



LesMills

LES MILLS 2021 GLOBAL FITNESS REPORT

WE'VE SPOKEN TO 12,157 CONSUMERS ACROSS THE GLOBE TO MAP THEIR FITNESS HABITS

Post Pandemic Fitness Landscape The Live Revival The Human Factor The Secret Sauce What's Hot Starting Out Total Fitness Transcendence

2021 LES MILLS Global Fitness Report Market Participation

1. USA

. Brazil

3. U

4. Germany

Norway

6 Sweden

Finland

8. Denmark

Saudi Arabia

10. UAE

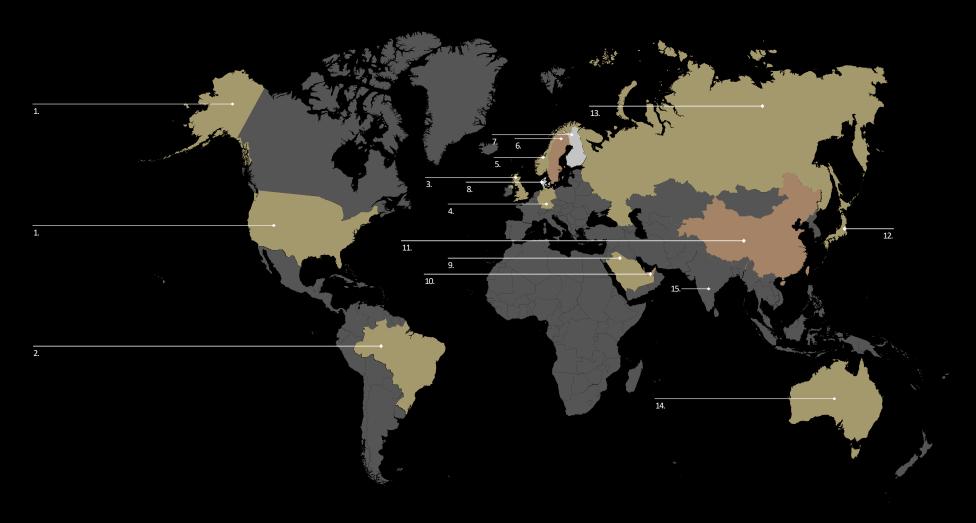
11. China

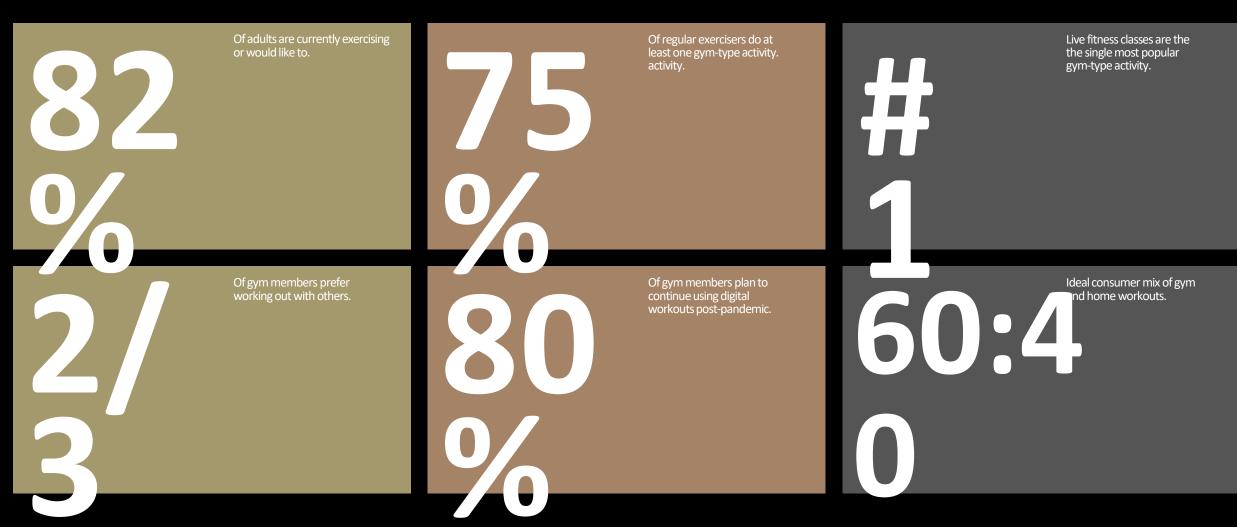
Japa

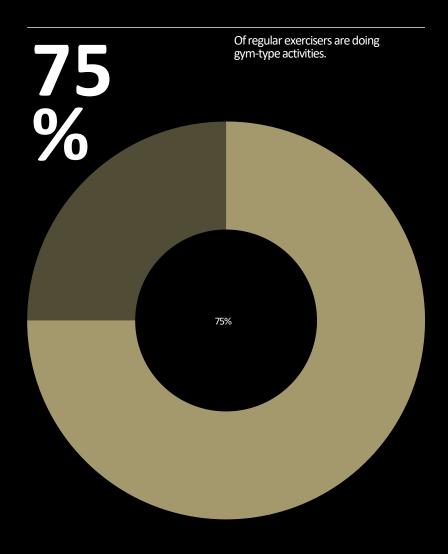
Russia

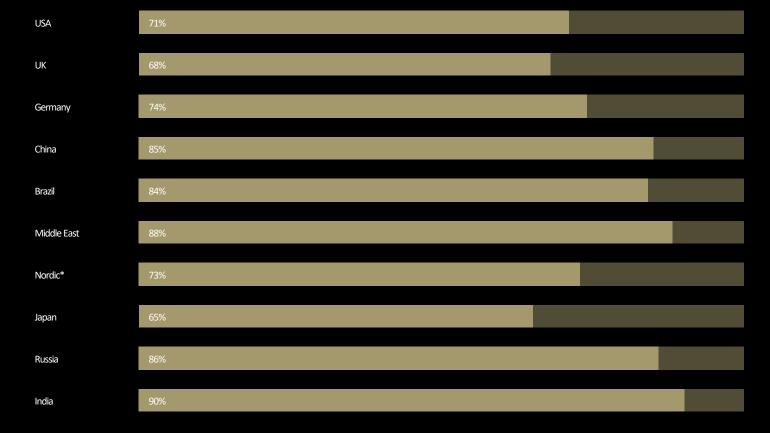
14. Australia

15. India





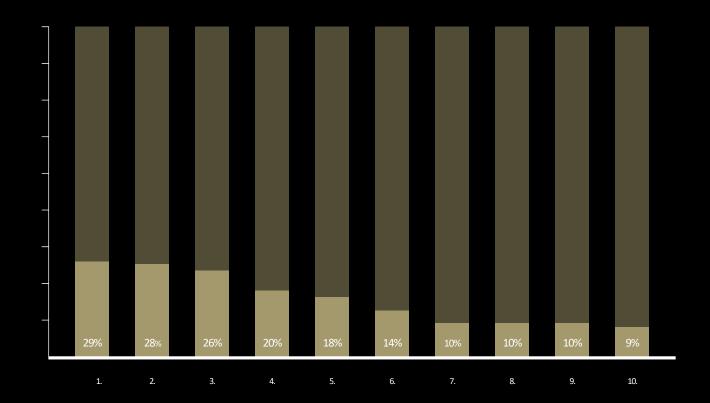


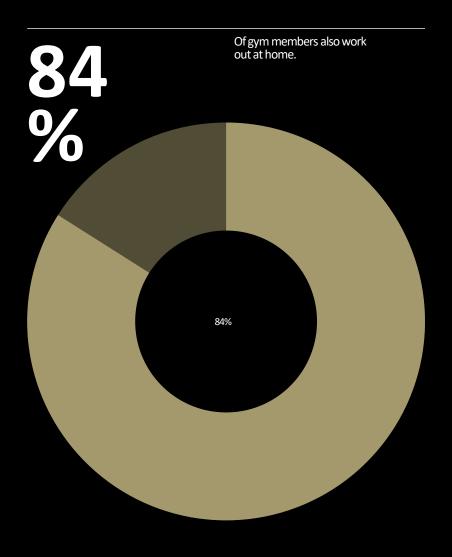


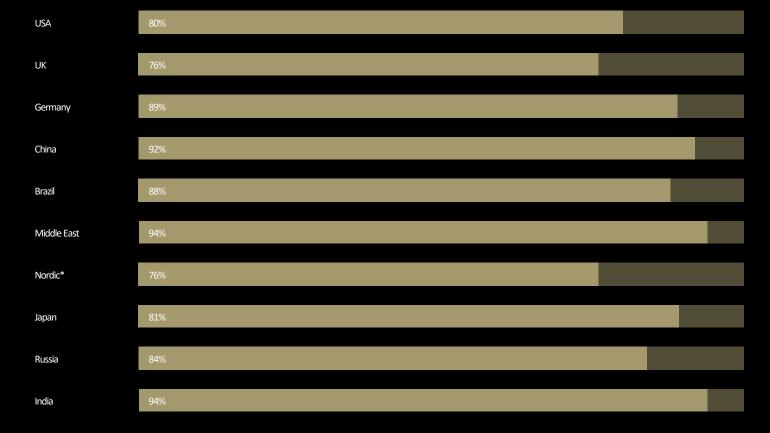
ANDSCAPE

COVID-19 has brought both threats and opportunities for fitness providers to navigate. What will it take to come out on top once restrictions have lifted?

- Fitness Classes to Music (Live in Facility) 1.
- Cardio Equipment 2.
- Weight Training Personal Training 3.
- 4.
- Fitness Classes to Music (Digital or Livestreamed) 5.
- Yoga/Pilates 6.
- Dance 7.
- Functional Workouts (Eg. Crossfit) 8.
- Indoor Cycle Classes 9.
- Small Group Training 10.







WHAT'S HOT?

The lowdown on which workouts consumers can't get enough of – and which workouts they've had enough of.

32%

62%

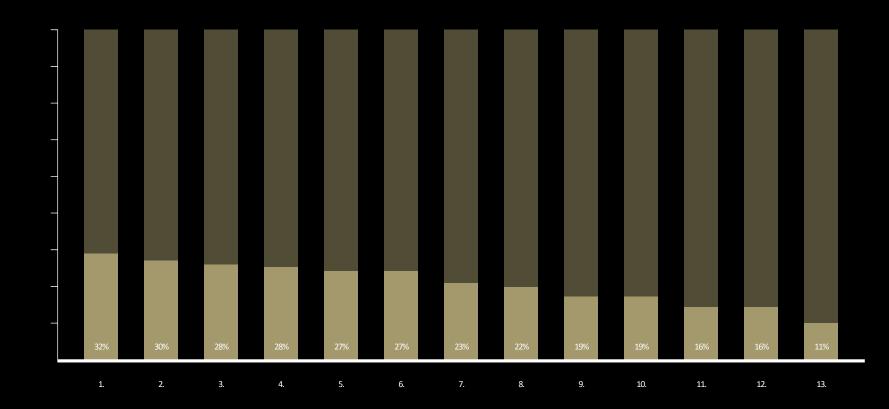
86%

High Intensity Interval Training (HIIT) is the most popular fitness class format.

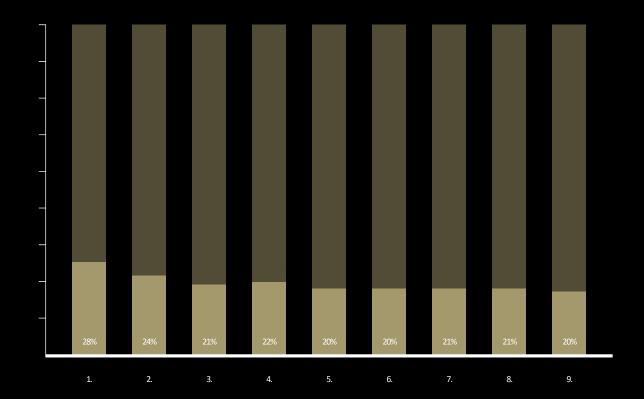
Quality elements* are key to fitness class choice with 62% of participants citing them as a top 3 determinant.

Of group fitness participants are doing a doing a branded class.

- 1. HIIT High Intensity Interval Training
- 2. Indoor Cycling
- 3. Dance
- 4. Stretching/Mobility
- 5. Core Conditioning
- 6. Step Aerobics
- 7. Strength Training
- 8. Other Cardio/Aerobics
- 9. Pilates
- 10. Martial Arts
- 11. Yoga
- 12. Boxing
- 13. Functional Circuit Training

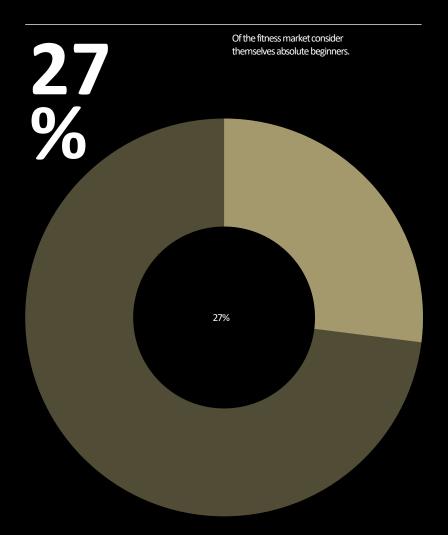


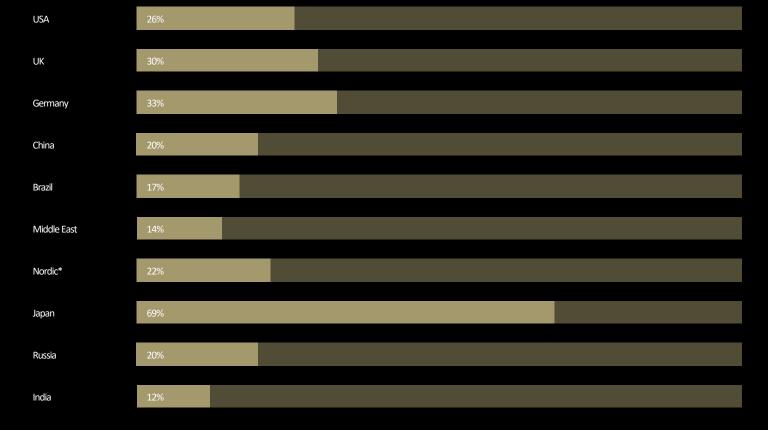
- 1. Quality of the Instructor
- 2. Quality Music is Used
- 3. Type of Class
- 4. Quality Equipment
- 5. Proven to get Results
- 6. Price of Classes
- 7. Quality Choreography/Class Design
- 8. The Time of Class
- 9. Quality Sound System



STARTING OUT

The pandemic has created a new generation of fitness fan. But who are they? And what do they want from a fitness experience?





Struggle to find the motivation motivation to exercise.

Quality of the Instructor is the

beginners look for in a fitness

most important thing

class (30%).

2X

Live classes at the facility are twice as twice as enticing for beginner gym gym prospects as livestream classes. classes

b/0/0/

Of beginners say they prefer to work out alone.

The pandemic has created a new generation of exercise exercise beginners (27% of the market) who have taken taken tentative steps into fitness and are now deciding deciding what comes next.

Opportunity abounds for operators who can appeal to appeal to these groups and understand the unique barriers barriers to exercise they face. Although 81% of beginners beginners are interested in group activities, 67% say they say they currently prefer to exercise alone, suggesting a suggesting a confidence chasm that needs to be bridged bridged before beginners feel fully comfortable.

Instructors and wider staff have a key role to play in helping them to feel welcome, while helping beginners to find intrinsic motivation to exercise will be key to their long-term adherence.

2/3

Of gym members prefer working out with others.

#1

Quality of the Instructor is the most important thing beginners look for in a fitness class (30%).

60:4

0

Ideal consumer mix of gym and home workouts.

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37

0/0

Struggle to find the motivation to exercise.

