# **INVESTOR UPDATE**



**Sept 2008** 

#### **BIG BAZAAR TOUCHES 100 STORES**

Big Bazaar created history in the month of September by becoming the 1st Hypermarket format globally, to touch the 100 store mark in the shortest duration of 7 years! The 100th store in the chain opened on 29th September 2008 at Cuttack.

The first milestone of this incredible journey was placed on 12th October 2001, when the first Big Bazaar store of 25,000 square feet was inaugurated at VIP Road, Kolkata followed by Hyderabad, Bangalore and Mumbai. Since then, Big Bazaar has not only expanded its physical presence in nearly 60 cities and towns across India and covers in excess of 5.5 million square feet of retail space, it has simultaneously evolved with the Indian consumer and has succeeded in validating the trust and faith that the millions of consumers have entrusted Big Bazaar with, in terms of its value proposition of wide array of consumption categories, quality products and at the best prices, throughout the year. The annual success of events such as 'Sabse Saste Din' and 'Maha Bachat' are testimonial to the acceptance of Big Bazaar as the country's favourite retail destination.

## FUTURE GROUP BAGS 3 AWARDS AT INDIA RETAIL FORUM 2008



At the recently concluded India Retail Forum (IRF) 2008 in Mumbai, Future Group was the recipient of 3 prestigious awards. IRF as a forum that recognizes the achievements of the Indian retail sector since the past few years, aims to present the business of retail in the Indian subcontinent to a wider global audience. The awards that were conferred on Future Group included:

Most Admired Retail Company Of The Year - FUTURE GROUP Best Retailer Of The Year (Hypermarket) - BIG BAZAAR Retail Face Of The Year - Mr. Kishore Biyani, Group CEO - FUTURE GROUP

The month of September also witnessed Big Bazaar being awarded the 'Most Preferred Multi Brand Food Retail Chain' at the CNBC Awaaz Consumer Awards 2008 held in Mumbai on 26th September.

These awards in association with Nielsen Company are based on an exhaustive consumer survey spread across 21 major cities, 12 states, 84 rural center cities and over 10,000 respondents. The awards aim to honor India's best preferred brands across categories such as consumer durables, telecom, FMCG, financial services, retail and automobiles.



#### SEPTEMBER SALES

Sales in September '08 from Value Retailing stood at Rs. 329.50 crores, while sales from Lifestyle Retailing was Rs.119.70 crores. Home Retailing sales stood at Rs.77.11 crores. Same store growth under Value Retailing was 6.24 per cent, Lifestyle Retailing stood at 5.07 per cent and Home Retailing was 30.28 per cent.

	Sep 08	Sep 07	YOY%	July- Sep-08	July- Sep-07	%
Particulars	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	329.50	249.85	31.88%	1,103.01	790.20	39.59%
Life Style Retailing	119.70	87.83	36.30%	451.71	328.82	37.37%
Home Retailing	77.11	44.52	73.20%	311.72	154.79	101.38%
Total	526.31	382.20	37.71%	1,866.44	1,273.82	46.52%
Less: Inter-Company Sales	29.65	19.61	51.19%	129.98	73.63	76.53%
Total	496.66	362.59	36.98%	1,736.46	1,200.18	44.68%
Same Store Growth						
Value Retailing	260.82	245.51	6.24%	860.59	777.09	10.74%
Life Style Retailing	92.27	87.82	5.07%	358.04	328.66	8.94%
Home Retailing	30.58	23.47	30.28%	94.63	77.18	22.61%

Sales are in rupees crores

Note:



#### LIFESTYLE RETAILING

The 8th Central opened its doors to the citizens of Navi Mumbai on 3rd September at Vashi. In addition to its regular offerings of over 500 brands across consumption categories to choose from, a dedicated 26,000 square feet Home section has been introduced for the first time.





Store Count	Square Feet	Date of Opening	Location
8th Central	1,20,000 sq.ft.	3rd September 2008	Raghuleela Mall, Vashi, Navi Mumbai

# pantalons

One Pantaloons Fresh Fashion Store opened in the month of September.

Store Count	Square Feet	Date of Opening	Location
42nd Store	32,000 sa.ft.	14th September 2008	Jubilee Hills, Hyderabad

#### **Upcoming Stores**

2 Pantaloons Fresh Fashion stores are scheduled to open during the months of October & November 2008.



## VALUE RETAILING

Five Big Bazaar stores opened in the month of September.

Store Count	Square Feet	Date of Opening	Location
97th Store	29,000 sq.ft.	2nd September 2008	Vasant Kunj, New Delhi
98th Store	82,000 sq.ft.	26th September 2008	Mysore
99th Store	50,000 sq.ft.	29th September 2008	Kalyani Nagar, Pune
100th Store	32,000 sq.ft.	29th September 2008	OSL Tower, Cuttack
101st Store	22,000 sq.ft.	30th September 2008	Rajouri Garden, New Delhi

## **Upcoming Stores**

3 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the months of October & November 2008.

## **FOOD BAZAAR**

Food Bazaar's private label programme received further impetus with its Fresh & Pure Chakki Atta winning the prestigious INDIASTAR Award for the Best Packaging Innovation in India.

The INDIASTAR Award is a biennial event aimed at promoting and encouraging excellence in packaging design, innovation and technology. 'Fresh & Pure' emerged victorious amongst leading brands from Hindustan Unilever Ltd., ITC, Nestle and L'oreal to name a few.



Six Food Bazaar stores opened in the month of September.

Store Count	Square Feet	Date of Opening	Location
138th Store	8,700 sq.ft.	2nd September 2008	Vasant Kunj, New Delhi
139th Store	5,800 sq.ft.	14th September 2008	Jubilee Hills, Hyderabad (within Pantaloons)
140th Store	14,300 sq.ft.	26th September 2008	Mysore
141st Store	6,000 sq.ft.	29th September 2008	OSL Tower, Cuttack
142nd Store	11,400 sq.ft.	29th September 2008	Kalyani Nagar, Pune
143rd Store	5,800 sq.ft.	30th September 2008	Rajouri Garden, New Delhi

#### **Upcoming Stores**

The months of October & November 2008 will witness the opening of about 3 Food Bazaar stores, including cut-ins.

## Home Solutions Retail (India) Limited

Store Count	Square Feet	Date of Opening	Location
1st Home Town Collection Store	26,000 sq.ft.	3rd September 2008	Raghuleela Mall, Vashi, Navi Mumbai
			(within Central)
28th eZone	7,500 sq.ft.	3rd September 2008	Raghuleela Mall, Vashi, Navi Mumbai
			(within Central)
29th eZone	5,500 sq.ft.	27th September 2008	Jubilee Hills, Hyderabad

### **Upcoming Stores**

The months of October & November 2008 will witness the opening of 7 eZone's and 1 Home Town.

<sup>1.1</sup> The above sales figures for the months of September 2008 and September 2007 include SIS sales of Rs.3.43 cr. and Rs..3 51cr. respectively.