

Investor Update

PANTALOON
RETAIL (INDIA) LIMITED



INVESTOR UPDATE - February 2005

February Sales

Sales for the month of February from value retailing stood at Rs. 46.06 crores, while lifestyle retailing contributed sales of Rs. 46.20 crores. Value retail displayed a same store growth of 21.99 per cent and lifestyle retailing of 31.41 per cent.

	Feb-05	Feb-04	YoY%	July- Feb-05	July- Feb-04	% change
Particulars	Sales	Sales		Sales	Sales	
Value Retailing	46.06	25.35	81.70	381.95	201.53	89.53
Life Style Retailing	46.20	21.52	114.68	270.70	144.45	87.40
TOTAL	92.26	46.87	96.84	652.65	345.98	88.64
Same Store Growth						
Value Retailing	28.63	23.47	21.99	262.53	198.51	32.25
Life Style Retailing	28.28	21.52	31.41	172.85	144.45	19.66

Sales are in rupees crore

Note:

1. The above sales figures for the month of February 2005 and February 2004 include SIS and consignment sale of Rs. 8.67 cr and Rs. 3.82 cr respectively.

New Space Signed

The company has recently signed over 1.3 million square feet of retail space across various formats in different cities.

Acquisition

Leisure and entertainment account for over six percent of the aspirational consumer spend and this share is growing rapidly. With the number of malls multiplying rapidly all over the country, there is a heavy demand for quality options in leisure and entertainment. To cater to this ever-growing market, PRIL has acquired 15.73 per cent stake in Galaxy Entertainment through the preferential route. An emerging player in the entertainment business, Galaxy has strong brand equity in Mumbai where it owns and operates Sports Bar, Brew Bar, Bowling Alleys and Rain Restaurant. Through this acquisition, Pantaloon expects to cater to the leisure and entertainment needs of the customers.

LIFESTYLE RETAILING

 **CENTRAL**

SHOP, EAT, CELEBRATE | IN THE HEART OF OUR CITY.

Upcoming Store -

- 3rd Central of 1,37,000 square feet is scheduled to come up in Pune in March/April 2005

-fashioned by-

Pantaloons

Pantaloons ushered in the golden memories of the past through the *Retro* line of clothing. The *Rewind Retro* Wear is inspired by the fashion of the era gone by. Launched across all Pantaloons stores towards the middle of February, the collection brings back the bold polkas and floral prints from the 60's and 70's.

Fusion wear is the new kid on the block in the women's fashion scene in India. It combines the western silhouette with traditional Indian prints. The company has introduced a whole new line under its existing ethnic wear private label *akkriti*. This line takes its inspiration from Bagru, a small village in Rajasthan that has pioneered the art of block printing - a craft that is handed down from generation to generation. The products under this concept include trousers and Capri's with matching tops and accessories.



akkriti

VALUE RETAILING

BIG BAZAAR

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

Upcoming Stores-

- 14th Big Bazaar of 50,000 sq feet is scheduled to come up at Lake City, Thane in March/April 2005
- 15th Big Bazaar of 55,000 sq feet is scheduled to come up at Kandivli, Mumbai in March/April 2005
- 16th Big Bazaar of 23,000 sq feet is scheduled to come up at Dreamplex, Durgapur in March/April 2005

FOOD BAZAAR
WHOLESALE PRICES

Food Bazaar is about to launch whole-wheat flour under the existing private label Premium Harvest in March. Made from the best quality whole wheat available in India, the flour will be available in two different sizes. The product has been priced at a discount of 15 per cent when compared to the existing players in the market.

Upcoming Stores-

- 24th Food Bazaar of 10,000 sq feet is scheduled to come up at Lake City, Thane in March/April 2005
- 25th Food Bazaar of 10,000 sq feet is scheduled to come up at Kandivli, Mumbai in March/April 2005
- 26th Food Bazaar of 5,000 sq feet is scheduled to come up at Dreamplex, Durgapur in March/April 2005
- 27th Food Bazaar of 8,000 sq. feet. is scheduled to come up in Central at Pune in March/April 2005