

Shoppers Stop Q1FY17 Retail Turnover up 9% Like-to-like growth of 5.5%

Highlights of Q1FY17

- Gross Retail Turnover touches Rs. 845 crores; a jump of 9.0% over Q1FY16
- 141843 members added to First Citizen Loyalty Programme
- Crossed 8.47 million fans on Facebook
- **Total stores added in the quarter:** 4 Shoppers Stop stores, 2 HyperCITY store, 2 M.A.C stores & 1 Clinique store

Total Retail area – 44.10 lacs sq.ft

Total First Citizens members – 42.99 lacs

Mumbai, July 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.845.4 crores for the quarter ended June 30th, 2016 as against Rs.775.3 crores in the corresponding period last year.

With 81 stores across 37 cities in India, Shoppers Stop continues to grow and expand its retail footprint. This quarter, SSL added 4 Shoppers Stop stores at Goa, Noida, Panvel and Pune, 2 HyperCITY store at Panvel and Noida, 2 M.A.C stores at Noida and Mumbai International Airport and 1 Clinique store at Mumbai International Airport.

Driving ahead its successful Loyalty program, SSL continued to expand its membership base adding 1,41,843 new members to the First Citizen Loyalty Programme in Q1FY17. The program now has a total First Citizen base of over 42.99 lac members.

Speaking on the performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd.** said, *"Customer sentiment has been soft during this quarter and we believe that starting Q2FY17 consumption should improve. We have seen good progress on two fronts : more than 25% growth in our online business and the share of private and exclusive brands has gone up by 60 basis points. Depreciation for the quarter has seen an increase of 87% on account of new stores and acceleration of depreciation in respect of certain stores"*

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on June 30th, 2016:

Mixed Retailing:

HyperCity – Currently has **19 stores**, spread over an area of 13.5 lacs sq ft.

Key Highlights of performance: Sales up by 6.6%

Margin growth 60 Basis Points
Fashion Share at 17.3 %
Store EBIDTA for the quarter: Rs. 2.8 crores

Fashion & Home Retailing:

- **Shoppers Stop** – Currently has **81** stores in 37 cities
- **HomeStop (Home Décor)** – Currently has **16** stores in 11 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 2 standalone stores).
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has **39** stores with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Gurgaon, Noida, Ludhiana, Chandigarh, Surat and Kolkata.
- **Clinique (Cosmetics)** – Currently has **26** stores (including 14 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.
- **Crossword (Book stores)** – Currently has **93** stores.

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 **27** 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 61.11 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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