


 SHOPPERS STOP

START SOMETHING NEW

Shoppers Stop Store Expansions on Fast Track

~Highest ever openings of 5 stores in 6 months~

Gross retail Turnover reaches Rs 557.4 crores; up 16%

Net Profit at Rs 19.5 crores; a rise of 12%

Like-to-like growth steady at 11%

Highlights of Q2FY12

- Gross Retail Turnover touches Rs.557.4 crores; a jump of 16 %
- Volume growth 1%
- Like-to-like growth at 11%
- Net profit stood at Rs.19.5 crores; rose 12%
- EBITDA at Rs.39.9 crores, up 4%
- 1.15 lac members added to First Citizen loyalty programme
- **Total stores added this quarter:** Two Shoppers Stops, three Home Stops, two shop-in-shop Mothercare stores and seven Crossword stores

Highlights of H1FY12

- Gross Retail Turnover at Rs.994.0 crores; a jump of 15%
- Net profit at Rs.31.2 crores; rose 14%

Total Retail area – 27.5 lakh sq.ft

Total First Citizens members – more than 22 lacs

Mumbai, October 21, 2011: 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.557.4 crores for the quarter ended Q2FY12 as-against Rs.481.4 crores in Q2FY11; recording a jump of 16%.

The quarterly Net Profit grew to Rs.19.5 crores as against Rs.17.4 crores, reporting a 12% rise over the corresponding quarter of the previous year. SSL saw a steady rise in its footfalls across stores, taking its like-to-like store growth to 11%.

This quarter SSL added two new Shoppers Stop stores at Vijaywada and New Delhi, three HomeStop stores at Bengaluru, Vijaywada and Pune, two Mothercare shop-in-shop stores each at Vijayawada & New Delhi. In addition to these, seven Crossword stores were added across Indian cities taking the total count of stores to 83. Overall, SSL added over 1.8 lac sq.ft of space during Q2FY12.



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Driving ahead its successful membership programme, SSL continued to expand its membership base adding about 1.15 lac new members to the First Citizen Loyalty Programme in Q2FY12. The programme now has a base of 22.20 lac members. This quarter the members contributed 71% to SSL's revenue.

Speaking on the occasion, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director of Shoppers Stop Ltd** said, "Shoppers Stop continues to witness a healthy like-to-like growth. We continue our growth trajectory of expansion through new store openings. We are extremely proud about winning 2 prestigious awards."

The company won 'The Best Supply Excellence Award' in the retail vertical at the Logistics and Supply Chain Conclave conducted by ELSC (Express Logistics Supply Chain). The company also won the Best Prax Prize for Green Initiatives at the Qimpro Convention for Project Innovative Eco-Friendly Practices.

For the six months period, SSL noted a jump of 15% taking its gross retail turnover to Rs.994.0 crores as against Rs.860.8 crores in H1FY11. Similarly, its net profit rose 14% to Rs.31.2 crores compared to Rs.27.4 crores.

The Hon'ble Supreme Court has passed interim order dated 14th October, 2011, with regard to the levy of service tax, on renting of immovable property, given for commercial use, including its retrospective applicability from 1st June 2007. The Company is studying the order and continues not to provide for the disputed service tax liability, aggregating Rs 1,584.91 lacs (standalone), for the retrospective period up to 31st March, 2010, pending further understanding and clarifications of the said order and its ultimate disposal.

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on September 30, 2011: -

Fashion & Home Retailing:

- **Shoppers Stop** – Currently has 43 stores with a presence in 20 cities
- **HomeStop Stores (Home Décor)** – Currently has 8 stores with a presence in 6 cities

Specialty Retailing:

- **Mothercare (Maternity, Infant Care)** – The exclusive franchise agreement for departmental stores with Mothercare Plc UK. Currently there are 34 stores of Mothercare (including 7 standalone stores) with a presence in 11 cities
- **Crossword (Book stores)** – Currently it has 83 stores
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has 20 stores with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Kolkata and Ludhiana
- **Clinique (Cosmetics)** – Currently has 10 stores (including 2 standalone) in Mumbai, Bengaluru, Delhi, Kolkata and Hyderabad
- **Estee Lauder** - Currently has 5 stores (including 2 shop-in-shops), one each in Bengaluru, Mumbai and Delhi

Mixed Retailing:

- **HyperCity** – Currently has 10 stores, one store each in Amritsar, Bhopal, Jaipur, Navi Mumbai, Ludhiana and Hyderabad and 2 stores each in Mumbai and Bengaluru, spread over an area of 10.7 lakh sq ft.



Other Initiatives:

- **Airport Retailing** – Currently has **1 store** in Hyderabad domestic airport and **2 stores** in Bengaluru domestic airport. **4 duty free stores** are run by the JV Company in the international airport at Bengaluru
- **TimeZone Entertainment** – Currently has **14 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 39.3 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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