

SHOPPERS STOP

START SOMETHING NEW

## Gross Retail Turnover grows by 7.3%.

### Highlights of Q3FY15

- Gross Retail Turnover touches Rs. 844.77 crore; a jump of 7.3% over Q3FY14
- EBIDTA at Rs.53.57 crore a growth of 1.8% over Q3FY14
- 1,20,622 members added to First Citizen Loyalty Programme
- Crossed 6.6 million fans on Facebook
- **Total stores added in the quarter:** 1 Shoppers Stop store, 1 Bobbi Brown store, 1 Mothercare SIS Store, 2 Crossword stores.

Total Retail area – 42.21 lacs sq.ft

Total First Citizens members – 36.35 lacs

**Mumbai, January 30, 2015:** 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.844.77 crore for the quarter ended December 31<sup>st</sup>, 2014 as against Rs.787.49 crore in the corresponding period last year. Net Profit for the quarter stood at Rs.13.77 crore.

With 73 stores across 34 cities in India, Shoppers Stop continues to grow and expand its retail footprint. This quarter, SSL added one new Shoppers Stop store in Mangalore, one Bobbi Brown store in Delhi, One Mothercare SIS store in Vizag and two Crossword stores in Bengaluru and Kohima.

Driving ahead its successful Loyalty programme, SSL continued to expand its membership base adding 1,20,622 new members to the First Citizen Loyalty Programme in Q3FY15. The programme now has a total First Citizen base of over 36.35 lac members.

Speaking on the performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd;** said, "Shoppers Stop Ltd; continues its growth trajectory by adding new stores across formats. The loyalty members have also grown to 3.6 million members who contribute considerably to the topline. We are formulating our omni-channel retailing approach over the next few months. We are confident that our omni-channel efforts will help us in countering the disruption created by online players."

During the quarter, the Shoppers Stop brand was selected as a 'SUPERBRAND' in India for the fourth consecutive year, and was also selected as "100 MOST VALUABLE BRANDS OF THE YEAR 2014".

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Shoppers Stop and its retail invested companies operate the following number of stores/doors as on December 31<sup>st</sup>, 2014 :

**Mixed Retailing:**

**HyperCity** – Currently has 15 stores, spread over an area of 12.17 lacs sq ft.

Key Highlights of performance: Sales up by 6%

Like to like sales per sq.ft. growth 19.7%

Margin growth 120 Basis Points

2<sup>nd</sup> consecutive quarter of Break Even at Company level EBIDTA.

First Quarter of PAT Profit.

**Fashion & Home Retailing:**

- **Shoppers Stop** – Currently has 73 stores in 34 cities
- **HomeStop (Home Décor)** – Currently has 19 stores in 12 cities

**Specialty Retailing:**

- **Mothercare (Maternity, Infant Care)** – The exclusive franchise agreement for departmental stores with Mothercare Plc UK. Currently there are 43 stores of Mothercare (including 3 standalone stores).
- **Crossword (Book stores)** – Currently has 96 stores.
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has 36 stores with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Gurgaon, Noida, Ludhiana, Chandigarh, Surat and Kolkata.
- **Clinique (Cosmetics)** – Currently has 25 stores (including 13 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 and Gurgaon.
- **Bobbi Brown** – Currently has 3 stores, in Delhi & Gurgaon.

**Other Initiatives:**

- **Airport Retailing** – 2 duty free store is run by the JV Company, one at international airport at Bengaluru and 2<sup>nd</sup> at International airport at Mumbai.
- **TimeZone Entertainment** – Currently has 23 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 57.59 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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For investor related queries on Shoppers Stop Limited write to: [investor@shoppersstop.com](mailto:investor@shoppersstop.com)





**Shoppers Stop Limited**  
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Tel: (+91 22) 42497000 ; Fax: (+91 22) 28908877, Website : www.shoppersstop.com. E-mail : investor@shoppersstop.com. CIN : L51900MH1997PLC108796  
**STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2014**

Rs.in Lacs ( Except per share data)

PART I Particulars	Standalone					
	Quarter Ended		31-Dec-13 (Unaudited)	Nine Months Ended		Financial Year Ended 31-Mar-14 (Audited)
	31-Dec-14 (Unaudited)	30-Sep-14 (Unaudited)		31-Dec-14 (Unaudited)	31-Dec-13 (Unaudited)	
(Refer Notes Below)						
1) Turnover						
Retail Turnover						
Own merchandise (including concession sales)	78,924.80	85,944.64	71,525.03	224,407.07	198,765.90	274,109.89
Consignment merchandise	7,552.54	8,331.37	7,224.73	21,884.94	19,951.37	27,590.06
	84,477.14	94,276.01	78,749.76	246,302.01	218,717.27	301,699.95
Less :- Value Added Tax / Sales Tax	4,025.01	4,394.24	3,760.51	11,729.80	10,604.10	14,581.77
Cost of consignment merchandise	4,958.44	5,641.00	4,953.87	14,629.94	13,743.20	19,051.33
Income from Operations	75,493.69	84,240.77	70,035.38	219,942.27	194,369.97	268,066.85
2) Other operating income	948.62	958.15	918.08	2,687.14	2,335.38	3,290.47
3) Total Income from operations (net) (1+2)	76,442.31	85,198.92	70,951.44	222,629.41	196,705.35	271,357.32
4) Expenses						
a) Purchases of stock-in-trade	49,639.60	54,326.27	45,594.22	141,414.24	127,807.88	174,215.93
b) Changes in inventories of stock-in trade -(Increase)	(2,828.20)	(94.90)	(2,468.10)	(4,332.35)	(6,399.71)	(5,171.08)
c) Employees benefits expense	5,730.10	5,813.73	6,391.57	16,823.33	14,746.76	20,444.50
d) Depreciation and amortisation expense	1,976.45	1,957.37	1,397.71	5,919.50	4,397.18	6,177.89
e) Lease Rent and Hire Charges	7,284.08	7,146.10	6,453.29	21,084.16	18,684.45	25,422.05
f) Electricity Charges	2,175.15	2,360.90	1,971.23	6,637.34	5,760.24	7,501.73
g) Other expenses	9,084.38	10,097.26	8,748.70	27,036.80	24,532.14	33,578.14
Total expenses	73,061.56	81,606.73	67,088.62	214,563.02	189,530.94	262,169.16
5) Profit from operations before Other Income and finance costs and exceptional items (3-4)	3,380.75	3,592.19	3,862.82	8,066.39	7,174.41	9,188.16
6) Other Income	366.29	427.81	321.18	1,152.17	965.21	1,336.88
7) Profit from ordinary activities before finance costs and exceptional items(5+6)	3,767.04	4,019.80	4,184.00	9,218.56	8,139.62	10,527.04
8) Finance Costs	1,366.69	1,244.62	1,151.79	3,916.60	3,110.62	4,189.10
9) Profit from ordinary activities after finance costs but before exceptional items (7-8)	2,400.35	2,775.18	3,032.21	5,301.96	5,029.00	6,337.94
10) Exceptional Items - loss by fire	-	-	-	-	67.40	67.40
11) Profit from ordinary activities before tax (9-10)	2,400.35	2,775.18	3,032.21	5,301.96	4,961.80	6,270.54
12) Tax expense	1,022.43	1,184.63	1,297.98	2,258.39	2,071.46	2,570.07
13) Net Profit after tax (11-12)	1,377.92	1,590.55	1,734.23	3,043.57	2,890.14	3,700.47
14) Paid-up equity share capital (Face value of Rs.5/- Per Share)	4,166.82	4,163.49	4,153.73	4,166.82	4,153.73	4,160.79
15) Reserves(Excluding Revaluation Reserve)						68,706.47
16) Earnings per share (In Rs.) ( not annualised - Refer Note 2)						
- Basic	1.66	1.91	2.09	3.66	3.48	4.46
- Diluted	1.65	1.91	2.08	3.65	3.47	4.45

PART II SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2014						
<b>A) PARTICULARS OF SHAREHOLDING</b>						
1) Public Shareholding						
- Number of Shares	27,306,690	27,240,183	27,044,992	27,306,690	27,044,992	27,186,086
- Percentage of shareholding	32.77	32.71	32.56	32.77	32.56	32.87
2) Promoters and promoter group Shareholding						
a) Pledged / Encumbered						
- Number of shares	7,077,204	7,077,204	7,077,204	7,077,204	7,077,204	7,077,204
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	12.63	12.63	12.63	12.63	12.63	12.63
- Percentage of shares (as a % of the total share capital of the company)	8.49	8.50	8.52	8.49	8.52	8.50
b) Non-encumbered						
- Number of Shares	48,952,470	48,952,470	48,952,470	48,952,470	48,952,470	48,952,470
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	87.37	87.37	87.37	87.37	87.37	87.37
- Percentage of shares (as a % of the total share capital of the company)	58.74	58.79	58.92	58.74	58.92	58.83

Particulars	Quarter Ended
	31-Dec-14
<b>B) INVESTOR COMPLAINTS</b>	
Pending at the beginning of the quarter (as on 01-October-14)	NIL
Received during the quarter ended 31-December-14	One
Disposed of during the quarter ended 31-December-14	One
Remaining unresolved at the end of the quarter (as on 31-December-14)	NIL

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**Notes to results :**

- 1 The Company (standalone) is primarily engaged in the business of retail trade through retail and departmental store facilities, which constitute a single reportable segment.
- 2 During the quarter, 66,507 equity share of Rs.5/- each were issued and allotted under the Company's Employee Stock Option Scheme. Consequently, the issued and paid-up Share Capital of the Company as on 31 December 2014 stands increased to Rs.4,166.82 Lacs.
- 3 Pursuant to levy of service tax on renting of immovable properties given for commercial use, retrospectively with effect from 1 June 2007 by the Finance Act, 2010, the Company has, based on a legal advice, challenged the said levy and, inter-alia, its retrospective application. Consistent with the treatment in earlier periods, pending the final disposal of the matter, the Company continues not to provide for the retrospective levy aggregating Rs.1,659.56 Lacs for the period 1st June, 2007 to 31st March, 2010.
- 4 The Company (standalone) has a financial involvement aggregating Rs.39,949.99 Lacs in Hypercity Retail (India) Limited ('Hypercity'), a subsidiary company. Consistent with the earlier periods, in view of Hypercity's business plans with strategic growth projections, the Company considers that there is no loss for which a provision is currently necessary.
- 5 Pursuant to the enactment of the Companies Act 2013 (the 'Act'), effective 1st April 2014, the company has reviewed the estimated economic useful lives of its fixed assets generally in accordance with that provided in Schedule II to the Act. As a result [after reducing Rs.69.30 Lacs (net of tax of Rs.35.69 Lacs) from Retained earnings in line with the transition provision specified in Schedule II] the Depreciation charge (standalone) for the quarter and nine month ended 31 December 2014 is higher by Rs.332.95 Lacs and Rs.1,147.89 Lacs respectively.
- 6 Figures of the previous period / year have been regrouped / reclassified wherever necessary.
- 7 The standalone financial results have been reviewed by the Audit Committee, and approved by the Board of Directors at their meeting held on 30 January 2015. The Statutory auditors of the Company has carried out a limited review of the Company's financial results for quarter and nine month ended 31 December 2014.

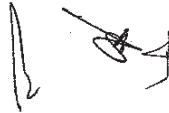
Place: Mumbai

Date: 30 January 2015

By order of the Board of Directors  
For Shoppers Stop Limited



Govind S Shrikhande  
Customer Care Associate & Managing Director



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# Deloitte Haskins & Sells LLP

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## INDEPENDENT AUDITORS' REVIEW REPORT TO THE BOARD OF DIRECTORS OF SHOPPERS STOP LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **Shoppers Stop Limited** ("the Company") for the Quarter and Nine Months ended 31 December 2014 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 5 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards specified under the Companies Act, 1956 (which are deemed to be applicable in respect of Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 ) and other accounting principles generally accepted in India, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the Stock Exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. We draw attention to:
  - a. Note 3 to the Statement regarding non-provision of service tax for the period 1 June, 2007 to 31 March, 2010 on renting of immovable properties given for commercial use, aggregating Rs.1,659.56 lacs, pending final disposal of the appeal filed before the Hon'ble Supreme Court, inter-alia, challenging the retrospective levy of the service tax. The matter is contingent upon the final outcome of the litigation.
  - b. Note 4 to the Statement regarding the Company's financial involvement aggregating Rs. 39,949.99 lacs in Hypercity Retail (India) Limited, a subsidiary company. The Company considers no provision for any loss is currently necessary for the reasons stated in the note.

Our opinion is not qualified in respect of these matters.



**Deloitte  
Haskins & Sells LLP**

5. Further, we also report that we have traced the number of shares as well as the percentages of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to investor complaints disclosed in Part II - - Select Information for the Quarter and Nine Months Ended 31 December 2014 of the Statement, from the details furnished by the Registrars.

*R*

*An*

For **DELOITTE HASKINS & SELLS LLP**  
Chartered Accountants  
(Firm Registration No. 117366W/W-100018)

*Shyamak R Tata*

**Shyamak R Tata**  
Partner  
(Membership No. 38320)

Mumbai, 30 January, 2015