FUTURE CONSUMER ENTERPRISE LIMITED

an integrated food & FMCG company

13th August, 2016

To,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400 001
Scrip Code: 533400

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

Dear Sir/Madam,

Sub.: Intimation of Conference Call

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Company will host a Conference Call on Friday, 19th August, 2016, at 3.30 p.m. IST /6.00 p.m. HKT & SGT to discuss on the Un-audited Financial Results of the Company for the quarter ended 30th June, 2016.

The presentation to be made to the analysts / investors is enclosed herewith.

The aforesaid information alongwith the presentation is also available on the Company's website www.futureconsumer.in.

Kindly take the same on record.

Yours truly,
For **Future Consumer Enterprise Limited**

Manoj Gagvani
Company Secretary & Head – Legal

FUTURE CONSUMER ENTERPRISE LIMITED

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Sharing the Joy of Food

Investor Update – Q1 FY 2017



Disclaimer

This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates', or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized.

The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events.

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BUSINESS OVERVIEW

Integrated Food & FMCG Company

Food & FMCG Brands



Two Strong Pillars Supporting the Furtherance of Business Purpose

Distribution Network

- Overall distribution footprint of ~3,800 stores
  - Access to a vast network of over 770 Future Group retail outlets
  - Extended Modern trade distribution at Metro, HyperCity, Star Bazaar and Spar
  - Continue to leverage General Trade distribution of Kara and Rajasthan Fair Price Shops

Sourcing & Manufacturing

- Strong presence in sourcing of agri commodities and fresh produces
- Dairy & Bakery manufacturing facility in Southern India
- Frozen Vegetables / Snacks and Chutney facilities
- Oats facility in Sri Lanka
- International tie-up with global brands

FCEL - Ind AS Implementation

- As per SEBI guidelines, Ind-AS is applicable to FCEL from 1st April 2016
- FCEL is adopting Ind-AS in a phased manner, and accordingly
  - Financial results for Q1 FY17 and Q1FY16 are as per Ind-AS requirements
  - Balance Sheet under Ind-AS will be published in the Q2FY17
- This implementation plan is as per the relaxation provided by SEBI for first time adoption of Ind-AS

Quarter Ended Q1 FY17- At a Glance

1	On a strong revenue growth trajectory with top line growth of 57%**
2	Continued on the path of profitability with an EBITDA of ₹36 mn
3	Brands like Tasty Treat (52%), Clean Mate & Care Mate (28%) continued to drive higher sales growth
4	Branded Staples (57%) and F & V Brands (277%) registered strong growth
5	Distribution footprint of over 3,800 stores including General Trade reach of ~1,000 stores
6	Completed fund raise of ₹1,340 mn from IFC on 1st Jul 2016
7	During the quarter, repaid debt of ₹1,889 mn
8	Received one notch ratings upgrade from 'CARE A-' to 'CARE A'

** Adjusted for impact of convenience stores franchised since Feb'16

Overview – Q1 FY17 vs Q1 FY16

Top Line Growth

57%**

** Like to like growth, excluding impact of convenience stores franchised effective from Feb'16

Reported Topline Growth: 35%

EBITDA (₹ mn)



Portfolio: Key Brands and Categories

Brands Business Constituted ~91%(1) of Our Top Line in Q1 FY17

Food and Beverages (94%)	Branded Staples, Dairy and Bakery, Fruits and Vegetables, Snacks, Juices, Frozen Foods, Ready to Cook Foods among others
Home & Personal Care (6%)	Wipes, Body Wash, Body Lotion, Toilet and Floor Cleaners, Kitchen Aides

Note: Swiss Tempelle launched in Q2 FY17

1. Remaining 9% largely represents revenues from Food Park, Aadhaar and others.

KEY BUSINESS DEVELOPMENTS

Extending the Portfolio across Food & Beverages

- Sunkist launched exciting range of fusion drinks including Lemon Cucumber Mint, Mojito and Orange Lemon Lime flavors



- Expanded Olive Oil portfolio to include the Pure variant







- Tasty Treat now offers snacks including Crispy Strips and Nimbu Chatka

- Launched fine besan coarse besan and roasted suji along with Besan Pakoda and Upwas flavors



- Nilgiris introduced artisanal, wholesome range of breads fresh from the oven



Exciting Launches in Personal Care Category

- Extending its Beauty On the Go positioning, Kara launched a new range of Nail Polish Remover Wipes
- Available in various fruity fragrances such as Strawberry, Lemon and Orange and are enriched with Olive Oil and Vitamin E



- Expanded Caremate's personal care offerings to include Hand Sanitizers



Swiss Tempelle

Launched across Big Bazaar stores in early August





- Launch includes 6 variants – 3 Body Wash, 3 Body Lotions
- Currently establishing a network in 140 Big Bazaar stores, with plans to roll out across the entire Future Group network
- Plans to pilot the brand across General Trade and other Modern Trade channels

Distribution Network Spanning across Channels

Presence across leading organized retailers



- Access to a strong network of ~770 hypermarkets & convenience stores across Future Group
- Continued to expand the Modern Trade reach by adding HyperCity to the network
  - Modern trade channels including Star Bazaar, Metro and Spar witnessing strong traction
- Partnership with Rajasthan Public Distribution System extended to ~2,018 Fair Price Shops
- Continue to leverage the distribution network of Kara
- Already extended the General Trade network in Varanasi, Allahabad and Ghazipur
- Creating online presence
  - Launched Kara across leading online chains including Big Basket, Amazon, Flipkart, Nykaa, Firstcry, Babyoye
  - Launched Golden Harvest across leading online channels such as Big Basket and Amazon

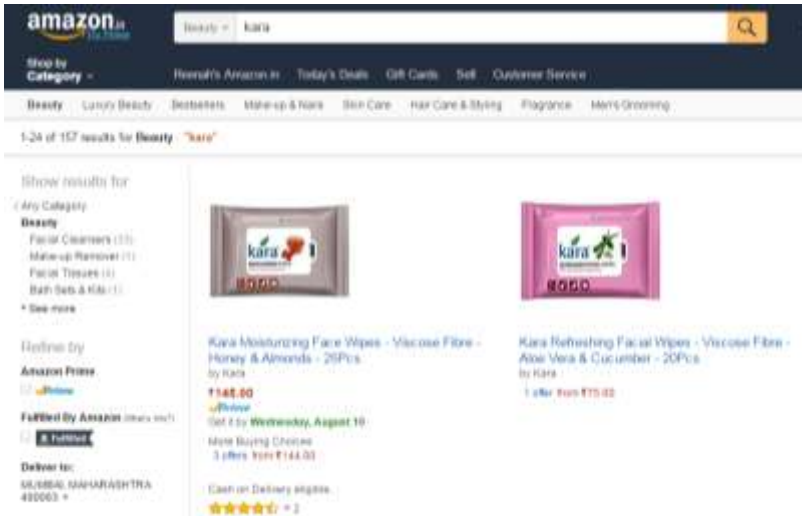
General Trade Launch

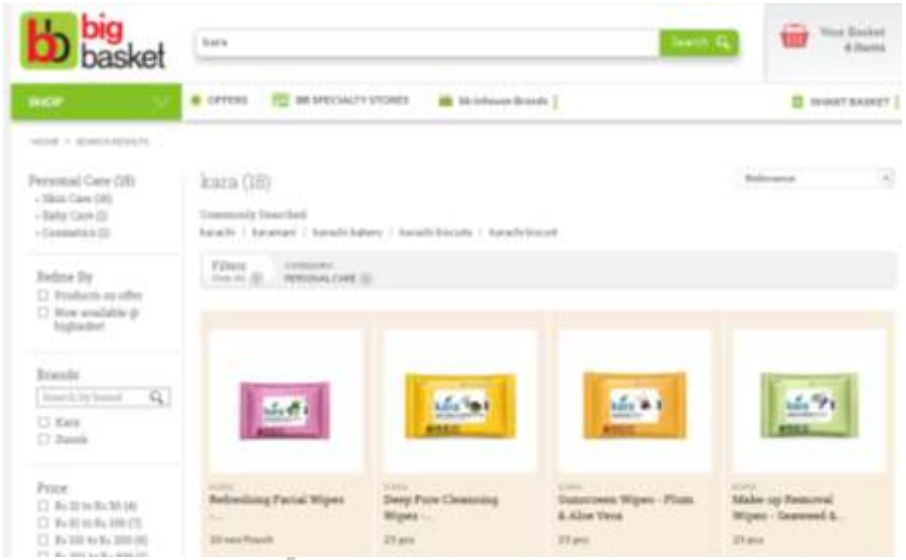
- Extended General Trade supply to over 700 General Trade stores in Allahabad, Varanasi and Ghazipur via 4 distributors in the region

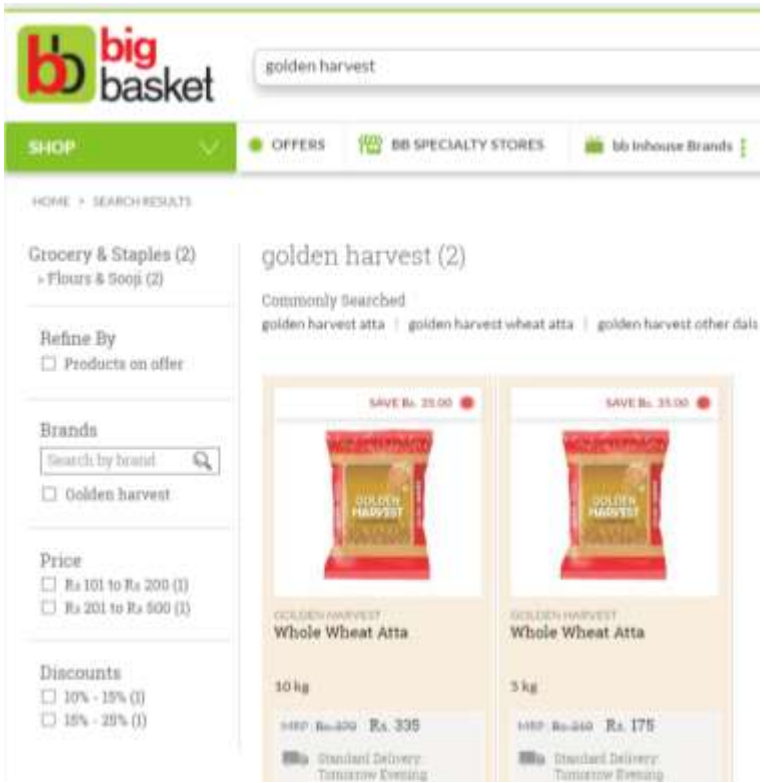




Extending the Reach to Online Platforms







Environment, Health and Safety Policies Implemented

"SAFETY FIRST, SAFETY ALWAYS"

- Aim of creating sustainable businesses through the establishment and implementation of good international industry practices like the World Bank Group EHS Guidelines and relevant national laws, regulations and applicable requirements of stakeholders
- Focusing on occupational Health & Safety in planning and decision making
- Taking account of Occupational Health & Safety in planning and decision making of all business processes
- Providing and maintaining facilities, equipment, operations and working conditions which are safe for our employees, visitors, contractors, customers, consumers, environment and communities in and around our establishments

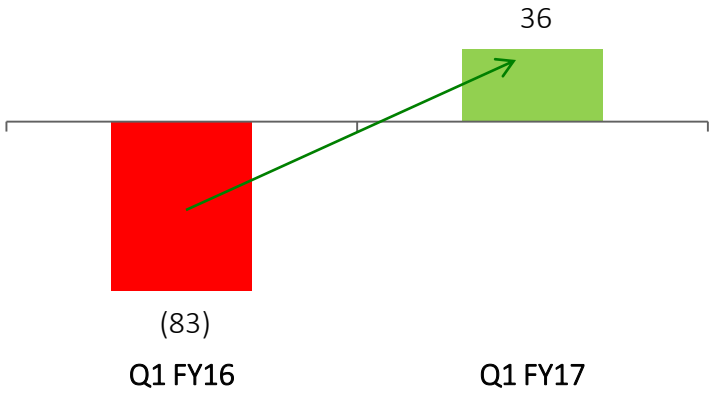
Board of Directors Approved the Environment, Health and Safety Policies

FINANCIAL OVERVIEW

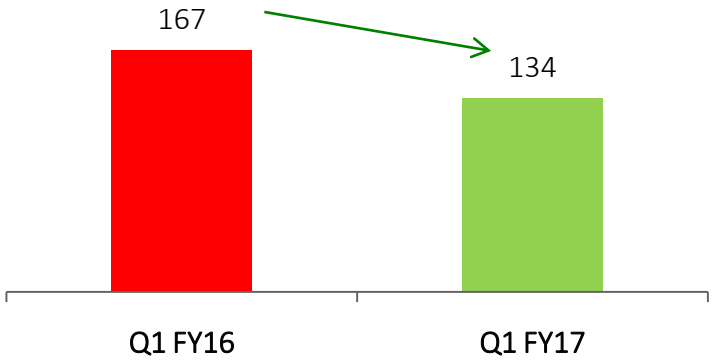
Performance Overview - Q1 FY17

- Total Operating Income increased significantly from ₹3,449mn (Q1FY16) to ₹4,671 mn (Q1FY17) representing a 35% growth
  - Tasty Treat continues to register strong growth of 52% on YoY basis
  - Branded Staples registered a strong growth of 57% on the back of high growth in Golden Harvest
  - Branded Fruits & Vegetables : Soo Fresh, Go Bananas, Bloom registered combined growth of over 277% on YoY basis
  - Home & Personal Care Brands: witnessed high growth across brands Clean Mate (31%) and Care Mate (22%)
    - KARA continued to report 18% sequential growth (vs Q4FY16); Brand was acquired in July 2015

EBITDA Improvement on the Back of High Growth



Interest Expense Declined by ₹ 33 mn



Consolidated Income Statement

Particulars (In ₹ mn)	Quarter Ended Q1 (FY 17)	Q1 (FY 16)
Total Operating Income	**4,671**	**3,449**
Y-o-Y Growth (%)	*35%*	
Gross Margin	**662**	**529**
Other Income	28	13
Total Income	**690**	**542**
Other Operating Cost	654	626
EBITDA	**36**	**-83**
Depreciation	77	73
Interest Expense	134	167
Interest Income	-24	-68
PBT	-151	-255
Tax*	7	0
Profit/(loss) in JV / Associate / Minority Interest	-49	-36
Consolidated PAT	**-207**	**-291**

Financials are as per Ind-AS

- Topline witnessed a 57% like for like growth, excluding impact of convenience stores franchised effective from Feb'16
- Continued on the path of profitability with an EBITDA of ₹36mn
- Interest expense declined by ₹33mn on YoY basis
- During the quarter, repaid ₹1,889mn debt

Note: YoY and numbers are not comparable as Convenience Stores have been included only up to January'16
* Includes the impact of discontinued operations in Q1 FY17

Appendix – Key Impact Areas as per Ind-AS

- Consolidation of Joint Ventures under Equity Method (Single line item of Profit / Loss)
- Measurement of financial instruments at fair value
- Bifurcation of compound instruments into equity & liability components
- Business combinations to be accounted at fair value of assets & liabilities acquired
- Government grants are treated as deferred income and shall be apportioned on a systematic basis to the stated of Profit & Loss

NAMASTE!!

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