



50th BIG BAZAAR STORE OPENS AT TRIVANDRUM

It was indeed a very proud moment for the company, with the opening of the 50th Big Bazaar store in the South Indian city of Trivandrum in April. The format has come a long way since the first couple of Big Bazaar stores opened in October 2001. The current total operational area under Big Bazaar stands at nearly 2.6 million square feet.

FIT & ACTIVE LAUNCHED IN MUMBAI

 The joint venture between Pantaloons Retail (I) Limited and Talwalkar Better Value Fitness kicked off at Orchid City Centre, Mumbai on 19th April. Spread over 5,200 square feet, 'Talwalkars Fit & Active' is the country's first gymnasium located in a modern retail environment. The gym received a record 131 on the spot enrolments and 320 serious enquiries on the first day itself, representing the best opening day response for any gym in the country. The gymnasium boasts of the state of the art equipments from major international brands, and will also offer steam and massage services for members and non-members.

PANTALOONS RETAIL (INDIA) LIMITED RANKED 14TH BEST EMPLOYER BY HEWITT ASSOCIATES

 Pantaloons Retail was ranked the 14th Best Employer among the Top 25 companies in the country, in a survey conducted by global Human Resources consulting firm, Hewitt Associates, in partnership with Economic Times and Times Now. The survey depicts how people practices and initiatives are aligned to meet employee and business needs, and provides an insight into HR practices followed by the leading employers. The other organizations which were recognized included, Aditya Birla Group, Satyam Computers, Marriott Hotels, TCS, Kotak Mahindra Bank and Wipro, to name a few.

April Sales

Sales in April '07 from Value Retailing stood at Rs. 196.73 crores, while sales from Lifestyle Retailing stood at Rs.80.87 crores. Sales from Home Retailing stood at Rs. 37.03 crores. Same store growth under Value Retailing was 2.31 per cent and under Lifestyle Retailing 19.82 per cent.

Particulars	Apr-07	Apr-06	YoY%	July-Apr-07	July-Apr-06	%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	196.73	133.34	47.54	1,784.75	1,055.19	69.14
Life Style Retailing	80.87	47.21	71.30	773.66	527.26	46.73
Home Retailing	37.03	-	-	269.45	-	-
Total	314.63	180.54	74.27	2,827.85	1,582.45	78.70
Less:Inter-Company Sales	17.84	-	-	157.37	-	-
Total	296.79	180.54	64.39	2,670.48	1,582.45	68.76
Same Store Growth						
Value Retailing	136.01	132.94	2.31	1,233.98	1,052.91	17.20
Life Style Retailing	56.57	47.21	19.82	644.11	523.84	22.96
Home Retailing	37.03	-	-	269.45	-	-

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of April 2007 and April 2006 includes SIS sale of Rs.4.94 cr. and Rs.6.40 cr. respectively.

APR '07

INVESTOR UPDATE

Third Quarter Results

Pantaloons Retail (I) Ltd. announced the results for the 3rd Quarter ending 31st March 2007. The highlights were:

- Gross Sales for the March 07 quarter stood at Rs. 904.29 crores, compared to Rs. 520.34 crores for March 06 quarter, a 74 per cent increase.
- PBT increased from Rs. 23.03 crores in March 06 quarter to Rs. 28.99 crores in March 07 quarter, an increase of 26 per cent.
- Net Profit improved by about 15 per cent from Rs.16.24 crores for the quarter ended March 06 to Rs. 18.72 crores for the quarter ended March 07.

pantaloons
FRESH FASHION

[[LIFESTYLE RETAILING]]

May witnessed the opening of 1 Pantaloons *Fresh Fashion* store, taking the total count to 32 and the total retail space under Pantaloons to about 0.73 million square feet.

Store Count	Square Feet	Date of Opening	Location
32nd Store	15,000 sq.ft.	4th May 2007	Milan Mall, Mumbai

BIG BAZAAR
sasta aur achha kahin nahi!

[[VALUE RETAILING]]



Big Bazaar's 'Price Challenge' was back this year in April and will extend into the month of June, offering great deals on a wide variety of merchandise ranging from apparels to kitchen needs, personal care to home needs, refrigerators to mobile phones and laptops to baggage needs, to name a few. The proposition states that if a customer purchases the same article that is on offer during the 'Price Challenge' period, at a lesser price outside, than in the store, the company will reimburse the customer double the difference, under certain conditions. This year, the promotion will be backed by well known television stars at a national and regional scale, through an extremely aggressive media plan.

The 50th and 51st Big Bazaar stores opened in the month of April as well, comprising of nearly 90,000 square feet under operation. In addition, the month of May too witnessed the 52nd Big Bazaar store opening in Mumbai. The total retail area under Big Bazaar now stands at over 2.6 million square feet.

Store Count	Square Feet	Date of Opening	Location
50th Store	55,000 sq.ft.	27th April 2007	Ravi's Arcade, Trivandrum
51st Store	45,000 sq.ft.	28th April 2007	Moti Rave Mall, Kanpur
52nd Store	26,000 sq.ft.	4th May 2007	Milan Mall, Mumbai

Upcoming Stores

11 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the months of May & June 2007, amounting to nearly 6,00,000 square feet and catering to 11 cities and towns.

April witnessed an additional 3 Food Bazaar stores opening, totaling to nearly 30,000 square feet and spread over 3 cities. The 80th store opened in the month of May, taking the total retail space under Food Bazaar to over 0.81 million square feet.

Store Count	Square Feet	Date of Opening	Location
77th Store	8,000 sq.ft.	13th April 2007	Kumartoli, Kolkata
78th Store	10,000 sq.ft.	27th April 2007	Ravi's Arcade, Trivandrum.
79th Store	12,000 sq.ft.	28th April 2007	Moti Rave Mall, Kanpur
80th Store	10,000 sq.ft.	4th May 2007	Milan Mall, Mumbai

Upcoming Stores

The months of May & June '07 will witness about 18 Food Bazaar stores, including cut-ins in Big Bazaar's, to be operational. Spread over nearly 1,54,000 Square feet, they would be present in 14 major towns and cities.

Home Solutions Retail (India) Limited

The month of April saw 3 stores totaling to about 25,000 square feet opening in the electronics and furniture formats. May witnessed the opening of the 11th E-Zone at Milan Mall, Mumbai.

Store Count	Square Feet	Date of Opening	Location
9th Collection I	12,000 sq.ft.	16th April 2007	Homeland Mall, Kolkata
6th Furniture Bazaar	5,000 sq.ft.	27th April 2007	Landmark Towers, Nagpur
10th E-Zone	8,000 sq.ft.	16th April 2007	Homeland Mall, Kolkata
11th E-Zone	6,500 sq.ft.	6th May 2007	Milan Mall, Mumbai

Upcoming Stores

The months of May and June will witness retail expansion of over 3,62,000 square feet in 10 cities, comprising of about 7 E-Zone's, 6 Collection I stores, 5 Furniture Bazaar outlets and 2 Home Town's.



Store Count	Square Feet	Month of Opening	Location
2nd Home Town	1,06,000 sq.ft.	May/June 2007	Ahmedabad
3rd Home Town	1,05,000 sq.ft.	June/July 2007	Bangalore



Store Count	Square Feet	Month of Opening	Location
5th Brand Factory	60,000 sq.ft.	May 2007	Jewell Mall, Lumbini, Hyderabad
6th Brand Factory	60,000 sq.ft.	June 2007	AEZ Carnival Country, Ghaziabad



Store Count	Square Feet	Date of Opening	Location
7th Depot	3,000 sq.ft.	4th May 2007	Milan Mall, Mumbai

50th Big Bazaar - Ravi's Arcade , Trivandrum.

