

FUTURE RETAIL



08th August, 2017

To
General Manager, Dept. of Corporate Services
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Listing Department
The National Stock Exchange Limited of India Limited
Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051.

Scrip Code: 540064

Symbol: FRETAIL

Dear Sirs,

Sub.: Presentation to Analysts / Investors

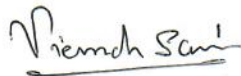
Please find enclosed herewith the presentation being forwarded to Analysts / Investors on the Unaudited Financial Results of the Company for the First Quarter ended 30th June, 2017.

The above presentation is also available on Company's website : www.futureretail.co.in.

The above is for your information and record, please.

Thanking you,

Yours faithfully,
For Future Retail Limited



Virendra Samani
Dy. Company Secretary

Encl. : as above.

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%

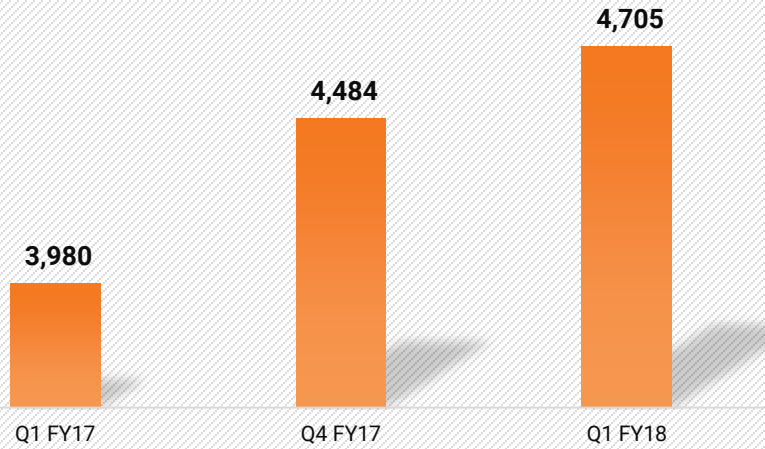
● GST Roll-out:

- 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**

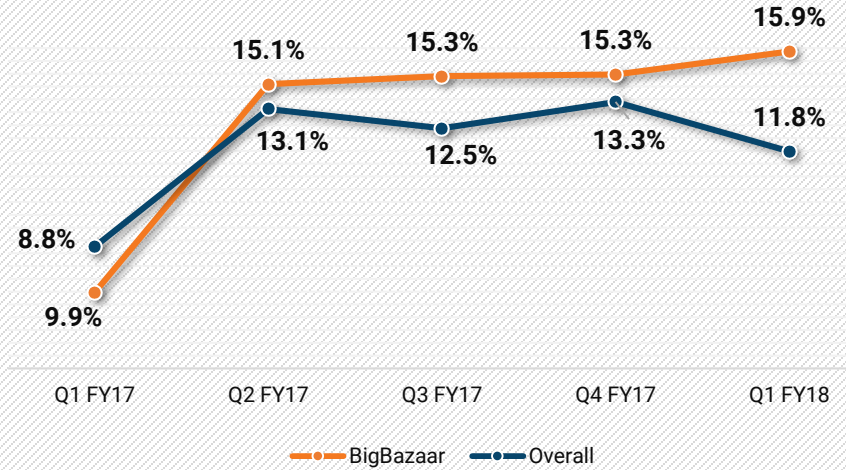
● Key Business Updates:

- 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

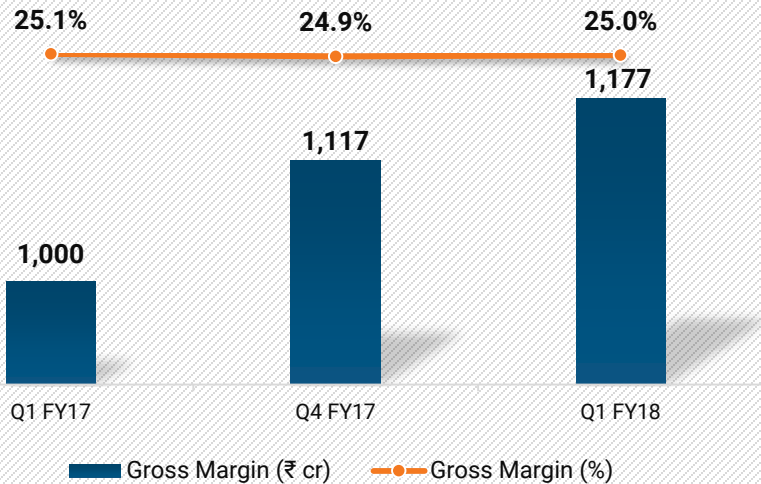
Income from Operations (₹ cr.)



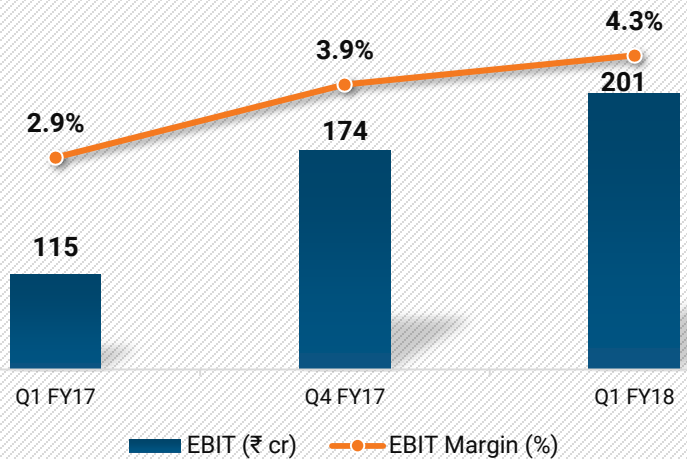
Same Store Sales Growth (%)



Gross Margin

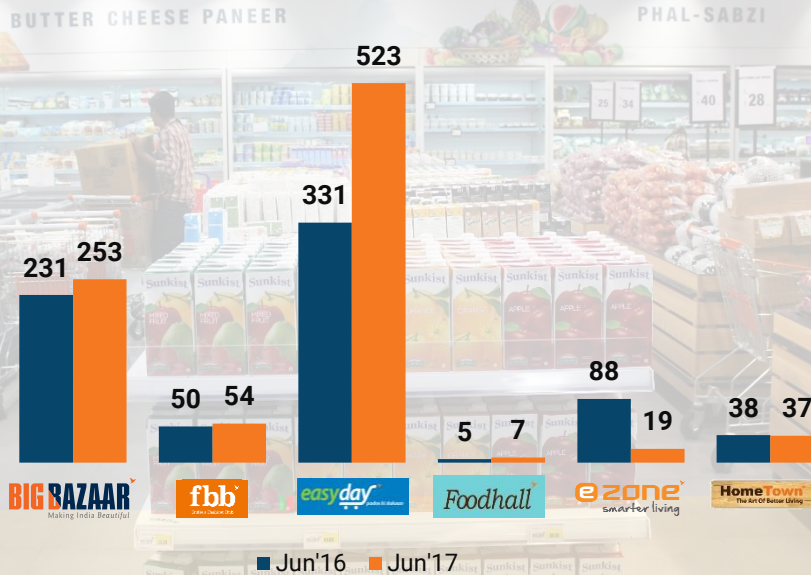


EBIT Margin



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
BIG BAZAAR Making India Beautiful	253	26	127
fbf The Art Of Better Living	54	17	32
easyday Smarter Living	523	12	11#
Foodhall	7	4	4
ezone Smarter Living	19	7	10
HomeTown The Art Of Better Living	37	12	22
Cumulative	893	26	246

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

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

ONE NATION ONE TAX ONE BIG BAZAAR

- MIN 5% LESS
 - Sugar
 - Softener Oil
 - Tea Bag
 - Cleaning Tools
 - Cham & Soap
 - Shower Sets
 - Glass Tumblers
- MIN 10% LESS
 - Soaps
 - Har Oil
 - Shampoos
 - Tea
 - Dairy Whitener
- MIN 15% LESS
 - Sanitizers
 - Diapers
- MIN 22% LESS
 - Apparels
 - Children Toys
 - Home Appliances

Additional offers: 30% OFF on 100+ items, 25% OFF on 50+ items, 10% OFF on 10+ items.

India Is Set For NATION TAX MARKET

Make The Most Of It At The GST Muhurat Shopping In

BIG BAZAAR
Making India Retailified

Tonight From 12am To 2am



Committed to stay closest to our Customers at all times!





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



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

NAMASTE

