



The last week of July witnessed some of the heaviest showers in Mumbai's history bringing the entire city to a stand still. With water levels reaching record highs, essential commodities ran out rapidly. However, PRIL ensured that all outlets in the city remained open almost the entire week with enough stocks and at regular prices. Despite the heavy rains, the monthly run rate touched Rs. 130 crores.

**Flash News: First week August sales - Rs. 40 crores.**

### July Sales

The new financial year began on a positive note as the company recorded net sales of Rs. 130.02 crores, its highest till date. Sales for the month of July from value retailing stood at Rs. 84.92 crores, while lifestyle retailing contributed sales of Rs. 45.10 crores. Value retail displayed a same store growth of 27.94 per cent and lifestyle retailing of 13.35 per cent.

Particulars	July-05	July-04	YoY%
	Sales	Sales	
Value Retailing	84.92	39.20	116.63
Life Style Retailing	45.10	24.93	80.91
<b>TOTAL</b>	130.02	64.13	102.74
<b>Same Store Growth</b>			
Value Retailing	49.91	39.01	27.94
Life Style Retailing	28.27	24.94	13.35

Sales are in rupees crore

#### Note:

1. The above sales figures for the month of July 2005 and July 2004 include SIS sale of Rs. 9.63 cr and Rs. 6.98 cr respectively

### NEW INDUCTION

The management team at PRIL was beefed up with the induction of the following:

- Mr. Raghu Pillai has joined as MD & CEO of Home Solutions Retail (India) Ltd, the company's foray into home retail. Mr. Pillai has worked across a variety of industries that include Tyres, IT, Entertainment and Retail. In his last assignment, he was President & CEO-Retail Sector of the RPG Group where he set-up FoodWorld, Giant (Spencers) and Music World.
- Mr. Sanjay Jog has joined PRIL as Head - Human Resources. Mr. Jog has in the past worked with the Taj Group, ANZ Grindlays, DHL Worldwide Express & Bharati Telecom. His last assignment was with RPG Retail as the Head of HR.

-fashioned by-

Pantaloons



LIFESTYLE RETAILING

In order to meet the fast growing demand for party and evening wear, Pantaloons is introducing club and lounge wear through its existing 'F' brand. Products include shirts, t-shirts and trousers, catering to the party going 25 to 40 year age segment and will be available at all existing and new Pantaloons stores from August.

The category has re-branded *Bare*, one of its most successful private labels. With this re-branding, the new look Bare will target the fashion conscious 18-35 year age segment. Fashion forward denims with contemporary fits under the repositioned Bare label are now available in all Pantaloons stores.

#### Upcoming Stores

- 13th Pantaloons of 20,000 sq. ft. is scheduled to come up at City Mall, Ahmedabad in August 2005
- 14th Pantaloons of 20,000 sq. ft. is scheduled to come up at Sigma Mall, Bangalore in September 2005
- 15th Pantaloons of 27,000 sq. ft. is scheduled to come up at Indore in September 2005
- 16th Pantaloons of 15,000 sq. ft. is scheduled to come up at Mulund, Mumbai in September 2005
- 17th Pantaloons of 28,000 sq.ft. is scheduled to come up at Borivili, Mumbai in September 2005
- 18th Pantaloons of 20,000 sq. ft. is scheduled to come up at Lucknow in October 2005

BIG BAZAAR

VALUE RETAILING

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

The first Big Bazaar store in the new financial year and the 20th Big Bazaar in the chain, opened at Wazirpur, New Delhi on 22nd July, targeting residents and commuters at the newly flagged off Delhi Metro. This is also the 4th Big Bazaar to be located at the NCR. Spread over 35,000 square feet, the store has all the regular features like extensive fashion & general merchandise selection, home décor products, accessories, etc.. The store also has a 10,000 square feet Food Bazaar (the 32nd), which contains all regular Food Bazaar features.

#### Upcoming Stores

- 21st Big Bazaar of 43,000 sq.ft. is scheduled to come up at Vashi in September/October 2005
- 22nd Big Bazaar of 44,000 sq.ft. is scheduled to come up at Indore in September/October 2005
- 23rd Big Bazaar of 45,000 sq.ft. is scheduled to come up at Vishakapatnam in October 2005
- 24th Big Bazaar of 42,000 sq.ft. is scheduled to come up at Lucknow in October 2005.
- 25th Big Bazaar of 28,000 sq.ft. is scheduled to come up at Allahabad in November 2005.

FOOD BAZAAR  
WHOLESALE PRICES

Food Bazaar re-launched jams and ready mix masalas under the existing *Tasty Treat* private label. Based on fruit pulp, the jams come in four variants, while the ready mix masalas have been launched with an added protective covering to guarantee freshness. Both products are attractively priced compared to the market alternatives.

Finally, wine lovers can now buy Chateau Indage, the premium Indian wine at select Food Bazaar outlets. This marks the first instance of wine being available at any retail store in Mumbai.

#### Upcoming Stores

- 33rd Food Bazaar of 9,000 sq.ft. is scheduled to come up at Sigma Mall, Bangalore in September 2005
- 34th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Vashi in September/October 2005
- 35th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Indore in September/October 2005
- 36th Food Bazaar of 10,000 sq.ft. is scheduled to come up at Vishakapatnam in October 2005
- 37th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Lucknow in October 2005
- 38th Food Bazaar of 4,000 sq.ft. is scheduled to come up at Allahabad in November 2005