Talwalkars Better Value Fitness Ltd.
Regd. Off.: 801, Mahalaxmi Chambers, 22, Bhulabhai Desai Road, Mumbai 400 026.
CIN: L92411MH2003PLC140134; Tel.: 6612 6300. Fax: 6612 6363. Website: www.talwalkars.net

Talwalkars
Spreading fitness since 1932

Date: 9th August, 2018

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001.

To,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot No. C/1, G Block, BKC,
Bandra (East), Mumbai - 400051.

Dear Sir,

Re: **Talwalkars Better Value Fitness Limited; Scrip Symbol: TALWALKARS; Scrip Code: 533200**
Sub: **Updates on Unaudited Financial Results for the quarter ended 30th June, 2018**

We are enclosing herewith the updates on the Unaudited Financial Results for the quarter ended as on 30th June, 2018.

Kindly take the same on records and acknowledge the receipt of the same.

Thanking You.

Yours faithfully,
For **Talwalkars Better Value Fitness Ltd.**

Avanti Sankav
Company Secretary & Compliance Officer

Talwalkars Better Value Fitness Limited

Quarterly Update (Q1 FY2019)

9TH August 2018



LEAP OF FAITH

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Lifestyle offerings



Recent Developments

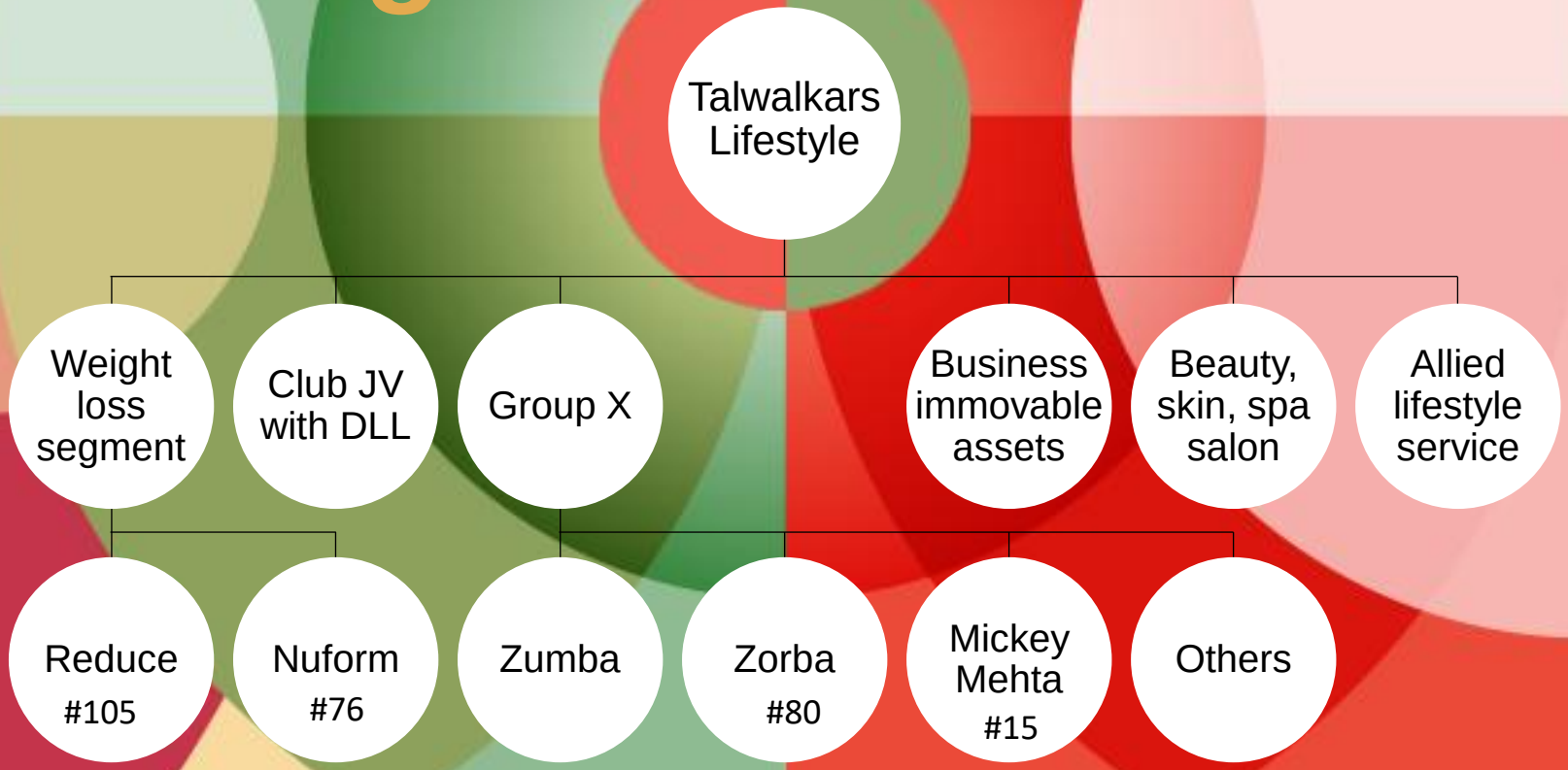


Result Update



Marketing Highlights

Lifestyle offerings



no of centers

Diverse Lifestyle offerings

Nuform

- Proven German Technology introduced by Talwalkars in India
- Electrical Muscle Stimulation (EMS) based workout
- Once a week for 20 minutes
- Offered within fitness centres

Zumba® Fitness and Wear

- Dance-based fitness programme
- Offered within the fitness centres and studios
- Recommended for one hour, thrice-aweek
- Sole distributors for Zumba merchandise in India
- Developed and launched www.zumbashop.in

Reduce

- Diet-based weight reduction programme
- Provision of ready-to-eat-and-cook food products
- Offered within fitness centres
- Convenience of doorstep services and online access option
- Tied up with online portals and mobile apps

Group X

- Services offered like Spinning; TRX; Aerobics; dance classes etc
- Offered within fitness centres and studios
- Recommended for one hour, thrice-aweek

Zorba - the yoga

- Provides exclusive and holistic approach towards better living
- Choice of comprehensive suite of various courses and alternate therapies like Hot Yoga, Pre-Post Natal yoga, Aerial Yoga, Aqua Yoga
- Offered within fitness centres and studios
- Specialised courses on healing for Asthma, Diabetes, Stress management etc

Sports club

- Integrated fitness, sports and recreation clubs with superior amenities like Tennis, Swimming Pool etc.
- Consultancy services for setting up clubs in townships and gated communities

- Combination of Nuform and Reduce
- Uniting benefits of weight training and calorie burning
- Offered within fitness centres
- Convenience of doorstep services

Mickey Mehta

- Strategic alliance with Dr. Mickey Mehta to scale 360° Wellness Temple centres across existing gym chains
- Signature wellness offerings such as Learn Swimming in 24 hours, Grow Tall with Mickey Mehta, etc.
- Engaging a diverse range of customers from 6yrs to 90yrs of age
- Brand Medastouch to incorporate Ayurveda

Reduce
Home based *weight loss* program

- Re-packaging of pouches & carton for more Premium look n feel
- Incorporated Software for Service team
- Member Daily weight Tracking Mechanism in Place
- Improved online & digital presence with increased Online revenue
- Courier tracking mechanism adapted that enabled premium servicing to customers
- Initiated Reduce PR Activities on health sites, Blogs & articles for NDTV, etc



65+ Products



Dedicated Dietician



Weight control Kit



No Dieting

For more information log on to : http://www.reducetalwalkars.com/

- As on quarter ended there are 76 Nuform centers.
- The company added standalone studio in Vashi subsequent to the quarter and intends to add more standalone studios in forthcoming quarter.
- The company is looking to add more centers to cater to increase the demand in Home based and corporate services.



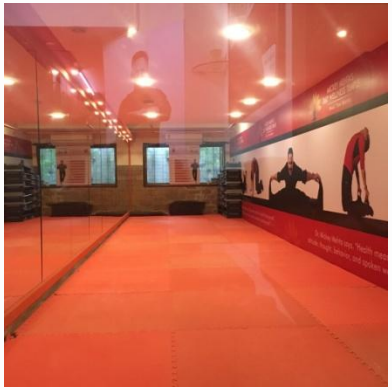
Nuform equipment



For more information log on to: http://www.talwalkars.net/jt/20/talwalkars-nuform

MICKEY MEHTA'S
360° WELLNESS TEMPLE
Heal The World

- The company in the quarter renovated existing center of Dr Mickey Mehta 360 degree wellness studio in Bandra.
- Dr Mickey Mehta also conducted free promotional events like Yoga by the Bay that was well received.
- The company intends to franchise, organise and manage brand endorsements, seminars, corporate tie-ups and weekend diploma program etc. under this format.
- The company also plans to scale Dr Mickey Mehta's signature workouts across our exisiting infrastructure.



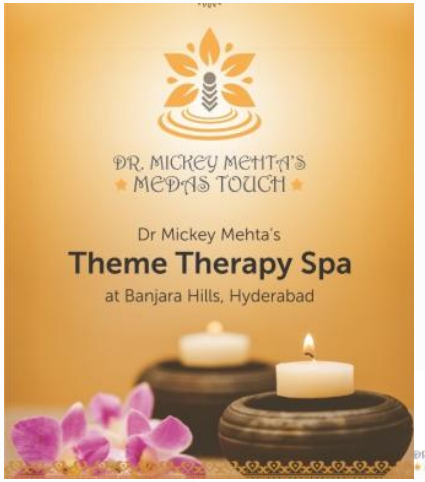






For more information log on to: http://www.mickeymehtahbf.com/

- The company launched Ayurvedic theme therapies in its Hyderabad center and Full moon midnight meditation under its Dr. Mickey Mehta brand Medas Touch.
- The company soft launched 6 therapy centers in Hyderabad last quarter.
- The company provided celebrity fitness guru a significant platform to unleash its brand value.
- The brand Medastouch is working to incorporate variety of services including Nutraceuticals, Catering services, Personalised consultations etc





For more information log on to: http://www.medastouch.com/

zorba™
A RENAISSANCE STUDIO

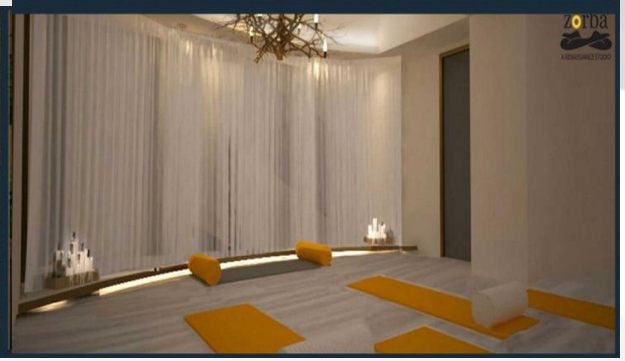




- Zorba –The Renaissance studio reached 80 centers and continues to be one of the largest Yoga chains across India.
- The company's associate Zorba Renaissance Ltd raised Rs15.45 cr for expansion across India and overseas.
- Zorba plans to increase its footprints in India and abroad to Dubai, Sri Lanka, Singapore and Canada
- The company is also Promoting DIVA yoga (women only yoga) in association with Mallaika Arora.



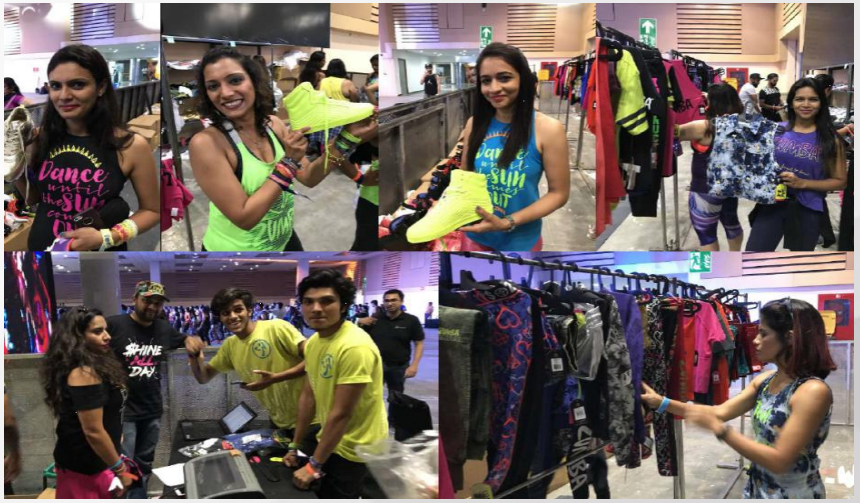




For more information log on to: http://www.wearezorba.com/

- Zumba Wear India team on May 22nd 2018 participated at the ZIN Academy in Noida. The event had approximately 900 instructors from across India and south Asia , who joined this 1.5 day training program in Noida. It was led by Mr Beto Parez, founder of Zumba Fitness.

- The team set up a store for sale of merchandise within the event venue. It was a platform to connect, network and sell Zumba Wear.

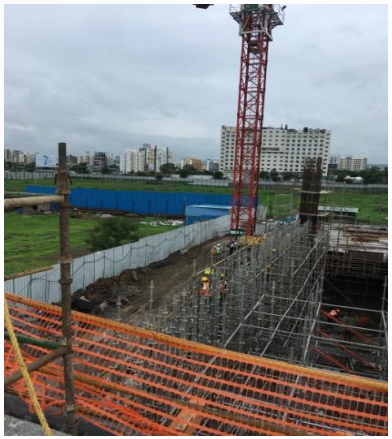




For more information log on to: https://www.zumbashop.in/

David Lloyd Leisure
CLUBS
TALWALKARS

- The company has received Rs16.5 crore investment from David Lloyd Leisure.
- The company has set up a marketing team to generate momentum for the rolling out of membership in the following quarter.
- The marketing team has created buzz with invitational offers.
- The club is expected to be operational by end of the year.







For more information log on to: http://dltclubs.com/

RESULT UPDATE

Quarter Ended			
Particulars (INR In Mn)	**30.06.2018 (Unaudited)**	**30.06.2017 (Unaudited)**	▲
Revenues	**119.87**	**87.25**	**37%**
EBITDA	**96.41**	**63.85**	**51%**
PAT	**14.63**	**1.35**	**984%**

	Quarter Ended		
Particulars (INR Mn)	**JUNE-19**	**JUNE-18**	**Y-o-Y**
Income from Operations	119.87	87.25	37%
Other Income	31.82	0.88	
Total Revenue	**151.69**	**88.13**	**72%**
Expenditure			
Personnel Cost	22.45	10.94	105%
Other Expenses	32.83	13.35	146%
Total	55.28	24.28	128%
EBITDA	**96.41**	**63.85**	**51%**
Depreciation	44.58	42.05	6%
EBIT	51.83	21.80	138%
Interest	39.46	19.03	107%
PBT (before exceptional Items)	**12.36**	**2.77**	**346%**
Exceptional Items	-	-	
PBT	12.36	2.77	346%
Tax	2.78	1.43	
PAT before Minority Interest	9.58	1.35	610%
Minority Interest			
Share of Associates	5.05	-	
PAT after Minority Interest & Share of Associates	**14.63**	**1.35**	**984%**

Scaling of activities post demerger provided impetus to Q1FY19 Growth

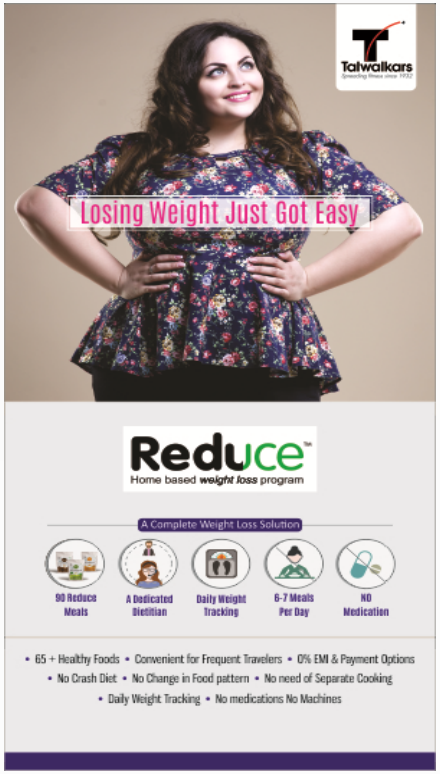
EBITDA margins stood at 63.56%

PAT margins stood at 9.64%

EPS stood at Rs. 0.48

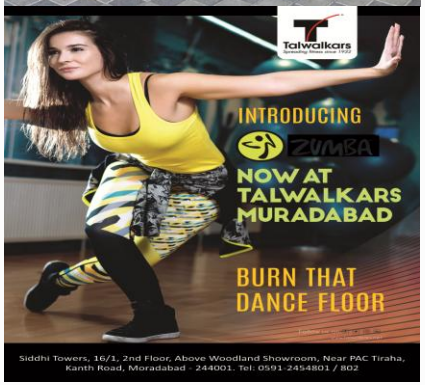
MARKETING HIGHLIGHTS



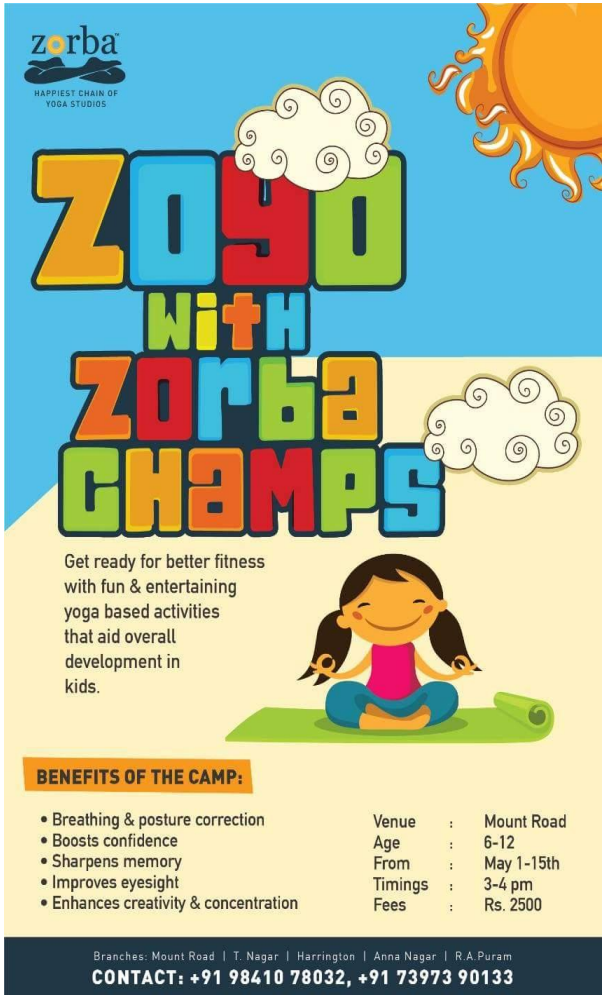








Talwalkars Better Value Fitness Limited





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DISCLAIMER


Thank You