

SRL:SEC:SE:2024-25/50

August 21, 2024

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G-Block
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400 051
(Symbol: SPENCERS)

BSE Limited
Phiroze Jeejeebhoy Tower Dalal
Street
Mumbai – 400 001
(Scrip Code: 542337)

Dear Sir/Madam,

Sub: Investor Presentation and List of Participants at Investor's Meet

Further to our letter no. SRL:SEC:SE:2024-25/49 dated August 14, 2024, we enclose herewith the following details for the upcoming Investor Conference scheduled to be held on August 23, 2024:

1. List of Investors participating at the Investors' Meet with Key Managerial Personnel of the Company **(Annexure-A)**.
2. Copy of the presentation to be made by the Company at the Investors' Conference **(Annexure-B)**. The same is also being uploaded on the website of the Company at www.spencersretail.com.

The above information are being submitted in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015.

You are requested to take the aforementioned information on record and oblige.

Thanking you.

Yours faithfully,
For Spencer's Retail Limited

Navin Kumar Rathi
Company Secretary & Compliance Officer
Encl.: As Above

Spencer's Retail Limited

Regd. Office: Duncan House, 31, Netaji Subhas Road, Kolkata-700 001
Corp. Office: RPSG House, 2/4 Judges Court Road, Kolkata-700 027
Tel: +91 33 2487-1091 Web: www.spencersretail.com
CIN: L74999WB2017PLC219355

The following Investors would be participating at the RP-Sanjiv Goenka Group Investor Day scheduled on August 23, 2024 in physical mode:

| Sl.No. | Participating Investors* |
|--------|---|
| 1 | 360 One |
| 2 | 3P INVESTMENT MANAGERS |
| 3 | Abakkus Asset Managers LLP |
| 4 | Aditya Birla Asset Management Company Ltd |
| 5 | Ageas Federal Life Insurance |
| 6 | Aionniosalpha AIF |
| 7 | AlfAccurate Advisors Pvt Ltd |
| 8 | Alpha Alternatives |
| 9 | Aregence Capital |
| 10 | Ashmore Investment Advisors India |
| 11 | ASK Investment Managers |
| 12 | Avaashya Capital |
| 13 | Axia Asset Management Pvt Ltd |
| 14 | Axis MF |
| 15 | Axis PMS |
| 16 | Bandhan Mutual Fund |
| 17 | Baroda Mutual Fund |
| 18 | Capri Global |
| 19 | Carnelian AIF |
| 20 | Catamaran Capital |
| 21 | DSP Investment Managers |
| 22 | Edelweiss Asset Management |
| 23 | Electrum Capital |
| 24 | Entrust Capital |
| 25 | FIL Investment Management Ltd |
| 26 | Fintuit Investments |
| 27 | GeeCee Investments |
| 28 | Geosphere Capital |
| 29 | Goldman Sachs Asset Management |
| 30 | Groww MF |
| 31 | HDFC Asset Management Company Limited |
| 32 | I Wealth Management Pvt Ltd |
| 33 | ICICI Bank Limited |
| 34 | ICICI Prudential Asset Management Co. Ltd. |
| 35 | ICICI Prudential Life Insurance Company Limited |
| 36 | IKIGAI Asset Management |
| 37 | InvesQ Investment Advisors Pvt Ltd |
| 38 | Invest Savy PMS |
| 39 | Jagdish Master Family office |
| 40 | JM Financial PMS |
| 41 | JM MUTUAL FUND |
| 42 | Kotak Mahindra Asset Management Company Ltd. |
| 43 | LIC Mutual Fund |

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| | |
|----|---|
| 44 | Mahindra Manulife Asset Management Co. Pvt. Ltd |
| 45 | Malabar Investments |
| 46 | Max Life Insurance Co. Ltd. |
| 47 | Mirae Asset Management (India) |
| 48 | MK Ventures |
| 49 | Molecule Ventures LLP |
| 50 | MONARCH NETWORTH CAPITAL LTD. |
| 51 | Morgan Stanley Investment Management |
| 52 | Motilal Oswal Asset Management Ltd |
| 53 | Network 18 |
| 54 | Neuberger Berman LLC |
| 55 | Newport Asia |
| 56 | Nippon Life Asset Management Limited |
| 57 | Nuvama Edge |
| 58 | Oculus Capital |
| 59 | Omkara Capital |
| 60 | Param Financial Services Private Limited |
| 61 | PNB MetLife India Insurance Company Ltd |
| 62 | Quest Investment Advisors Pvt Ltd |
| 63 | Sageone Capital |
| 64 | Samco MF |
| 65 | SBI Funds Management Ltd. |
| 66 | Sohum AMC |
| 67 | SOWILO INVESTMENT MANAGERS LLP |
| 68 | Spearman Investment |
| 69 | Square 64 Capital Advisors LLP |
| 70 | Stellar AMC |
| 71 | Sundaram Asset Management Company Ltd |
| 72 | Svan Investment Advisors |
| 73 | Tata AIG General Insurance Company |
| 74 | Tata Asset Management Ltd. |
| 75 | TCG AIF |
| 76 | Tikri Investments |
| 77 | Trust MF |
| 78 | Unifi Mutual Fund |
| 79 | Union MF |
| 80 | UTI Mutual Fund |
| 81 | Vallum Capital Advisors Private Limited |
| 82 | ValueQuest Investment Advisors |
| 83 | Vimana Capital |
| 84 | Vitor Fund Managers |
| 85 | White Pine Investment Management |

***Note:** Change(s) may happen due to exigencies on the part of Company or Analyst / Investor / Fund.

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**RP - Sanjiv Goenka
Group**

Growing Legacies



RPSG Investor Day 2024

August 2024

  www.rpsg.in

RPSG group: Building a diversified conglomerate



- One of India's **New-age And fastest growing** conglomerates
- Strong workforce of **50,000+** employees, belonging to different nationalities
- Presence in **60+** countries
- **100+** offices worldwide



* All figures as on FY24

Anchored to core values

Vision: To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



We strive towards performance excellence, value-addition and strong bottom line orientation.

I'm happy to say this focus has paid-off – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

Dr. Sanjiv Goenka
Chairman
RP-Sanjiv Goenka Group



Shashwat Goenka
Vice Chairman
RP-Sanjiv Goenka Group



Rajarshi Banerjee
Group Chief Financial Officer



Sabyasachi Bhattacharya
President - Group Human Resources



Ritesh Idnani
Managing Director and CEO
Firstsource Solutions



Kaushik Roy
Managing Director
PCBL Limited



Vineet Sikka
Managing Director (Distribution)
CESC Limited



Brajesh Singh
Managing Director (Generation)
CESC Limited



Vikram Mehra
Managing Director
Saregama India Limited



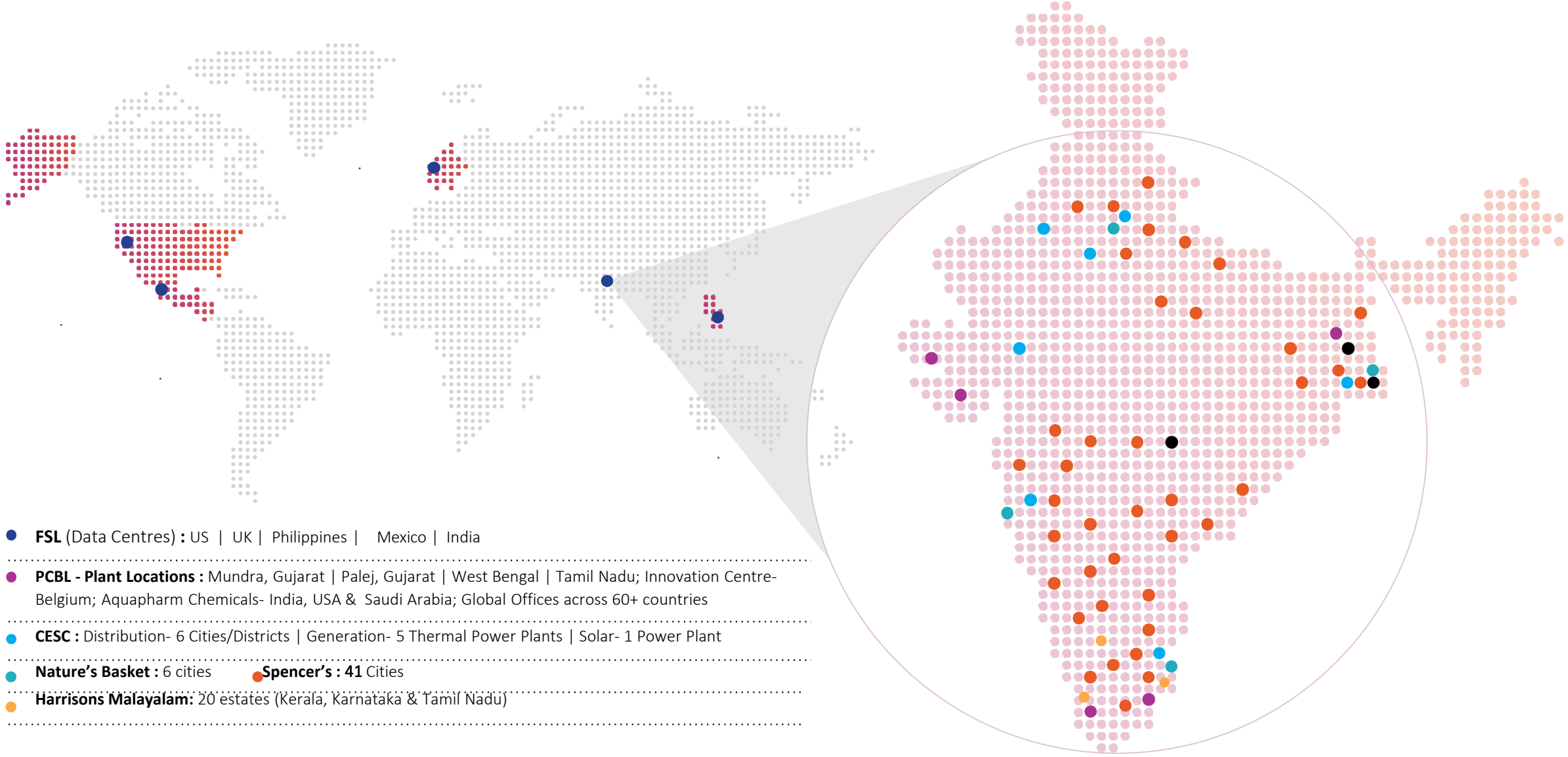
Anuj Singh
Managing Director and CEO
Spencer's Retail



Sudhir Langer
Chief Executive Officer
FMCG Business



RPSG group: Geographical presence



- **FSL (Data Centres)** : US | UK | Philippines | Mexico | India

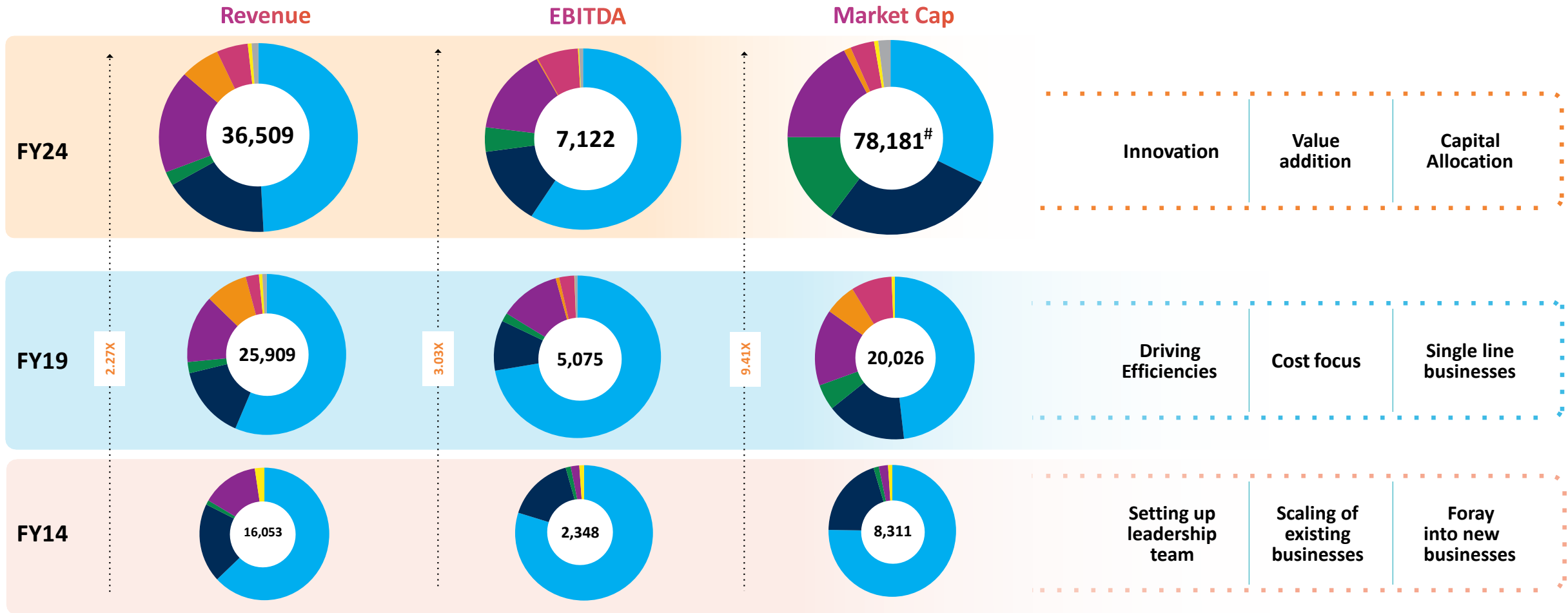
- **PCBL - Plant Locations** : Mundra, Gujarat | Palej, Gujarat | West Bengal | Tamil Nadu; Innovation Centre- Belgium; Aquapharm Chemicals- India, USA & Saudi Arabia; Global Offices across 60+ countries

- **CESC** : Distribution- 6 Cities/Districts | Generation- 5 Thermal Power Plants | Solar- 1 Power Plant

- **Nature's Basket** : 6 cities ● **Spencer's** : 41 Cities

- **Harrisons Malayalam**: 20 estates (Kerala, Karnataka & Tamil Nadu)

RPSG group: Growth trajectory



All figures in INR Crs/ As on FY24

Mcap as on 19th Aug 2024

Strategic priorities

Growth

Sustainably growing our businesses (Organic and Inorganic mix)

Profitability

Profitable Growth (Focus on ROCE as KPI)

Sustainability

People, Planet & Profit
Climate Commitment
Goals & Target



Product Enhancement

Enriching portfolio of businesses by increasing share of value-added product and services

R&D and Innovation

Transforming into R&D and Innovation led culture

Wealth Creation

Shareholder Value Creation



spencers
Nature's Basket



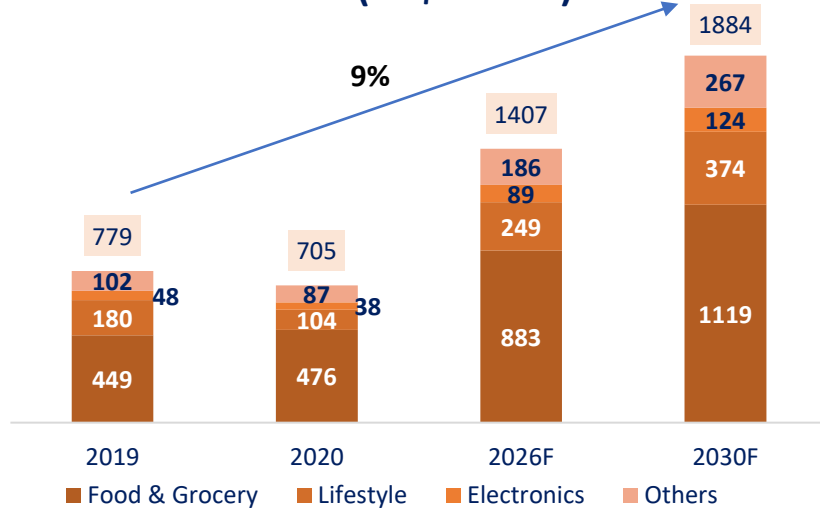
Catering to India's dynamic needs and choices

- Spencer is a experience led **multi format retailer** with varied assortments
- Nature's Basket is India's finest **gourmet retailer** with international food products
- Expanding our distribution & network reach through **OMNI Channel platform**
- Organized Retail growing **at CAGR 17.2%**
- Organized retail share to move from 11.9% to **19.4% by FY25**
- Spencer's Retail Limited is present across **~72%** segment share of organized retail
- The online platform grew at a CAGR of **127%** in the last few years
- E-Retail** will be the fastest growing channel for organised market
- Introduced '**Artisan Pantry**', first ever luxury grocery retail format in India
- Launched '**Wholesale Bazaar**' to cater the needs of neighborhood Kirana's

High Consumptions Cities Wider & Unique Assortment High Density of Stores Multi Format Multi-Channel

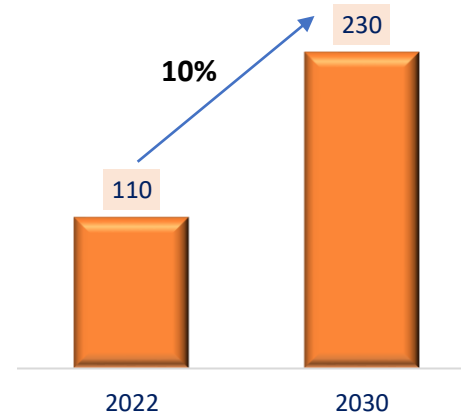
Indian Retail Landscape

Retail market Size (US\$ billion)



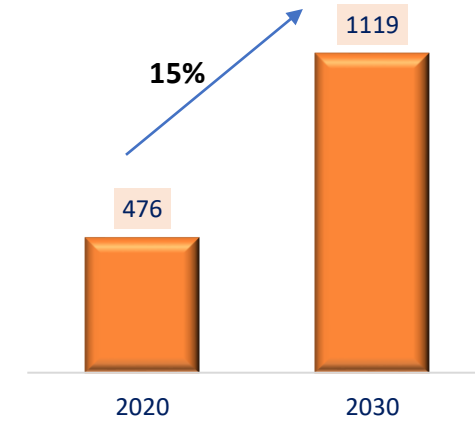
- Food & Grocery constitutes 63% of the Indian retail market
- Retail industry which accounts for 10% of India's GDP is projected to grow at a CAGR of 9% between 2019 and 2030
- Rapid urbanization, increasing disposable income, changing demographic profile driving the growth

Organized retail Market (US\$ billion)



- Unorganized retail segment comprises nearly 85-88% share giving scope of growth for the organized retailers
- The organized retailing segment was estimated to grow CAGR 10% to US\$ 230 Bn
- Malls and shopping centers is projected to grow at 17% CAGR from 2022 to 2028 increasing the share of Organized retailing

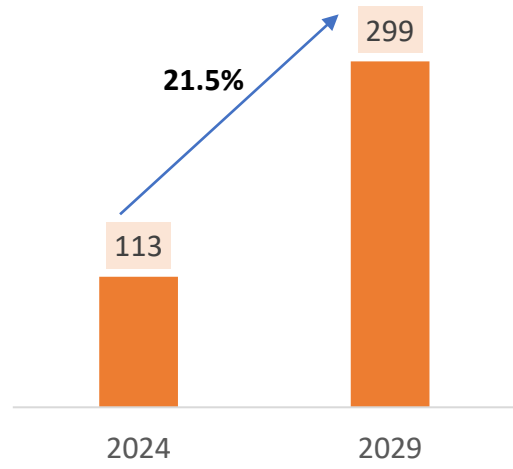
Indian Grocery Market (US\$ billion)



- The Indian Grocery Market is estimated to grow CAGR 15% to US\$ 1,119 Bn
- E-grocery market was estimated at US\$ 2-3 Bn in 2020 and is projected to grow to US\$ 10-12 Bn by 2025, an average growth of about 50%

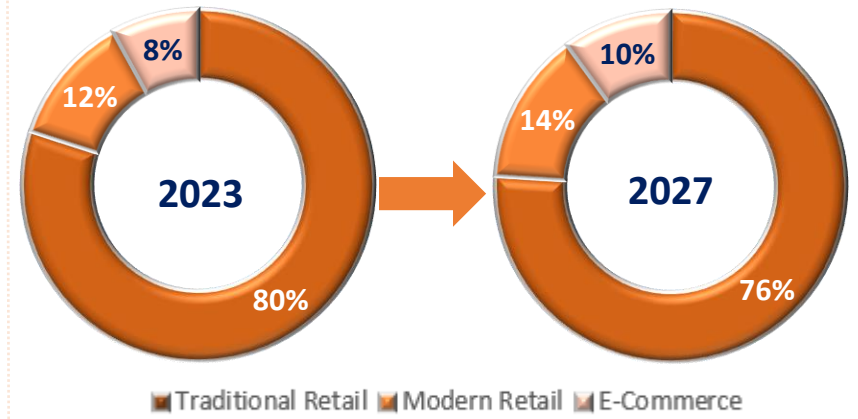
Indian E-Commerce & Online Grocery Market

Indian E-commerce Market



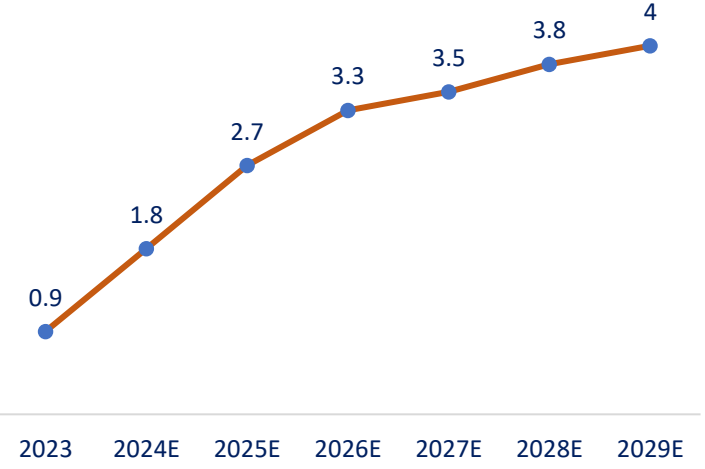
Source: Mordor intelligence

Contribution of various channels



Source: Incred Reseach

Quick-Commerce Penetration in India (%)




Source: Statista

- The E-commerce market, projected to expand from US\$ 113 Bn. in 2024 to **US\$ 299 Bn. by 2029**. This growth translates to a noteworthy **CAGR of 21.5%**.
- **Online shoppers** in India are expected to reach ~500 million in 2030 from +150 million in 2020.
- E-commerce industry **volume** witnessed a phenomenal **36.8% YoY** growth

- The change in consumer preference will lead to an increase in market share of **Modern retail and E-commerce from 20% to 24%** from 2023 to 2027.
- This is **primarily driven** by
 - User Convenience
 - More variety and Availability
 - Competitive Pricing
 - Technology Integration
 - Lifestyle Changes

- The **quick commerce industry** in expected to **double** from US\$ 2.5 Bn in 2023 to **US\$ 5.5 Bn** by 2025.
- Quick commerce **contribution** to the **online grocery market** is expected to rise from current 10% to 45% in the coming years.

Our Business Portfolio

| | | | |
|---|--|------------------------------|-------------------------------|
|  | India's premier organised multi-format retailer, Offering customers great choice, great price and great experience | Makes Fine Living Affordable | 88 stores in 18 cities |
|---|--|------------------------------|-------------------------------|

| | | | |
|------------------------|---|--|------------------------------|
| <i>Nature's Basket</i> | Differentiated Business Model of International foods offering products ranging from Fresh food, Artisanal breads, FMCG and Staples | One-stop-destination for multi-cuisine, organic and international food products | 33 stores in 6 cities |
|------------------------|---|--|------------------------------|

| | | | |
|---|--|---|-----------------------------|
| Ecommerce Business <small>Omnipresent Retail India Pvt. Ltd</small> | Online marketplace delivery platform for selling FMCG, Fresh, Staples, General Merchandise, Apparel & electrical products | True OMNI Channel retailer (Online + On Call) | Serving in 3+ cities |
|---|--|---|-----------------------------|

Business Highlights



Nature's Basket



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FAMILY KE SAATH CELEBRATION TIME
CLICK TO ORDER ONLINE

Search on Spencers App
Widest Range Delivered in 50 mins.

60,000+ PRODUCTS
DELIVERED SWIFTLY.

Use Code **NEW50** and Get ₹50 OFF*
*On your first online order of ₹499 and above.

ORDER ON APP



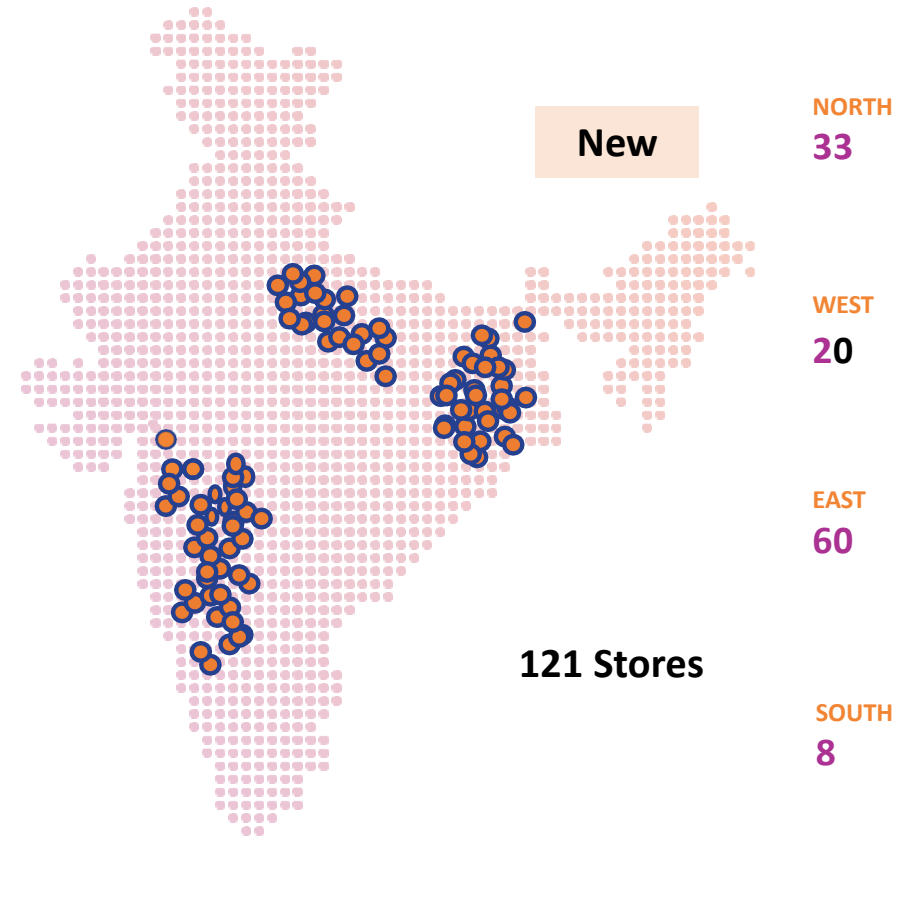
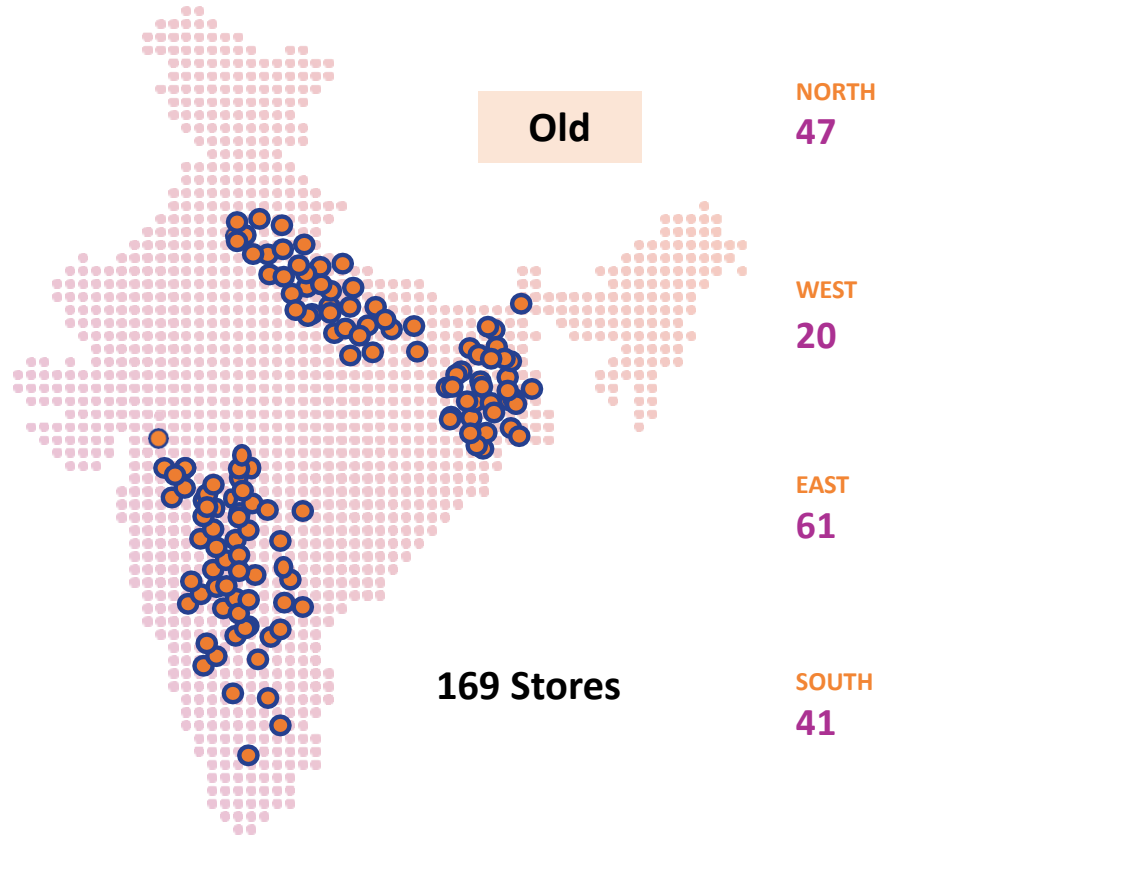
Business Highlights

spencers



Nature's Basket

Focused Growth

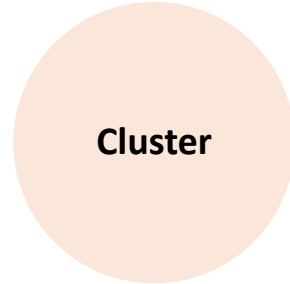


Advantages

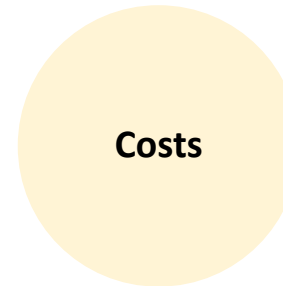
| | | | |
|---|---|---|---|
| <p>Higher Density</p> <p>Higher Growth</p> <p>Higher Profitability</p> | <p>Established Brand Presence</p> <p>Strong Operating Metrics</p> | <p>Efficient Operations</p> <p>Leaner Regional & Corporate Office</p> | <p>Significant improvement in Store and Business Profitability</p> |
|---|---|---|---|

Strategy: Way forward

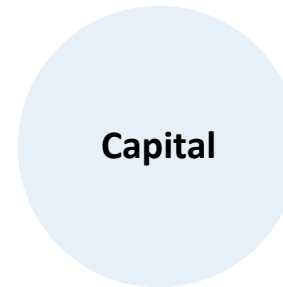
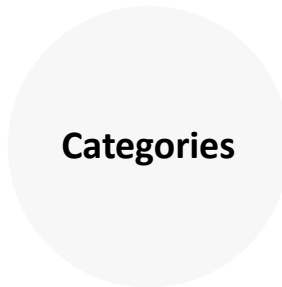
- Drive Same Store Sales Growth
- Grow Online to 20% mix for Spencers
- Scaling Wholesale Bazaar



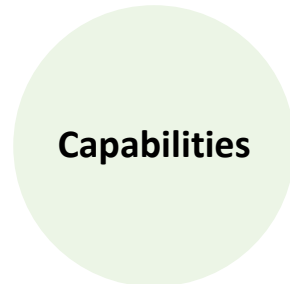
- Focussed presence in East & UP for Spencers
- Expanding Natures Basket in Mumbai & Bangalore
- Deepen penetration in each city



- Efficient Store Opex for Best in Class Store EBITDA
- Overhead & Support Costs <6% of Sales



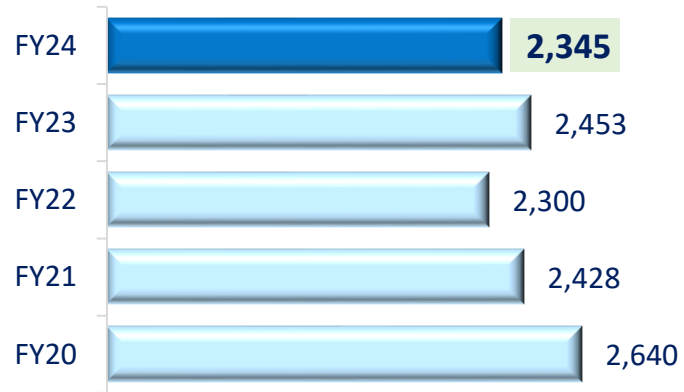
- Judicious allocation of Capital
- Raising of Capital in appropriate time



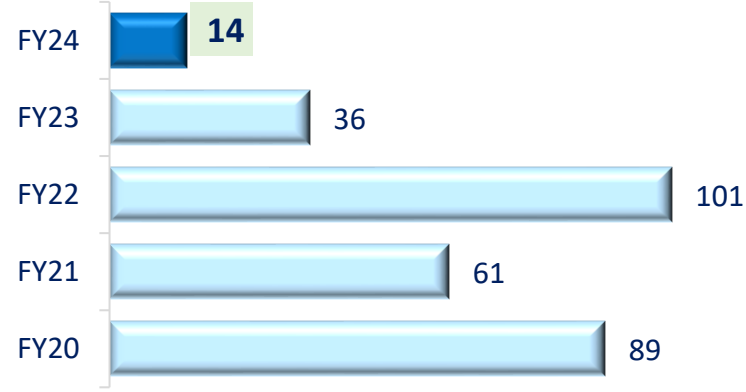
- Enhancing capabilities of the organisation & employees.
- Refreshed leadership for fresh perspective

Financial Performance

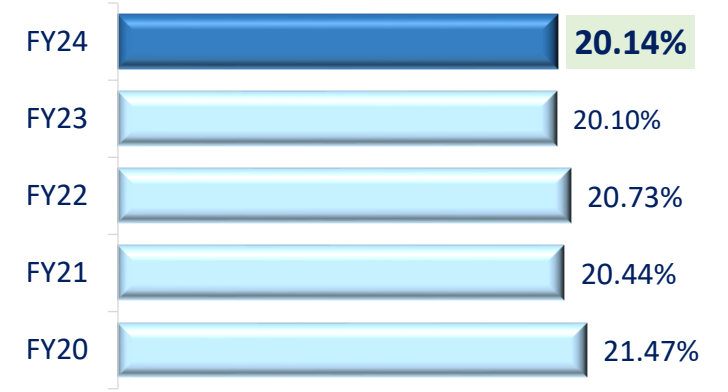
Revenue (in Cr)



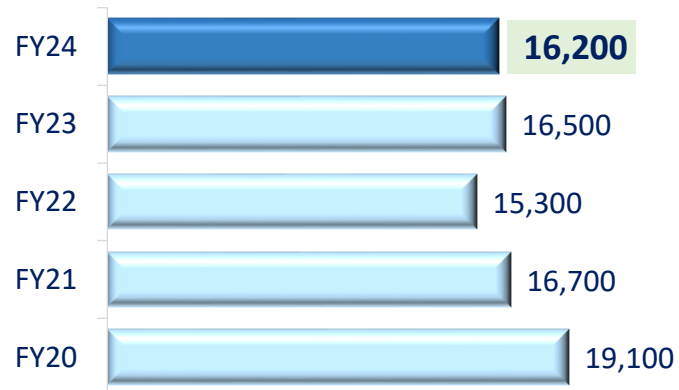
EBITDA (in Cr)



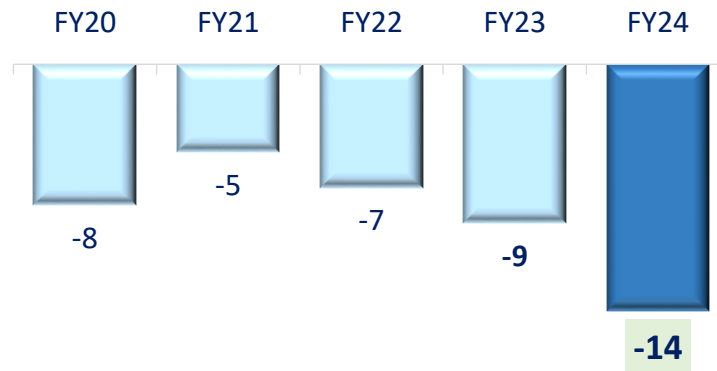
Gross Margin (in %)



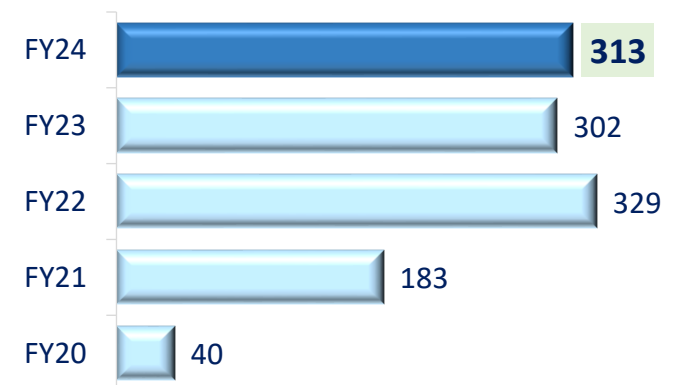
Sales/sq.ft. (in Rs)



Net Working Capital (Days on Turnover)



Ecommerce Business (GMV) (in Cr)



Cautionary Statement

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Spencer's Retail Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Thank You

Company Details:

Spencer's Retail Limited

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Floor, 2/4 Judges Court Road,
Kolkata – 700 027, West Bengal,
India

Investor Enquiries:

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