



A STRONG FIT FOR YOUR PROPERTY.

the gym

thegymgroup.com

ALDI

Currys PC World

WHATEVER YOU WANT TO GET FROM A GYM, FIND IT AT thegym

WHATEVER YOU WANT TO GET FROM A GYM, FIND IT AT thegym

ONLY £16.99 MONTH

HIGH SPEC EQUIPMENT

FREE CLASSES

the gym



THE GYM GROUP AT A GLANCE.

**CARDIFF CITY CENTRE
OPENED DECEMBER 2018**

**OVER
180
GYMS**

**IPO IN
NOVEMBER
2015**

**LOW LEVELS
OF DEBT**

**20 NEW
OPENINGS
IN 2019**

**ACQUIRED
18 LIFESTYLE
& 13 EASY
GYM SITES**

**2019
TURNOVER
£153.1M**

**ONLY
UK LISTED
FITNESS
OPERATOR**

**24%
LOW
COST
GYM MARKET
SHARE**

**FOUNDED
IN 2007
BY JOHN
TREHARNE**

**OVER
695,000
MEMBERS**

**NET ASSET
VALUE OF
146M**

BREAKING DOWN BARRIERS TO FITNESS.

**ONLINE
JOINING**

**AVERAGE OF
310,000
VISITS PER SITE
PER ANNUM**

**24/7
ACCESS**

**NO
CONTRACT**

**20%
OF JOINERS
HAVE
NEVER
ENTERED A
GYM BEFORE**



tone



KIDDERMINSTER
OPENED MAY 2019

the gym.

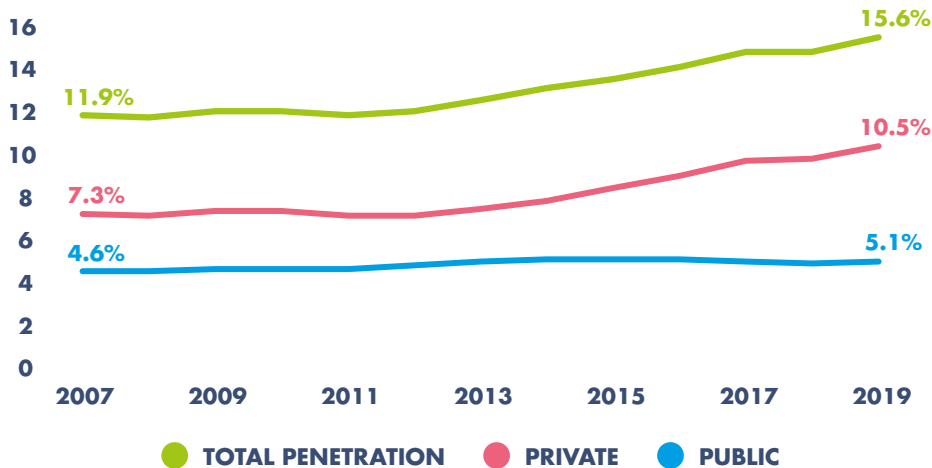


UK HEALTH & FITNESS MARKET OPPORTUNITY.

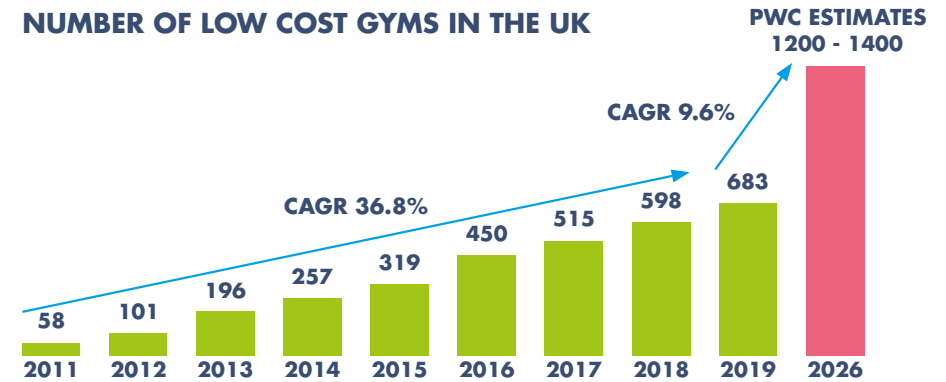
**LIVERPOOL CENTRAL
OPENED OCTOBER 2009**

LONG TERM STRUCTURAL GROWTH DRIVEN BY LOW COST GYMS

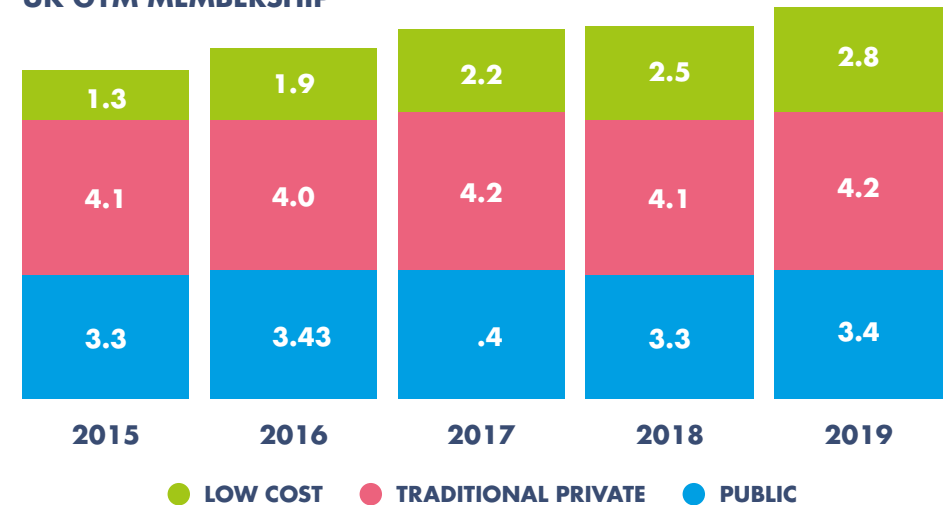
PENETRATION RATES FOR HEALTH & FITNESS CLUBS IN THE UK



NUMBER OF LOW COST GYMS IN THE UK



UK GYM MEMBERSHIP



21% MARKET GROWTH DRIVEN BY LOW COST

1% LIMITED GROWTH FROM TRADITIONAL PROVIDERS

1% PUBLIC MEMBERSHIP STAGNANT

THE PRIVATE SECTOR HAS BEEN DRIVING THE INCREASE IN PENETRATION SINCE 2012, LED BY THE EMERGENCE OF LOW COST GYMS

PWC ESTIMATES THE LOW COST MARKET COULD DOUBLE BY 2026

DURING THE GLOBAL FINANCIAL CRISIS GROWTH RATES FLATTENED BUT DID NOT DECLINE

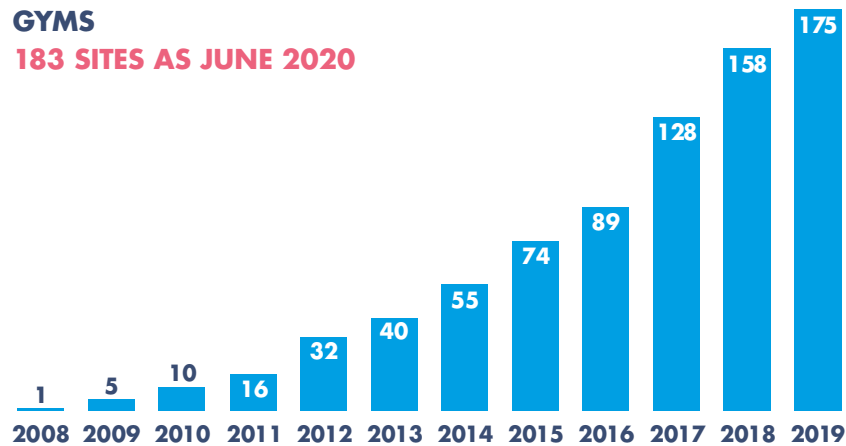
MEMBERSHIP OF HEALTH AND FITNESS CLUBS HAVE BEEN IN STRUCTURAL GROWTH FOR MANY YEARS

STRONG & CONSISTENT GROWTH OVER 11 YEARS.

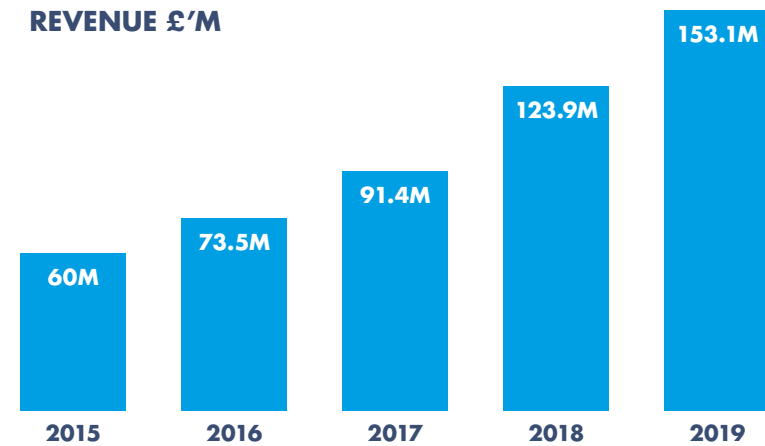
NET DEBT
DEC 2019:
£47.4 MILLION

NET ASSET VALUE
DEC 2019:
£146 MILLION

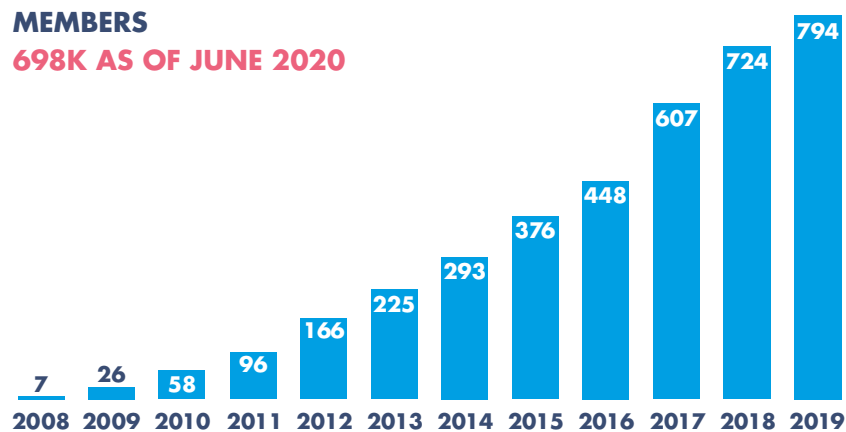
GYMS
183 SITES AS JUNE 2020



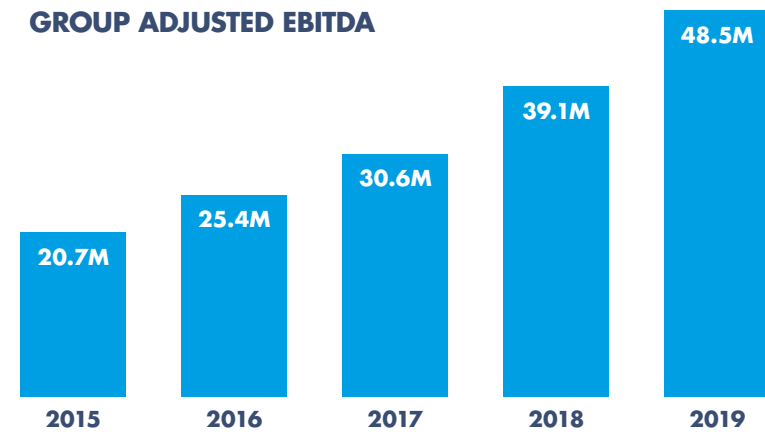
REVENUE £'M



MEMBERS
698K AS OF JUNE 2020



GROUP ADJUSTED EBITDA





move

onit
oy
t

a roomful of
structors

SWINDON
OPENED DECEMBER 2019

SUCCESSFUL & SUSTAINABLE BUSINESS MODEL.



COMPELLING MEMBER PROPOSITION

- **EXCELLENT LOW COST PRODUCT DRIVES HIGH LEVELS OF MEMBERSHIP**
- **NO CONTRACT**
- **24/7 ACCESS**
- **LARGE RANGE OF MARKET LEADING EQUIPMENT**
- **AVERAGE OF 310,000 VISITS PER SITE PER ANNUM**
- **HIGH LEVELS OF MEMBER SATISFACTION**



TECHNOLOGY LED BUSINESS MODEL

- **INVESTMENT IN TECHNOLOGY HAS CREATED A LOW OPERATING COST, HIGH MARGIN BUSINESS**
- **STATE OF THE ART SECURITY SYSTEM TO FACILITATE 24/7 OPENING HOURS**
- **ONLINE JOINING**
- **2019 LAUNCH OF FITNESS APP**



HIGH QUALITY ESTATE

- **DISCIPLINED SITE SELECTION PROCESS AND RE-INVESTMENT ASSISTED BY ATTRACTIVE COVENANT FOR LANDLORDS**
- **IN HOUSE "LOCATION" ANALYTICS TEAM**



Good things
come to those who
work out



tone

Share the kit

When it's busy, instead of leaving the equipment
while someone's waiting, ask them to use it and work
a set while you're waiting.

Neat and tidy

If you always put the weights back where they belong,
not only will your equipment be an extra lift, you're more
likely to find them when you come back.

Don't drop them

It's a great exercise, but please don't drop the weights
on the floor. It's very noisy, causes damage and will
hurt your feet.

lift

LONDON, FELTHAM
OPENED OCTOBER 2017

the gym.

REOPENING OUR SITES COVID-SECURE PRINCIPLES DEVELOPED WITH ACADEMICS FROM SHEFFIELD HALLAM UNIVERSITY



SHIELD

AVOID AFFECTED PEOPLE
VISITING THE GYM



REDUCE

REDUCE THE RISK OF INFECTION
FROM AIRBORNE TRANSMISSION



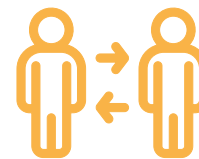
PREVENT

REDUCE THE RISK OF INFECTION
FROM CONTACT ON SURFACES



SUPPORT

IDENTIFYING AND SUPPORTING
VULNERABLE PEOPLE



LIMIT

REDUCE THE SOCIAL
INTERACTION BETWEEN PEOPLE



EDUCATE

EXPLAINING, TRAINING
AND INGRAINING SAFE
PRACTICE IN THE GYM



SOCIAL DISTANCING

LIMIT NUMBER OF PEOPLE ON SITE

EQUIPMENT SPACING

MARKINGS ON FUNCTIONAL
TRAINING FLOOR

BENCHES ON GYM FLOOR

SCREENS



ENHANCED CLEANING PROGRAM

INCREASED CLEANING HOURS

ELECTROSTATIC SANITISER GUN

HAND SANITATION AND
EQUIPMENT CLEANING STATIONS



LIMITING CAPACITY

LIMITING NUMBER OF MEMBERS ON
SITE TO 1 PERSON PER 100 SQ FT

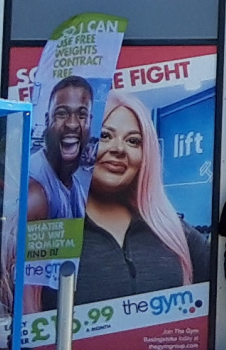
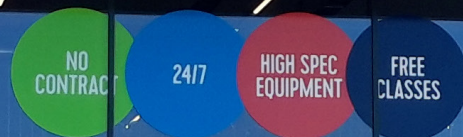
CONTACTLESS ENTRY USING QR CODE

OUR VENTILATION SYSTEMS WORK
WITH 100% FRESH AIR, WITH NO
RECIRCULATION, SUPPORTED BY
LARGE OPEN PLAN LAYOUTS

BUSYNESS TRACKER TO ALLOW
MEMBERS TO SEE WHEN THEIR
GYM IS LESS BUSY

the gym.

**HIGH QUALITY
ESTATE.**



TO LET

MORGAN WILLIAMS
020 7493 4455
www.morganwilliams.co.uk

Don Gazzard
@morganwilliams.co

**BASINGSTOKE
OPENED SEPTEMBER 2019**



- **24 NEW GYMS PER YEAR ON AVERAGE OVER THE PAST 5 YEARS.**
- **FLEXIBLE USE OF VACANT COMMERCIAL SPACE**
- **5,000 – 20,000 SQ FT**
- **REGULAR RE-INVESTMENT WITH 6-7% REVENUE SPENT ON MAINTENANCE**
- **AVERAGE FIT OUT COST OF LARGE FORMAT GYMS - £1.35M INCLUDING HIGH SPEC M&E INVESTMENT.**
- **STATE OF THE ART 24/7 SECURITY COVERAGE**



HIGH QUALITY PORTFOLIO OF LANDLORDS & SHAREHOLDERS.

ONLY UK LISTED
HEALTH & FITNESS
COMPANY IN THE UK

PROVEN TRACK
RECORD

5A1 D&B
COVENANT FOR
LANDLORDS

“The £40m equity raise puts the company in a very strong position, and we certainly do not expect that all industry players will have similar access to capital. This balance sheet strength gives the company a strong competitive advantage.”

Richard Taylor, Barclays Equity Research

SHAREHOLDERS INCLUDE*:



WIDE RANGE OF EXISTING LANDLORDS INCLUDING:





LONDON, COLLIERS WOOD
OPENED JULY 2019

the gym.



**SO WE CAN CONTINUE
OUR NATIONWIDE EXPANSION.**

**WAKEFIELD
OPENED JULY 2018**

LANDLORD BENEFITS

REQUIREMENTS



OPTIMUM SIZE 5,000-20,000 SQ FT.
MAXIMUM TWO FLOORS.
LOWER GROUND FLOORS CONSIDERED.



DENSE POPULATION /
WORKFORCE CATCHMENTS



HIGHLY VISIBLE LOCATIONS /
EASY ACCESS TO PARKING OR
CLOSE TO MAJOR TRANSPORT HUBS



ACQUISITION OF EXISTING GYM
OPERATORS CONSIDERED



OFFICES / RETAIL PARKS / MIXED USE
/ CAR SHOWROOMS / DEVELOPMENT
SITES / ROADSIDE / CITY CENTRE OR OUT
OF TOWN LOCATIONS ALL CONSIDERED



POTENTIAL FOR 24/7 D2 USE



GOOD FLOOR TO CEILING HEIGHTS



LEASEHOLD AND FREEHOLD
OPPORTUNITIES CONSIDERED

**15 YEAR
LEASES**

**OVER
698,000
MEMBERS**

**PROVEN
TRACK
RECORD**

**AWARD-
WINNING,
MARKET-
LEADING
BUSINESS**

**SIGNIFICANT
DAILY
FOOTFALL
DRIVER**

**SUBSTANTIAL
FUNDS FOR
CONTINUED
EXPANSION**

**5A1
COVENANT**
(DUN AND BRADSTREET)

**SPEEDY
APPROVAL
PROCESS**

**EXCELLENT
COVENANT
MARKET SECTOR
LEADER.**

**ONLY GYM
OPERATOR
LISTED ON THE
LONDON STOCK
EXCHANGE.**

**OVER
183 UNITS.**

**WHATEVER YOU
WANT FROM A GYM,
FIND IT AT THE GYM.**



HEAD OF PROPERTY ACQUISITIONS

Oliver Tester
07808 771 745
oliver.tester@thegymgroup.com



LONDON, INSIDE M25 & SOUTH EAST

Erin Peyman
07850 474 078
erin.peyman@thegymgroup.com



ESTATES MANAGER

Rona Kelly
07976 829077
rona.kelly@thegymgroup.com



**MIDLANDS, EAST ANGLIA,
NORTHERN HOME COUNTIES,
SOUTH WALES & SOUTH WEST**

Mike Hill
07976 477 000
mike.hill@thegymgroup.com



**SCOTLAND, NORTH WALES
& NORTH OF ENGLAND**

Michael Hosie
07738 788 439
mike.hosie@thegymgroup.com



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