



INVESTOR UPDATE

'Shakti'-Freedom to Spend, Power to save - Big Bazaar & ICICI Bank co branded credit card

February witnessed the launch of *Shakti*, a co branded card offering from Big Bazaar & ICICI Bank, targeted exclusively for the loyal housewife who shops at Big Bazaar or Food Bazaar, and does not own a credit card of her own. *Shakti* is a private label card and can be used only at Big Bazaar and Food Bazaar stores. All the features of a regular ICICI Bank - Big Bazaar Credit card will be applicable for a *Shakti* cardholder too.

Joint Venture - Pantaloon Retail (India) Ltd. and Gini & Jony Apparels Pvt. Ltd.

Pantaloon and Gini & Jony entered into an exclusive 50:50 joint venture to set up a retail chain for kidswear. This venture would primarily set up stand-alone specialty kids stores across the country. The JV looks at incorporating the retail expertise and the branding, manufacturing and design capabilities of both parties.

SAP implementation status

SAP considers Pantaloon Retail (I) Ltd. as one of its most important Implementation for 2006.

The first phase of complete migration to SAP has been implemented with all functions and concepts at the corporate office working on SAP. The stores are integrated to the SAP server using the internally upgraded REM version 3 & S1, enabling a seamless roll out. A mega store roll out plan will see all stores going live on SAP Back Office by end June 2006.

The second phase of implementation would cover a host of advanced features, such as SAP-AFS, whereby the entire detailed budget planning for 2006-07 would move from Congnos to SAP.

A significant benefit derived from the SAP Systems Auto Ordering & Replenishment business, would be an increase in the productivity of the stores by at least 20%.

Video Conferencing facility via data network between all stores & zonal offices is also being introduced gradually.

February Sales

Sales in February '06 from Value Retailing stood at Rs.91.49 crores, while Lifestyle Retailing accounted for Rs.65.27 crores of sales. Same store growth under Value Retailing was 25.62 percent and under Lifestyle Retailing 14.39 per cent.

Particulars	Feb-06	Feb-05	YoY%	July- Feb-06	July- Feb-05	%
	Sales	Sales		Sales	Sales	Change
Value Retailing	91.49	46.06	98.63	817.28	381.95	113.98
Life Style Retailing	65.27	46.20	41.28	441.00	270.70	62.91
TOTAL	156.76	92.26	69.91	1258.28	652.65	92.80
Same Store Growth						
Value Retailing	57.86	46.06	25.62	488.38	380.62	28.31
Life Style Retailing	52.85	46.20	14.39	318.50	264.90	20.23

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of Feb 2006 and Feb 2005 includes SIS sale of Rs.7.21 cr. and Rs.8.67 cr. respectively.



[[LIFESTYLE RETAILING]]

Pantaloon, in its new identity of being a fashion conscious brand, launched an exclusive line by renowned designer Anita Dongre on February 14th. The new range was unveiled in association with the *Pond's Femina Miss India 2006* contest, at a glittering fashion show in Mumbai.

This collection, catering to women in the age group of 20 to 30 years, comprises of western casual wear clothing and is available at all Pantaloon stores.

Pantaloon came in as an associate sponsor for the prestigious *51st Filmfare Awards 2005*, held in February.

Upcoming Stores

- 19th Pantaloon of 22,000 sq.ft. is scheduled to come up at Mangalore in March 2006
- 20th Pantaloon of 18,000 sq.ft. is scheduled to come up at Rajkot, Gujarat in April 2006
- 21st Pantaloon of 20,000 sq.ft. is scheduled to come up at Shadhara, New Delhi in April 2006



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

[[VALUE RETAILING]]

The Great Exchange Offer - "Bring anything OLD take something NEW!!!"

The exchange mela began in February at all Big Bazaar stores, where anything that needs to be disposed off like old garments, utensils, footwear, luggage, books, newspapers, electronic items and furniture, can be exchanged for something new and at prices better than market rates.

The 3rd Fashion Station of over 10,000 square feet was opened on 18th February at Agarwal City Mall, Rohini, Delhi. A one-stop shop for the budget conscious buyer, this store will provide a complete shopping experience offering fashion and accessories at excellent prices.

Upcoming Stores

- 4th Fashion Station of 12,000 sq.ft. is scheduled to come up at Eastern Bypass, Kolkata in March 2006
- 5th Fashion Station of 19,000 sq.ft. is scheduled to come up at Ahmedabad in April 2006
- 25th Big Bazaar of 34,000 sq.ft. is scheduled to come up at Shantinagar, Bangalore in March 2006
- 26th Big Bazaar of 33,000 sq.ft. (including Food Bazaar) is scheduled to come up at Mangalore in March 2006
- 27th Big Bazaar of 35,000 sq.ft. (including Food Bazaar) is scheduled to come up at Rajkot, Gujarat in April 2006
- 28th Big Bazaar of 25,000 sq.ft. is scheduled to come up at Bapu Nagar, Ahmedabad at April 2006



Upcoming Stores

- 40th Food Bazaar of 10,000 sq.ft. is scheduled to come up at Eastern Bypass, Kolkata in March 2006
- 41st Food Bazaar of 6,000 sq.ft. is scheduled to come up at Garuda Mall, Bangalore in March 2006
- 42nd Food Bazaar of 7,000 sq.ft. is scheduled to come up at Mangalore in March 2006
- 43rd Food Bazaar of 8,000 sq.ft. is scheduled to come up at Rajkot, Gujarat in April 2006
- 44th Food Bazaar of 12,000 sq.ft. is scheduled to come up at Rohini, Delhi in April 2006
- 45th Food Bazaar of 9,000 sq.ft. is scheduled to come up at Wazirpur, Delhi in April 2006