

A close-up, soft-focus photograph of a person's hands in a prayer position (Anjali Mudra) with fingers interlaced. The person is wearing a light-colored, horizontally striped shirt and dark-colored leggings. The background is blurred, suggesting an indoor setting with natural light.

India's unique **wellness** destination

TALWALKARS BETTER VALUE FITNESS LIMITED

ANNUAL REPORT 2017-18



## CORPORATE INFORMATION

### BOARD OF DIRECTORS

Girish Talwalkar	-	Chairman
Madhukar Talwalkar	-	Whole-time Director
Prashant Talwalkar	-	Managing Director & CEO
Vinayak Gawande	-	Whole-time Director
Harsha Bhatkal	-	Whole-time Director
Anant Gawande	-	Whole-time Director
Manohar Bhide	-	Independent Director
Raman Maroo	-	Independent Director
Mohan Jayakar	-	Independent Director
Avinash Phadke	-	Independent Director
Abhijeet Patil	-	Independent Director
Mrunalini Deshmukh	-	Independent Director

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#### COMPANY SECRETARY

Avanti Sankav

#### CHIEF FINANCIAL OFFICER

Girish Nayak

#### STATUTORY AUDITORS

M.K. Dandeker & Co.  
Chartered Accountants,  
244 (Old No. 138), 2<sup>nd</sup> Floor,  
Angappa Naicken Street,  
Chennai - 600 001

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#### BANKERS

Axis Bank Limited

#### REGISTRAR & SHARE TRANSFER AGENTS

Link Intime India Private Limited  
C-101, 247 Park, L B S Marg, Vikhroli West,  
Mumbai - 400 083.

#### REGISTERED OFFICE

801 – 813, Mahalaxmi Chambers,  
22, Bhulabhai Desai Road,  
Mumbai – 400 026.

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#### DEBENTURE TRUSTEES

Axis Trustee Services Limited  
Ground Floor, Axis House, Bombay Dyeing Mills Compound, Pandurang Budhkar Marg,  
Worli, Mumbai - 400 025

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#### 15<sup>th</sup> ANNUAL GENERAL MEETING

Thursday, 27<sup>th</sup> September, 2018 at 11.30 a.m.  
Venue: M.C. Ghia Hall of Indian Textile Accessories & Machinery Manufacturer's Association, Bhogilal  
Hargovindas Building, 4<sup>th</sup> Floor, Kala Ghoda, 18/20, K. Dubash Marg, Mumbai – 400 001.

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INDIA'S PURE-PLAY  
LISTED WELLNESS  
COMPANY.

**T**his is the annual report of Talwalkars Better Value Fitness Limited as pure - play wellness company.

The Company is committed to enhance its respect as a focused play that provides a holistic world-class wellness proposition.

From club infrastructure at one end to a range of products and services like yoga, weight loss and nutrition on the other making it one of the most attractive proxies. One of most visible manifestations of India's consumer revolution.











THIS IS AN  
INDIA WHERE  
HEALTH IS  
CONSIDERED  
THE BIGGEST  
ASSET AND  
WHERE  
LEISURE  
MEANS  
DOING  
DIFFERENT  
THINGS



Tushar wants to spend an evening with the family without going to a mall or the multiplex – and feels a club would be the best idea.



Shikha has a vibrant group centred around yoga where each one is encouraged to stretch beyond what was considered possible.



Sharon feels the time has come when fitness and fun need to go together; she enrolled for Zumba.



Tina was resigned to the fact that every weight-loss initiative involved giving something up until she came across Reduce.



Fatima was tired working long hours, showing signs of depression until she found hope in Medastouch- Theme Therapies



Shailesh, an executive, often works round-the-clock. He hardly gets time to check his health. He was relieved when he heard of Nuform services which needed a mere 20-minute weekly workout regime.

THIS IS AN  
INDIA WHERE  
'WELL' IS A  
STATE OF  
BODY BUT  
'WELLNESS'  
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OF INCOME,  
MIND AND  
MINDSET



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**The last couple of decades have decisively transformed India.**

Increased incomes have translated into enriched lifestyles.

Increased fitness requirements have evolved into increased wellness needs.

Increased wellness has translated into a widening range of requirements.

The result is a complete revolution in the way people need to stay fit – in the body and the mind.

What used to be a solitary workout with gymnasium weights has become a widening experiment with variations.

What used to be a dreary communion with boring gymnasium equipment has become a fun-driven engagement with new wellness forms.

What used to be a singular focus on the body has since extended into a balance of body, mind and soul.

*Laying the foundation for an entirely new sector (wellness) where Talwalkars Better Value Fitness Limited is among the largest and possibly among a handful of pure-play Indian listed companies – an exciting company in a sunrise sector.*







