



SAP goes live!

November witnessed the completion of SAP implementation across the corporate office, the master distribution center and the back end. All central processes including financial management, accounting, merchandise management and procurement, supply chain etc have now shifted to a single platform. The company expects all stores to go live in the next three months.

Lucknow, the capital of Uttar Pradesh became the latest city to be enveloped in the Pantaloons fold. The company set up three stores in the city in a fortnight, these comprised of Pantaloons, Big Bazaar and Food Bazaar. With this, the company now has presence in three cities in Uttar Pradesh, one of India's largest and most populous states.

New Inductions

The management team at Pantaloons was beefed up further by the following inductions:

- Mr. Vinay Shroff, has joined PRIL as Head - Supply Chain Management. Mr. Shroff has been associated with Hindustan Lever Ltd. and Reliance Industries Ltd. In his last assignment, he was Vice President-Logistics at Reliance Infocom Ltd.
- Mr. Shivam Murti has joined PRIL as Head-Food Bazaar. Mr. Murti has in the past worked with Dunlop India Ltd. and RPG Retail. His last assignment was with Great Wholesale Club Ltd as Vice President-Merchandising.
- Mr. Rahul Bhalchandra has joined PRIL as Head-Wellness Business and will lead the company's Wellness foray. Mr. Bhalchandra has been associated with HCL Ltd and the RPG Group in the past. His last assignment was with Arvind Brands Ltd. as Retail Head.

November Sales

In 2004-05, Diwali, the festival of light was celebrated in November, while in the current year, Diwali was celebrated in October.

Sales in November 05 from Value Retailing stood at Rs.95.51 crores, while Lifestyle Retailing had sales of Rs. 44.75 crores. Same store growth under value retailing was (0.82) percent and under Lifestyle Retailing (3.38) per cent.

Particulars	Nov-05	Nov-04	YoY%	July-Nov-05	July-Nov-04	%
	Sales	Sales		Sales	Sales	change
Value Retailing	95.51	55.89	70.89	489.04	230.10	112.53
Life Style Retailing	44.75	35.12	27.42	249.33	142.64	74.80
TOTAL	140.26	91.01	54.11	738.37	372.74	98.09
Same Store Growth						
Value Retailing	55.44	55.90	-0.82	289.49	229.92	25.91
Life Style Retailing	28.33	29.32	-3.38	161.83	136.84	18.26

Sales are in rupees crore

Note:

1. The above sales figures for the month of Nov 2005 and Nov 2004 include SIS sale of Rs. 6.58 cr. and Rs. 9.20 cr. respectively.

LIFESTYLE RETAILING

pantaloons
FRESH FASHION

Mumbai got its 4th Pantaloons store on the 6th of November. The 16th store in the Pantaloons chain was launched in Borivili, a suburb of Mumbai. The store occupies an area of around 30,000 square feet.

The citizens of Lucknow woke up to Fresh Fashion on the 1st of December with the launch of the 17th Pantaloons store. The 20,000 square feet store is located at Hazratganj, the prime-shopping district of the city.

Upcoming Stores

- 18th Pantaloons of 22,000 sq. ft. is scheduled to come up at Indore in December 2005

BIG BAZAAR

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

The 22nd Big Bazaar was opened in Lucknow on the 17th of November. Spread over 60,000 square feet, product categories in the store include apparel and accessories, toys, plastics, home décor products, utensils, home appliances, gift articles and much more for the entire family. The store also has a Food Bazaar (the 35th) and a Gold Bazaar.

Upcoming Stores

- 23rd Big Bazaar of 55,000 sq.ft. (including Food Bazaar) is scheduled to come up at Vashi in December 2005
- 24th Big Bazaar of 52,000 sq.ft. (including Food Bazaar) is scheduled to come up at Indore in December 2005
- 25th Big Bazaar of 35,000 sq.ft. (including Food Bazaar) is scheduled to come up at Pune in December 2005

FOOD BAZAAR
WHOLESALE PRICES

Food Bazaar launched premium quality sugar under its existing private label *Premium Harvest*. Packed in 1 kg bags, the product was available in all Food Bazaars in November.

The company re-launched its popular hand wash under the private label *Caremate* in November. Available in five variants, the products have a new look, packaging and pricing. Caremate hand wash has been priced around 15 per cent lower than the market leader.

Upcoming Stores

- 36th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Vashi in December 2005
- 37th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Indore in December 2005
- 38th Food Bazaar of 7,000 sq.ft. is scheduled to come up at Pune in December 2005

VALUE RETAILING