

Shoppers Stop Gross Retail Turnover up 17% Like-to-Like growth at 11% Net Profit up 60%

Highlights of Q2FY15

- Gross Retail Turnover touches Rs. 942.76 crore; a jump of 17% over Q2FY14
- Like-to-like growth at 11%
- EBIDTA at Rs. 55.49 crore a growth of 40% over Q2FY14
- Net profit stood at Rs.15.90 crore, up 60% over Q2FY14
- 1,07,931 members added to First Citizen Loyalty Programme
- Crossed 6.1 million fans on Facebook
- **Total stores added in the quarter:** 3 Shoppers stop stores, 1 Home Stop Store, and 10 Crossword stores.
- **HyperCity achieves break even at Company level EBIDTA**

Total Retail area –41.65 lacs sq.ft

Total First Citizens members – 35.14 lacs

Mumbai, November 05, 2014: 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.942.76 crores for the quarter ended September 30th, 2014 as against Rs. 804.90 crore in the corresponding period last year; up 17%. Net Profit for the quarter stood at Rs. 15.90 crore compared to Rs 9.91 crores a year ; up by 60%.

With 72 Shoppers Stop stores across 33 cities in India, Shoppers Stop continues to grow and expand its retail footprint. This quarter, SSL added three new Shoppers Stop stores in Ahmedabad, Pune and Visakhapatnam, ten Crossword stores in Bilaspur, Surat, Udaipur, Bengaluru, Ranchi, Goa, Hyderabad, Pune and Mumbai and one Homestop store in Pune.

Driving ahead its successful Loyalty programme, SSL continued to expand its membership base by adding 1,07,931 new members to the First Citizen Loyalty Programme in Q2FY15. The programme now has a total First Citizen base of over 35.14 lac members.

Speaking on the financial performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd.** said, *"The first half of the fiscal has been in line with our expectations, buoyed by a revival in overall economic sentiment. We have registered a strong like-to-like growth of 11% in Q2FY15 owing to the End of Season Sale and the festive season."*

During the quarter, Shoppers Stop was awarded the 'Best Employer Brand' at the 5th Asia Best Employer Brand Awards ceremony held at Singapore. It was also honored with the 'Best Supply Chain Company in Retail vertical' at the 8th Express Logistics & Supply Chain Conclave. Also won the "Tata Institute of Social Science (TISS)" LEAP VAULT CLO Awards – L & D Team of the year Award on October 09,2014.

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on September 30th, 2014: -

Mixed Retailing:

HyperCity – Currently has **15 stores**, spread over an area of 12.16 lacs sq ft.

Key Highlights of performance: Sales up by 6%
Like to like sales per sq.ft. Growth 13.7%
Margin growth 140 Basis Points
Break Even at Company level EBIDTA.

Fashion & Home Retailing:

- **Shoppers Stop** – Has **72 stores** in 33 cities
- **HomeStop (Home Décor)** – Has **19 stores** in 12 cities

Specialty Retailing:

- **Mothercare (Maternity, Infant Care)** – The exclusive franchise agreement for departmental stores with Mothercare Plc UK. There are **42 stores of Mothercare (including 3 standalone stores)**.
- **Crossword (Book stores)** – Has **95 stores**
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. It has **36 stores** with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Gurgaon, Noida, Ludhiana, Chandigarh, Surat and Kolkata.
- **Clinique (Cosmetics)** – Has **25 stores (including 12 shop-in-shops)** in Mumbai, Bengaluru, Delhi, Kolkata, Hyderabad, Amritsar, Chandigarh, Surat, Kolkata and Pune.
- **Estee Lauder** - Has **9 stores (including 2 shop-in-shops)**, one each in Bengaluru, Mumbai, Chennai, Delhi and Gurgaon.
- **Bobbi Brown** – Currently has **2 stores**, in Delhi & Gurgaon.

Other Initiatives:

- **Airport Retailing** – **1 duty free store at Bengaluru International airport and 1 duty Free store at Mumbai International airport** is run by the JV Company in the international airport at Bengaluru
- **TimeZone Entertainment** – Currently has **22 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 56.58 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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