

Bespoke Survey Research

January 2024

Fitness

Volume 29 | Quarterly Survey
1,250 US Consumers Balanced To Census
Tickers Covered: PTON, PLNT

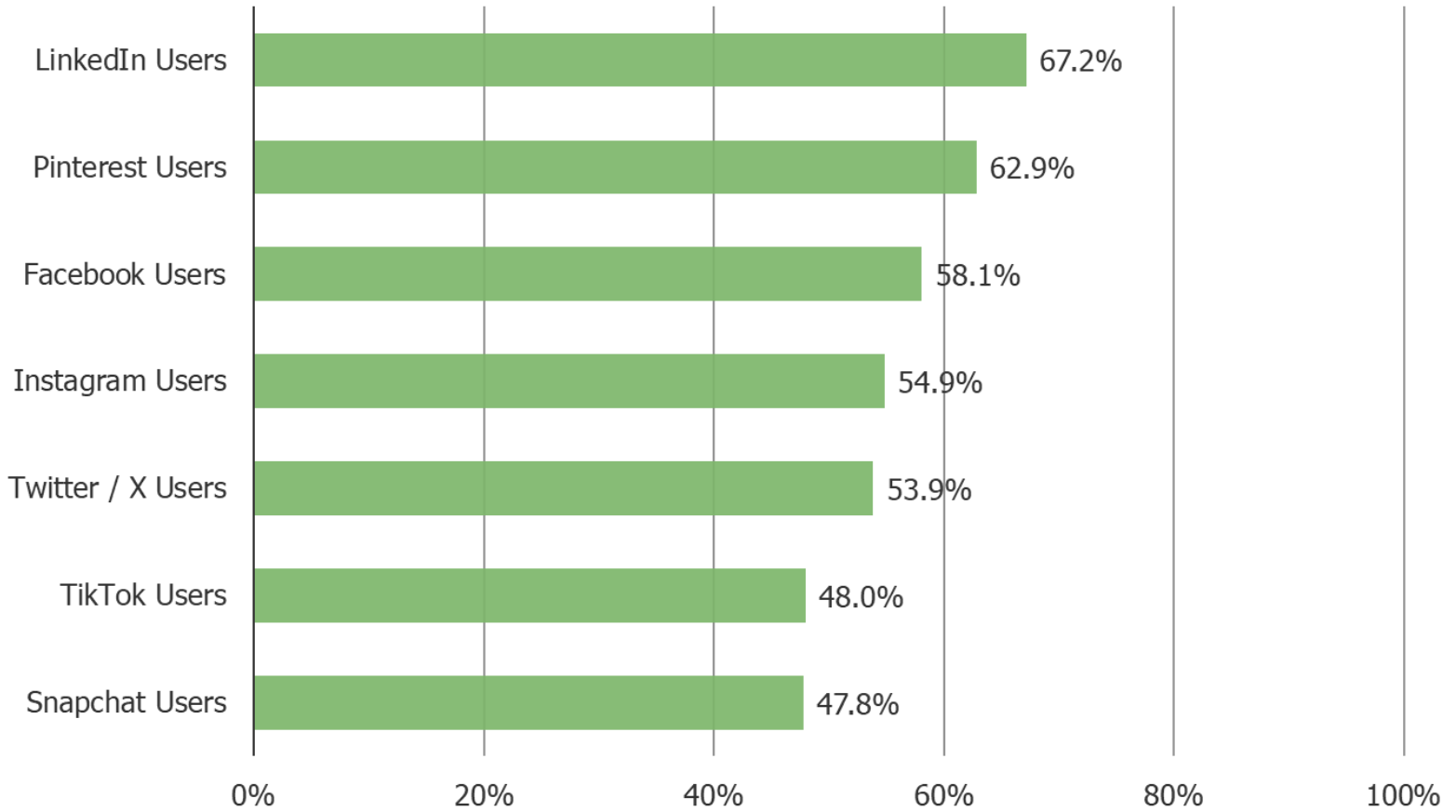
Key Takeaways:

- ❑ Consumers continue to view the Peloton brand as more for wealthy consumers than for all. This sentiment has been more flat/unchanged q/q.
- ❑ Peloton customers are more likely to see Peloton as a fitness bike company while the broader population views it more as an exercise and wellness company.
- ❑ TikTok and Snapchat users have a lower level of awareness of the Peloton brand compared to awareness of other social media platforms tested.
- ❑ Among those who aren't currently customers of Peloton, the majority don't have interest in app-only access (data is virtually unchanged sequentially).
- ❑ There is a large delta in sentiment readings toward Peloton by respondents who are customers of the brand vs. respondents who are just aware of the brand. Customers love it, but those who aren't customers view it as expensive, overpriced, and luxury.
- ❑ Consumer interest in at-home fitness brands/products peaked during the pandemic and readings remain lower at the moment compared to that peak.
- ❑ Over time, consumer preferences have shifted toward preferring to invest in gym memberships as opposed to at-home products.
- ❑ The share of respondents who are current members of a gym is tracking flat q/q and roughly in-line with historical trend.

RECENTLY ADDED QUESTIONS

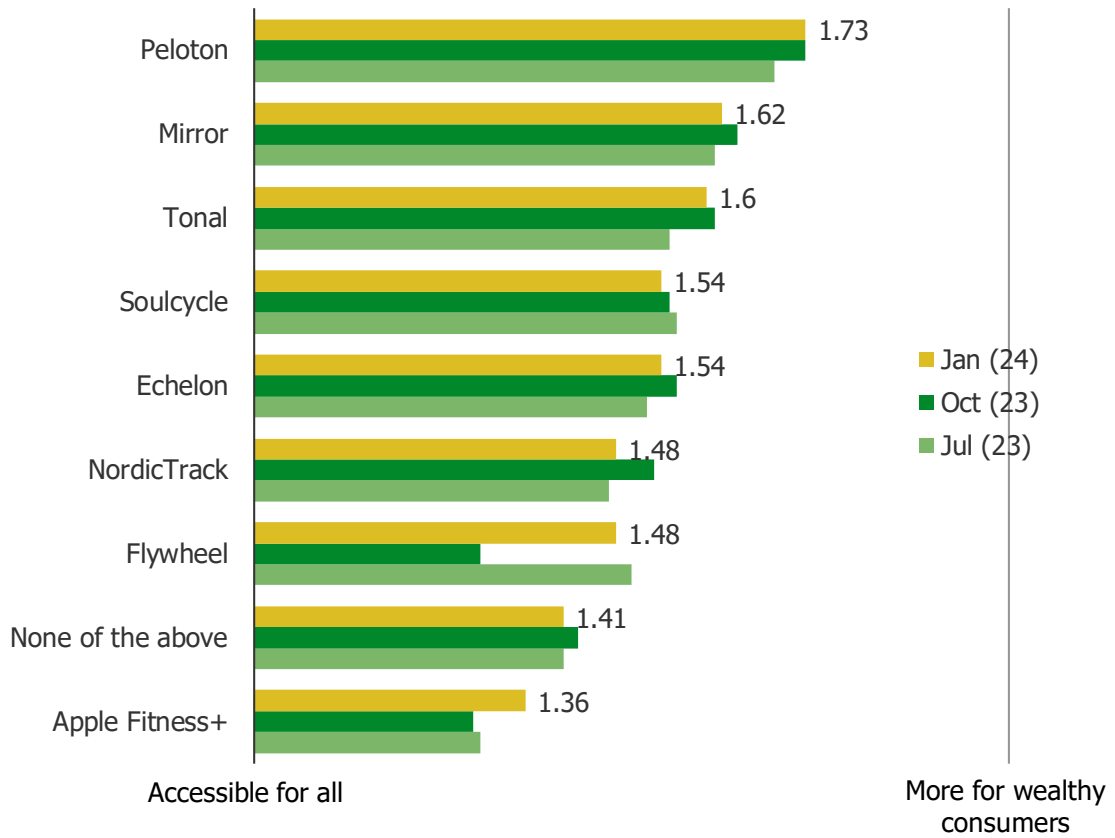
% AWARE OF PELOTON – FILTERED BY USERS OF DIFFERENT SOCIAL MEDIA APPS

Posed to all respondents.

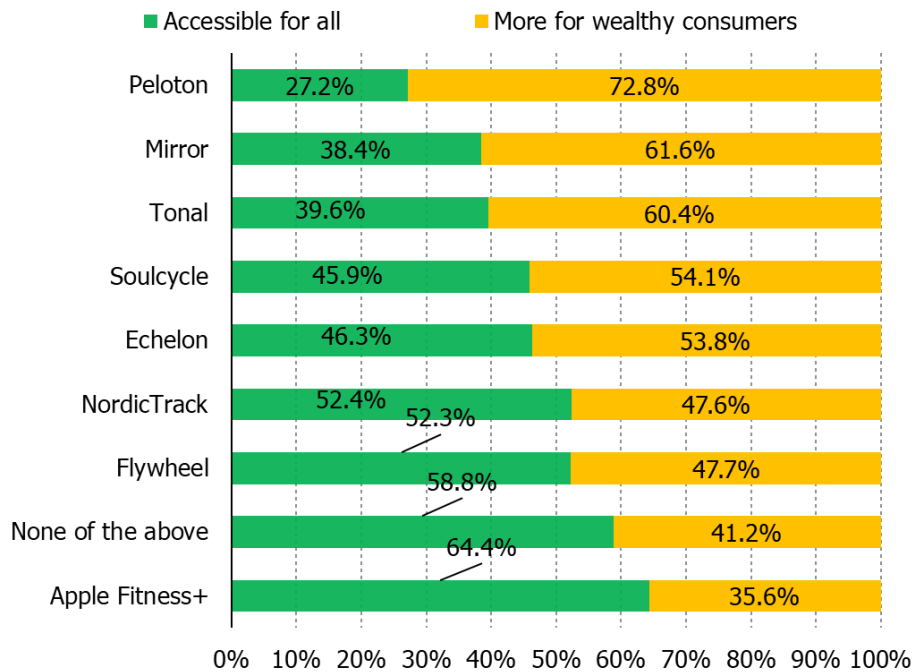


TO WHAT EXTENT DO YOU BELIEVE THIS BRAND IS...

Posed to respondents who are aware of each of the following brands...

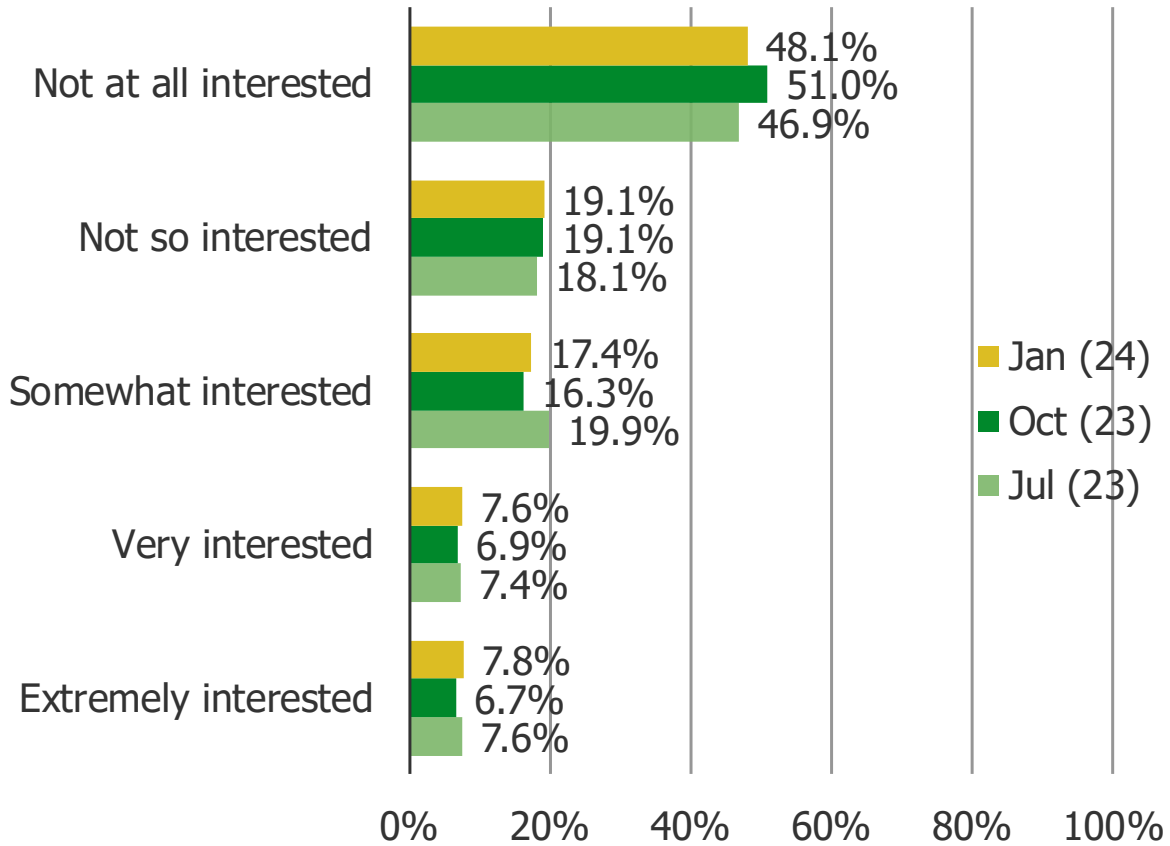


January 24 Data Breakout



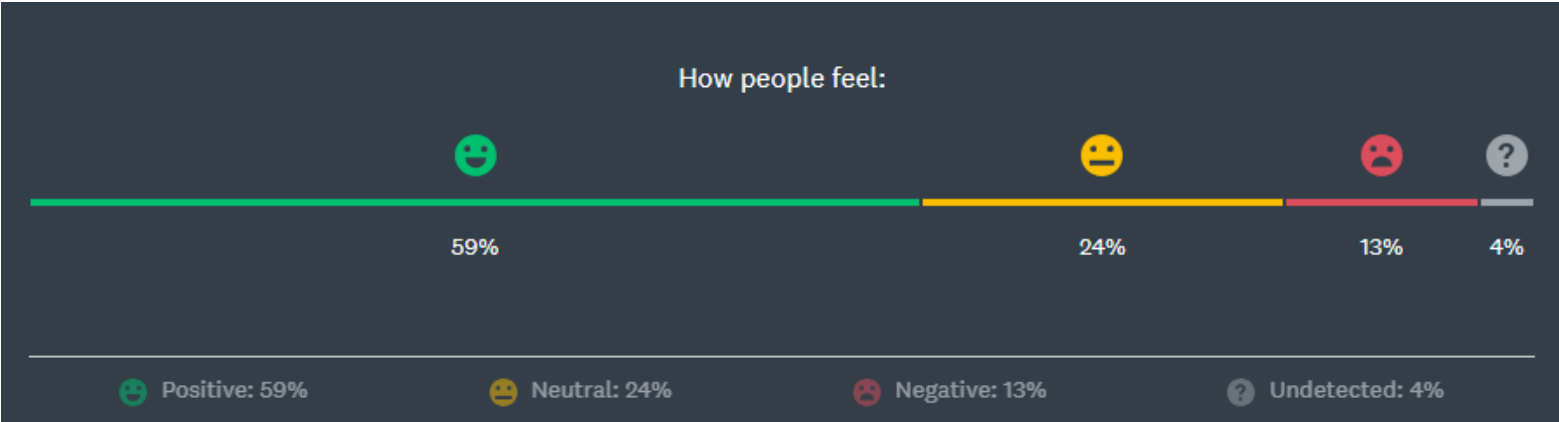
HOW MUCH INTEREST WOULD YOU HAVE IN USING THE PELOTON APP WITHOUT THE PELOTON EQUIPMENT?

Posed to respondents who do not own any Peloton equipment.



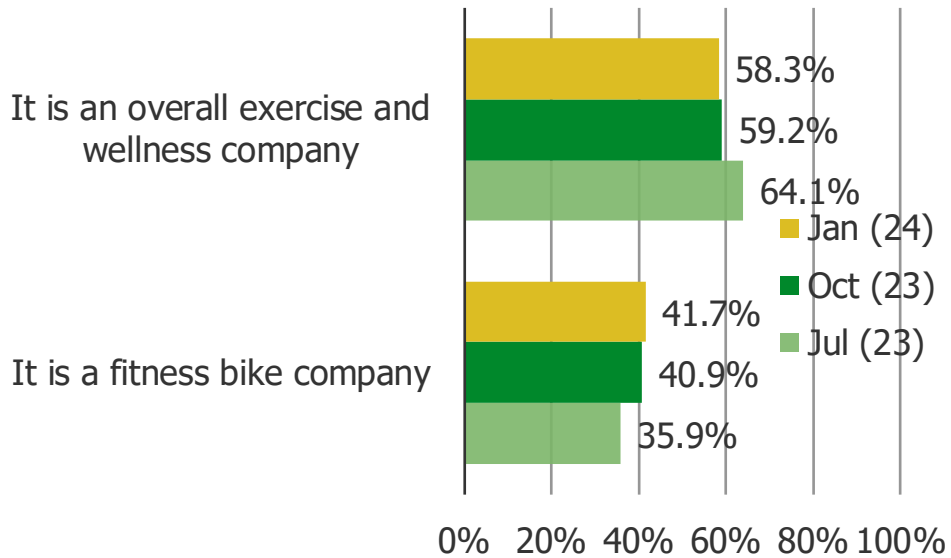
IF YOU HAD TO USE ONE WORD TO DESCRIBE THE PELOTON BRAND, WHAT WOULD IT BE?

Posed to Peloton customers...

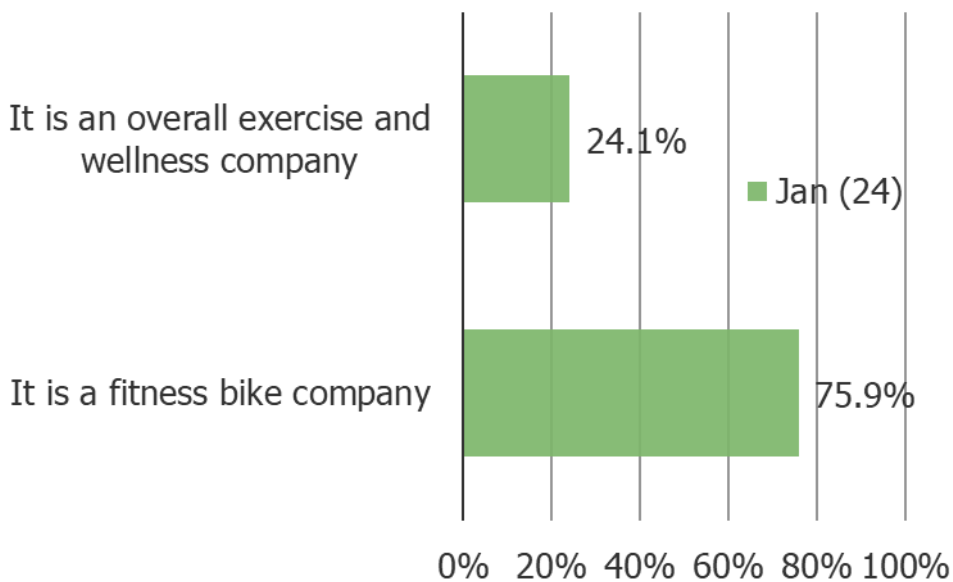


IN YOUR OPINION, WHAT BEST DESCRIBES PELOTON?

Posed to respondents who are aware of the Peloton brand...

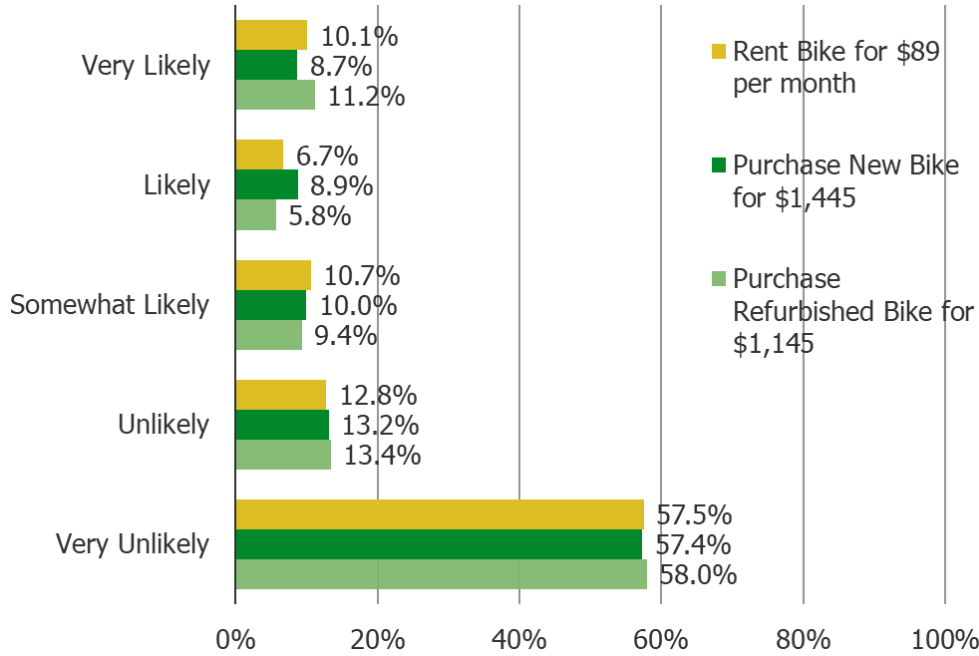


Posed to Peloton customers...



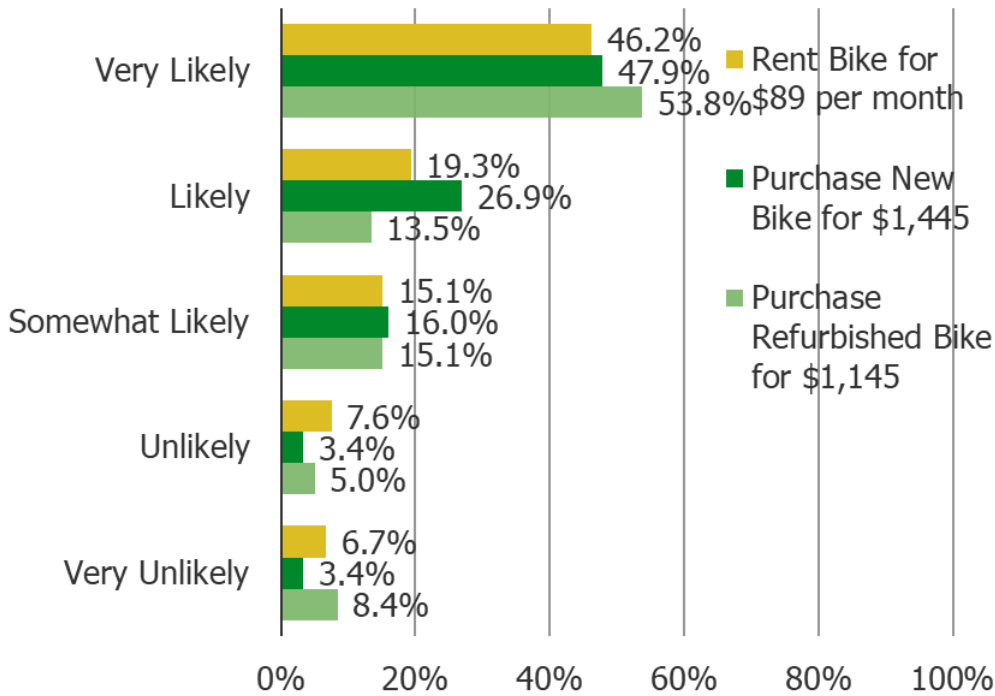
HOW LIKELY WOULD YOU BE TO GET A PELOTON BIKE IN THE FOLLOWING WAYS...

Posed to all respondents.



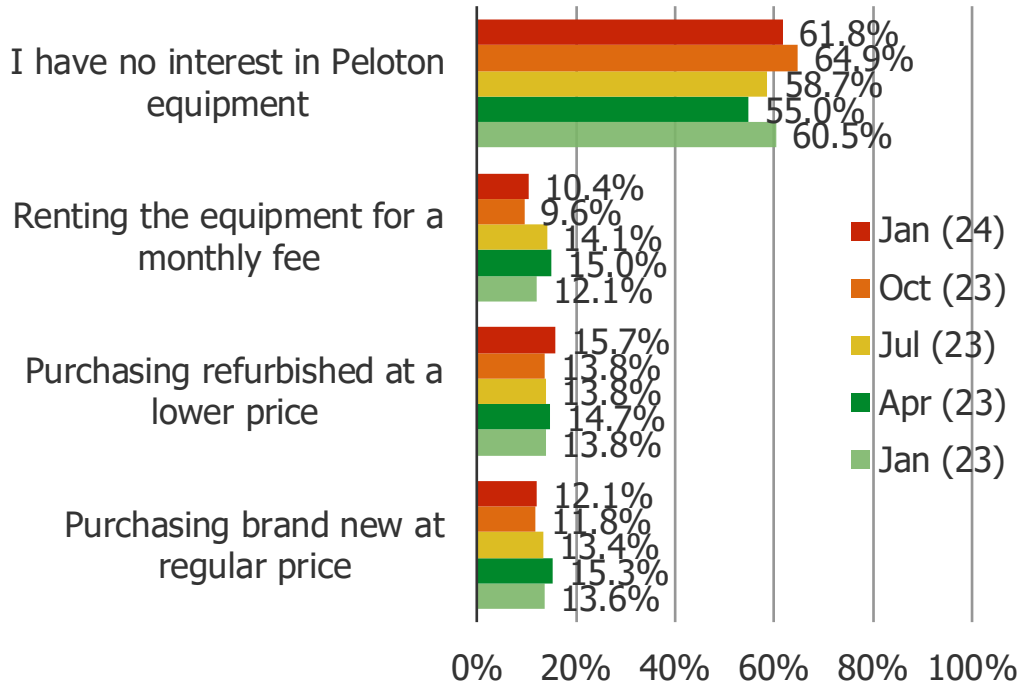
Posed to respondents who said they are currently considering purchasing Peloton equipment and are interested in the bike (N = 119)

JANUARY 2024

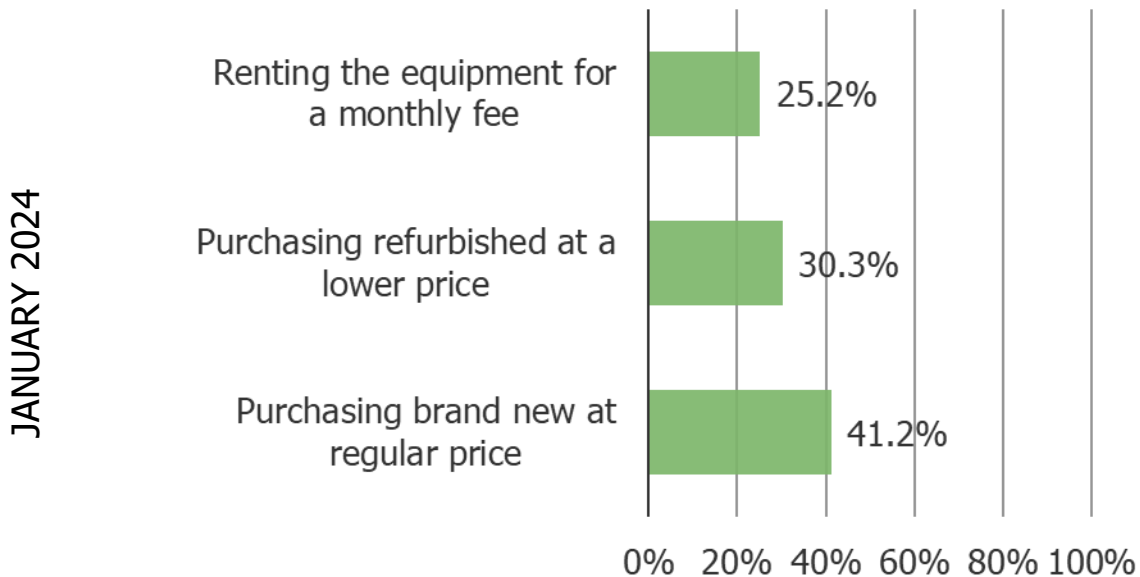


WHICH OF THE FOLLOWING DO YOU THINK WOULD BE THE BEST WAY TO GET ACCESS TO PELOTON PRODUCTS?

Posed to all respondents.

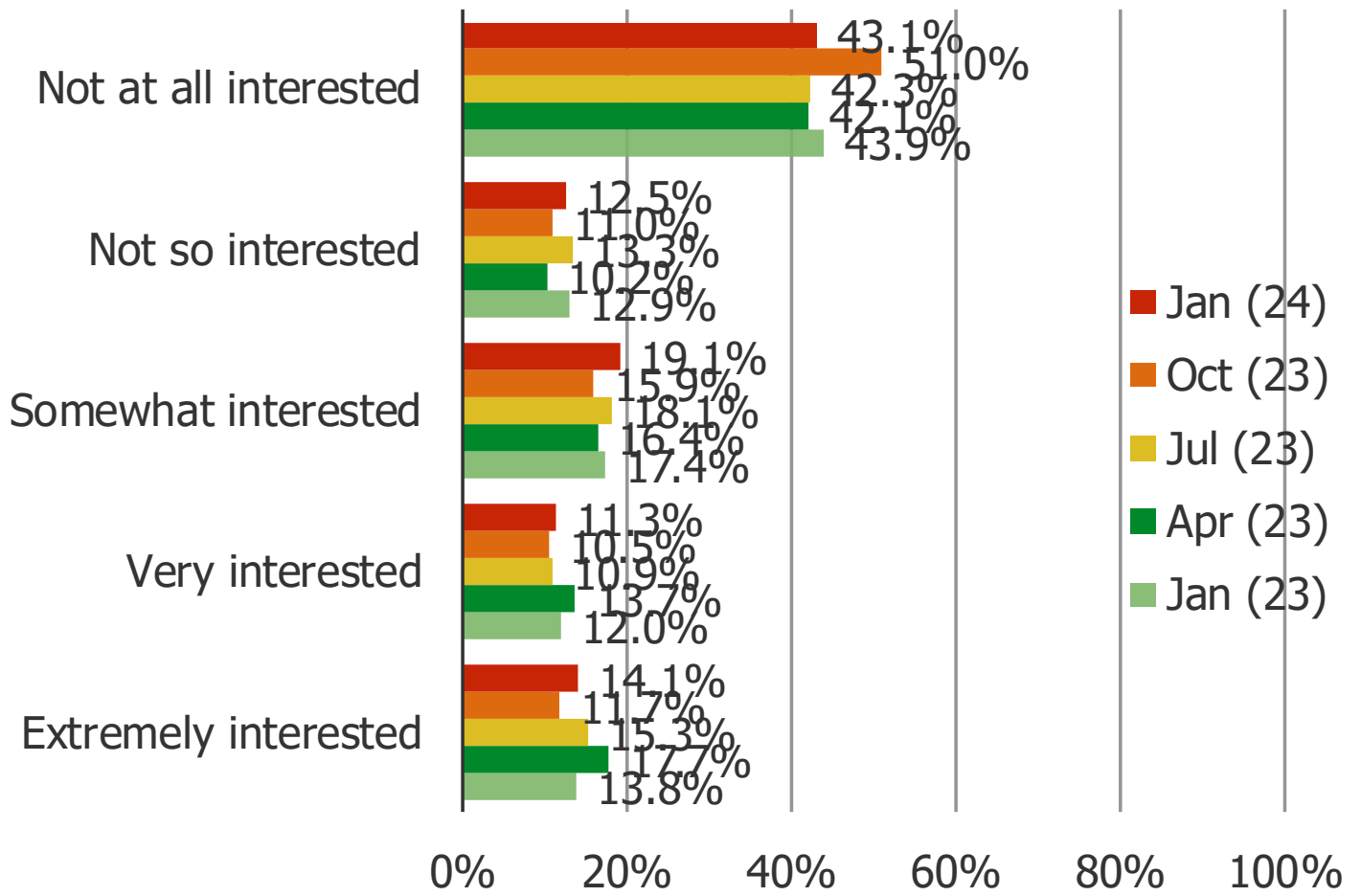


Posed to respondents who said they are currently considering purchasing Peloton equipment and are interested in the bike (N = 119)



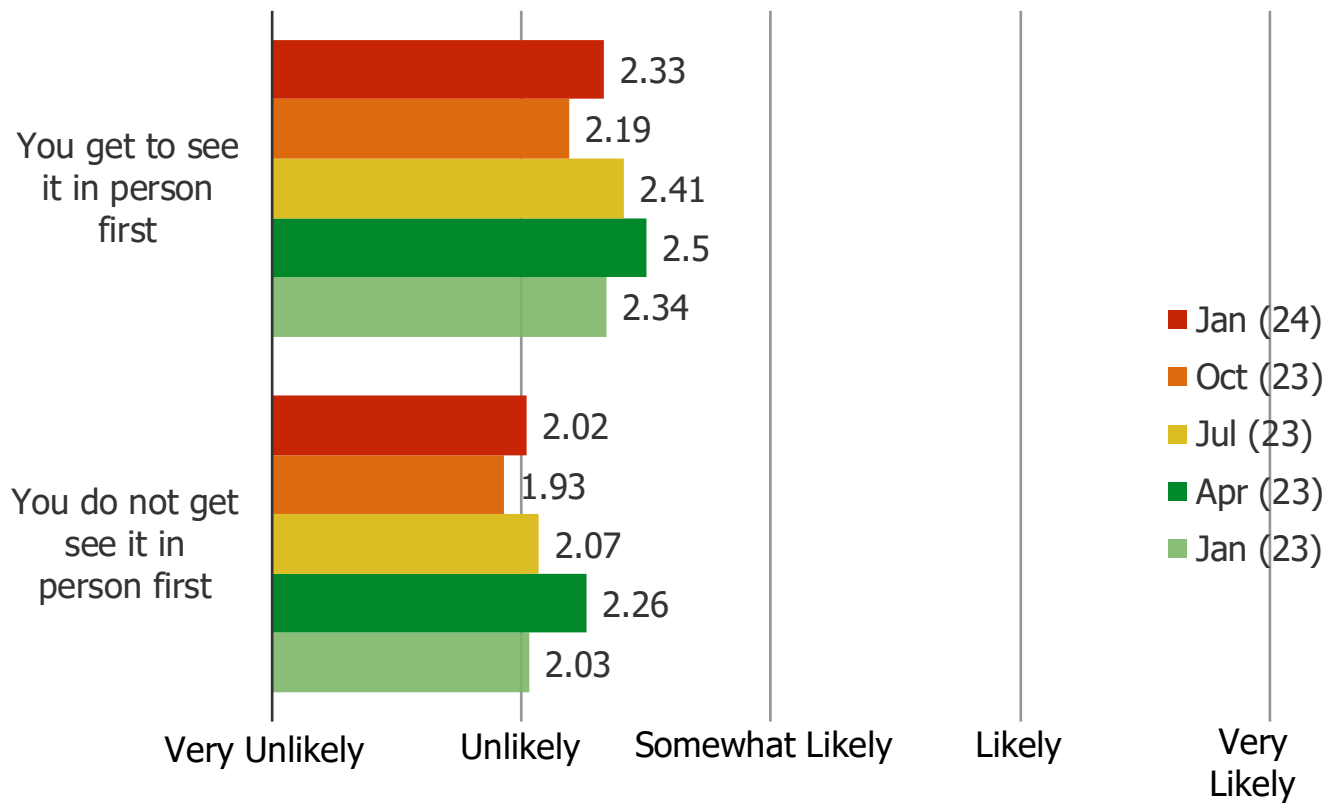
HOW INTERESTED WOULD YOU BE IN SEEING/TESTING THE PELOTON PRODUCT YOU ARE INTERESTED IN PERSON BEFORE DECIDING IF YOU WILL BUY IT?

Posed to respondents who are currently considering purchasing a new piece of fitness equipment from Peloton. (N = 280)



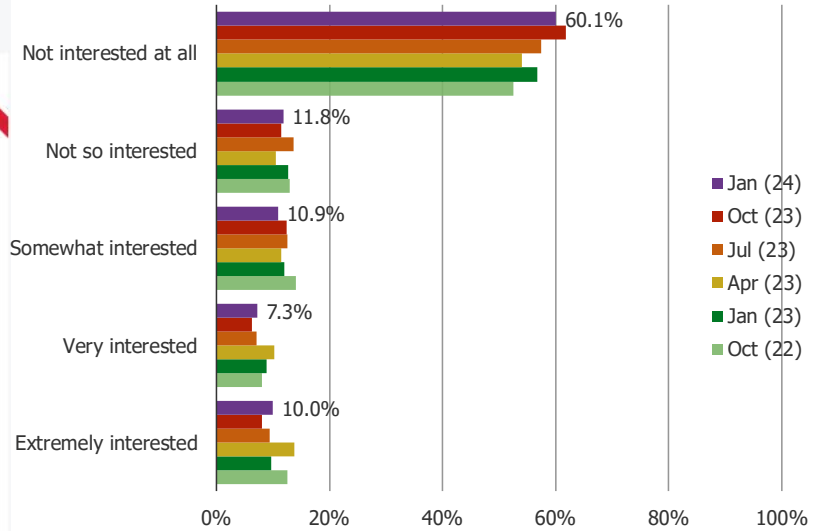
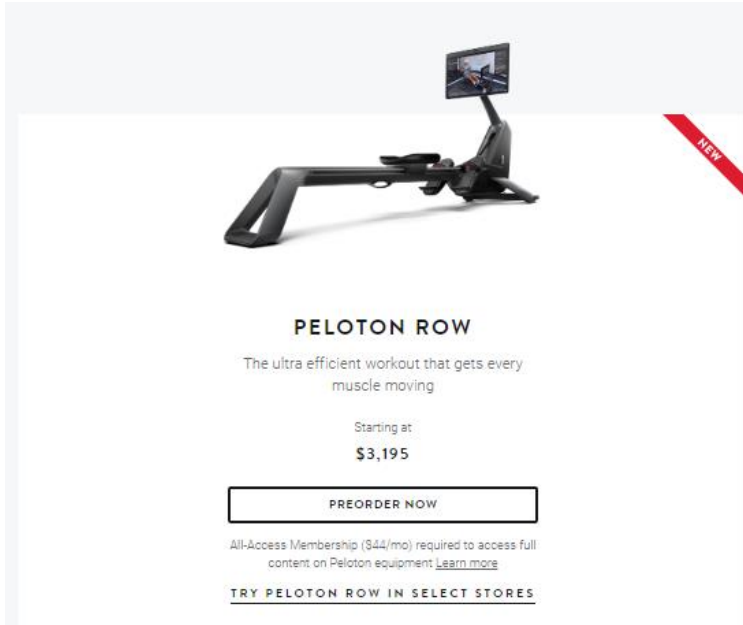
HOW LIKELY ARE YOU TO ACTUALLY FOLLOW THROUGH AND PURCHASE PELOTON EQUIPMENT IF...

Posed to respondents who are currently considering purchasing a new piece of fitness equipment from Peloton.



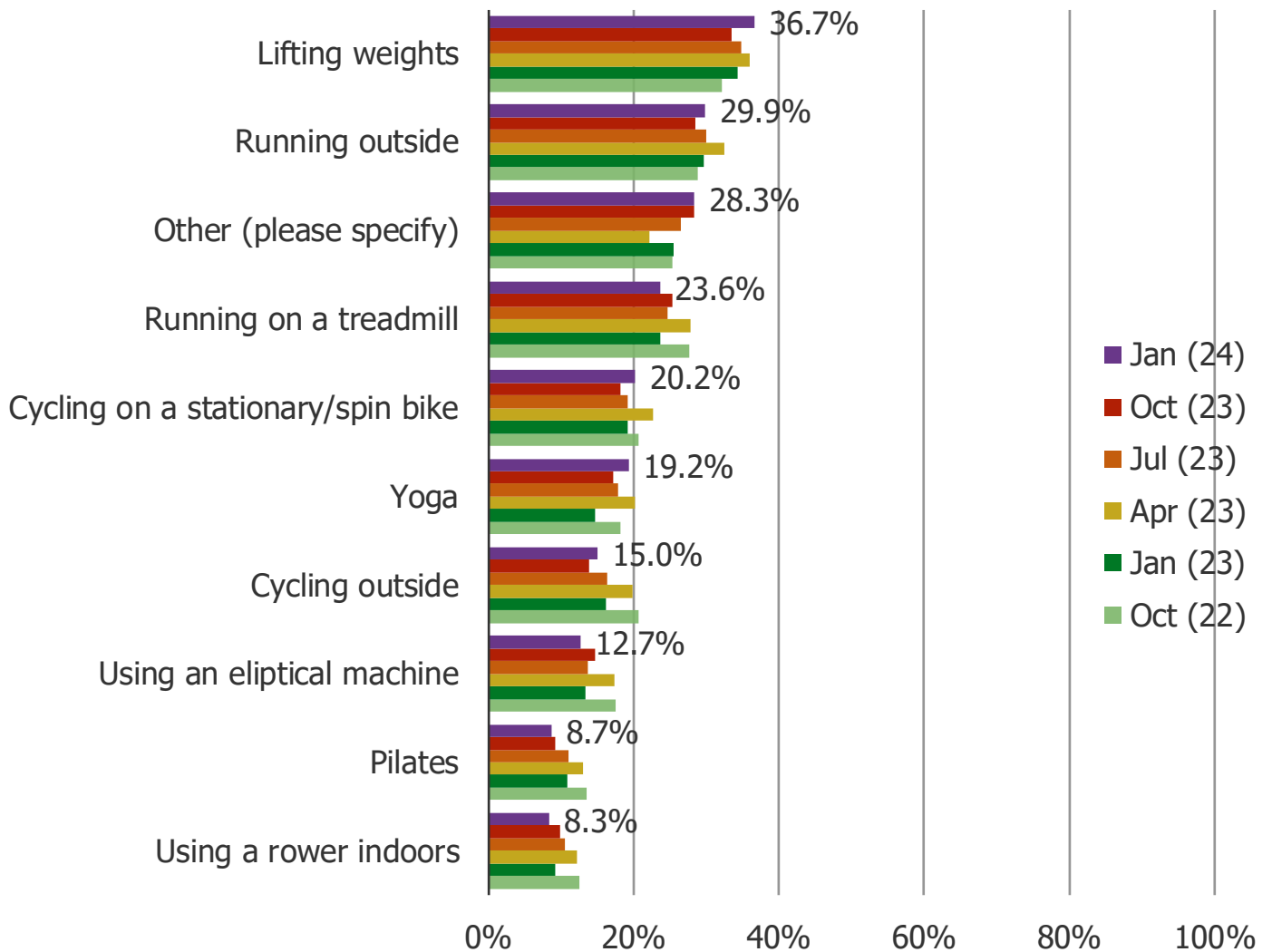
HOW MUCH INTEREST DO YOU HAVE IN THE PELOTON ROW PRODUCT (PICTURED)?

Posed to all respondents.



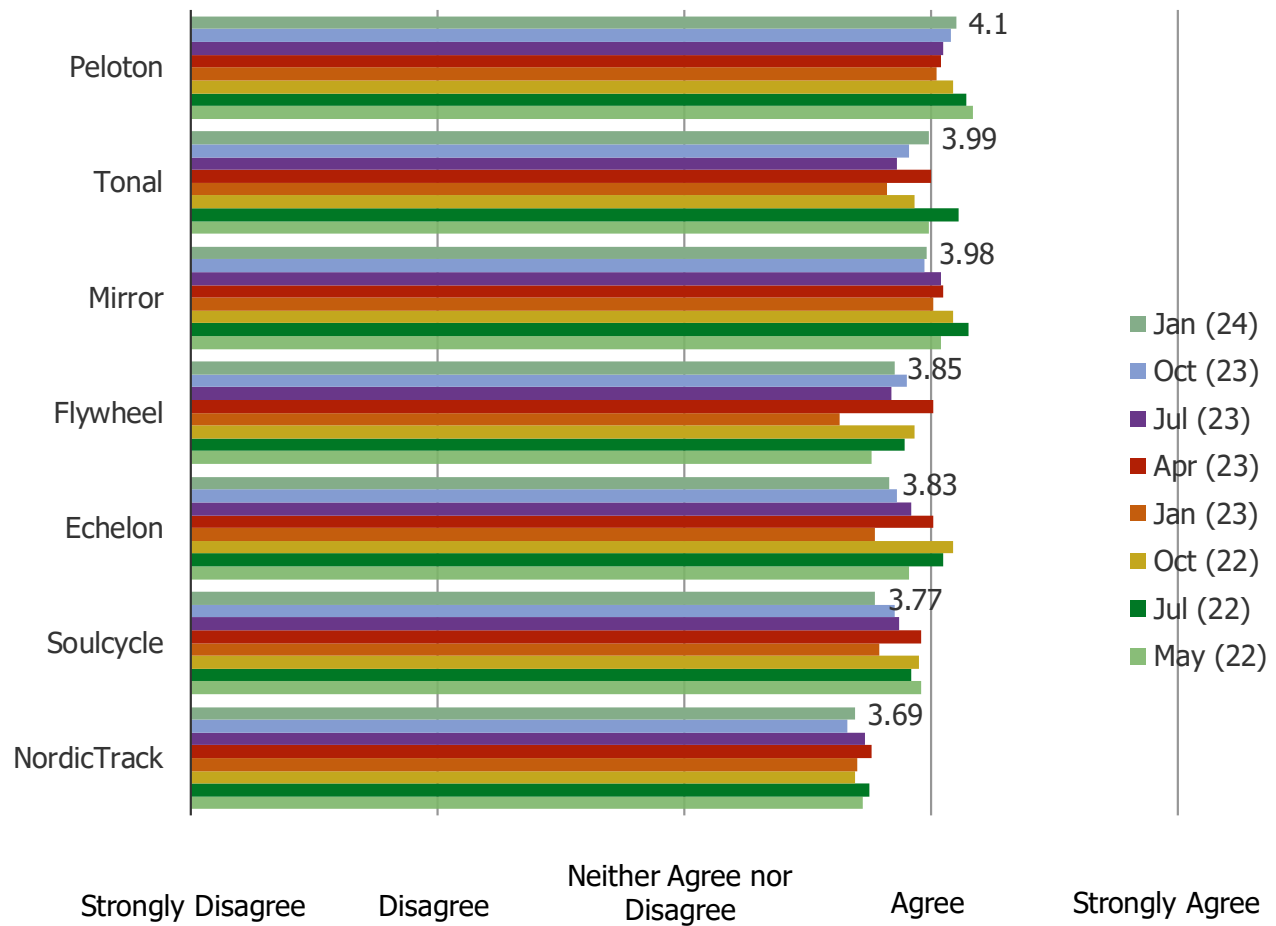
WHICH TYPES OF EXERCISE DO YOU INCLUDE IN YOUR FITNESS ROUTINE? SELECT ALL THAT APPLY

Posed to respondents who exercise.



TO WHAT EXTENT DO YOU AGREE THAT THE FOLLOWING IS A "LUXURY" FITNESS BRAND?

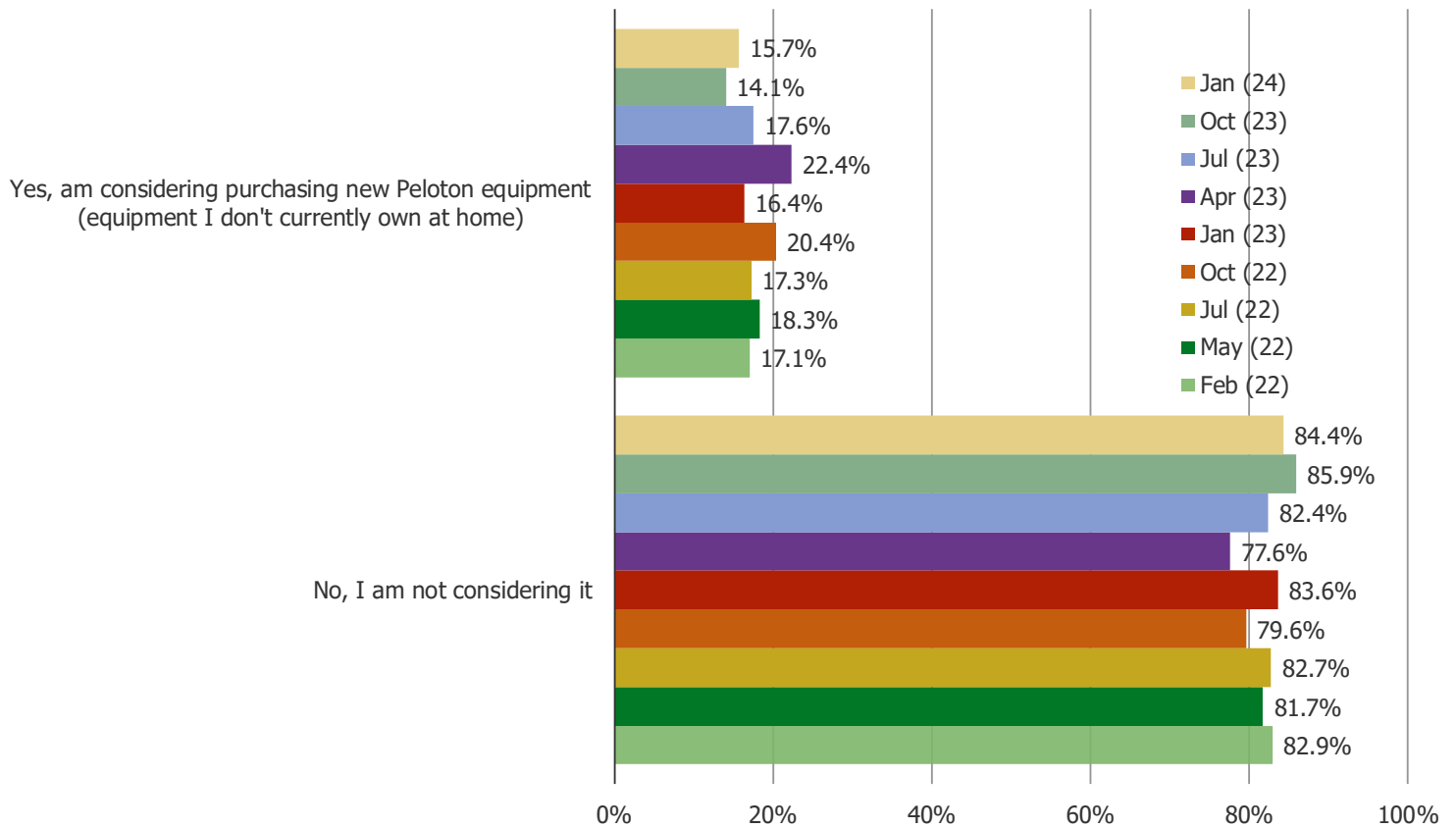
Posed to respondents who are aware of each of the following.



	N=
Peloton	698
Echelon	160
Flywheel	88
Soulcycle	231
NordicTrack	639
Apple Fitness+	365
Tonal	149
Mirror	242

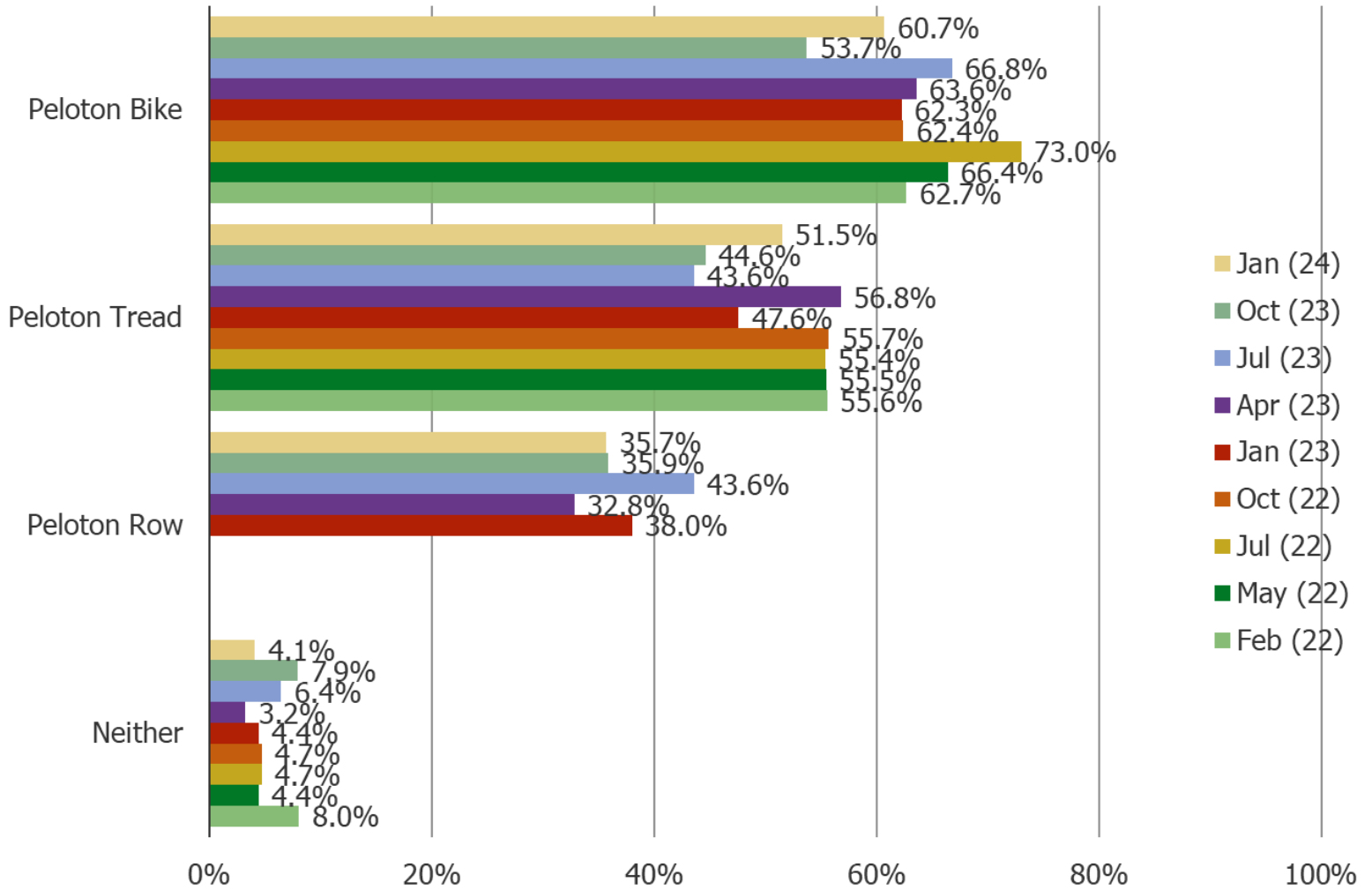
ARE YOU CURRENTLY CONSIDERING PURCHASING A NEW PIECE OF FITNESS EQUIPMENT FROM PELOTON?

Posed to all respondents



WHICH OF THE FOLLOWING ARE YOU CONSIDERING PURCHASING?

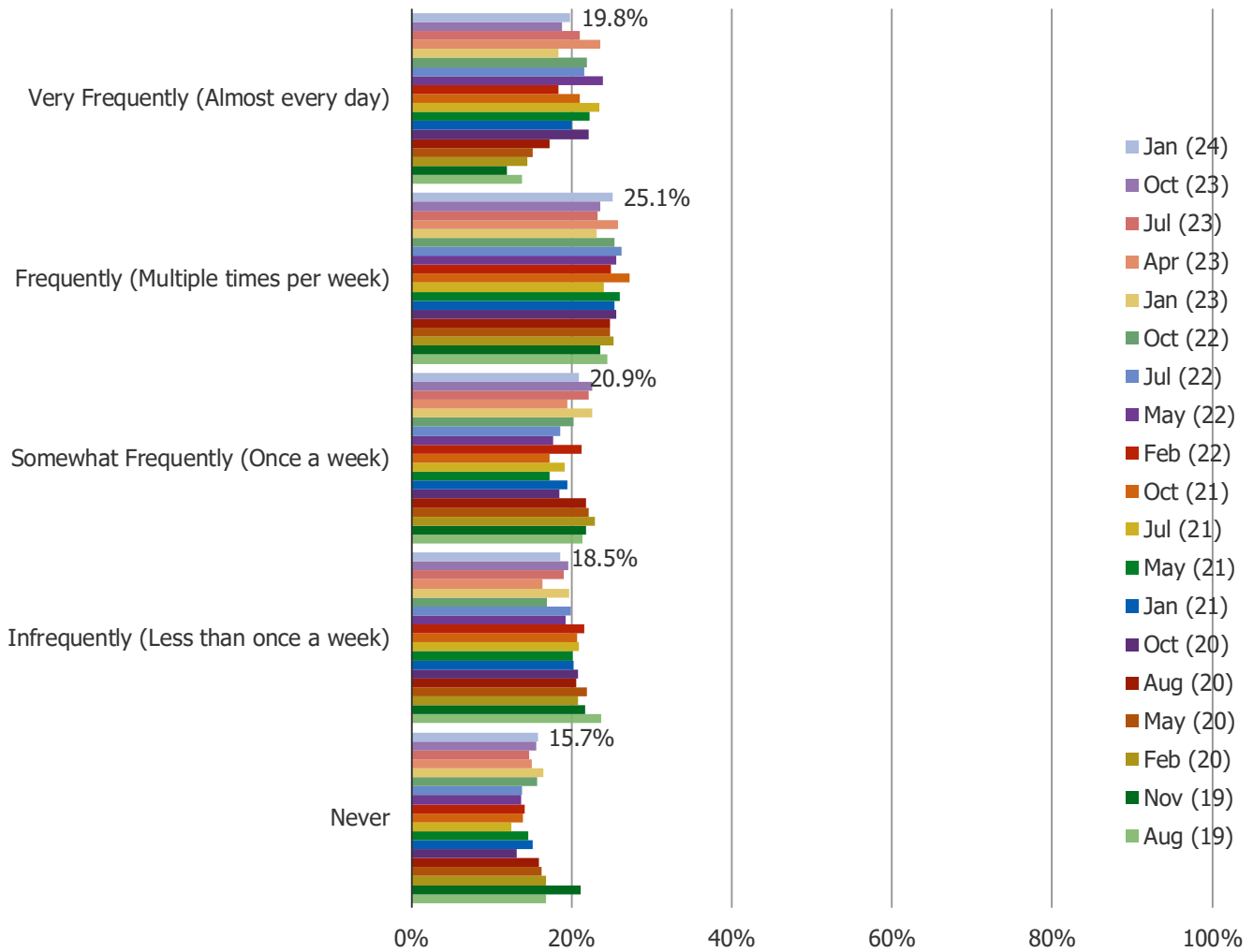
Posed to respondents who are currently considering buying Peloton equipment (N = 196).



FITNESS OVERALL

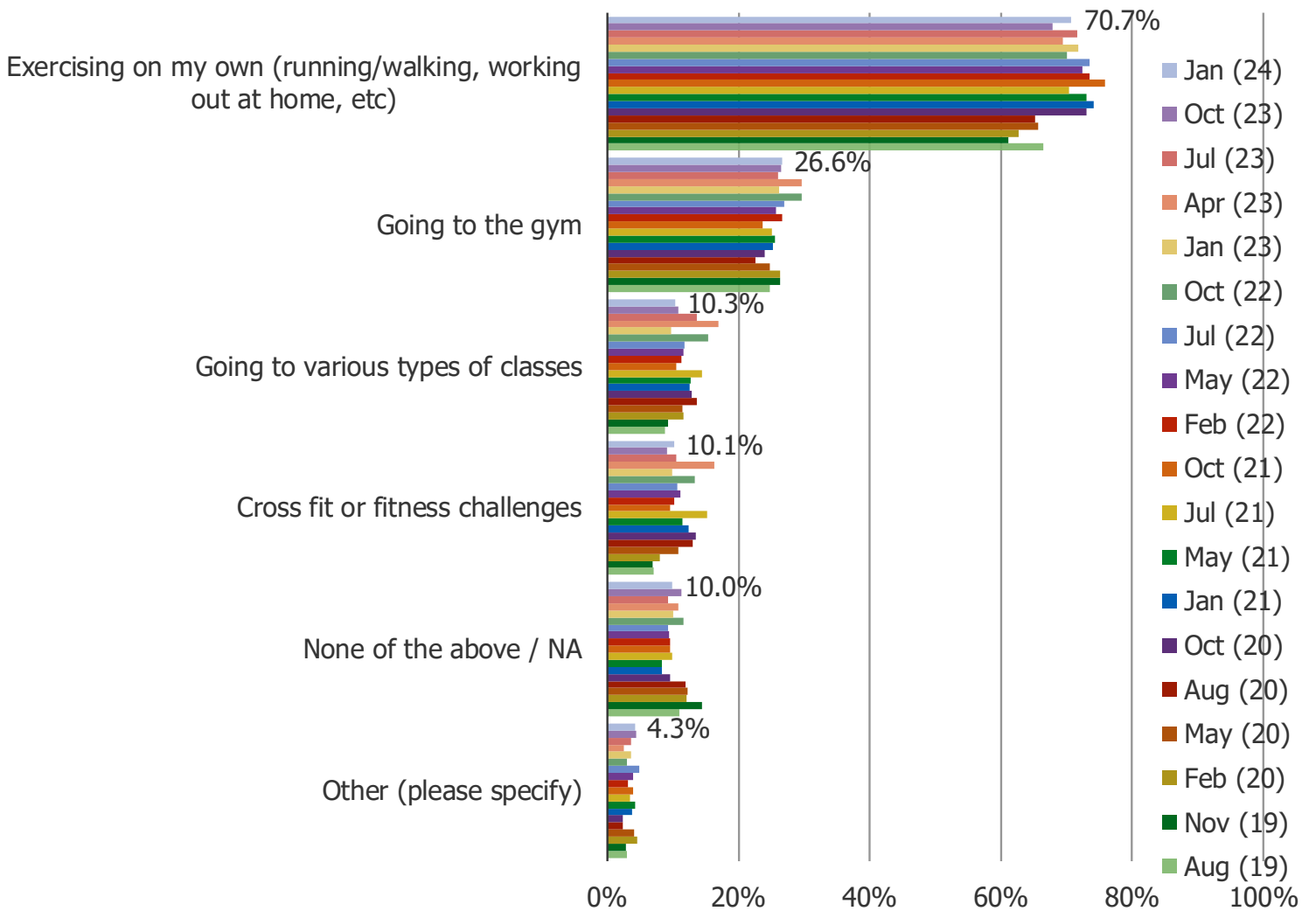
HOW OFTEN DO YOU EXERCISE?

Posed to all respondents



HOW DO YOU TYPICALLY WORK OUT? (SELECT ALL THAT APPLY)

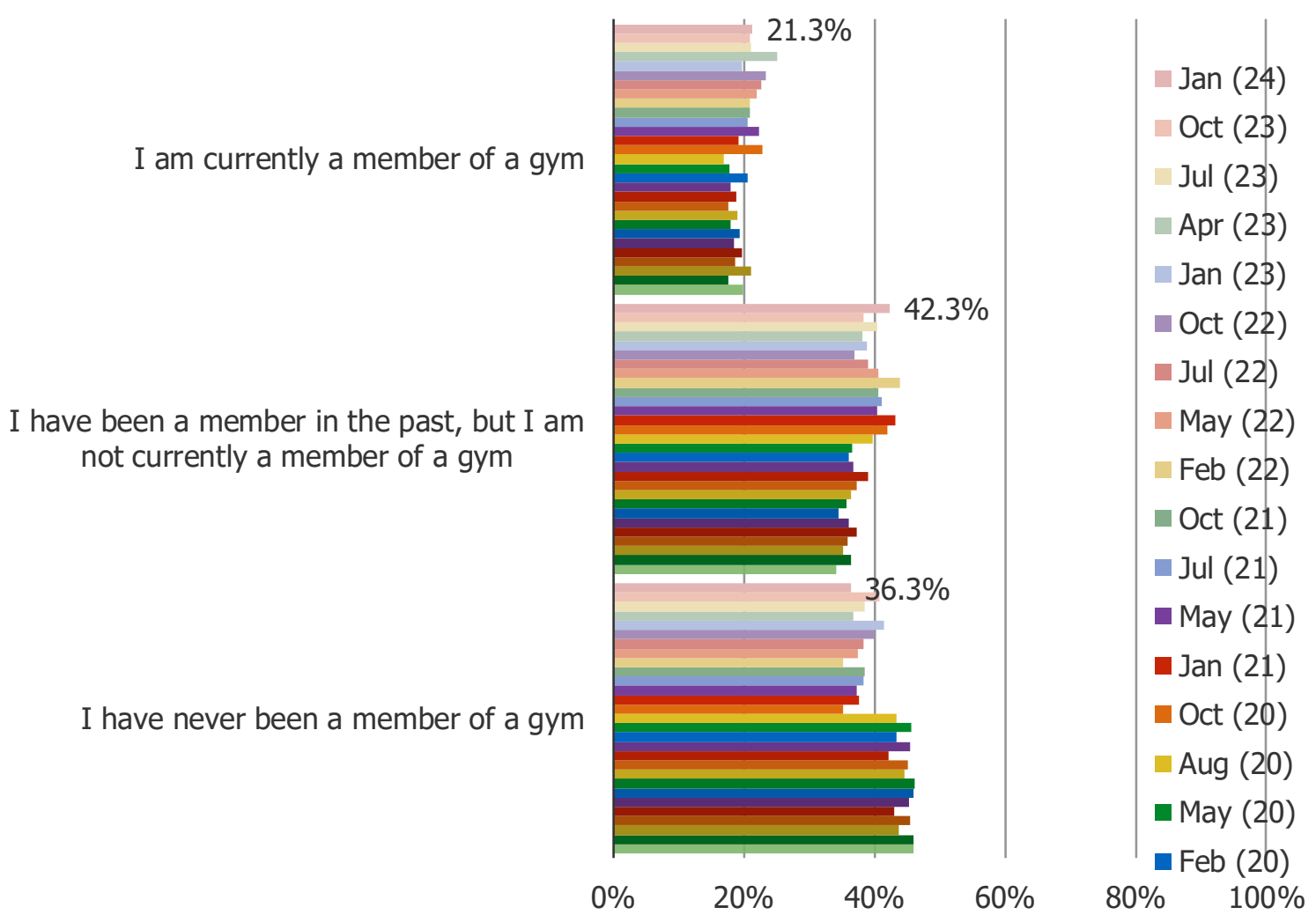
Posed to respondents who exercise



EXERCISE AND GYM MEMBERSHIPS

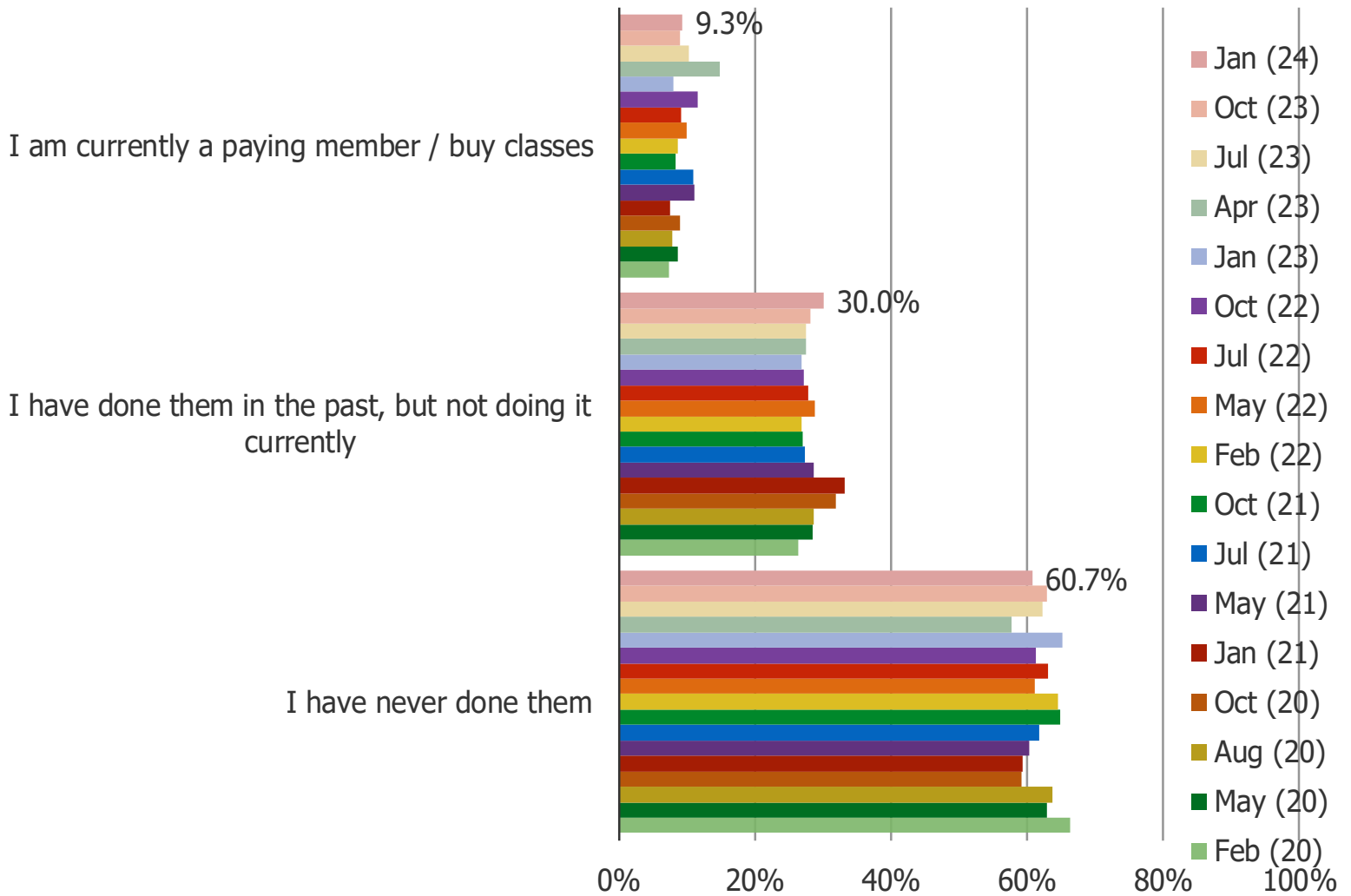
EXPERIENCE WITH FITNESS GYMS

Posed to all respondents



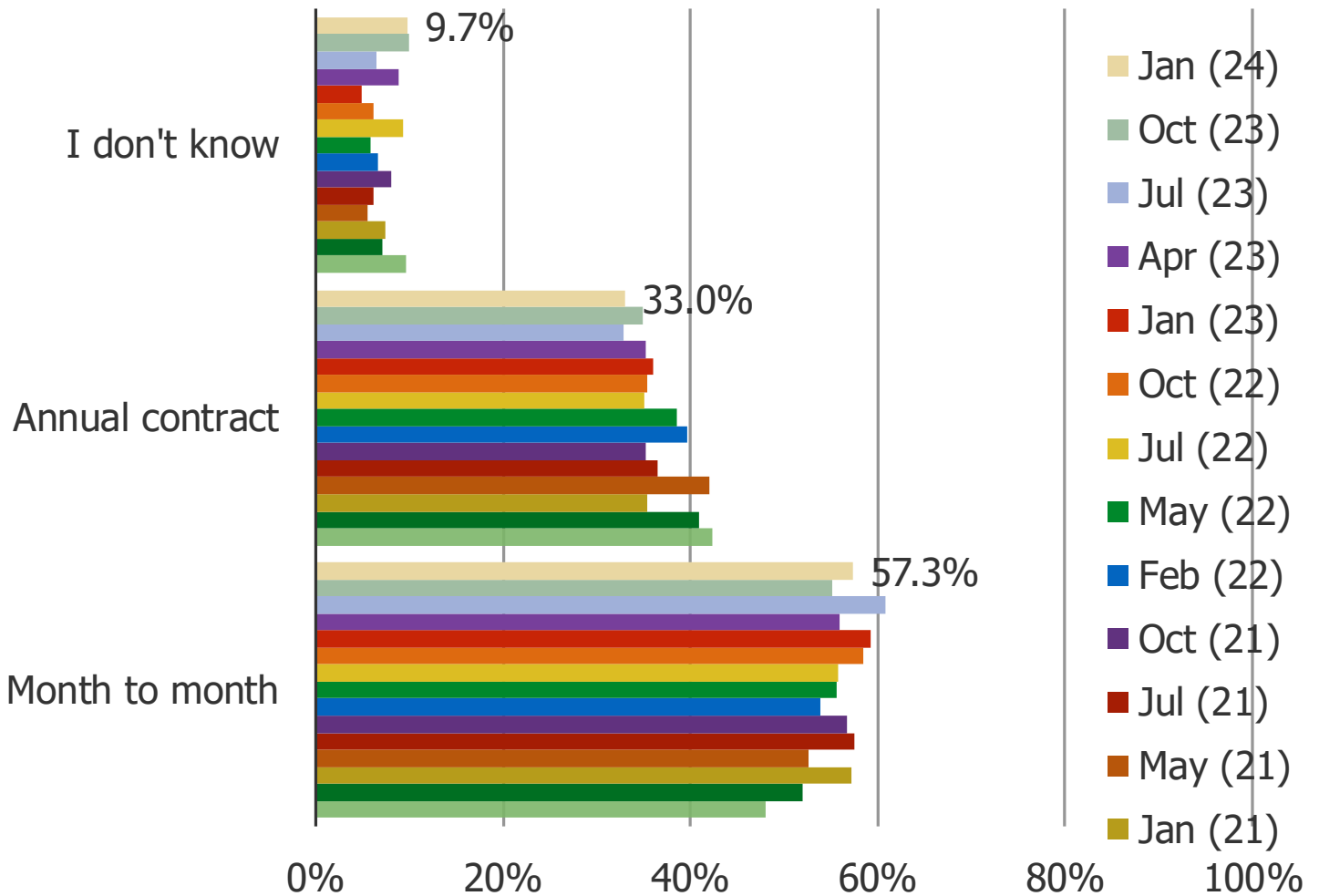
WHAT IS YOUR EXPERIENCE WITH FITNESS CLASS ENVIRONMENTS (SPIN CLASS, BOOT CAMPS, CROSS-FIT, ETC)?

Posed to all respondents



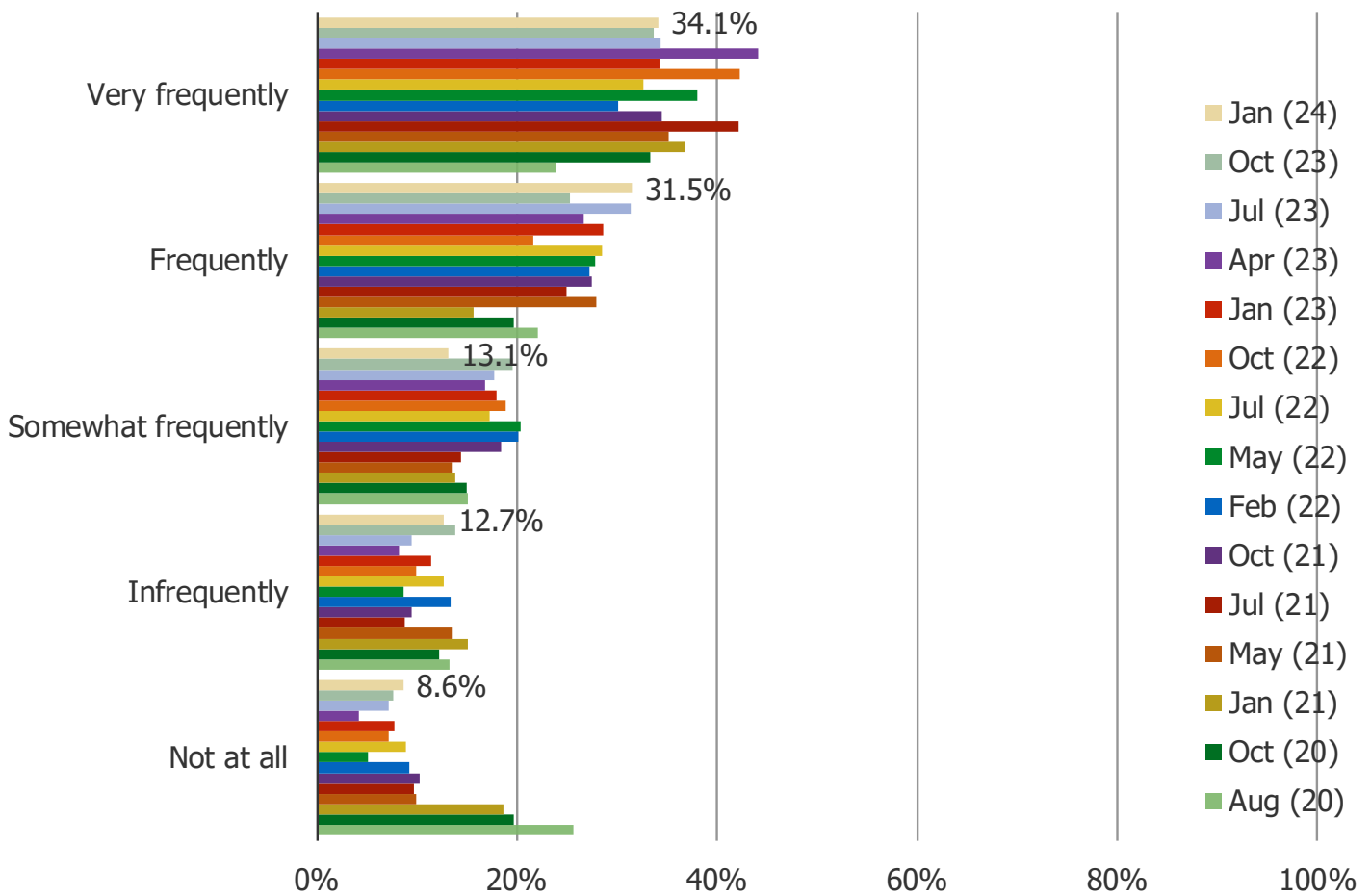
IS YOUR AGREEMENT WITH YOUR GYM...

Posed to current gym members.



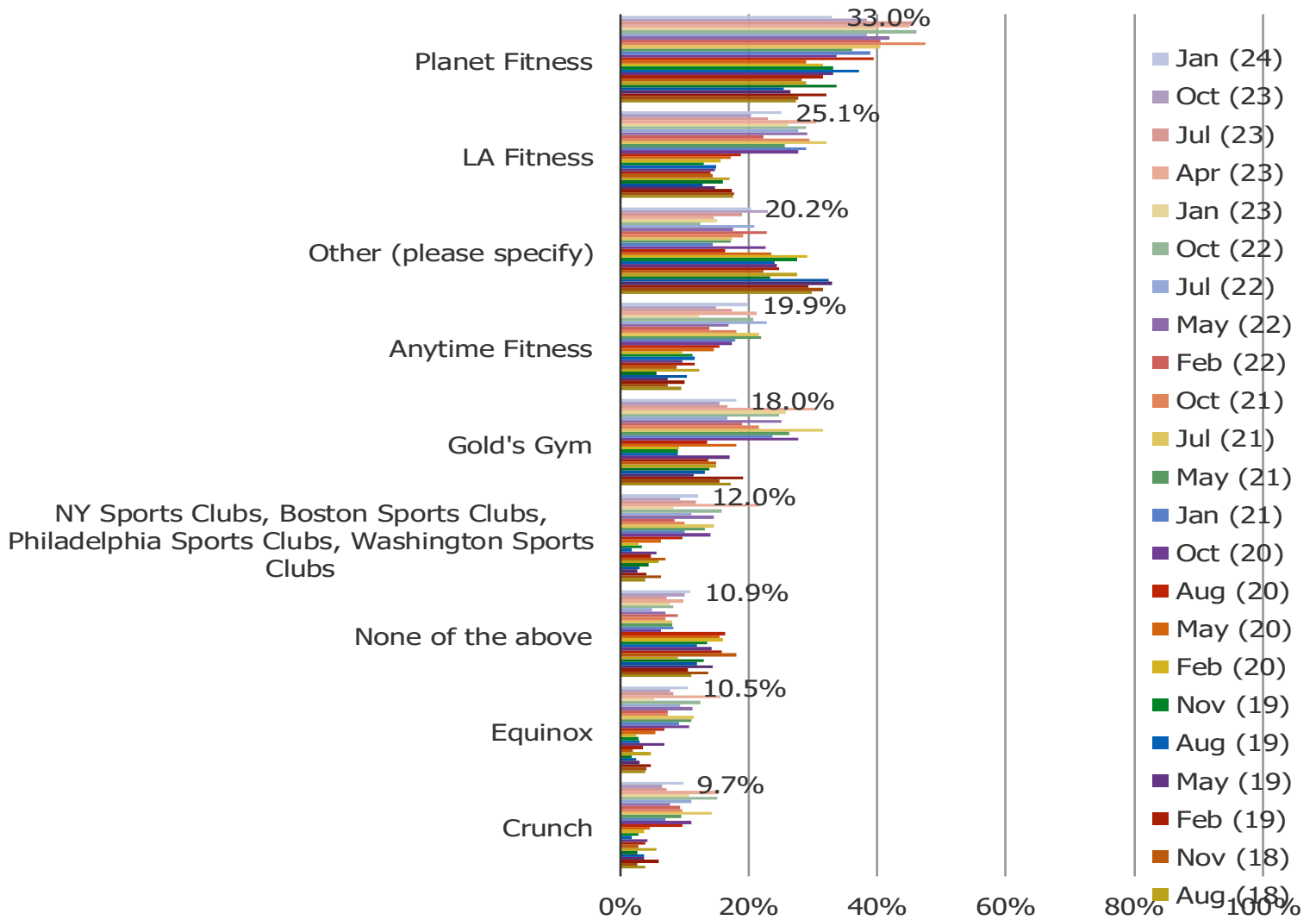
HOW OFTEN HAVE YOU BEEN GOING TO YOUR GYM IN THE PAST MONTH?

Posed to current members who said their gym is currently open.



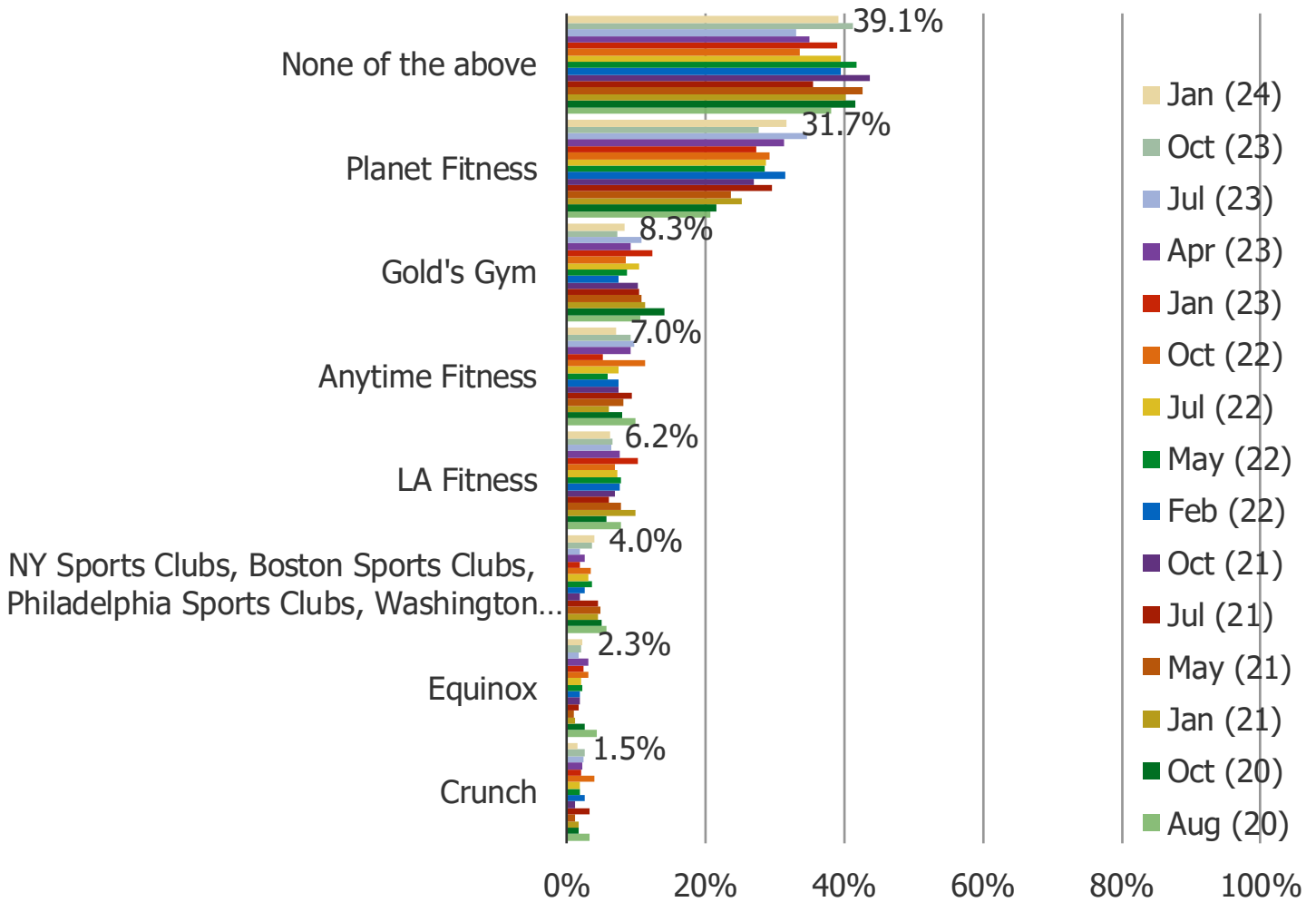
WHICH GYMS DO YOU CURRENTLY HAVE A MEMBERSHIP WITH? (SELECT ALL THAT APPLY)

Posed to respondents who are currently gym members.



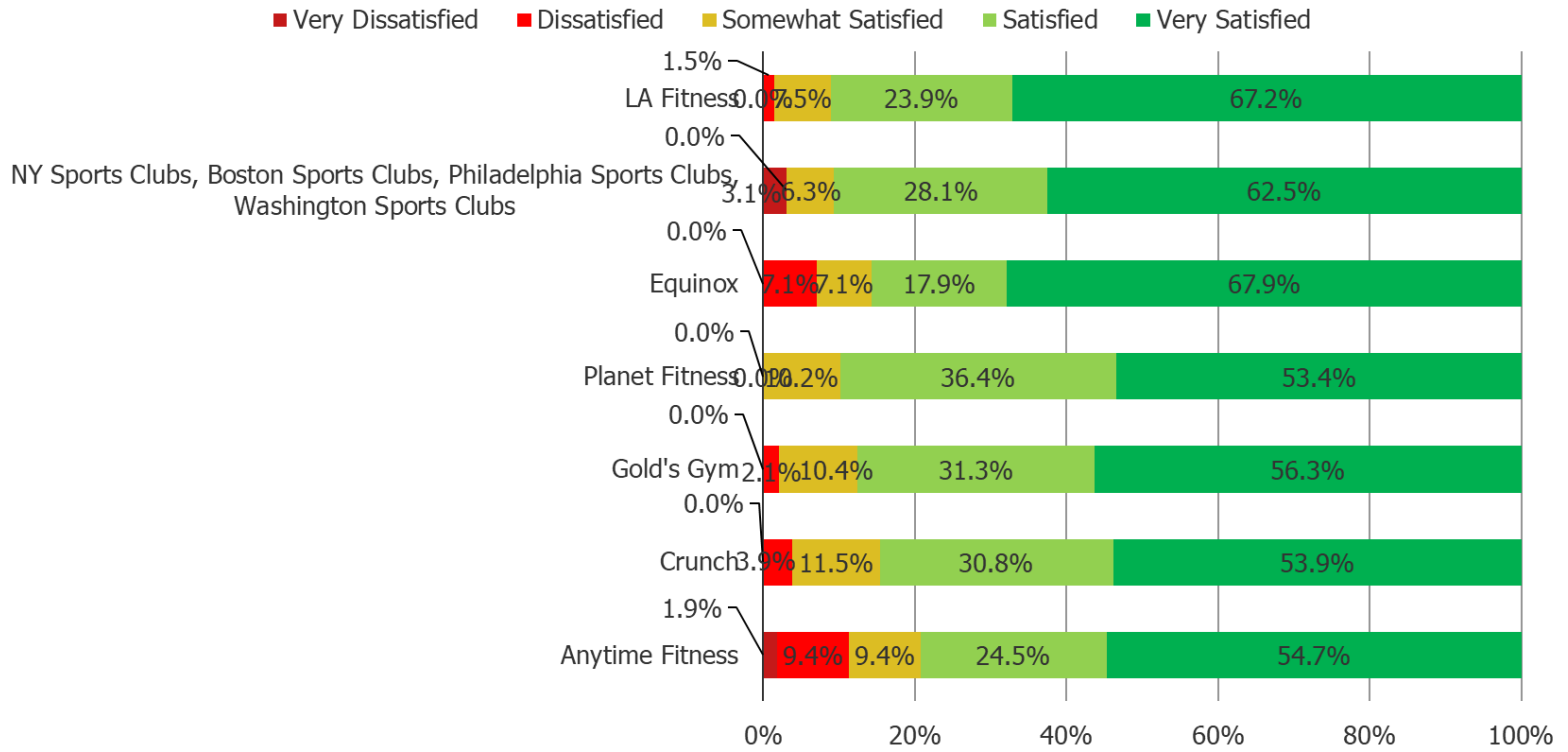
WHICH GYM WERE YOU MOST RECENTLY A MEMBER OF?

Posed to respondents who have been a member of a gym in the past, but not currently.



HOW SATISFIED ARE YOU WITH YOUR GYM MEMBERSHIP?

Posed to respondents who said they have a membership with each of the following...

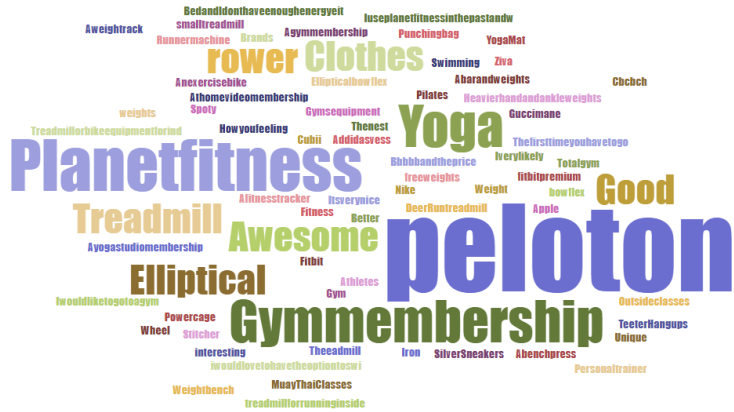
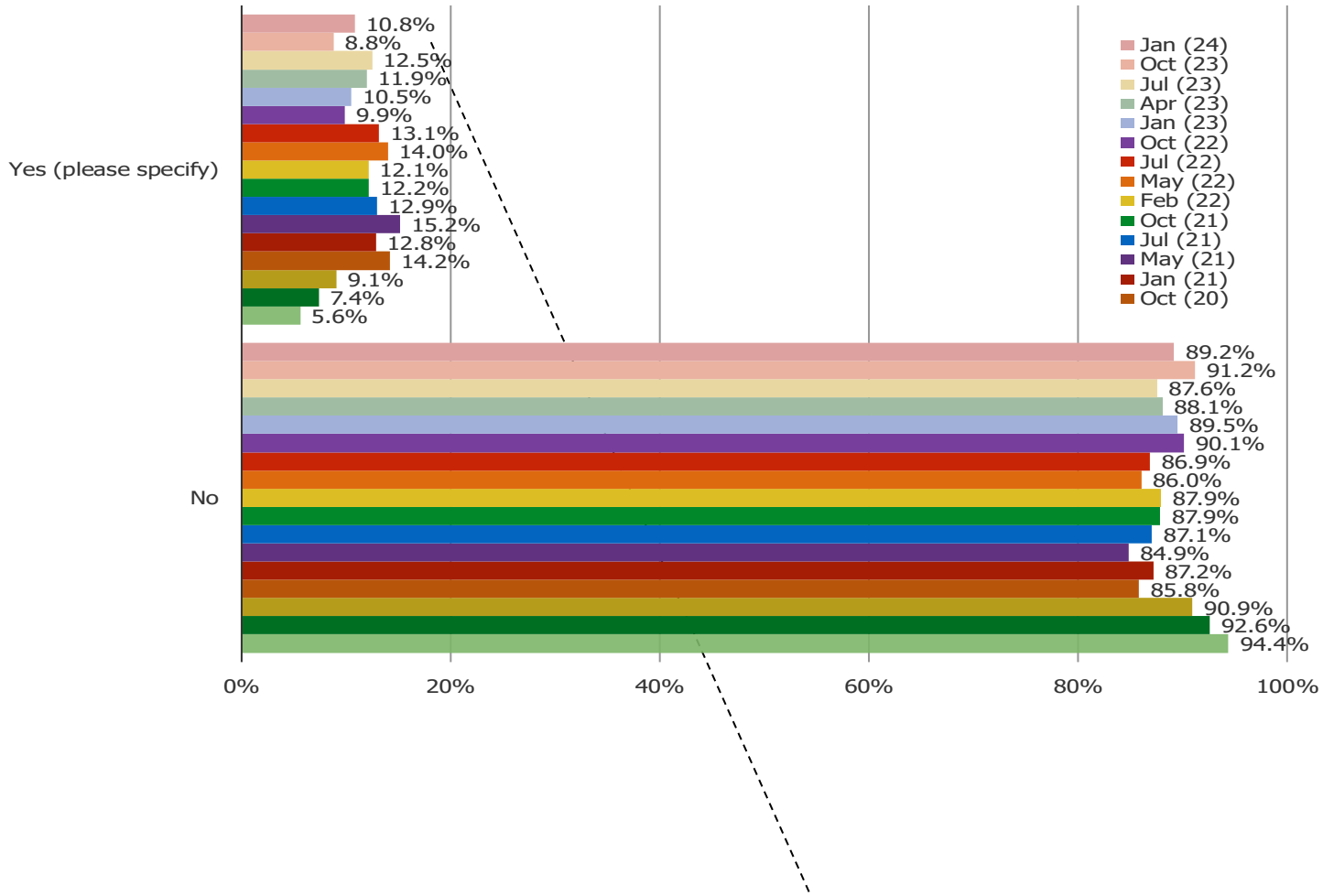


	N =
Anytime Fitness	53
Crunch	26
Gold's Gym	48
Planet Fitness	88
Equinox	28
NY Sports Clubs, etc.	32
LA Fitness	67

AT-HOME FITNESS

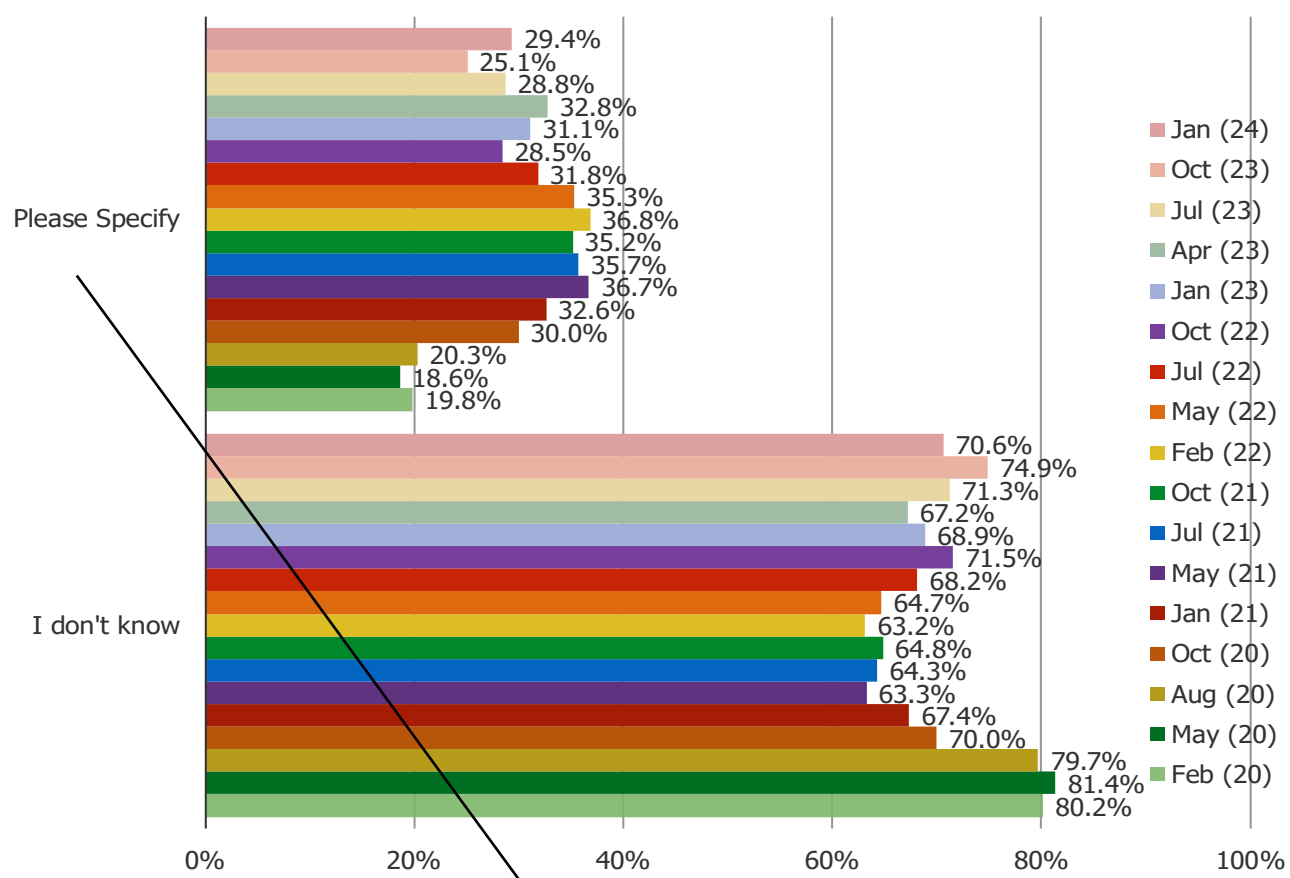
ARE THERE ANY FITNESS PRODUCTS OR SERVICES THAT YOU WOULD LIKE TO BUY OR SIGN UP FOR, THAT YOU DON'T ALREADY USE NOW?

Posed to respondents who exercise



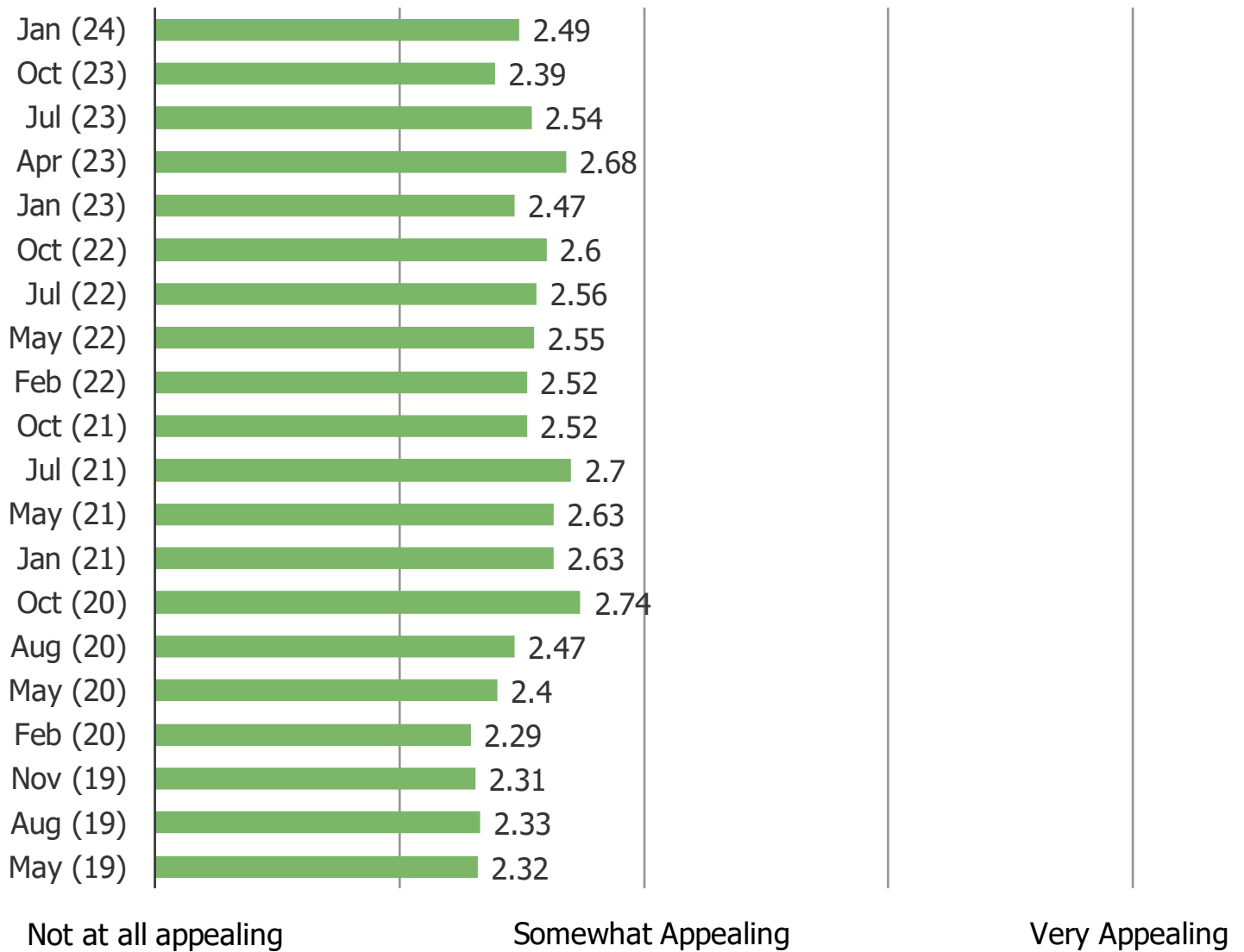
WHEN YOU THINK OF AT-HOME FITNESS BRANDS, WHICH COMES TO MIND FIRST?

Posed to respondents who exercise



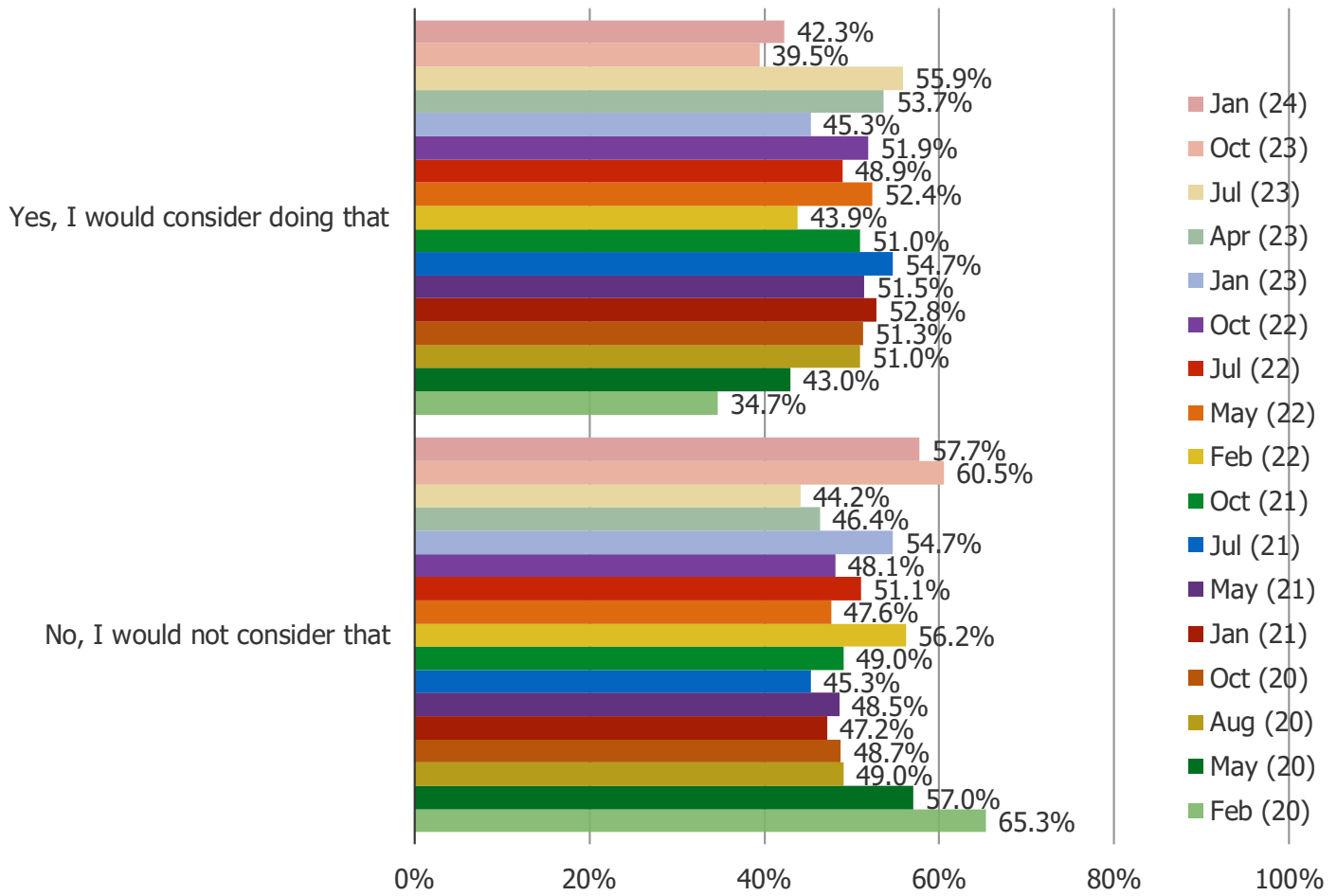
WOULD YOU FIND IT APPEALING TO BE ABLE TO PARTICIPATE IN AN EXERCISE CLASS ENVIRONMENT WHERE YOU WATCH A LIVE INSTRUCTOR AND COMPETE AGAINST OTHER PEOPLE FROM YOUR OWN HOME?

Posed to all respondents



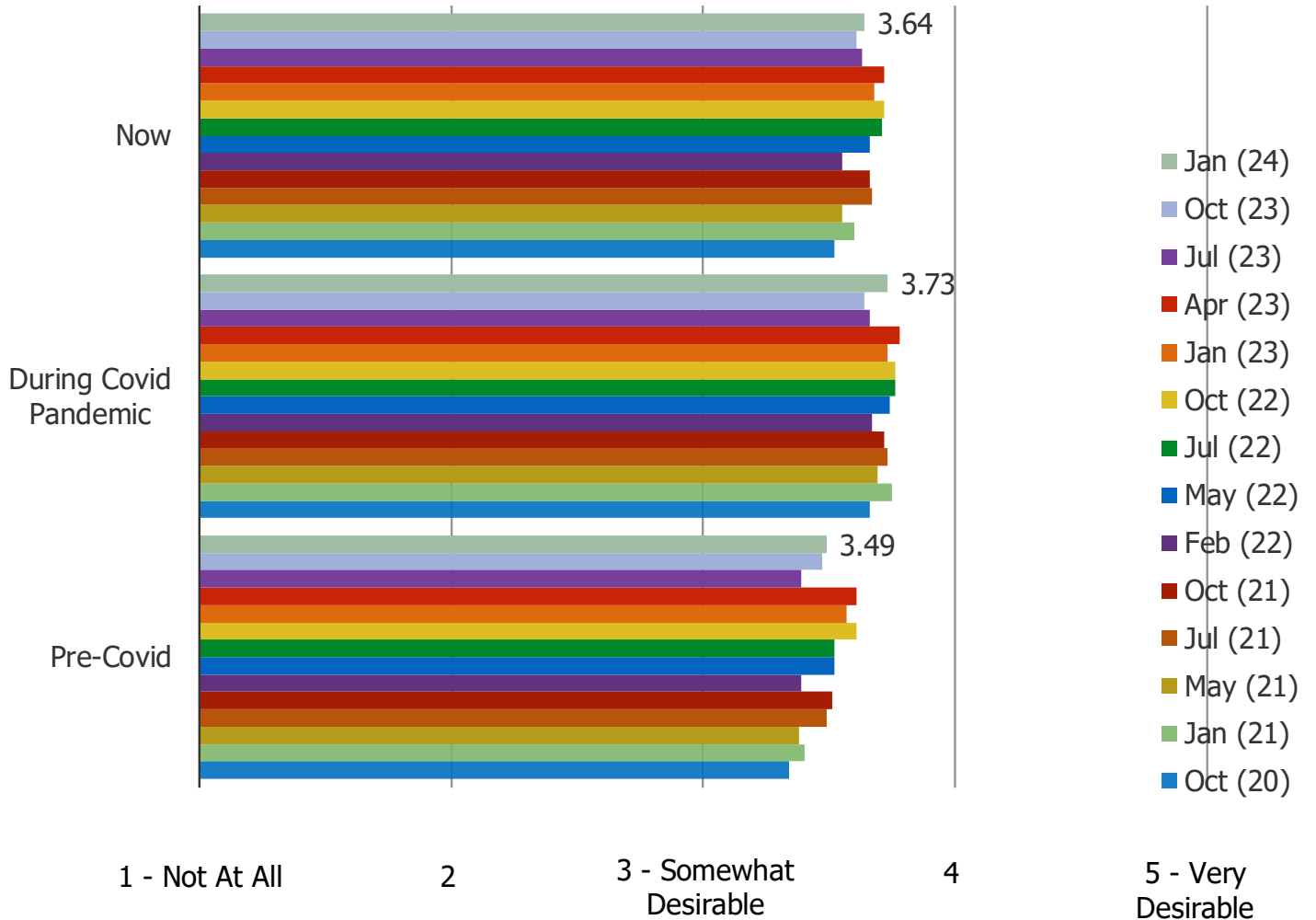
WOULD YOU CONSIDER DROPPING YOUR GYM MEMBERSHIP TO USE ONLY IN-HOME EXERCISE EQUIPMENT?

Posed to respondents WITH gym memberships



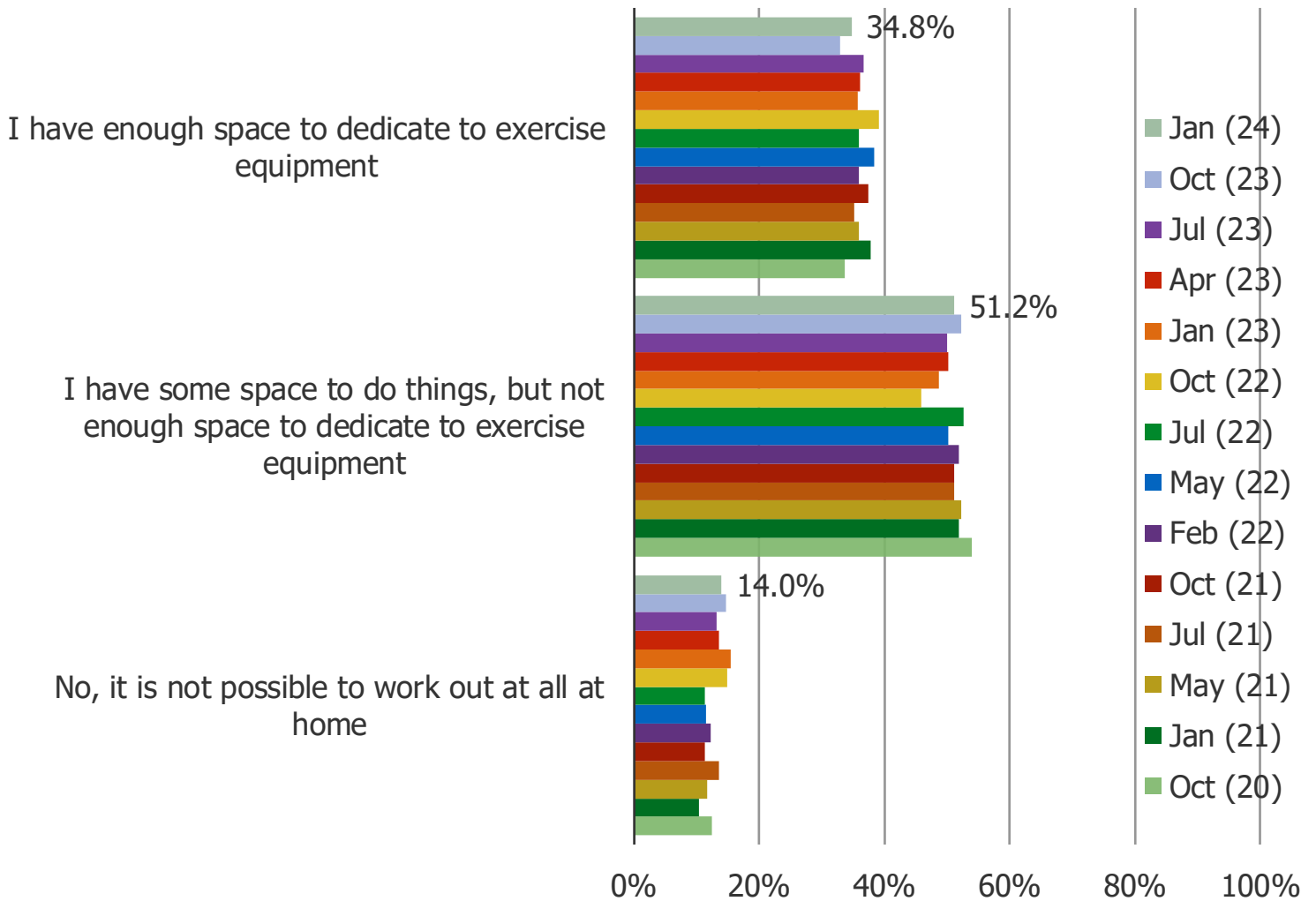
PLEASE RATE HOW DESIRABLE YOU WOULD FIND IT TO EXERCISE AT HOME?

Posed to respondents who exercise more often than never (N = 1055).



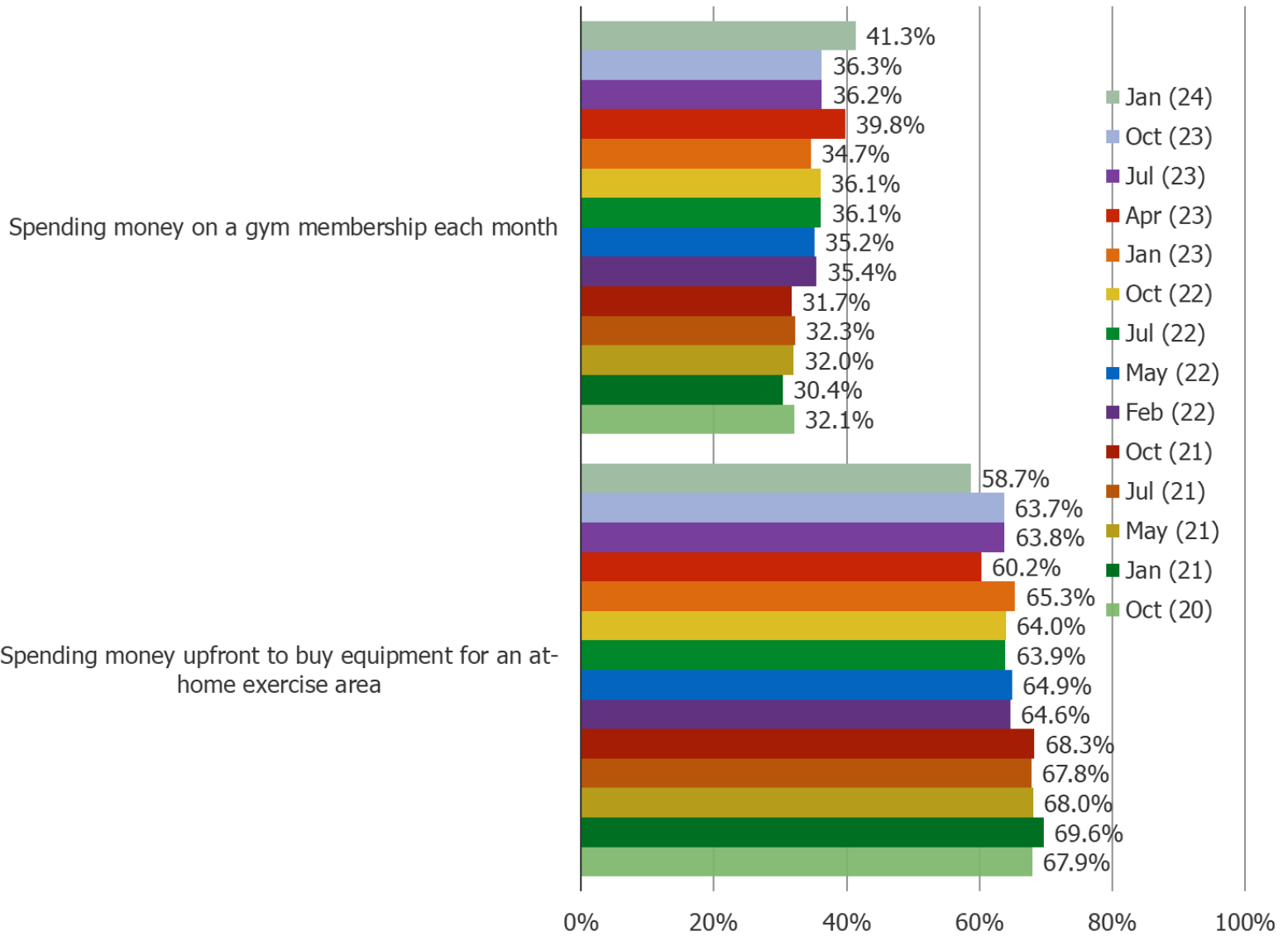
DO YOU HAVE THE SPACE IN YOUR HOME TO WORK OUT AT HOME?

Posed to respondents who exercise more often than never (N = 1055).



DO YOU HAVE THE SPACE IN YOUR HOME TO WORK OUT AT HOME?

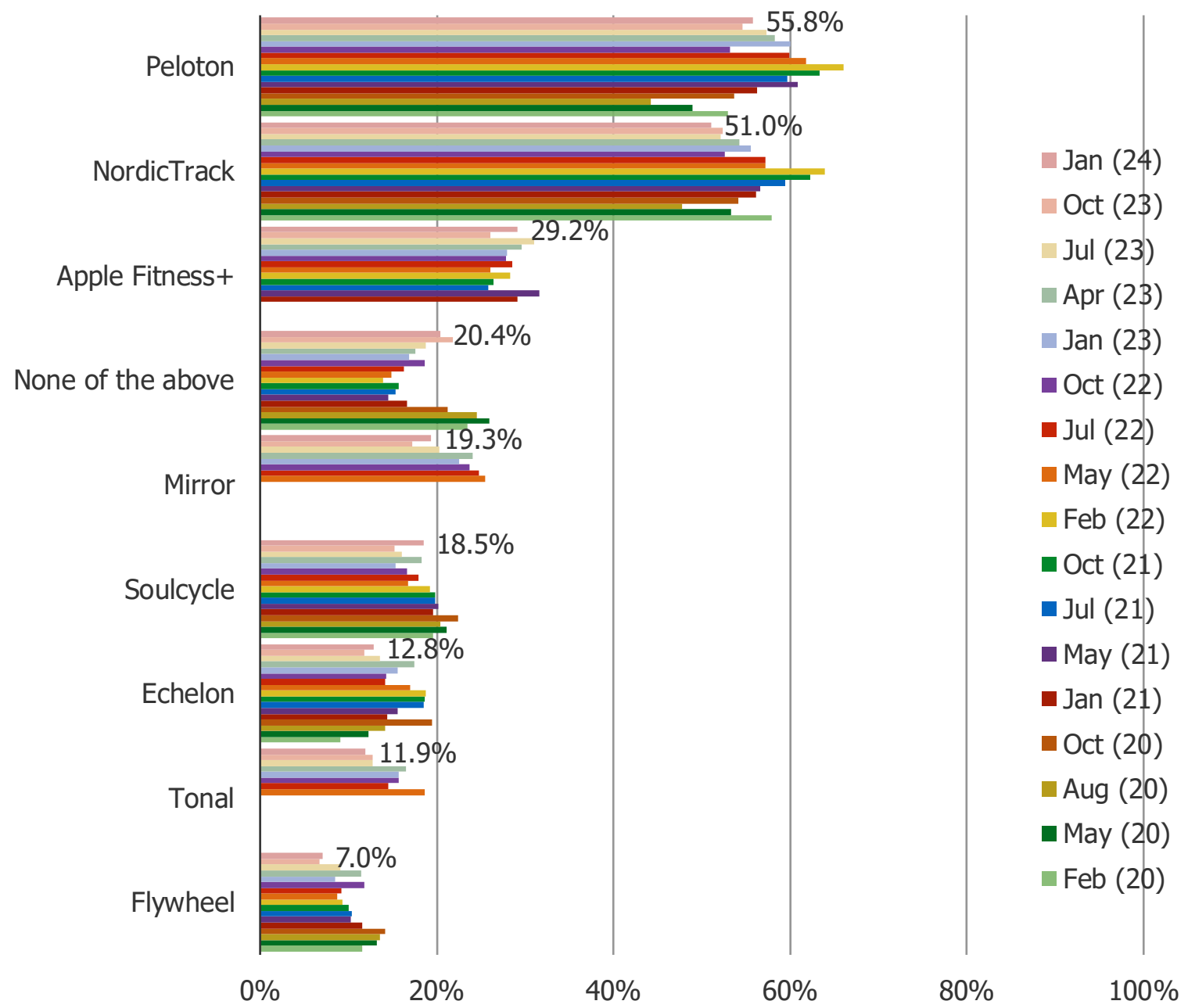
Posed to respondents who exercise more often than never (N = 1055).



AT-HOME FITNESS BRANDS

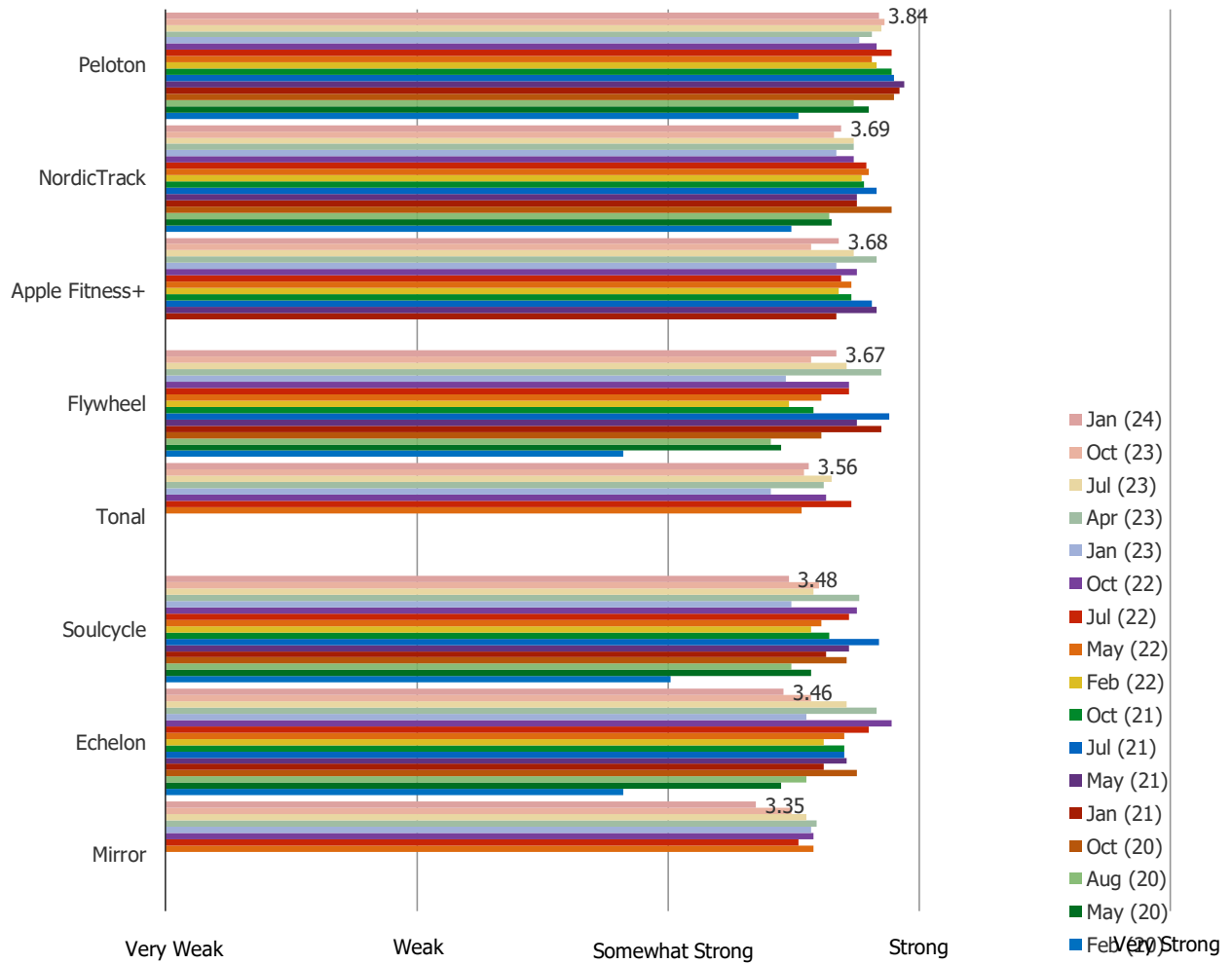
HAVE YOU HEARD OF ANY OF THE FOLLOWING?

Posed to all respondents



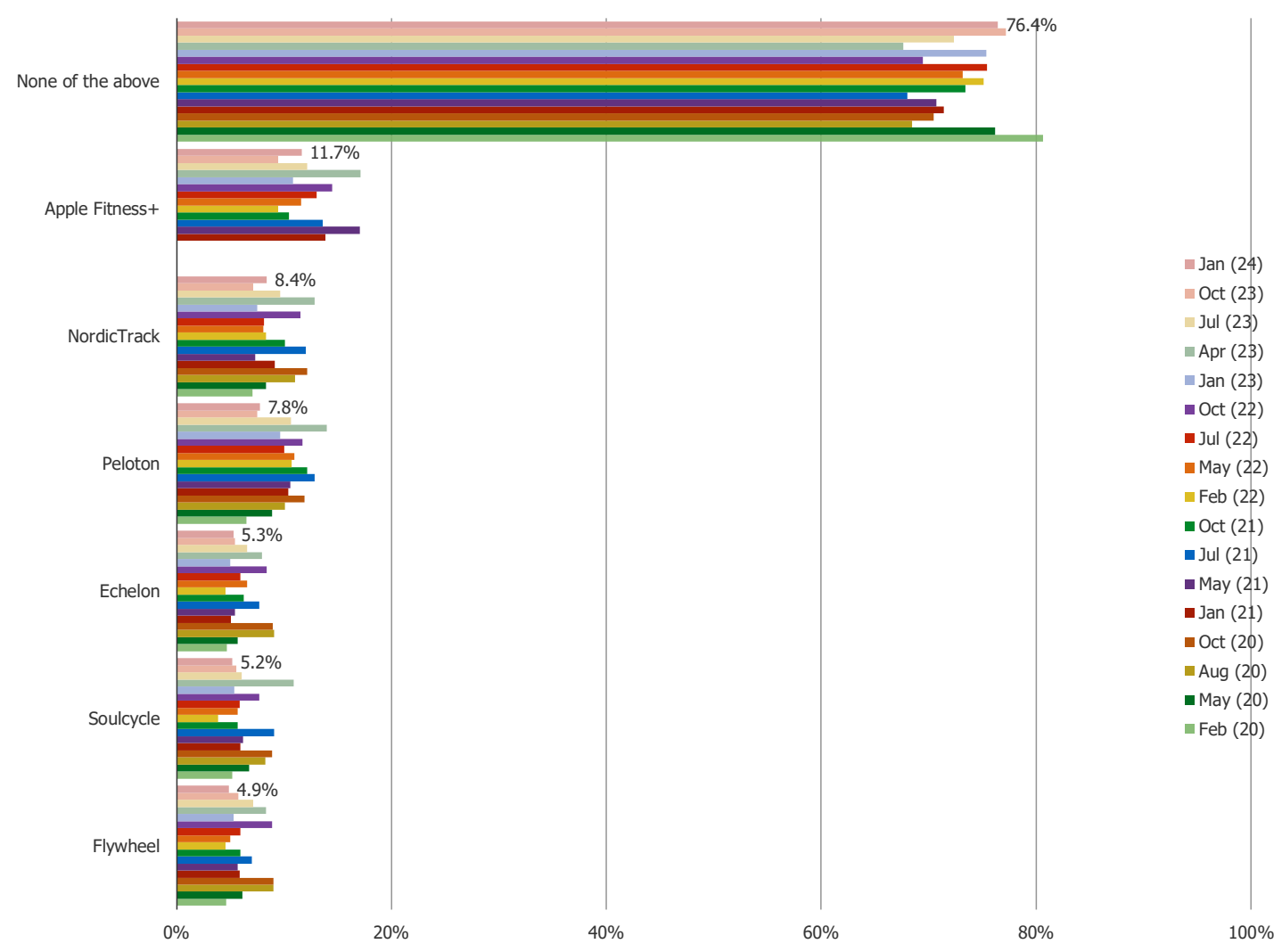
HOW STRONG OF A "FITNESS BRAND" DO YOU CONSIDER THE FOLLOWING TO BE?

Posed respondents who have heard of the following fitness brands



DO YOU CURRENTLY OWN PRODUCTS OR SUBSCRIBE/PAY FOR APPS OR CLASSES FROM ANY OF THE FOLLOWING? (SELECT ALL THAT APPLY)

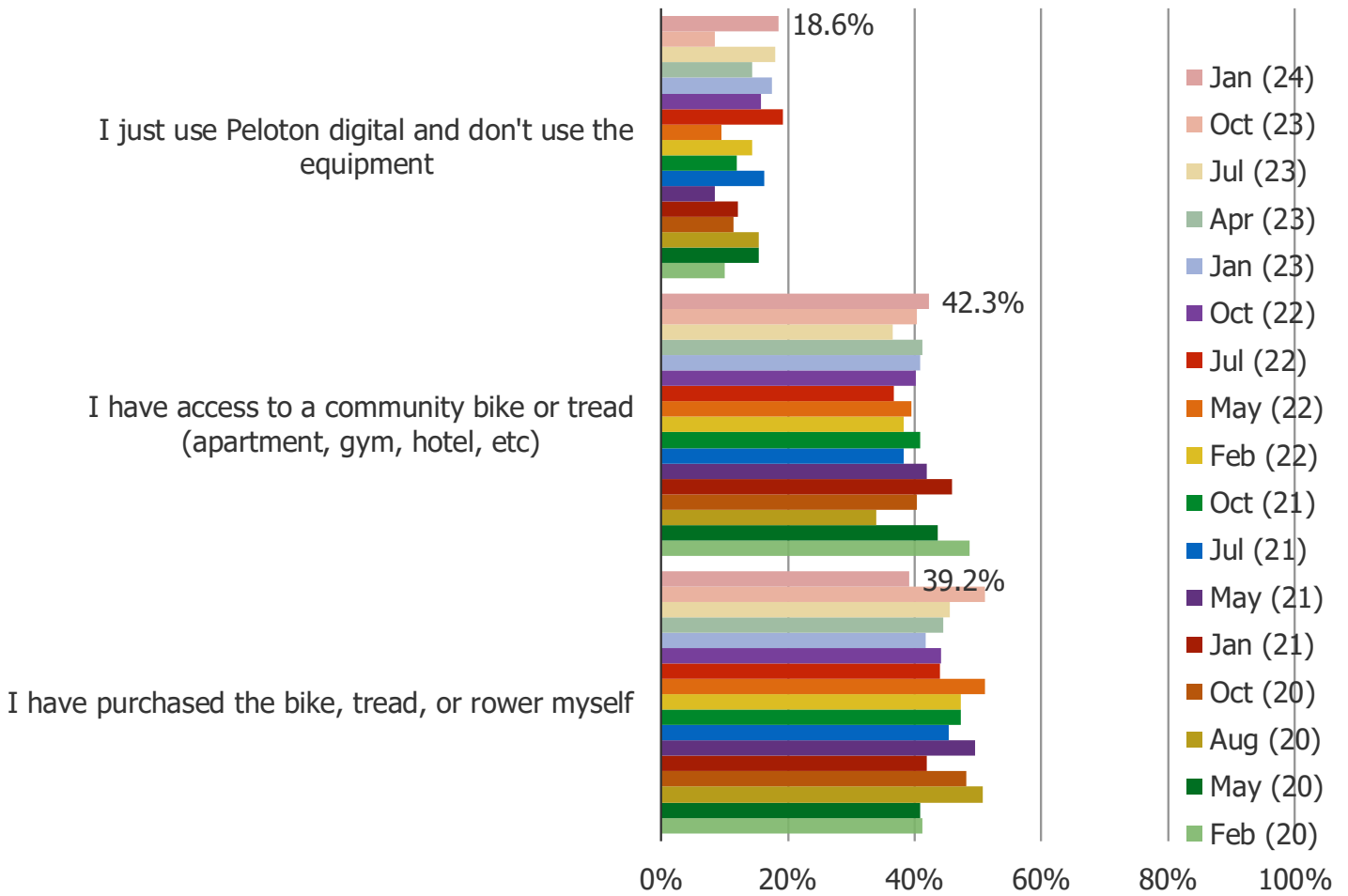
Posed to all respondents



PELOTON CUSTOMERS

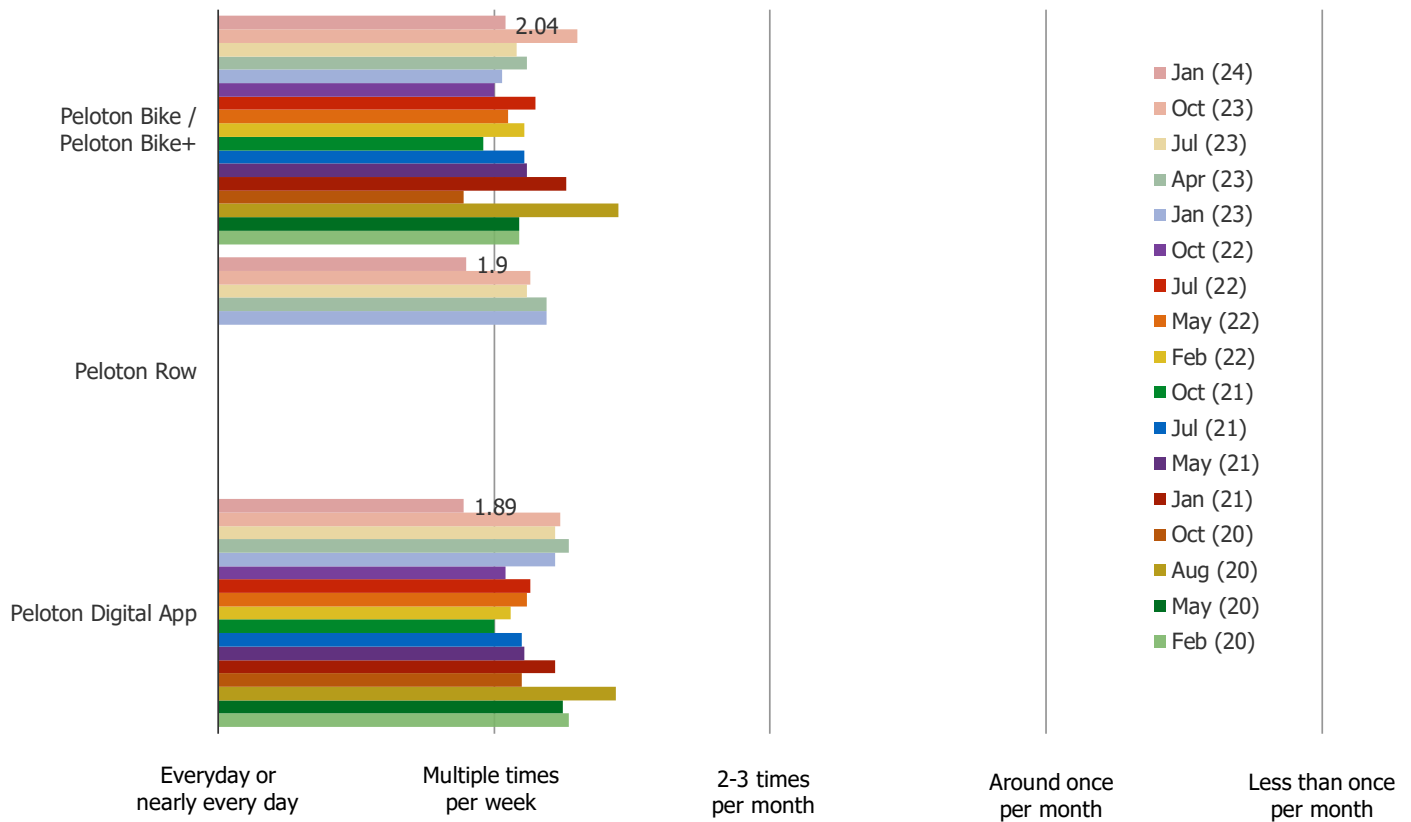
WHICH OF THE FOLLOWING BEST DESCRIBES YOUR USAGE OF PELOTON?

Posed to Peloton owners



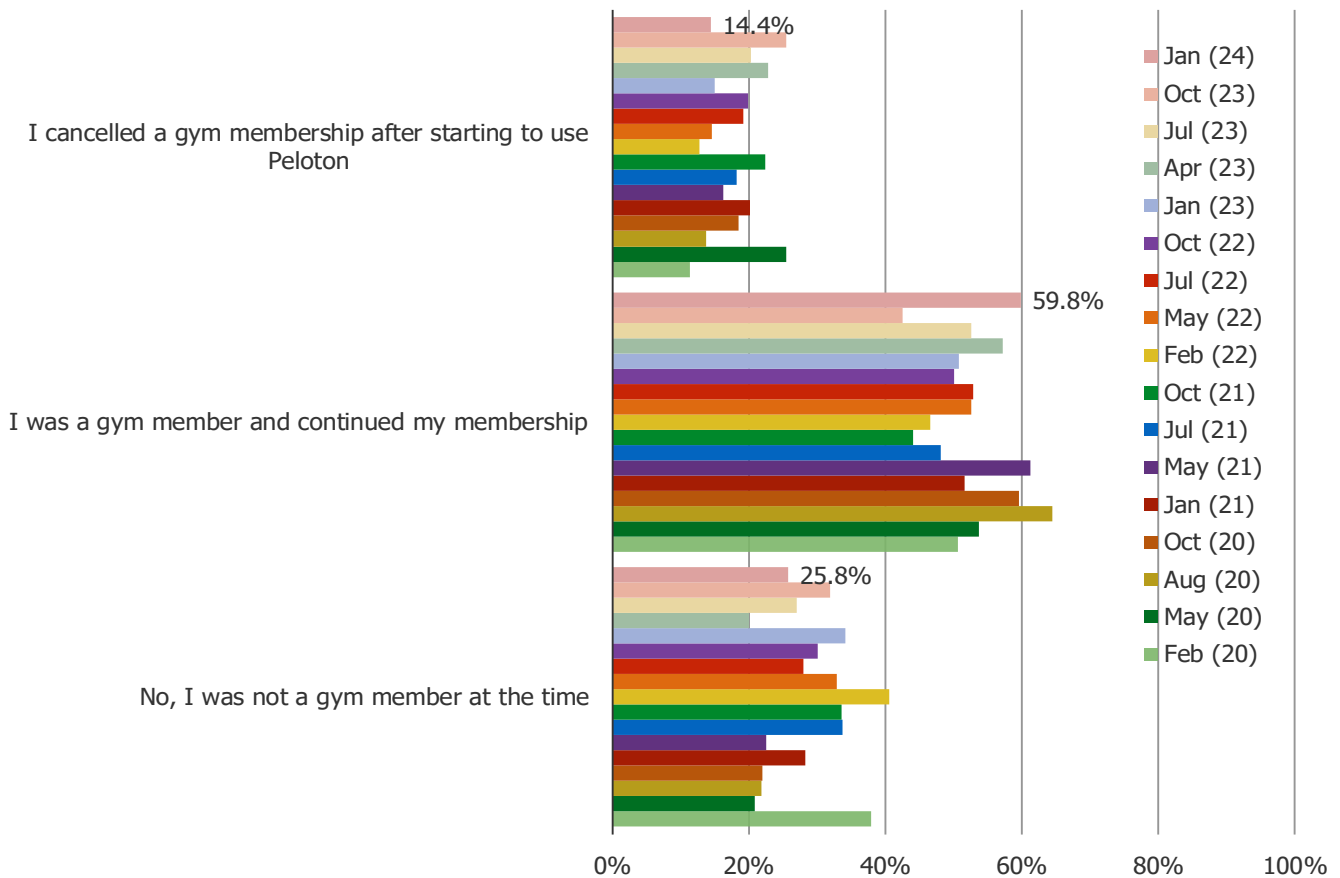
HOW OFTEN DO YOU USE THE FOLLOWING?

Posed to Peloton owners or subscribers (either owns equipment or accesses shared equipment). | N = 87



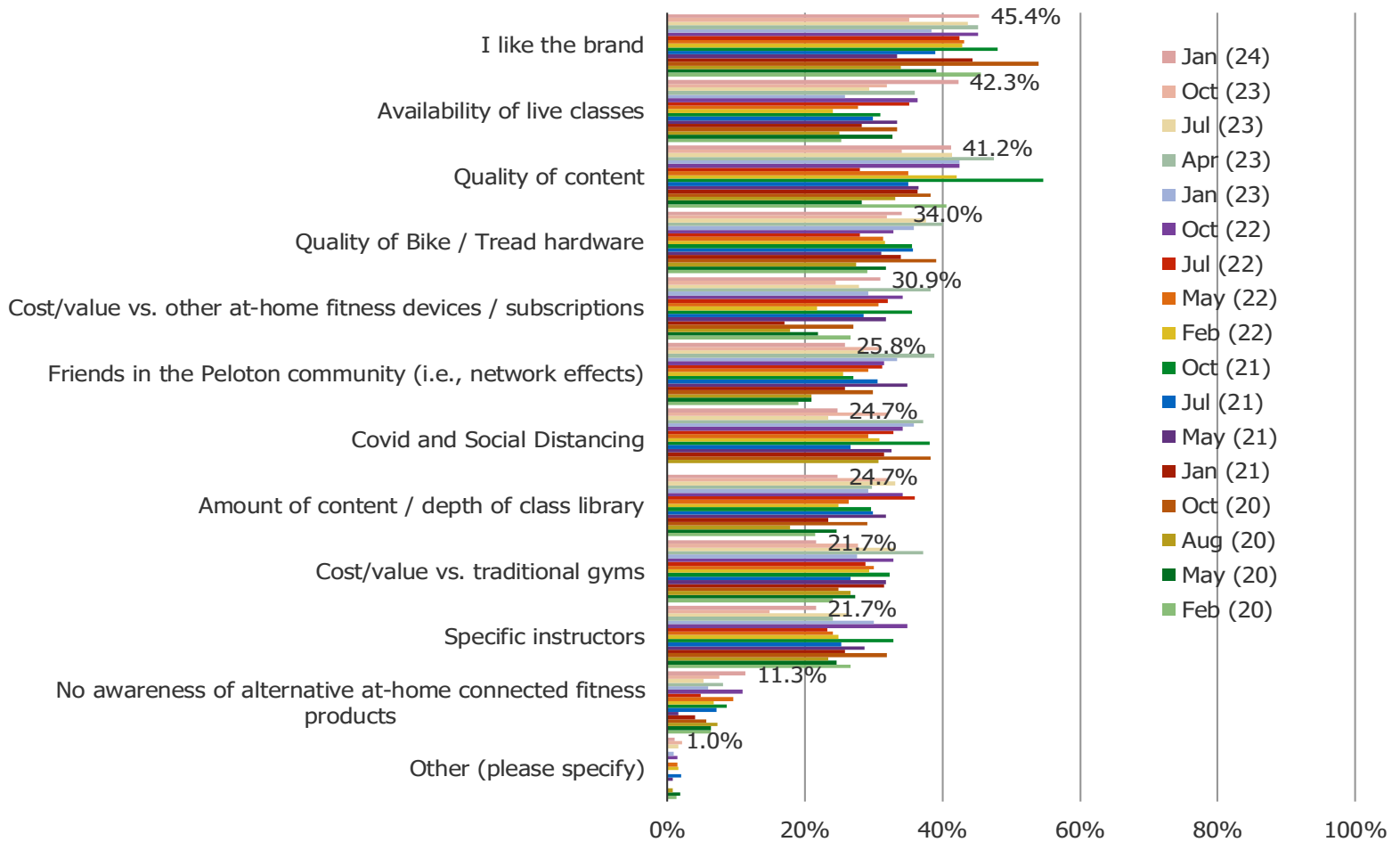
DID YOU CANCEL A GYM MEMBERSHIP AFTER YOU STARTED USING PELOTON?

Posed to Peloton owners or subscribers (either owns equipment or accesses shared equipment).



WHAT WERE THE MOST IMPORTANT REASONS FOR WHY YOU ORIGINALLY PURCHASED PELOTON EQUIPMENT?

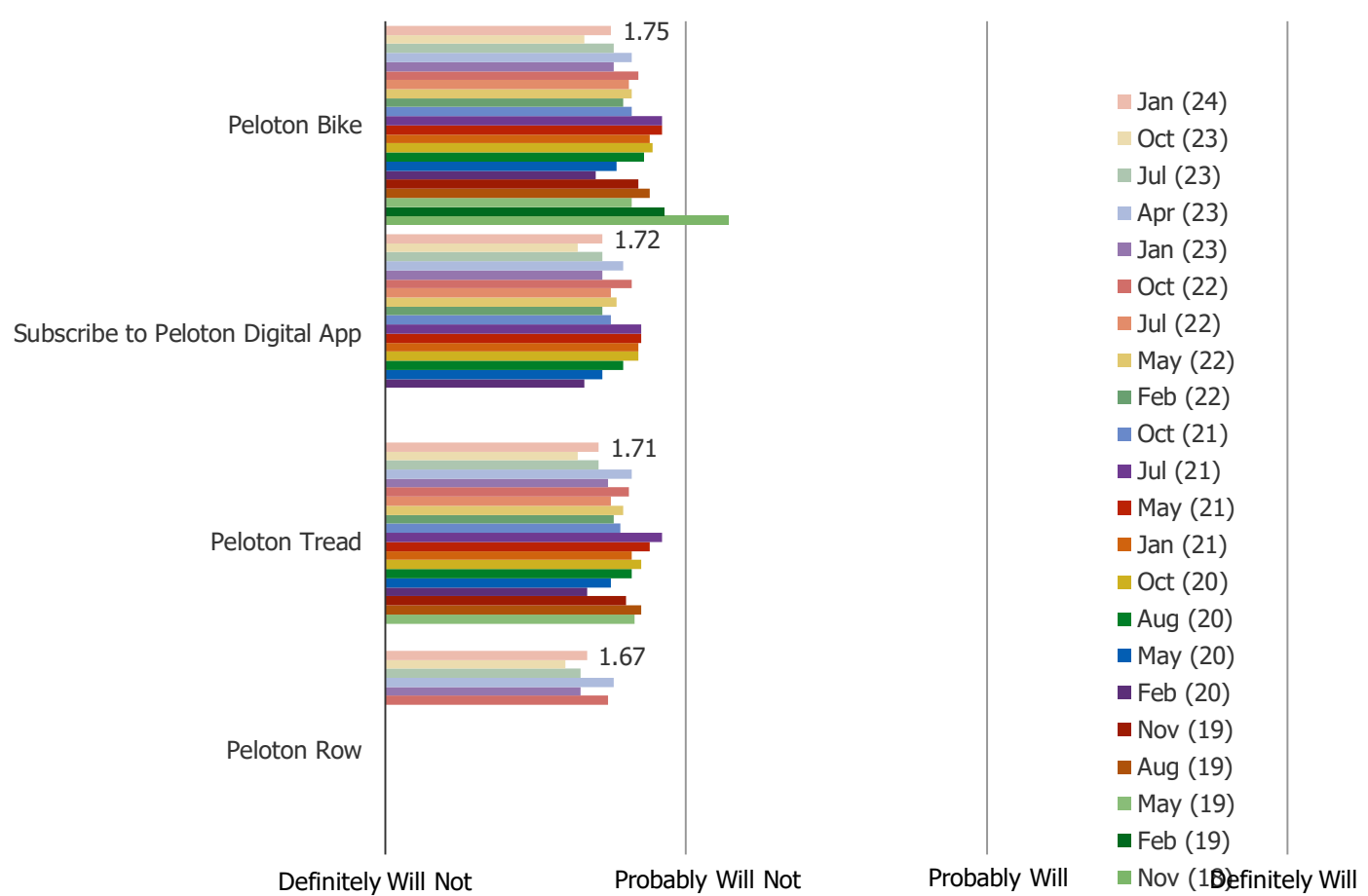
Posed to Peloton owners or subscribers (either owns equipment or accesses shared equipment).



NON PELOTON CUSTOMERS

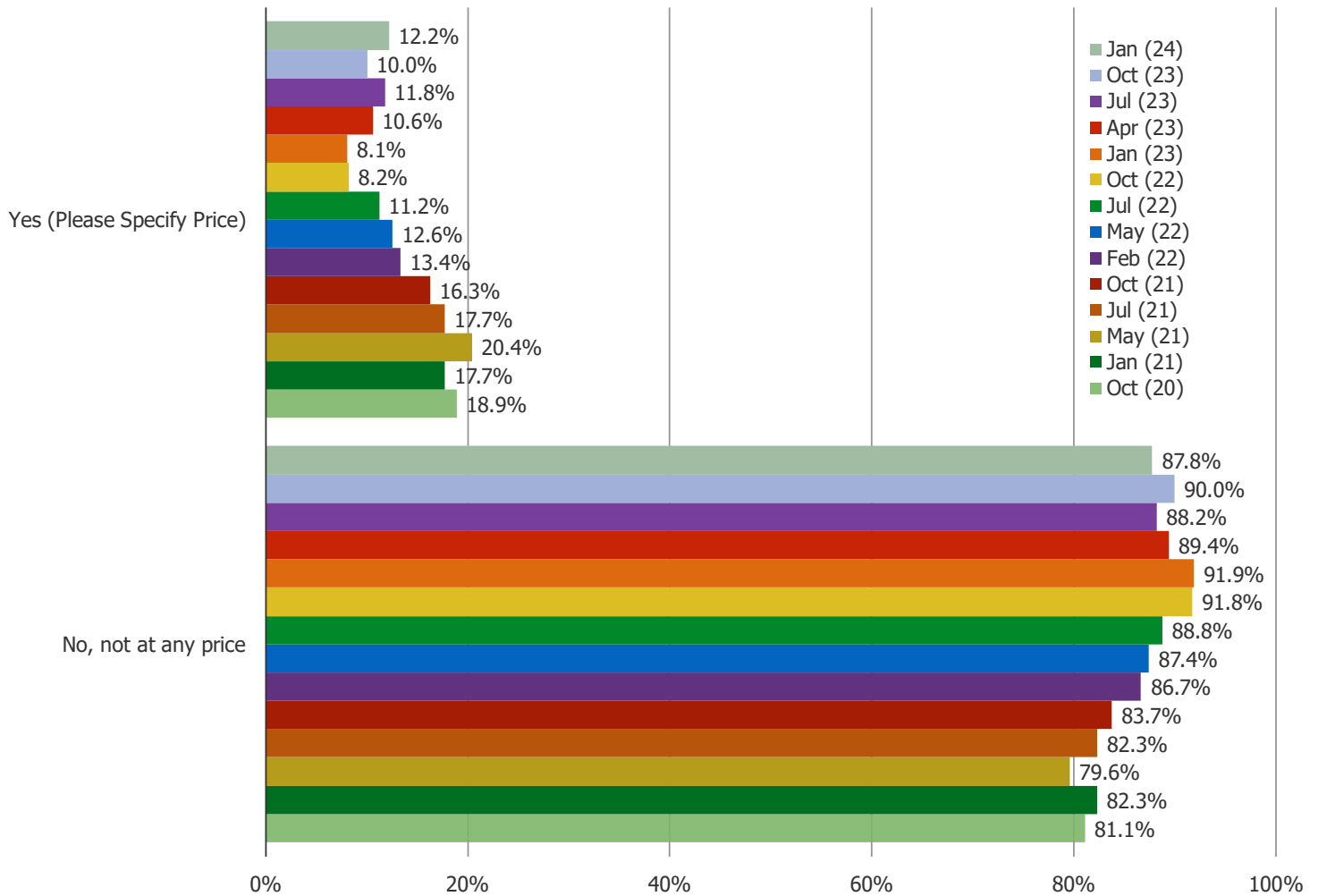
HOW LIKELY ARE YOU TO BUY THE PELOTON EQUIPMENT IN THE FUTURE OR SIGN UP FOR THE DIGITAL APP?

Posed to respondents who do not own any Peloton equipment.



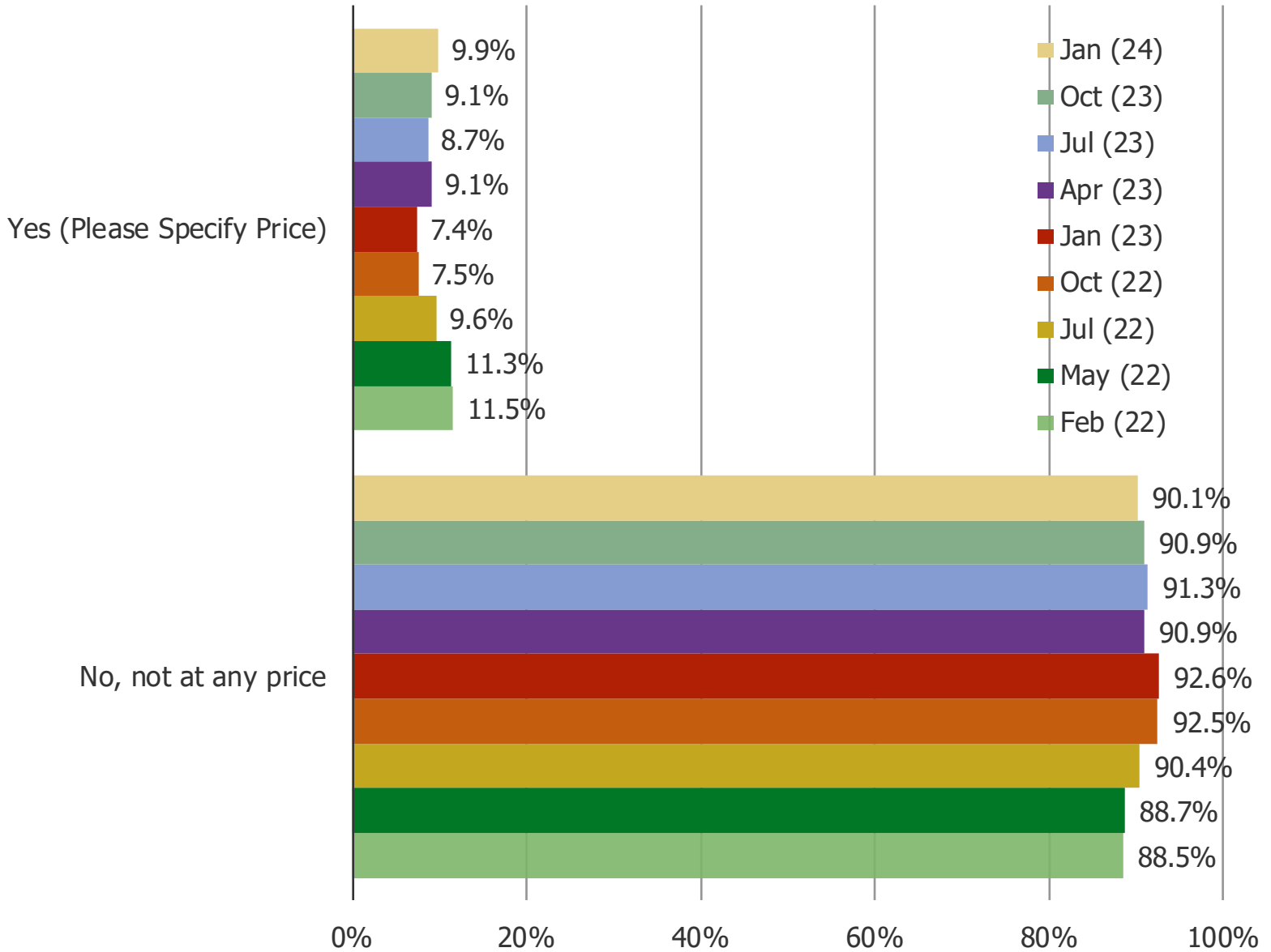
IS THERE A LOWER PRICE POINT THAT WOULD MAKE THE PELOTON BIKE OF INTEREST TO YOU?

Posed to respondents who do not own or use any Peloton equipment.



IS THERE A LOWER PRICE POINT THAT WOULD MAKE THE PELOTON TREAD OF INTEREST TO YOU?

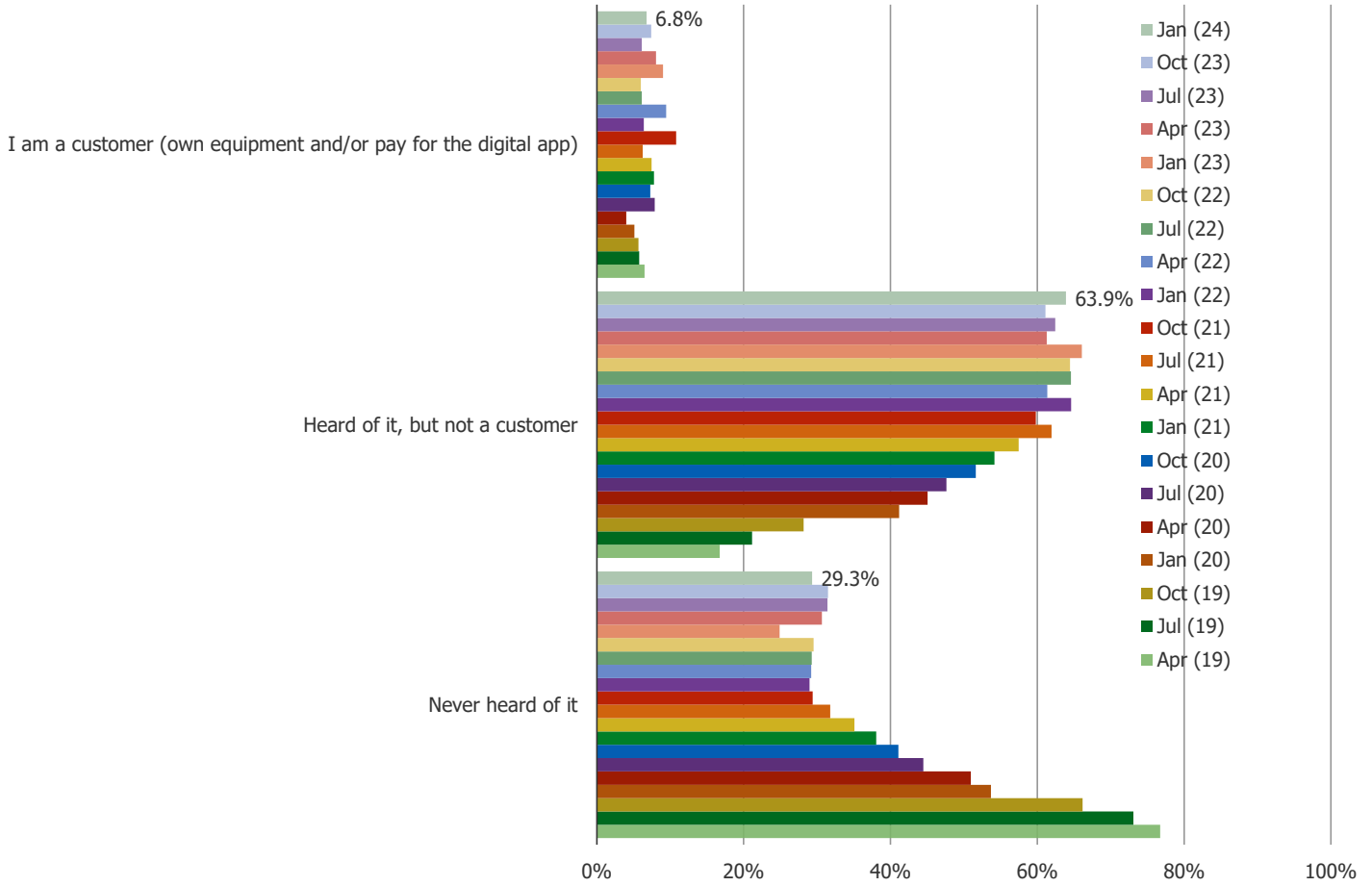
Posed to respondents who do not own or use any Peloton equipment.



PELTON IN THE UK

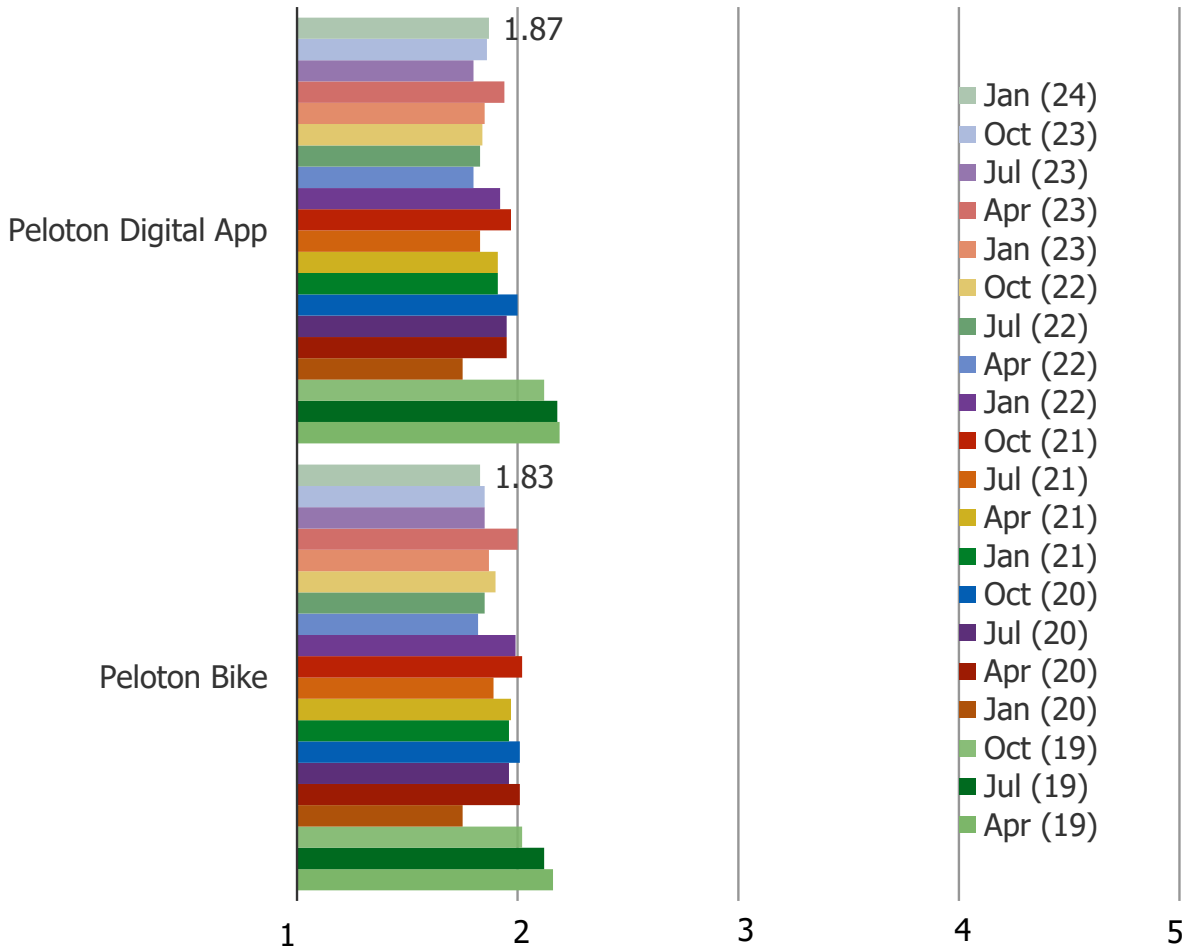
WHAT IS YOUR EXPERIENCE WITH PELOTON?

Posed to all respondents.



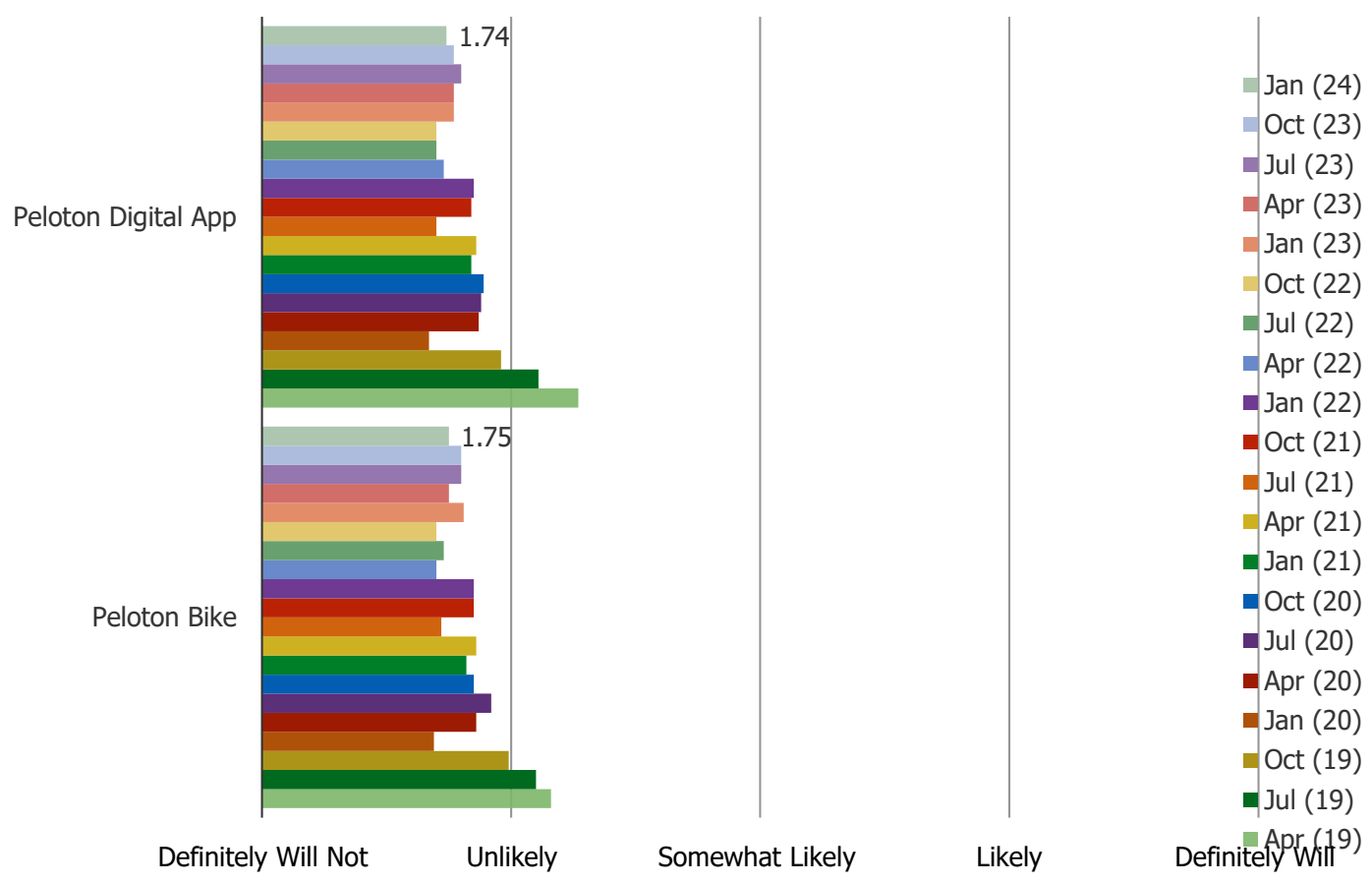
HOW MUCH INTEREST DO YOU HAVE IN THE FOLLOWING?

Posed to respondents who are aware of Peloton but do not own any Peloton equipment.



HOW LIKELY ARE YOU TO PURCHASE THE FOLLOWING IN THE NEXT YEAR?

Posed to respondents who are aware of Peloton but do not own any Peloton equipment.



HOW OFTEN DO YOU EXERCISE?

Posed to all respondents.

