

SEC/080/2015-16

January 29, 2016

BSE Limited Mumbai Samachar Marg, Fort, Mumbai - 400 001. Stock Code : 532638	National Stock Exchange of India Ltd. Exchange Plaza, Bandra-Kurla Complex. Bandra. (East) Mumbai-400 051. SHOPERSTOP
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Dear Sirs,

Sub : Press Release and Quarterly performance presentation : Un-audited financial results for the third quarter and nine months ended on December 31, 2015.

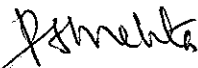
Enclosed please find herewith, a press release and Quarterly performance presentation in respect of un-audited financial results for the third quarter and nine months ended on December 31, 2015.

The above information is also available on the website of the Company.

Kindly take the same on records.

Thanking you,

Yours faithfully,
For Shoppers Stop Limited


Prashant Mehta
Vice President - Legal &
Company Secretary

Encl : aa

SHOPPERS STOP

START SOMETHING NEW

Shoppers Stop Gross Retail Turnover up 17.2% Net Profit up 71.3%

Highlights of Q3FY16

- Gross Retail Turnover touches Rs. 990.1 crores; a jump of 17.2% over Q3FY15
- Net profit stood at Rs.23.6 crores; a growth of 71.3%
- EBIDTA at Rs. 71.2 crores a growth of 33% over Q3FY15
- 117,670 members added to First Citizen Loyalty Programme
- Crossed 7.7 million fans on Facebook
- **Total stores added in the quarter:** 2 Shoppers Stop store, 1 HyperCity store, 1 MAC Store , 1 Mothercare store and 1 Crossword store.

Total Retail area – 42.63 lacs sq.ft

Total First Citizens members – 40.41 lacs

Mumbai, January 29, 2016: Shoppers Stop Ltd (SSL), India's prominent retail group (operator of large format department stores, home stores, specialty stores like Crossword, Mothercare, M.A.C, and hypermarkets) today reported a gross retail turnover of Rs.990.1 crores for the quarter ended December 31st, 2015 as against Rs.844.8 crores in the corresponding period last year. Net Profit for the quarter stood at Rs.23.6 crores.

With 76 stores across 36 cities in India, Shoppers Stop continues to grow and expand its retail footprint. This quarter, SSL added 2 Shoppers Stop stores in Jaipur and New Delhi, 1 HyperCity store in Noida, 1 MAC Standalone store at Hyderabad, 1 Mothercare store in Jaipur and 1 Crossword store in Gurgaon.

Driving ahead its successful Loyalty program, SSL continued to expand its membership base adding 117,670 new members to the First Citizen Loyalty Programme in Q3FY16. The program now has a total First Citizen base of over 40.41 lac members.

Speaking on the performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd.** said, *"Q3 is the peak festive shopping quarter and with Durga Puja moving to October this year, it has been a Block Buster Quarter.. The Department Stores Format witnessed a double digit growth of 18.2% and a strong like-to-like growth of 17.4% in Q3FY16."*

He further added, *"In line with our omni-channel strategy, we launched our refreshed website www.shoppersstop.com with marked improvements in usability and navigability. Our New Mobile App will be launched in February completing our First Phase of Investment in Omni Channel."*

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During the quarter, SSL was awarded “**The Most Respected Company in Retail**” by Business World Magazine for the fifth year in a row, and was also awarded the 1st and 2nd prize in the “**National Energy Conservation Award**” FY15 under the category Shopping Malls conducted by Ministry of Power, Government of India at Vigyan Bhavan.

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on December 31st, 2015:

Mixed Retailing:

HyperCity – Currently has **17 stores**, spread over an area of 12.7 lacs sq ft.

Key Highlights of performance: Sales up by 2.1%

Like to like sales per sq.ft. growth of 1.7%

Fashion Share at 16.8 %

Store EBITDA for the quarter : Rs. 7.1 crores

Fashion & Home Retailing:

- **Shoppers Stop** – Currently has **76 stores** in 36 cities
- **HomeStop (Home Décor)** – Currently has **19 stores** in 12 cities

Specialty Retailing:

- **Mothercare (Maternity, Infant Care)** – The exclusive franchise agreement for departmental stores with Mothercare Plc UK. Currently there are **42 stores** of Mothercare (including 2 standalone stores).
- **Crossword (Book stores)** – Currently has **93 stores**.
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has **36 stores** with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Gurgaon, Noida, Ludhiana, Chandigarh, Surat and Kolkata.
- **Clinique (Cosmetics)** – Currently has **25 stores** (including 13 standalone) in Mumbai, Bengaluru, Delhi, Kolkata, Hyderabad, Amritsar, Chandigarh, Surat, Kolkata and Pune.
- **Estee Lauder** - Currently has **9 stores** (including 2 shop-in-shops), one each in Bengaluru, Mumbai, Chennai, Delhi, Kolkata and Gurgaon.
- **Bobbi Brown** – Currently has **4 stores**, in Delhi, Gurgaon and Mumbai.

Other Initiatives:

- **Airport Retailing –2 duty free stores** is run by the JV Company, one at international airport at Bengaluru and 2nd at International airport at Mumbai.
- **TimeZone Entertainment** – Currently has **25 doors**.

About Shoppers Stop Ltd

Shoppers Stop Ltd., a pioneer in modern retailing in India, has been promoted by K Raheja Corp. Group (Chandru L. Raheja Group), one of the leading groups in the business of real estate development and hotels in the country. Shoppers Stop Ltd along with its Subsidiaries Crossword Bookstores Ltd and Hypercity Retail (India) Ltd; and Joint Venture Companies Timezone Entertainment Pvt. Ltd and Nuance Group (India) Pvt. Ltd. operates more than 58.65 lacs sq ft in the country.

Shoppers Stop and its associate companies are involved in retailing through department stores, specialty stores, entertainment zones and large hypermarkets.

For more information, please contact:

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For Investor related queries on Shoppers Stop Limited write to: investor@shoppersstop.com

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