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Pantaloons

Retail (India) Limited

a future group^o venture

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INVESTOR UPDATE

PANTALOON RETAIL AWARDED 2007 RETAIL ASIA-PACIFIC TOP 500 AWARDS, TOKYO

For the second year running, Pantaloons Retail (India) Limited was conferred with the awards; **TOP RETAILER- ASIA PACIFIC, BEST OF THE BEST** and **TOP RETAILER- GOLD, INDIA** at the prestigious 2007 Retail Asia-Pacific Top 500 Awards held in Tokyo on 11th October. The 'Best of the Best' award honours the most illustrious and superlative retailer of the Top 500, selected by an independent panel of judges. The awards, organized by Retail Asia in collaboration with Euromonitor International and KPMG, stands testament to the initiative undertaken to identify and recognize the top retailers in the Asia-Pacific region.



FUTURE GENERALI ANNOUNCES COMMENCEMENT OF LIFE & NON-LIFE INSURANCE BUSINESS



Future Generali, the joint venture between the Future Group and Assicurazioni Generali S.p.A, Italy announced the commencement of its India operations in the Life and Non-Life insurance business space through 'Future Generali India Life Insurance Company' and 'Future Generali India Insurance Company' and has received the license from IRDA to offer these products and services to Indian consumers.

As its unique proposition, Future Generali will distribute its bouquet of innovative and customized product offerings and services for the Indian consumer through Pantaloons Retail's properties across the country. The venture will also follow the traditional distribution channels such as agency and Bancassurance among others. Apart from its own sales force, Future Generali will penetrate the market through a strong agent network.

The legacy that Generali brings to the table in terms of over 17 decades of global insurance expertise coupled with Future Group's decade old knowledge of the Indian consumer and retail presence, will enable Future Generali to reach a large number of potential clients with convenience and excellent service being the key differentiators.

First Quarter Results

Pantaloons announced the result (excluding extra-ordinary income) for the first quarter ending 30th September 2007. The highlights were:

- Gross sales for the September 07 quarter stood at Rs.1176.27 crores, compared to Rs. 658.70 crores for September 06 quarter, an increase of almost 79 per cent.
- PBT increased by 90 per cent from Rs. 24.13 crores in September 06 quarter ended to Rs.45.90 crores in September 07 quarter ended.
- Net profit increased to Rs.29.67 crores for the quarter ended September 07 from Rs. 15.86 crores during quarter ended September 06, an increase of nearly 87 per cent.



The 5th Central in the chain and the 2nd for city of Pune opened during the month of October.

Store Count Square Feet Date of Opening Location

5th Central	1,00,000 sq.ft	26th October 2007	University Road, Pune
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The chain is to expand to nearly 10 stores by FY2008.



Three Pantaloons Fresh Fashion stores opened in October in Delhi, Gurgaon and Bhubaneswar totaling to about 107,000 square feet. The total count of Pantaloons Fresh Fashion stores stands at 35.

Store Count Square Feet Date of Opening Location

33rd Store	27,000 sq.ft.	12th October 2007	Ambi Mall, Gurgaon
34th Store	24,000 sq.ft.	12th October 2007	Saket, Delhi
35th Store	56,000 sq.ft.	13th October 2007	Bhubaneswar

Upcoming Stores

4 Pantaloons Fresh Fashion stores are scheduled to open during the months of November & December 2007.



sasta aur uchha kahin nahii!

Seven Big Bazaar's opened during the month of October spread over seven cities and nearly 400,000 square feet of retail space. The number of Big Bazaar stores now stands at 75.

Store Count Square Feet Date of Opening Location

69th Store	52,000 sq.ft.	10th October 2007	Jadavpur, Kolkata
70th Store	85,000 sq.ft.	15th October 2007	Ambi Mall, Gurgaon
71st Store	55,000 sq.ft.	18th October 2007	Raghuleela Mall, Vashi
72nd Store	40,000 sq.ft.	19th October 2007	L.B. Nagar, Hyderabad
73rd Store	44,000 sq.ft.	19th October 2007	M Square, Aurangabad
74th Store	60,000 sq.ft.	27th October 2007	Shyamal Crossroad, Ahmedabad
75th Store	60,000 sq.ft.	28th October 2007	Whitefield, Bangalore

Upcoming Stores

8 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the months of November & December 2007.

[[LIFESTYLE RETAILING]]

[[VALUE RETAILING]]

OCTOBER SALES

Sales in October '07 from Value Retailing stood at Rs.243.04 crores, while sales from Lifestyle Retailing was Rs.101.42 crores. Home Retailing sales stood at Rs.165.79 crores. Same store growth under Value Retailing was (24.74) per cent and Lifestyle Retailing at (6.62) per cent.

Particulars	Oct-07	Oct-06	YoY%	July-Oct-07	July-Oct-06	YoY%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	243.04	205.05	18.53	1,033.24	632.81	63.28
Life Style Retailing	101.42	75.58	34.18	430.24	287.00	49.91
Home Retailing	165.79	-	-	320.59	-	-
Total	510.25	280.63	81.83	1,784.07	919.80	93.96
Less:Inter-Company Sales	124.66	-	-	198.29	-	-
Total	385.59	280.63	37.40	1,585.78	919.80	72.40
Same Store Growth						
Value Retailing	152.35	202.43	-24.74	627.98	626.15	0.29
Life Style Retailing	70.53	75.53	-6.62	310.25	286.95	8.12
Home Retailing	165.79	-	-	320.59	-	-

Note:

1.1 The above sales figures for the month of October 2007 and October 2006 includes SIS sale of Rs.4.43 cr. and Rs.5.44 cr. respectively.
1.2 Same store sales figures are not comparable as Diwali in 2006 was celebrated on 21st October while in 2007 it falls on 9th November.



October witnessed the launch of two more products in the Honey range from the Food Bazaar private brands stable; *Disney Delicious Honey* and *Flavored Syrup with Honey*. The 100% natural and pure honey comes in an attractive 700 gms bear shaped PET bottle, targeted at kids. The 2 variants of Flavoured Syrup with Honey, i.e. Vanilla and Butterscotch come in 220 gms squeeze bottles and is a completely unique concept not offered by any other brand. The product can be used as a topping on bread, cakes, cereals and ice creams. The honey is produced by India's largest exporter, Little Bee Apiaries, Ludhiana.

The total number of Food Bazaar stores stands at 106 with the opening of 8 stores in the month of October.

Store Count	Square Feet	Date of Opening	Location
99th Store	5,000 sq.ft.	10th October 2007	Jadavpur, Kolkata
100th Store	20,000 sq.ft.	15th October 2007	Ambi Mall, Gurgaon
101st Store	24,000 sq.ft.	18th October 2007	Raghuleela Mall, Vashi
102nd Store	6,500 sq.ft.	19th October 2007	L.B. Nagar, Hyderabad
103rd Store	9,000 sq.ft.	19th October 2007	M Square, Aurangabad
104th Store	15,000 sq.ft.	26th October 2007	University Road, Pune Central
105th Store	11,000 sq.ft.	27th October 2007	Shyamal Crossroad, Ahmedabad
106th Store	12,100 sq.ft.	28th October 2007	Whitefield, Bangalore

Upcoming Stores

The months of November & December 2007 will witness about 10 Food Bazaar stores, including cut-ins in Big Bazaar's.

Home Solutions Retail (India) Limited

Mr. Hemchandra Javeri was appointed as CEO-Home Solutions Retail (India) Limited in the month of October. A business graduate from IIM (Kolkata), Mr. Javeri has over 20 years of experience across industries and organizations such as Nike, McDowell and Wipro (Consumer Products). Prior to his appointment at HSRIL, Mr. Javeri worked with Madura Garments as Senior Executive President for their Lifestyle, Brands and Retail vertical.

Upcoming Stores

The months of November & December 2007 will witness an expansion in 8 cities, comprising of about 6 E-Zone's, 4 Collection I stores and 5 Furniture Bazaar outlets and 1 Home Town.



[[OTHER FORMAT]]

Two M-Port stores opened in the month of October taking the tally of M-Port's to 8.

Store Count	Square Feet	Date of Opening	Location
7th M-Port	800 sq.ft.	6th October 2007	Cosmos Mall, Bangalore
8th M-Port	850 sq.ft.	20th October 2007	Saket, Delhi

PANTALON RETAIL WINS EXPRESS, LOGISTICS AND SUPPLY CHAIN AWARDS 2007

Pantaloon Retail (India) Limited's Big Bazaar and Food Bazaar were the recipients of the Country's Largest and Most Admired Supply Chain Award in the Retail Category for Foods & Beverages, at the recently concluded Express Logistics and Supply Chain Conclave in Mumbai. This indeed was a great honor for the company and marked its excellence in India's supply chain and logistics industry and its presence as a serious player in shaping the future of the sector. The selection process involved self nominations and an industry wide poll to shortlist the nominees. The final winners were selected in consultation with a senior advisory council of industry veterans.



FUTURE TV AND TIMES NOW FORGE ALLIANCE

The month of October witnessed Future TV, the largest in-store retailer owned television network initiative of Future Media, forging an alliance with India's fastest growing English news channel, TIMES NOW to carry live news updates across its screens within consumption spaces.

The partnership will offer the consumers a new value offering in terms of live tickers and help them stay connected with the latest relevant and unbiased news and events, in the ambience of consumption.



PANTALON RETAIL INTRODUCES FLEXI CAREER OPPORTUNITIES FOR WOMEN

For the very first time, Pantaloon Retail (India) Limited has introduced an initiative aimed at offering an opportunity to the Indian women to consider a flexible career option with the company on a part time basis. The programme in association with Chennai based **AVTAR I WIN**, India's first Human Resources Service aimed at creating flexi-career opportunities for women professionals, is ideally suited for the large number of women looking to strike the perfect balance between personal life and work. Women who would typically be covered under this scheme are those who have had to re-consider their career over family or other personal reasons, but are qualified and able to work in their spare time. Under this initiative, women are required to work for a few hours in a day and the opportunities exist in senior/middle management expertise and frontline options at the store level.

