

# MOVE WITH PURPOSE.

#### **Contents**

Why people move with Myzone?	4
The Myzone journey	:
Key consumer stats	(
Myzone key stats	;
Myzone Effort Points (MEPs)	ġ
MEPs Status rewards	10
Our effort ecosystem	1:
The Myzone app	13
MZ-Switch	19
Club hardware	10
Club software	10
Integrations	19

# THE MISSION

To increase the adherence of exercise.

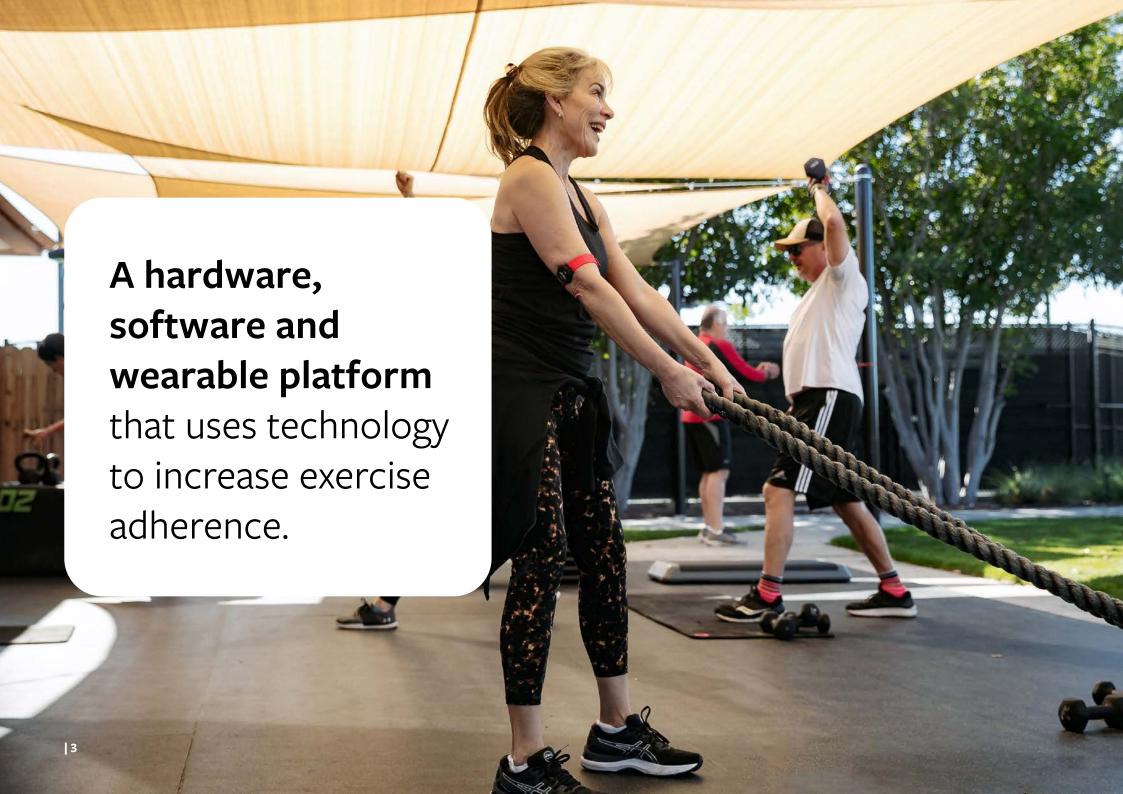
# **THE VISION**

To help people feel good about exercise by focusing on effort rather than fitness.

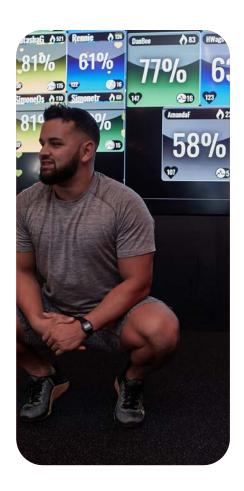
# **THE OUTCOME:**

We keep your members coming back.





# WHY PEOPLE MOVE WITH MYZONE?



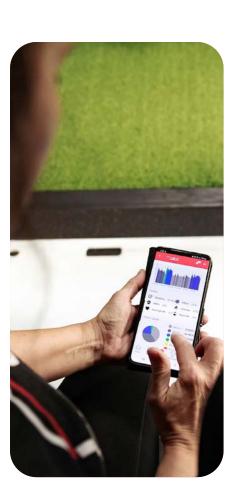
Purpose driven product development

Facilitating a lifetime commitment to health, and unrivalled dedication to your club.



Diverse and inclusive communities

For everyday effort to elite performance.



MEPs and Metrics

Effort based data that's personalised, comparable and sharable.



B2B to drive B2C

Partnerships to enable, engage and inspire movement and drive retention.

# THE MYZONE JOURNEY

2009

#### **Problem Identified**

Exercise adherence & Retention.



2010

#### Myzone comes into action

Solution developed for the industry by the industry. Wireless transfer of data stored on HR monitor.



2011

#### **Full Launch**

With patent on 'the wireless transfer of data from a stored belt' NA + pending ROW.



2015

#### MZ-3 Launch

Fitness without walls' improved connection for users.



2015

#### **Expanding on Bluetooth**

Expanding opportunity of connected activity.



2017

#### **Myzone Re-Branding**

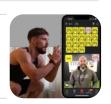
Aligned to global expansion.



2020

#### **MZ-Remote Launch**

Enabling partners to retain clients remotely.



2021

#### **MZ-Switch Launch**

The worlds first interchangeable HR monitor. Chest, arm, wrist. (Patent pending)



2022

#### **Myzone adds Private Equity Investment**

Move more people through:

- 1) Increased B2B partnerships
- 2) Territory expansion
- 3) Organisation growth
- 4) B2C Fitness Event Support





2023

#### **B2B Brand Acceleration**

B2B consumer data and insights focus to support partners in retention and engagement targets.





# **KEY CONSUMER STATS**

84%

84% of gym members also workout at home.

Myzone provides a digital solution to engage and connect outside of the gym.

2x

Gym members are **2x** more likely to use at-home fitness options compared to non-gym goers.

Myzone ensures that your members always move with you.

24%

Members stay **24%** longer with Myzone than those without.

Myzone members spend **3x** more than your average member.

27%

On Average, **27%** of fitness consumers consider themselves absolute beginners.

Myzone provide easy to understand data, based on personal effort, helping create a positive relationship with movement.

86%

**86%** of group fitness participants are doing a branded class.

Myzone real time screens give you the gamified visual impact to build a branded class.

67%

67% of beginners say they prefer to work out alone.

Myzone effort points (MEPs) provide constant feedback and motivation, that a trainer can use as a conversation starter.

# **MYZONE KEY STATS**

2011

YEAR OF CREATION

84

**COUNTRIES** 

2.5M+

**DEVICES** 

**CLUBS** 

22

LANGUAGES

99.4%

HEART RATE ACCURACY

\*When worn on the chest





INNOVATION OF THE YEAR **AWARD WINNER 2021** 



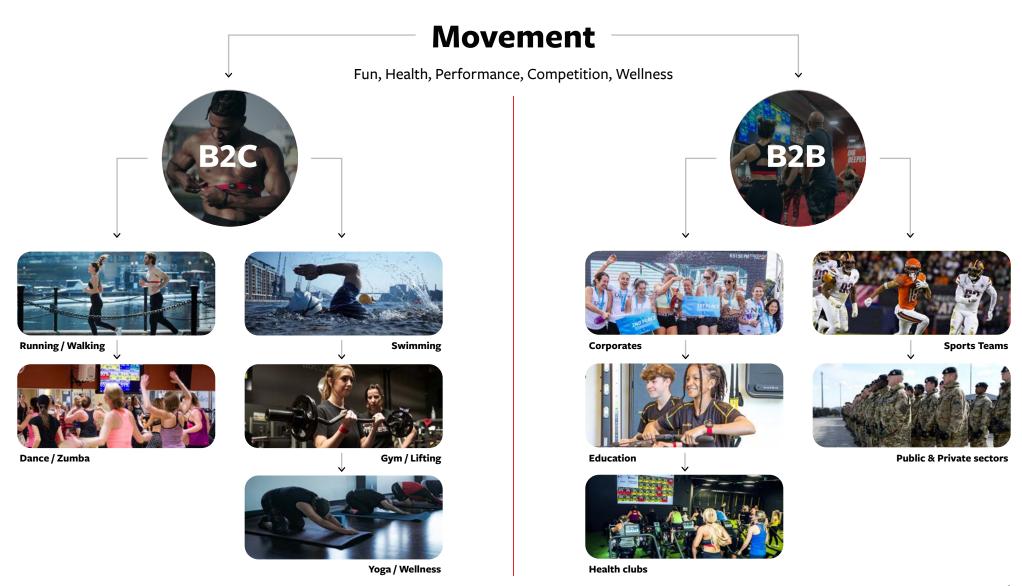








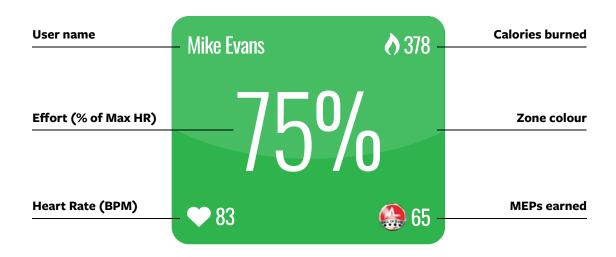
# UNITED BY MOVEMENT, MEASURED BY MEPS

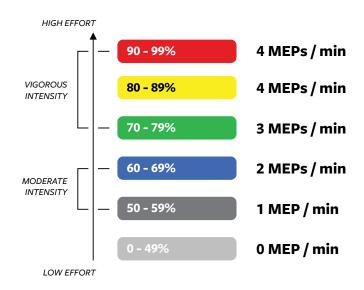


#### **MYZONE EFFORT POINTS**

Myzone Effort Points (MEPs) are Myzone's activity metric that represents an exerciser's real time intensity based on their personal Max HR.

Creating a level playing field for competition regardless of fitness level. The harder you work the more MEPs you earn.





MEPs trigger action and reward the process to help drive behaviour change.



**SCAN TO LEARN MORE** 

## **MEPs STATUS REWARDS**

# None | 0 Months









Iron | 1 Month

Bronze | 3 Months

Silver | 6 Months

Gold | 12 Months











Platinum | 12 Months

Diamond | 36 Months

Hall of Fame | 48 Months

HOF + 1 Year

HOF + 2 Years







HOF + 4 Years











HOF + 5 Years

HOF + 6 Years

HOF + 7 Years







HOF + 9 Years



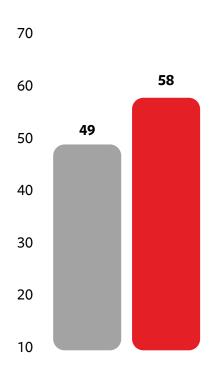
HOF + 10 Years

# Effort based achievement to promote adherence and engagement.

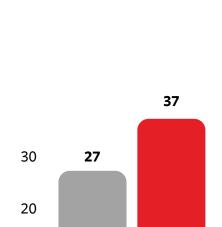


### THE MYZONE IMPACT

# (WXW



Myzone users have a 9 point higher NPS score than Non-Myzone users.

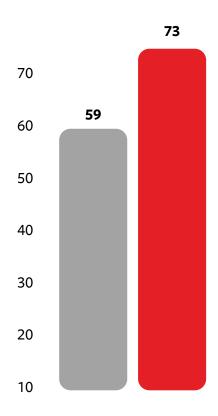


Myzone users are more satisfied with their fitness results by 10 points when compared to Non-Myzone users.

10

# Sample size 63,000 over 1500 locations.





Myzone users are more likely to be a member in 6 months by 14 points when compared to Non-Myzone users.

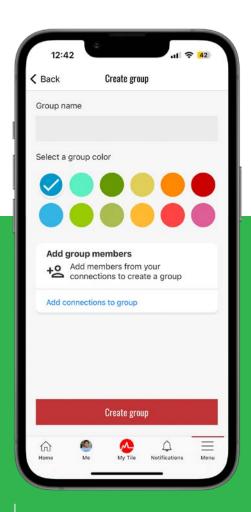
# **OUR EFFORT ECOSYSTEM**

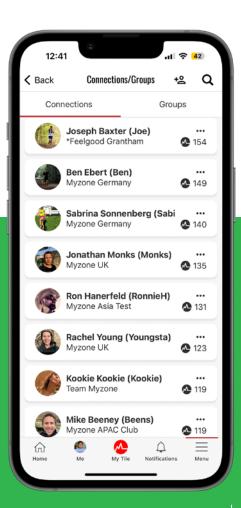
- Heart rate trackers
- Accessories
- In-club solution
- Free community app

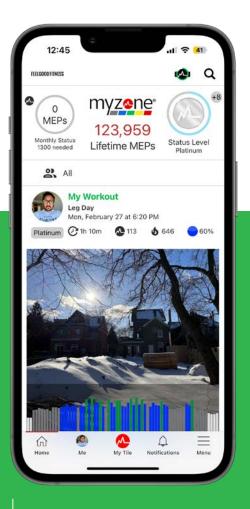
Providing real-time feedback, creating community and motivating members to move.

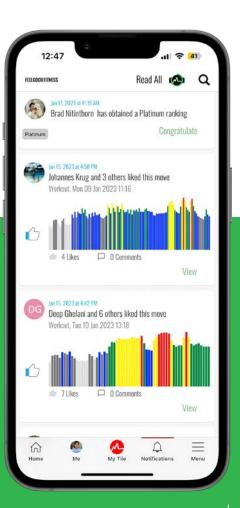


# CREATE A CONNECTED COMMU





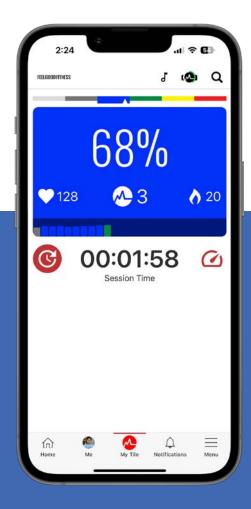


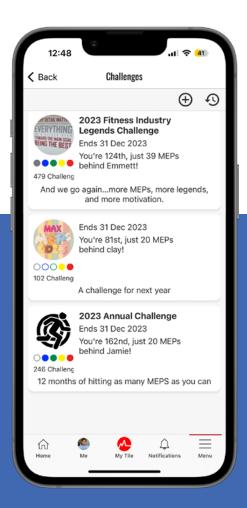


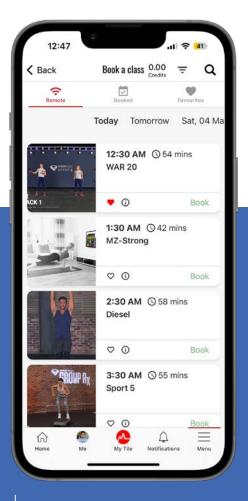
**Create your own community** 

Connect socially through Newsfeed, Group or Private chat

# JNITY WITH THE MYZONE APP









**View Real-time Effort tile** 

Global / Local challenges

**Book Live or Remote classes** 





# **CLUB PROGRAMMING**

## MZ-Club

Broadcast your own pre-recorded classes to all your members, through Myzone's booking diary. Add your pre-recorded content to the community app. All pre-recorded classes are on MZ-On Demand in the Myzone app.



## MZ-On Demand

Give your members access to over 700, and growing, pre-recorded online classes through the Myzone app. Accessible at anytime and anywhere.



# MZ-Together

Give your members access to Myzone's live classes. Global classes delivered by master trainers at scheduled times.



#### **MZ-Smart Station**



The most efficient circuit training solution. Guide members from exercise to exercise via live in club screens.

Every station of their circuit is shown on-screen, with videos of the exercise being completed, the zone colour they should be working in, and their personal tile. Members know exactly which station they're at, what exercise they're doing and how hard they should be working.

#### **MZ-Instruct**

#### A pre-set class designed by your trainers.

Bringing a new dynamic to your class and space through creating an easy-to-follow class. Members will follow the clear exercise visuals on your in-club screens. The expected heart rate zone for each exercise, and live feedback tile for every member can also be seen – motivating and supporting.



MZ-Bridge

Ensure every member can join the experience, by projecting their heart rate from their personal heart monitor onto your club screens or in class screens. To learn more, speak to a member of the staff or enquire at **info@myzone.org** 

### INTEGRATIONS

Myzone integrates and plays friendly with other technologies.

#### **Connected consumer devices**





Samsung Health GARMIN. POLAR. wattbike









#### **Connected consumer platforms**













#### **Rewards partners**





#### Club member apps



virtuagym E G Y M

#### **Cardio console integration**





#### **Club management software**















### MEDIA COVERAGE

**Forbes** BBG Stuff Inc. OCBS 73 ELLE

Women's Health abc FOX WAREABLE GT **ShortList** 

THE HUFFINGTON POST

**Men's Fitness** 





The Sunday Telegraph





yahoo! LOOK COACH

















**GIZMODO** 

























Retention is now two thirds better than it was before Covid. My advice to operators who are struggling with retention is to give Myzone 100%.

If you can integrate Myzone into what you deliver, there is no end to what you can achieve.

- Karl Frew, Freedom Bootcamp
- Undesirable childhood experiences of becoming hot and breathless led to an avoidance of exercise throughout my life. That was until my retirement a few years ago when I introduced to Myzone.
  - Carole, aged 69
- Using Myzone as an additional training tool and the ability to know how I should feel gives me the confidence to push myself safely to achieve far more than I ever thought I could.
  - Paul, aged 58

myz.ne®

myzone.org | info@myzone.org