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Pantaloons

Retail (India) Limited

a future group venture

PANTALOONS CELEBRATES ITS 10TH ANNIVERSARY

Pantaloons celebrated 10 years of its driving fashion trends in the country during 7th -16th September, 2007. The store that set off a chain of discoveries since its first outlet opened in Gariahat, Kolkata in 1997 as a complete family store, has sought to redefine and lead fashion in its new avatar as a young, vibrant Fresh Fashion store of choice. The occasion was commemorated in the presence of the reigning Pantaloons Femina Miss India Earth-Amruta Patki, and assured gifts and rewards to all customers were the highlights of the 10 day celebrations.



PANTALOON RETAIL WINS MAJOR AWARDS AT 4TH IMAGES RETAIL AWARDS (IRA) 2007

Pantaloons Retail was the recipient of 5 awards at the annual Images Retail Awards (IRA) held in Mumbai in September '07. The list of awards included :

- Most Admired Retailer of the Year: Large format, multi product store - Big Bazaar
- Most Admired Retailer of the Year: Food & Grocery - Food Bazaar
- Most Admired Retailer of the Year: Home & office improvement - Home Town
- Most Admired Retail Company of the Year - Pantaloons Retail (India) Limited
- IRF Retail Face of the Year'07 (4th Consecutive Year) - Mr. Kishore Biyani, Group CEO, Future Group

FUTURE MEDIA (INDIA) LTD. AND INOX LEISURE LTD. INK DEAL

September witnessed Future Media acquiring the on-screen media rights of all existing and upcoming INOX Leisure multiplex properties across India. The deal reinforces Future Media's commitment to engage and help brands reach out to the consumers in the ambience of consumption, including entertainment. INOX on its part with nearly 18 multiplexes and 62 screens in 15 cities, provides the best cinematic experience and a platform for Future Media to venture into the multiplex space.



SEPTEMBER SALES

Sales in September '07 from Value Retailing stood at Rs.249.85 cr, while sales from Lifestyle Retailing was Rs.87.83 crores. Home Retailing sales stood at Rs.44.52 crores. Same store growth under Value Retailing was 12.25 per cent and Lifestyle Retailing at 10.68 per cent.

Particulars	Sep-07	Sep-06	YoY%	July-Sep-07	July-Sep-06	YoY%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	249.85	128.58	94.32	790.20	427.76	84.73
Life Style Retailing	87.83	53.90	62.94	328.82	211.43	55.52
Home Retailing	44.52	-	-	154.79	-	-
Total	382.20	182.48	109.44	1,273.81	639.19	99.29
Less:Inter-Company Sales	19.61	-	-	73.63	-	-
Total	362.59	182.48	98.70	1,200.18	639.19	87.77
Same Store Growth						
Value Retailing	142.88	127.28	12.25	475.62	423.72	12.25
Life Style Retailing	59.64	53.88	10.68	239.72	211.43	13.38
Home Retailing	44.52	-	-	154.79	-	-

Note:
1.1 The above sales figures for the month of September 2007 and September 2006 includes SIS sale of Rs.3.51 cr. and Rs.4.16 cr. respectively.

SEP '07

INVESTOR UPDATE

Pantaloons Retail (India) Limited announced the results for the year ending 30th June 2007. The highlights were:

- Gross sales for the year June 07 stood at Rs. 3550.36 crores, compared to Rs. 2018.77 crores for June 06 year ending, an increase of almost 76 per cent.
- PBT increased to Rs. 181.01 crores in June 07 from Rs. 91.90 crores in June 06, a rise of over 97 per cent.
- Net profit improved by over 87 per cent from Rs. 64.16 crores for the year ended June 2006 to Rs. 119.99 crores for the year ended June 2007.



[[LIFESTYLE RETAILING]]

Upcoming Stores

Store Count	Square Feet	Month of Opening	Location
5th Central	1,00,000	November 2007	Pune

The chain is to expand to nearly 10 stores by FY2008



Popular and stylish Bollywood actors, **Lara Dutta** and **Bobby Deol** were signed as the new faces of Pantaloons. Known for their distinctive style statements, the Pantaloons Fresh Fashion credo will leverage the actors' universal appeal and thereby enhance the imagery of the 'Pantaloons' brand. The actors will feature in a new TV commercial and print ad shortly.

One Pantaloons store opened in September at Ghaziabad with the conversion of the Fashion Station outlet at the same location. The total count of Pantaloons Fresh Fashion stores stands at 32.



Store Count	Square Feet	Date of Opening	Location
32nd Store	17,000 sq.ft.	23rd September 2007	Shipra, Ghaziabad

Upcoming Stores

4 Pantaloons Fresh Fashion stores are scheduled to open during the months of October & November 2007.



sasta aur achha kahin nahi!

[[VALUE RETAILING]]



Big Bazaar has tied-up with Yash Raj Films for the exclusive rights of the sale of merchandise inspired from their soon to be released film '**Laaga Chunari Mein Daag**'. As a part of the tie-up Big Bazaar will create specially themed merchandise across various fashion categories, namely traditional ethnic, casuals and western wear, ushering in the festive season.

September welcomed 2 Big Bazaar stores at Belgaum and Vijayawada spread over nearly 103,000 square feet. The number of Big Bazaar stores now stands at 68.

Store Count	Square Feet (incl. Food Bazaar)	Date of Opening	Location
67th Store	53,000 sq.ft.	15th September 2007	Belgaum, Karnataka
68th Store	50,000 sq.ft.	21st September 2007	Vijayawada, Andhra Pradesh

Upcoming Stores

9 Big Bazaar stores, including cut-in Food Bazaar's, are scheduled to open during the months of October & November 2007 across 8 cities.

The total number of Food Bazaar stores now stands at 98 with the opening of 3 stores in the month of September.

Store Count	Square Feet	Date of Opening	Location
96th Store	11,000 sq.ft.	10th September 2007	Hi Life Mall, Santacruz (W), Mumbai
97th Store	7,000 sq.ft.	15th September 2007	Belgaum, Karnataka
98th Store	8,500 sq.ft.	21st September 2007	Vijayawada, Andhra Pradesh

Upcoming Stores

The months of October & November 2007 will witness about 9 Food Bazaar stores, including cut-ins in Big Bazaar's, to be operational across 8 major towns and cities.

Home Solutions Retail (India) Limited

2 Home Town stores opened in Hyderabad and Bangalore, 2 E-Zone stores opened in Kolkata and Delhi, while 1 Furniture Bazaar and 1 Collection I store opened in Mumbai and New Delhi respectively, in the month of September.

Store Count	Square Feet	Date of Opening	Location
14th E-Zone	13,000 sq.ft.	19th September 2007	Vikas Marg, New Delhi
15th E-Zone	10,000 sq.ft.	29th September 2007	E Mall, Chitranjan Avenue, Kolkata
8th Collection I	9,000 sq.ft.	26th September 2007	V3S Mall, New Delhi
6th Furniture Bazaar	7,000 sq.ft.	29th September 2007	Raghuleela Mega Mall, Mumbai



Store Count	Square Feet	Date of Opening	Location
3rd Home Town	1,25,000 sq.ft.	8th September 2007	Panjagutta, Hyderabad
4th Home Town	1,80,000 sq.ft.	28th September 2007	Marathalli, Bangalore

Upcoming Stores

The months of October & November 2007 will witness an expansion in 8 cities, comprising of about 6 E-Zone's, 4 Collection I stores and 5 Furniture Bazaar outlets.

FUTURE GROUP- TITLE PARTNER FOR FUTURE CUP (INDIA VS AUSTRALIA ODI CRICKET SERIES)

Future Group came in as the Title Partner for the 'Future Cup', the 7 match One-Day International Cricket Series between India and Australia, starting in Bangalore from September 29, 2007. Future Group will be associated with the development, branding and promotion of the game to be played between the two teams.



PANTALOON RETAIL (INDIA) LIMITED INTRODUCES PRISM

PRISM (Pantaloen Retail's Inspirational Store Managers), a unique fast track career progression programme initiated by the Human Resources function for Assistant Store Managers, Department Managers and Senior Executives from Support Functions was introduced in August.



PRISM aims to address the need for identifying, developing and mapping competent store managers for the future from the existing talent pool in order to keep pace with the growth in business, manpower needs, developing their managerial skills and assuming higher responsibilities. All short listed candidates are provided with a Development Plan for a period ranging from 4 months to 6 months which includes training and mentoring in the various areas of a Store Manager's function. These will include grooming, training in general management skills, on-the-job mentoring, on-the-job training by a buddy and live projects at the store.



The 6th Brand Factory store opened in Ghaziabad in the month of September.

Upcoming Stores

Store Count	Square Feet	Date of Opening	Location
6th Brand Factory	55,000 sq.ft.	25th September 2007	AEZ Carnival Country Mall, Ghaziabad



The months of August and September witnessed the opening of 3 Shoe Factory stores in Raipur and Mumbai. The total count of Shoe Factory outlets stands at 20.

Store Count	Square Feet	Date of Opening	Location
18th Shoe Factory	4,000 sq.ft.	27th August 2007	City Mall, Raipur
19th Shoe Factory	4,250 sq.ft.	14th September 2007	Thakur Shopping Mall, Mumbai
20th Shoe Factory	3,250 sq.ft.	14th September 2007	Raghuleela Mega Mall, Mumbai



3 M-Port stores opened in the month of September, taking the tally of M-Port's to 6.

Store Count	Square Feet	Date of Opening	Location
4th M-Port	1,300 sq.ft.	10th September 2007	Rave Moti Mall, Kanpur
5th M-Port	1,200 sq.ft.	24th September 2007	Thakur Shopping Mall, Mumbai
6th M-Port	700 sq.ft.	28th September 2007	10 Acres, Ahmedabad

SONY PICTURES, SLB FILMS AND FUTURE GROUP TIE UP FOR 'SAAWARIYA'

Sony Pictures Entertainment Films India and SLB Films in alliance with Future Group will launch a special range of 'Saawariya' merchandise across all PRIL retail properties in over 42 cities. Specially created merchandise will be available in categories such as clothing, home, bed, bath & linen and beauty products, along with special promotions around the movie for customers.

Specially sourced and designed products such as cosmetics, caps, badges, wristbands, coffee mugs and stationery will be available within the stores along with 'Saawariya' audio CDs. In addition, the films actors, Ranbir Kapoor and Sonam Kapoor, will promote the film by being present at most major stores.

