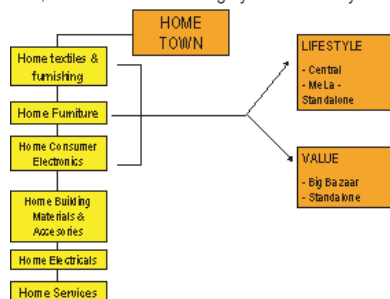




### Home - New Line of Business

Pantaloons added another line of business - its foray into home - through its subsidiary Home Solutions Retail (India) Limited, headed by Mr. Raghu Pillai. The size of the sector has been estimated between Rs 70,000 crore - Rs 80,000 crore. The furniture market is estimated at Rs 20,000-22,000 crore. Both are largely addressed by the unorganized market. The Pantaloons model in home is as below:



The standalone stores and home representation in Central and Big Bazaar will start immediately and the first full Home store called *Home Town* is expected in May 2006. In the first year of operations, Pantaloons expects to do a business of Rs 300 cr and by the second year in excess of Rs. 1000 cr.

### Foray into footwear retailing

The company has also entered into a joint venture with Liberty Shoes Ltd, one of India's leading shoe manufacturers to set up a chain of large format stores dealing exclusively with footwear and related accessories. PRIL will hold 51 per cent stake in the new company. Through this venture, the company aims to enter the organized retail footwear market that represents 8 per cent of consumers' fashion spend in the country. The joint venture will set up a chain of footwear stores across the country, with each store covering 10,000-15,000 sq. ft. The first store is likely to be opened in three months. The company plans to roll out 45 such stores by 2008 and is targeting a turnover in excess of Rs. 350 crores.

Pantaloons also launched a new chain under its fashion business. Christened aLL 'a little larger', the store stocks apparel and accessories for plus sized people in western, ethnic and fusion wear. The company has set up two aLL stores in Vashi and Andheri Lokhandwala, both in Mumbai.

### August Sales

Sales for 05-06 continued to be buoyant as the company came up with total net sales of Rs. 145.99 crores in August, the highest since its inception. Sales from value retailing stood at Rs. 85.58 crores, while lifestyle retailing contributed sales of Rs. 60.41 crores. Value retail displayed a same store growth of 32.72 per cent and lifestyle retailing of 22.88 per cent.

Particulars	Aug-05	Aug-04	YoY%	July-Aug-05	July-Aug-04	%
	Sales	Sales		Sales	Sales	
Value Retailing	85.58	39.24	118.09	170.50	78.44	117.36
Life Style Retailing	60.41	31.96	89.02	105.51	56.89	85.46
<b>TOTAL</b>	<b>145.99</b>	<b>71.20</b>	<b>105.04</b>	<b>276.01</b>	<b>135.33</b>	<b>103.95</b>
<b>Same Store Growth</b>						
Value Retailing	52.08	39.24	32.72	101.99	78.25	30.34
Life Style Retailing	39.26	31.95	22.88	67.53	56.89	18.70

Sales are in rupees crore

Note:

1. The above sales figures for the month of Aug 2005 and Aug 2004 include SIS sale of Rs. 10.32 cr and Rs. 6.55 cr respectively.

-fashioned by-

# Pantaloons



## LIFESTYLE RETAILING

The first collection of the new financial year, UTSAV was introduced in Pantaloons and Central stores. UTSAV means celebration - of color, of togetherness and of all things Indian. The collection hits the stores as some major regional festivals happen all over the country. The collection will be released across all private brands and brings in intricate traditional motifs in vibrant hues in western and ethnic wear for both men and women.

### Upcoming Stores

- 13th Pantaloons of 20,000 sq. ft. is scheduled to come up at City Mall, Ahmedabad in September 2005
- 14th Pantaloons of 20,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in September 2005
- 15th Pantaloons of 27,000 sq. ft. is scheduled to come up at Indore in October 2005
- 16th Pantaloons of 15,000 sq. ft. is scheduled to come up at Mulund, Mumbai in October 2005
- 17th Pantaloons of 28,000 sq.ft. is scheduled to come up at Borivili, Mumbai in October 2005
- 18th Pantaloons of 20,000 sq. ft. is scheduled to come up at Lucknow in November 2005

# BIG BAZAAR

Is se *sasta* aur *achha* kahin nahi!

### Upcoming Stores

- 21st Big Bazaar of 45,000 sq.ft. is scheduled to come up at Vishakapatnam in September 2005
- 22nd Big Bazaar of 43,000 sq.ft. is scheduled to come up at Vashi in October 2005
- 23rd Big Bazaar of 44,000 sq.ft. is scheduled to come up at Indore in October 2005
- 24th Big Bazaar of 42,000 sq.ft. is scheduled to come up at Lucknow in October 2005
- 25th Big Bazaar of 28,000 sq.ft. is scheduled to come up at Allahabad in November 2005

# FOOD BAZAAR

WHOLESALE PRICES

Four new variants of *namkeens* - traditional Indian savories were launched under the private brand *Tasty Treat*. Food Bazaar has also launched a new product category under its private brand programme, *incense sticks*. Extremely popular, this product is heavily used in Indian homes for religious purposes as well as an air purifier.

Close on the footsteps of the tea and coffee festivals, the company launched a *Chinese Food Festival* in select Mumbai stores. Through these activities, the company aims to build a robust and vibrant environment within the stores to create a strong connect with the customers. While the focus was on the cuisine, consumers were also taught recipes and the correct techniques of cooking authentic Chinese cuisine.

### Upcoming Stores

- 33rd Food Bazaar of 10,000 sq.ft. is scheduled to come up at Vishakapatnam in September 2005
- 34th Food Bazaar of 9,000 sq.ft. is scheduled to come up at Sigma Mall, Bangalore in September 2005
- 35th Food Bazaar of 6,000 sq.ft. is scheduled to come up at Gariahat, Kolkata in September 2005
- 36th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Vashi in October 2005
- 37th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Indore in October 2005
- 38th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Lucknow in October 2005
- 39th Food Bazaar of 4,000 sq.ft. is scheduled to come up at Allahabad in November 2005