



## INVESTOR UPDATE

a *future group* initiative  
India tomorrow

### [[ LIFESTYLE RETAILING ]]

pantalooons  
FRESH FASHION

Running high on the success of its popular Denim Exchange offer, Pantalooons came up with the 'Bottoms Xchange' offer in June. Customers at all Pantalooons stores, could replenish stocks of their old trousers and jeans for the latest trends in bottoms wear, and in addition get Rs.200 off on every purchase. Some of the participating brands are Bare Denim, Rig, Honey, UMM, Jealous, Indigo Nation, John Miller, Annabelle and Scullers.

The first Pantalooons store in the capital city of Delhi opened on 15th June at Cross River Mall, Shadhara. Spread over 20,000 square feet, the 20th Pantalooons store will offer a new breeze of lifestyle fashion to the fashion conscious citizens of Delhi.

June also witnessed the opening of the 21st Pantalooons store at Bharath Iskon Mall, Rajkot on the 17th. Spread over 18,000 square feet, this marks the entry of the first fresh fashion store in Rajkot city, offering the best in fashion and accessories to the customers, at affordable prices.

#### Upcoming Stores

- 22nd Pantalooons of 18,000 sq. ft. is scheduled to come up at West Gate Mall, New Delhi in August 2006

**BIG BAZAAR**

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

### [[ VALUE RETAILING ]]

Kolkata welcomed its first Fashion Station on 10th June, at EM Bypass. Spread over nearly 15,000 square feet, the 5th Fashion Station in the chain promises fashion to fit your budget, offering the latest fashion and accessories at excellent prices. The 44th Food Bazaar of over 10,000 square feet also opened at EM Bypass, Kolkata on the same day. The store will offer the residents of Kolkata, the regular Food Bazaar sections.

The 28th Big Bazaar of over 35,000 square feet opened at Bharath Iskon Mall, in the city of Rajkot, Gujarat on 17th June. The store also houses the 45th Food Bazaar of nearly 8,000 square feet, with the citizens of Rajkot being offered the freshest and purest products at unbeatable prices.

Bangalore saw the opening of its fourth Big Bazaar on 24th June at KSRTC. The 29th Big Bazaar in the chain spread over nearly 40,000 square feet, contains all the regular sections, and houses the 46th Food Bazaar of nearly 7,000 square feet.

In addition, the first store of the new financial year opened on 5th July at Minerva Complex, Ambala. The 30th Big Bazaar spread over nearly 37,000 square feet will offer a completely revolutionary shopping experience to a new set of consumers. The 47th Food Bazaar of nearly 7,000 square feet within the store, will offer all the regular features and sections.

#### Upcoming Stores

- 31st Big Bazaar of 28,500 sq.ft. (including Food Bazaar) is scheduled to come up at Allahabad in August 2006
- 32nd Big Bazaar of 44,000 sq.ft. (including Food Bazaar) is scheduled to come up at Agra in August 2006
- 33rd Big Bazaar of 1,25,000 sq. ft. (including Food Bazaar) is scheduled to come up at Salarpuria Nova, Bangalore in August 2006

**FOOD BAZAAR**  
WHOLESALE PRICES

#### Upcoming Stores

- 48th Food Bazaar of 6,000 sq.ft. is scheduled to come up at Allahabad in August 2006
- 49th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Agra in August 2006
- 50th Food Bazaar of 15,000 sq.ft. is scheduled to come up at Salarpuria Nova, Bangalore in August 2006
- 51st Food Bazaar of 7,000 sq.ft. is scheduled to come up at Bhubaneshwar in August 2006
- 52nd Food Bazaar of 4,500 sq.ft. is scheduled to come up at Irla, Mumbai in August 2006

#### FilmKraft & Pantalooon Retail launch 'Krrish Merchandise'

Pantalooon Retail (India) Limited and FilmKraft, the makers of the movie 'Krrish' launched an exclusive range of the first 'Indian Super Hero' merchandise in June. This venture marks the coming together of modern retail and the Indian film industry, both of which are driving change in the country. The range targeted at children, consists of Krrish dolls, masks, key chains, colouring books, watches, rainwear, school bags, shirts and t-shirts to name a few. The merchandise is promoted and marketed aggressively through multi media campaigns and is available at all Pantalooon Retail formats.



Gini & Jony Future Fashions Limited, the Pantalooon Retail and Gini & Jony joint venture launched its 2nd stand-alone Gini & Jony store at 10 Acres Mall, Ahmedabad on June 2, 2006. Spread over 2,000 square feet, the thematic store offers fashion, accessories and delicate jewellery for the infants, kids and youth, making it the perfect shopping destination for children of all ages.

The second stand alone Furniture Bazaar format opened at 10 Acres Mall, Ahmedabad on 3rd June.

Spread over nearly 10,000 square feet, the store offers an entire range of home furniture needs that are utilitarian and affordable in their pricing.

**Furniture Bazaar**

June also witnessed the opening of the second stand alone Electronics Bazaar outlet, also at 10 Acres Mall.

Spread over 10,000 square feet, this store would offer the citizens of Ahmedabad the best of branded electronic goods and appliances, at never before prices.

**Electronics Bazaar**

#### Strategic Education Initiative

The company continued with its aggressive talent pool build up, with a couple of educational initiatives in the smaller towns of Modinagar and Mohan Nagar. Pantalooon Retail (India) Limited signed up with Centre for Management Development, Modinagar and BLS Institute of Management, Mohan Nagar, to offer a 2 year full time PGPRM course. The programmes beginning in August 06 would comprise of an initial batch size of 30 students, with Pantalooon absorbing 5 students from each institute, on successful completion of the course.

This is in addition to the other education alliances the company has entered into with institutes such as KJ Somaiya, Welinkar's, ILM, Chennai Business School and Madurai Kamraj University to name a few.

#### June Sales

Sales in June '06 from Value Retailing stood at Rs.128.80 crores, while sales from Lifestyle Retailing were Rs.47.97 crores. Same store growth under Value Retailing was 10.83 per cent and under Lifestyle Retailing 18.83 per cent.

Particulars	Jun-06	Jun-05	YoY%	July- Jun-06	July- Jun-05	%
	Sales	Sales		Sales	Sales	Change
Value Retailing	128.80	79.39	62.24	1324.69	669.90	97.74
Life Style Retailing	47.97	36.86	30.14	630.06	417.41	50.95
<b>TOTAL</b>	<b>176.77</b>	<b>116.25</b>	<b>52.06</b>	<b>1954.75</b>	<b>1087.31</b>	<b>79.78</b>
<b>Same Store Growth</b>						
Value Retailing	86.07	77.66	10.83	822.01	666.08	23.41
Life Style Retailing	43.80	36.86	18.83	488.20	411.61	18.61

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of June 2006 and June 2005 includes SIS sale of Rs.5.06 cr. and Rs.9.94 cr. respectively.