

July 31, 2012

Bombay Stock Exchange Ltd 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,

Pursuant to provisions of Clause 41 of the Listing Agreement, enclosed please find herewith, the un-audited financial results for the first quarter ended on June 30, 2012, duly approved by the Board of Directors of the Company.

We also enclose herewith the copy of press release and a presentation issued by the Company.

The said financial results and press release is being faxed on the designated fax nos. of the Stock Exchange as well.

Designated Fax Nos :

BSE : 22722037 / 39/ 41/ 61

NSE : 26598237/38

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

Gross retail turnover reaches Rs.516.9 crores; up by 15%

Shoppers Stop Like-to-Like growth at 1%

Shoppers Stop First Citizen Loyalty Programme grows to 2.6 million members

Highlights of Q1FY13

- Gross Retail Turnover touches Rs.516.9 crores; a jump of 15%
- Like-to-like growth at 1%
- EBITDA at Rs.18.2 crores
- 96,541 members added to First Citizen Loyalty Programme
- Crosses 2.9 mn fans on Facebook
- **Total stores added this quarter:** 2 Shoppers Stop stores, 1 Mothercare, 3 MAC, 1 Clinique, & 4 Crossword stores

Total Retail area – 3.16 mn sq.ft

Total First Citizens members – 2.6 mn

Mumbai, July 31, 2012: Shoppers Stop Ltd (SSL), India's prominent retail group (operator of large format department stores, home stores, specialty stores like Crossword, Mothercare, MAC, and hypermarkets) today reported a gross retail turnover of Rs.516.9 crores for the quarter ended June 30, 2012 as against Rs.448.5 crores in Q1FY12; registering an increase of 15%. Net Profit was Rs.0.50 crores as against Rs.11.7 crores.

This quarter SSL added two new Shoppers Stop stores at Pune & Jalandhar, three MAC Stores at Mumbai, Chennai and Bangalore (Including one SIS), one Clinique stores opened at pune and Bangaluru and one Mothercare store in Pune. In addition to these, the company opened four new Crossword stores and closed seven stores taking the total count of stores to 81.

Driving ahead its successful membership programme, SSL continued to expand its membership base adding about **96,541** new members to the First Citizen Loyalty Programme in Q1FY 13. The programme now has a base of 2.6 mn members.

Speaking on the occasion, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director of Shoppers Stop Ltd** said, "The overall economic outlook has been soft. However, Shoppers Stop Ltd. continues with its growth trajectory by adding new stores across formats. The loyalty franchise, First Citizen Programme, has also considerably expanded to a staggering 26 lacs members. This programme continues to contribute strongly and significantly to the top-line. Our continued focus on social and digital media has yielded great results. We have over 2.9 mn fans on Facebook!"

Shoppers Stop was awarded the 'Dun & Bradstreet -Rolta Corporate Awards 2011'. This award recognizes the Best Performers in every Business category, cutting across Automobile to Retail amongst the Top 500 Companies of India. The company was also awarded the "Leadership Governance Award" in the Service Category at the QIMPRO BEST PRAX CONCLAVE 2012.

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on June 30, 2012: -

Mixed Retailing:

HyperCity – Currently has **12 stores**, one store each in Ahmedabad, Pune, Ludhiana ,Amritsar, Bhopal, Jaipur, Navi Mumbai and Hyderabad and 2 stores each in Mumbai and Bengaluru, spread over an area of 12.3 lakh sq ft.

Key Highlights of performance : Overall sales up by 15%

Like to like sales growth 7%.

Margin growth 100 basis points.

Store level positive EBIDTA for the fourth quarter in succession.

Fashion & Home Retailing:

- **Shoppers Stop** – Currently has **52 stores** with a presence in **23 cities**
- **HomeStop (Home Décor)** – Currently has **11 stores** with a presence in 8 cities

Specialty Retailing:

- **Mothercare (Maternity, Infant Care)** – The exclusive franchise agreement for departmental stores with Mothercare Plc UK. Currently there are **39 stores of Mothercare (including 5 standalone stores) with a presence in 11 cities**
- **Crossword (Book stores)** – Currently has **81 stores**
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has **22 stores** with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Kolkata and Ludhiana
- **Clinique (Cosmetics)** – Currently has **12 stores (including 4 standalone)** in Mumbai, Bengaluru, Delhi, Kolkata, Pune and Hyderabad
- **Estee Lauder** - Currently has **5 stores (including 2 shop-in-shops)**, one each in Bengaluru, Mumbai and Delhi

Other Initiatives:

- **Airport Retailing** – Currently has a store each at the Hyderabad and Bengaluru domestic airports and the JV Company operates the duty free store at the international airport at Bengaluru.
- **TimeZone Entertainment** – Currently has **17 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 Subsidiary Company Hypercity Retail (India) Ltd and Joint Venture Companies Timezone Entertainment Pvt. Ltd and Nuance Group (India) Pvt. Ltd. operates more than 4.64 mn 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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Deloitte Haskins & Sells

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AUDITORS' REPORT ON LIMITED REVIEW OF STANDALONE UNAUDITED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF SHOPPERS STOP LIMITED

1. We have reviewed the accompanying statement of "Unaudited Standalone Financial Results for the quarter ended 30th June 2012" ('the Statement') of Shoppers Stop Limited ('the Company'). This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatements. A review is limited primarily to enquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with stock exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. Without qualifying our opinion, attention is invited to:
 - a. Note 4 to the Statement regarding non-provision of service tax for the period 1st June, 2007 to 31st March, 2010 on renting of immoveable properties given for commercial use, aggregating Rs.1,659.56 lacs, pending final disposal of the appeal filed before the Hon'ble Supreme Court, inter-alia, challenging the retrospective levy of the service tax. The matter is contingent upon the final outcome of the litigation.

Bw,

Deloitte Haskins & Sells

- b. Note 5 to the Statement regarding the Company's financial involvement aggregating Rs.29,127.19 lacs in Hypercity Retail (India) Limited, a subsidiary company. The Company considers no provision for any loss is currently necessary for the reasons stated in the note.
5. Further, we also report that we have traced the number of shares as well as the percentage of shareholdings in respect of aggregate amount of public shareholdings and the number of shares as well as percentage of shares pledged/encumbered and non encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to the undisputed investor complaints from the details furnished by the Registrars.

For Deloitte Haskins & Sells

Chartered Accountants

(Registration number 117366W)



Shyamak R. Tata

Partner

Membership Number: 38320

Place: Mumbai

Date: 31st July, 2012





Shoppers' Stop Limited
Registered Office: "Eureka Towers", 9th Floor, B Wing, Mindspace, Link Road, Malad (West), Mumbai-400 064.
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STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2012

Rs. in Lacs (Except per share data)				
PART I	Standalone			
	Quarter Ended		Financial Year Ended	
Particulars	30-Jun-12 (Unaudited)	31-Mar-12 (Unaudited)	30-Jun-11 (Unaudited)	31-Mar-12 (Audited)
(Refer Notes Below)				
1) Turnover				
Retail Turnover				
Own merchandise (including concession sales)	44,997.58	54,432.43	39,155.82	194,276.65
Consignment merchandise	5,176.78	8,473.41	4,507.99	22,289.24
	50,174.36	62,905.84	43,663.81	216,565.89
Loss :- Value Added Tax / Sales Tax	7,451.88	2,977.01	2,123.02	10,557.47
Cost of consignment merchandise	3,589.43	4,561.87	3,183.80	15,771.75
Income from Operations	44,134.27	60,337.36	38,358.02	190,236.67
2) Other operating income	547.83	718.48	589.70	2,841.47
3) Total income from operations (net) (1+2)	44,682.10	61,055.85	38,947.72	193,078.14
4) Expenses				
a) Purchases of stock-in-trade	28,957.62	34,152.71	25,914.65	127,038.32
b) Changes in inventories of stock-in-trade -(Increase)/Decrease	(2.07)	635.45	(2,357.05)	(6,099.35)
c) Employees benefits expense	3,377.57	3,368.21	2,894.42	12,744.04
d) Depreciation and amortisation expense	1,199.75	1,149.50	809.69	3,773.24
e) Lease Rent and Hire Charges	4,927.05	4,788.01	4,075.61	17,387.28
f) Electricity Charges	1,535.08	1,278.82	1,102.89	4,804.63
g) Other expenses	6,272.39	5,180.85	4,811.42	22,225.53
Total expenses	44,487.23	51,580.68	37,221.63	182,502.50
5) Profit from operations before Other income and finance costs and exceptional items (3-4)	178.01	2,485.17	1,826.09	10,415.54
6) Other Income	742.77	435.73	873.96	1,859.76
7) Profit from ordinary activities before finance costs and exceptional items (5+6)	920.78	2,920.90	2,699.05	12,275.30
8) Finance Costs	770.20	736.30	441.30	2,903.60
9) Profit from ordinary activities after finance costs but before exceptional items (7-8)	150.58	2,184.60	2,257.75	9,371.70
10) Exceptional items - loss by fire (refer note 5)	74.06	-	-	-
11) Profit from ordinary activities before tax (9-10)	77.52	2,183.60	2,257.75	9,371.70
12) Tax expense	27.16	809.27	588.50	3,354.78
13) Net Profit after tax (11-12)	50.36	1,374.33	1,669.25	6,016.92
14) Paid-up equity share capital (Face value of Rs.5/- Per Share)	4,130.13	4,128.11	4,110.58	4,128.11
15) Reserves (Excluding Provision Reserve)				61,721.65
16) Earnings per share (In Rs.) (not to be annualised)				
Face value of Rs.5/- Per Share				
- Basic	0.06	1.67	1.42	7.80
- Diluted	0.05	1.66	1.41	7.75

PART II

SELECT INFORMATION FOR THE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2012

A) PARTICULARS OF SHAREHOLDING				
1) Public Shareholding				
- Number of Shares	26,572,860	26,532,460	26,181,874	26,532,460
- Percentage of Shareholding	32.17	32.14	31.45	32.14
2) Promoters and promoter group Shareholding				
a) Pledged / Encumbered				
- Number of shares	7,077,204	7,077,204	15,185,504	7,077,204
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	12.63	12.63	27.12	12.63
- Percentage of shares (as a % of the total share capital of the company)	8.57	8.57	18.48	8.57
b) Non-encumbered				
- Number of Shares	48,952,470	48,952,470	40,834,170	48,952,470
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	87.37	87.37	72.88	87.37
- Percentage of shares (as a % of the total share capital of the company)	59.26	59.26	49.67	59.26

Particulars	Quarter Ended
	30-Jun-12
B) INVESTOR COMPLAINTS	
Pending at the beginning of the quarter (as on 01-April-12)	NIL
Received during the quarter ended 30-June-12	Three
Disposed of during the quarter ended 30-June-12	Three
Remaining unresolved at the end of the quarter (as on 30-June-12)	NIL

Notes to results:

- The Company (standalone) is primarily engaged in the business of retail trade through retail and departmental store facilities, which constitute a single reportable segment.
- During the quarter 40,400 equity shares of Rs.5/- each were issued and allotted under the Company's Employee Stock Option Schemes. Consequently, the issued and paid-up Share Capital of the Company as on 30th June, 2012 stands increased to Rs. 4,130.13 lacs.
- During the quarter the Company has granted 2,00,000 Stock Options to eligible employees. The vesting schedule is spread across 3 years between June 2013 till June 2015.
- Pursuant to levy of service tax on renting of immovable properties given for commercial use, retrospectively with effect from 1 June 2007 by the Finance Act, 2010, the Company has, based on a legal advice, challenged the said levy and, inter-alia, its retrospective application. Consistent with the treatment in earlier periods, pending the final disposal of the matter, the Company continues not to provide for the retrospective levy aggregating Rs.1,658.56 lacs for the period 1st June, 2007 to 31st March, 2010.
- The Company has a financial involvement aggregating Rs.39,127.19 lacs in Hypercity Retail (India) Limited (Hypercity), a subsidiary company. Consistent with the earlier periods, in view of Hypercity's business plans with strategic growth projections, the Company considers that there is no loss for which a provision is currently necessary.
- The Company's assets (including inventory) were destroyed/damaged in a fire, on 21 June 2012, at its store in Kharvel Park, Pune, estimated at Rs. 1,481.23 lacs. The Company has filed a provisional claim with the insurance company and the process of survey by the insurance company has commenced. The Company is adequately insured (including for material's damage and for loss of profits) and has set up a recoverable from the insurance company in respect of the value of the asset destroyed/damaged based on the company's current best estimates and reasonable certainty considering the reports of the relevant authorities and the Company's past experience. The net loss of Rs.74.06 lacs on this account, primarily on policy exclusions, has been disclosed as an exceptional item. The operations of the store remain suspended.
- The financial results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 31 July 2012. The auditors of the Company have carried out a limited review of the standalone financial results for the quarter ended 30 June 2012 in compliance with Clause 41 of the listing agreement.
- Figures of the previous period/year have been regrouped / reclassified wherever necessary.

Place: Mumbai
Date: 31 July 2012

By order of the Board of Directors
For Shoppers' Stop Limited

Gowind S Shrikhande
Customer Care Associate & Managing Director