FUTURE RETAIL

30th August, 2016

To,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Scrip Code: 540064

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051

Scrip Symbol : FRETAIL

Dear Sirs,

Sub.: Presentation to Analysts / Investors

Please find enclosed herewith the presentation being forwarded to Analysts / Investors on the Unaudited Financial Results of the Company for the Quarter ended 30th June, 2016.

The above presentation is also available on Company's website www.futureretail.co.in

Kindly take the above information on your records.

Yours truly,
For **Future Retail Limited**

Virendra Samani
Dy. Company Secretary

Encl: as above

FUTURE RETAIL

Investor Update – Q1 FY2017

BIG BAZAAR Making India Beautiful | easyday | fbb India's Fashion Hub | Foodhall | e zone smarter living | HomeTown The Art Of Better Living

FUTURE RETAIL

Financial performance

The Company is now a pure play Retail Company focused on ROCE and strengthening of its Balance Sheet

Quarter Highlights – Q1 FY17

- The company reported standalone income from operations of ₹ 3,980 cr. for the quarter ended June-16' .
- The company posted PAT of ₹ 70 cr.
- Same Store Sales Growth for Value Business was 9.4%, while for Home Business was 4.9 %.
- Gross area addition during the quarter ended June-16' was 0.3 mn sq ft space and total area increased to 13 mn sq ft.

Corporate Announcement

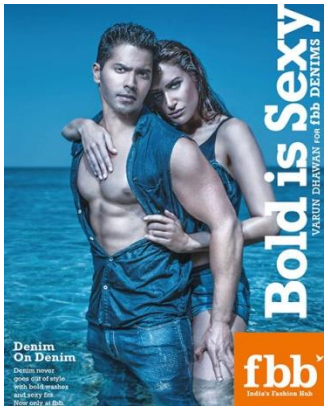
- Future Retail Limited (*formerly known as - Bharti Retail Limited*) and Future Enterprise Limited (*formerly known as - Future Retail Limited*) has given effect to the Scheme of Arrangement for realignment of retail operations from May 1, 2016.
- The Company has allotted and credited / dispatched 1 full paid Equity Share of Rs. 2 each of the Future Retail Limited in exchange of each equity shares or Class B (Series 1) shares held in Future Enterprises Limited, into the demat account of shareholders having demat account or physical shares to the shareholders holding physical shares certificate. These shares shall rank pari passu with the existing equity shares of the Company.
- The Company received permission for trading in its equity shares from the Stock Exchanges and accordingly trading in shares has commenced with effect from August 29,2016.

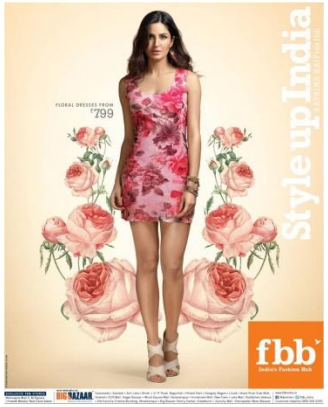
Key Initiatives

- The Company has taken lot of initiatives to sell non-food merchandise like luggage, crockery, toys, stationary, beauty products, kitchen utilities, home furnishings etc apart from fashion.

- fbb was featured in regional and national magazine like Filmfare, Cosmopolitan, JetWings, Sananda and Grihashobha featuring Katrina Kaif. fbb continued its association with “fbb Femina Miss India” to connect with the fashion-conscious youth through brand ambassadors Varun Dhawan and the fbb Femina Miss India 2016 finalists.

- fbb introduced sports wear and everyday casual wear brand ‘Champion’ in vibrant colours with around 130 options and 38 styles for men, women and kids at a competitive prices including shorts, tracks, crew neck, polo, tank tops , leggings and tees.

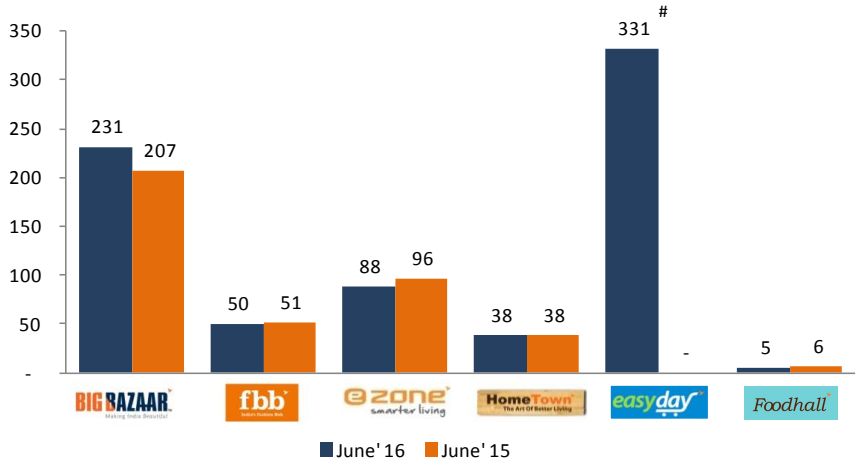




New Store Additions

Total Store Count and Retail Space

	Big Bazaar	fbb	ezone	HomeTown	easyday	Foodhall
June' 16	9.83	0.50	0.50	1.27	0.75	0.08
June' 15	8.77	0.52	0.54	1.34	0.00	0.10



easyday includes KBFP store count and store area, as KBFP stores has been rebranded as the easyday stores in line with the convenience stores strategy of the Company.

Stores opened quarter ended June' 16

Format	Date of opening	Sq. Ft.	Location
Big Bazaar	Apr-16	26,564	Pune
	Apr-16	23,012	Gaya
	Apr-16	59,491	Hyderabad
	Apr-16	36,365	Indore
	May-16	25,843	Keonjhar
	Jun-16	30,676	Nellore
HomeTown	Jun-16	17,402	Mumbai
ezone	Apr-16	7,627	Pune
	Apr-16	3,026	Hyderabad
	Apr-16	864	Bangalore
	Jun-16	6,602	Mumbai
Foodhall	Apr-16	4,218	Gurgaon

Stores opened quarter ended June'16

Format	Date of opening	Sq. Ft.	Location
easyday	Apr-16	2,625	Muktsar
	Apr-16	2,619	Muzaffarnagar
	Apr-16	2,619	Muzaffarnagar 1
	Apr-16	2,684	Ramnagar
	Apr-16	2,916	Dehradun
	Apr-16	2,500	Hoshiarpur
	Apr-16	2,585	Gurudaspur
	Apr-16	2,400	Barnala
	Apr-16	2,470	Tohana
	Apr-16	2,637	Rampur
	Apr-16	2,418	Dehradun
	Apr-16	2,353	Agra
	Apr-16	1,624	Naraingarh
	Apr-16	1,844	Bazpur
	Apr-16	2,500	Dehradun
	Apr-16	2,880	Hoshiarpur
	Apr-16	2,770	Jind
	Apr-16	1,765	Sultanpur
	May-16	2,752	Khanna
	May-16	2,508	Haridwar
	May-16	2,664	Kotdwar
	May-16	2,728	Meerut
	Jun-16	2,425	Banga
	Jun-16	2,500	Quadiyan

FRL Standalone - P&L Statement

	3 months ended
Particulars (₹ cr.)	**30-June-16#**
Net Sales	3,892
Other Operating Income	88
Total income from Operations	**3,980**
Purchase of stock-in-trade	3,109
Changes in inventories	-130
Gross Profit	**1,000**
Gross Margin %	**25.1%**
Employee benefits expense [1]	189
Rent including lease rentals	331
Other Expenditures	364
Total Operating Expenses	**884**
Other Income	6
EBITDA	**122**
EBITDA Margin %	***3.1%***
Depreciation and amortisation	7
EBIT	115
Finance Costs	45
PBT	71
PAT	71
PAT %	***1.8%***

1: Includes Operating Lease cost for Retail Infrastructure.

#: Financials for 3 months ended June '16 and June '15 are not comparable figures as the impact of Future Enterprises Retail Business acquisition and demerger of Infrastructure part of the Company are included from 1 October 2015.