Press Release for Immediate Distribution

SHOPPERS STOP
START SOMETHING NEW

Shoppers Stop posts EBITDA growth of 22.1% in FYQ4 19 & Sales Growth of 4.7%

Highlights of Q4FY19

- Revenue from Operations: Rs.791.1 Crs
- Like-to-like growth at 3.7%
- EBIDTA stood at Rs.64.4 Crs growth of 22.1%.
- PBT (excluding exceptional items#) stood at Rs.16.4 Crs.
- 1,34,187 members added to First Citizen Loyalty Program
- Stores added in the quarter: 1 Shoppers Stop store, 2 M.A.C store & 1 Clinique store

Highlights of FY19

- Revenue from Operations touches Rs. 3481.3 Crs.
- Like-to-like growth of 3.9%
- EBIDTA stood at Rs.271.2 Crs, a growth of 19.1% over FY18
- PBT (excluding exceptional item#) at Rs.123.7 Crs a growth of 55% over FY18
- Total stores added during the year: 2 Shoppers Stop stores, 7 M.A.C stores, 3 Clinique stores and 3 Bobbi Brown stores

Total Retail area – 4.25 Million. Sq. ft.

Total First Citizens members – 6.06 Million

Exceptional item – Mark to market on the investments made in FRL

Mumbai, April 30, 2019: Shoppers Stop Ltd. (NSE: SHOPERSTOP | BSE: 532638), reported sales of INR 791.1 Crs in Q4 FY19, up by (6.9%) Y-o-Y, excluding impact of AS115 and GST, the sales growth is 4.7%. EBIDTA for the quarter is INR 64.4 Crs, up by 22.1%. The Company posted Profit after Tax of INR 11.5 Crs in Q4 FY19 [excluding mark to market on the investments made in Future Retail Ltd. (FRL)], but includes higher depreciation owing to one store closure, one store relocation and re-evaluating the life of the assets in line with lease period aggregating to Rs.18.69 Crs.

For FY19, the company reported sales of INR 3481.3 Crs.; again, excluding the impact of AS115 and GST, the growth is 6%. The EBITDA for FY19 stood at INR 271.2 Crs, up by 19.1% Y-o-Y. The company posted Profit after Tax of INR 78.8 Crs in FY19, (excluding mark to market of investments in FRL) up by 578.7%. During the course of year, the company provided one-off depreciation for Rs.32.53 Crs, due to one store closure, one store re-location, upgrading stores and re-evaluating the life of the assets in line with the lease period.

Commenting on the financial performance of the company, **Mr. Rajiv Suri, Customer Care Associate, Managing Director & Chief Executive Officer, Shoppers Stop Ltd**. said, *"Last year has been a pivotal year in Shoppers Stop which makes the Company embark on positive growth and results. We reviewed every aspect of our business and worked aggressively towards strengthening our strategic pillars of First Citizen Members, Personal Shoppers, Exclusive Brands and Beauty. We have made key investments in the new leadership team and are aiming for sustainable and industry leading growth in the years ahead. The keystones of fashion, personalization and convenience remain at our core. Our commitment to doing what is in the best interest of our customers, associates and shareholders remains our focus."*

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Shoppers Stop and its specialty retail footprint:

Format	No. of stores as on March 31, 2019
Shoppers Stop	83
HomeStop	12
MAC	58
Clinique	33
Estee Lauder	8
Bobbi Brown	14
Smash Box	2
Crossword*	83
Total	**293**

*includes franchisee stores

About Shoppers Stop Limited:
Shoppers Stop Ltd., is a leading fashion and beauty destination with over 27 years of retail experience in India. The Brand offers over 400+ finest international, national and exclusive brands spreads a across multiple categories including apparel, cosmetics, fragrances, artificial and fine jewelry, footwear, personal accessories such as watches, sunglasses, handbags, wallets and belts, kids wear, toys, home decor and much more under one roof.

Shoppers Stop has been the pioneer of modern retailing and has an Omni-presence a across offline and online retailing. Currently, it has a footprint of 83 large stores spread across 39 cities in the country along with an e-commerce website, and mobile application. Shoppers Stop also operates 12 HomeStop and 115 specialty beauty stores along with 83 Crossword Bookstores Ltd (a subsidiary of SSL) in more than 4.3 million sq. ft. (excluding Crossword franchisee stores) area in the country. Visit us at https://corporate.shoppersstop.com

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