

SHOPPERS STOP

START SOMETHING NEW

Shoppers Stop Ltd clocks Sales Growth of 18 % and EBIDTA Growth of 29 %

**Shoppers Stop Like-to-Like growth at 12%
Adds 20 stores across formats this quarter**

Highlights of Q1FY14

- Gross Retail Turnover touches Rs.608 crores; a jump of 18%
- Double-digit like-to-like growth at 12%
- EBIDTA at Rs.23.3 crores a growth of 29%
- Net profit stood at Rs.1.6 crores a growth of 226%
- 103,036 members added to First Citizen Loyalty Programme
- Crosses 4.66 million fans on Facebook
- **Total stores added this quarter:** 5 Shoppers Stop stores, 2 Home Stop stores, 2 M.A.C stores, 3 Clinique stores, 2 Estee lauder stores, 1 Bobbi Brown store, 3 Crossword stores and 2 HyperCITY stores.

Total Retail area – 36.56 lacs sq.ft

Total First Citizens members – 29.9 lacs

Mumbai, July 30, 2013: Shoppers Stop Ltd (SSL), India's prominent retail group (operator of large format department stores, home stores, speciality stores like Crossword, Mothercare, M.A.C, and hypermarkets) today reported a gross retail turnover of Rs.608.2 crores for the quarter ended June 30th, 2013 as against Rs.516.9 crores in Q1FY13; registering an increase of 18%. Net Profit stood at Rs. 1.6 crores for the quarter ended June 30th, 2013.

Shoppers Stop Ltd. continues to grow and expand its retail footprint. This quarter, SSL added five new Shoppers Stop stores at Chandigarh, Delhi, Kalyan, Thane and Surat; two HomeStop stores at Jaipur and Chandigarh, two M.A.C stores at Chandigarh and Thane, Three Clinique stores at Chandigarh, Thane and Ghatkopar and two Estee Lauder stores at Chennai and Gurgaon, 1 Bobbi Brown store in Delhi and three Crossword stores (Including two franchisee stores) at Thane, Raipur and Gandhinagar.

Driving ahead its successful Loyalty programme, SSL continued to expand its membership base adding 103,036 new members to the First Citizen Loyalty Programme in Q1 FY14. The programme now has a total First Citizen base of over 29.9 lac members.

Speaking on the occasion, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd.**, said, "The new financial year has started on a positive note for us with a double-digit like-to-like growth of 12%. Our momentum of store expansion continues to be robust with the addition of 20 new stores across all formats this past quarter. SSL is well positioned for a steady growth trajectory and will continue to extend its retail footprint across formats with a keen focus on existing as well as Tier II cities."

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Shoppers Stop and its retail invested companies operate the following number of stores/doors as on June 30th, 2013: -

Mixed Retailing:

HyperCity – Currently has **13 stores**, one store each in Ahmedabad, Pune, Amritsar, Bhopal, Jaipur, Navi Mumbai and Hyderabad and 4 stores in Mumbai and 3 stores in Bengaluru, spread over an area of 11.98 lacs sq ft.

Key Highlights of performance: Liketo like sales growth 14%

Margin growth of 70 basis points driven by growth in Fashion Business.

Fashion & Home Retailing:

- **Shoppers Stop** – Has **60 stores** with a presence in **28 cities**
- **HomeStop (Home Décor)** – Has **15 stores** with a presence 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 4 standalone stores) with a presence in 18 cities**
- **Crossword (Book stores)** – Has **83 stores**
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has **29 stores** with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Kolkata, Ludhiana, Gurgaon, Chandigarh and Thane
- **Clinique (Cosmetics)** – Has **18 stores (including 8 standalone)** in Mumbai, Bengaluru, Delhi, Kolkata, Hyderabad, Gurgaon, Pune, Chennai, Chandigarh and Thane.
- **Estee Lauder** - Has **8 stores (including 2 shop-in-shops)**, one each in Bengaluru, Mumbai, Delhi Chennai and Gurgaon.
- **Bobbi Brown** – Has **1st** store in Delhi.

Other Initiatives:

- **1 duty free store** is run by the JV Company in the international airport at Bengaluru
- **Timezone Entertainment** – Has **21 stores**.

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 51.22 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.

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For more information, please contact:

Juhi Khanna Shoppers Stop Ltd. Tel: +91-22-42497000 <u>juhi.khanna@shoppersstop.com</u>	Snehal Vaidya Adfactors PR Tel: +91 9820167242 <u>snehal.vaidya@adfactorspr.com</u>
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For Investor related queries on Shoppers Stop Limited write to: investor@shoppersstop.com