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Pantaloons

Retail (India) Limited

a 'future group' venture

BIG BAZAAR AND PANTALOONS RANKED AMONG TOP 10 BRANDS BY BRAND EQUITY

Big Bazaar and Pantaloons were ranked among the Top 10 brands in the Retail/Leisure category in India's Most Trusted Brands 2007 list by Brand Equity, Economic Times. While Big Bazaar was voted as the Most Trusted Brand, beating the likes of Pizza Hut, McDonalds and Vishal Mega Mart, Pantaloons at the no. 7 spot ranked higher than other lifestyle fashion formats like Shoppers Stop and Lifestyle.



INDIA WINS 'FUTURE CUP'

The Indian cricket team lifted the **FUTURE CUP**, beating South Africa 2-1 in the 3 match One Day International series, played in Ireland in June-July 2007. The series sponsored by the Future Group, was the first time in cricketing history that a corporate had taken up commercial rights for a series, enabling Future Group to leverage the entire sponsorship and advertising opportunities on a cricket event.



June Sales

Sales in June '07 from Value Retailing stood at Rs.235.42 crores, while sales from Lifestyle Retailing stood at Rs.84.20 crores. Sales from Home Retailing stood at Rs. 43.29 crores. Same store growth under Value Retailing was 10.28 per cent and under Lifestyle Retailing 22.88 per cent.

Particulars	Jun-07	Jun-06	YoY%	July-Jun-07	July-Jun-06	YoY%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	235.42	128.80	82.78	2,248.29	1,324.68	69.72
Life Style Retailing	84.20	47.97	75.54	936.54	630.07	48.64
Home Retailing	43.29	-	-	354.76	-	-
Total	362.91	176.77	105.31	3,539.60	1,954.75	81.08
Less:Inter-Company Sales	20.42	-	-	196.43	-	-
Total	342.50	176.77	93.76	3,343.16	1,954.75	71.03
Same Store Growth						
Value Retailing	140.24	127.16	10.28	1,515.36	1,319.06	14.88
Life Style Retailing	58.94	47.97	22.88	758.62	626.54	21.08
Home Retailing	43.29	-	-	354.76	-	-

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of June 2007 and June 2006 includes SIS sale of Rs.7.74 cr. and Rs.5.06 cr. respectively.



Upcoming Stores

Store Count **Square Feet** **Month of Opening** **Location**

5th Central 1,00,000 sq.ft. August 2007 Pune



The month of June witnessed the '**Denim Exchange**' offer at all Pantaloons stores, wherein customers could walk into any Fresh Fashion store with their old bottom wear and get Rs. 200 off, on purchase of any new Denimwear at the stores.

The total count of Pantaloons *Fresh Fashion* stores stands at 31 with the total retail space at about 0.72 million square feet. The Himayatnagar store in Hyderabad was converted into a Factory Outlet.

Upcoming Stores

2 Pantaloons Fresh Fashion stores are scheduled to open during the month of August 2007, totaling to about 45,000 square feet in Delhi.



[[VALUE RETAILING]]

Kolhapur, the city famed for its footwear and sugarcane fields, welcomed its 1st Big Bazaar store and the 56th in the chain in June. In addition, Alwar too welcomed its 1st Big Bazaar store in early July, taking the total number of Big Bazaar stores to 57, while the total operational area under retail is about 2.87 million square feet.

Store Count **Square Feet** **Date of Opening** **Location**

56th Store 35,000 sq.ft. 22nd June 2007 Kolhapur, Maharashtra

57th Store 32,000 sq.ft. 5th July 2007 Jayanti Mall, Alwar, Rajasthan

Upcoming Stores

14 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the months of July & August 2007, amounting to nearly 7,00,000 square feet and addressing 14 cities and towns.



The company's private label thrust was further evident in the month of June with a range of new categories and extensions introduced in the market. Some of the new products launched include :-

Fresh & Pure Mango Beverage :- Available in 1litre and 500ml PET bottles, the drink is positioned as an alternative to the national brands in the same category. It is manufactured by Asian Lak Beverages, Ludhiana.

Fresh & Pure Frozen Green Peas :- This products is available in transparent packs of 1kg & 500gms, and is manufactured by Punjab's largest private sector players in agriculture and agro processing business.

Cleanmate Detergent Bar :- This has been launched in 125 gms and 50 gms free size packs, and is benchmarked against the market leader.

Disney Essentials Tissue Boxes :- The first product to be launched under the Disney brand, the tissues are characterized by superior quality features than any current brand in the market , and at the best prices.

Fresh & Pure Atta :- Available in the signature brown paper bag in 5kg and 10 kg packs, the brand promises a "Never More Than 15 Days Old" guarantee. It is currently available in Nashik, Pune, Nagpur & Sangli.

The 85th and 86th Food Bazaar stores opened in Kolhapur and Baroda in the month of June, resulting in about 14,000 square feet of space addition during the month. The 87th store opened in Alwar during the first week of July. The total retail area under Food Bazaar stands at over 0.86 million square feet.

Store Count	Square Feet	Date of Opening	Location
85th Store	6,000 sq.ft.	22nd June 2007	Kolhapur, Maharashtra
86th Store	8,000 sq.ft.	22nd June 2007	M Cube Mall, Baroda
87th Store	5,500 sq.ft.	5th July 2007	Jayanti Mall, Alwar, Rajasthan

Upcoming Stores

The months of July & August 2007 will witness about 18 Food Bazaar stores, including cut-ins in Big Bazaar's, to be operational. Spread over nearly 1,80,000 square feet, they would be present in 18 major towns and cities.

Home Solutions Retail (India) Limited

The 6th independent Furniture Bazaar store opened at Baroda in the month of June.

Store Count	Square Feet	Date of Opening	Location
6th Furniture Bazaar	7,000 sq.ft.	22nd June 2007	M Cube Mall, Baroda

Upcoming Stores

The months of July and August 2007 will witness an expansion of nearly 1,60,000 square feet in 3 cities, comprising of about 4 E-Zone's, 3 Collection I stores and 1 Home Town.

The 2nd Home Town of about 1,30,000 square feet opened in the month of June at Ahmedabad. The total retail area stands at about 2,55,000 square feet.

Store Count	Square Feet	Date of Opening	Location
2nd Home Town	1,30,000 sq.ft.	8th June 2007	Acropolis Mall, Ahmedabad

Upcoming Stores

Store Count	Square Feet	Month of Opening	Location
3rd Home Town	1,05,000 sq.ft.	August 2007	Bangalore



The total current retail area under Brand Factory stands at nearly 3,20,000 square feet.

Upcoming Stores

Store Count	Square Feet	Month of Opening	Location
6th Brand Factory	60,000 sq.ft.	July 2007	AEZ Carnival Country, Ghaziabad



Store Count	Square Feet	Date of Opening	Location
17th Shoe Factory	4,000 sq.ft.	22nd June 2007	M Cube Mall, Baroda

The Indian Cricket Team After Winning The Future Cup

