



PANTALOON RETAIL (INDIA) LIMITED

Q1 FY10 & H1 FY10 RESULTS

ANALYST PRESENTATION

27th JANUARY 2010

SIZE... DOMINANCE...LEADERSHIP...

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For us, uncertainties arise from the behaviour of financial markets and change in consumption patterns; from future integration of acquired businesses; and from numerous other matters of national, regional and global scale, including those of an environmental, climatic, natural, political, economic, business, competitive or regulatory nature. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements.

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India Growth Story



India's GDP to double in the next decade

- Current size of India's GDP is **\$ 1 trillion**
- Expected to cross **\$ 2 trillion*** in the next decade
- With a high Private Final Consumption Expenditure (PFCE) of 62%, its **PFCE** is expected to cross **\$ 1 trillion** in the next decade

Rise of the Aspiring Middle Class Consumers

- Rising incomes have lead to a higher proportion of aspiring middle class households
- Middle class proportion is expected to rise from 6.4% in 2005 to 25% in 2015 and 46% by 2025, controlling between 44% and 58% of total disposable income in the country by 2015 and 2025 respectively

Value addition gives rise to new consumption categories

- Rising incomes, higher working youth population, faster rate of urbanisation, will lead to the change in the nature and composition of PFCE in the new decade
- It will move towards value added products, thus giving rise to new consumption categories

Growth and focus on dominant consumption categories

- Food Beverage & Grocery (FBG), Consumer Durables, Home décor and improvement are categories with low organised retail penetration and thus are segments with high prospects
- FBG, Consumer Durables and Home are expected to grow from US\$ 303 bn in 2010 to US\$ 425 bn in 2015



Remarkable signs of recovery seen in the Indian economy in Q2FY10 from the global economic slowdown

India's PFCE growth rate increased in Q2 to **5.6%** from its low of 1.6% in Q1FY10

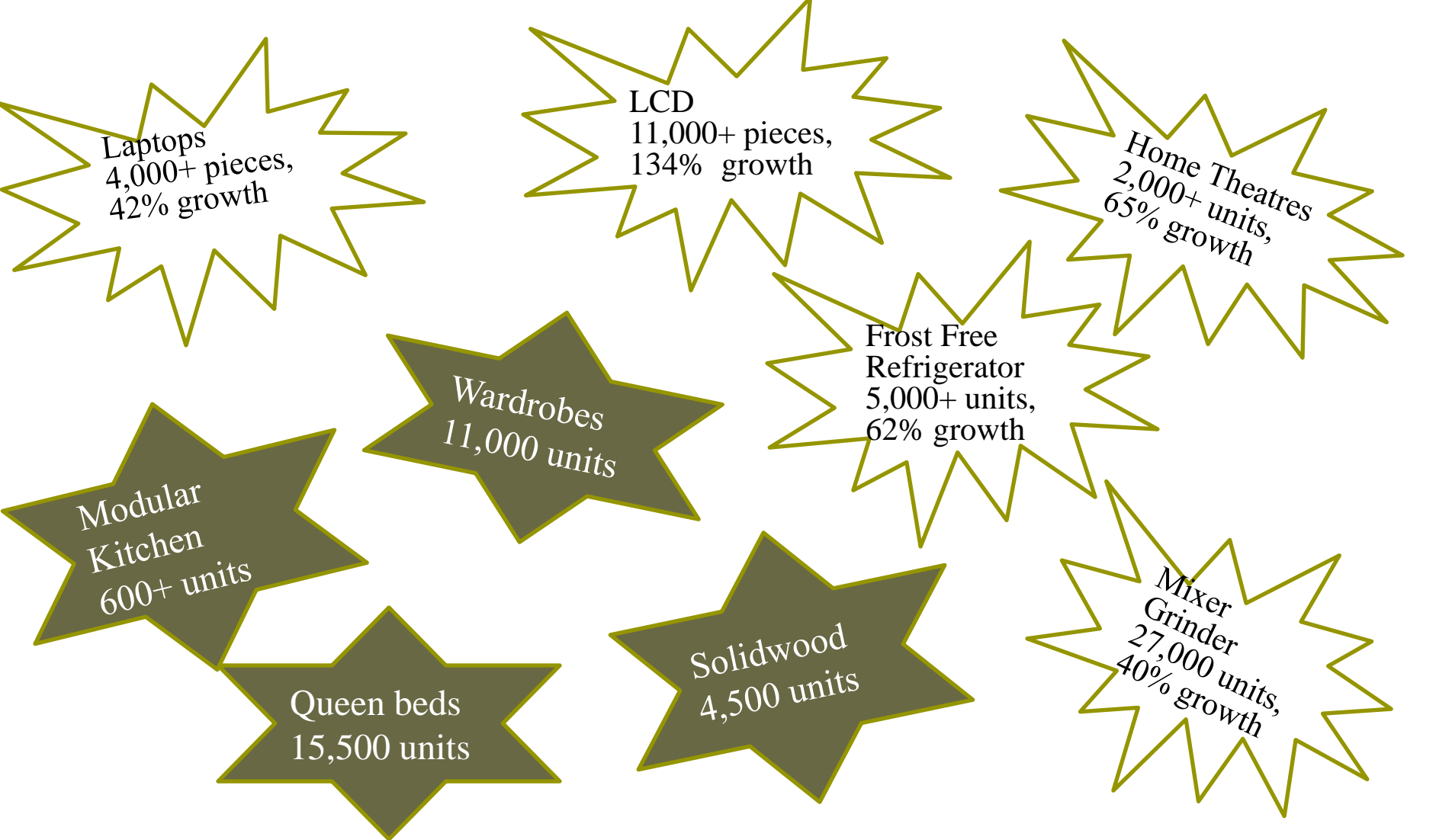
India's factory output registered a **10.3 %** growth in Oct'09 over Oct'08 spurred by 11.1 % growth in Manufacturing Output, 21% growth in Consumer Durables production and 12.2 % growth in Capital Goods production

Revival in consumer demand can be seen when looking at impressive growth rates in sales of certain sectors in the December Quarter of 2009-2010

- ❑ Auto sales saw a growth rate of ~20% in FY2009; More than a million vehicles sold in Dec'09 alone
- ❑ Revival in Leisure & Travel Sectors; Airline sales up 30% in Dec 2009 quarter
- ❑ Consumer Durables segment grew 10-12% in 2009 compared to single digit growth in 2008;
 - ❑ Consumer Durables segment grew over 37% in Nov'09 alone



Given the macro economic growth stimulus and encouraging private consumption indicators, we believe that there is positive optimism reflected in the consumers off-take of certain high ticket merchandise categories



SS4D January 2010





Total Retail Sales : nearly Rs . 400 crores.



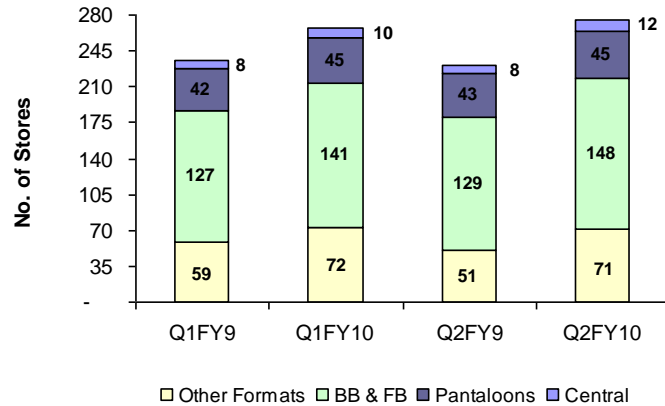
Business Highlights-Q2 FY10 & H1 FY10



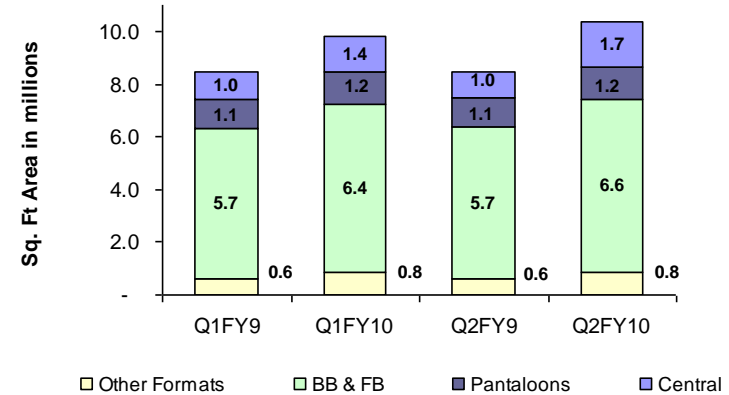
Operational Overview-Quarterly & Half Yearly



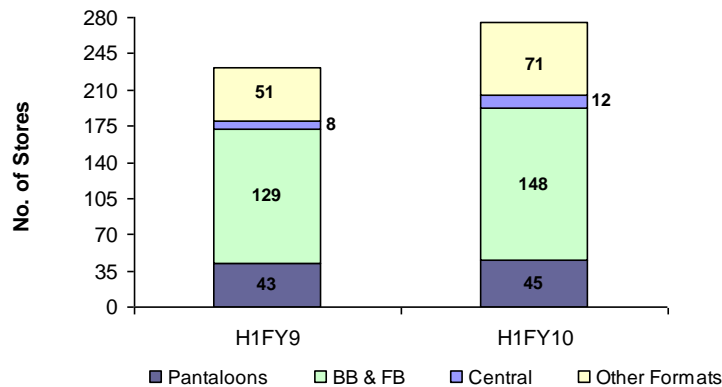
No of Stores by Format Q-o-Q



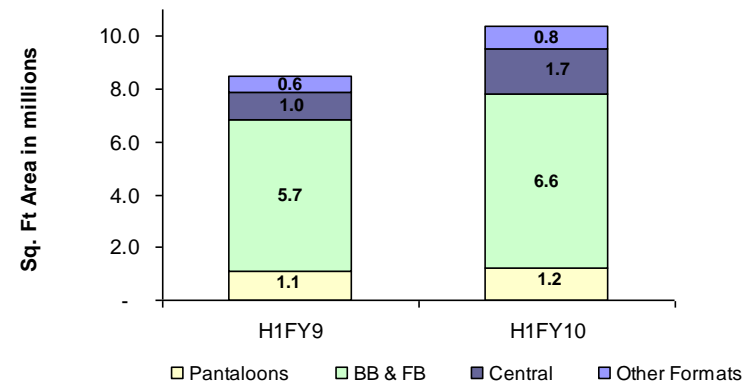
Retail Space by Format Q-o-Q



No of Stores by Format H-o-H



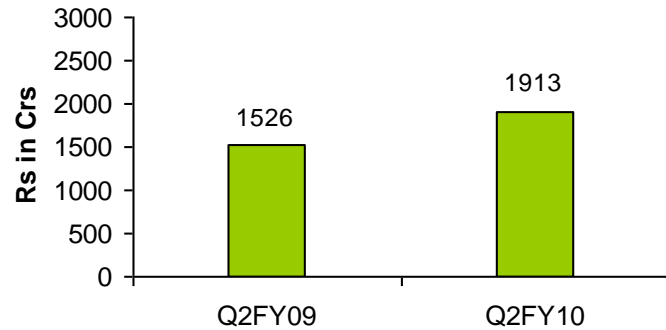
Retail Space by Format H-o-H



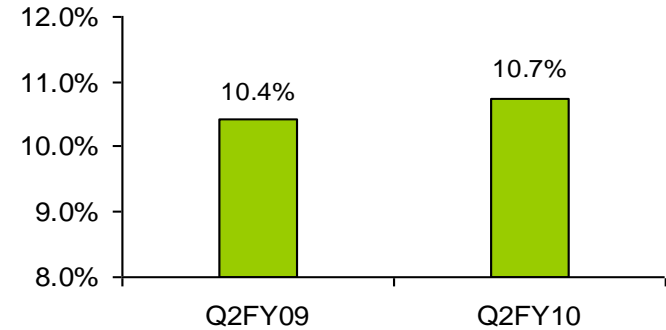
PRIL Business Overview-Quarter



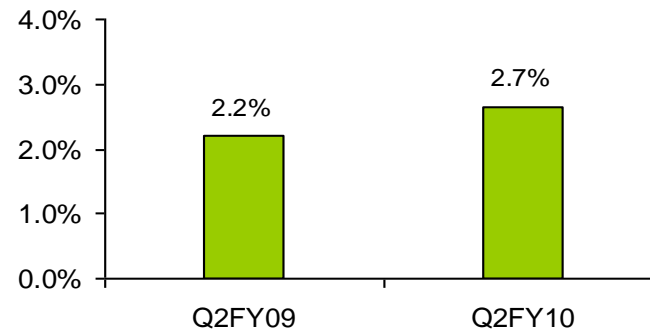
Sales in Rs Crs



EBITDA %



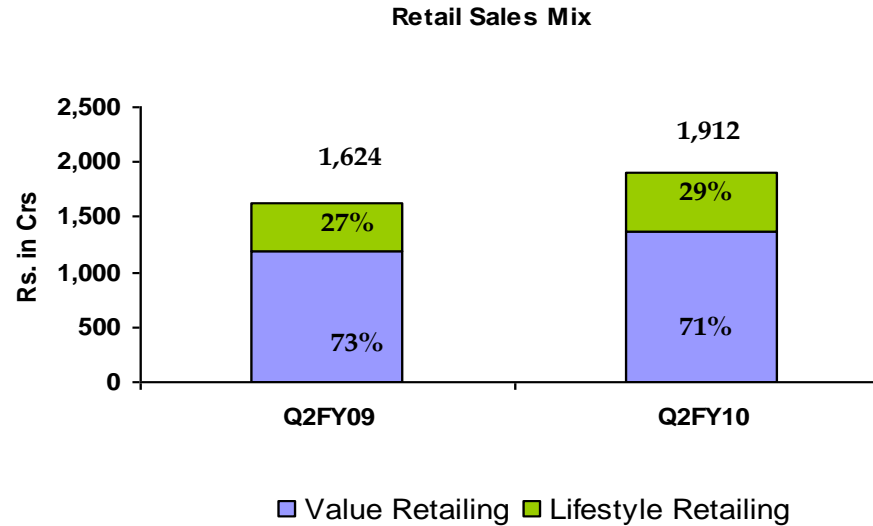
PAT %



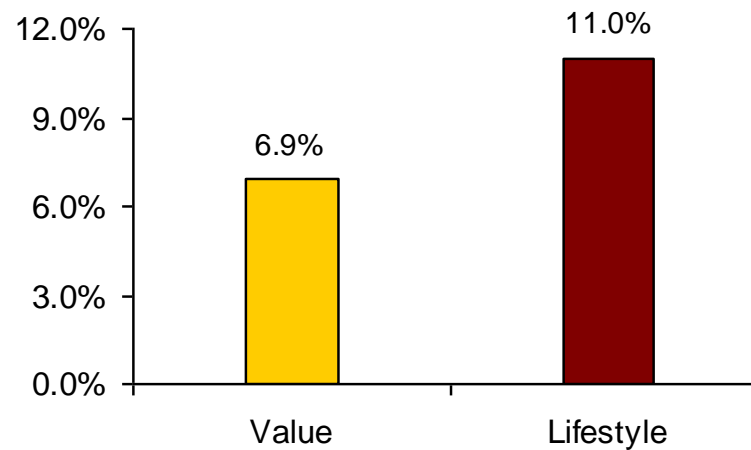
Sales & SSG Mix-Quarter



Sales mix for Q2FY10 over Q2FY09



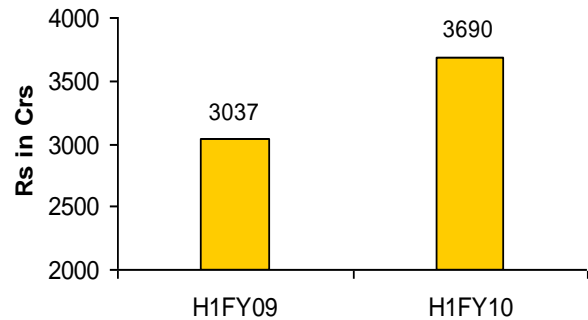
Same Store Sales Growth Mix Q2FY10 over Q2FY09



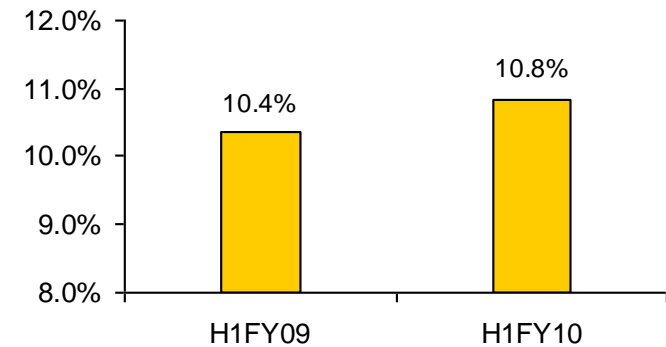
PRIL Business Overview-Half Yearly



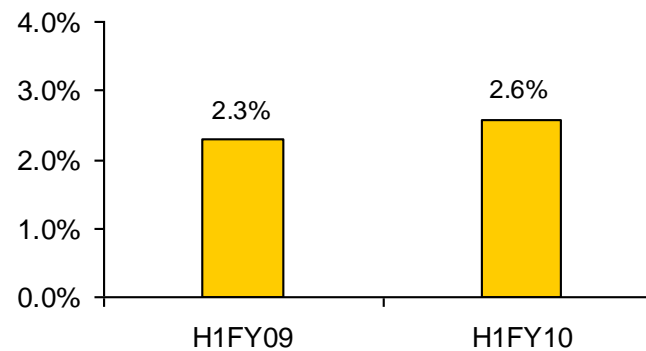
Sales in Rs Crs



EBITDA %



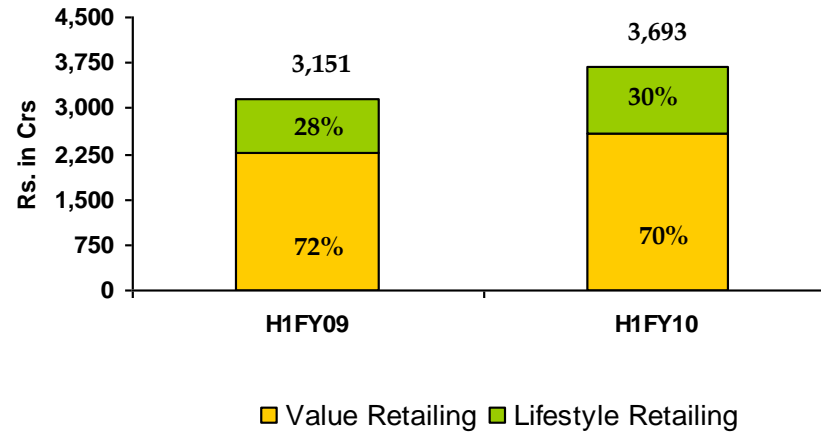
PAT %



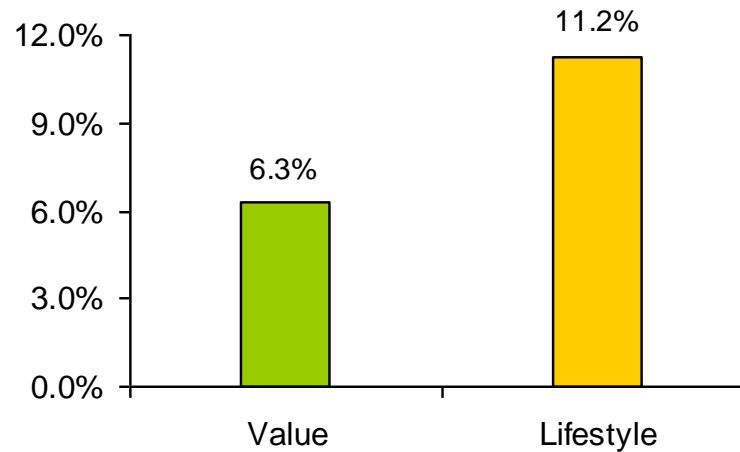
Sales & SSG Mix-Half Yearly



Sales mix for H1FY10 over H1FY09



Same Store Sales Growth Mix H1FY10 over H1FY09



Financial Highlights Q2 FY 10 & H1 FY10



Profit & Loss Summary - Quarter



Particulars (Rs. In Crs.)	Q2 FY10	Q2 FY09	YOY Inc/(Dec)	%of Sales	
				Q2 FY10	Q2 FY09
Net Sales/Income from Operations	1,913	1,526	25.4%	100.0%	100.0%
Other Income	2	2	32.9%	0.1%	0.1%
PBDIT	205	159	29.4%	10.7%	10.4%
Depreciation	45	32	39.2%	2.4%	2.1%
PBIT	160	126	26.8%	8.4%	8.3%
Interest	84	74	12.6%	4.4%	4.9%
PBT	77	52	47.0%	4.0%	3.4%
Tax	26	19	39.8%	1.4%	1.2%
PAT	51	34	51.1%	2.6%	2.2%
Cash Profit	96	66	45.2%	5.0%	4.3%

Profit & Loss Summary - Half Yearly



Particulars (Rs. In Crs.)	H1 FY10	H1 FY09	YOY Inc/(Dec)	% of Sales	
				H1 FY10	H1 FY09
Net Sales/Income from Operations	3,690	3,037	21.5%	100.0%	100.0%
Other Income	7	3	151.5%	0.2%	0.1%
PBDIT	400	315	27.1%	10.8%	10.4%
Depreciation	88	64	37.4%	2.4%	2.1%
PBIT	312	250	24.5%	8.5%	8.2%
Interest	170	143	19.5%	4.6%	4.7%
PBT	141	108	31.0%	3.8%	3.6%
Tax	47	38	22.9%	1.3%	1.3%
PAT	94	70	35.5%	2.6%	2.3%
Cash Profit	183	134	36.4%	5.0%	4.4%

Subsidiaries Performance H1FY10



Subsidiary	PRIL Shareholding %	Total Revenue	EBIDTA
Future Capital Holdings Limited	54.75%	172.35	96.17
Home Solutions Retail (India) Limited	66.86%	594.47	2.47
Future Agrovet Limited	96.16%	353.67	(2.08)
Future Logistic Solutions Limited	94.82%	140.68	7.18
Future Brands Ltd	76.25%	20.55	5.63
Future Media (India) Limited	84.24%	24.81	(1.46)
Future Knowledge Services Limited.	100.00%	52.13	6.66
Future Learning and Development Limited	100.00%	9.65	3.67
Future E-Commerce Infrastructure Limited	72.00%	55.19	(9.26)
Winner Sports Private Ltd.	100.00%	107.38	5.06



Thank you!