Internally, the continued expansion of our digital ecosystem and wellness library further underpins this mission.



*In 2020–21, online was the only source of expert-led workouts. In 2022, there was a choice, and digital remained part of people's fitness routines. Convenience, personalisation, meeting consumers where they are, when they need you... This is today's expectation, and digital is unequalled in its ability to deliver it. It's also proved itself capable of delivering a world-class experience. Whether FOC to drive retention or paid-for to grow revenue, we've therefore seen clubs across the world build digital into their recovery and growth strategies. I have no doubt this will continue into 2023 and beyond.*



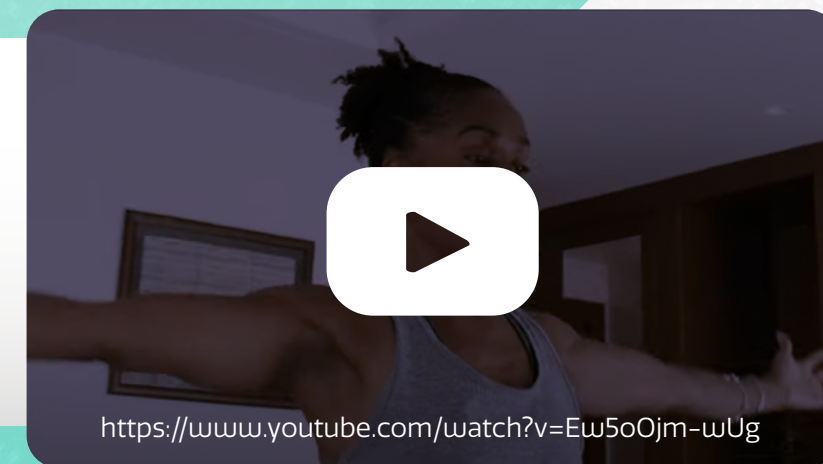
**Paul Bowman**, CEO, Wexer

## Point of Contact

**Sam Aldred**

Head of APAC

[sam.aldred@wexer.com](mailto:sam.aldred@wexer.com)



<https://www.youtube.com/watch?v=Ew5oOjm-wUg>



# Company Profile

# ZIVA

In 2008, ZIVA® was born as a single, out-the-way gym. Today, we are in over 80 countries; renowned for our outstanding quality, innovative design, stringent manufacturing standards, and stellar service; and we partner with the world's most elite brands, athletes, and sporting events.

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



Countries Served  
**80 countries worldwide**



No. of Clients Served  
**50,000+**



No. of Years in Market  
**14**

## Biggest Achievements of 2022

1

The biggest developments this year at ZIVA® were leaps in growth and diversification.

2

Our industry began to bounce back and we were able to grow our Commercial Line, we formally launched our Light Commercial Lines to serve the growing boutique fitness studio base, and we expanded the Home Line.



*I'm thankful the fitness industry has rebounded in 2022, and I'm proud of ZIVA® for this year's solid growth. New directions have paid off, particularly with our Light Commercial Line. At the same time, supply chain problems continue. To combat this, we've invested in our manufacturing and expanded our warehouses so we can continue to provide products quickly and reliably. Looking ahead, I hope we see continued growth of the industry and greater adoption of fit lifestyles for all ages. For 2023, we have some exciting developments that will help make fitness the way to live for many more people.*



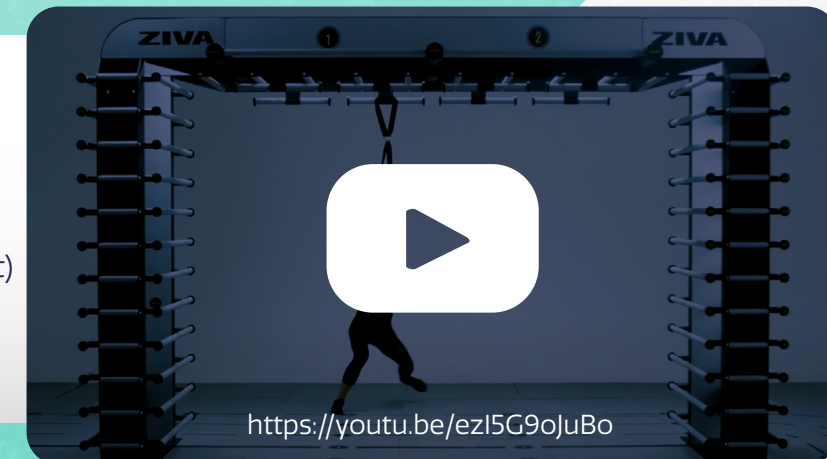
**David Barr**, Founder and CEO, **Ziva**

## Point of Contact

**Dan Djoeandy**

Commercial Sales Director (APAC, Africa & Middle East)

[dand@ziva.com](mailto:dand@ziva.com)



<https://youtu.be/ezi5G9oJuBo>



# APAC Club Directory

Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
<b>20V Studio</b>	<a href="https://20v.studio/">https://20v.studio/</a>	Australia	AUS	N/A	4	Ed Delahenty (changing now) Nic Hurst (interim)
<b>21 Fitness</b>	<a href="https://www.21fitnessgym.com/">https://www.21fitnessgym.com/</a>	India	India	N/A	2	Sunny Chopra
<b>24/7 Fitness</b>	<a href="http://www.247.fitness">www.247.fitness</a>	Hong Kong	HK, Macau	26	65	Ingrid Wong
<b>360 Fitness Club</b>	<a href="https://www.linkedin.com/company/360-fitness-club/about/">https://www.linkedin.com/company/360-fitness-club/about/</a>	Philippines	PH	N/A	7	N/A
<b>98 Gym</b>	<a href="https://www.98gym.com/">https://www.98gym.com/</a>	Australia	AUS	N/A	4	Chris Feather
<b>AAAF Park</b>	<a href="https://www.aaafpark.com/aaaf-pool-spa/">https://www.aaafpark.com/aaaf-pool-spa/</a>	Azerbaijan	AZ	N/A	2	Rashad Aliyev
<b>Absolute Group</b>	<a href="http://www.absoluteyou.com">www.absoluteyou.com</a>	Thailand	SG, TH	13 Studios, 1 Resort	13 Studios, 1 Resort	Benjaporn 'Ben' Karoonkornsakul
<b>Absolute Hotel Services Group</b>	<a href="https://www.absolutehotelservices.net/">https://www.absolutehotelservices.net/</a>	Thailand	TH, IDN, DACH, POL, CZR, SVK	N/A	96	Jonathan Wigley and Karan Kaul
<b>Accor</b>	<a href="http://www.group.accor.com">www.group.accor.com</a>	Paris	Global (100+)	5199	5300 (Fitness Clubs: 1100+; Spas and Wellness Facilities: 600+; Thalassa Centers: 13)	Sébastien Bazin
<b>ActiveSG</b>	<a href="http://www.myactivesg.com">www.myactivesg.com</a>	Singapore	SG	26	26	Lim Teck Yin
<b>Adonis Athletics</b>	<a href="https://adonisathletics.com.au/">https://adonisathletics.com.au/</a>	Australia	AUS	N/A	5	Amir Fazeli
<b>Aimfit</b>	<a href="https://www.aimfit.com/">https://www.aimfit.com/</a>	Pakistan	PK	N/A	3	Mahlaqa Shaukat
<b>AKARYN Hospitality Group</b>	<a href="https://akaryn.com/">https://akaryn.com/</a>	Thailand	TH	N/A	4	Anchalika Kijkanakorn
<b>Aleenta Health Club</b>	<a href="https://aleentabarre.com/">https://aleentabarre.com/</a>	Australia	AUS	N/A	5	Kylie Roberts & Claire Bastow
<b>Alex Fitness</b>	<a href="https://alexfitness.ru/">https://alexfitness.ru/</a>	Russia	RU	N/A	50 + 1 in USA	Alexey Kovalev
<b>Aligned for Health</b>	<a href="https://www.alignedforlife.com.au/">https://www.alignedforlife.com.au/</a>	Australia	AUS	N/A	3	Katrina Edwards



Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
AMAN	www.aman.com	England	Global (10+)	32	34	Vladislav Doronin
Amore Fitness	www.amorefitness.com.sg	Singapore	SG	9	7	Jasmine Teo
Anytime Fitness Asia (Inspire Brands)	www.anytimefitnessasia.com	Singapore	SG, PH, TH, MY, IDN, HK, TW, VN, Macau	250+	321 (147-PH, 88-SG, 35-MY, 29-HK, 11-ID, TW-6, TH-2, VN-3)	Luke Guanlao
Anytime Fitness China	www.anytimefitness.cn	China	CN	1	2	Jonathan Shih
Anytime Fitness India	www.anytimefitness.co.in	India	India	N/A	120	Vikas Jain
Anytime Fitness Japan (Fast Fitness)	www.fastfitnessjapan.jp	Japan	JP	957 (157 owned, 800 franchised)	1,020+	Atsushi Tsuchiya
Apollo Life India by UR Life	https://apollolife.com/	India	India	N/A	5 (3 Fitness Centres, 2 Spas)	Upasana Konidela
Archipelago International	https://www.archipelagointernational.com/	Indonesia	IDN, PH, MY, SG, VN, KSA, UAE, IRL, CUB, DOM	N/A	150+	Charles Brookfield & John Flood
Artyzen Hospitality Group	https://www.artyzen.com/	Hong Kong	HK, Macau, CN, USA, SG	N/A	13	Pansy, Daisy & Maisy Ho
B-Monster	www.b-monster.jp	Japan	JP, CN, TW	12	12 (4 outside Japan)	Miki and Makoto Tsukada
Babel Fit	https://www.babel.fit/	Malaysia	MY	2	2	Boon Yao TAN
Balance Fitness (Yangon)	www.balancefitnessyangon.com	Myanmar	Myanmar	3	2	Kyaw Zay Ya Tun
Banyan Tree	https://www.banyantree.com/	Singapore	Global (20 locations)	N/A	71	Kwonping Ho & Eddy See Hock Lye
Barre Body	www.barrebody.com.au	Australia	AUS	6	0 (Gone Digital)	Emma Seibold & Matt Kane
BASE	www.basebangkok.com	Thailand	TH	3	3	Jack Thomas
BeFit	https://befit.uz/	Uzbekistan	UZ	N/A	2	Jakhongir Ergashbayevich Navruzov
Belgravia Health & Fitness	www.belgraviahealth.com.au	Australia	AUS, NZ	38 (Genesis only)	100 (41 Genesis, 4 Ninja, 55 Jump)	Ian Jensen-Muir
Belgravia Leisure	www.belgravialeisure.com.au	Australia	AUS, NZ	165	170	Nick Cox
Believe Fitness	www.believefitness.com	Malaysia	MY	9	10	Patrick Davis
Belmond	https://www.belmond.com/hotels	UK	Global (24 Countries)	N/A	33 (6 in APAC)	Roeland Vos
Beneider Fitness	https://beneider.com/	South Korea	KOR	N/A	30+	N/A
Best Body	https://bestbody.com.au/	Australia	AUS	26	26	Scott & Joel Westcombe
Blueprint Health and Fitness	https://www.blueprinthealthandfitness.com.au/	Australia	AUS	N/A	3	Craig Bridgland



Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
Bodhi & Ride	<a href="https://bodhiandride.com.au/">https://bodhiandride.com.au/</a>	Australia	N/A	N/A	3	Michaela Fellner
Body Fit Training (BFT)	<a href="http://www.bodyfittraining.com">www.bodyfittraining.com</a>	Australia	AUS, NZ, SG, USA	130	229 (226 in APAC)	Cameron Falloon and Rich Burnet
Boutique Fitness Studios AU	<a href="https://www.boutiquefitnessstudios.com.au/">https://www.boutiquefitnessstudios.com.au/</a>	Australia	N/A	N/A	19 (Plus 62 More Sold)	Matt Gordin
Brosko	<a href="https://www.brosko.ru/">https://www.brosko.ru/</a>	Russia	RU	N/A	10 (Womens Only)	Sergei Igokhin
BWH Group (BestWestern)	<a href="https://www.bwhhotelgroup.com/">https://www.bwhhotelgroup.com/</a>	USA	Global (100+)	N/A	4,700+	Larry Cuculic
C3 Training	<a href="https://www.c3training.com.au/">https://www.c3training.com.au/</a>	Australia	AUS	6	6	Serkan Honeine
Cadence Pilates	<a href="https://www.cadencepilates.com.au/">https://www.cadencepilates.com.au/</a>	Australia	AUS	N/A	3	Katie and Jon Joyce
Capella	<a href="http://www.capellahotels.com">www.capellahotels.com</a>	Singapore	7	9	9	Cristiano Rinaldi
Catic Wellness Group	<a href="http://www.physicalclub.com">www.physicalclub.com</a>	China	CN	52	23	Loni Wang
Centara Hotels and Resorts	<a href="http://centarahotelsresorts.com/">centarahotelsresorts.com/</a>	Thailand	TH, VN, JP, MDV, LK, UAE, QA, OM, CAM, CN, TUR, LAO, IDN	N/A	48 (23 owned)	Thirayuth Chirathivat
Central Sports Co	<a href="http://www.central.co.jp">www.central.co.jp</a>	Japan	JP	248	222 (119 owned, 92 managed, 11 gym-only)	Seiji Goto
Champions Gym	<a href="https://championsgym.com.au/">https://championsgym.com.au/</a>	Australia	AUS	N/A	3	Pamorn Martdee
Chasing Better 247 Health & Fitness Club	<a href="https://www.chasingbetter247.com.au/">https://www.chasingbetter247.com.au/</a>	Australia	AUS	N/A	2	Robert Dicey
Chisel	<a href="http://www.chisel.co.in">www.chisel.co.in</a>	India	India	18	18	Satya Sinha
Chivasom	<a href="http://www.chivasom.com">www.chivasom.com</a>	Thailand	TH, Qatar	2	2	Krip Rojanastien
Citigym	<a href="http://www.citigym.com.vn">www.citigym.com.vn</a>	Vietnam	VN	NA	11	Nguyen Quoc Hieu
City Cave	<a href="http://www.citycave.com.au">www.citycave.com.au</a>	Australia	AUS	29	68	Tim Butters and Jeremy Butters
Cityfitness	<a href="http://www.cityfitness.co.nz">www.cityfitness.co.nz</a>	New Zealand	NZ	36	43	Doug Hatton (COO)
Club Med	<a href="https://www.clubmed.com.sg/">https://www.clubmed.com.sg/</a>	France	Global (27+)	N/A	70+ (16 in APAC)	Henri Giscard d'Estaing
Club Physical	<a href="https://www.clubphysical.co.nz">https://www.clubphysical.co.nz</a>	New Zealand	NZ	4	4	Paul Richards
Club Pilates Australia & NZ	<a href="https://www.clubpilates.com.au/">https://www.clubpilates.com.au/</a>	Australia	AUS, NZ	N/A	6	Brendan James
Club360	<a href="http://www.club360.jp">www.club360.jp</a>	Japan	JP	2	2	Nathan Schmid and Sam Gilbert
ClubActive	<a href="http://www.clubactive.com.au">www.clubactive.com.au</a>	Australia	AUS	5	8 (7 - HO/JV owned 1 - franchise)	Joanthan Freeman



Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
Code 5	<a href="https://www.code5.com.au/">https://www.code5.com.au/</a>	Australia	AUS	N/A	3	Connor Pettersson
Collective Wellness Group	<a href="http://www.collectivewellness.com.au">www.collectivewellness.com.au</a>	Australia	AUS, NZ	523 Anytime Fitness,22 Xtend Barre	540 Anytime Fitness, 20 Xtend Barre	Nicole Noye
Combine Air Training	<a href="https://combineair.training/">https://combineair.training/</a>	Australia	AUS	N/A	3	Peter Hickey
COMO Hotels	<a href="http://www.comohotels.com">www.comohotels.com</a>	Singapore	Global (10+)	15	15	Olivier Jolivet
Core Collective	<a href="http://www.corecollective.sg">www.corecollective.sg</a>	Singapore	SG	2	4	Michelle Yong
Core Focus Pilates	<a href="https://www.corefocuspilatesaustralia.com/">https://www.corefocuspilatesaustralia.com/</a>	Australia	AUS	N/A	3	Helen De Vries
Core24 Health Clubs	<a href="https://core24.com.au/">https://core24.com.au/</a>	Australia	AUS	N/A	5	Joe Russo
Core9	<a href="https://www.core9fitness.com.au/">https://www.core9fitness.com.au/</a>	Australia	AUS	N/A	9	Craig Arnold
Crocus Fitness	<a href="https://crocusfitness.com/">https://crocusfitness.com/</a>	Russia	RU	N/A	8	Emin Agalarov & Vlad Petrov
Cru68	<a href="http://www.cru68.com">www.cru68.com</a>	Singapore	SG	3	3	Bebe Ding & Valerie Ding
Cryo	<a href="http://www.cryo.com">www.cryo.com</a>	Dubai	Global (10+)	9	12	Benny Parihar
Cube Fitness	<a href="https://cube-fitness.ru/">https://cube-fitness.ru/</a>	Russia	RU	N/A	3 + 1 (private access to bank employees)	
Cult.fit	<a href="http://www.cult.fit">www.cult.fit</a>	India	India	155 Cult	550 (Cult/Golds/FF)	Mukesh Bansal
Curves Indonesia	<a href="https://www.curvesindonesia.com/">https://www.curvesindonesia.com/</a>	Indonesia	IDN	N/A	17	Kimberly and Brendon McQueen
Curves Japan	<a href="http://www.curvesholdings.co.jp">www.curvesholdings.co.jp</a>	Japan	Global (10+)	2,460 (in APAC)	1947	Takeshi Masumoto
Curves Korea	<a href="https://www.curveskorea.co.kr/">https://www.curveskorea.co.kr/</a>	Korea	KOR	N/A	150	Jaeyoung Kim
Curves Malaysia	<a href="https://curves.com.my/">https://curves.com.my/</a>	Malaysia	MY	N/A	8	Alison Chin
Curves Taiwan	<a href="https://www.curves.com.tw/">https://www.curves.com.tw/</a>	Taiwan	TW	N/A	147	Kimberly and Brendon McQueen
Curves Thailand	<a href="https://www.instagram.com/curvesthailand/">https://www.instagram.com/curvesthailand/</a>	Thailand	TH	N/A	3	Kimberly and Brendon McQueen
Curves Vietnam	<a href="https://curvesvietnam.com.vn/">https://curvesvietnam.com.vn/</a>	Vietnam	VN	N/A	27	Kimberly and Brendon McQueen
Dennis Gym	<a href="http://www.DennisGym.com/">http://www.DennisGym.com/</a>	Singapore	SG	N/A	6	Dennis Tew
Don Sport	<a href="https://donsport.ru/">https://donsport.ru/</a>	Russia	RU	N/A	5	Natalia Serafimova
Dorsett International	<a href="https://www.dorsett.com/">https://www.dorsett.com/</a>	Hong Kong	CN, MY, SG, JP, AU, UK, DE, AUT, CZ	N/A	56 (46 in APAC)	Winnie Chiu



Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
Derrimut 24/7	https://www.derrimut247.com.au/	Australia	AUS	N/A	14	Ashley Owen
Dohertys Gym	https://dohertysgym.com/	Australia	AUS	N/A	4	Alastair White & Damon Chadd
Dominance MMA	https://dominance.com.au/	Australia	AUS	N/A	3	David Hart
Dr. Stretch	www.doctorstretch.com	Japan	JP, TW, CN, SG	170	212 (JP- 179 , 20-CN, 6-TW, 7-SG)	Masahiro Kurokawa
Drive Fitness	https://drivefitness.ru/	Russia	RU	N/A	15	Roman Valchuk
Dunlop Sports Club	https://www.dunlopsportsclub.jp/	Japan	JP	N/A	23 + 10 (Outsourced)	Akira Tabata
Duniye Spas	https://www.duniyespas.com/	Maldives	MDV	N.A	13	Renate Hermes
Dusit International	www.dusit-international.com	Thailand	Global (14)	300	300+	Suphajee Suthumpun
East Day Spa/Spring Spa	https://eastdayspa.com/	New Zealand/Indonesia	NZ, IDN	N/A	7- Bali, 2- NZ	Ina Bajaj
E4L Elements4Life	https://elements4life.com.au/	Australia	AUS	N/A	3	Sebastian Jago
EFM Health Clubs	www.efm.net.au	Australia	AUS	50	38	Peter Rohde
Eighty8 Health Performance	https://eighty8hp.com.au/	Australia	AUS	N/A	2	Tyler Steven
Electric Studios	www.electricstudio.ph	Philippines	PH	3	5	Kristina Sy
Elite Boxing and Muay Thai	bio.site/jjoYDG	Philippines	PH	N/A	4	Lucas Britanico
Elite Fitness	www.elitefitness.com.vn	Vietnam	VN	14	14	Gerry Chong
Encore Fitness	https://www.encorefitness.ru/	Russia	RU	N/A	5	Irina Kutkina
endota	www.endotaspa.com.au	Australia	AUS, TH, CAN	103 (19 owned, 84 franchised)	117 (26 owned, 89 franchised, 2 licensed)	Melanie Gleeson
Evolution Wellness	www.evolutionwellness.com	Malaysia	SG, PH, TH, MY, IDN, AU, OM	173	151	Simon Flint
Evolve MMA	www.evolve-mma.com	Singapore	SG	4	5	Chatri Sityodtong
F45	www.f45training.com	USA	Global (45)	1,500+	1958 (866 in APAC)	Ben Coates
Far East Hospitality Group	https://www.fareasthospitality.com/	SG	SG, AU, IDN, JP, DE, DK, MY, HU, AUT	N/A		Arthur Kiong
Fernwood Fitness	www.fernwoodfitness.com.au	Australia	AUS	72	73	Di Williams
FightFit	https://www.fightfit.com.au/	Australia	AUS	N/A	3	Bhaskar Sinha





Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
FightZone	https://www.fightzonesg.com/	Sinagpore	SG	N/A	3	Sasidharan Unnithan
Fine Yoga	http://en.fineyoga.com/	China	CN	N/A	19	Anders (Andy) Baadsgaard Pedersen and Sherri Rao
Fire Fitness	www.firefitness.com.my	Malaysia	MY, AUS, Oman, UAE	5	19	Simon Flint
Fit Hub ID	https://fithub.id/	Indonesia	IDN	N/A	13	Edward Djaja
Fit24	https://fit24.vn/	Vietname	VN	N/A	6	Le Chi Trung
FIT N GO (EMS)	https://new.fit-n-go.ru/	Russia	RU	N/A	16	Alexander Shapelsky
FitCurves	https://fitcurves.org/	Russia	RU	N/A	115	Natalya Nishkevich
Fitfac	https://www.fitfacmuaythai.com/en/	Thailand	TH	N/A	11	Aekkasit Tachasirinugune
Fitness & Lifestyle Group	www.fitlg.com	Australia	AUS, SG, NZ, VN, TH	510	375+	Greg Oliver
Fitness & Lifestyle Group Vietnam	www.fitlg.com	Vietnam	VN	30+	40 (38 California + 2 Jetts)	Dane Fort
Fitness 7 Thailand	https://fitness7thailand.com/	Thailand	TH	N/A	7	N/A
Fitness Cartel	https://www.fitnesscartel.com.au/	Australia	AUS	N/A	7	Nathan James
Fitness Factory	www.fitnessfactory.com.tw	Taiwan	TW, CN	56	63	John Chen
Fitness Kingdom	http://fitnesskingdom.lk/	Sri Lanka	LK	N/A	7	Aruna Aluthge
Fitness Parc New Caledonia	https://www.fitnesspark.nc/	New Caledonia	NC, TAHT	N/A	4	Cedric Catteau
Fitness Playground	www.fitnessplayground.com.au	Australia	AUS	5	5	Justin Ashley
Fitness Zone Health Club (Brunei)	https://www.fitnesszone.com.bn/	Brunei	BRN	N/A	2	Mr Kiat Chun ( Wu Chun) Goh
Fitness24Seven	www.fitness24seven.com	Thailand	TH	6	8	Magnus Frennmark
FitnessBlitz	www.fitnessblitz.com	Kazakhstan	KZ	10	13	Daniyar Moldakhmet
FitnessWorks NT	http://fitnessworksnt.com.au/	Australia	AUS	N/A	3	Churyl & Seann Scheppard
Fitstop	www.fitstop.com	Australia	AUS, NZ	68	100	Peter Hull
Flex Fitness 24 Hr Gyms	https://flexfitnessgym.co.nz/	New Zealand	NZ	N/A	36	Darren & Tyler Leith
Flex Fitness Macau	https://flexfitnessmacau.com/	Macau	MAC	N/A	3	Pedro Jorge Gomes
Fluidform Pilates	https://www.fluidformpilates.com/	Australia	AUS	N/A	6	Kirsten King



Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
Flyproject	www.flyproject.co	Malaysia	MY	9	8	Kenny Choong
Four Fountains Spa	https://www.thefourfountainsspa.in/	India	India	N/A	26	Rajiv Banerjee
Form Pilates & Barre	https://formpilates.com.au/	Australia	AUS	N/A	2	Megan Martin Clancy Sullivan
Four Seasons	www.fourseasons.com	Canada	Global (10+)	118	124	Alejandro Reynal
FS8 Training	www.fs8.com	Australia	AUS	23	47	Janina Czado
Galaxy Entertainment Group	https://www.galaxyentertainment.com/	Macau	Macau	N/A	4	Francis Lui Yiu Tung & Philip Cheng Yee Sing
Glo Spa Bali	https://www.glospabali.com/	Indonesia	IDN	N/A	5	Georgia Sutherland
Go Fit Gyms	https://www.gofit-gym.com/en/	Malaysia	MY, SG, AU	N/A	5	Simon Flint
GO24	www.go24fitness.com	Hong Kong	HK	7	7	Martin Barr
Goji Studios	www.gojistudios.com.hk	Hong Kong	HK	5	0 (Ceased Operations)	Ricky Cheuk (COO)
Gold's Gym Australia	https://goldsgym.com.au/	Australia	AUS	10	10 (1 Owned, 9 Franchised)	Matthew Hope
Gold's Gym India	www.goldsgym.in	India	India	143	150+	Nikhil Kakkar
Gold's Gym Indonesia	https://www.goldsgym.co.id/	Indonesia	IDN	N/A	15	Jeffery Lee
Gold's Gym Japan	www.goldsgym.jp	Japan	JP	95+	109	Eiji Tezuka
Gold's Gym Philippines	www.goldsgym.com.ph	Philippines	PH	30	27	Mylene Mendoza-Dayrit
Golden Times	www.keepclub.com	China	CN	70	43	Gao Yan
Good Feeling Fitness	www.gffac.com	China	CN	80+	44	Zhang Chunshan
Gôrogly Fitness Clubs	https://www.instagram.com/goroglyfitness/?hl=en	Turkmenistan	TURK	N/A	3	N/A
GOTO Fitness	https://gotofitnessclub.com/	South Korea	KOR	N/A	50+	Jin-Wan KU
Guntze Sports	https://www.gunzesports.com/	Japan	JP	N/A	22	Toshiyasu Saguchi & Atsushi Hirochi
Guntze Sports Cambodia	http://gunzesportsjp.com/	Cambodia	KHM	N/A	2	Toshiyasu Saguchi & Atsushi Hirochi
Gymmboxx	www.gymmboxx.com	Singapore	SG	7	8	Sarina Goh
H-Kore	www.h-kore.com	Hong Kong	HK	2	2	Vivienne Fitzpatrick & Vanessa Valenzuela
Hawa Gym	https://hawagym.com/	Indonesia	IDN	N/A	39	Mardi Soemitro





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Health Land Group	https://www.healthlandspa.com/	Thailand	TH	N/A	1 resort and 11 spa	Pithak Lapprathana
Health Land MY	https://www.healthland.com.my/	Malaysia	MY	N/A	40+	Brian Wee
HoE (Heaven on Earth) Wellness Spa (Spazure & Serena Spas)	https://www.hoewellness.com/	India	India, MDV, SP, SEY	N/A	42	Bhavna Vohra
HIIT Fitness Club	https://hitfitness.club/	Russia	RU	N/A	3	Lev Lebedev
HIIT STATION	https://hiitstation.com.au/	Australia	AUS	N/A	9	Sam and Chontel Duncan
Hilton	https://www.hilton.com/	USA	Global (100+)	N/A	5,575 (670+ in APAC)	Christopher Nassetta
HK Leisure and Cultural Services Departmen	https://www.lcsd.gov.hk/	Hong Kong	HK	N/A	82	Vincent Ming Kwong Liu & Ida Bik Sai Lee
Huazhu Hotel Group by H World	https://ir.hworld.com/company	China	CN	N/A	8,176	Qi Ji
Humming Puppy	https://www.hummingpuppy.com/	Australia	AUS, USA,	N/A	2 + 2 in APAC	Jackie & Chris Koch
Hustle Boxing	https://hustleboxing.com/	Australia	AUS	N/A	3	Bobby Harrison
Hyatt Hotels Corporation	https://www.hyatt.com/	USA	Global (75+)	N/A	1,150+	Mark Hoplamazian
Hybrid MMA	www.hybridgymgroup.com	Hong Kong	HK, USA	2	2	Dean Stallard
iFitness 24/7	https://www.ifitness247.com.au/	Australia	AUS	N/A	4	Dylan Dale & Claudio Di Somma
iGym 24/7 and Cycle Republic	https://igym247.com/	Australia	AUS	N/A	7+1	Kyle Minett
IHG	https://www.ihg.com/	United Kingdom	Global (100+)	N/A	6000+	Keith Barr
Impulse Studios (EMS)	https://impulse-studio/	Malaysia	MY, CN, India, Iran, UAE, CN, TU		14+	Dirk Schmellenkamp & Jinie Kamal
Infinite Cycle	https://www.infinitecycle.com.au/	Australia	AUS	6	6	Alan Sacharowitz
Infinity Fitness	https://infinityfitness.fit/	Myanmar	MM	N/A	3	Win Oo & Aung Min Htut
InLife Wellness	https://www.inlifewellness.com.au/	Australia	AUS	N/A	6	Scott Capelin
Jetts Asia	www.jetts.co.th	Thailand	TH, VN	37	42	Mike Lamb
Jetts Australia	www.jetts.com.au	Australia	AUS	N/A	174	Elaine Jobson
Jin Jiang International Hotels	Available on wechat	China	China & Asia focused	N/A	9500+ (8225+ in China)	Minliang Yu & Xingyu Lin
JoyFit	www.joyfit.jp	Japan	JP	300+	219 (196 Joyfit 24, 23 Joyfit, 6 Yoga)	Masaru Okamoto
JR East Sports Co	https://www.jresports.co.jp/	Japan	JP	N/A	97	Masahiro Anabuki



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JSS Corporation	www.jss-group.co.jp	Japan	JP	84	85 (83 swimming, 2 tennis)	M. Furutani
Jumeirah Group	https://www.jumeirah.com/	UAE	UAE, BAH, KUW, OM, KSA, SP, UK, IT, IDN, MDV, CN,	N/A	28 (6 in APAC)	Katerina Giannouka
Jump One	https://www.jumpone.jp/	Japan	JP	N/A	15	Takahiko Sumi & Eiji Hashimoto
Kamalaya	www.kamalaya.com	Thailand	TH	1	1	John & Karina Stewart
Kaya Health Clubs	https://kayahealthclubs.com.au/	Australia	AUS	N/A	2	Christian Ruggeri
Kempinski Hotels	https://www.kempinski.com/	Germany	Global (35+)	N/A	80 (29 in APAC)	Bernold Schroeder
KONAMI Sports	www.konami.com	Japan	JP	N/A	255 (137 Owned, 111 managed, 7 others)	Takeshi Murota (President)
Kris Gethin Gyms	www.gethingyms.com	India	India	10	11	Jag Chima
Kuaikuai	www.kuaikuaikeji.com	China	CN	176	166	Xie Wenting
KX Pilates	www.kx.com.au	Australia	AUS	78	100	Selina Bridge
LA FIT	https://www.lafitstudio.com.au/	Australia	AUS	N/A	2	Jaye Cuypers & Claire Chidgzey
La Vie Hotels	https://www.laviehotels.com/	Australia	AU, CN, TH, BHU, LK, BNG, MDV, CAMB, UKR	N/A	22+	Jerry Xu
Langham Hotels	https://www.langhamhotels.com/	Hong Kong	HK, CN, IDN, AU, USA, UK, DE,	N/A	20 (14 in APAC)	Dr. Lo Ka Shui & Brett Butcher
Lanson Place	https://lansonplace.com/	Hong Kong	HK, CN, SG, MY, PH & AU	N/A	7	Michael Hobson
LAVA International	www.lava-yoga-global.com	Japan	JP, SG	420	450+	Takahiko Sumi
Lean Bean Fitness	https://leanbeanfitness.com/	Australia	AUS	N/A	2	Lizzie Bland
Lefit	www.lefit.com	China	CN	450	1000+	Han Wei and Xia Dong
Les Mills	www.lesmills.co.nz/clubs	New Zealand	NZ	12	12	Phillip Mills
Level Studio	https://level.com.sg/	Singapore	SG & IDN	N/A	2 in SG, 1 in JKT	Siok Han Tjoa
Level Up	www.levelupfitness.com	Malaysia	MY	13	16	Kenny Sia
Life & Soul	https://lifeandsoul.com.au/	Australia	AUS	N/A	4	Peter Athanitis
Lift Brands Asia-Pacific	www.liftbrands.com	Australia	AUS, NZ, IDN, SG	N/A	330 Snap 24/7 clubs / 35 x 9Round in APAC	Chris Caldwell
Liking Fit	www.likingfit.com	China	CN	147	53	Cui Wenlong





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Listen To Your Body (LTYB)	https://listentoyourbody.com.au/	Australia	AU	N/A	17	Ben Fletcher
Live Well Health Clubs Australia	https://livewellhealthclubs.com.au/	Australia	AU	N/A	2	Adrian Ramlu
Lotte Hotels & Resorts	https://www.lottehotel.com/	KOR	KOR, USA, JP, VN, MYM, UZB		34 (31 in APAC)	Seijin Ahn
Love Athletica	https://www.loveathletica.com.au/	Australia	AUS	N/A	5	Mat Knipe and Caroline Knipe
Luckybird Fitness	www.jinjiniao.com	China	CN	400+	0 (Ceased Operations)	Zhou Rong
Manhattan Prime Fitness	https://manfit.ru/	Russia	RU	N/A	2	Igor Davidchuk
Martha Tilaar Salon Day Spa (PT. Cantika Puspa Pesona)	http://www.marthatilaarspa.com/	Indonesia	IDN	N/A	5	Martha & Wulan Tilaar
Marriott International	https://www.marriott.com/	USA/HK	Global (140+)	N/A	8000+	Global- Tony Capuano   International - Craig Smith   Asia - Raj Menon   Sean Hunt - Australasia
Megafit	http://www.megafitchina.com/gsjj/index.aspx	China	CN	N/A	9	He Shusen
Melia Hotels	https://www.melia.com/	Spain	Global (40+)	N/A	325 (21 in APAC)	Gabriel Escarrer Jaume
Metro Fitness	https://metrofitness.ru/	Russia	RU	N/A	5	N/A
Minor/Anantara/Rakxa	www.minor.com	Thailand	Global (10+)	530+	550+ (includes 484 gyms and 128 spas)	William Heinecke
Minyoun Hospitality	https://www.minyounhotels.com/	China	CN	N/A	32	Zhang Jianming
Mirako Fitness	www.qjjs.net	China	CN	78	56	Michael Gao
MOHG & Oberoi	www.mandarinoriental.com	Hong Kong	Global (10+)	30+	36 hotels + 7 residences	James Riley
MORE FIT	www.morefit.com.tw	Taiwan	TW	NA	4	Jerry Tung
Movement 101	https://www.movement101.com.au/	Australia	AUS	N/A	7	Claudia Bem
Movement Collective	https://www.movementcollective.com.au/	Australia	AUS	N/A	3	Rod Cooper
Movement Health Clubs	https://movementhealthclubs.com.au/	Australia	AUS	N/A	3	Tammy Taylor
Move Private Fitness	https://www.moveprivatefitness.com/	Malaysia	MY	2	4	CJ Lee
Multifit	https://multifit.in/	India	India	N/A	9	Dr. Samir Kapoor
Muse Pilates Studio	https://musepilatesstudio.com/	Australia	AUS	N/A	10	Allana Frisken
MyFirstGym	https://myfirstgym.com.au/	Australia	AUS	N/A	14	Steven Ryan



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Narada Hotel Group	https://www.naradahotels.com/	China	CN	N/A	200+	Wang Jianping & Wu Qiyuan
NAS Sport Clubs Japan	https://www.nas-club.co.jp/	Japan	JP	N/A	95	Yoshinari Shibayama, Shigeo Inaba & Masami Kuroda
Natureland	https://www.natureland.com.sg/	Singapore	SG	9	10	Fion Wu
Next Gen Health & Lifestyle Clubs	www.nextgenclubs.com.au	Australia	AUS, NZ	6	6	Brett Leahy
Nirvana Fitness (Beijing Jade Bird Fitness)	Available on wechat	China	CN	N/A	4	Li Bin
Nitrro Fitness	https://www.nitrro.in/	India	India	8	17 (6 Owned & 11 Franchisees)	Prabodh & Soniya Davkhare
O2 Health Studio	https://www.o2healthstudio.com/	India	India	5	5	Nina Reddy
O2 Spa & Ridhiri Living	https://www.odespa.com/	India	India	N/A	47spas & 2 Retreat Resort	Ritesh Mastipuram
Octave	www.octaveinstitute.com	China	CN	1	2	Fred Tsao
Okura Nikko Hotels	https://www.okura-nikko.com/	Japan	JP, CN, TW, KR, IDN, VN, CAMB, TH	N/A	94 (84 in APAC)	Kikuhiko Okura
One Above Fitness	http://oneabovefitness.com/	India	India	N/A	7	Vishwas Shinde
One & Only Resorts by Kerzner Intl	https://www.oneandonlyresorts.com/	Malaysia	Global (10+)	N/A	12 (2- ME   3 - APAC)	Philippe Zuber
Onyx Hospitality Group	https://www.onyx-hospitality.com/	Thailand	TH, CN, VN, BNG, MDV, MY, LK, LAO	N/A	49 all in APAC	Yuthachai Charanachitta
Orangetheory	www.orangetheory.com	USA	Global (10+)	1,500+	1,521	David Long
Orangetheory Fitness China	www.orangetheory.com	China	CN	3	4	Ronnie Cai
Oslo Health and Fitness	https://my-oslo.com.au/	Australia	AUS	N/A	4	Vivian Yu & Dane Wilding
Osteostrong	www.osteostrong.me	USA	Global (10+)	145	160	Kyle Zagrodzky
Outrigger Hospitality Group	https://www.outrigger.com/	USA	USA, TH, MDV, FJ, MAU		31 (6 in APAC	Jeff Wagoner
Ozi Gym & Spa	https://www.ozigym.com	India	IDN	9	9	Manbir Malhan
Ozone Clubs	www.ozoneclubs.com	India	India	9	10	Naveen Kandhari
Pan Pacific Hotels Group	https://www.panpacific.com/	Singapore	AU, BGD, CA, CN, JP, MY, MYM, SG, TH, UK, USA, VN	N/A	31 (25 in APAC)	Choe Peng Sum
Paradigm Fitness	www.paradigmfitnessindonesia.com	Indonesia	IDN	2	2	JJ Sweeney
Park Hotel Group	https://www.parkhotelgroup.com/	Singapore	SG, MY, CN, MDV, JP, HK	N/A	10	Allen Law



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Peaches Pilates	https://www.peachespilates.com/	Australia	AUS	N/A	4	Tori Clapham
Peak Fitness MY	https://peakfitness.com.my/	Malaysia	MY	5	5	Andrea Lim
Peninsula Fitness	https://www.peninsulafitness.com.au/	Australia	AUS	N/A	2	Leyre Farrar
Peninsula Hotels	https://www.peninsula.com/	Hong Kong	CN, HK, PH, JP, TH, USA, UK, FR, TUR	N/A	12 (6 in APAC)	King Man Clement Kwok
Philippines Sports Performance (PSP Gyms)	www.facebook.com/PSP-Fitness-Gym-Philippines-103454921425570	Philippines	PH	N/A	38	Phoebus Apollo Samson
Physcial Fitness & Beauty	www.physical-ppai.com.hk	Hong Kong	HK, CN	108	65	Ni Jianmin
Physique57	https://physique57.com/	USA	USA, INDO, TH, UAE	N/A	5 + (UAE -1 India-3 TH- 3)	Jennifer Vaughn Maanavi
Pilates & Co	https://pilatesandco.com.au/	Australia	AUS	N/A	2	Roz & David Norman
Pilates Altitude	http://www.pilatesaltitude.com/	India	India	N/A	15	Samir Purohit and Namrata Purohit
Pilates Republic	https://pilatesrepublic.net/	Australia	AUS	N/A	4	Courtney Miller
Pink Fitness India	https://www.pinkfitness.in/	India	India	N/A	37	Arun Kathiresan
Planet Fitness Australia	www.planetfitness.com.au	Australia	AUS	9	13	Dallas Rosekelly
Plej Fitness	https://www.plejfitness.com/	India	India	N/A	15	Raj Gill & Rohan Satish
Pound for Pound Fitness PH	http://www.poundforpoundfitness.ph/	Philippines	PH	N/A	20	Keith Picazo and Marichris Picazo
Power World Gyms	https://www.powerworldgyms.com/	Sri Lanka	LK	N/A	28	Talavou Alailima
Powerhouse Gym China	www.powerhousegym.com	China	CN	39	20	Christy Cao
Premier Leisure Clubs PLC	https://www.yourplc.com/	Australia	AUS	N/A	18	Scott Lewis
Pro Trener Studios (Personal Training)	https://pro-trener.ru/	Russia	RU	N/A	5	Andrey Zhukov and Anton Feoktistov
ProFresh	https://profreshfitness.ru/	Russia	RU	N/A	2	Alexandra Khalenkova
Pure Group	www.pure-fitness.com	Hong Kong	SG, HK, CN	44	40	Gavin Black
Qingdao Impulse Health	www.impulse.com	China	CN	166	84	Chang Leilei
Quickfit Health Clubs	https://quickfithealthclubs.com.au/	Australia	AUS	13	14	Seth Leverton & Linda Allen
Radisson Hotel Group	https://www.radissonhotels.com/	USA	Global (100+)	N/A	160 in APAC	Federico J. González
Recovery Lab	https://recoverylab.com.au/	Australia	AUS	N/A	7	Mathew James



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Refit	<a href="https://refit.co.id/">https://refit.co.id/</a>	Indonesia	IDN	N/A	8	Irawan Amanko
Renaissance Inc	<a href="http://www.s-renaissance.co.jp">www.s-renaissance.co.jp</a>	Japan	JP, VN	170 (131 owned, 32 managed, 7 franchised)	172 [139 owned, 23 managed, 10 franchised].	Toshikazu Saito
Renma Fitness	<a href="http://www.renmafitness.com.cn">www.renmafitness.com.cn</a>	China	CN	29	43	Zhang Li
Rental Private Gym 24h rep!	<a href="https://rep24.style/">https://rep24.style/</a>	Japan	JP	N/A	6 (womens-only)	Toru Takahashi
Republika	<a href="https://republika.ru/">https://republika.ru/</a>	Russia	RU	N/A	5	Angela Kuvshinnikova
Resense	<a href="http://www.resensespas.com">www.resensespas.com</a>	Germany	Global (10+)	77	90	Kasha Shillington
REUNION Training	<a href="https://www.reuniontraining.com/">https://www.reuniontraining.com/</a>	Australia	AUS	N/A	2	Luke Isotonin
REVL Training	<a href="http://www.revl.com.au">www.revl.com.au</a>	Australia	AUS, UAE, SG	10	18 Franchised	Ben Woolford & Josh Gibson
Revo Fitness	<a href="http://www.revofitness.com.au">www.revofitness.com.au</a>	Australia	AUS	13	22	Andrew Holder
Revolution SG	<a href="https://www.revolution.com.sg/">https://www.revolution.com.sg/</a>	Singapore	SG	N/A	4	Mark Fung & Kevin Lee
Rhino's Gym	<a href="http://www.rhinosgym.in">www.rhinosgym.in</a>	India	India	7	5	Harmeet Singh Luthra
Rileys Gym	<a href="https://www.rileysgym.com.au/">https://www.rileysgym.com.au/</a>	Australia	AUS	N/A	3	Fady Ziade
Rise Nation	<a href="https://www.risenation.com/">https://www.risenation.com/</a>	USA	USA, AUS, PH	N/A	USA- 4   2- AU   1- PH   1 CN	Jason Walsh
Ritual Gym	<a href="http://www.ritualgym.com">www.ritualgym.com</a>	Singapore	BR, SW, SP, SG, USA, CN	9	9 (5 in APAC)	Brad Robinson
RIZAP	<a href="http://www.rizapgroup.com">www.rizapgroup.com</a>	Japan	JP, SG	129	129	Takeshi Seto
ROAR Active	<a href="https://roar.com.au/">https://roar.com.au/</a>	Australia	AUS	N/A	5	Joanna Vaauli
Rosewood	<a href="http://www.rosewoodhotels.com">www.rosewoodhotels.com</a>	Hong Kong	Global (10+)	35	41	Sonia Cheng
Ryderwear Gym	<a href="https://www.ryderweargym.com/">https://www.ryderweargym.com/</a>	Australia	AUS	N/A	3	David Lukic & Natalie Lukic and David Makaveli
S Hotels and Resorts	<a href="https://www.shotelsresorts.com/">https://www.shotelsresorts.com/</a>	Thailand	TH, MDV, FJ, MAU UK	N/A	38	Thitima Rungkwansiriroj & Dirk De Cuyper
S1 Training	<a href="https://s1training.com.au/our-studios/">https://s1training.com.au/our-studios/</a>	Australia	AUS	N/A	8	Kieran Turner & Chris Houston
S30 Studio	<a href="https://s30studio.com.au/">https://s30studio.com.au/</a>	Australia	AUS	N/A	8	Luke Faulkner
SANA Studios	<a href="http://www.sana-studio.com">www.sana-studio.com</a>	Indonesia	IDN	3	3	Abimantra Pradhana
Sarva Yoga Studio	<a href="http://www.sarva.com">www.sarva.com</a>	India	India	40+	70+	Sarvesh Shashi



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Seibu Holdings ( AKA. Prince Hotels & Staywell Holdings)	https://www.seibuholdings.co.jp/	Japan	JP	N/A	149 (112 in APAC)	Seibu- Takashi Goto   Staywell- Simon Wan   Prince Hotels & Resorts- Yoshiki Kaneda
Shangri-la Hotels & Resorts	www.shangri-la.com	Hong Kong	Global (22)	100+	100+	Hui Kwong Kuok & Beng Chee Lim
Shine Cycle / Shine X	www.shine-cycle.com	Brunei	Brunei	2	2	Her Royal Highness Princess Azemah Ni'matul Bolkiah and Yang Amat Mulia Pengiran Muda Bahar
Siam Wellness Group	https://www.siamwellnessgroup.com/	Thailand	TH	1 Resort and 20+ spas	1 Resort and ~50 spas	Wiboon Utsahajit
Sinofit	www.sinofit.cn	China	CN	120	95	Fu Weixin
Sista Fitness	https://sistafitness.com.au/	Australia	AUS	N/A	2	Maggie Carroll
Six Senses	https://skinlabmedspa.com/	Thailand	Global (10+)	16 Hotels, 27 Spas	17 Hotels, 26 Spas	Neil Jacobs
Skinlab: The Medical Spa	https://skinlabmedspa.com/	Singapore	SG	N/A	8	Kelvin Chua
Slimmer's World	https://slimmersworld.com.ph/	Philippines	PH, TH	33	33	Desiree Moy
Solaris	http://www.solaris.in/	India	IDN	4	6	Jayant Pawar
Soneva	https://soneva.com/	Thailand	MDV, TH	N/A	3	Sonu Shivdasani & Eva Malmström Shivdasani
Soul Athletic	https://www.soulathletic.com.au/	Australia	AUS	N/A	3	Chris Dixon & Eleesha Nesci-Dixon
South Pacific Healh Clubs	www.southpacifichc.com.au	Australia	AUS	8	8	Conn Constantinou
Spa Ceylon	https://lk.spaceylon.com/	Sri Lanka	LK	N/A	16	Shalin Balasuriya & Shiwantha Dias
Spa Espirit Group	https://www.spa-esprit.com	Singapore	SG	N/A	3	Cynthia Chua
Space Cycle	www.spacecycle.com	Taiwan	TW, CN	N/A	3	Matthew Allison
Spartan's Boxing	www.spartansboxing.com	Singapore	SG, AUS, UAE	12	15	Russ Harrison
Speedfit	www.speedfit.com.au	Australia	AUS	30	32	Matej Varhalik
SpoAny	www.spoany.co.kr	South Korea	South Korea	91	95	KD Kim
Sport-iv	https://sport-iv.ru/	Russia	Russia	N/A	3	Viktor Nikitin
Sports Oasis (Toyko, JP)	https://www.sportsoasis.co.jp/	Japan	JP	N/A	42 (32 Clubs, 1 Spa, 9 Studios)	Yamagishi Michiyasu
Stadium Fitness	https://stadiumfitness.com.au/	Australia	AUS	N/A	2	Wayne Smith
Star Kali Fitness	http://www.starkalifitness.co.kr/	Korea	Kor	N/A	6	Im Seong-heon





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Stephanies Spa	https://stephanies.com.au/	Australia	AUS	N/A	6	Stephanie Shepherd
Stepz Fitness	www.stepzfitness.com.au	Australia	AUS	16	20	Sam Waller
Stretch Studios AU	https://www.stretchstudios.com.au/	Australia	AUS	N/A	3 AU, 1 UAE, 1 KSA	Dr. Alex Hopwood & Kayla Alpen
Strive Fitness – Parramatta Gym	https://strivefitness.com.au/	Australia	AUS	N/A	3	Chris Boctor & Josh Michael
STRONG Pilates	https://strongpilates.com.au/	Australia	AUS, NZ,	N/A	23	Michael Ramsey & Mark Armstrong
Structure Health and Fitness	https://www.facebook.com/StructureLHE/	Pakistan	PK	N/A	4	Raza Ali Munir & Muhammad Naeem Rana
Studio Pilates	www.studiopilates.com	Australia	AUS, CN, NZ	56	80	Jade and Tanya Winter
Sunpig	www.sunpig.cn	China	CN	240	81	Wang Feng
SUPERDEER	www.chaolu.com.cn	China	CN	40	35	Bi Changsheng
Supermonkey	www.supermonkey.com.cn	China	CN	100+	253	Liu Shuting
Surge Fitness 24:7	https://www.surgefitness.com.au/	Australia	AUS	N/A	4	Liam Taylor
Swire Hotels	https://www.swirehotels.com/	Hong Kong	HK, CN, USA	N/A	7	Dean Winter & Toby Smith
Swiss Belhotel Group	https://www.swiss-belhotel.com/	Hong Kong	IDN, AU, CN, NZ, VN, , QTR, PH, MY, OM, KUW, BAH, CH, EGY IRQ, KSA, UAE, TZA	N/A	125+ (92 in APAC)	Gavin M. Faull
Sydney Pole	https://sydneypole.com/	Australia	AUS	N/A	9	Mark Sheppard
Tapout Fitness	https://tapoutfitness.com/	USA	USA, CA, MX, IDN, PH, BD	N/A	22 (4 in APAC)	Rick Bouza & Marc Tascher
Tera Wellness	www.1012china.com	China	CN	123	141	Jin Yuqing
Thai Odyssey	https://www.thaiodyssey.com/	Malaysia	MY	N/A	42	Leon Chuah
The Ascott	https://www.discoverasr.com/	Singapore	Global (40+)	N/A	526 (440 in APAC)	Kevin Goh
The HIIT Factory	https://thehiitfactory.com.au/	Australia	AUS	N/A	8	Gary Arnstein & Colette McShane
The Outfit Gym	https://www.theoutfit.co.in/	India	India	N/A	3	Huzefa Talib
The Physique Workshop	www.thephysiqueworkshop.com	Nepal	Nepal	5	5	Sushant Pradhan
The Place Gym	www.theplace.com.kh	Cambodia	Cambodia	3	3	Pelly Afrinaldy
The Shilla Hotels & Resorts	https://www.shillahotels.com/	Korea	KOR & VN	N/A	17	Boo-jin Lee





Name of Club	Website	Corporate HQ	Countries Served	No of Clubs in 2021	No of Clubs in 2022	Leadership POC
TIPNESS	www.tipness-co-jp	Japan	JP	N/A	208	Kazuya Sakamaki
Topstretching	https://topstretching.com/	Russia	IDN, UAE, RU, UKR, BULG, BEL, CYP	N/A	25 (RU-18, IDN-1, UAE-4, BEL-1, UKR -1)	Anna Kanyuk
Total Fitness Club	www.totalfitness.com.cn	China	CN	48	48	Zhang Jianhua
TotalFusion	www.totalfusion.com.au	Australia	AUS	5	5	Leon McNiece
Tribute Boxing & Fitness AU	https://www.tributeboxing.com.au/	Australia	AUS	N/A	3	Mikaela Hardwick
TriFit	www.trifit.com.pk	Pakistan	Pakistan	4	5	Ahmar Azam
True Group	www.truegroup.com.sg	Singapore	SG, TW	25	25	Reina Lim
U TIME Fitness	https://utimefitness.com/	Hong Kong	HK, UK,	N/A	3 in APAC	Rey Bolivar
UBX	https://ubxtraining.com/	Australia	AUS, NZ, SG, UK,	90	95	Michael Jordan
UFC Gym	www.ufcgym.com	USA	Global (10+)	150+	142 (51 in ME + APAC)	Adam Sedlack
UFIT	www.ufit.com.sg	Singapore	SG	6	6	Will Skinner
Ultimate Performance	www.ultimateperformance.com	USA	Global (10+)	20	21	Nick Mitchell
Unifit Gym	https://www.unifitgym.co/	Malaysia	MY	N/A	7	Brandon Law
Upstate Studios	http://www.upstatestudios.com.au	Australia	AUS	N/A	5	Gail (Cuolahan) Asbell
Urban Heroes Tokyo	https://www.urbanheroestokyo.com/	Japan	JP	N/A	4	Anna Jung
Urban Spring Pilates	https://www.urban-spring.com/	Malaysia	MY	N/A	3	Wai Fun Low
Virgin Active APAC	www.virginactive.com	Australia	AUS, SG, TH	24	24	Dean Kowarski
Vision Personal Training	www.visionpersonaltraining.com	Australia	AUS, NZ	57	61	Andrew Simmons
Viva Leisure	www.vivaleisure.com.au	Australia	AUS, NZ, India	327 (133 owned, 194 franchised)	342 (162 owned 180 franchised)	Harry Konstantinou
Viva Pilates Studios	https://vivapilatesstudios.com.au/	Australia	AUS	N/A	3	Olivia Brusasco
Vivafit	www.vivafit.com	Portugal	PK, India, TW	6	14 (1 in ME, 1 in APAC)	Pedro Ruiz
Vive Active by F45	https://viveactive.com.au/	Australia	AUS, SG	N/A	4 in APAC	John Keats
VLCC Wellness	https://in.vlccwellness.com/	India	India, BNG, LK, UAE, QTR, KW, OM		318+	Vandana Luthra & Jayant Khosla



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Wanda Hotels Group	https://www.wandahotels.com/	Hong Kong	HK, CN	N/A	117	Wang Jianlin
WE Fitness	www.wefitnesssociety.com	Thailand	TH	7	9	Mesayon Denkriangkrai (COO)
WeBarre	www.webarre.com	Singapore	SG, HK	6	6 (3 owned, 3 franchsied)	Linda Tang and Anabel Chew
Wharf Hotels	https://www.wharfhotels.com/	Hong Kong	HK, CN, PH	N/A	16	Thomas Salg
Whyte Woolf	https://www.whytewoolf.com/	China	CN	N/A	14	Shen Qiang
Will's Fitness	www.willsgym.com	China	CN	145	166	Will Wang
World Class/Russian Fitness Group	www.worldclass.ru	Russia	RU, KZ, KRG, BLR, GEO	82	115	Nikolay Pryanishnikov & Olga Slutsker
World Gym Australia	www.worldgymaustralia.com	Australia	AUS	30	37	Jon Davie and Mike Nysten
World Gym Taiwan	www.worldgymtaiwan.com	Taiwan	TW	105	94	John Caraccio
Wyndham Hotels & Resorts	https://www.wyndhamhotels.com/	USA	Global (95+)	N/A	8,900+ hotels (1070+ in APAC)	
X-Body	www.xbody-lab.jp	Japan	JP	11	7	Keisuke Sakamoto
X-FIT	https://www.xfit.ru/	Russia	RU	N/A	95	Victor Pilipchuk
XOFIT AU	https://xofit.com.au/	Australia	AUS	N/A	4	Xochil Gonzales
Xponential	https://www.xponential.com/	USA	Global (10+)	N/A	2200+	Anthony Geisler
YMCA Australia	www.ymca.org.au	Australia	AUS	99	99	Tal Karp
Yoga Movement	www.yogamovement.com	Singapore	SG	8	8	Peter and Alicia Thew
Zadi Training	www.zadi.com.au	Australia	AUS	3	3	Adala Bolto
Zhongtian Fitness	www.zhongtian.cn	China	CN	1000+	1128	Zhu Xingliang



# OUT OF THE FRYING PAN, INTO THE FIRE AND...



**Ross  
Campbell**  
Founder &  
CEO



At the start of 2022, Omicron burned through the world, paving a way for pandemic measures and restrictions to fade as an endemic state was reached. Arguments and fury will rage, till the end of time, about the (mis)appropriation of these mandates and measures. However, we cannot change the past, we must embrace and celebrate what we now have.

Personally, I celebrated family get-togethers, frontline workers (who continue to sacrifice themselves serving backlogs of patients), the restarting of events and sports, my daughter not wearing a mask in school, and our resilience to get through this nightmare. I celebrated humanity.

In Q2, our near-term future seemed so bright. Economies were ratchetting (some rocketing) back up, a new health-conscious consumer was born, and people were travelling again, en masse to see friends and families, reuniting

after years apart. The stars were aligning. Surely now was the time for health, fitness and wellness to boom.

Sadly, for many, this rainbow and its pot of gold, were a mirage. Our industry jumped out of the frying pan and into the fire.

Q3 brought a looming recession (certainly in the West), rising inflation levels, depressed capital markets, FX currency volatility, rising energy prices, as well as, rising geopolitical tension sparked from the Ukraine-Russia war, all igniting a fire to block our path to resurrection. We also saw many governments (especially in APAC) frustratingly stutter with releasing their restrictions, adding to their citizens' overall fatigue.

Mask on, mask off. App on, app off. People fled instead to purchase new holiday memories, they feasted, they drank, but they never returned to clubs, studios, spas and apps as expected.

For most health, fitness and wellness businesses, 2022 was a grind, a slog. Member/Subscription sales, top line revenue and visits all rebounding but at slower paces than forecast. CAC has increased again and there is scarcity of new talent on top of already strained in-house talent. We stand again at the foot of a mountain and not on top of it.

Some things sadly are always lost in the fire, but never our spirit. Although the flames still burn, we must rise again from their ashes and climb this new mountain. We must rekindle our industry's spark and our connection to our customers.

We must work together to ensure we set the world alight in 2023, not with fire but with our continued innovation, compassion, empathy and conviction of making people happier and healthier. Our brightest days are ahead of us, not behind us. We climb this mountain as one. We remain #strongertogether





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