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: 8th May, 2014

To,
The Manager
Listing Department / Compliance Department,
National Stock Exchange of India Ltd.
Exchange Plaza,Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051.

To,
Mr. Wilbur Fernandes / Mr. Troydon Bird,
The Manager
BSE Limited
Corporate Service Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001.

Dear Sir,

Re: **Talwalkars Better Value Fitness Limited; Scrip Code No. 533200**
Sub: **Furnishing Updates on the Financial Results for the quarter ended 31st March, 2014.**

We are enclosing herewith the updates on the Financial Results for the quarter ended as on 31st March, 2014.

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

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

TALWALKARS BETTER VALUE FITNESS LTD. MUMBAI

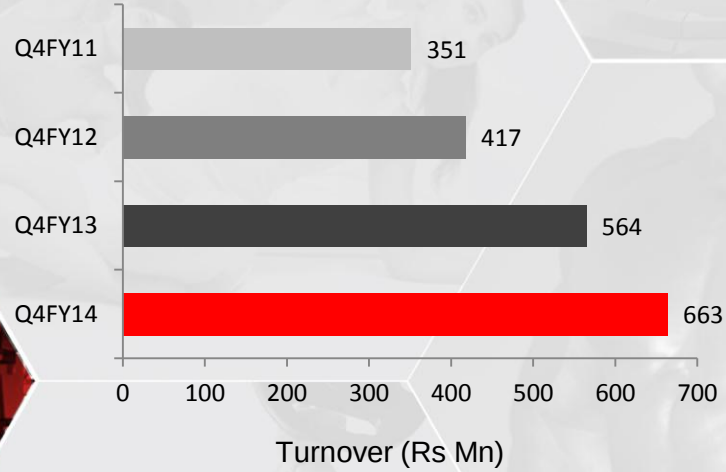
Avanti Sankav
Company Secretary & Compliance Officer
Encl: As Above

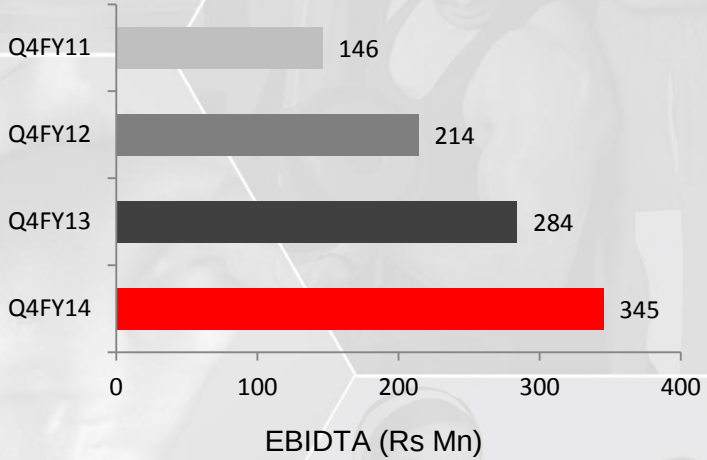

Talwalkars
Spreading fitness in over 70 cities
ADDING MUSCLE
TALWALKARS BETTER VALUE FITNESS LIMITED
Quarterly update
(Q4 FY2013-14) 8 May 2014

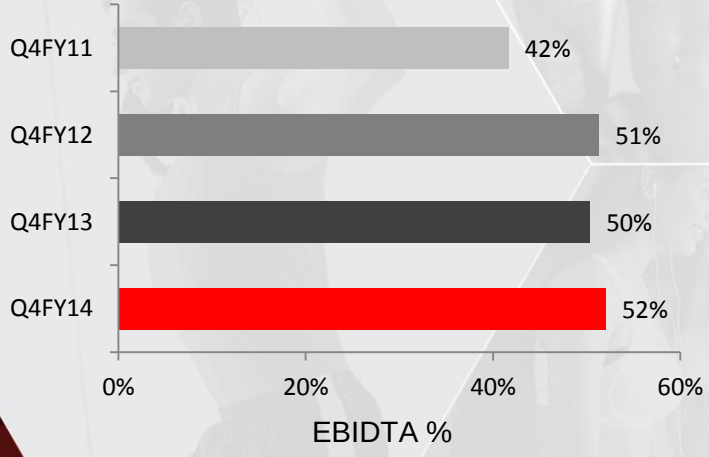
Discussion summary

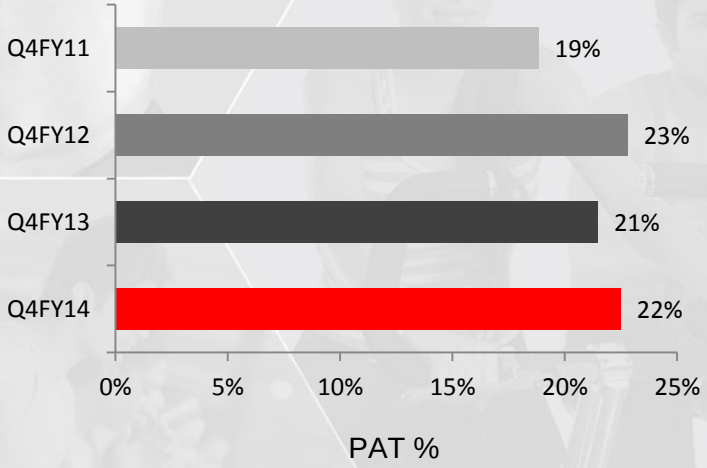
- Financial summary
- Pan-India footprint
- Core developments of the quarter
- Key marketing highlights
- Result update
- Going forward
- About Talwalkars

Financial summary



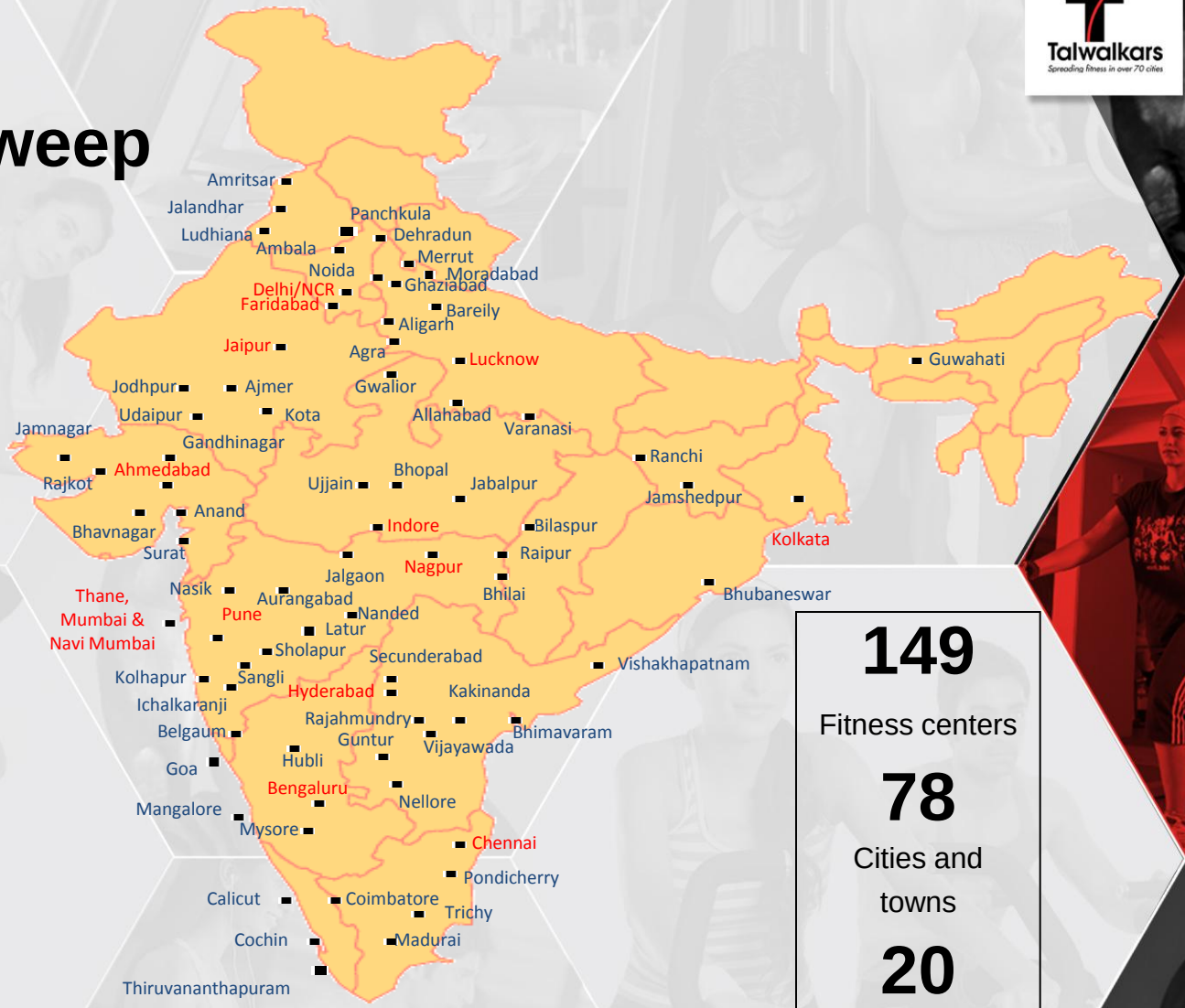






Pan India sweep

135 fitness centers	149 fitness centers
Q4 2012-13	Q4 2013-14



72 cities	78 cities
Q4 2012-13	Q4 2013-14

149
Fitness centers

78
Cities and towns

20
Indian states

Extensive footprint

Talwalkars Fitness Centers

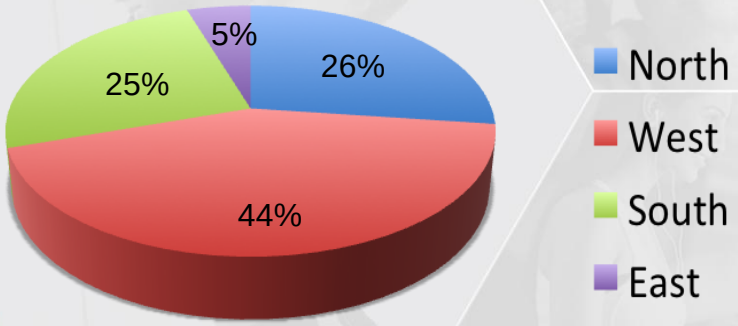
- Pan-India sweep with 149 centres across 78 cities in 20 states
- Fiscal-start (April 1, 2013) centres: 135; quarter-end (March 31, 2014) centres: 149, representing a healthy addition of 14 centres for the full year
- Signed a master franchisee for establishing 30 HiFi fitness centres in Tier-III and IV towns over the next three years. Two HiFi centres operational under the master franchisee.

Extensive footprint

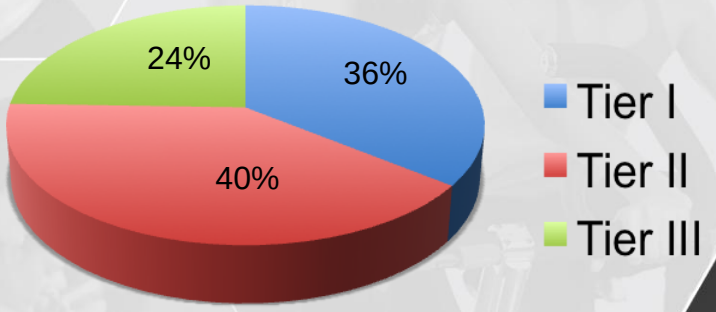
Multi-format asset ownership

Talwalkars	
Owned	103
Subsidiary	16
Franchise & Licensed gyms	13
HiFi	17
TOTAL	**149**

Regional divide



Demographic divide



Core talking points of the quarter

- Growth in value-added services; volume growth; tighter capex.
- Same-store sales growth; higher profitability focus; stability of NuForm, Reduce and Zumba® program.
- Enhanced revenues from various themes (New Year, EMI scheme, Women's Day and Valentine's Day).
- EMI scheme with annual gym membership generated active leads.

Contd…

- Reduce weight loss program in over 100 centers along with launch of online version; growing traction; Zumba® program offered at 46 centers; eight NuForm studios in Mumbai.
- Reached 150 fitness centers (new center in Mumbai - Vile Parle, May 2014).
- Launched unique value-added ‘Transform’, a combination of NuForm (German technology, complete fitness, 20 minutes/ week) and Reduce (unique diet-based easy weight-loss solution). Transform addresses holistic fitness needs.

Talwalkars
Spreading fitness in over 70 cities



Key marketing highlights

- Launched the New Year scheme (free three-month membership for a loved one purchasing a three-month weight loss program)
- Launched the Women's Day scheme, offering a unique group discount
- Anniversary schemes
- Launched Valentine's Day schemes, benefitting couples to enroll for gym memberships

Contd…

- Launched Investothon, a run organised by the NSE and CNBC TV 18 in Vadodara, Bengaluru, Jaipur and Mumbai; Talwalkars event fitness partner
- Talwalkars fitness partner for Miss Hyderabad event
- Talwalkars fitness partner at college festivals
- Reduce and Zumba® program promotions actively marketed in colleges and corporates

Result update

Consolidated Results

Particulars	Quarter ended			Full year ended		
₹ Mn	31.03.2014 (Unaudited)	31.03.2013 (Unaudited)		31.03.2014 (Audited)	31.03. 2013 (Audited)	
Sales	663	564	18%	2105	1701	24%
EBITDA	345	284	22%	938	739	27%
PAT*	149	121	23%	366	300	22%

** PAT after Minority Interest*

Result update

Consolidated Results

- Revenues continued sturdy growth due to higher autonomy to branches
- Operational expenses reduced by 200 basis points because of operational synergies and sourcing benefits
- EBITDA margins improved because of above initiatives and stood at robust 52%
- Finance cost has marginally increased during quarter because of short term loans
- Depreciation accelerated on key assets
- Quarterly PAT margin at 22%.
- EPS for year stood at 13.98 vs. 12.15 previous year

Particulars (₹ mn)	Quarter Ended			Year ended (YTD)		
	Mar 14	Mar 13	YoY%	Mar 14	Mar 13	YoY%
Income from Operations	659	558	18%	2095	1688	24%
Other Income	4	5		11	13	
Total	**663**	**564**	**18%**	**2105**	**1701**	**24%**
Expenditure						
Personnel Cost	93	83	13%	359	312	15%
Admin & Other Exp	154	137	12%	587	471	25%
Service Tax Collected & Paid	70	60	17%	222	179	24%
Total	**317**	**280**	**13%**	**1167**	**962**	**21%**
EBITDA	**345**	**284**	**22%**	**938**	**739**	**27%**
Depreciation	45	41	12%	242	146	65%
EBIT	300	243	23%	696	592	18%
Interest	37	21	71%	120	108	11%
PBT	**263**	**222**	**19%**	**576**	**484**	**19%**
Tax	108	90	21%	178	158	13%
PAT before Minority Interest	155	132	17%	398	326	22%
Minority Interest	6	11		32	26	
PAT after Minority Interest	**149**	**121**	**23%**	**366**	**300**	**22%**

Result update

Consolidated Results

Short term borrowings for fund working capital gap which are proposed to be paid within 3-4 months

Increase in Fixed assets because of expansions and up gradation of gyms for accommodating new add-ons

Non current investment are lower because of maturity of key investment

Trade receivables are higher because of revised sales strategies.

Debt /Equity at 0.76

ROE at 15.2 vs. 14.4 last year

Particulars (₹ mn)	As on	
	Mar 14	Mar 13
EQUITY AND LIABILITIES		
Shareholders' Funds	**2403**	**2083**
Minority Interest	113	81
Share application money pending allotment	-	-
Capital Reserve on consolidation	2	2
Non-current Liabilities	**1742**	**1710**
Current Liabilities	997	631
Total Equity & Liabilities	**5257**	**4506**
ASSETS		
Non-current assets		
Fixed Assets	4505	3,578
Non-current investment	88	227
Long-term loans and advance	242	252
Other non-current Assets	2	2
Total Non-current Assets	**4836**	**4058**
Current Assets		
Current Investments	0	0
Inventories	1	2
Sundry Debtors	320	177
Cash & Bank Balance	60	229
Short-term loans and advances	39	39
Total Current Assets	**421**	**448**
Total Assets	**5257**	**4506**

Awards and accolades

- ‘Best under a billion dollars’ by **Forbes Asia**.
- ‘Innovative 100’ by **Inc. India** ranking of top-100 innovative business practices in India's mid-sized companies.
- ‘The Fastest Growing Mid-Sized Companies in India’ by **Inc India**. Talwalkars holds a 261 ranking in the list of 500 companies.

Going ahead

- The company will continue its new health club expansion by carefully choosing locations which will yield an incremental ROCE of 25% on an ongoing basis
- Focus on driving profitability across the system through active marketing of value-added programs
- Improve same-store sales from 4-5% to 8-10%

About Talwalkars (TBVFL)

- ‘India’s largest - and only listed - fitness chain
- 150 centres spread across 78 Indian cities and towns
- World-class gymming experience backed by a pool of highly-professional trainers
- Modern personnel training institute in Thane (Mumbai)
- Diverse fitness service (standard gymming and fitness, Zumba® programme, Transform, Reduce, NuForm, spa, massage, aerobics and yoga; two fitness centre formats of Talwalkars and HiFi)
- Promoter holding of 54.78% of the Company (unencumbered)

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.

Contact information

Anant Gawande
Promoter Director, CFO
anantg@talwalkars.net
+91 22 6612 6300

Komal Shah
Manager - Investor Relations
komals@talwalkars.net
+91 22 66126392/+91 9820614136

Visit us at: www.talwalkars.net