

# Q1 FY12 — Investor Update

## Key Financial Highlights

- Turnover in Core Retail Business Increases by 12.8% in Q1 FY12
- EBITDA in Core Retail Business Increases by 17.8% in Q1 FY12
- Total operational retail space of 15.68 million square feet as on September 30, 2011

The core retail business turnover increased from ₹2,581 cr in September 2010 to ₹2,911 cr in September 2011. The gross margins increased from 28.7% in September 2010 to 29.2% in September 2011. The EBITDA margins also increased from ₹221 cr to ₹260 cr. For the quarter ended September 2011, same store sales growth in lifestyle retail stood at 6.53% and 1.26% in home retail business. Value business clocked 3.64% same store sales growth for the quarter. The company added 0.44 million square feet of net retail space during the quarter, taking the total operational retail space to 15.68 million square feet.

During the quarter, the company's focus on improving the gross margins in the business yielded positive results. This was achieved in a scenario of muted consumer sentiments that impacted sales growth across all categories. In addition, political and social unrest in Andhra Pradesh had a substantial impact on sales as stores in Hyderabad and other cities had to be closed on 12 different days during the quarter. Lower consumer spend due to increase in prices especially in fashion category also resulted in most competitors extending their end of season sales by a week or two. However, a good monsoon bodes well for the days ahead and the festive season in the following quarter is expected to improve sales growth.

The company's home and electronics business is going through a steady transformation. The company has identified five cities that it will focus on for the growth of the eZone format. The aim is to emerge as a market leader in each of these cities and then replicate its dominance across other cities. The company is also developing a strong digital strategy for its electronics business that will be rolled out soon. Electronics is the only category wherein the company doesn't yet have a leadership position, and these initiatives will ensure the company's leadership in this category as well.

In the home category, the company has embarked on developing a hub and spoke model to improve efficiency and scale in the business and extend Home Town's reach and presence within cities. The company has introduced its first Home Town Design & Build store in Gurgaon. A much smaller format that will be rolled out multiple locations in a city, HT Design & Build will provide exclusive design solutions to customers and then help them source the products from the mother store. Another variation, Home Town Express has been launched as an extension of Home Town with limited categories & products.

Pune, part of our eight city strategy, saw a series of launches of new formats that included a Pantaloons, a Home Town, and eZone along with the third Central. These launches will further strengthen the company's dominance in this fast growing business and IT hub.



In the fashion space, Fashion@ Big Bazaar has matured and got an overhaul in its branding and projection to its audiences and will now be known as "**FBB**". The company is now ready to capture the Young India with FBB, the younger, trendier, hipper Fashion @Big Bazaar.

Big Bazaar emerged as the **Most Trusted Retailer** and Pantaloons was ranked 3rd **Most Trusted Brands** in the Brand Equity's 2011 awards. Big Bazaar also won **Most Recommended Modern Retail Brand** in the CNBC Awaaz-Storyboard Consumer Awards.



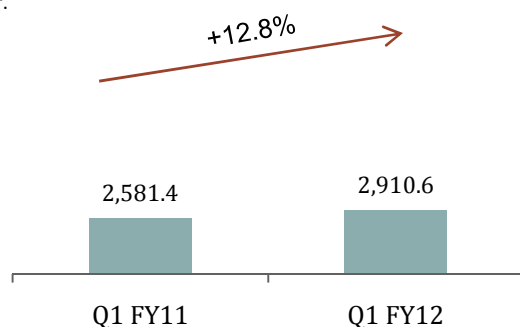
# Q1 FY12 — P&L Summary

## Q1 FY11 vs. Q1 FY12

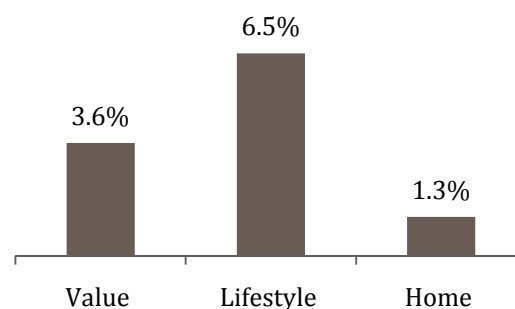
Particulars (₹ cr.)	Stand-Alone		Core Retail		Consolidated
	Q1 FY11	Q1 FY12	Q1 FY11	Q1 FY12	Q1 FY12
Sales & operating income	991	1,078	2,581	2,911	3,180
Other income	8	7	8	8	8
<b>Total income</b>	<b>999</b>	<b>1,086</b>	<b>2,590</b>	<b>2,919</b>	<b>3,188</b>
PBDIT	103	127	221	260	354
Depreciation	35	45	63	83	93
PBIT	69	82	158	177	260
Interest	42	66	93	131	210
PBT	27	16	65	47	50
Tax	9	4	22	14	27
PAT (before minority interest)	18	12	43	33	23
Cash profit	52	58	106	116	116

### Core Retail Net Sales

₹. cr.

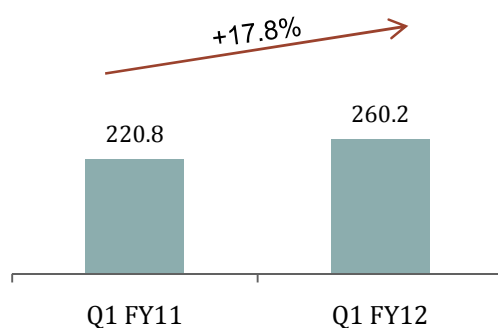


### Same Store Growth - Q1FY12



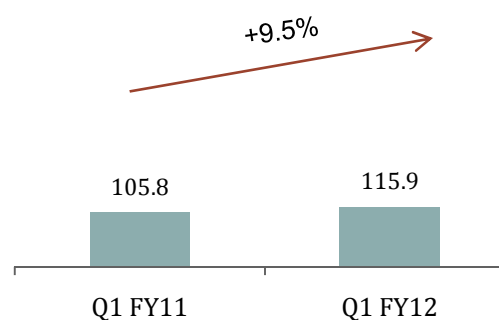
### Core Retail EBITDA

₹ cr.



### Core Retail Cash Profit

₹ cr.



# Q1 FY12 — Operational performance

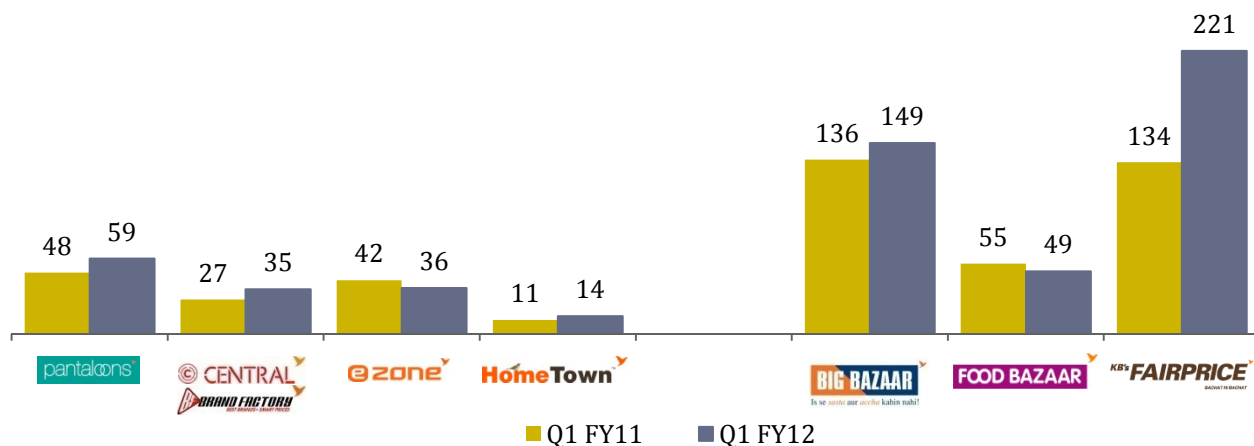
## Store Count - PRIL

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

1.25	2.20	0.53	1.11
1.78	2.77	0.43	1.24

## Store Count – FVRL

7.02	0.48	0.13
7.61	0.51	0.20



## New Stores added across major format

Format	Store	Sq. Ft.	Date of opening	Location
pantaloons	59	41,841	15-Jul-11	Phoenix Market City Mall, Pune
CENTRAL	19	89,036	9-Sep-11	Amanore Town Centre, Pune
ezone	35	12,520	2-Jul-11	Phoenix Market City Mall, Pune
ezone	36	10,711	18-Aug-11	Amanore Town Centre, Pune
HomeTown	13	78,122	19-Aug-11	Amanore Town Centre, Pune
HomeTown	14	10,641	17-Sep-11	Golf Course Road, Gurgaon

Format	Store	Sq. Ft.	Date of opening	Location
BIG BAZAAR	147	26,756	6-Jul-11	Treasure Island, Nanakheda, Ujjain
BIG BAZAAR	148	37,796	16-Jul-11	Chaudhary Mall, Ghaziabad
BIG BAZAAR	149	26,498	1-Sep-11	Spectrum Mall, Perambur
KB's FAIRPRICE	210	880	1-Jul-11	Kanaka Nagar, Bengaluru
KB's FAIRPRICE	211	880	12-Jul-11	Rajgopal Nagar, Bengaluru
KB's FAIRPRICE	212	770	25-Jul-11	Adarsh Nagar, KHB Road, Bengaluru
KB's FAIRPRICE	213	660	17-Jul-11	Kalkare Main Road, Bengaluru
KB's FAIRPRICE	214	688	12-Aug-11	Gotecha Estate, Malad (W), Mumbai
KB's FAIRPRICE	215	1,100	3-Aug-11	HMT Layout, Mathikere, Bengaluru
KB's FAIRPRICE	216	880	22-Aug-11	Thimmenahalli, Bengaluru
KB's FAIRPRICE	217	924	29-Aug-11	Ulsoor, Bengaluru
KB's FAIRPRICE	218	770	14-Sep-11	Dombivali (E), Gograswadi, Thane
KB's FAIRPRICE	219	616	3-Sep-11	Govind Garden, Panvel, Navi Mumbai
KB's FAIRPRICE	220	792	30-Sep-11	Himalaya Complex, Mira Road (E), Thane
KB's FAIRPRICE	221	990	28-Sep-11	Andhrhalli, Bengaluru

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