

Investor Update



PANTALOON
RETAIL (INDIA) LIMITED

INVESTOR UPDATE - May 2005

May turned out to be as eventful as April. The company achieved a new high - monthly sales for May crossed Rs. 125 cr bettering the previous best (April 05 - Rs. 108.11 cr). A new milestone was reached in May as PRIL launched multiple stores on the same day. Three Food Bazaars and two Big Bazaars were launched on the 14th of May. Set up at different locations, the store launches indicated the company's execution ability to manage simultaneous openings.

MAY SALES

Sales for the month of May from value retailing stood at Rs. 82.02 crores, while lifestyle retailing contributed sales of Rs. 43.12 crores. Value retail displayed a same store growth of 36.78 per cent and lifestyle retailing of 16.79 percent .

	May-05	May-04	YoY%	July- May-05	July- May-04	% change
Particulars	Sales	Sales		Sales	Sales	
Value Retailing	82.02	40.67	101.67	590.50	308.36	91.50
Life Style Retailing	43.12	20.49	110.44	380.55	195.22	94.93
TOTAL	125.14	61.16	104.61	971.05	503.58	92.83
Same Store Growth						
Value Retailing	55.63	40.67	36.78	407.88	304.81	33.81
Life Style Retailing	19.82	16.97	16.79	230.75	193.57	19.21

Sales are in rupees crore

Note: 1. 1. The above sales figures for the month of May 2005 and May 2004, include SIS sale of Rs. 11.23 cr and Rs. 4.59 cr respectively. Figures have been regrouped and reclassified.

PARTNERSHIP WITH SAP

The company is in the process of revamping the existing IT infrastructure. PRIL has struck a strategic partnership with SAP and plans to implement mySAP.com business suite, SAP advanced planning tool for merchandise planning and SAP apparel and footwear solutions. These tools are expected to provide the management intuitive visual content (live videos from stores, warehouses, zonal offices, key business alerts etc) helping in the decision making process. Pantaloon is already working on providing video conferencing facility between store managers and category teams at the head office for discussions on various business aspects. A fully integrated transaction system is expected to provide real-time data on key functions. The company is also putting in place a complete enterprise portal, which would allow all stake holders (vendors, warehouses, stores etc.) to share information. PRIL expects to invest around Rs. 100 crores over the next three years to enhance the IT backbone.

NEW INDUCTIONS

The management team was beefed up with the inductions of the following:

- Mr. Shishir Baijal joins Pantaloon's 76 per cent subsidiary PFH Investment Advisory Co. Ltd. as the Joint Managing Director. Mr. Baijal brings over 23 years of experience in industries such as hospitality, education, and entertainment. He began his career with ITC and his last assignment before joining PRIL was as the CEO of INOX.
- Mr. Prashant Desai has rejoined PRIL as the Head of Knowledge Office. Mr. Desai brings with him over 13 years of work experience. His last assignment prior to joining PRIL was with Rare Enterprises where he was the Head of Research.
- Mr. Mahesh Shah has joined PRIL as Chief -Category Manager Furniture. Mr. Shah brings with him over 13 years of work experience. He started his career with Crompton Greaves Limited and his last assignment prior to joining PRIL was with Nilkamal Plastics as Senior General Manager (Marketing & Retail Operations).



SHOP, EAT, CELEBRATE !

LIFESTYLE RETAILING

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

-fashioned by-



PANTALOONS - Fashioned by Pantaloons

Pantaloon launched a new genre of trousers under its existing private brand *akkriti* in May. *Fusion* brings together the western silhouette and ethnic prints for women in the age segment 20-35 years. The range includes both tops and bottoms.

Bare Denim, one of Pantaloon's most successful private brands is being re-positioned to meet the requirements of the steadily growing youth in the country. The new Bare Denim comprises of t-shirts, shirts, jackets & jeans and is backed by accessories.

Upcoming Store-

- 13th Pantaloons of 20,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in July 2005
- 14th Pantaloons of 20,000 sq. ft. is scheduled to come up at City Mall, Ahmedabad in July 2005



BIG BAZAAR - Is se sasta aur acha kahin nahin

Is se *sasta* aur *achha* kahin nahin! Mumbai was the setting for yet another Big Bazaar opening (its third), the location this time was the rapidly growing suburb of Kandivili. The 15th Big Bazaar is located within the Growel Plaza in close proximity to the existing and upcoming residential complexes. Spread over 65,000 square feet, the store has all the usual features such as an extensive apparel & general merchandise selection, Gold Bazaar, footwear section etc. Additionally, there is also a 10,000 square feet Food Bazaar (the 26th Food Bazaar) with live kitchen, bakery, live *chakki* and all the other regular Food Bazaar sections.

Thane was the destination of the 16th Big Bazaar. Housed in the Lake City Mall, this 50,000 square feet store comprises of all the sections mentioned above, a 10,000 square feet Food Bazaar (27th Food Bazaar) and a Café Bollywood.

Upcoming Store-

- 17th Big Bazaar of 49,000 sq. ft. is scheduled to come up at Banskankari, Bangalore in June 2005
- 18th Big Bazaar of 20,000 sq. ft. is scheduled to come up at Sangli, Maharashtra in June 2005
- 19th Big Bazaar of 34,500 sq. ft. is scheduled to come up at Inderlok, New Delhi in June 2005
- 20th Big Bazaar of 37,000 sq. ft. is scheduled to come up at Wazirpur, New Delhi in June 2005
- 21st Big Bazaar of 45,000 sq. ft. is scheduled to come up at Vishakapatnam in August 2005
- 2nd Fashion Station of 15,000 sq. ft. is scheduled to come up at Shipra Mall, Ghaziabad in July 2005



FOOD BAZAAR - Wholesale Prices

The 28th Food Bazaar (16,000 square feet) opened its doors for business in Ghaziabad. The store is situated at the Shipra Mall and is expected to cater to the fast growing residential population living close to the mall.

Food Bazaar launched *Tea Festival* with the objective of bringing garden fresh teas from some of the best gardens in the country to the Indian consumers. This festival encourages the tea drinker to get away from the regular packet tea and try different variants of garden fresh teas. Five natural and six flavoured teas are currently being sold under the Food Bazaar label in select outlets across the country. The response to the Tea Festival has been encouraging and more stores are expected to be covered in the coming months. Additionally, all new Food Bazaars will host this section

Upcoming Store-

- 29th Food Bazaar of 25,000 sq. ft. is scheduled to come up at Banskankari, Bangalore in June 2005
- 30th Food Bazaar of 4,000 sq. ft. is scheduled to come up at Sangli, Maharashtra in June 2005
- 31st Big Bazaar of 8,000 sq. ft. is scheduled to come up at Inderlok, New Delhi in June 2005
- 32nd Big Bazaar of 8,000 sq. ft. is scheduled to come up at Wazirpur, New Delhi in June 2005
- 33rd Food Bazaar of 9,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in July 2005
- 34th Food Bazaar of 10,000 sq. ft. is scheduled to come up at Vishakapatnam in August 2005

