



Annual Results

The company declared the results for the year ended 30th June 2005. The highlights for the year were:

- Net Sales went up from Rs. 658.31 crores in 03-04 to Rs. 1084.01 crores in 04-05, an increase of around 65 per cent
- PBDIT stood at Rs. 90.84 crores, an increase of close to 59 per cent over the preceding year
- PAT for 2004-05 was Rs. 38.55 crores, an increase of approximately 95 per cent over 2003-04

Images Retail Awards 2005

The company swept the prestigious Images Retail Awards for the second successive year. A benchmark for excellence in the business of retail in India, these awards are held annually and recognize entities that have made a significant impact in the Indian retailing environment both from the customer and industry perspective. This year PRIL bagged 5 awards; these were Retailer of the Year (Food & Grocery) - Food Bazaar, Retailer of the Year (Value Retailing) - Big Bazaar, Most Admired Retailer of the Year - Pantaloon Retail (India) Limited, Retail Launch of the Year - Central, Retail Face of the Year - Mr. Kishore Biyani.

September Sales

September (a month of *Shradh and Ramzan*) is traditionally a slow month in the Indian retail calendar. This was coupled with heavy rains and floods, which affected some of the stores. Sale in September 05 from Value Retailing stood at Rs. 83.64 crores, while Lifestyle Retailing had sales of Rs. 36.42 crores.

October is expected to witness record openings of 8 stores amounting to total retail space of 225,000 sq. ft.

Particulars	Sept-05	Sept-04	YoY%	July-Sept-05	July-Sept-04	%
	Sales	Sales		Sales	Sales	change
Value Retailing	83.64	42.49	96.85	254.14	120.93	110.15
Life Style Retailing	36.42	22.70	60.44	141.93	79.59	78.33
TOTAL	120.06	65.19	84.17	396.07	200.52	97.52
Same Store Growth						
Value Retailing	50.95	42.49	19.91	152.94	120.74	26.67
Life Style Retailing	25.24	22.70	11.19	92.77	79.59	16.56

Sales are in rupees crore

Note:

1. The above sales figures for the month of Sep 2005 and Sep 2004 include SIS sale of Rs. 6.53 cr and Rs. 6.11 cr respectively.

pantaloons
FRESH FASHION

Pantaloons has been re-launched with respect to the logo, brand communication, physical layout, merchandise and mindset. Stores will now wear a new identity, look, feel and attitude. The national re-launch began from Gariahat, Kolkata, incidentally the first store in the Pantaloons chain. All other Pantaloons will gradually sport the refurbished look.

The New Age Pantaloons will be a fashion trendsetter with a focus on the youth of today and will offer trendy and hip fashion that defines the hopes and aspirations of this demography. Pantaloons believes fashion to be a perishable commodity, needing to be replaced faster than ever before, and hence customers will now be able to shop for the latest fashions every time they enter the store.

Upcoming Stores

- 13th Pantaloons of 20,000 sq. ft. is scheduled to come up at City Mall, Ahmedabad in October 2005
- 14th Pantaloons of 20,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in October 2005
- 15th Pantaloons of 15,000 sq. ft. is scheduled to come up at Mulund, Mumbai in October 2005
- 16th Pantaloons of 28,000 sq.ft. is scheduled to come up at Borivili, Mumbai in October 2005
- 17th Pantaloons of 27,000 sq. ft. is scheduled to come up at Indore in November 2005
- 18th Pantaloons of 20,000 sq. ft. is scheduled to come up at Lucknow in November 2005

BIG BAZAAR

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

The 21st Big Bazaar opened in Vishakapatnam, a port city and a tourist attraction on India's east coast on the 5th of October. This 65,000 square feet store houses categories including apparel, toys, footwear, plastics, utensils, home appliances and more for the entire family. The store also includes a Food Bazaar (the 33rd) and a Gold Bazaar.

Upcoming Stores

- 22nd Big Bazaar of 43,000 sq.ft. is scheduled to come up at Vashi in October 2005
- 23rd Big Bazaar of 44,000 sq.ft. is scheduled to come up at Indore in November 2005
- 24th Big Bazaar of 42,000 sq.ft. is scheduled to come up at Lucknow in November 2005
- 25th Big Bazaar of 28,000 sq.ft. is scheduled to come up at Allahabad in December 2005

FOOD BAZAAR
WHOLESALE PRICES

PRIL has set up a subsidiary, Pantaloon Food Products (India) Limited, its objective is to capture the entire value in commodity and processed foods by focusing on sourcing. In its initial project, the company is working on a farm to plate concept through backward integration in staples and fresh produce. This is expected to lead to higher realizations for the farmers and more fresh and consistent products for customers. A team of commodity business professionals with experience of over 70 man-years in commodity trading is leading the initiative in every zone.

Upcoming Stores

- 34th Food Bazaar of 13,500 sq.ft. is scheduled to come up at MMX Mall, Ghaziabad in October 2005
- 35th Food Bazaar of 9,000 sq.ft. is scheduled to come up at Sigma Mall, Bangalore in October 2005
- 36th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Vashi in October 2005
- 37th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Indore in November 2005
- 38th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Lucknow in November 2005
- 39th Food Bazaar of 4,000 sq.ft. is scheduled to come up at Allahabad in December 2005

LIFESTYLE RETAILING



VALUE RETAILING