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Pantaloons

Retail (India) Limited

a future group venture

DEC '07

INVESTOR UPDATE

[[LIFESTYLE RETAILING]]

pantaloons
FRESH FASHION

Upcoming Stores

5 Pantaloons Fresh Fashion stores are scheduled to open during the months of January & February 2008.

BIG BAZAAR
sasta aur achha kahin nahi!

[[VALUE RETAILING]]

Store Count	Square Feet	Date of Opening	Location
76th Store	38,000 sq.ft.	22nd December 2007	Ahmednagar
77th Store	35,000 sq.ft.	22nd December 2007	Melange Mall, Meerut

Upcoming Stores

15 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the months of January & February 2008.

FOOD BAZAAR
WHOLESALE FOODS

Riding on the successful launch of its Detergent Bar, the private label initiative gained further momentum with the launch of *Cleanmate Detergent Powder*. Its unique features include superior quality, benchmarked to Surf Excel Blue, a super stain removal formula, value for money and a soothing fresh fragrance and light on the clothes. It is available in 1.2 kilogram packs.

Food Bazaar also launched *Disney Pocket Tissues* with the promise of premium quality extra thick tissues that can easily fit in a pocket or bag. It is currently sold in a pack of 10, priced at Rs. 100.



Store Count	Square Feet	Date of Opening	Location
111th Store	9,000 sq.ft.	22nd December 2007	Ahmednagar
112th Store	4,000 sq.ft.	22nd December 2007	Melange Mall, Meerut
113th Store	5,500 sq.ft.	23rd December 2007	Saket, New Delhi

Upcoming Stores

The months of January & February 2008 will witness the opening of about 16 Food Bazaar stores, including cut-ins in Big Bazaar's.

Home Solutions Retail (India) Limited

Store Count	Square Feet	Date of Opening	Location
16th E-Zone	11,500 sq.ft.	6th December 2007	Raghuleela Mall, Mumbai
17th E-Zone	16,500 sq.ft.	22nd December 2007	Gopalan Mall, Bangalore
5th Home Town	1,50,000 sq.ft.	13th December 2007	Ishanya, Yerawada, Pune

Upcoming Stores

The months of January & February 2008 will witness an expansion in 10 cities, comprising of about 6 E-Zone's, 4 Collection I stores, 3 Furniture Bazaar outlets and 1 Home Town.

'HOME TOWN' COMES TO PUNE

Home Solutions Retail (India) Ltd., a subsidiary of Pantaloons Retail (India) Limited launched its fifth 'Home Town' chain store and the first in the city of Pune on 13th December 2007, at 'Ishanya', Arcade 1, Yerawada, Spread over nearly 1,50,000 square feet, Home Town will provide the Pune citizens with not only all that goes into building a house but also everything to make it a 'Home'.



The store will offer consumers the largest choice and variety under one roof in terms of room displays like living room, dining room, bedroom, kids' room, kitchen and bathroom's, product displays such as sofa sets, dining tables, beds, kids furniture, kitchen fittings, bathroom fittings, furnishings, mattresses, paints, tiles, electrical fittings, decor lighting, plywood, consumer durables and electronics to name a few. In addition a services section will offer carpentry, plumbing, electrical, painting, interior decoration and other such services. Further, a specialized team of experts to set it all up for the consumer at their homes

is also in the offering. In addition, Future Money will have its counters where consumers can avail of fast and easy finance on their purchases.

Noida, Ahmedabad, Hyderabad and Bangalore house the other four Home Town stores.

'RETURN OF HANUMAN' EXCLUSIVE FILM MERCHANDISE AVAILABLE AT BIG BAZAAR



The winter season witnessed the merchandise launch of the popular Indian mythological character 'Hanuman' complementing the release of the animated movie 'Return Of Hanuman' in December. The association between Percept Picture Company and Pantaloons Retail (I) Limited witnessed the introduction of customized products across popular categories, available exclusively at all Big Bazaar stores across the country.

As a part of the marketing tie-up, the entire range of movie merchandise, including accessories, apparel, stationery, toys, books and crockery will be marketed through the company's Big Bazaar and stand alone Food Bazaar stores.

While this is the first and the biggest superhero franchise in India, Big Bazaar has specially designed merchandise of the film which would be loved by kids across the country. Since animated movies tend to have a huge impact on kids, the movie and the merchandise would emotionally connect with them and strengthen the Hanuman brand.

DECEMBER SALES

Sales in December '07 from Value Retailing stood at Rs.354.79 crores, while sales from Lifestyle Retailing was Rs.148.66 crores. Home Retailing sales stood at Rs.69.60 crores. Same store growth under Value Retailing was 7.86 per cent, Lifestyle Retailing stood at 16.15 per cent and Home Retailing was 3.03 per cent.

Particulars	Dec-07	Dec-06	YoY%	July-Dec-07	July-Dec-06	%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	354.79	200.82	76.67%	1,730.26	986.96	75.31%
Life Style Retailing	148.66	87.20	70.49%	688.19	431.21	59.60%
Home Retailing	69.90	30.55	128.81%	476.89	131.69	262.13%
Total	573.35	318.57	79.98%	2,895.34	1,549.86	86.81%
Less: Inter-Company Sales	30.40	17.93	69.55%	265.22	64.78	309.42%
Total	542.95	300.64	80.60%	2,630.12	1,485.08	77.10%
Same Store Growth						
Value Retailing	214.15	198.55	7.86%	1,054.16	976.64	7.94%
Life Style Retailing	101.28	87.20	16.15%	485.50	431.16	12.61%
Home Retailing	12.49	12.13	3.03%	28.10	19.21	46.30%

Sales are in rupees crores

Note:

1.1 The above sales figures for the month of December 2007 and December 2006 includes SIS sale of Rs.6.40 cr. and Rs.6.16 cr. respectively.