

# Investor Update

PANTALOON  
RETAIL (INDIA) LIMITED



## INVESTOR UPDATE - December 2004

December was a month of multiple store openings - across formats and geographies. The month witnessed the addition of three Big Bazaars and four Food Bazaars in four different cities. Big Bazaar, Hi-Land Park, Kolkata was the first of these stores, the 30,000 square feet store was launched on the 4th of December and was covered in the update for November. Food Bazaar at Malad, Mumbai and Big Bazaars at Ahmedabad and Gaziabad followed in the later half of December.

### December Sales

Sales for the month of December from value retailing stood at Rs.49.58 crores, while lifestyle retailing contributed sales of Rs.36.11 crores. Value retail displayed a same store growth of 27.42 per cent and lifestyle retailing of 15.41 per cent.

	Dec-04	Dec-03	YoY%	July- Dec-04	July- Dec-03	% change
Particulars	Sales	Sales		Sales	Sales	
Value Retailing	49.58	27.50	80.29	279.68	149.87	86.62
Lifestyle Retailing	36.11	17.72	103.78	178.75	102.84	73.81
<b>TOTAL</b>	<b>85.69</b>	<b>45.22</b>	<b>89.50</b>	<b>458.43</b>	<b>252.71</b>	<b>81.41</b>
<b>Same Store Growth</b>						
Value Retailing	35.04	27.50	27.42	199.38	148.73	34.05
Lifestyle Retailing	20.45	17.72	15.41	120.50	102.84	17.17

Sales are in rupees crore

### Note:

1. The above sales figures for the month of December 2004 and December 2003, include SIS and consignment sale of Rs. 8.82 cr and Rs. 3.88 cr respectively.

 **CENTRAL**

SHOP, EAT, CELEBRATE! IN THE HEART OF OUR CITY.

Upcoming Store -

- 3rd Central of 1,29,000 sq feet is scheduled to come up at Pune in March 2005

-fashioned by-

**Pantaloons**

the fastest growing categories in the accessory segment.

Accessories are becoming an essential part of an individual's wardrobe. Customers are increasingly spending more time and money on obtaining the 'right' look. To cater to this ever increasing market, Pantaloons has developed specialized teams to handle sunglasses, watches and handbags - some of

LIFESTYLE RETAILING

**BIG BAZAAR**

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

the traditional handicrafts from all over the country called the 'Crafts Bazaar'. With this store, the city of Ahmedabad now has two Big Bazaars.

The 13th Big Bazaar was launched in Gaziabad close to the border with Delhi. Located within the East Delhi Mall, the store is spread over 60,000 square feet, which includes a 10,000 square feet Food Bazaar (23rd Food Bazaar). The store comprises of a large variety of goods in the apparel and non-apparel sections. In addition, this Big Bazaar also has a live chakki and 'Smoothies' - a live fruit milk shake counter. This store also has a Gold Bazaar.

Upcoming Stores -

- 14th Big Bazaar of 50,000 sq feet is scheduled to come up at Lake City, Thane in February/March 2005
- 15th Big Bazaar of 55,000 sq feet is scheduled to come up at Kandivli, Mumbai in February/March 2005
- 16th Big Bazaar of 23,000 sq feet is scheduled to come up at Dreamplex, Durgapur in February/March 2005

**FOOD BAZAAR**  
WHOLESALE PRICES

The 21st Food Bazaar joined the growing list of stores in the PRIL family on the 23rd of December. Located within the Eastern Mall in Malad, Mumbai, this is the 6th Food Bazaar in Mumbai. Facilities in this store include a bakery, farsan & dry fruit counters in addition to all the other regular features. The store also has a non-apparel section, which stocks utensils, plastics, appliances, gift items etc. This 7,000 square feet Food Bazaar is situated in the middle of the existing retail market and is expected to deliver multiple benefits of convenience, pricing and a great overall shopping experience to the residents in and around Malad.

The focus in the private label programme will shift to food items in January. Two products expected to be launched before the end of January are instant noodles and *papads*. Instant noodles are expected to be priced between 10-15 per cent lower than the existing brands in the market. Six variants of *papads* will be soon be available in Food Bazaars. These *papads* are hand rolled under hygienic conditions.

Upcoming Stores -

- 24th Food Bazaar of 10,000 sq feet is scheduled to come up at Lake City, Thane in February/March 2005
- 25th Food Bazaar of 10,000 sq feet is scheduled to come up at Kandivli, Mumbai in February/March 2005
- 26th Food Bazaar of 5,000 sq feet is scheduled to come up at Dreamplex, Durgapur in February/March 2005
- 27th Food Bazaar of 8,000 sq feet is scheduled to come up at Central at Pune in March 2005

VALUE RETAILING