



pantaloons

FRESH FASHION

LIFESTYLE RETAILING

The 13th Pantaloons store opened at Ahmedabad on the 12th of October. Located at City Mall in Kankaria, this was the first new store to be launched under the banner of the new age Pantaloons. The store is spread over 20,000 square feet and with this Ahmedabad will have two Pantaloons stores.

The location for the 14th Pantaloons store was Sigma Mall at Cunningham Road in Bangalore. Spread over 20,000 square feet of retail space, the store was opened on the 14th of October. This is the first Pantaloons store in Bangalore.

The 15th Pantaloons store opened at Mulund, a suburb of Mumbai on the 29th of October. The store occupies an area of 15,000 square feet. Pantaloons now has sizeable presence in Mulund with a Big Bazaar, a Food Bazaar, a Fashion Station and a Pantaloons store.

Borivili hosted the 16th Pantaloons store on 6th of November, located at the Sri Vallabh Shopping Centre, on SV Road, the store occupies close to 30,000 square feet. With this store the number of Pantaloons in Mumbai has gone up to four.

Upcoming Stores

- 17th Pantaloons of 22,000 sq. ft. is scheduled to come up at Indore in November 2005
- 18th Pantaloons of 15,000 sq. ft. is scheduled to come up at Lucknow in November 2005

BIG BAZAAR

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

The port city of Vishakapatnam was host to the 21st Big Bazaar on the 5th of October. This 65,000 square feet store offers products in categories, which include fashion, accessories, plastics, home décor, home appliances and all other regular Big Bazaar features. The store also has a Food Bazaar (the 33rd Food Bazaar).

The second Fashion Station was launched on the 14th of October at Shpira Mall, Ghaziabad in the National Capital Region. This 15,000 square feet store showcases affordable fashion and accessories with options for men, women and children. Fashion Station is a thematic store and has been designed on the lines of a railway station with each platform hosting a different category.

Upcoming Stores

- 22nd Big Bazaar of 47,000 sq.ft. is scheduled to come up at Vashi in November 2005
- 23rd Big Bazaar of 44,000 sq.ft. is scheduled to come up at Indore in November 2005
- 24th Big Bazaar of 50,000 sq.ft. is scheduled to come up at Lucknow in November 2005
- 25th Big Bazaar of 31,000 sq.ft. is scheduled to come up at Pune in December 2005

FOOD BAZAAR

WHOLESALE PRICES

The 34th Food Bazaar opened at the MMX Mall, in Ghaziabad on the 25th of October. Spread over 13,500 square feet, the store offers all the regular Food Bazaar features like Golden Harvest, Chef Zone, Farm Fresh, Chill Station and a variety of ready to eat food selection at Hungry Kya. With this store, the city of Ghaziabad now has three Food Bazaars.

Upcoming Stores

- 35th Food Bazaar of 6,000 sq.ft. is scheduled to come up at Sigma Mall, Bangalore in November 2005
- 36th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Vashi in November 2005
- 37th Food Bazaar of 8,000 sq.ft. is scheduled to come up at Indore in November 2005
- 38th Food Bazaar of 10,000 sq.ft. is scheduled to come up at Lucknow in November 2005
- 39th Food Bazaar of 6,000 sq.ft. is scheduled to come up at Pune in December 2005

Monthly Sales of Rs. 200 Crores achieved!!

October ushered in a historic milestone for Pantaloons as the company crossed monthly sales of Rs. 200 crores for the first time ever. Sales in October 05 from Value Retailing stood at Rs. 139.39 crores, while Lifestyle Retailing had sales of Rs. 62.65 crores. Same store growth under value retailing was 52.23 percent and under Lifestyle Retailing 45.83 per cent*.

| Particulars | Oct-05 | Oct-04 | YoY% | July- Oct-05 | July- Oct-04 | % |
|--------------------------|---------------|--------------|---------------|-----------------|-----------------|---------------|
| | Sales | Sales | | Sales | Sales | change |
| Value Retailing | 139.39 | 53.28 | 161.62 | 393.53 | 174.21 | 125.89 |
| Life Style Retailing | 62.65 | 27.93 | 124.31 | 204.58 | 107.52 | 90.27 |
| TOTAL | 202.04 | 81.21 | 148.79 | 598.11 | 281.73 | 112.30 |
| Same Store Growth | | | | | | |
| Value Retailing | 81.11 | 53.28 | 52.23 | 234.05 | 174.02 | 34.50 |
| Life Style Retailing | 40.73 | 27.93 | 45.83 | 133.50 | 107.52 | 24.16 |

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of Oct 2005 and Oct 2004 include S/S sale of Rs. 10.17 cr and Rs. 7.04 cr respectively.

* Diwali the festival of lights was celebrated in November in 04-05.

October was special for one more reason; the company launched seven stores under different formats across the country, the highest number of stores launched by Pantaloons in a single month ever. The newly launched stores comprise of three Pantaloons, one Big Bazaar, one Fashion station and two Food Bazaars. In addition to all of this, the company also launched a Pantaloons in the first week of November.

First Quarter Results

Pantaloons announced the result for the first quarter ending 30th September 2005. The highlights were:

- Gross sales for the September 05 quarter stood at Rs. 413.30 crores, compared to Rs. 225.90 crores for September 04 quarter, a jump of almost 83 per cent
- PBT increased to Rs. 19.23 crores in September 05 from Rs. 9.18 crores in September 04, a rise of over 109 per cent. The tax provision increased to 29.69 per cent from 24.51 per cent during the above period under review
- Net profit improved by close to 95 per cent from Rs. 6.94 crores for the quarter ended September 2004 to Rs. 13.52 crores for the quarter ended September 2005