



# FUTURE RETAIL



## FUTURE RETAIL LIMITED

### Q1 FY18 Investor Presentation

August 2017

## Continued Growth with Improving Performance



Particulars (₹ cr)	Q1 FY18
Income From Operations	4,705
Gross Margins %	25%
EBIT	201
EBIT%	4.3%
PAT	148
PAT%	3.1%
Same Store Sales Growth %	11.8%

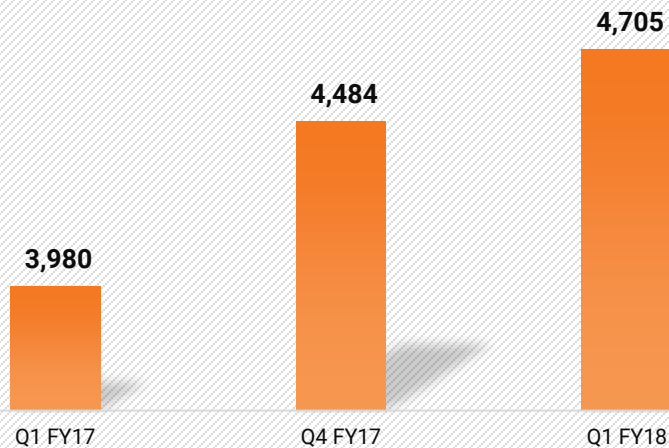
### • GST Roll-out:

- Company has successfully migrated to GST
  - We welcomed GST with innovative "GST Muhurat Shopping" at the midnight of 1st July across all Big Bazaar stores – Event was well received by thousands of shoppers across India
- Company is now looking forward to several **economic benefits** and **higher efficiencies on its Pan-India** network of stores
- We are continuously bringing in several technological advancements to tap large growth opportunities that lie ahead in a **GST enabled India**

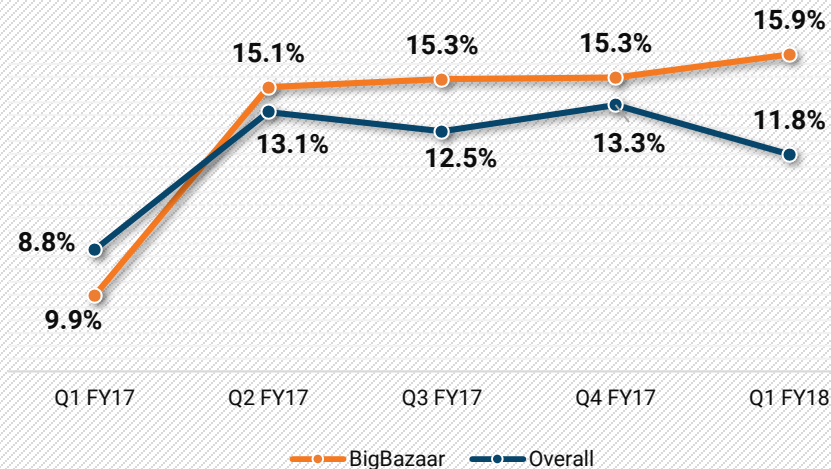
### • Key Business Updates:

- Small Stores
  - **Strategy: Data & Technology** led execution plan with robust membership base
  - ~2 lakh **Members with 3 – 3.5x higher spends** than non members
  - **Member visits are 3 - 4 times per month**
- Future Pay: Already built a unique user base of **>1.6 million** users with average spend per user **doubling** since its launch

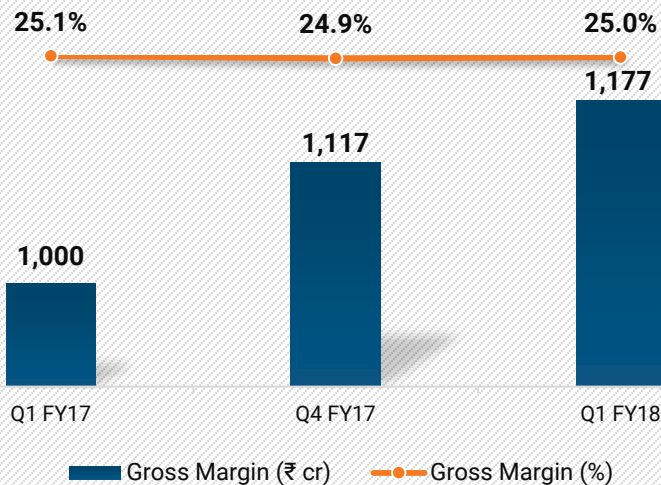
## Income from Operations (₹ cr.)



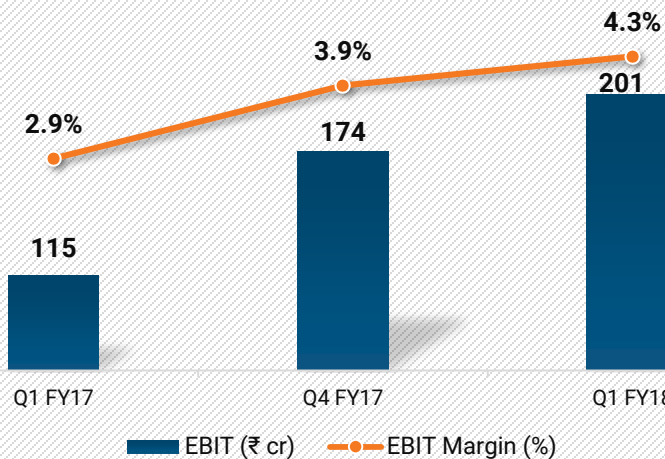
## Same Store Sales Growth (%)



## Gross Margin

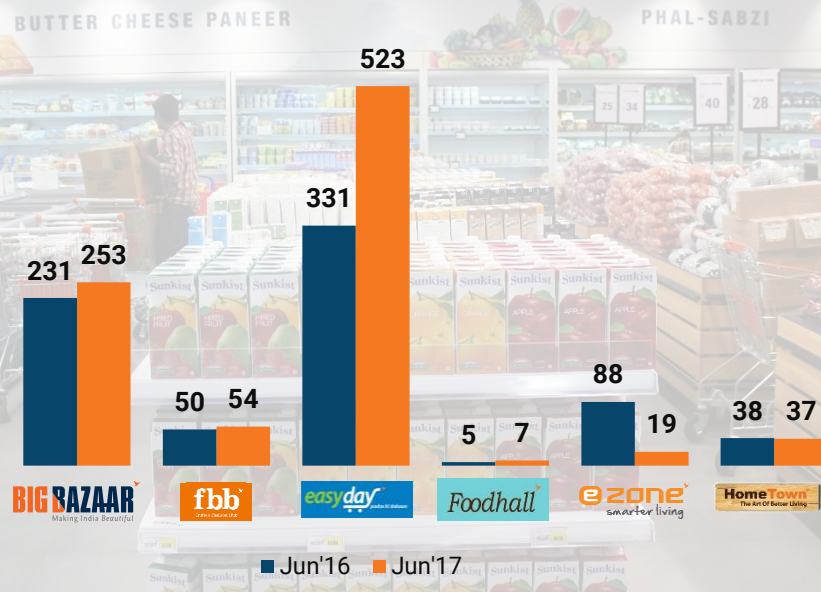


## EBIT Margin



## Store Network & Retail Space (mn sqft)

Jun' 17	10.45	0.55	1.23	0.09	0.21	0.95
Jun' 16	9.83	0.50	0.75	0.08	0.50	1.27



## Geographical Spread

	Stores	States / UT	Cities
<b>BIG BAZAAR</b> Making India Beautiful	253	26	127
<b>fbb</b> India's Fastest Store	54	17	32
<b>easyday</b> perfect fit. perfect life.	523	12	11 <sup>#</sup>
<b>Foodhall</b>	7	4	4
<b>ezone</b> smarter living	19	7	10
<b>HomeTown</b> The Art Of Better Living	37	12	22
<b>Cumulative</b>	<b>893</b>	<b>26</b>	<b>246</b>

# Clusters | As on 30 Jun 2017

Total retail space:

13.5 mn sq.ft

## New Cities Entered

- **Big Bazaar:** Guntur in Andhra Pradesh, Gorakhpur in Uttar Pradesh and Kangara in Himachal Pradesh
- All new Easyday stores opened in existing clusters



Technology deployments continue to keep us ahead

**ONE NATION  
ONE TAX  
ONE BIGBAZAAR**

CELEBRATING THE LAUNCH OF GST WITH 2%-22% SAVINGS

- MIN 5% LESS**
  - Sugar
  - Instant Noodles
  - Tea
  - Instant Noodles
- MIN 10% LESS**
  - Sugar
  - Instant Noodles
  - Tea
  - Instant Noodles
- MIN 15% LESS**
  - Sugar
  - Instant Noodles
  - Tea
  - Instant Noodles
- MIN 22% LESS**
  - Sugar
  - Instant Noodles
  - Tea
  - Instant Noodles

**India Is Set For  
NATION  
TAX  
MARKET**

Make The Most Of It  
At The GST Muhurat Shopping In

**BIGBAZAAR**  
Making India Bravest

Tonight From 12am To 2am



Committed to stay closest to our Customers at all times!

**BUFFALO** SINCE 1971

## PROUDLY STRIDES INTO ECONOMIC TIMES' BRAND EQUITY SUPPLEMENT

"As we started feeding Buffalo the right fodder, it stealthily grew into a stronger fashion name and brand."  
Rakesh Blyani

[Click here to read the article](#)

**Hitting Bull's Eye With Buffalo**

Buffalo gets lucky as Future Group makes the veteran brand from its fashion stable

By SURESH SINGH (CLU)

When Future Group's Buffalo brand was launched in 2007, it was seen as the beginning of a new era in Indian fashion. The brand, which was founded by Rakesh Blyani, was a blend of traditional Indian fashion and modern Western fashion. It was a brand that was designed to appeal to the Indian market, but it was also designed to appeal to the global market. Buffalo has since become a household name in India, and it has also gained a following in other parts of the world. This is a testament to the brand's success and its ability to connect with a wide range of customers.

**BIG BAZAAR**  
Making India Beautiful

**campaign** ranks Big Bazaar Mother's day video as the top content on facebook across India

#MakeTimeForMaa

50 lakh+ views in 48 hours

[Click Here To Know More](#)

**fbb**  
INDIAN FASHION BOSS

THE TIMES NETWORK AWARD FOR BEST DIGITAL INTEGRATED CAMPAIGN FOR WORLD SHORTS DAY 23rd APRIL

For Campaign India's "Engagement India" feature, we bring you the top 20 pieces of content on Facebook from the January 1st to February 28th, 2017.

There are the ones at the top of the list of all videos, from among your 100 most liked and important ones of 2016 from 12-20 May 2017.

Big Bazaar  
Views: 11,566  
Likes: 1,119

**BIG BAZAAR**

INTRODUCING A BRAND NEW

[www.bigbazaar.com](http://www.bigbazaar.com)  
with first of its kind features:

- Shopping List**  
Allows customers to create an online shopping list
- Fast Billing**  
Facility to skip long lines at our payment counters.

VISIT OUR NEW WEBSITE NOW

**BIG BAZAAR**

Finally! Maya And Monisha Sarabhai Have Agreed On Something!

They Are Both Hooked To

**WEDNESDAY BAZAAR**  
HAPTE KA SASSE SASHTA DIN

Watch The Video To Know More!

**sarabhai sarabhai**  
TAKE 2

**BIG BAZAAR**

First of its kind initiative by any retailer in the world

Presenting **SmartSearch**  
2nd June

Exclusive offers only on Google

Begin your search with Big Bazaar on 2nd June

BE THE FIRST TO KNOW ABOUT THE OFFERS.

[Sign up now](#)





After the successful launch of the first of its kind social media campaign to increase active consumer interaction more such campaigns were held this quarter where:

- A branded bestseller is announced
- Customers are required to retweet this announcement
- Every single retweet reduces the price of the product
- The lowest price is finally the price at which the product can be bought at any BB store on specified dates

	Quarter ended			Growth	
Particulars (₹ cr.)	30-Jun-17	31-Mar-17	30-Jun-16	Y-o-Y	Q-o-Q
<b>Total Income from Operations</b>	<b>4,705</b>	<b>4,484</b>	<b>3,980</b>	<b>18%</b>	<b>5%</b>
<b>Gross Profit</b>	<b>1,177</b>	<b>1,117</b>	<b>1,000</b>	<b>18%</b>	<b>5%</b>
<b>Gross Margin %</b>	<b>25.0%</b>	<b>24.9%</b>	<b>25.1%</b>		
Employee benefits expense	222	211	189	17%	5%
Rent including lease rentals	368	350	331	11%	5%
Other Expenditures	377	376	364	4%	0%
<b>Total expenditure</b>	<b>967</b>	<b>937</b>	<b>884</b>	<b>9%</b>	<b>3%</b>
Other Income	3	3	6	(55)%	(1)%
<b>EBITDA</b>	<b>212</b>	<b>183</b>	<b>122</b>	<b>73%</b>	<b>16%</b>
Depreciation and Amortisation	11	9	7	57%	21%
<b>EBIT</b>	<b>201</b>	<b>174</b>	<b>115</b>	<b>74%</b>	<b>16%</b>
<b>EBIT Margin %</b>	<b>4.3%</b>	<b>3.9%</b>	<b>2.9%</b>		
Finance Costs	53	51	45	19%	5%
PBT	148	123	71	110%	20%
Tax Expenses	-	-	-	-	-
<b>PAT</b>	<b>148</b>	<b>123</b>	<b>71</b>	<b>110%</b>	<b>20%</b>
<b>PAT %</b>	<b>3.1%</b>	<b>2.7%</b>	<b>1.8%</b>		



## NAMASTE

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This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates', or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events.