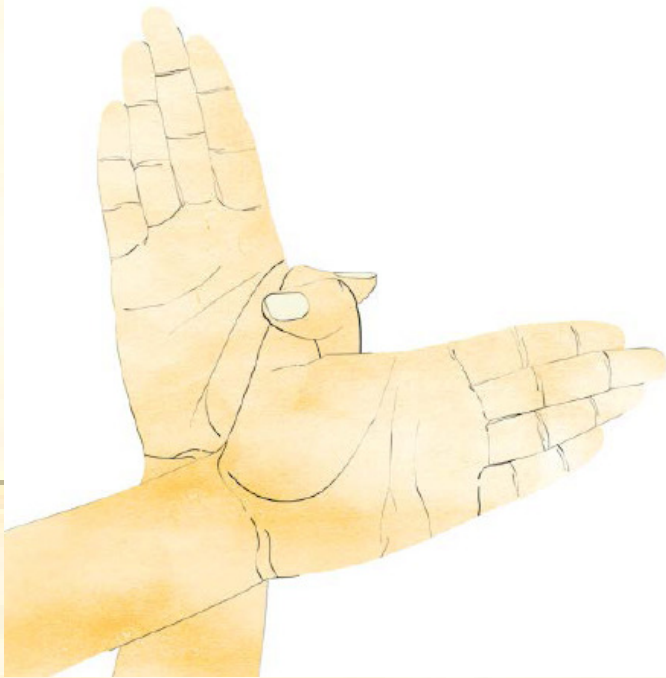


FUTURE RETAIL

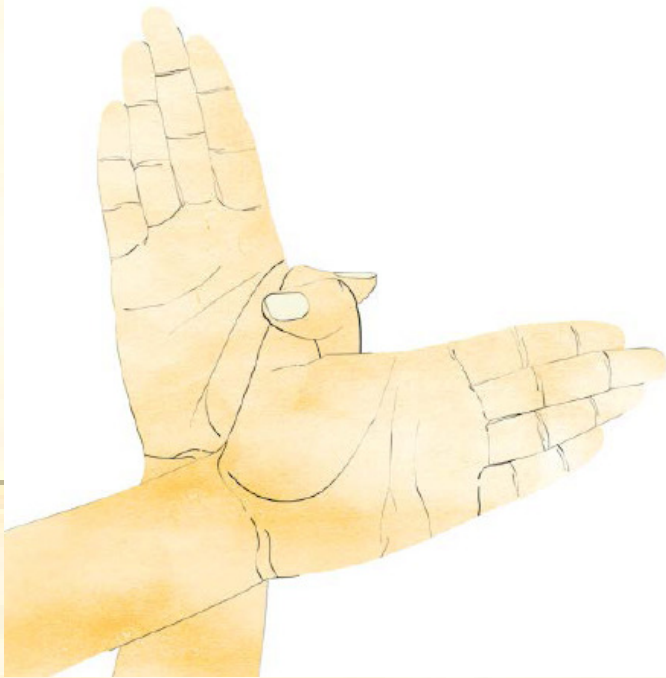
Annual General Meeting
8th May 2013

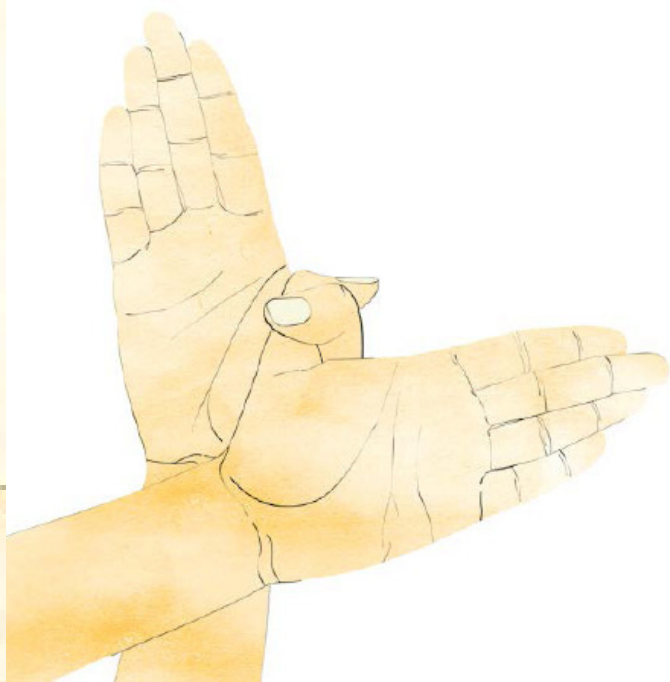


FUTURE RETAIL



Annual General Meeting
8th May 2013





Operational Highlights

Unlocking Value

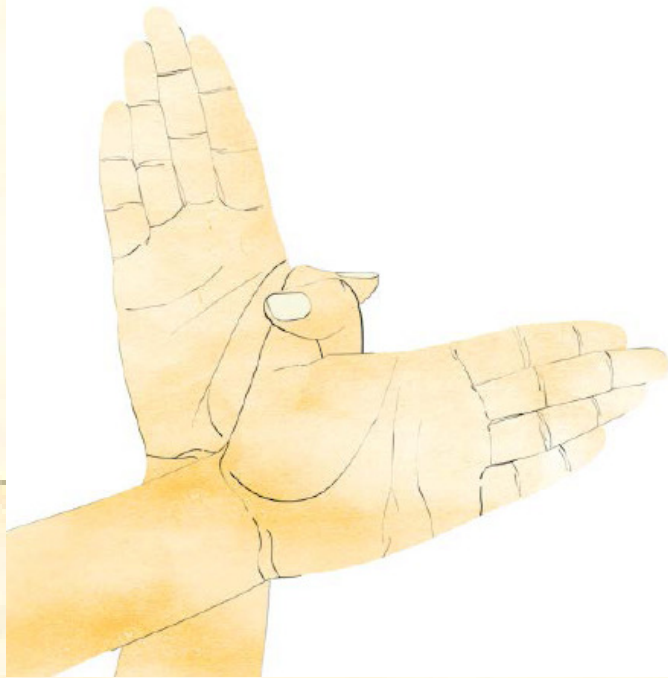
FRL Residual Business

Future Lifestyle Fashions Limited (FLF)

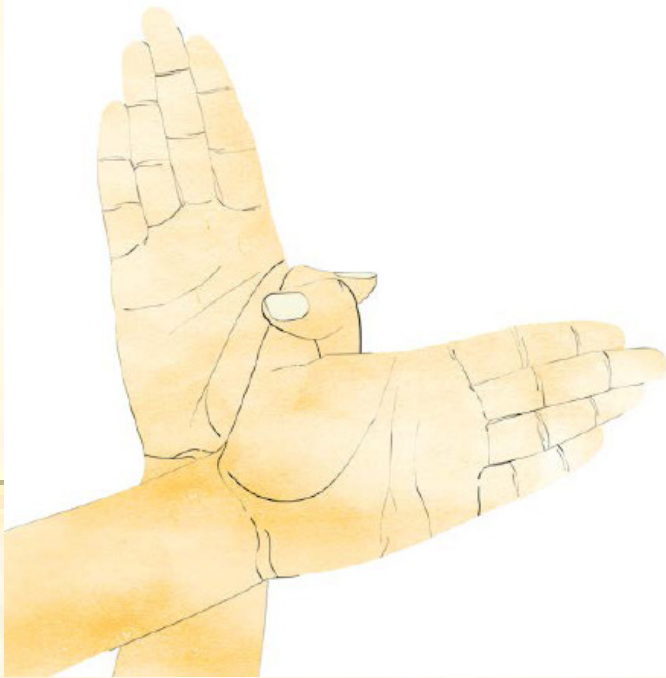
Operational Highlights



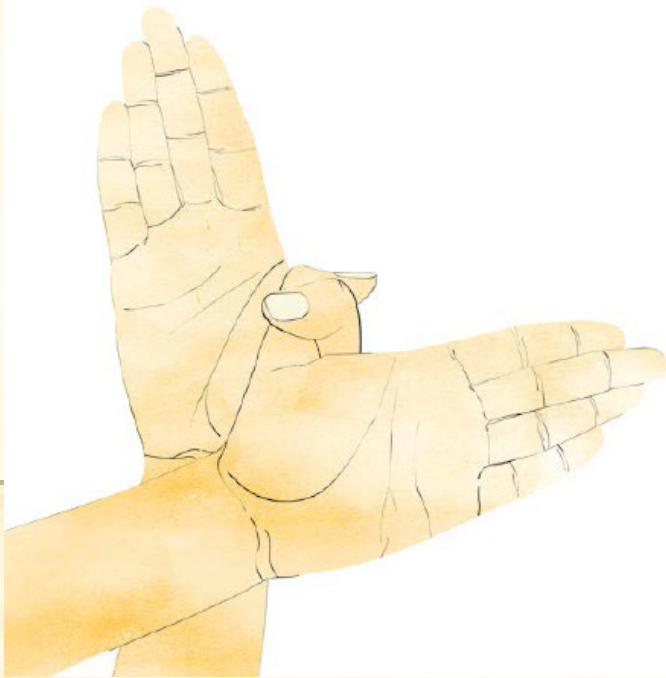
More than 80 Big Bazaar stores were renovated, and the store network was optimized to improve productivity and efficiency.



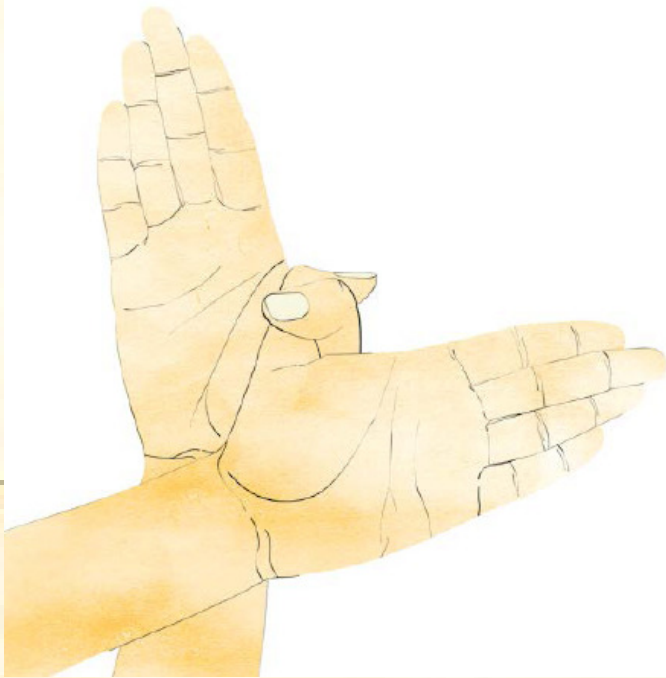
FBF brought in a renewed fillip to the company's fashion business



eZone was completely revamped in order to move to a profitable growth



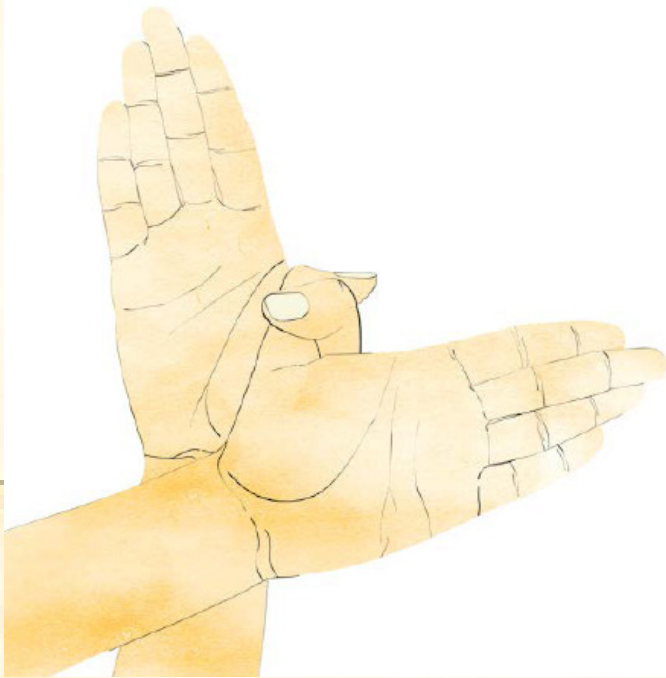
FoodHall was introduced to tap into new trends in food consumption



Foodhall

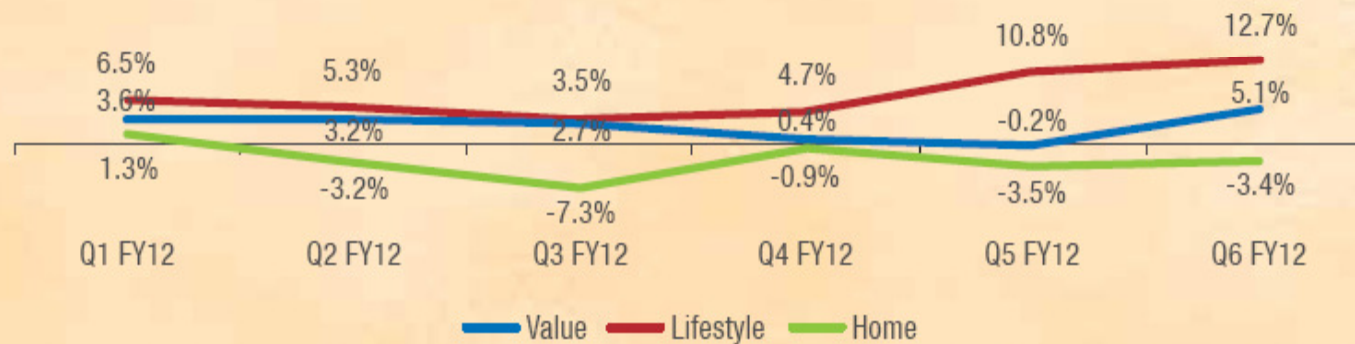


A world-class Central Distribution Center was opened in Nagpur to consolidate the supply chain network and build an efficient logistics platform



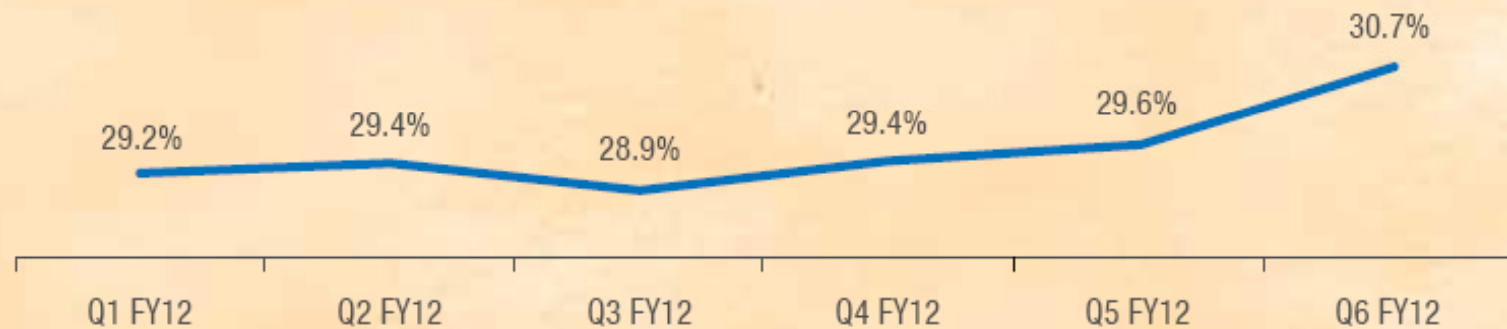
Growth in SSG

Store renovations and improvement in customer experience has led to improved Same Store Sales Growth towards the end of the financial year.

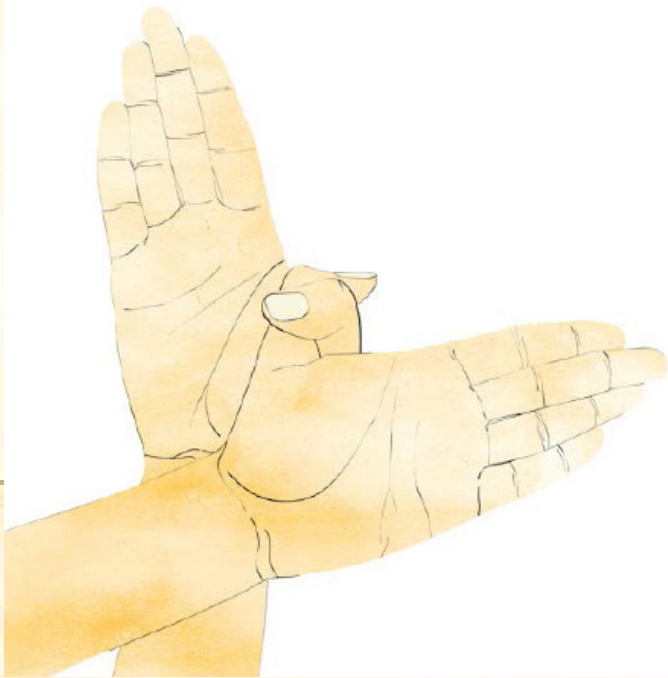


**Increase in Gross
Margins**

Gross margins for the core retail business improved from 29% in FY 10-11 financial year to 29.5% in FY 11-12 due to improved merchandize mix



Unlocking Value



FUTURE RETAIL

BIG BAZAAR
NAYE INDIA KA BAZAAR

FOOD BAZAAR
WHOLESALE PRICES

HomeTown
All of our services Home solutions

ezone
ELECTRONICS & ELECTRONICS

pantaloons
PRESTIGE FASHION

CENTRAL
LIFE STYLE & FASHION

BRAND FACTORY
BEST BRANDS • SMART PRICES

PLANET SPORTS

FUTURE RETAIL

BIG BAZAAR
NAYE INDIA KA BAZAAR

FOOD BAZAAR
WHOLESALE FRESH

HomeTown
All of the future home solutions

ezone
PERSONAL ELECTRONICS

1 share for every
5 shares in FRL

1 share for
every
3 shares in
FRL

pantaloons
Pantaloons Fashion & Retail Limited

**Pantaloons Fashion
& Retail Limited**

CENTRAL
CENTRAL FASHION

BRAND FACTORY
BEST BRANDS • SMART PRICES

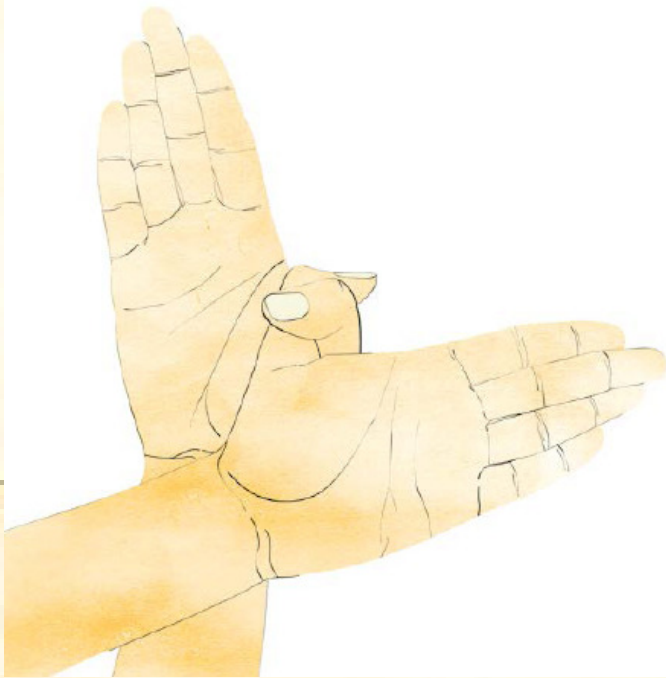
PLANET SPORTS

FLF
FUTURE LIFESTYLE FASHIONS

Over 24 brands and
distribution network
being merged from
Future Ventures

PFRL and FLF to be listed independently in NSE and BSE

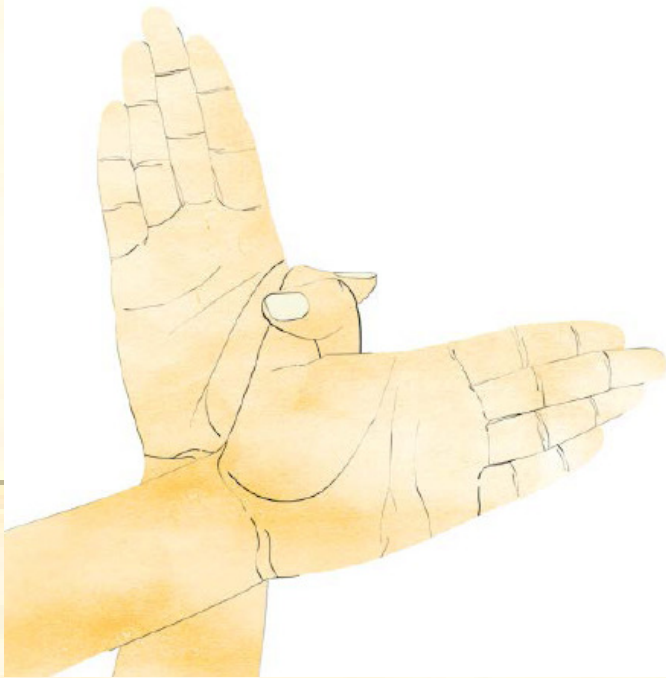
FRL Residual Business



FUTURE RETAIL

FRL will exclusively operate the hypermarkets and home retailing business.

Led by the only pan-Indian hypermarket and supermarket retail chains, FRL will focus only on maintaining its competitive advantage and gaining the benefits of scale through focusing on efficiency & productivity.



FUTURE RETAIL

Operational Businesses



162 stores covering around 8 million square feet of space in over 90 cities

FOOD BAZAAR
WHOLESALE PRICES

31 standalone stores cover around 0.5 million square feet of space



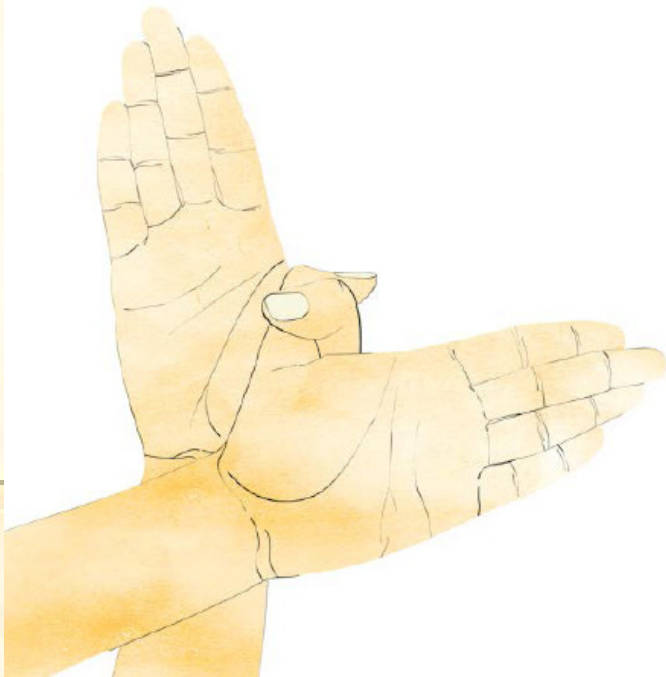
26 standalone stores cover around 0.4 million square feet of space

The logo for HomeTown features the words "HomeTown" in a bold, sans-serif font. "Home" is in orange and "Town" is in blue. Below it, the tagline "Ab ghar banana kitna aasaan!" is written in a smaller, orange font.

13 large-format stores, along with smaller formats covering over 1 million square feet

@zone
EXPERIENCE ELECTRONICS

38 consumer durables store covering around 0.5 million square feet





Key Investments

Future Supply Chain Solutions Limited
- 70.17% stake

Future Generali Life Insurance
-49.9% stake (directly and indirectly)

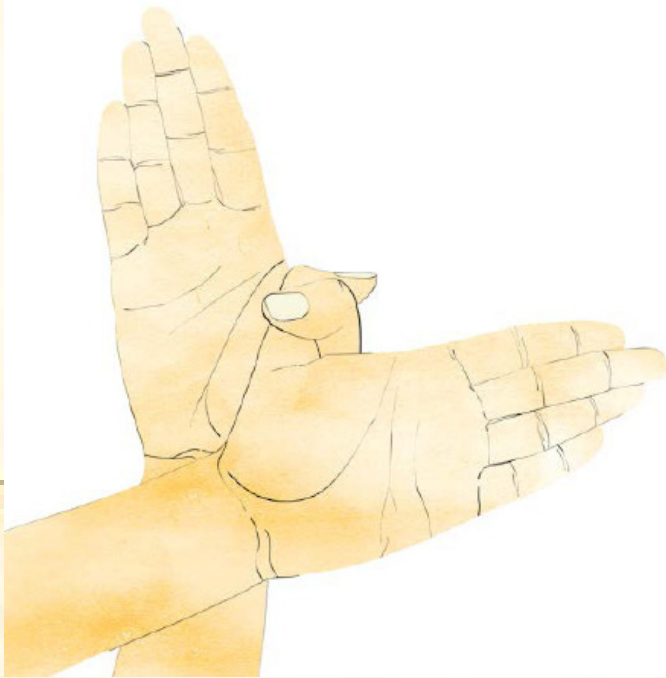
Future Generali India Insurance
- 49.9% stake (directly and indirectly)

Capital First (formerly Future Capital Holdings)
-9.55% stake

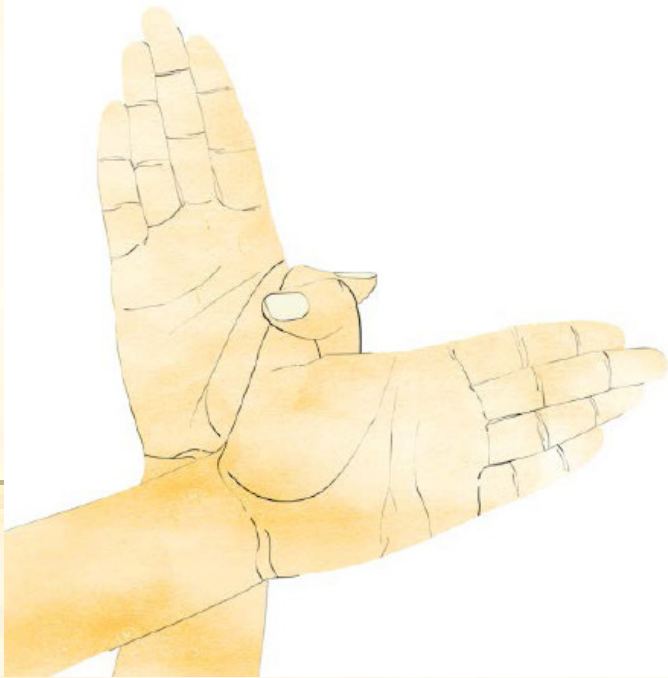
Future Lifestyle Fashions
-19.79% stake

Future Ventures India Limited
-9.52% stake

Apollo & Goldmohur NTC Mills
- 39% stake



Future Lifestyle Fashions Limited (FLF)



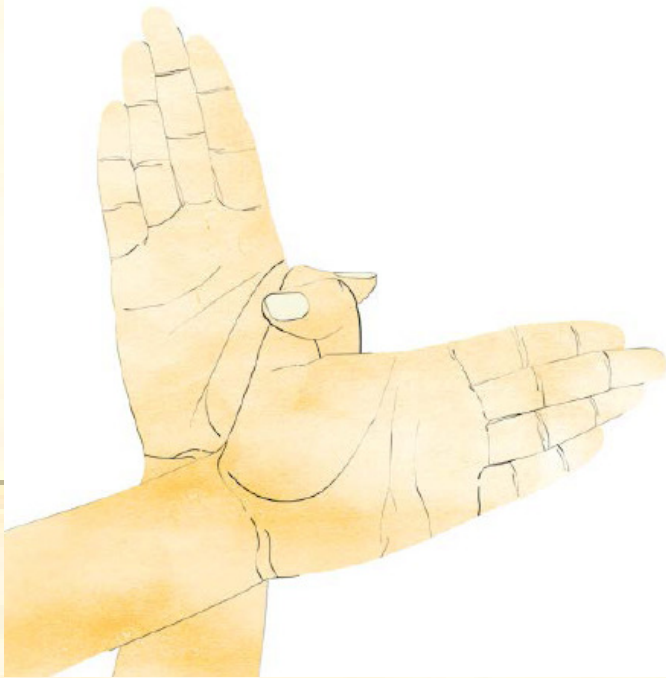


Future Lifestyle Fashions Limited
will be a leading, integrated fashion
company focused on building a globally
benchmarked fashion company from India

FRL shareholders will receive 1 share in FLF
for every 3 shares held in FRL

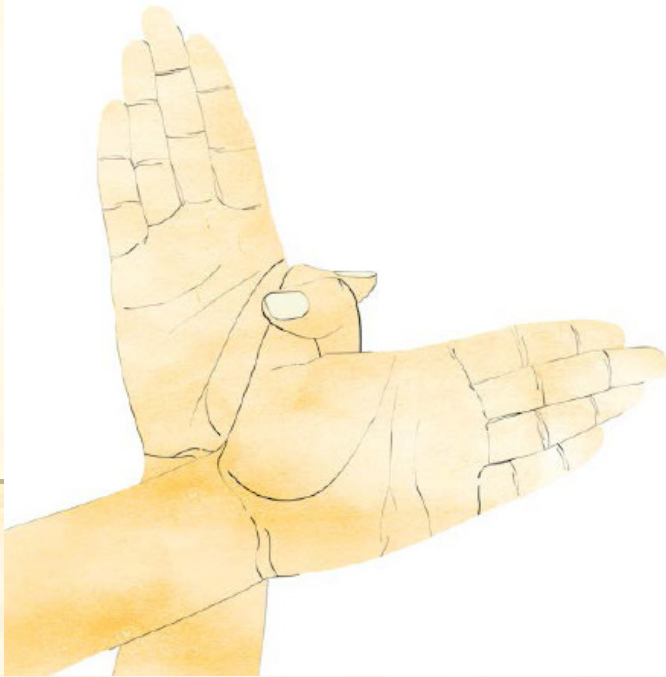
FRL will own 19.79% stake in FLF

FLF will be listed on NSE and BSE





Brands



INDIGO NATION
CHANGEISM

 **SCULLERS**
this is life

JOHN MILLER

 **LOMBARD**


DANIEL HECHTER
PARIS

Clarks

BARE
CASUALS
KEEPING IT REAL

NOTHING FITS LIKE
JEALOUS 21

 *Lee Cooper*

 **URBAN[™]**
yoga
SPIRITUAL FITNESS WEAR


URBANA

celio*
www.celio.com

CONVERSE

 **MOHR**

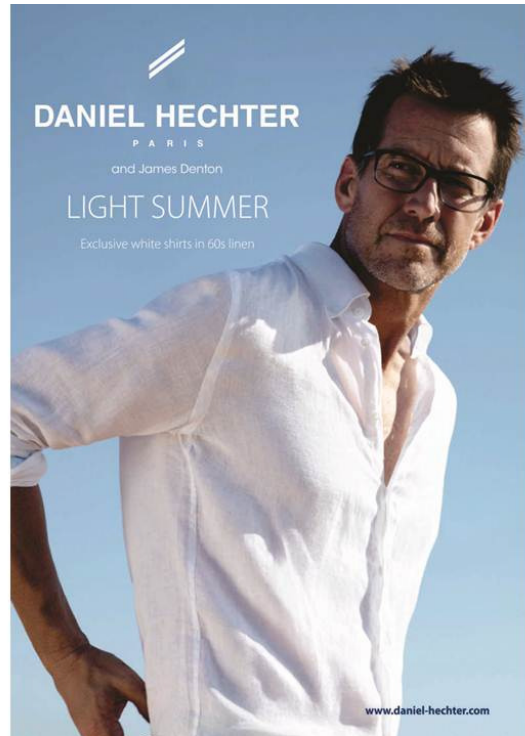
holii


SPALDING
TRUE TO THE GAME[™]




UTILITY CLOTHING


UMM
underground music movement



DANIEL HECHTER
PARIS
and James Denton
LIGHT SUMMER
Exclusive white shirts in 60s linen

www.daniel-hechter.com



ONE FOR THE ROAD
Biker Shirts.

INDIGO NATION styles 
YOUNG LIKE THAT



Lee Cooper
SINCE 1909



FOUR WAYS TO GO FROM 'WHO'S THAT GUY' TO THE BOSS' RIGHT HAND MAN.
Finally revealed: The John Miller range of Specialty Trousers.

Glitz
With an unmistakable sheen, stand apart in any crowd.

Auto Adjust
Adjust to any situation with the extendable waist band for added comfort.

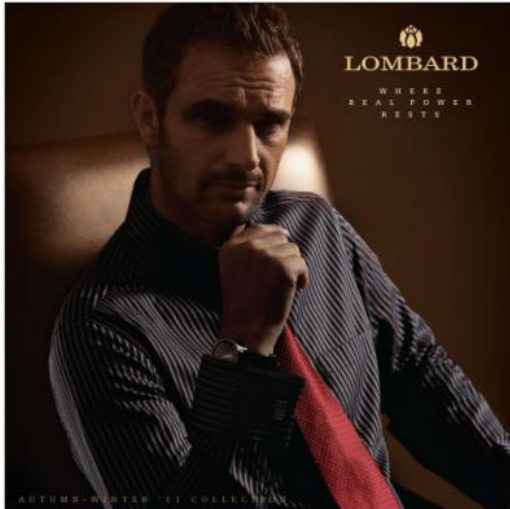
Super crease
Get the extra edge with a crease that lasts all day long.

Diet
The secret to a lean and slender look is a finely cut design.

clothes that work hard, so you don't.

JOHN MILLER
MAKE IT LOOK EASY





ARE YOU WEARING AN INNOVATION TODAY?

Move over ordinary formals. Urbana Techno Formals are here with a line of innovations such as Durawhite, Anti-spill, Sweat-free, Odour-resistant shirts and many more. Something ordinary formals can't even dream of. Time to discover.

Featured here: Dazzling white shirts enriched with Durawhite

URBANA
TECHNO FORMALS

*Conditions apply

Exclusive Store: 40/8501, MG Road, Ernakulam, Kochi. Ph: 3208122



THE WIDEST RANGE OF CHINOS IN THE COUNTRY

STAY DRY. STAY FRESH.

Presenting
DRYFRESH
performance wear
 from Urban Yoga

URBAN[™]
yoga

MEN'S WEAR | WOMEN'S WEAR

JUMP.
STOMP.
DANCE.
THAT'S HOW
WE LIKE OUR
CONVERSATIONS.

UMM
underground music movement

Powers

SWEDISH HOUSE MAFIA
ONE LAST TOUR AT

sunburn
arena

SWEDISH HOUSE MAFIA

UMM
underground music movement

The new fashion vibe

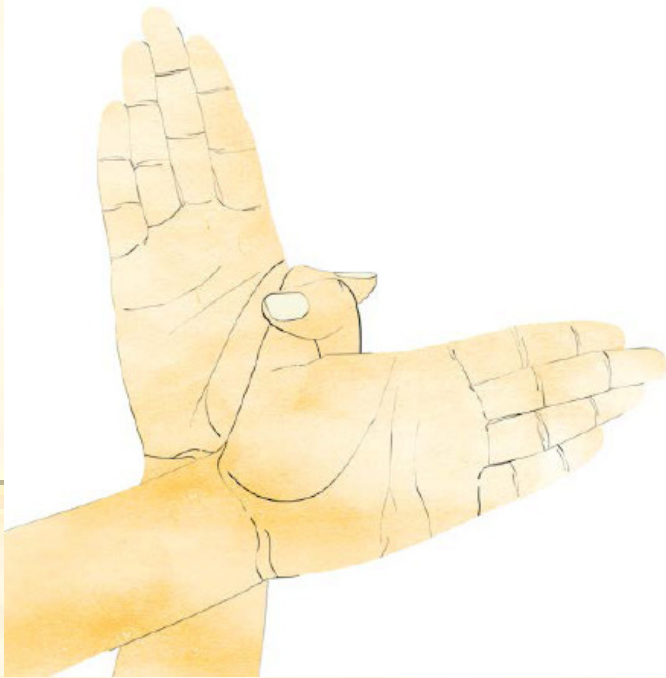
available at CENTRAL pantakons

**PRIDE
IS RED**

MANCHESTER UNITED EXCLUSIVE CLOTHING & ACCESSORIES.



Retail & Distribution

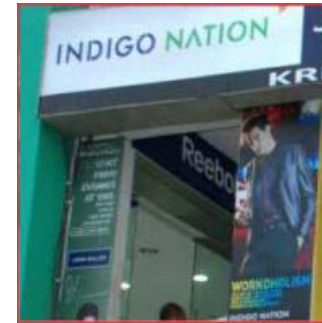


Retailing through over 4 million square feet of space through flagship department store brand Central, along with outlet mall, Brand Factory and specialty chains, Planet Sports and Headquarters.

These chains attracted over 45 million customers in 41 cities across the country



Distribution through over 200
EBOs and 1000 MBOs, including
leading department store chains





Investments

AND Designs
-22.86% Stake

Celio
- 49.99% Stake

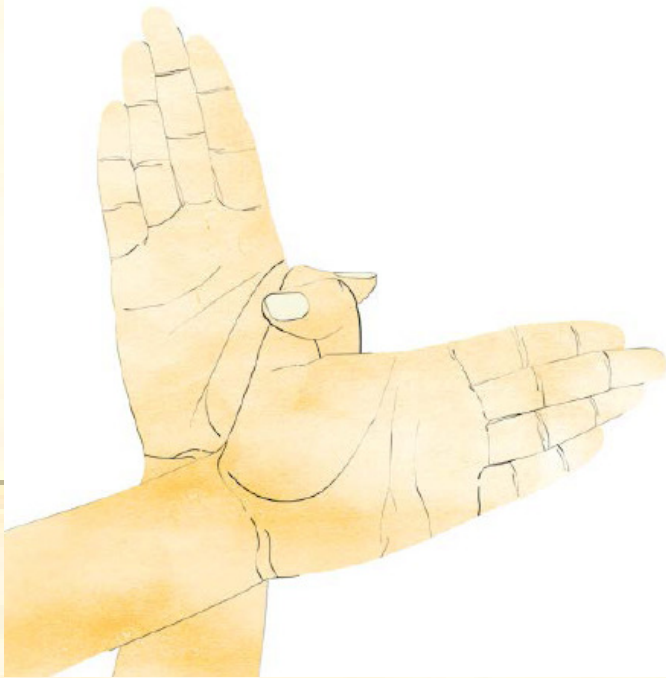
BIBA
-28.30% Stake

Clarks
-50% Stake

Turtle
-26% Stake

-Holii
--50% Stake

Indus Tree Crafts
-63.34% Stake

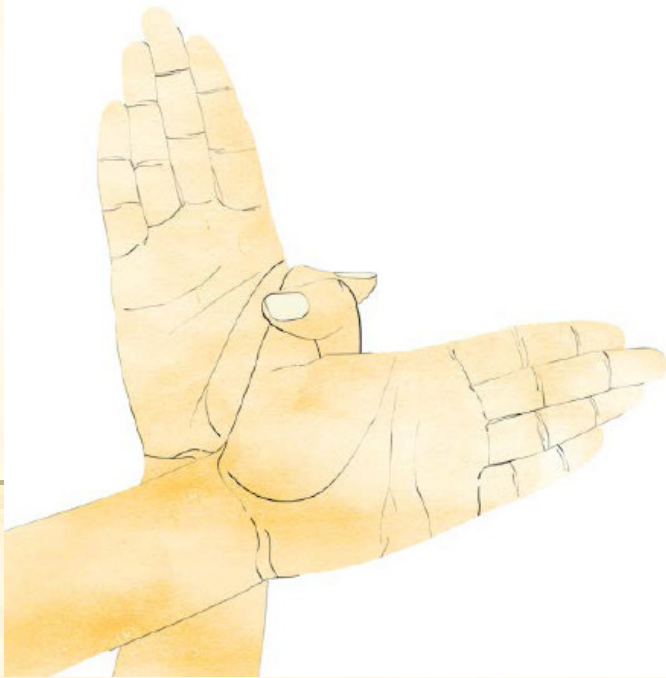




Pantaloon's was demerged into a new entity, Pantaloon's Fashion & Retail Limited, in which Aditya Birla Nuvo Limited has a 50.01% stake.

For every 5 shares of Future Retail, shareholders got 1 share in Pantaloon's Fashion & Retail Limited.

Pantaloon's Fashion & Retail Limited will be listed on NSE and BSE shortly.



Thank You

