

## Q1 FY16 – Investor Update

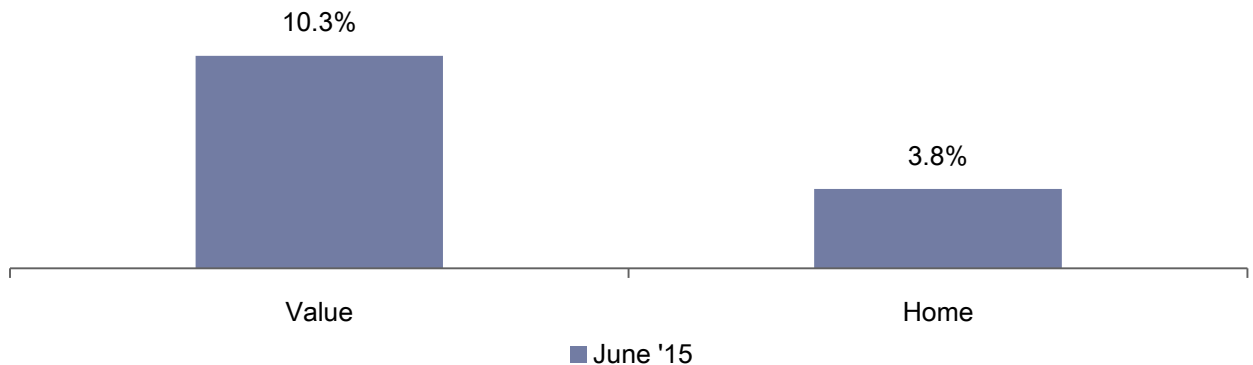
### Business Highlights

The Company's standalone business reported a total income from operation of ₹ 2,899 crore, a growth of 22.4% over ₹ 2,368 crore posted during the corresponding quarter of the previous year. Operating profits or EBITDA was at ₹ 294 crore as compared to ₹ 252 crore, a growth of 16.9% over the corresponding quarter of the previous year.

The Same Store Sales Growth for value business that primarily operates Big Bazaar is 10.3%, while that for home business is 3.8%.

The gross addition during the quarter was 0.04 mn sq ft space and total area increased to 11.28 mn sq ft..

### Same Store Sales (%)



### Key Highlights



Future Supply Chain Solutions Limited launched its cold storage warehouse facility at Mehsana, Gujarat. The Cold Chain facilities are currently operational in Delhi, Kashipur, Mumbai, Chennai, Bengaluru and Tumkur. FSC has also planned to build further capacities in Delhi, Mumbai and Hyderabad which are WMS enabled with storage area's temperatures ranging from minus 30 to plus 25 degrees celsius and best-in-class mechanisms for temperature monitoring and control with features like Mobile Racking, GPS based temperature recording, Auto dock levelers and PLC controlled operation and performance monitoring system for refrigeration plant.



Public Holiday Sale (PHS) in its fourth year of sale focused on the thought of 'fulfilling the public's demand' with exciting offers. The exclusive new launch of Intex Aqua Life II mobile was a popular aspirational item during the PHS. With largest PSU bank on board as a partner, Big Bazaar got the opportunity to target a 13 million base of SBI customers through SMS and emails for the campaign. The campaign was built on the concept of crowd sourcing the offers that consumers want and then displaying those offers in the form of India's first consumer generated sale.

## FRL Standalone – P&L Summary

Particulars (₹ cr.)	3 months ended	
	30-Jun-15	30-Jun-14
Net Sales	2,847	2,317
Other Operating Income	53	51
<b>Total income from Operations</b>	<b>2,899</b>	<b>2,368</b>
Purchase of stock-in-trade	2,170	1,759
Changes in inventories	(73)	(58)
<b>Gross Profit</b>	<b>803</b>	<b>668</b>
<b>Gross Margin %</b>	<b>27.7%</b>	<b>28.2%</b>
Employee benefits expense	107	93
Rent including lease rentals	151	134
Other Expenditures	259	198
<b>Total Operating Expenses</b>	<b>517</b>	<b>424</b>
Other Income	9	8
<b>EBITDA</b>	<b>294</b>	<b>252</b>
<b>EBITDA Margin %</b>	<b>10.2%</b>	<b>10.6%</b>
Depreciation and amortisation	134	124
EBIT	160	128
Finance Costs <sup>#</sup>	151	162
PBT before exceptional	9	(34)
Profit on sale of investment	-	100
PBT after exceptional	9	66
Tax Expenses	3	-
<b>PAT</b>	<b>6</b>	<b>66</b>

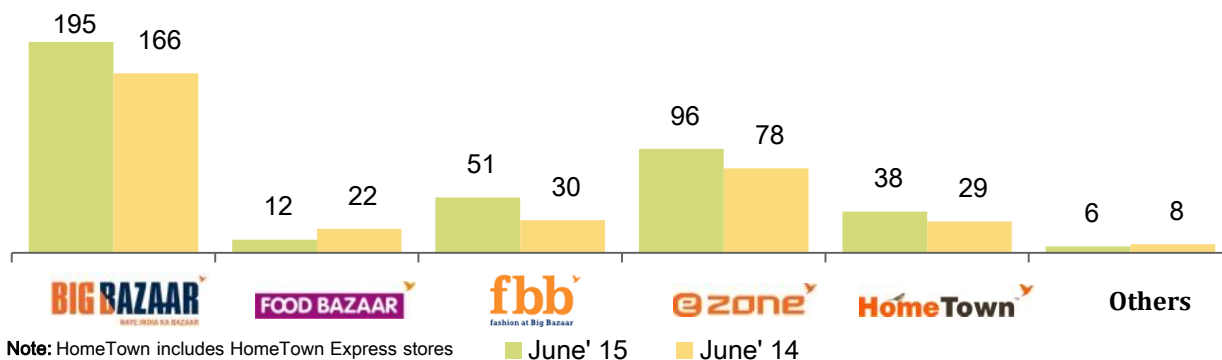
<sup>#</sup>: Finance Cost includes penalty and prepayment charges on debt repayment.

## Q1 FY16 – New Store Additions

### Total Store Count and Retail Space

#### Selling Space (mn. sq. ft.)

June 15:	8.62	0.15	0.52	0.54	1.34	0.10
June 14:	7.89	0.27	0.36	0.48	1.24	0.13



### Stores opened quarter ended June 15

Format	Date of opening	Sq. Ft.	Location
HomeTown	May-15	21,850	Bangalore
HomeTown	May-15	2,600	Gurgaon
HomeTown Express	Jun-15	11,000	Surat
HomeTown Express	Jun-15	7,118	Visakhapatnam

- Registered Office: Knowledge House, ShyamNagar, Off Jogeshwari-VikhroliLink Road, Jogeshwari(E), Mumbai 400 060. India. P +91 22 6644 2200 F +91 22 6644 2201 <http://www.futureretail.co.in/>
- Disclaimer: This update may contain forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events.
- IR Contact: ✉: [investorrelations@futuregroup.in](mailto:investorrelations@futuregroup.in)