

rewrite rules  retain values

# Pantaloons

## Retail (India) Limited

a future group venture

80 JUN '08

## INVESTOR UPDATE

### [[ LIFESTYLE RETAILING ]]

pantaloons  
FRESH FASHION

#### Upcoming Stores

1 Pantaloons Fresh Fashion store is scheduled to open during the month of July 2008.

### BIG BAZAAR

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

### [[ VALUE RETAILING ]]

One Big Bazaar store opened in the month of June.

Store Count	Square Feet	Date of Opening	Location
90th Store	73,500 sq.ft.	25th June 2008	Funcity Mall, Shadara, New Delhi

#### Upcoming Stores

5 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the month of July & August 2008.

### FOOD BAZAAR

Food Bazaar launched a couple of food products in the convenience food category in the month of June. Retailed under the Tasty Treat private label, the company's Vermicelli and Macaroni Pasta will be available across all Food Bazaar stores as a value for money option at premium quality. These products also carry the guarantee of being untouched by hand while produced and packed. While Vermicelli is available in plain and roasted varieties and in packs of 1 kg and 450 gms, Macaroni, sold in the common elbow shaped variety is available in 450 gms and 180 gms pack sizes.



One Food Bazaar stores opened in the month of June.

Store Count	Square Feet	Date of Opening	Location
134th Store	6,500 sq.ft.	25th June 2008	Funcity Mall, Shadara, New Delhi

#### Upcoming Stores

The months of July & August 2008 will witness the opening of about 7 Food Bazaar stores, including cut-ins.

## Home Solutions Retail (India) Limited

Store Count	Square Feet	Date of Opening	Location
26th E-Zone	12,000 sq.ft.	28th June 2008	Mani Square, Kolkata

#### Upcoming Stores

The months of July & August 2008 will witness the opening of 2 E-Zone's and 4 Home Bazaar's.

#### BRAND 'SACH' IS LAUNCHED

Building on the association that the Future Group had formed along with India's most loved sports icon Sachin Tendulkar, 'SACH', the brand co-ideated and co-created by the two entities was launched on June 17th in Mumbai. 'SACH' is Tendulkar's unique entrepreneurial attempt in the world of consumer products.



The 'SACH' brand that will cater primarily to the needs of the "upcoming" generation will house a wide range of product categories under its umbrella, namely apparels, food, personal care, accessories and sports & fitness to name a few. As a brand, 'SACH' aims to portray the very essence of values, purity, grit and determination that Sachin, the individual personifies. The value addition that 'SACH' provides as against the other brands in its categories, is the involvement of Sachin himself in the entire conceptualizing and product development stages, and his popularity which cuts across all age groups and classes. In addition, Pantaloons Retail's experience and consumer insights will surely make the brand a winner.

The apparel range is targeted at boys in the age group of 9-16 years and will be initially available across Big Bazaar stores in Mumbai. Under the theme "Natural Clothing", apparels is divided in four categories - Action, Relax, Lounge and Hangout inspired by different moods. The range is distinctly Indian with a style that is understated and simple.

#### KSHITIJ RETAIL DESTINATIONS LAUNCHES ITS FLAGSHIP MALL IN VADODARA



Kshitij Retail Destinations (KRD) launched its first mall 'Centre Square' in the city of Vadodara, Gujarat at the cities new retail hub Sarabhai Circle on June 24, 2008. The mall, spread over 4 floors and 1,40,000 sq. ft. offers a variety of shopping, entertainment and food options through exciting brand categories, many of which are being introduced in the city for the first time.

The mix of brands at Centre Square is chosen keeping in mind the consumer's preferences and needs. Brands such as Levis, Benetton, Chemistry, Puma, Planet Sports, Reebok, Adidas, Nike and Spykar will appeal to the youth while Zodiac, Dockers and Wills Lifestyle address the casual and formal wear segments. In addition certain local brands of repute such as Kalanjali, Zerostock, and Trident will also mark their presence at Centre Square. In the kids wear category, Lilliput, Scram and OYO will offer a wide range of trendy styles and options while requirements in the Home categories of CD&E and furnishings/home needs will be addressed by Croma and @ Home.

International standards and practices are implemented in an Indian way to benefit the customers as well as the retailers. Kapadia Associates, a leading Indian architectural firm has provided expertise for the mall design and structure while the graphics and signages have been created by Buchan Consultants of Australia. The layout of the mall gives it a compact, boutique feel and has been designed in an eco-friendly and energy conserving manner with natural light entering the entire mall. In addition, there is 100% power back up. Attention has also been given to ample car and two wheeler parking facilities.

Centre Square will not only provide the finest shopping and dining experience but will also host regular live entertainment and promotional events making it a fun destination for the city of Vadoodara.

KRD will launch its second mall in Ahmedabad in the near future followed by 10 more malls and 6 Market Cities in the next 3 years.

#### JUNE SALES

Sales in June '08 from Value Retailing stood at Rs.371.05 crores, while sales from Lifestyle Retailing was Rs.129.49 crores. Home Retailing sales stood at Rs.87.02 crores. Same store growth under Value Retailing was 13.20 per cent, Lifestyle Retailing stood at 11.56 per cent and Home Retailing was 101.02 per cent.

Particulars	Jun-08	Jun-07	YOY%	July- Jun-08	July- Jun-07	%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	371.05	235.42	57.61%	3,610.70	2,248.29	60.60%
Life Style Retailing	129.49	84.20	53.78%	1,426.12	936.54	52.28%
Home Retailing	87.02	43.29	101.02%	976.59	354.76	175.28%
<b>Total</b>	<b>587.56</b>	<b>362.91</b>	<b>61.90%</b>	<b>6,013.41</b>	<b>3,539.59</b>	<b>69.89%</b>
Less: Inter-Company Sales	26.19	20.42	28.27%	466.63	196.44	137.55%
<b>Total</b>	<b>561.36</b>	<b>342.49</b>	<b>63.91%</b>	<b>5,546.77</b>	<b>3,343.16</b>	<b>65.91%</b>
<b>Same Store Growth</b>						
Value Retailing	262.02	231.47	13.20%	2,430.23	2,208.52	10.04%
Life Style Retailing	93.87	84.14	11.56%	1,047.98	949.95	10.32%
Home Retailing	29.08	22.19	31.06%	150.48	109.04	38.01%

Sales are in rupees crores

Note:

1.1 The above sales figures for the months of June 2008 and June 2007 include SIS sales of Rs.3.90 cr. and Rs.7.74 cr. respectively.