# TALWALKARS BETTER VALUE FITNESS LIMITED

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Talwalkars
Spreading fitness

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2011**

| Sr. No. | Particulars | Standalone (Rs. In Lacs) | | | | | |
|---|---|---|---|---|---|---|---|
| | | Quarter ended | | | Nine Months ended | | Year ended |
| | | 31.12.2011 | 30.09.2011 | 31.12.2010 | 31.12.2011 | 31.12.2010 | 31.03.2011 |
| | | Unaudited | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| 1 | **Income:** | | | | | | |
| a | Income from Operations | 2,010.36 | 3,834.65 | 1,322.05 | 7,862.29 | 6,115.41 | 8,652.04 |
| b | Other Income | 21.54 | 34.29 | 49.41 | 101.44 | 138.40 | 189.42 |
| | **Total** | **2,031.90** | **3,868.94** | **1,371.46** | **7,963.73** | **6,253.81** | **8,841.46** |
| 2 | **Expenditure:** | | | | | | |
| a | Personnel Cost | 428.53 | 755.93 | 306.67 | 1,674.47 | 1,341.80 | 1,775.72 |
| b | Administrative and other expenses | 696.71 | 877.06 | 431.65 | 2,253.12 | 1,698.18 | 2,169.96 |
| c | Selling & Marketing Cost | 6.37 | 220.46 | 15.12 | 266.70 | 195.01 | 271.95 |
| d | Service Tax Collected & Paid | 178.84 | 349.80 | 116.85 | 711.35 | 556.30 | 786.31 |
| | **Total** | **1,310.45** | **2,203.25** | **870.29** | **4,905.64** | **3,791.29** | **5,003.94** |
| 3 | **Profit before Interest, Depreciation, Extraordinary Items & Taxes (1-2)** | **721.45** | **1,665.69** | **501.17** | **3,058.09** | **2,462.52** | **3,837.52** |
| 4 | Finance Cost | 145.91 | 206.10 | 139.27 | 546.11 | 534.13 | 735.95 |
| 5 | **Profit before Depreciation, Extraordinary Items & Taxes (3-4)** | **575.54** | **1,459.59** | **361.90** | **2,511.98** | **1,928.39** | **3,101.57** |
| 6 | Depreciation / Amortisation | 282.90 | 288.93 | 210.42 | 831.55 | 617.27 | 833.36 |
| 7 | **Profit before Extraordinary Items & Taxes (5-6)** | **292.64** | **1,170.66** | **151.48** | **1,680.43** | **1,311.12** | **2,268.21** |
| 8 | Extraordinary Items | (0.63) | - | - | (0.63) | (0.22) | (36.44) |
| 9 | **Profit before Tax (7+8)** | **292.01** | **1,170.66** | **151.48** | **1,679.80** | **1,310.90** | **2,231.77** |
| 10 | Tax Expense | 79.00 | 375.41 | 46.81 | 497.83 | 454.11 | 709.08 |
| 11 | **Profit After Tax for the period (09-10)** | **213.01** | **795.25** | **104.67** | **1,181.97** | **856.79** | **1,522.69** |
| 12 | Paid-up Equity Share Capital (Face Value of Rs. 10/- each) | 2,411.57 | 2,411.57 | 2,411.57 | 2,411.57 | 2,411.57 | 2,411.57 |
| 13 | Reserves Excluding Revaluation Reserves (as per Balance Sheet) of Previous Accounting Year | | | | | | 10,066.43 |
| 14 | **Earnings Per Share (EPS)** | | | | | | |
| | **Before Extraordinary Items** | | | | | | |
| | a) Basic EPS | 0.88 | 3.30 | 0.43 | 4.90 | 3.66 | 6.62 |
| | b) Diluted EPS | 0.88 | 3.30 | 0.43 | 4.90 | 3.66 | 6.62 |
| | **After Extraordinary Items** | | | | | | |
| | a) Basic EPS | 0.88 | 3.30 | 0.43 | 4.90 | 3.66 | 6.46 |
| | b) Diluted EPS | 0.88 | 3.30 | 0.43 | 4.90 | 3.66 | 6.46 |
| 15 | Public Shareholding | | | | | | |
| | - Number of shares | 9,781,749 | 9,769,816 | 9,769,016 | 9,781,749 | 9,769,016 | 9,769,016 |
| | - Percentage of Shareholding | 40.56% | 40.51% | 40.51% | 40.56% | 40.51% | 40.51% |
| 16 | Promoter and Promoter Group Shareholding | | | | | | |
| | a) Pledged/Encumbered | | | | | | |
| | - Number of Shares | - | - | - | - | - | - |
| | - % of the shares ( as a % of Total Shareholding of promoter and promoter group) | - | - | - | - | - | - |
| | - % of the shares ( as a % of Total Shareholding of the Company) | - | - | - | - | - | - |
| | b) Non-encumbered | | | | | | |
| | - Number of Shares | 14,333,923 | 14,345,856 | 14,346,656 | 14,333,923 | 14,346,656 | 14,346,656 |
| | - % of the shares ( as a % of Total Shareholding of promoter and promoter group) | 100% | 100% | 100% | 100% | 100.00% | 100% |
| | - % of the shares ( as a % of Total Shareholding of the Company) | 59.44% | 59.49% | 59.49% | 59.44% | 59.49% | 59.49% |

**Notes**

1 The above results were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 9th February, 2012.

2 The Statutory Auditors have carried out a limited review of the results for the quarter ended 31st December, 2011

3 The above financial results are in accordance with the accounting policies followed by the Company in preparation of its statutory accounts.

4 There are no separate reportable segments as per Accounting Standards (AS–17) – Segment Reporting.

5 The Company has started 6 health clubs and gyms under Talwalkars and HiFi brands between 15th November and 9th February on a consolidated basis. These are in Ambala, A.S. Rao Nagar (Hyderabad), Bhavnagar, Jamshedpur, Noida and Panchkula . The Company now has 113 health clubs and gyms in 61 cities across India.

6 Status of Investors complaints for the Quarter ended 31st December, 2011:

| Opening | Received | Disposed Off | Pending |
|---|---|---|---|
| NIL | 2 | 2 | NIL |

7 The Company has opted to publish only the Consolidated financial results. The standalone results of the Company will be available for Investors at www.talwalkars.net, www.nseindia.com and www.bseindia.com.

8 Figures of previous quarter have been regrouped / rearranged wherever necessary.

For **Talwalkars Better Value Fitness Limited**

**Anant Gawande**
**Whole-time Director & CFO**

Place: Mumbai
Date: 9th February, 2012