

SHOPPERS STOP

START SOMETHING NEW

Shoppers Stop Q2FY17 Gross Retail Turnover up 7.5%

Highlights of Q2FY17

- Gross Retail Turnover touches Rs. 1047.2 crores; a jump of 7.5% over Q2FY16
- 1,38,482 members added to First Citizen Loyalty Programme
- Crossed 8.8 million fans on Facebook
- **Total stores added in the quarter:** 1 Shoppers Stop store, 1 HyperCITY store, 1 Mothercare store, 1 Bobbi Brown store & 2 Crossword stores

Total Retail area – 44.57 lacs sq.ft

Total First Citizens members – 44.38 lacs

Mumbai, November 3rd, 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.1047.2 crores for the quarter ended September 30th, 2016 as against Rs.974.3 crores in the corresponding period last year.

This quarter SSL added 1 Shoppers Stop store, 1 Mothercare store and 1 HyperCITY store each at Orion Mall in Bengaluru, 1 Bobbi Brown store at Noida and 2 Crossword stores at Thrissur and Thane.

Driving ahead its successful Loyalty program, SSL continued to expand its membership base adding 1,38,482 new members to the First Citizen Loyalty Programme in Q2FY17. The program now has a total First Citizen base of over 44.38 lacs members.

Speaking on the performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd;** said, *"We have seen a 2.2% like-to-like growth in the quarter. In the second half, with the festive season coming in, we expect to clock a higher growth rate."*

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

Mixed Retailing:

HyperCity – Currently has 20 stores, spread over an area of 13.8 lacs sq. ft.

Key Highlights of performance: Sales up by 15.4%
Like to like sales growth 3.4%
Net Margin growth 100 Basis Points
Fashion Share at 16.1 %
Store EBIDTA for the quarter: Rs. 1.85 crores

Fashion & Home Retailing:

- **Shoppers Stop** – Currently has **82** stores in 37 cities
- **HomeStop** – 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 **41** 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 **5** stores in Delhi, Gurgaon, Noida and Mumbai.
- **Crossword (Book stores)** – Currently has **89** stores.

Other Initiatives:

- **Airport Retailing –1 duty free store** run by the JV Company, at international airport, Bengaluru.
- **TimeZone Entertainment** – Currently has **26** 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 61.67 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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