

INVESTOR UPDATE

A **future group** INITIATIVE
india tomorrow



[[LIFESTYLE RETAILING]]

pantaloons
FRESH FASHION

After the success of its Lemon Mirchi collection, Pantaloons launched Re-Fresh, the holiday collection in May. With the summers and holiday season approaching, the focus was on shorts and t-shirts with a fresh wave of fashion merchandise. The theme, in primarily pink and blue hues is available at all Pantaloons stores.

Upcoming Stores

- 20th Pantaloons of 20,000 sq. ft. is scheduled to come up at Shadhara, New Delhi in June 2006
- 21st Pantaloons of 18,000 sq. ft. is scheduled to come up at Rajkot, Gujarat in June 2006

BIG BAZAAR

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

[[VALUE RETAILING]]

The 4th Fashion Station of nearly 20,000 square feet opened at Raindrops, Ahmedabad on 6th May. This store will provide a complete shopping experience to the citizens of Ahmedabad, offering fashion and accessories at never before prices.

Upcoming Stores

- 5th Fashion Station of 12,000 sq.ft. is scheduled to come up at Eastern Bypass, Kolkata in June 2006
- 28th Big Bazaar of 35,000 sq.ft. (including Food Bazaar) is scheduled to come up at Rajkot, Gujarat in June 2006
- 29th Big Bazaar of 30,000 sq.ft. (including Food Bazaar) is scheduled to come up at KSRTC, Bangalore in June 2006
- 30th Big Bazaar of 30,000 sq.ft. (including Food Bazaar) is scheduled to come up at Minerva Complex, Ambala in June/July 2006
- 31st Big Bazaar of 28,500 sq.ft. (including Food Bazaar) is scheduled to come up at Allahabad in July 2006
- 32nd Big Bazaar of 44,000 sq.ft. (including Food Bazaar) is scheduled to come up at Agra in July 2006

FOOD BAZAAR
WHOLESALE PRICES

The NCR region welcomed the 43rd Food Bazaar in the chain on 20th May, at Rohini, New Delhi. Spread over 12,000 square feet, this store will offer the freshest and purest of products, at attractive prices. The regular Food Bazaar sections would be present in this store as well.

Upcoming Stores

- 44th Food Bazaar of 10,000 sq.ft. is scheduled to come up at Eastern Bypass, Kolkata in June 2006
- 45th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Rajkot, Gujarat in June 2006
- 46th Food Bazaar of 7,000 sq.ft. is scheduled to come up at KSRTC, Bangalore in June 2006
- 47th Food Bazaar of 7,000 sq.ft. is scheduled to come up at Minerva Complex, Ambala in June/July 2006
- 48th Food Bazaar of 6,000 sq.ft. is scheduled to come up at Allahabad in July 2006
- 49th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Agra in July 2006
- 50th Food Bazaar of 7,000 sq.ft. is scheduled to come up at Bhubaneshwar in July 2006

Strategic Education Initiative

Pantaloons Retail (India) Limited and Indian Institute of Social Welfare & Business Management (IISWBM), Kolkata have tied up to offer a two-year full time Diploma In Retail Management programme. This is the fifth such strategic education alliance, after K J Somaiya, Welingkar's, IILM, and Chennai Business School.

Design Management Initiative

Design management is the intersection of business, management & design that requires managers to think about products, services and processes in a more holistic way as well.

Pantaloons understands that creativity is a key strategic resource and thereby recognizes the role of the conceptual thinker as being the significant differentiator who can face up to challenges of the 21st Century.

In order to address this strategic intent, Pantaloons Retail (India) Limited and Welingkar Institute of Management have entered into a strategic alliance to design and deliver a 2-year full time program called "Post Graduate Program in Business Design" starting July 2006. Upon successful completion of the course, the students would be absorbed by Pantaloons.

E-Tailing initiative **futurebazaar.com**
lowest prices - everyday!

Pantaloons Retail (I) Limited marked its entry into the e-tailing business by launching its unique complete retailer model-FutureBazaar.com. Riding high on the success of 26th January 2006, the Sabse Sasta Din, the e-tailing initiative would straddle across four covenants of Sabse Sasta din, har din-offering the maximum savings on purchases, Sabse Simple-simple & intuitive web store design, Sabse Convenient-convenience and accessibility from multiple locations, and Sabse Different-in terms of being different in product offerings and service.

FutureBazaar.com with its promise of 'lowest prices, everyday' and leveraging on Pantaloons's retail pipeline, is all set to democratize the process of online shopping.

Depot-Books, Music, Gifts, Freedom

The company has ventured into the books & music categories, under the Depot brand name, by opening its first stand alone stores. The first store of 1,600 square feet located at Bharath Mall, Mangalore and the second store of nearly 6,500 square feet at Ten Acres, Ahmedabad will offer an extensive range of books, multimedia, toys, gifts and stationery, catering to every regional preference and age group. Unique interactive kiosks will also enable customers to browse through their favorite titles and try out new board games while soaking themselves in the stores atmosphere.

Besides the above stand alone stores, Depot is also housed within Pune Central and Big Bazaar, Pune.

HomeTown
Home Town. Appliances for the Home.

Bangalore witnessed the opening of the second stand alone E-Zone store in May. Spread over 8,500 square feet, this lifestyle experience store will offer consumers a wide selection of consumer durables and electronic products to choose from.

ConvergeM-Latest Technology! Lowest price!!

converge m a subsidiary of Pantaloons Retail launched its first concept-Mbazaar. Located within 27 Big Bazaar stores, Mbazaar's will address the value segment by offering latest technologies at fantastic prices. A wide range of products and services straddling GSM and CDMA mobile phones, airtime recharges, mobile accessories, VAS options as well as fixed line telephones will be available at these formats.

SHOE

The Pantaloons Retail & Liberty Shoes joint venture launched its first footwear store Shoe Factory, at 10 Acres, Ahmedabad on 5th May, 2006. Spread over nearly 13,000 square feet, this value format houses a wide range of the latest and trendiest footwear and accessories for all occasions, at unbeatable prices. The store also has a unique craftsman-on-hand who will make shoes as per the individuals tastes and preferences.

May Sales

Sales in May '06 from Value Retailing stood at Rs.140.69 crores, while sales from Lifestyle Retailing were Rs.54.74 crores. Same store growth under Value Retailing was 18.52 per cent and under Lifestyle Retailing 16.88 per cent.

Particulars	May-06	May-05	YoY%	July-May-06	July-May-05	%
	Sales	Sales		Sales	Sales	Change
Value Retailing	140.69	82.02	71.53	1195.89	590.51	102.52
Life Style Retailing	54.74	43.12	26.95	582.09	380.55	52.96
TOTAL	195.43	125.14	56.17	1777.98	971.06	83.10
Same Store Growth						
Value Retailing	96.89	81.75	18.52	735.94	588.42	25.07
Life Style Retailing	50.40	43.12	16.88	444.40	374.75	18.59

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of May 2006 and May 2005 includes SIS sale of Rs.6.83 cr. and Rs.11.23 cr. respectively.