



INVESTOR UPDATE - January 2005

Monthly Sales of Rs 100 Crores achieved !!

January turned out to be a historic month as PRIL recorded retail sales of Rs 101.96 crores, thereby crossing the Rs. 100 crores mark for a month for the first time since its inception. Sales for the month of January from value retailing stood at Rs. 56.21 crores, while lifestyle retailing contributed sales of Rs. 45.75 crores. Value retail displayed a same store growth of 31.20 per cent and lifestyle retailing of 19.81 per cent.

	Jan-05	Jan-04	YoY%	July-Jan-05	July-Jan-04	% change
Particulars	Sales	Sales		Sales	Sales	
Value Retailing	56.21	26.31	113.65	335.89	176.18	90.65
Life Style Retailing	45.75	20.09	127.73	224.50	122.93	82.62
TOTAL	101.96	46.40	119.74	560.39	299.11	87.35
Same Store Growth						
Value Retailing	34.52	26.31	31.20	233.90	175.04	33.63
Life Style Retailing	24.07	20.09	19.81	144.57	122.93	17.60

Sales are in rupees crore

Note:

1. The above sales figures for the month of January 2005 and January 2004, include SIS and consignment sale of Rs. 9.63 cr and Rs.3.82 cr respectively.

Second Quarter results

PRIL declared the results for the second quarter ended 31st December 2004. The highlights were:

- Net sales for the quarter stood at Rs. 238.21 crores as compared to net sales of Rs. 153.09 crores for the quarter ended December 2003
- PBDIT for the quarter was Rs. 22.48 crores, an increase of over 47 per cent over the December 2003 quarter
- Net Profit improved from Rs. 6.19 crores in December 2003 to Rs. 10.14 crores in December 2004
- Net Profit margins improved from 4.04 per cent in December 2003 to 4.26 per cent in December 2004

Acquisition

Pantaloons Retail (India) Ltd. has entered into a strategic joint venture agreement with speciality retailer Planet Sports Private Ltd. A leading sports and fashion retailer with significant presence in South East Asia, Planet Sports is the sole franchisee for the prestigious UK based retail chain - Marks & Spencer in India. The company also has the exclusive distribution/licensing rights for some of the world's best-known sports brands like Wilson, Puma, Speedo and Converse. Planet Sports currently has 6 Marks & Spencer stores and 25 Planet Sports stores in India.

PRIL has acquired 49 per cent stake in Planet Sports, with this acquisition the company will be able to offer more variety and depth in international fashion and sports brands to its customers.



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Upcoming Store -

- 3rd Central of 1,37,000 square feet is scheduled to come up in Pune in March 2005

-fashioned by-

Pantaloons

Bare - one of Pantaloons' oldest private labels won the *Best Private Label* award at the recently concluded prestigious Images Fashion Forum. The award brought into contention some of the best-known domestic private labels available across the country under different types of retail formats. *Bare* offers casual wear to men and women in the age segment 20-35 years and is especially known for the quality of its denimwear.

Apparel and footwear from *Puma* and *Converse* will soon be available in Pantaloons. This includes some ranges developed exclusively for PRIL. While *Puma* is targeted towards customers looking for fashion sports wear, *Converse* is expected to cater to the aspirations of the college going youth.

LIFESTYLE RETAILING

VALUE RETAILING

BIG BAZAAR

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

The company launched men's accessories under the existing private labels *Knighthood* and *DJ&C* across all Big Bazaaars. The products include socks, belts, undergarments, wallets etc. Big Bazaar is also in the process of increasing its range of products in the home segment. *Home Style*, a home linen range will be launched in February. This range will comprise of bed and bath linen, kitchen linen is expected to follow soon.

Upcoming Stores-

- 14th Big Bazaar of 50,000 sq feet is scheduled to come up at Lake City, Thane in February/March 2005
- 15th Big Bazaar of 55,000 sq feet is scheduled to come up at Kandivli, Mumbai in February/March 2005
- 16th Big Bazaar of 23,000 sq feet is scheduled to come up at Dreamplex, Durgapur in February/March 2005

FOOD BAZAAR
WHOLESALE PRICES

Continuing with the focus on food products, Food Bazaar is set to enter the large traditional snacks market. In February, five popular snack variants will be launched under the existing *TastyTreat* private label. Food Bazaar will also enhance its offering under the existing home care private label - *Cleanmate* by launching sanitary and kitchenware products. They include naphthalene balls, air fresheners and scrubbers.

Upcoming Stores-

- 24th Food Bazaar of 10,000 sq feet is scheduled to come up at Lake City, Thane in February/March 2005
- 25th Food Bazaar of 10,000 sq feet is scheduled to come up at Kandivli, Mumbai in February/March 2005
- 26th Food Bazaar of 5,000 sq feet is scheduled to come up at Dreamplex, Durgapur in February/March 2005
- 27th Food Bazaar of 8,000 sq. feet. is scheduled to come up in Central at Pune in March 2005