

LES MILLS

SMART TECH Equipment Toolkit



[View Les Mills Equipment](#)

Why SMART TECH Equipment?

SMART TECH equipment helps your members optimise their performance. Your members will quickly see results and get increased satisfaction and enjoyment from every workout. Such enjoyment is key – because finding exercise they enjoy is the #1 way to stay motivated and on track for a lifetime of good health. This helps to:

- 1. Differentiate you from your competition
- 2. Improve customer loyalty
- 3. Increase participants in programmes
- 4. Attract new members

Winning numerous design awards, SMART TECH equipment is considered best in class[^] and is designed to maximise efficiency & results for your members. Developed by Les Mills, the global leaders in group fitness, SMART TECH significantly outperforms traditional equipment in all areas of functionality.*

Each SMART TECH product has been scientifically developed to enhance members experiences when participating in our group fitness classes. And, because we’ve engineered our equipment to amplify group fitness participation you can expect them to withstand the stresses of repeated use.

SMART TECH Equipment creates flexible weight and cardio systems that are fun and engaging. Our Equipment delivers systems that are flexible and meets the needs of members from Personal Trainers to small group training and Group Fitness.

Great equipment design is a big plus when you're touring the facility with a prospective customer.

SMART TECH = Smart business for both retention & acquisition

[Read more about SMART TECH](#)

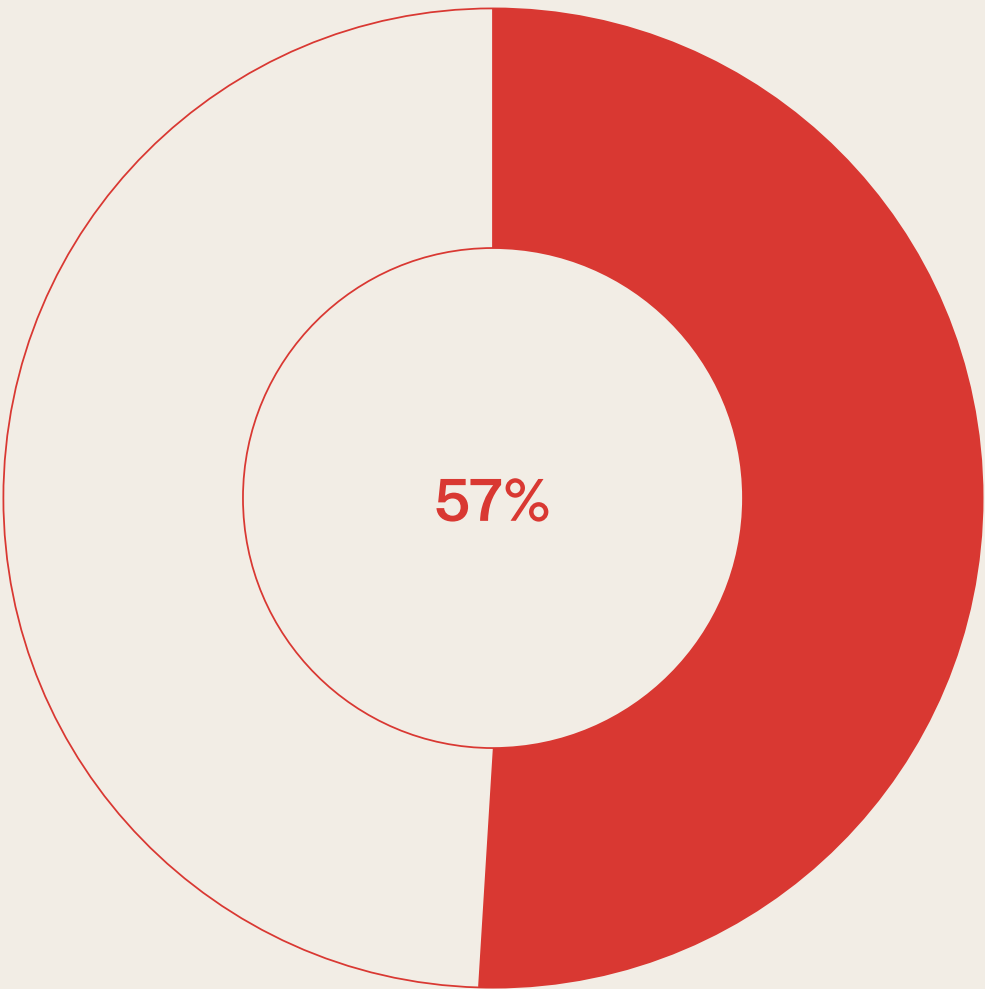
“The SMARTBAR™ is all about developing equipment where you could increase the speed of change over so you can change weights more quickly and finding the plate that was the optimal hand weight.”

Bryce Hastings
Head of Research & Technical Advisor
[Watch Bryce Hastings & SMART TECH](#)

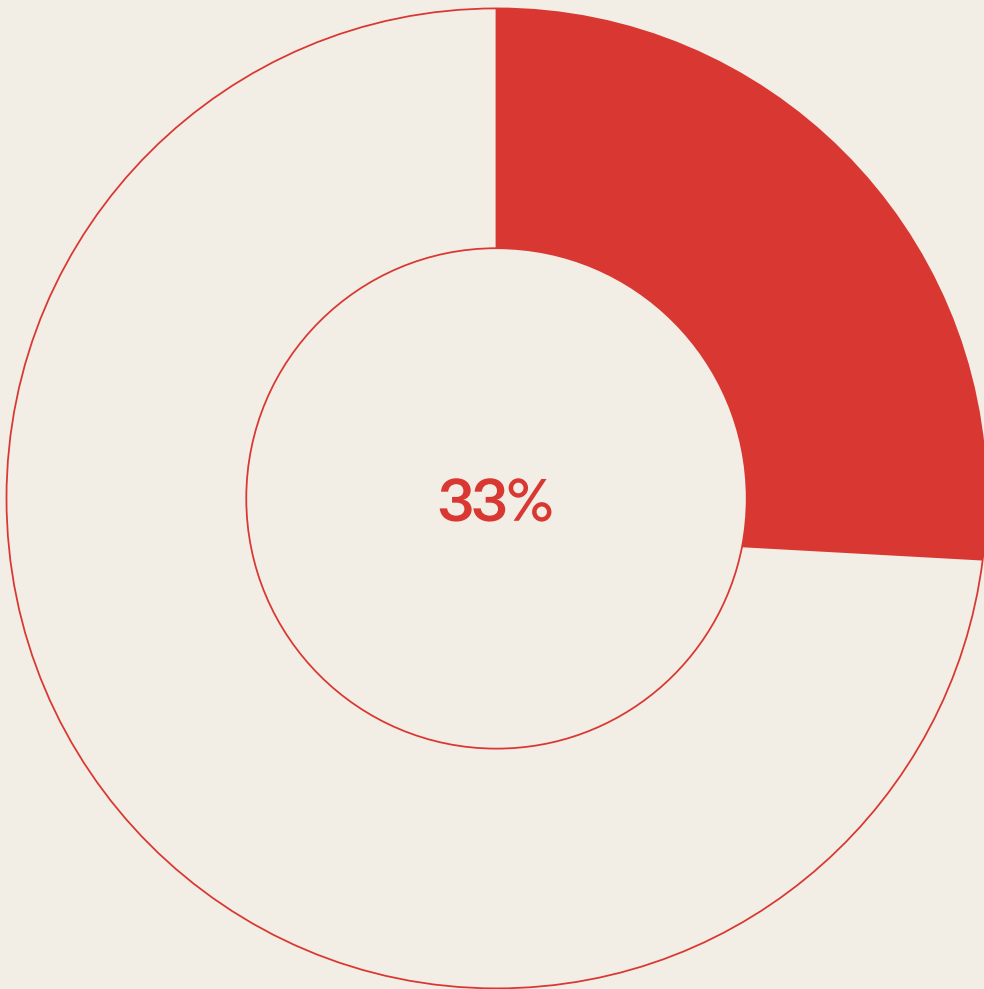
*Les Mills New Zealand 2016 Survey
^SMARTBAR winner Reddot Design Awards 2013, SMARTSTEP Gold Designers Institute Best Design Awards 2013

Stats for Equipment

57%
of all gym members participate in equipment-type activities and fitness classes^.



33%
of group fitness users say equipment is a reason they go to their current gym*.



Group Exercise is good For business
The expectation and demand for quality equipment that will enable members to succeed is a simple reality.

The better their experience, the longer they stay with you and the more they refer their friends.

Equipment isn’t a sunk cost. It’s an opportunity
Membership experiences are the secret to growing your business. To make this a reality, all member touch points need to work seamlessly together.

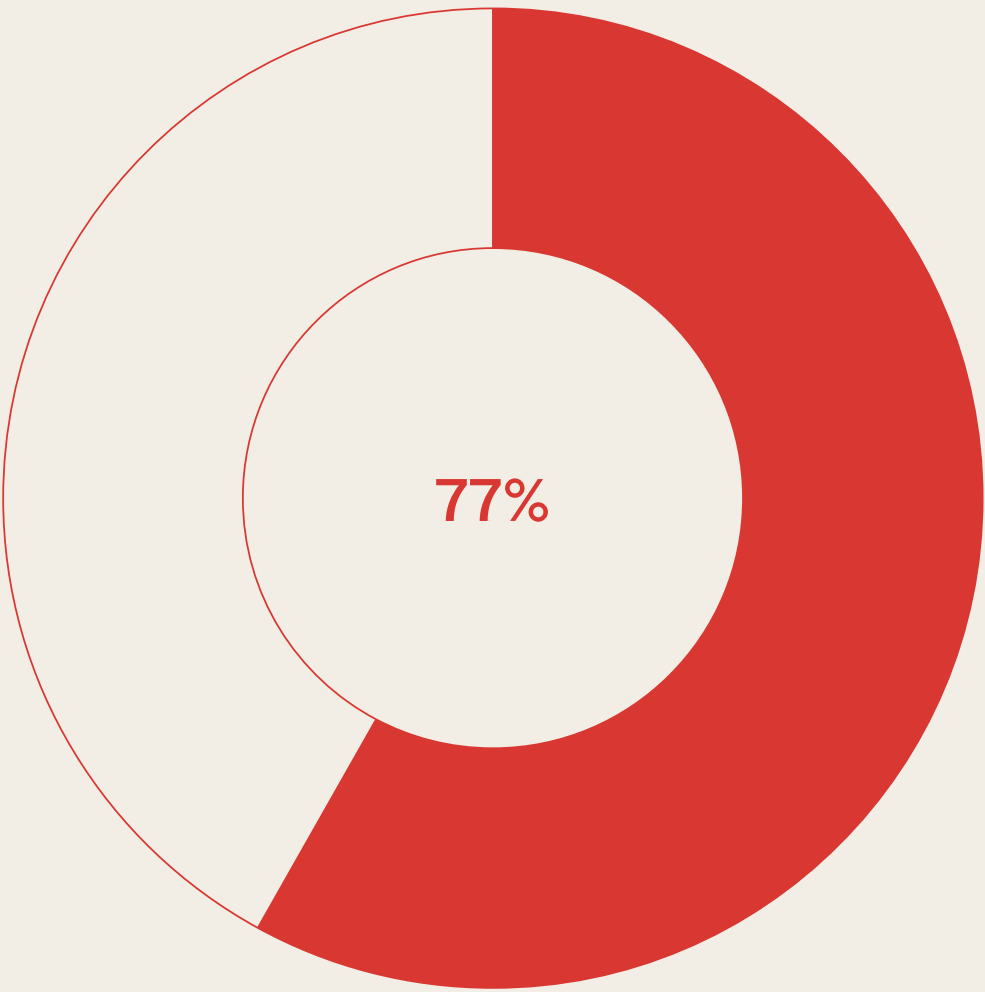
Equipment is no exception, the group fitness experience extends beyond Instructor member interaction and includes equipment.

The quality of equipment has had a big impact on the group fitness experiences – in fact, great equipment is considered as one of the top three things people look for when they join a gym*.

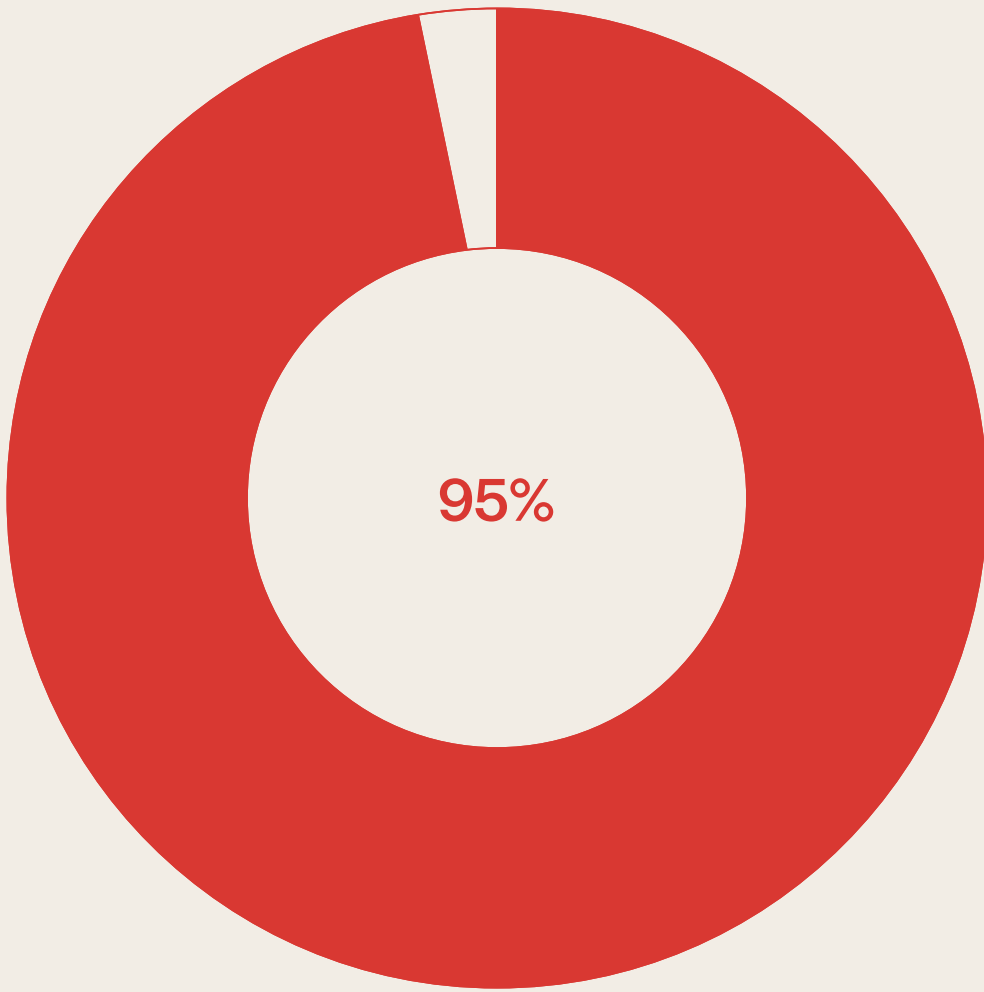
^2019 Les Mills Global Consumer Report
*2021 Les Mills Global Fitness Report

Stats for Equipment

77%
say SMART TECH creates a better experience
than any other product*



95%
of instructors prefer using SMART TECH*



Attract and Retain More Members
As 80% of all people paying for exercise are Millennials or Gen Z¹, investment in SMART TECH equipment creates a better experience than any other product, which aids in attracting and retaining this demographic.

As Les Mills attendees stay up to 49.5% longer than gym only members², investment in equipment that drives a better experience is beneficial for your club.

*2013 Nielsen Consumer Survey (New Zealand Participants)
1. 2019 Les Mills Global Consumer Survey
2. Les Mills & UK Active Research Institute 2018

Les Mills SMARTBAR™



Les Mills SMARTBAR

Designed for High Performance and Engineered for Results

The latest Les Mills SMARTBAR is the industry’s benchmark for effectiveness in fitness. At the cutting edge of innovation & design, SMARTBAR is engineered for workouts that work & solves problems that traditional barbells never knew they had. Enhancing form, results and enjoyment for your members.

- Aluminium bar with ionized protective coating that delivers longer lasting durability and scratch protection
- The ‘Gator’ mechanism is manufactured using a high performance engineering plastic
- Plates are manufactured from a cast iron core which is over-molded with a low odour and non-marking TPE to provide protection and durability
- Rigorously stress tested to ensure it lasts the distance, so members can feel safe and have confidence to nail their workouts. Our gear has been proven to withstand* at least 80K drops
- SMARTBAR Warranty = 3 years

Engineered for

Bar & Weight Plates

- LES MILLS BODYPUMP™
- LES MILLS GRIT™

Weight Plates

- LES MILLS CORE™
- LES MILLS TONE™
- LES MILLS BARRE™

SMARTBAR is the ultimate in fitness equipment.

[Shop Equipment](#)

[View SMARTBAR Video](#)

*Tests were capped at the number of repetitions shown



Les Mills SMARTBAR

Designed for High Performance and Engineered for Results

SMARTBAR Bar

2.6kg / 5.8lb (131 x 13.1 x 9.1 cm)

SMARTBAR Weight Plates (Set)

1kg / 2.2lb (18 x 3.4 x 18cm)

2.5kg / 5.5lb (21 x 3.4 x 21cm)

5kg / 11.02lb (27 x 3.4 x 72cm)

Available Separately

1kg / 2.2lb (18 x 3.4 x 18cm)

5kg / 11.02lbs (27 x 3.4 x 27cm)

2.5kg / 5.5lb (21 x 3.4 x 21cm)

7.5kg / 16.53lb (31 x 3.4 x 31cm)

3.7kg / 8.16lb (24 x 3.4 x 24cm)

10kg / 22.05lb (33 x 3.5 x 33cm)*

*10kg / 22.05lb plate not available in USA

SMARTBAR Rack

50kg / 110lb (140.5 x 53 x 31cm)

Locking unit available separately.

1 Textured Grip Zones

For improved comfort and control when used as a hand-weights or kettle bells.

2 Ergonomic Plates

Improved performance for use as hand-weights. The design allows a comfortable grip allowing more weight to be lifted or for two plates to be held in one hand.



3 Stays Put

Plate shape means SMARTBAR won't roll away between workout tracks.

4 Rotating Ends

Now with even smoother movement, improved form and effective muscle isolation to enhance performance.

5 Improved Gator

Plate changes are even faster and smoother with the unique 'gator' design. Pull the red release lever and slide plates on and off with ease.

6 Quick & Easy Clip-Free Transitions

Incremental weight can be added with confidence with the potential to burn more calories.

7 Optimal Bar Diameter

Reduces hand and forearm fatigue, aiding correct muscle activation and technique.

8 Quality Materials And Construction

Made to a high quality and safety standard (internal and external parts); tested and proven safe, durable and fit for purpose in even the most demanding gym environment.

Les Mills SMARTSTEP™



Les Mills SMARTSTEP

Uniquely Designed and Scientifically Engineered for Stability and Optimal Recoil

Les Mills SMARTSTEP is an innovative leap on from traditional fitness Steps, allowing you to jump confidently, lie comfortably, move smoothly and adjust intensity with ease. A step forward in fitness technology.

- Manufactured by injection molding for high precision and strength using engineering plastics.
- Rigorously stress tested to ensure it lasts the distance, so you can feel safe and have confidence to nail your workouts. Our gear has been proven to withstand* at least 2.3M steps.
- SMARTSTEP Warranty = 2 years

Engineered for

- LES MILLS BODYSTEP™
- LES MILLS BODYPUMP™
- LES MILLS GRIT™

SMARTSTEP takes training to even greater heights.

[Shop Equipment](#)

[View SMARTSTEP Video](#)

*Tests were capped at the number of repetitions shown



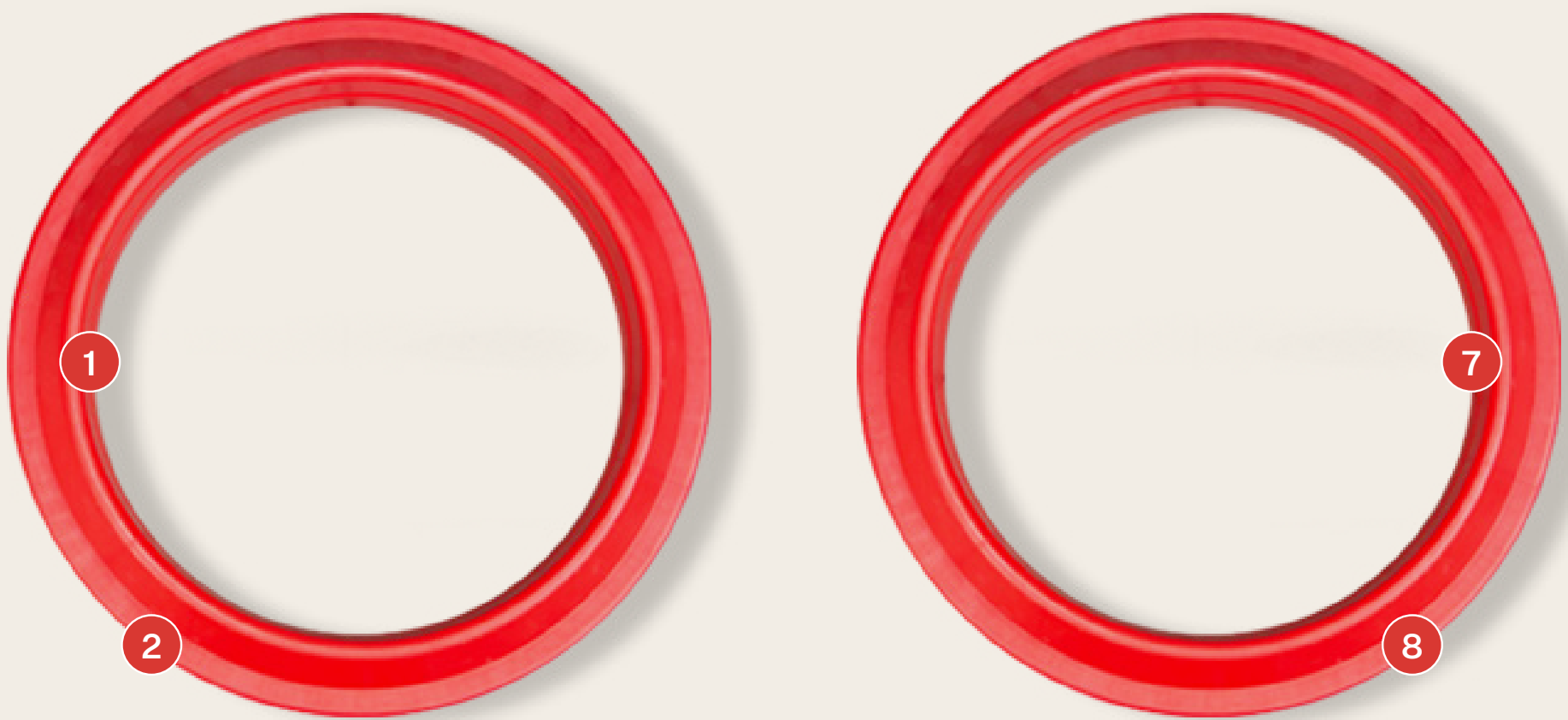
Les Mills SMARTSTEP

Uniquely Designed and Scientifically Engineered for Stability and Optimal Recoil

Designed to nest in separate pieces, allowing safe stacking up to 20 units high without requiring a rack. This saves valuable studio floor space compared with some other Step brands

SMARTSTEP
5.96kg / 13.14lb (105 x 42 x 10cm)

SMARTSTEP Risers (Pair)
0.7kg / 1.54lb (42 x 42 x 13cm)



1 Unique Incline
Functionality for more effective propulsion work (one riser) and bench work (up to four risers per side).

2 Non-Slip
Rubber feet improve shock absorption and reduce strain on joints.

3 Durable Construction & Engineering
Made to a high quality and safety standard; durable and fit for purpose in even the most demanding gym environment; tested and proven to withstand demanding levels of use.

4 Steady Underfoot
Multi-directional surface improves underfoot grip while increasing back and hand comfort during bench work.

5 Contoured Sides
Makes it easy to carry around.

6 Increased Stability
Non-slip feet and improved riser locking allows you to leap with confidence.

7 Circular Design
Dramatically improves stability and makes riser placement easier and faster.

8 Lock-Down
Riser locking system allows for quick and easy transitions and one-piece movement between tracks – but risers also detach easily for storage.

LES MILLS

Equipment Toolkit

Les Mills SMARTBAND™



Les Mills SMARTBAND

Reinvents Resistance Training through User Insight and Revolutionary Innovation

Designed using advanced new materials, LES MILLS SMARTBAND is scientifically engineered for the full intensity, flexibility and movement range of even the most technical workouts.

- Made of high quality TPE and safe for those with latex allergies
- Rigorously stress tested to ensure it lasts the distance, so your members can feel safe and have confidence to nail their workouts. Our gear has been proven to withstand* at least 45K stretches.
- SMARTBAND Warranty = 1 year

Engineered for

- LES MILLS CORE™
- LES MILLS TONE™
- LES MILLS BARRE™

SMARTBAND delivers a consistent change in resistance as the band is extended.

[Shop Equipment](#)

[View SMARTBAND Video](#)

*Tests were capped at the number of repetitions shown



Les Mills SMARTBAND

Reinvents Resistance Training through User Insight and Revolutionary Innovation

Les Mills SMARTBAND rack holds 10 SMARTBANDS of any resistance level. Our rack lets you store your SMARTBAND securely and neatly without any tangling or knotting.

SMARTBAND
0.215kg / 0.47lb (1230 x 25 x 4mm)

SMARTBAND Extreme
0.215kg / 0.47lb (1230 x 25 x 4mm)

SMARTBAND Rack
(30.6 x 12.6 x 13.1cm)
Includes optional tethered locking solution.

1 Les Mills SMARTBAND
For light to medium resistance.

2 Les Mills SMARTBAND Extreme
For medium to heavy resistance.



3 Compression Handle
Lets your members hold additional band or weight, improves comfort, grip and fixation under foot.

4 Moves Freely
High quality nylon webbing throughout the spine ensures ease of movement and improved functionality through a range of movements.

5 Secure Connection
Between spine and handle is designed to ensure advanced functionality, durability and a longer life.

6 Flat Band Profile
Reduce anchoring and rolling issues.

7 Band Centre
Band features the LES MILLS logo, providing a simple and easy way to identify the centre point during workouts.

8 Strong and Durable
Tested and proven to last.

9 Delivers a consistent change in resistance as the band is extended
Enhanced range of movement, technique and targeted muscle isolation.

Les Mills MBX™ MAT



Les Mills MBX MAT

A Fitness and Yoga Mat Engineered to Withstand the Rigors of Group Fitness

Developed for an improved exercise experience for both mind and body. MBX Mat is engineered to withstand the rigors of group fitness, delivering optimal workout performance and a more comfortable exercise experience.

- MBX mat is made from high density PVC to ensure the product is durable and can withstand high-frequency use; and is fit-for-purpose
- Made from a single material and therefore eco-considerate for end-of life recyclability.
- MBX MAT Warranty = 1 year

Engineered for

- LES MILLS BODYBALANCE™
- LES MILLS BODYPUMP™
- LES MILLS CORE™

With dual purpose functionality, MBX Mat improves balance, stability and comfort.

[Shop Equipment](#)

[View MBX MAT Video](#)



Les Mills MBX MAT

A Fitness and Yoga Mat Engineered to Withstand the Rigors of Group Fitness

50 MBX MATS per rack (25 mats per side). Our rack lets you easily store your mats flat to ensure that they remain clean and dry and maximise space efficiency.

MBX MAT
2.1kg / 4.6lb (180cm x 61cm x 5mm)

MBX MAT Rack
20.6kg / 45.4lb (191 x 76 x 56cm)

1 Yoga Side
Made for the perfect balance of comfort and stability. Designed for bare feet, not footwear.

2 Fitness Side
High durability side handles for more intensive exercises. Designed for use with gym shoes.



3 Eyelets
Durable slim profile eyelets for easy, space-efficient hanging storage.

4 Anti-Slip Coating
Providing optimised grip and reduced slipping in both wet and dry conditions.

5 Target Zones
Body alignment and target zones aid accurate movement and optimal workout performance.

6 Optimal Comfort
Can be folded double for high impact exercise.

7 Strong & durable
Tested and proven to last.

Les Mills Smart Storage

Our purpose-built storage solutions have been designed to have an optimal footprint for clubs, are easy for members to use and will amplify the aesthetic looks of any studio.



SMARTBAR STORAGE RACK

The storage system can accommodate 20% more weight plates than standard, and allows for different weight configurations to suit different clubs and facilities. SMARTBAR locking unit is purchased separately.

SMARTBAR STORAGE RACK HOLDS

12 SMARTBAR bar and weight plate sets.

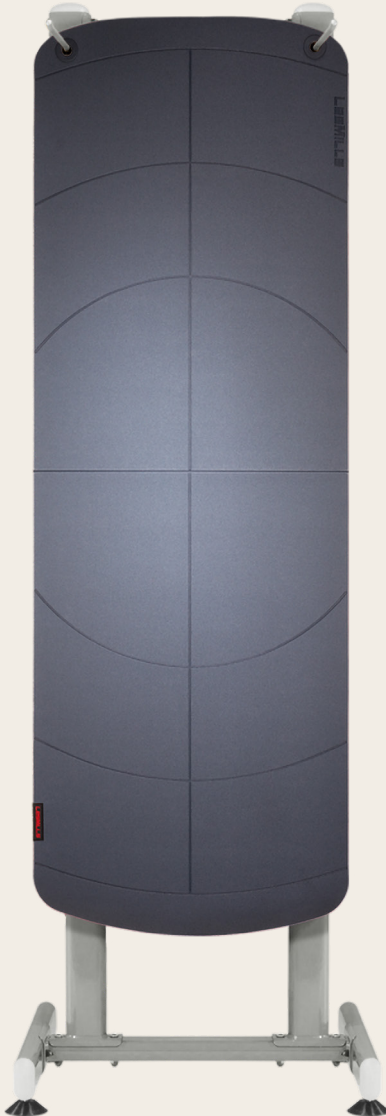


SMARTBAND STORAGE RACK

Our rack lets you store your Les Mills SMARTBAND securely, neatly and without any tangling or knotting. SMARTBAND locking unit is purchased separately.

SMARTBAND STORAGE RACK HOLDS

10 Les Mills SMARTBAND of any resistance level.



MBX MAT STORAGE RACK

Our rack lets you easily store your mats flat to ensure that they remain clean and dry and maximise space efficiency.

MBX MAT STORAGE RACK HOLDS

50 MBX MATS per rack (25 mats per side)

[Shop Storage](#)

Studio Storage

Use 'dead zones' of the studio to maximise floor space
Use multiple storage areas to reduce traffic flow
Ensure easy access near entry/exit points



Customer Feedback

“My advice to other operators considering whether they can justify the expenditure on SMART TECH is simply this: can you afford not to?”

Sharon Campbell
Health & Fitness Manager, UK

“The clearest indicator of the success of SMART TECH at our clubs has been class attendance: occupancy in classes using SMART TECH is 12 per cent higher when compared to most other classes.”

Scott Niven
Head of Fitness, UK

“Complaints about equipment have plummeted in all the clubs that have SMART TECH. In fact, I’d go so far as to say I’ve never heard a single negative comment about this equipment, ever.”

John Blackburn
Head of Fitness & Customer Experience, UK

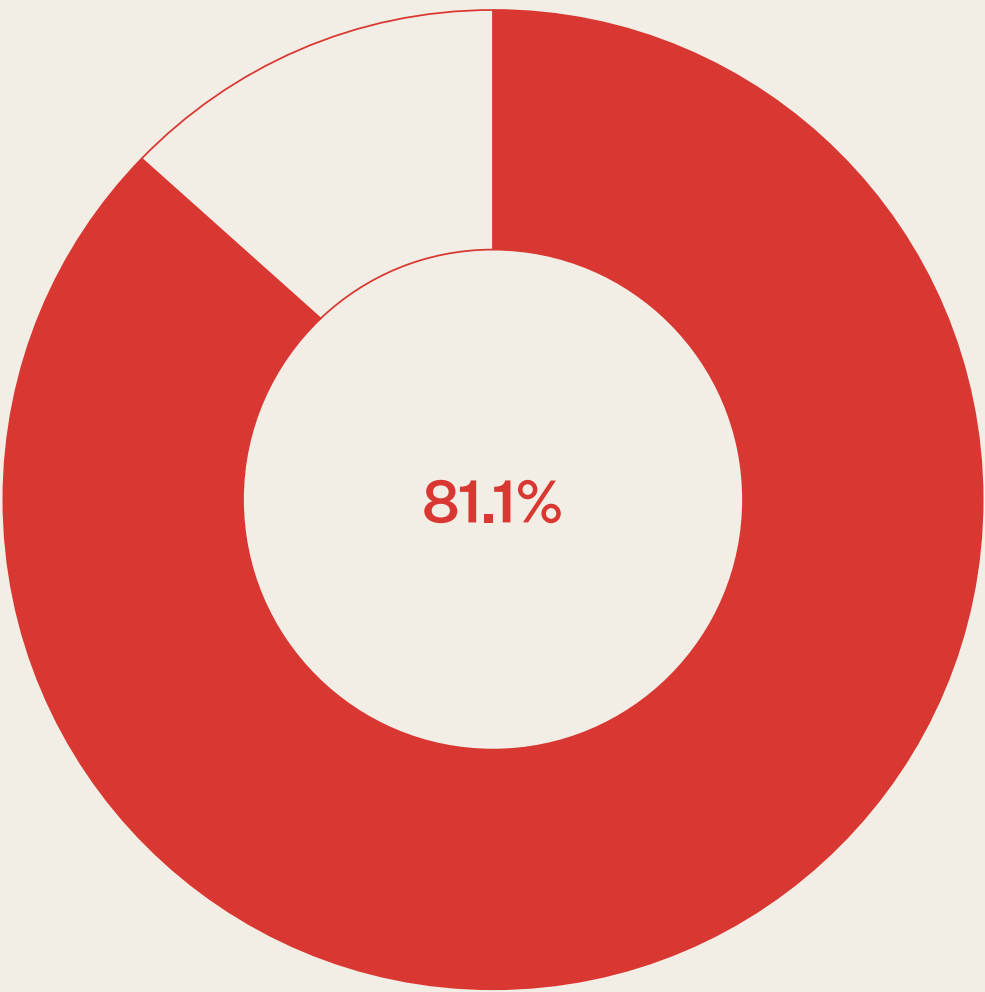
Case Study

Your Secret Weapon

Les Mills SMART TECH is a premium range of equipment. But it’s worth the investment, say operators, driving customer satisfaction and attendance levels.

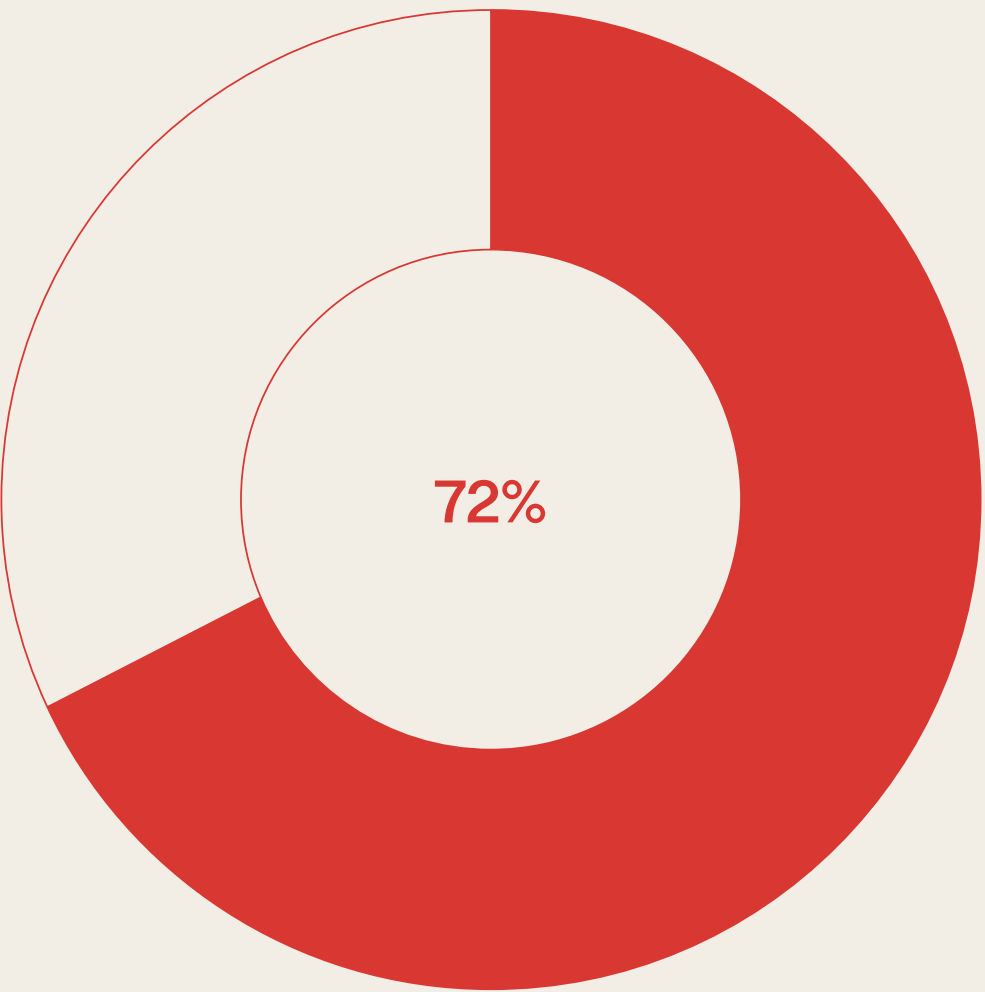
81.1%

Increased attendance levels with no timetable changes



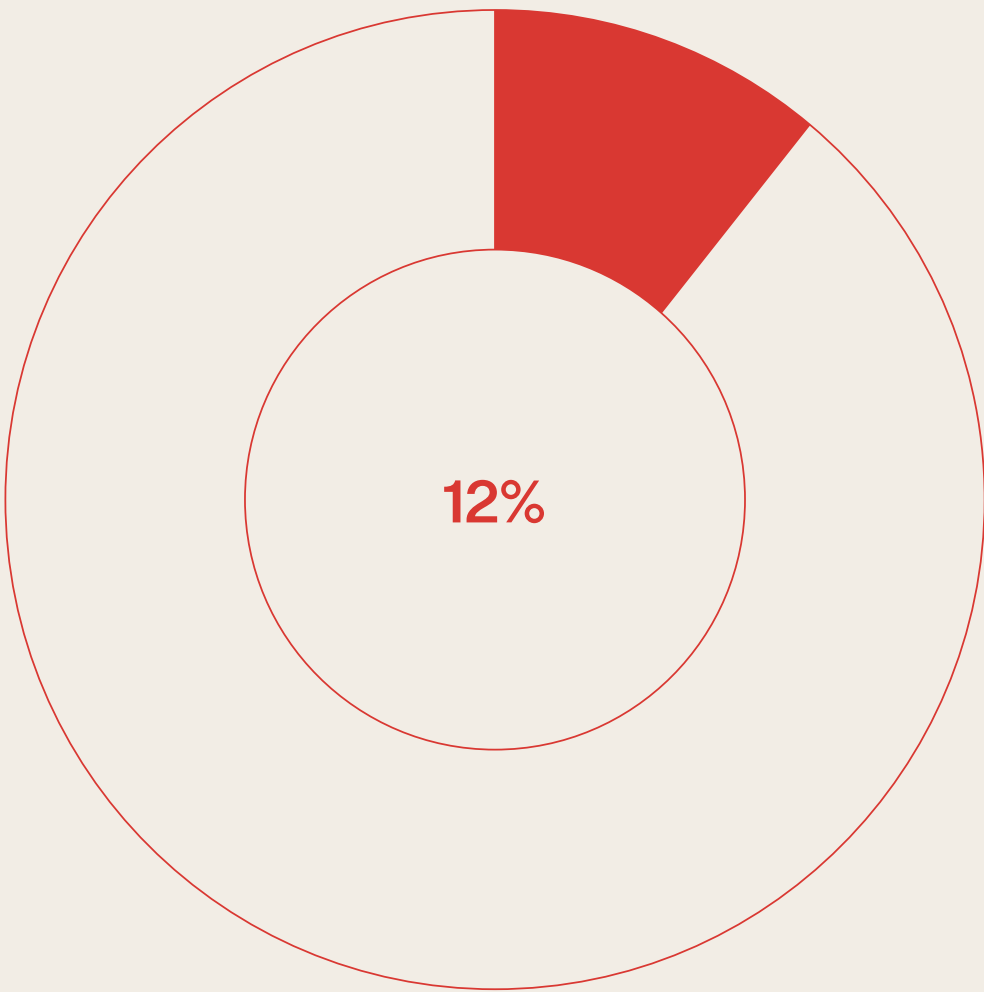
72%

Increase in BODYPUMP attendance



12%

Higher occupancy in classes using SMARTTECH



“Member feedback has been very positive – they love using the equipment and have seen the benefits – to the point that we’ve had to manage the roll-out carefully: we’ve had complaints from members when they found out that another club had received the new equipment and theirs hadn’t yet!”

Sharon Campbell
Health & Fitness Manager, UK

[Read More Here](#)

Case Study

Post Lockdown Group Fitness

Aiming to be among the first public fitness facilities globally to achieve dementia-friendly status, the UK’s Great Sankey Neighbourhood Hub (part of LiveWire Warrington) has a remit to help members young and old stay active. Commercial Manager Kev Forester explains how the site made group exercise a central pillar of its recent £16m redevelopment.

Broaden Demographic Appeal to Smash Targets

To appeal to the entire community, irrespective of age and ability, with an overhaul of the site.

The investment saw the group decide to go big on group exercise, investing in 3 studios.

The team describe this as a masterstroke – they are now running 6 programmes in the Virtual studios (RPM, SH’BAM, BODYPUMP, BODYCOMBAT, LES MILLS CORE & BODYBALANCE), smashing all their targets.

Marketing on social media and teaser campaigns to existing members really helped to build excitement and drive buzz.

“We’ve invested in SMART TECH kit for our studio which is definitely a plus-point with members. We’ve been challenged quite strongly by budget gyms, so things like SMART TECH help us to demonstrate the added value we offer, through high-quality kit that members can touch and feel.”

Kev Forester
Commercial Manager

[Read More Here](#)

Thank You

For any questions on this SMART TECH Equipment Toolkit, please contact your local Customer Experience Manager.

[View Les Mills Equipment](#)

