

# FUTURE RETAIL

## Investor Update – Q2 FY2016



## Quarter Highlights – Q2 FY16

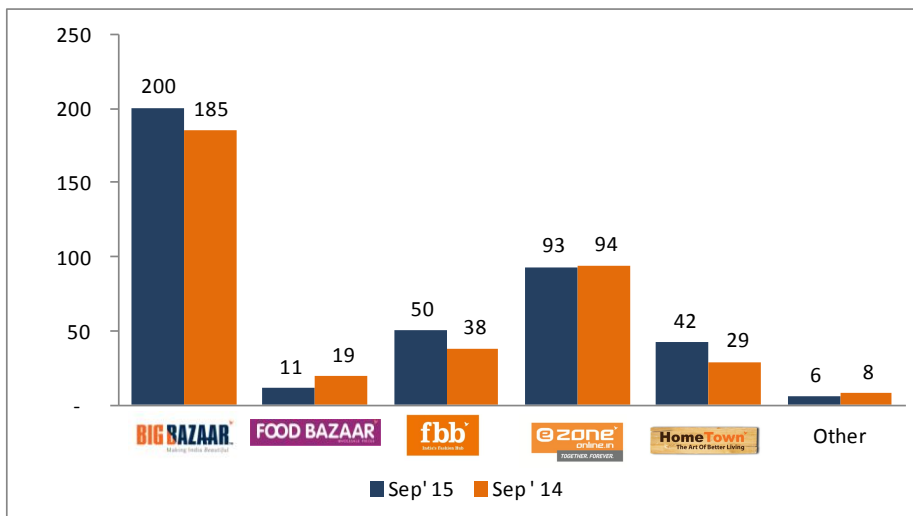
- ❖ The standalone income from operations of ₹ 3,098 cr, a growth of 22% compared to Q2 FY14-15.
- ❖ The company posted EBITDA of ₹ 290 Cr a growth of 7% compared to Q2 FY14-15 and Net profit of ₹ 14 Cr.
- ❖ Same Store Sales Growth for Value Business was 10.4%, while for Home Business was 4.2%.
- ❖ The total gross area addition during the quarter was 0.42 mn sq ft space and total area increased to 11.53 mn sq ft. The company opened 6 new Big Bazaar Stores taking the total count of Big Bazaar stores to 200.
- ❖ By converting Short-term borrowings and Current maturities of Long-term borrowings into Long-term borrowings we have changed the maturity profile of our debt by 2-5 years.

## New Store Additions - Q2 FY16

### Total Store Count and Retail Space

#### Selling Space (mn. sq. ft.)

Sep'15	8.85	0.15	0.52	0.51	1.40	0.10
Sep'14	8.38	0.22	0.43	0.54	1.24	0.13



### Stores opened quarter ended September' 15

Format	Date of opening	Sq. Ft.	Location
BIG BAZAAR	Aug-15	36,466	Indore
	Sep-15	52,044	Amritsar
	Sep-15	22,317	Purulia
	Sep-15	71,133	Maharashtra
	Sep-15	44,128	Maharashtra
	Sep-15	61,973	Mumbai
fbf	Aug-15	15,916	Chennai
	Sep-15	15,916	Chennai
HomeTown	Jul-15	6,966	Kochin
	Jul-15	28,423	Pune
	Jul-15	5,081	Patna
	Jul-15	6,204	Bangalore
	Jul-15	19,777	Vadodra
	Jul-15	4,652	Ahmedabad
	Aug-15	18,530	Pune
ezone	Aug-15	7,399	Indore
	Sep-15	2,978	Nagpur

### Alliance with Patanjali Ayurved

- ❖ Future Group entered in to a modern trade alliance with Patanjali Ayurved, founded by Yoga Guru Ramdev Maharaj, which offers entire range of health-positive, Ayurvedic FMCG products in categories like food, staples, nutrition, hair care, skin care, dental care and toiletries etc.
- ❖ Patanjali Ayurved focuses on using the timeless and indigenous knowledge of herbs and medicines, coupled with technology-led, state-of-the-art processing facilities at Haridwar and offering these products at a great value for money, has helped Patanjali Ayurved become the country's fastest growing FMCG company in the country.
- ❖ Future Group will set up an office for collaborating with Patanjali Ayurved in Haridwar to develop, market and distribute these products exclusively though Group's food-led formats, and will be available across Big Bazaar, Easy Day, KB's, Aadhaar & Nilgiris in over 245 cities and towns across India.

### Big Bazaar Ties-up with Mobikwik

- ❖ With the rapid adoption of smart phones, mobile internet, and e-commerce services by users in India, mobile wallets are now used more than ever before. Big Bazaar has partnered with mobile payment provider Mobikwik which is one of India's largest payments network with over 17 Million wallet users and 50,000 merchants (retailers).
- ❖ Mobikwik is has kicked off mobile payments at the Big Bazaar stores. With the tie-up, Mobikwik wallet users can pay through their mobile, at any Big Bazaar payment counter, by sharing their registered Mobikwik mobile number.
- ❖ This integration brings Big Bazaar closer to millions of consumers and is an integral part of its multi-channel payments strategy.



### fbf Launches Its Festive Collection 2015!

- ❖ fbb unveiled its festive collection for 2015 in association with its brand ambassadors, Bollywood superstars Katrina Kaif and Varun Dhawan and the fbb Femina Miss India 2015. The festive season collection is being showcased through multiple mediums including print, electronic, radio and digital.
- ❖ While the digital lookbook is available on FBB mobile apps for Android and iOS platforms, the social media campaign integrates activities on Twitter, Facebook and style guide videos on YouTube channel, some of which has attracted over half a million views.
- ❖ fbb has unveiled an extensive range of apparel at competitive pricing. The collection boasts of cool denims, chinos, linen jackets and sweatshirts for men whereas the ladies can get decked up in a range of Kurtas from Kriya, floral print tops and tees or the stylish palazzos. The range will also lend a stylish touch to kids.



## Corporate Announcement

### Status of demerger scheme - Bharti Retail

- ❖ The Company has received approvals from Competition Commission of India (CCI).
- ❖ The necessary approvals and observation letters have been received from relevant Stock exchanges ..
- ❖ The Bombay High Court has directed that a shareholders meeting of the company to be held on 18<sup>th</sup> November, 2015.

Particulars (₹ cr.)	3 months ended			6 months ended	
	30-Sep-15	30-Jun-15	30-Sep-14	30-Sep-15	30-Sep-14
Net Sales	3,049	2,847	2,485	5,896	4,802
Other Operating Income	49	53	61	102	112
<b>Total income from Operations</b>	<b>3,098</b>	<b>2,899</b>	<b>2,546</b>	<b>5,998</b>	<b>4,914</b>
Purchase of stock-in-trade	2,328	2,170	2,002	4,498	3,761
Changes in inventories	(76)	(73)	(167)	(149)	(226)
<b>Gross Profit</b>	<b>846</b>	<b>803</b>	<b>712</b>	<b>1,649</b>	<b>1,379</b>
<b>Gross Margin %</b>	<b>27.3%</b>	<b>27.7%</b>	<b>28.0%</b>	<b>27.5%</b>	<b>28.1%</b>
Employee benefits expense	111	107	94	218	187
Rent including lease rentals	153	151	138	304	271
Other Expenditures	305	259	215	564	412
<b>Total Operating Expenses</b>	<b>569</b>	<b>517</b>	<b>446</b>	<b>1,086</b>	<b>871</b>
Other Income	13	9	6	22	15
<b>EBITDA</b>	<b>290</b>	<b>294</b>	<b>271</b>	<b>585</b>	<b>523</b>
<b>EBITDA Margin %</b>	<b>9.4%</b>	<b>10.2%</b>	<b>10.7%</b>	<b>9.8%</b>	<b>10.7%</b>
Depreciation and amortisation	136	134	128	270	252
EBIT	155	160	143	315	271
Finance Costs	135	151	172	286	333
PBT before exceptional	19	9	(28)	28	(62)
Profit on sale of investment	-	-	0	-	100
PBT after exceptional	19	9	(28)	28	38
Tax Expenses	6	3	(20)	9	(20)
<b>PAT</b>	<b>14</b>	<b>6</b>	<b>(8)</b>	<b>20</b>	<b>58</b>

# FRL Standalone - Balance Sheet

Particulars (₹ cr.)	FRL - Standalone	
	30-Sep-15	31-Mar-15
<b>Shareholders Funds</b>		
Share capital	86	83
Equity Warrants	-	23
Reserves and surplus	5,202	5,092
<b>Shareholders Funds</b>	<b>5,287</b>	<b>5,198</b>
<b>Optionally Convertible Debentures</b>	<b>-</b>	<b>150</b>
<b>Non-current liabilities</b>		
Long-term borrowings	4,171	2,919
Deferred tax liabilities (Net)	170	167
Long-term provisions	19	19
<b>Total - Non current liabilities</b>	<b>4,361</b>	<b>3,105</b>
<b>Current liabilities</b>		
Short-term borrowings	614	1,132
Trade payables	2,014	2,042
Other current liabilities	806	955
Short-term provisions	4	34
<b>Total - Current liabilities</b>	<b>3,438</b>	<b>4,163</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>13,086</b>	<b>12,616</b>
<b>Assets</b>		
Fixed assets	5,169	5,107
Non-current investments	1,295	1,295
Long-term loans and advances	552	478
<b>Total - Non current assets</b>	<b>7,016</b>	<b>6,880</b>
<b>Current Assets</b>		
Inventories	3,673	3,523
Trade receivables	382	398
Cash and Bank balances	104	104
Short-term loans and advances	1,902	1,702
Other current assets	9	9
<b>Total -Current assets</b>	<b>6,069</b>	<b>5,737</b>
<b>TOTAL - ASSETS</b>	<b>13,086</b>	<b>12,616</b>