

FIT FOR THE FUTURE



The Gym Group is a fast growing, leading disruptive provider of high quality low cost gyms, with 165 gyms in major towns and cities nationwide. Founded in 2007 by Founder Director John Treharne, the Group pioneered the low-cost gym model and has now grown to over 796,000 members.

A high quality estate

- 165 gyms opened in ten years
- Proven national proposition
- Multiple geographic locations
- Multiple building types
- Rigorous data-driven appraisal process

A disruptive, technology-led business

- A simple online joining process that can be completed in minutes.
- Members can manage their accounts, view class timetables and book classes using computer, tablet or mobile.
- Automated access control and 24 hour CCTV
- The use of technology results in an efficient staffing model, with no need for dedicated in-gym sales and marketing teams.
- Electronic monitoring of gym equipment usage means fit-outs are tailored to member requirements.

A compelling member proposition

- ▶ High quality gym equipment and exercise areas
- ▶ Market-leading low price monthly membership¹
- ▶ 24/7 access²
- ▶ Convenient locations
- ▶ Free group exercise classes
- ▶ No contract
- ▶ Extra benefits with LIVE IT membership
- ▶ Online joining and member area
- ▶ Professional, helpful staff and access to Personal Trainers

1. £17.91 average membership per month as at June 2019.

2. All gyms branded The Gym open 24/7 excluding nine gyms as at 30 June 2019 due to licensing restrictions.

Growing the market

£5.0bn

UK gym market value

+21%

low cost segment
CAGR from 2015 - 2019

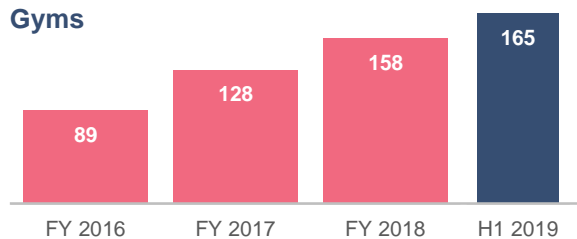
24%

The Gym estimated share
of UK low cost gym market

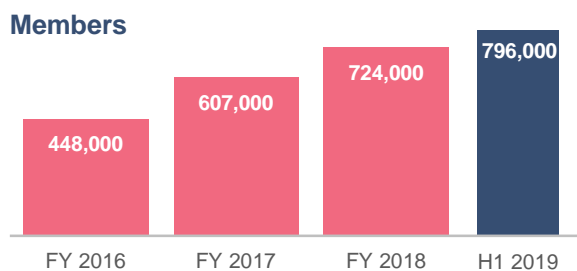
Significant headroom for growth

Strong financial and operating results

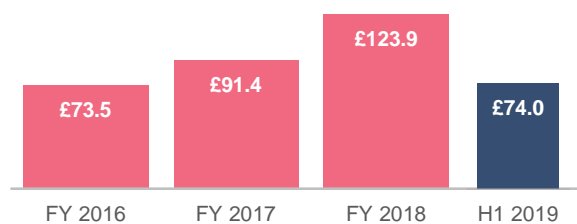
Gyms



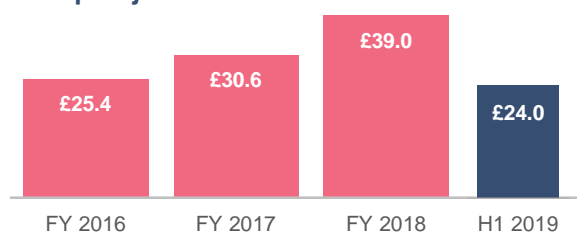
Members



Revenue £m



Group Adjusted EBITDA £m¹



Growth strategy

The Gym Group's strategy is to continue its strong track record of delivering profitable growth and strong returns on capital by leveraging its technology-led, low cost business model to:

- Drive performance of our recently opened gyms
- Improve operating efficiencies
- Expand through selective property roll-out
- Invest in improving our member proposition
- Focus on our people

Strong pipeline

- Strong pipeline of new gyms for current year
- Targeted roll-out of between 15-20 sites a year
- Large and experienced property team
- Strong plc covenant

Award winning



1. Group Adjusted EBITDA is now calculated under IFRS 16 basis which excludes IAS17 Property Rent charges, to maintain a comparable measure Cash Rent paid in the period is added back as an expense.

