Talwalkars Better Value Fitness Ltd.
Regd. Off.: 801/813, Mahalaxmi Chambers, 22, Bhulabhai Desai Road, Mumbai 400 026.
Tel.: 6612 6300. Fax: 6612 6363. Website: www.talwalkars.net CIN: L92411MH2003PLC140134

Talwalkars
Spreading fitness since 1932

Date: 4th February, 2016

To,
The Manager
Corporate Service Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 1.

To,
The Manager
Listing / Compliance Department,
National Stock Exchange of India Ltd.
Exchange Plaza,Plot No. C/1,
G Block, BKC, Bandra (East), Mumbai -51

Dear Sir,

Re: **Talwalkars Better Value Fitness Ltd.; Scrip Name: TALWALKARS; Scrip Code: 533200**
Sub: **Furnishing Updates on the Financial Results for quarter ended 31st December, 2015.**

We are enclosing herewith the updates on the Financial Results for the quarter ended as on 31st December, 2015.

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

Thanking You.

Yours faithfully,
For **Talwalkars Better Value Fitness Limited**

Avanti Sankav
Company Secretary & Compliance Officer

Encl: As Above

Lightening up for **Diwali**



TALWALKARS BETTER VALUE FITNESS LIMITED | QUARTERLY UPDATE (Q3 FY2015-16)

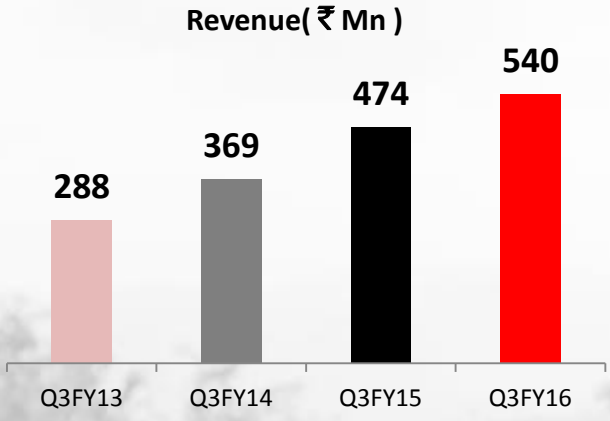
4th February,2016

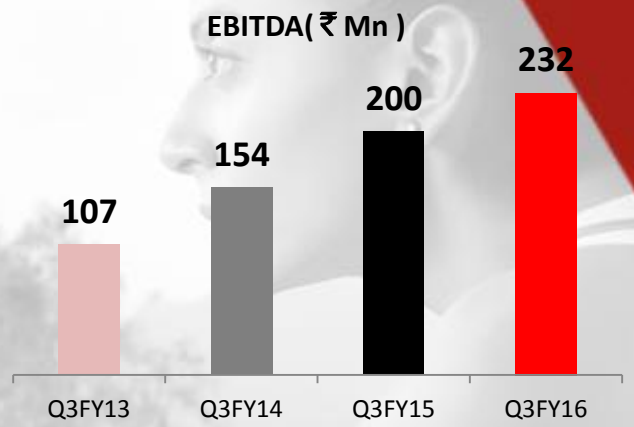
Talwalkars™
Spreading fitness in over 70 cities

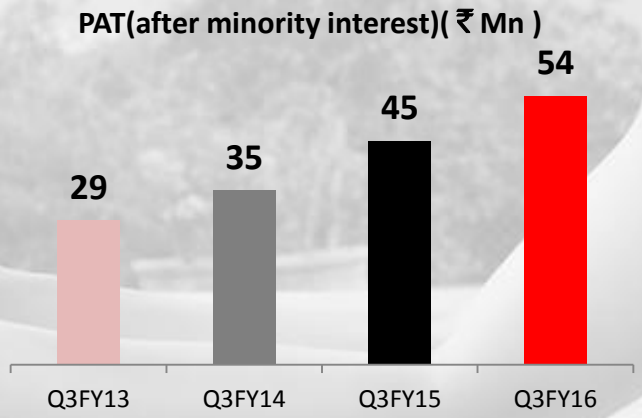
DISCUSSION POINTS

- Financial summary
- Status of our acquisitions
- Key developments of the quarter
- Out footprint
- Key marketing highlights
- Result update
- Going forward
- About Talwalkars

FINANCIAL SUMMARY



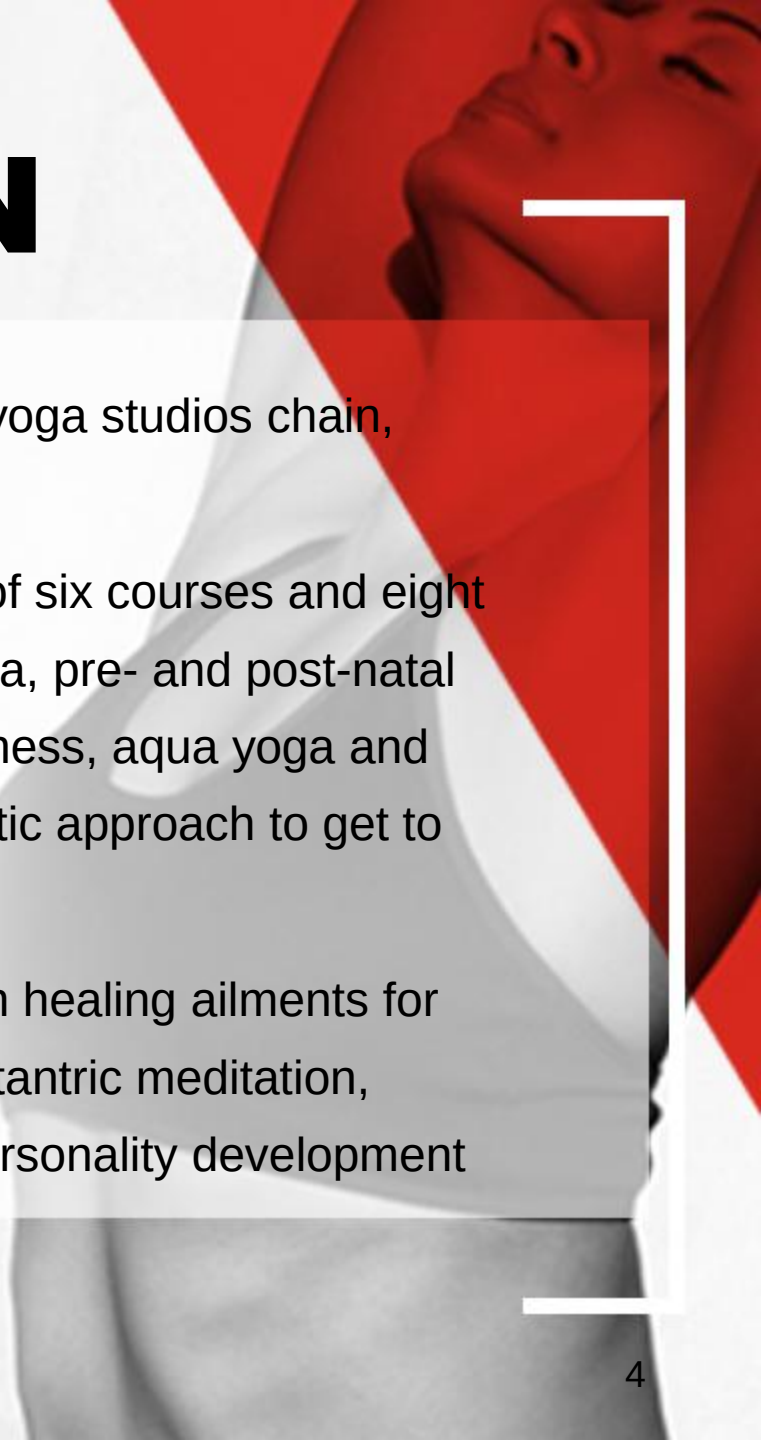




Talwalkars

BIG NEWS-
ACQUISITION OF ZORBA

- Acquired 50% stake in Chennai-based yoga studios chain, Zorba – A Renaissance Studio
- Zorba provides a comprehensive suite of six courses and eight alternative therapies – including hot yoga, pre- and post-natal yoga, aerial yoga, Zumba and dance fitness, aqua yoga and divinatory therapies – employing a holistic approach to get to the cause of ailments
- Zorba also offers specialized courses in healing ailments for certain diseases like asthma, diabetes, tantric meditation, weight loss, stress management and personality development



Talwalkars

BIG NEWS- ACQUISITION OF ZORBA *(contd…)*

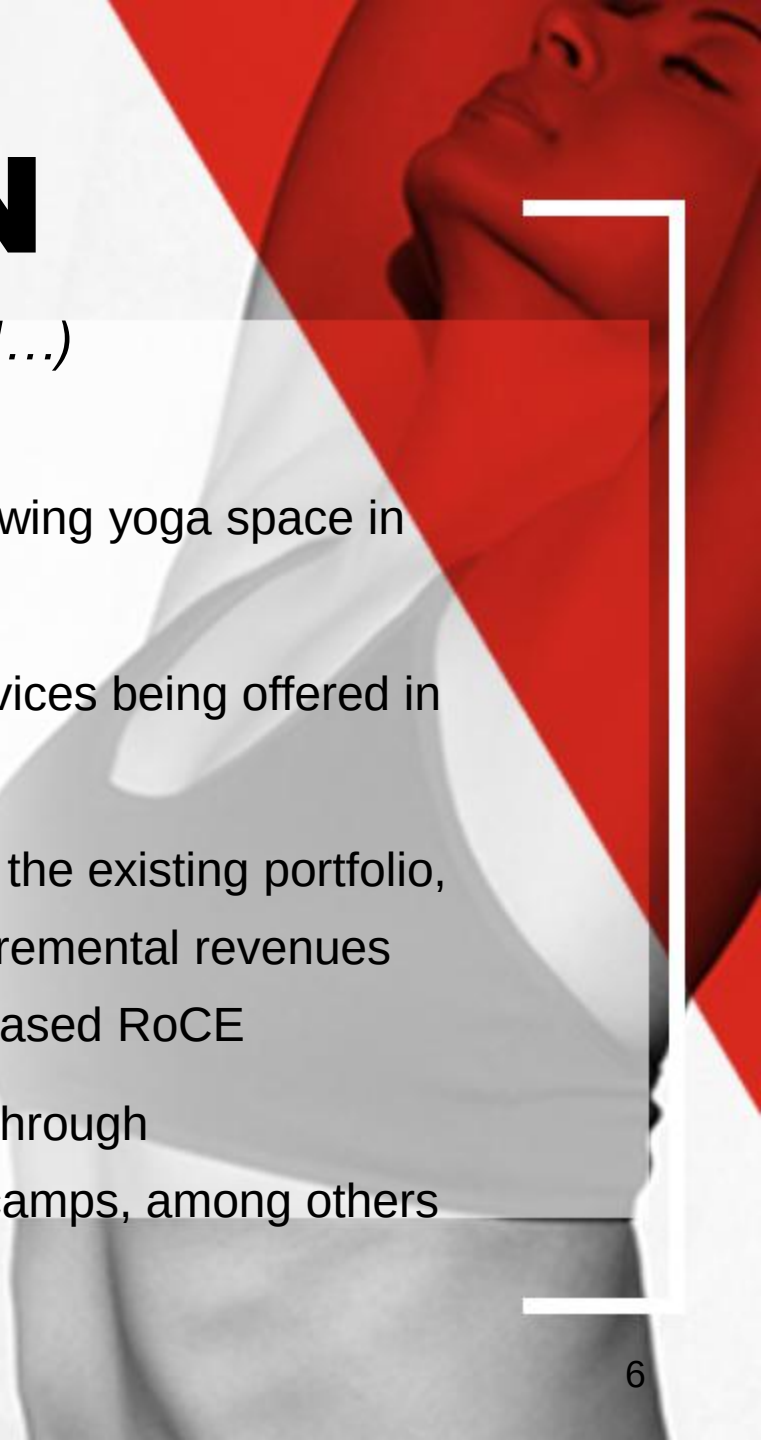
- Zorba also offers specialized courses in healing ailments for certain diseases like asthma, diabetes, tantric meditation, weight loss, stress management and personality development
- Zorba has three operational outlets situated in prime locations in Chennai



Talwalkars

BIG NEWS- ACQUISITION OF ZORBA *(contd…)*

- Zorba will help TBVF:
  - Mark a maiden entry into the rapidly growing yoga space in India, valued at USD 80 bn globally
  - Strengthen the fitness and wellness services being offered in Chennai initially
  - Enable the inclusion of yoga services to the existing portfolio, benefitting members and generating incremental revenues thereby creating the foundation for increased RoCE
  - Expand avenues for revenue accretion through merchandising, apparels and wellness camps, among others



Talwalkars

ACQUISITION
of Chennai Gym Chain

- **Inshape Health and Fitnez (IHPL)** is a fitness center service provider catering to the middle income and upper middle income group in Chennai. http://inshape.in
- **Inshape has 3 gyms and** currently operates in **Alwarthirunagar , Kilpauk, Madipakkam in Chennai**
- TBVF to acquire 51% the equity shares from the promoters of the company in an all cash deal
- The investment into IHPL will make **TBVF amongst biggest gym chain in Chennai Market and** will result in increasing fee structure and reduction of marketing and other appurtenant cost
- Through this investment TBVF jointly runs 9 gyms in Chennai along with the promoter of Inshape
- The partnership combines TBVF's strong hold in the fitness world in India with IHPL's expertise in the local industry and market knowledge

Talwalkars

STATUS OF OUR OTHER ACQUISITIONS



- The acquisition of Chennai-based Inshape Health and Fitnez got delayed because of the massive downpour in Chennai
- The PWG acquisition in Sri Lanka in Q2 is shaping up well with the identification of synergies and consolidation of financials
- The resultant impact of these acquisitions on the financials will be visible from the subsequent quarters (on completion of due diligence and other legal formalities)

Talwalkars

KEY DEVELOPMENTS OF THE QUARTER

- Achieved growth in value-added services, resulting in **200 bps** EBITDA margin increase
- A HiFi gym was launched in Beed, Maharashtra
- Seven new HiFi agreements were finalized and executed, providing us with a robust operational asset pipeline
- Due to the massive downpour in Chennai, some of our Chennai fitness centers have suffered. Though our fitness centers are adequately insured, the amount of loss which is insignificant and minimal is being ascertained and the same shall be provided

Talwalkars

OUR FOOTPRINT – INDIA + SRI LANKA

The Company has 150 fitness centres spread across 83 cities covering 21 states of India. Following the PWG acquisition, the Company gained access to 10 gyms in Colombo

Post-acquisition portfolio as on 31 December 2015:

Owned	96
Subsidiary	27
Franchised and licensed	17
HiFi	20
Total	**160**

Post Zorba acquisition, the total fitness centers stands at 163

MARKETING UPDATE

- Carried forth the '**Losers Challenge' program** across branches, encouraging members to embrace a lifestyle change
- Initiated the **Talwalkars Classique 2015**, comprising the all-India invitational senior men's and mix pair body building competition
- Launched several **national marketing schemes** including wedding season scheme, 0% EMI scheme, World Heart Day and anti-obesity scheme
- Established a number of **branch level programs** including Hyderabad 5K run, Diwali and Navratri schemes and several online initiatives

Talwalkars

RESULT UPDATE

Consolidated Results

Particulars	Quarter ended			9 Month ended		
	31.12.2015 (Unaudited)	31.12.2014 (Unaudited)	▲	31.12.2015 (Unaudited)	31.12.2014 (Unaudited)	▲
Sales	540	474	14%	2015	1763	14%
EBITDA	232	200	16%	953	790	21%
PAT*	54	45	21%	348	282	23%

** PAT after Minority Interest*

Talwalkars

RESULT UPDATE

Consolidated Results

Robust income growth, retained EBIDTA margins at 44%

Judicious Treasury Management has resulted in increase in Interest Income .

These results are prior to the consolidation of the acquisitions, which would have added to the top line as well as the bottom line

Other Costs at similar levels as % of sales

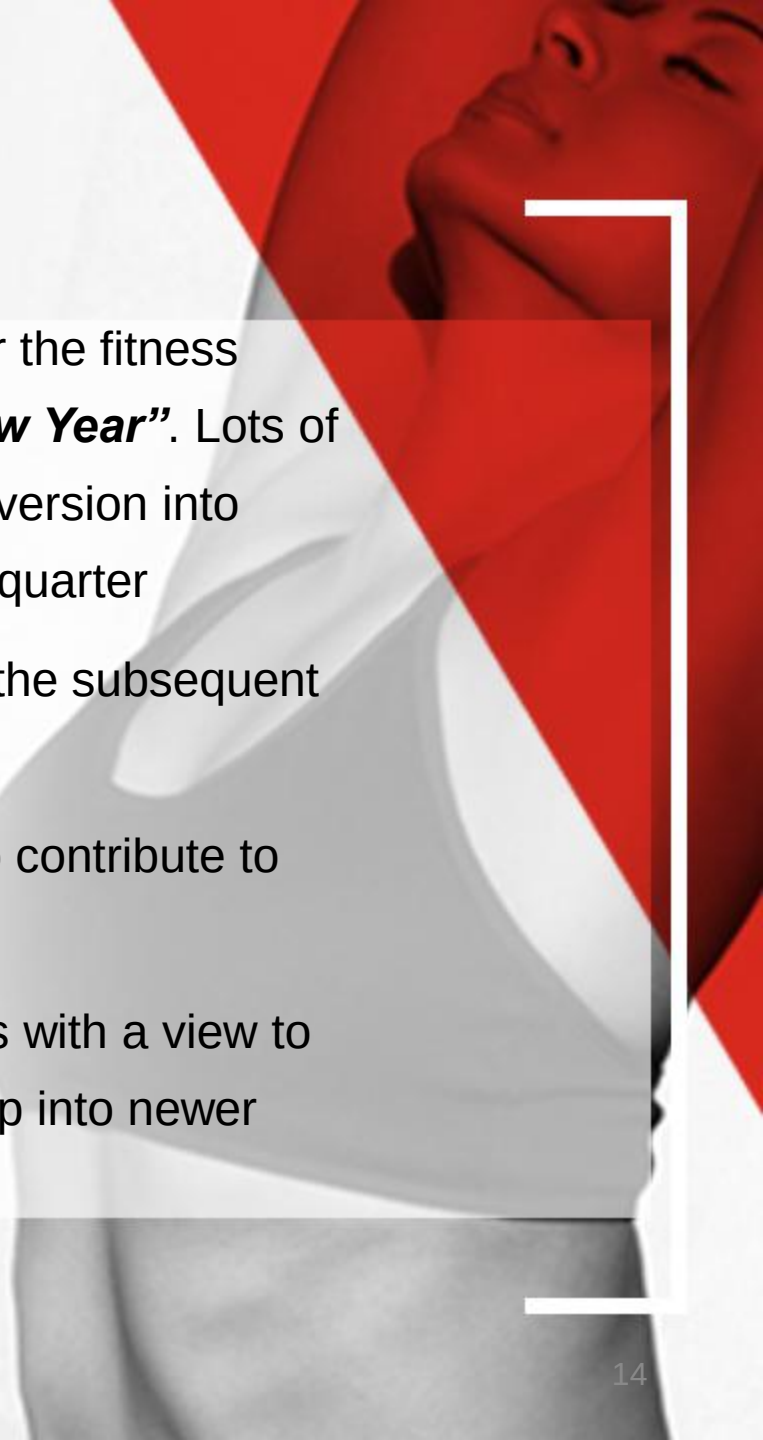
PAT margin at 10%

EPS for nine months stood at 12.16 vs. 10.77 prev yr

Particulars (₹ mn)	Quarter Ended			Nine month ended (YTD)		
	Dec 15	Dec 14	YoY%	Dec 15	Dec 14	YoY %
Income from Operations	524	473	11%	1,965	1,758	12%
Other Income	16	1		50	5	
Total	**540**	**474**	**14%**	**2,015**	**1,763**	**14%**
Expenditure						
Personal Cost	82	76	8%	314	300	5%
Admin & Other Exp	162	148	9%	514	486	6%
Service Tax Collected & Paid	64	50	28%	234	187	25%
Total	**308**	**274**		**1,062**	**973**	
EBITDA	**232**	**200**	16%	**953**	**790**	21%
Depreciation	95	91		340	293	
EBIT	137	109	26%	613	497	23%
Interest	47	39	20%	122	107	14%
PBT	**90**	**70**	**29%**	**491**	**390**	**26%**
Tax	22	11		110	77	
PAT before Minority Interest	68	59	16%	381	313	22%
Minority Interest	14	14		33	31	
PAT after Minority Interest	54	45	21%	348	282	23%

Talwalkars

GOING AHEAD



- Talwalkars launched its New Year Offer for the fitness enthusiasts ***" Commit to Fitness this New Year"***. Lots of positivity through larger enquiries and conversion into memberships indicative of a robust fourth quarter
- **Four HiFi gyms** to be established during the subsequent quarters – one in Patna and three in Pune
- Full absorption of acquisitions projected to contribute to healthy financial growth, going forward
- Scouting for more meaningful acquisitions with a view to reinforce our services basket as well as tap into newer geographies

Talwalkars

ABOUT TALWALKARS (TBVFL)

- The largest fitness chain in India and Sri Lanka
- 160 centres in South Asia across 84 cities and towns in India and Sri Lanka
- World-class gymming experience backed by professional trainers
- Diverse fitness services including standard gymming and fitness, Zorba, Zumba® (aerobics and Latin dance-inspired fitness programme), Transform (holistic fitness programme), Reduce (diet-based, easy diet programme), NuForm (time-efficient weight loss programme), spa, massage, aerobics and yoga
- Two fitness centre formats (Talwalkars and HiFi)

Talwalkars

Talwalkars
Spreading fitness since 1932

Burn FAT
Not CRACKERS





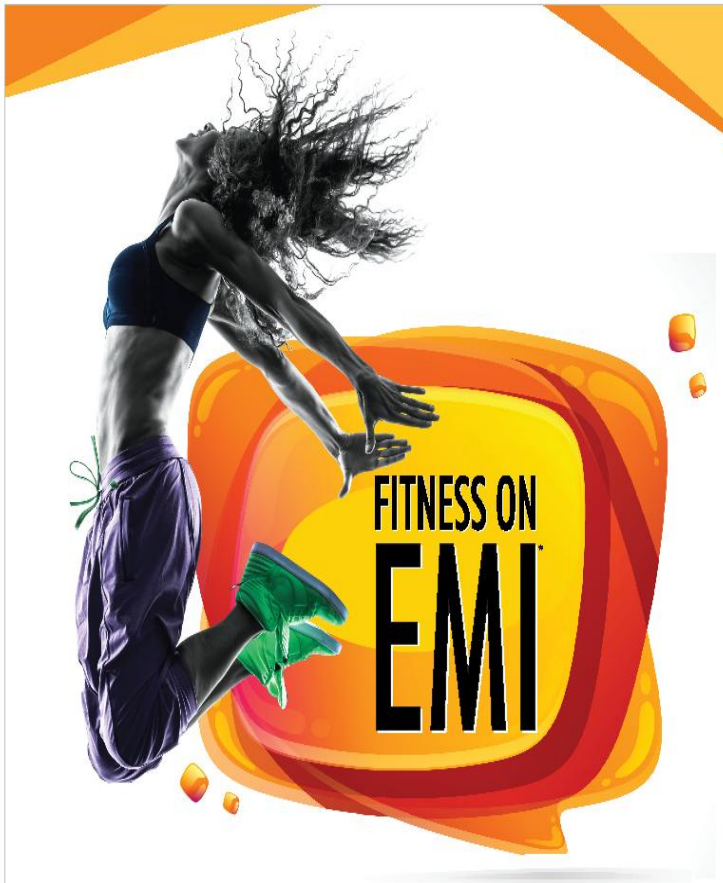
IBBF
INDIAN BODY BUILDERS FEDERATION
Recognised By
Ministry of Youth Affairs & Sports, Government of India, New Delhi
Talwalkars

Talwalkars
CLASSIQUE 2015

NATIONAL MEN'S & MIXED DOUBLES BODYBUILDING COMPETITION

16th - 17th DECEMBER 2015

*Note : IBBF reserves the rights for changes in venue and dates.



NO EXTRA CHARGES NO DOWN PAYMENT NO PROCESSING FEE

Talwalkars
Spreading fitness since 1932

Register on www.talwalkars.net | SMS FIT to 53636 | Call Center: 022-6655 3636

CAUTIONARY STATEMENT AND DISCLAIMER

The views expressed here may contain information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of this information.

Any forward-looking information in this presentation has been prepared on the basis of a number of assumptions which may prove to be incorrect. This presentation should not be relied upon as a recommendation or forecast by Talwalkars Better Value Fitness Limited.

This presentation may contain 'forward-looking statements' - that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will.' Forward-looking statements by their nature address matters that are, to different degrees, uncertain.

For us, uncertainties arise from the behavior of financial markets and change in consumption patterns; from future integration of acquired businesses; and from numerous other matters of national, regional and global scale, including those of an environmental, climatic, natural, political, economic, business, competitive or regulatory nature. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements.

We do not undertake to update our forward-looking statements.

Talwalkars

CONTACT INFORMATION

ANANT GAWANDE
Promoter Director, CFO
anantg@talwalkars.net
+91 22 6612 6300

GRISHMA SHETTY
AVP - Investor Relations
grishmas@talwalkars.net
+91 22 66126344/+91 9820202399

Visit us at: www.talwalkars.net