



INVESTOR UPDATE

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india tomorrow

Big Bazaar - Reader's Digest Platinum Trusted Brand Award 2006

In the latest Reader's Digest Consumer Survey 2006, Big Bazaar won the prestigious Platinum Trusted Brand Award in the Indian services category for its truly outstanding achievement in the field of retail, and for having scored at least double than that of its nearest competitor, as per the survey.

Home Solutions

Home Solutions Retail (India) Limited launched its first two stores in Indore on April 22, 2006, at Treasure Island Mall.

Collection I, a 10,000 square feet lifestyle furniture store is built on the concept of ideas for home décor, offering the trendiest and latest in furniture, furnishings and home accents.



E-Zone, a 12,500 square feet lifestyle experience store will offer a wide range of products ranging from laptops, handycams, mobile phones, plasma/LCD and flat tv's, home theatre systems, and home appliances like refrigerators, air conditioners and microwave ovens.



Furniture Bazaar Home Solutions has launched "Furniture Bazaar" to retail an entire range of Home Furniture needs that are utilitarian and affordable in their pricing. Presently located within Big Bazaar's, there are currently 24 such Furniture Bazaar sections.

Home Solutions has also launched "Electronics Bazaar". Currently present within 27 Big Bazaar stores, consumers can **Electronics Bazaar** avail of the best deals in branded electronic goods and appliances.



The company also launched its own private label electronics and appliances brands **KORYO** and **SENSEI**.

KORYO Koryo products are available in three categories-Microwave Ovens, priced in the range of Rs.3,500 to Rs.8,000, Air Conditioners, in both split and window versions in the price range of Rs.8,000 to Rs.24,000. It has also launched a Home Theater range in 2 models at price points of Rs.1,990 and Rs.9,990.

SENSEI Sensei products are available in two categories at present, Air Conditioners and Steam Irons. Air Conditioners are priced in the range of Rs.9,490 to Rs.19,990, while Steam Irons are attractively priced in the range of Rs.999 to Rs.1,299.

Joint Venture - Pantaloon Retail (India) Limited and CapitaLand, Singapore

CapitaLand, South-east Asia's largest property developer, with interests in property, hospitality and financial services in retail estate, has committed to invest US\$ 75 million in the Horizon Realty Fund LLC, managed by Ambit Investment Advisory Co. Ltd., a subsidiary of Pantaloon Retail (India) Limited. In addition, Pantaloon and CapitaLand have entered into an agreement to set up 50:50 joint venture's in mall management and fund management services. The mall management company will provide management services to nearly 50 retail properties owned or managed by the Pantaloon group. The fund management company will be set up with the intent of creating REIT's to capture the tremendous growth in the Indian retail real estate market, when permitted. CapitaLand is likely to invest 20-40% of the corpus to be raised through this venture.

April Sales

Sales in April '06 from Lifestyle Retailing stood at Rs.47.21crores, while sales from Value Retailing were Rs.133.34 crores. Same store growth under Lifestyle Retailing was 19.46 percent and under Value Retailing 17.18 per cent.

Particulars	Apr-06	Apr-05	YoY%	July-Apr-06	July-Apr-05	%
	Sales	Sales		Sales	Sales	Change
Value Retailing	133.34	71.78	85.76	1055.20	508.49	107.52
Life Style Retailing	47.21	36.33	29.95	527.35	337.43	56.28
TOTAL	180.55	108.11	67.01	1582.55	845.92	87.08
Same Store Growth						
Value Retailing	83.81	71.52	17.18	639.05	506.67	26.13
Life Style Retailing	43.40	36.33	19.46	394.00	331.63	18.81

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of April 2006 and April 2005 includes SIS sale of Rs.6.40 cr. and Rs.9.48 cr. respectively.

pantaloon
FRESH FASHION

[[LIFESTYLE RETAILING]]

April marked the entry of the company first retail initiative in the southern city of Mangalore. The 19th Pantaloon store of over 14,000 square feet located at Bharath Mall, opened to the citizens of Mangalore on 21st April. The store will offer the best in fresh fashion and accessories at affordable prices.

Upcoming Stores

- 20th Pantaloon of 20,000 sq.ft is scheduled to come up in Shadhara, New Delhi in May/June 2006
- 21st Pantaloon of 18,000 sq.ft. is scheduled to come up in Rajkot, Gujarat in June 2006

BIG BAZAAR

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

[[VALUE RETAILING]]

Bangalore welcomed its third Big Bazaar on 7th April at Shantinagar. Spread over 42,000 square feet, the 25th Big Bazaar in the chain will house the regular fashion and general merchandise sections. The 40th Food Bazaar in the chain of nearly 9,000 square feet is also present within this store.

Ahmedabad witnessed the opening of its third Big Bazaar store at Citi Gold Multiplex, Bapu Nagar on 14th April. Spread over 30,000 square feet, the 26th store in the chain also houses the 41st Food Bazaar of nearly 10,000 square feet and will cater to an entirely new set of consumers.

The 27th Big Bazaar of over 34,000 square feet opened in the city of Mangalore on 22nd April, at Bharath Mall. The 42nd Food Bazaar of around 7,000 square feet within the store, would offer the consumers freshest and purest products at the lowest prices.

Upcoming Stores

- 4th Fashion Station of 19,000 sq.ft. is scheduled to come up in Ahmedabad in May 2006
- 5th Fashion Station of 12,000 sq.ft. is scheduled to come up in Eastern Bypass, Kolkata in May/June 2006
- 28th Big Bazaar of 35,000 sq.ft. (including Food Bazaar) is scheduled to come up in Rajkot, Gujarat in June 2006

FOOD BAZAAR
WHOLESALE PRICES

Taking the strong private label initiative ahead, the company added to its portfolio in the snacks category by launching **Potato Crisps** under the *Tasty Treat* brand. Available in three variants Original Salted, Masala and Sour Cream & Onion in 100 gms and 160 gms pack sizes, the products are currently available at all Mumbai stores.

Pantaloon Food Product (India) Limited, a 100% subsidiary of Pantaloon Retail, has tied up with the Maharashtra State Agricultural Marketing Board to source farm produce, such as alphonso mangoes and other seasonal fruits directly from farmers, as part of the 'farm to plate' initiative.

Upcoming Stores

- 43rd Food Bazaar of 12,000 sq.ft. is scheduled to come up at Rohini, Delhi in May 2006
- 44th Food Bazaar of 10,000 sq.ft. is scheduled to come up at Eastern Bypass, Kolkata in May/June 2006
- 45th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Rajkot, Gujarat in June 2006

Strategic Education and Retail Management Excellence Initiative

Pantaloon Retail (India) Limited and Chennai Business School have allied to offer a two-year full time Retail Management programme. This becomes the fourth such strategic alliance after K J Somaiya, Welinkar and IILM, aimed at expanding the retail talent pool.

Further, the company has also partnered with Madurai Kamraj University to offer two separate retail based programmes. The first being a B.B.A (Retail) distance learning course for existing Pantaloon employees, and the other, a Centre for Excellence in Retail Management model which will look at various areas such as developing retail management academic programs, research and consultancy services etc.