# Retail (India) Limited a "future group" venture

### **BIG BAZAAR 50TH STORE CELEBRATIONS**

Big Bazaar is all set to add yet another milestone with its store count close to touching the 50 Landmark. To celebrate the occasion, Big Bazaar kicked off a very unique consumer offer- "Big Bazaar 50th Store Celebrations" campaign, awarding free shopping of upto Rs.5000/- to every 50th lucky customer, every store. The total operational area under Big Bazaar now stands at nearly 2.5 million square feet.

#### 7 PANTALOONS FRESH FASHION STORE OPENINGS IN MARCH 2007

The month of March saw the biggest department store expansion ever witnessed in the country, with 7 Pantaloons stores opening up in a single month, totaling to nearly 2,00,000 square feet. This was indeed a great achievement and took the fresh fashion offering to a whole new set of consumers across major cites and towns. The total area under Pantaloons now stands at nearly 0.7 million square feet.

#### **1ST HOME TOWN OPENS AT NOIDA**

The company's first Home Town of over 1,25,000 square feet opened on 6th April at Great India Place, Noida. The first of its kind concept, comprises of a wide range of product categories from home textiles and furnishing, furniture, building material and accessories, appliances, consumer electronics and electricals, as well as home services for the new home owner to choose from. In addition, Home Town received an overwhelming response with two of the countries large real estate companies placing orders worth Rs.220 crores for 8,000 flats, with Home Town.









### ALPHA FUTURE DUTY FREE SHOPS OPEN AT DELHI AIRPORT



Alpha Future, the joint venture between Future Group and Alpha Airport Group, UK opened its first Duty Free Shops at the Indira Gandhi International Airport, Delhi in March. Spread over 8,000 square feet of retail space, these shops at the arrival and departure lounges, will offer the customers a new and exciting shopping experience. With over 7,000 duty free items to choose from, ranging from liquor and tobacco to perfumes and cosmetics and from fashion and accessories to confectionery items, the Alpha Future shops will provide the Indian travellers, who are among the large duty free spenders in the world, access to the best brands across consumption categories.

#### PANTALOON RETAIL (INDIA) LIMITED AWARDED 'EMERGING MARKET RETAILER OF THE YEAR 2007'

Pantaloon Retail (India) Limited was conferred the 'Emerging Market Retailer of the Year 2007' award at the inaugural World Retail Congress, Barcelona, Spain in March. This award is given to a retailer, who characterizes entrepreneurship, originality and adaptability, from an emerging market. The finalists included B&Q Asia, Hong Kong, Edgars Consolidated Stores from South Africa, Matahari from Indonesia and Shufersal of Israel.

### **March Sales**

Sales in March '07 from Value Retailing stood at Rs. 181.49 crores, while sales from Lifestyle Retailing stood at Rs.66.57 crores. Sales from Home Retailing stood at Rs. 28.55 crores. Same store growth under Value Retailing was 10.26 per cent and under Lifestyle Retailing 20.98 per cent.

Particulars	Mar-07	Mar-06	YoY%	July- Mar-07	July- Mar-06	%
	Sales	Sales	Change	Sales	Sales	Change
Value Retailing	181.49	104.57	73.56	1,588.02	921.86	72.26
Life Style Retailing	66.57	39.12	70.17	692.79	480.07	44.31
Home Retailing	28.55	-	-	232.41	-	-
Total	276.61	143.69	92.50	2,513.22	1,401.92	79.27
Less:Inter-Company Sales	12.44	-	-	139.54	-	-
Total	264.17	143.69	83.84	2,373.69	1,401.92	69.32
Same Store Growth						
Value Retailing	115.31	104.57	10.26	1,097.98	919.97	19.35
Life Style Retailing	47.33	39.12	20.98	587.64	476.63	23.29
Home Retailing	28.55	-	-	232.41	-	-

Sales are in rupees crore

Note:

1.1 The above sales figures for the month of March 2007 and March 2006 includes SIS sale of Rs.4.12 cr. and Rs.6.20 cr. respectively.

# **INVESTOR UPDATE**

# pantalons

### [[LIFESTYLE RETAILING]]

### 7 Pantaloons stores opened in the month of March'07 totaling to 2,00,000 square feet, and geographically spread across 6 cities

Store Count	Square Feet	Date of Opening	Location
25th Store	15,000 sq.ft.	9th March 2007	Nelson Manickam Road, Chennai
26th Store	85,000 sq.ft.	17th March 2007	Orchid Point, Kakurgachi, Kolkata
27th Store	20,000 sq.ft.	19th March 2007	White Field, Vaswani Matrix, Bangalo
28th Store	30,000 sq.ft.	22nd March 2007	Great India Place Mall, Noida
29th Store	10,000 sq.ft.	25th March 2007	TDI Mall, Agra.
30th Store	25,000 sq.ft.	30th March 2007	Iskcon Mall, Surat
31st Store	15,000 sq.ft.	30th March 2007	Lido Mall, Ulsoor, Bangalore

### Upcoming Stores

Store Count	Square Feet	Month of Opening	Location
32nd Store	15,000 sq.ft	April/May 2007	Milan Subway, Mumbai

## **BIG BAZAAR**

sasta aur achha kahin nahi

# [[ VALUE RETAILING ]]

3 Big Bazaar stores opened in the months of March and April, totaling to nearly 1,35,000 square feet of retail space.

Store Count	Square Feet (incl. Food Bazaar)	Date of Opening
47th Store	45,000 sq.ft	19th March 2007
48th Store	60,000 sq.ft	6th April 2007
49th Store	30,000 sq.ft	6th April 2007

Location Great India Place, Noida Premier Plaza, Chinchwad, Pune Maruti Mall, Patia, Bhubaneshwar

### **Upcoming Stores**

13 Big Bazaar stores, including cut-in Food Bazaar's, are expected to open during the months of April & May 2007, amounting to nearly 5,65,000 square feet and catering to 11 cities and towns.

### FOOD BAZAAR

The months of March and April witnessed the opening of 6 Food Bazaar stores totaling to nearly 40,000 square feet. The total area operational now stands at about 0.77 million square feet.

Store Count	Square Feet	Date of Opening	Location
71st Store	12,000 sq.ft.	17th March 2007	Orchid Point, Kakurgachi, Kolkata
72nd Store	6,000 sq.ft.	19th March 2007	White Field, Vaswani Matrix, Bangalore.
73rd Store	2,500 sq.ft.	19th March 2007	Infocity, Bhubaneshwar
74th Store	7,000 sq.ft.	19th March 2007	Great India Place, Noida
75th Store	7,500 sq.ft	6th April 2007	Premier Plaza, Chinchwad, Pune
76th Store	5,000 sq.ft	6th April 2007	Maruti Mall, Patia, Bhubaneshwar

### Upcoming Stores

The months of April & May '07 will witness about 20 Food Bazaar stores, including cut-ins in Big Bazaar's, to be operational. Spread over nearly 1,70,000 square feet, they would be present in 15 major towns and cities.

### Home Solutions Retail (India) Limited

March welcomed a total of 4 stores totaling to about 30,000 square feet opened in the electronics and furniture formats.

Store Count	Square Feet	Date of Opening	Location
7th Collection I	8,000 sq.ft.	17th March 2007	Kakurgachi, Kolkata
8th Collection I	6,000 sq.ft.	20th March 2007	White Field, Vaswani Matrix, Bangalore.
8th E-Zone	6,000 sq.ft.	17th March 2007	Kakurgachi, Kolkata
9th E-Zone	10,000 sq.ft.	20th March 2007	White Field, Vaswani Matrix, Bangalore

### **Upcoming Stores**

The months of April and May will see significant expansion by nearly 2,32,000 square feet in 10 cities, comprising of nearly 12 E-Zone stores in the electronics and consumer durables categories, while the Furniture, Furnishings and Home Accent's categories' demand would be met by 8 Collection I stores and 6 independent Furniture Bazaar outlets.

### HomeTown

### Upcoming Stores

Store Count	Square Feet	Month of Opening	Location
2nd Home Town	1,00,000 sq.ft.	April/May 2007	Ahmedabad





March and April witnessed the opening of the 3rd and 4th Brand Factory stores. With the opening of these stores, the total operational area stands at about 2,60,000 square feet.

Store Count	Square Feet	Date of Opening	Location
3rd Brand Factory	75,000 sq.ft.	9th March 2007	Ahmedabad
4th Brand Factory	50,000 sq.ft.	6th April 2007	Pune



### [[JOINT VENTURE INITIATIVE ]]

Store Count	Square Feet	Date of Opening	Location
1th Shoe Factory	4,000 sq.ft.	16th March 2007	Crystal Court, Jaipur
12th Shoe Factory	4,000 sq.ft.	16th March 2007	Himalaya Mall, Ahmedabad
13th Shoe Factory	4,000 sq.ft.	4th April 2007	E-City Mall, Lucknow
14th Shoe Factory	6,000 sq.ft.	8th April 2007	Raj Bhavan Road, Hyderabad