



INVESTOR UPDATE - June 2005

June was a special month for PRIL as the company managed to launch three stores within the span of a week for the first time since its inception. Situated in the North, South and East of India, the stores represent the company's growing presence across different regions in the country.

June Sales

Sales for the month of June from Value retailing stood at Rs. 79.39 crores, while lifestyle retailing contributed sales of Rs. 36.86 crores. Value retail displayed a same store growth of 36.65 per cent and lifestyle retailing of 6.99 per cent.



Banshankari Big Bazaar

	Jun-05	Jun-04	YoY%	July- Jun-05	July- Jun-04	% change
Particulars	Sales	Sales		Sales	Sales	
Value Retailing	79.39	37.78	110.14	669.89	346.14	93.53
Life Style Retailing	36.86	21.75	69.47	417.41	216.97	92.38
TOTAL	116.25	59.53	95.28	1087.30	563.11	93.09
Same Store Growth						
Value Retailing	50.00	36.59	36.65	457.88	341.40	34.12
Life Style Retailing	23.27	21.75	6.99	254.02	215.32	17.97

Sales are in rupees crore

Note:

1. The above sales figures for the month of June 2005 and June 2004 include SIS sale of Rs. 9.94 cr and Rs. 6.70 cr respectively.

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Pantaloon's

Pickmeup!

In Pantaloon's, private brands were very much the flavour of the month. The company launched *Pickmeup*, its first exclusive accessory private brand. Currently available in Central, the brand will soon be present in Pantaloon's stores. The brand is targeted at the urban working women in the age segments 22 to 35. Products include handbags, wallets, portfolios etc.

June also witnessed the launch of *Blue Sky*, a niche thematic concept for watches and sunglasses. Blue sky is expected to exist both as shop-in-shops in existing stores as well as stand alone stores. The first Blue Sky was set up in Pantaloon's store at Lower Parel. The theme revolves around aviation; the stores will in addition to national and global brands, also stock exclusive international brands.

- 13th Pantaloon's of 20,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in August 2005
- 14th Pantaloon's of 20,000 sq. ft. is scheduled to come up at City Mall, Ahmedabad in August 2005
- 15th Pantaloon's of 27,000 sq. ft. is scheduled to come up at Indore in September 2005
- 16th Pantaloon's of 20,000 sq. ft. is scheduled to come up at Lucknow in September 2005
- 17th Pantaloon's of 15,000 sq. ft. is scheduled to come up at Mulund in September 2005

LIFESTYLE RETAILING

BIG BAZAAR

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

The first of the three stores to be launched in June was the 17th Big Bazaar at Banshankari, Bangalore on the 24th of June. The 94,000 square feet store offers a multitude of first time offerings. *Hands of India* (crafts bazaar), books, music, home décor, furnishings, are some of the new sections. The store includes a Food Bazaar (the 29th), which has a live kitchen, bakery, live chakki etc as well as a Gold Bazaar.

Sangli, Maharashtra was witness to the launch of the 18th Big Bazaar on the 29th of June. With a population of around 6 lakhs, Sangli is one of the smallest towns to host a Big Bazaar and it heralds Big Bazaar's entry into a new genre of towns. The 28,000 square feet store offers wide range of products that includes apparel, footwear, plastics, utensils, home appliances and a Food Bazaar (the 30th). New Delhi got its first Big Bazaar (the 19th) at Inderlok on the 1st of July. In close proximity to the metro station, this 43,000 square feet store contains apparel, general merchandise and a Food Bazaar (the 31st).

Upcoming Stores

- 20th Big Bazaar of 37,000 sq. ft. is scheduled to come up at Wazirpur, New Delhi in July 2005
- 21st Big Bazaar of 43,000 sq. ft. is scheduled to come up at Vashi in August 2005
- 22nd Big Bazaar of 45,000 sq. ft. is scheduled to come up at Vishakapatnam in September 2005
- 23rd Big Bazaar of 34,000 sq. ft. is scheduled to come up at Lucknow in September 2005
- 24th Big Bazaar of 44,000 sq. ft. is scheduled to come up at Indore in September 2005
- 25th Big Bazaar of 28,000 sq. ft. is scheduled to come up at Allahabad in September 2005

FOOD BAZAAR

WHOLESALE PRICES

Food Bazaar launched a Coffee Carnival in the Bangalore stores with the objective of bringing high quality domestic and international coffee flavours to the coffee lovers. The selection includes high quality *arabica* coffee from some of the best coffee estates in the country as well as international coffees from Ethiopia, Columbia and Costa Rica. The Coffee Carnival will shortly be launched in Hyderabad, Pune and Thane stores.

Upcoming Stores

- 32nd Food Bazaar of 8,000 sq. ft. is scheduled to come up at Wazirpur, New Delhi in July 2005
- 33rd Food Bazaar of 9,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in August 2005
- 34th Food Bazaar of 8,000 sq. ft. is scheduled to come up at Vashi in August 2005
- 35th Food Bazaar of 10,000 sq. ft. is scheduled to come up at Vishakapatnam in September 2005
- 36th Food Bazaar of 6,000 sq. ft. is scheduled to come up at Lucknow in September 2005
- 37th Food Bazaar of 8,000 sq. ft. is scheduled to come up at Indore in September 2005
- 38th Food Bazaar of 4,000 sq. ft. is scheduled to come up at Allahabad in September 2005