January 29, 2016

SHOPPERS STOP

BSE Limited	National Stock Exchange of India Ltd.
Mumbai Samachar Marg,	Exchange Plaza,
Fort, Mumbai - 400 001.	Bandra-Kurla Complex.
	Bandra. (East) Mumbai-400 051.
Stock Code : 532638	SHOPERSTOP

Dear Sirs,

Sub : Press Release and Quarterly performance presentation : Un-audited financial results for the third quarter and nine months ended on December 31, 2015.

Enclosed please find herewith, a press release and Quarterly performance presentation in respect of un-audited financial results for the third quarter and nine months ended on December 31, 2015.

The above information is also available on the website of the Company.

Kindly take the same on records.

Thanking you,

Yours faithfully, For Shoppers Stop Limited

Johnehla

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Vice President - Legal & Company Secretary

Prashant Mehta

Encl : aa

Shoppers Stop Limited

Shoppers Stop

START SOMETHING NEW

Shoppers Stop Gross Retail Turnover up 17.2% Net Profit up 71.3%

Highlights of Q3FY16

- Gross Retail Turnover touches Rs. 990.1 crores; a jump of 17.2% over Q3FY15
- Net profit stood at Rs.23.6 crores; a growth of 71.3%
- EBIDTA at Rs. 71.2 crores a growth of 33% over Q3FY15
- 117,670 members added to First Citizen Loyalty Programme
- Crossed 7.7 million fans on Facebook
- Total stores added in the quarter: 2 Shoppers Stop store, 1 HyperCity store, 1 MAC Store, 1 Mothercare store and 1 Crossword store.

Total Retail area – 42.63 lacs sq.ft Total First Citizens members – 40.41 lacs

Mumbai, January 29, 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.990.1 crores for the quarter ended December 31st, 2015 as against Rs.844.8 crores in the corresponding period last year. Net Profit for the quarter stood at Rs.23.6 crores.

With 76 stores across 36 cities in India, Shoppers Stop continues to grow and expand its retail footprint. This quarter, SSL added 2 Shoppers Stop stores in Jaipur and New Delhi, 1 HyperCity store in Noida, 1 MAC Standalone store at Hyderabad, 1 Mothercare store in Jaipur and 1 Crossword store in Gurgaon.

Driving ahead its successful Loyalty program, SSL continued to expand its membership base adding 117,670 new members to the First Citizen Loyalty Programme in Q3FY16. The program now has a total First Citizen base of over 40.41 lac members.

Speaking on the performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd.** said, "Q3 is the peak festive shopping quarter and with Durga Puja moving to October this year, it has been a Block Buster Quarter. The Department Stores Format witnessed a double digit growth of 18.2% and a strong like-to-like growth of 17.4% in Q3FY16."

He further added, "In line with our omni-channel strategy, we launched our refreshed website <u>www.shoppersstop.com</u> with marked improvements in usability and navigability. Our New Mobile App will be launched in February completing our First Phase of Investment in Omni Channel."

During the quarter, SSL was awarded "**The Most Respected Company in Retail**" by Business World Magazine for the fifth year in a row, and was also awarded the 1st and 2nd prize in the "**National Energy Conservation Award**" FY15 under the category Shopping Malls conducted by Ministry of Power, Government of India at Vigyan Bhavan.

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on December 31st, 2015:

Mixed Retailing:

HyperCity – Currently has **17 stores**, spread over an area of 12.7 lacs sq ft. Key Highlights of performance: Sales up by 2.1% Like to like sales per sq.ft. growth of 1.7%

Fashion Share at 16.8 %

Store EBIDTA for the quarter : Rs. 7.1 crores

Fashion & Home Retailing:

- Shoppers Stop Currently has 76 stores in 36 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 Pic UK. Currently there are 42 stores of Mothercare (including 2 standalone stores).
- Crossword (Book stores) Currently has 93 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, Kolkata and Gurgaon.
- Bobbi Brown Currently has 4 stores, in Delhi, Gurgaon and Mumbai.

Other Initiatives:

- Airport Retailing –2 duty free stores is run by the JV Company, one at international airport at Bengaluru and 2nd at International airport at Mumbai.
- TimeZone Entertainment Currently has 25 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 58.65 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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Shoppers Stop Ltd.	Adfactors PR			
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juhi.khanna@shoppersstop.com	snehal.vaidya@adfactorspr.com			
	uma.datye@adfactorspr.com			

For Investor related queries on Shoppers Stop Limited write to: investor@shoppersstop.com

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Shoppers Stop

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Disclaimer

Certain statements in this release concerning our future growth prospects are forward-looking statements within the meaning of applicable securities laws and regulations, and which involve a number of risks and uncertainties, beyond the control of the Company, that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Shopper's Stop Ltd. may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company. The Company also expects the media to have access to all or parts of this release and the management's commentaries and opinions thereon, based on which the media may wish to comment and/or report on the same. Such comments and/or reporting maybe made only after taking due clearance and approval from the Company's authorized personnel. The Company does not take any responsibility for any interpretations/views/commentaries/reports which may be published or expressed by any media agency, without the prior authorization of the Company's authorized personnel.



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Business Overview













✤ <u>New Stores</u>

- 2 Departmental stores opened at Jaipur & Delhi during this quarter.
- 1 MAC SA store opened at Hyderabad during this quarter.
- 1 Mother Care SIS store opened at Jaipur during this quarter.
- 1 Hypercity Store opened at Noida during this quarter.

✤ Loyalty Program

• First Citizen members club has now reached 40.41 lacs members. Their contribution to sales was 73%.



Awards & Recognition



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- Business World Magazine has awarded Shoppers Stop as "Most Respected Company in Retail " for the <u>fifth consecutive year.</u>
- Shoppers Stop has been awarded 1st and 2nd prize in the "National Energy Conservation Award " FY 2015 under the category Shopping Malls conducted by Ministry of Power, Government of India at Vigyan Bhavan.











Our Presence and still expanding...

Total

5

37

9

20

6

MAC/Estee/

Clinique/

Bobbi Brown

3

12

4

12

4

Hypercity

1

4



City

Amritsar

Chennai

Gurgaon

Delhi

Bangalore



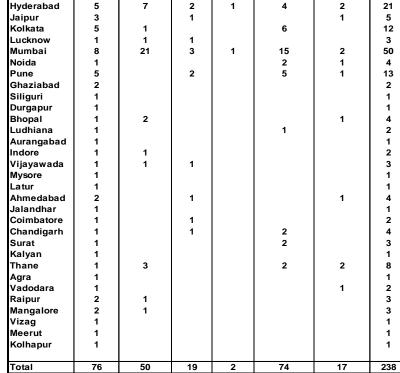












Home

Stop

4

1

1

SS Dept. Crossword

8

1

2

1

9

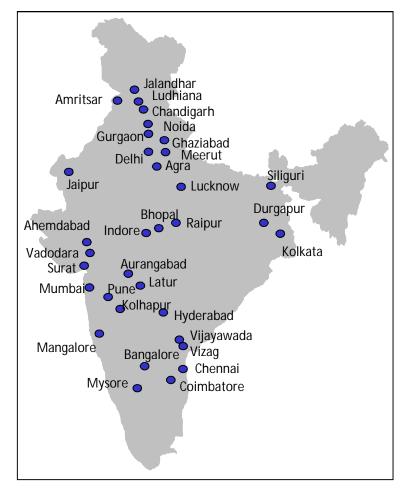
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5

2

Mother

Care



> More than 5.86 million sq. ft. area, across 36 cities



As on 31st December, 2015

Existing Stores

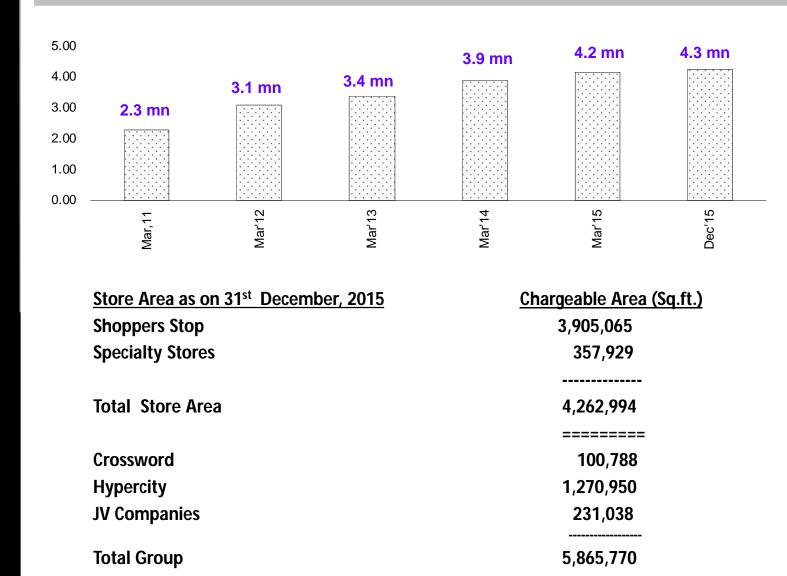
Shoppers Stop Store Space ramp-up (Sq. ft. in mns.)

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Location : ManUpasana Jaipur

Opening Date : 24th Oct 2015

Chargeable Area : 39,982 sq .ft.





















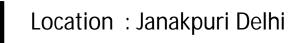








New Store Opened



Opening Date : 2nd Dec 2015

Chargeable Area : 36,505 sq .ft.



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Key Financial Highlights – Q3-2015-16



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• <u>Sales Growth</u>:

Shoppers Stop department stores	•	18.2 %
All formats	•	17.2 %

LTL Sales Growth:

Shoppers Stop department stores	•	17.4%
stores > 5 years	•	17.6%
stores < 5 years	•	17.1%

 Sales Per Sq.ft. on chargeable area (Built up sq.ft.) : Shoppers Stop department stores : Rs 2,338 (LY Rs. 1,987)

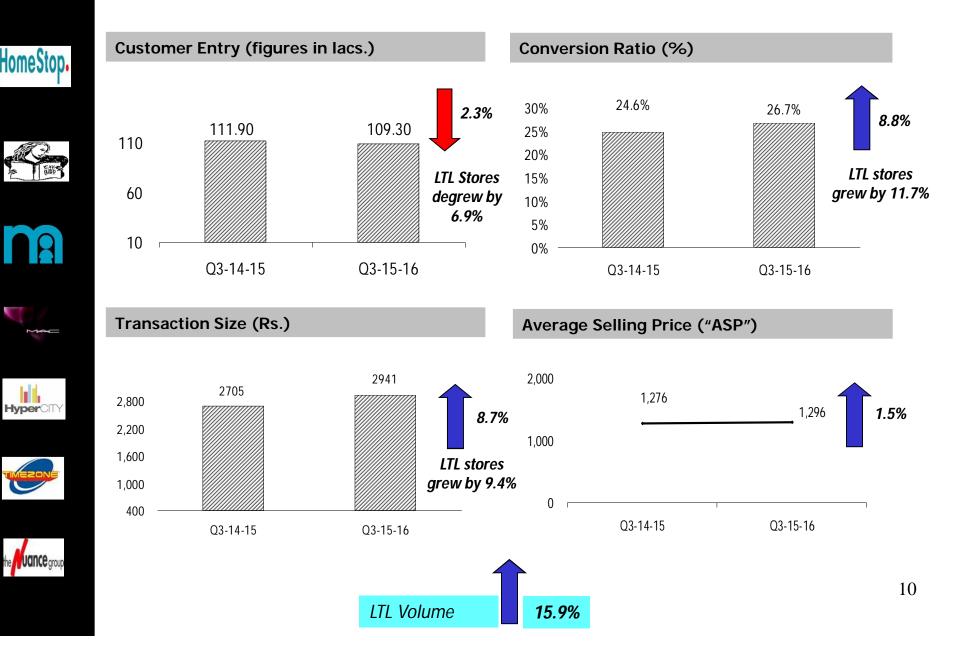


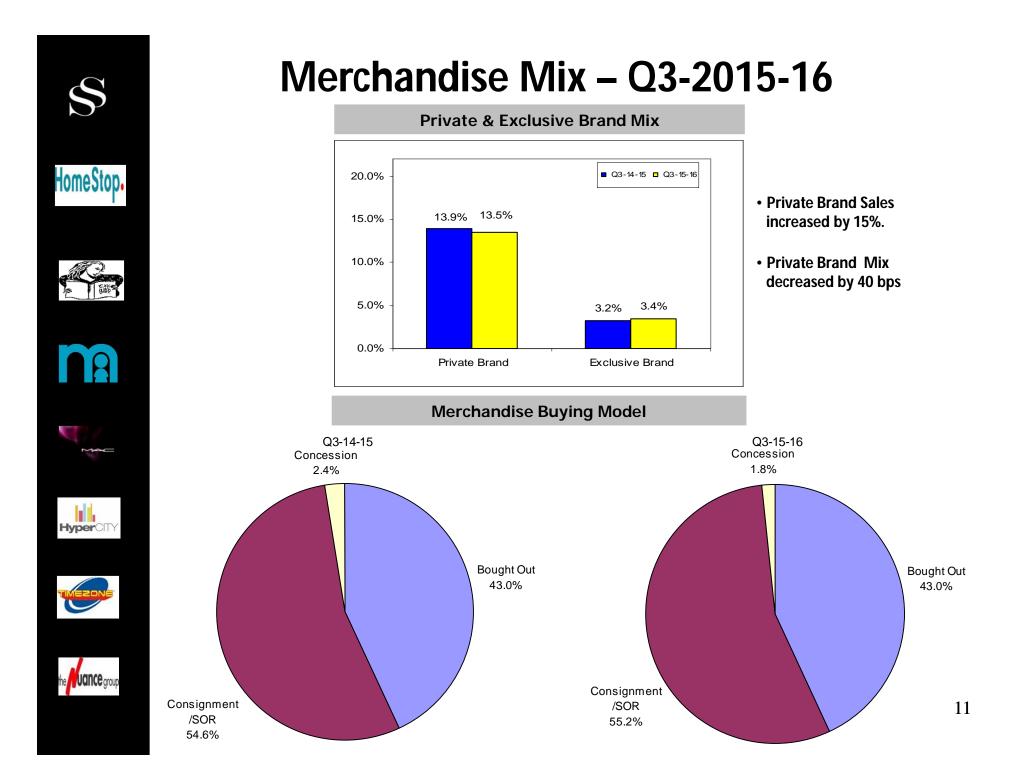
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Operational Indicators – Q3-2015-16

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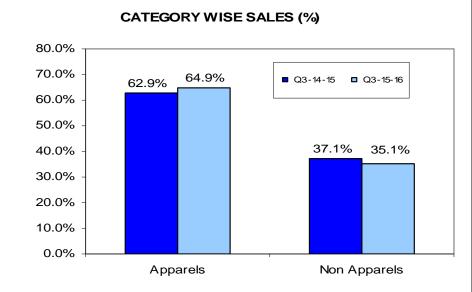


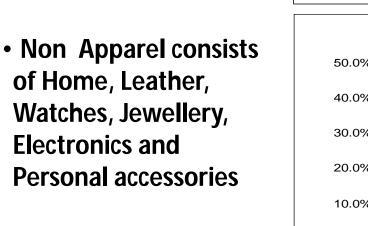


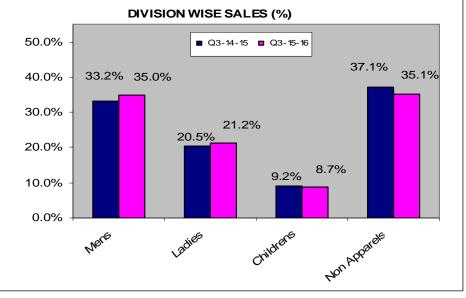


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Revenue Mix – Q3-2015-16







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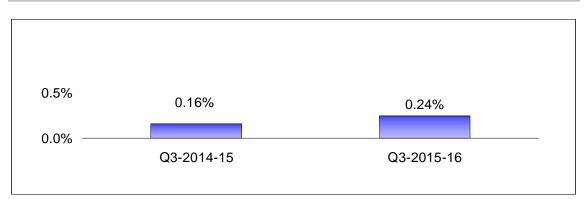


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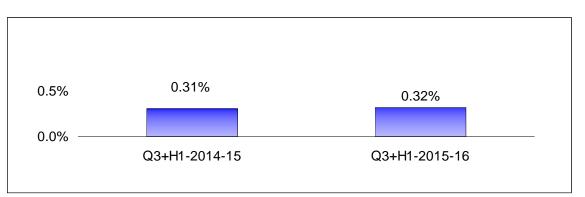
Operational Efficiency Q3-2015-16:

Shrinkage as % of Gross Retail Sales (SS Dept. Stores)

Q3-2015-16



Q3+H1-2015-16





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Financial Summary – Q3-2015-16

Shoppers Stop Ltd.

Rs. in lacs



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Particular	Q3-2015-16	Q3-2014-15	
Retail Turnover	102,416.3	87,177.4	
Retail Sales	100,560.9	85,804.8	17%
Margin on Sales	33,617.2	30,159.4	11%
Margin on Sales %	33.4%	35.1%	
Other Retail Operating Income	1,855.3	1,372.6	
Operating expenses	28,324.9	26,159.7	1 8%
Operating expenses %	28.2%	30.5%	•
Operating Profit (EBIDTA)	7,147.7	5,372.4	1 33%
Operating Profit (EBIDTA) %	7.1%	6.3%	33%
Finance Charges (Net)	1,025.3	995.2	
Depreciation	2,106.2	1,976.9	
PBT	4,016.2	2,400.4	67%
PBT %	4.0%	2.8%	
Тах	1,656.3	1,022.4	
Profit After Tax	2,359.8	1,377.9	719
Profit After Tax %	2.3%	1.6%	

Note : Figures have been regrouped for Presentation purpose.

Consolidated Financial – Q3-2015-16

Particular	Q3-2015-16	Q3-2014-15	
Retail Turnover	135,870.3	118,990.9	
Retail Sales	132,358.8	116,706.6	13%
Margin on Sales	41,435.5	37,247.3	
Margin on Sales %	31.3%	31.9%	11%
Other Retail Operating Income	3,511.4	2,284.3	
Operating expenses Operating expenses %	38,172.6 28.8%	34,486.9 29.6%	11%
operating expenses /	20.076	23.078	
Operating Profit (EBIDTA)	6,774.4	5,044.7	34%
Operating Profit (EBIDTA) %	5.1%	4.3%	
Finance Charges (Net)	2,006.4	1,843.4	
Depreciation	2,994.4	2,797.5	339%
PBT	1,773.5	403.9	339%
Profit Before Tax %	1.3%	0.3%	
Property Option Income	-	2,026.3	
PBT (After Property Option Income)	1,773.5	2,430.2	(27)%
РВТ %	1.3%	2.1%	➡
Tax	1,656.3	1,022.4	
Minority Interest	1,022.6	(2.6)	(19)%
Profit After Tax	1,139.8	1,405.2	
Profit After Tax %	0.9%	1.2%	-

Consolidation includes:

- Shoppers Stop Limited
- Hypercity Retail (India) Ltd..
- Crossword Bookstores Ltd.
- Timezone Entertainment Pvt. Ltd.
- Nuance Group (India) Pvt. Ltd.
- Gateway Multichannel Retail (India) Ltd

Note : Figures have been regrouped for Presentation purpose.

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the **Juance** group

Balance Sheet – SSL Standalone

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		Rs.in Lacs			
PARTICULARS	Unaudited Dec'15	Audited March'15	Particulars	Q3+H1-2015-16	2014-15
EQUITY AND LIABILITIES			Debt Equity	0.73	0.67
			Debi Equity	0.75	0.07
SHAREHOLDERS' FUNDS					
Share capital	4,172.3	4,168.4	Asset Turnover Ratio (Without Invt. In Group Co.)	3.58	4.6
Reserves and surplus	74,048.9	72,360.4			
Net Worth	78,221.2	76,528.8	Current Ratio	0.99	0.9
NON CURRENT LIABILITIES					
Long-term borrowings	19,875.0	22,535.7			
Long-term provisions	19,875.0	955.8			
Total Non Current Liabilites	20,062.7	23,491.5			
	20,002.7	25,471.5			
CURRENT LIABILITIES					
Short-term borrowings	24,443.0	23,255.3	SSL Debt : 571 Cr		
Trade payables	40,635.4	33,135.4	Hypercity Debt : 213 Cr		
Other current liabilities	31,332.5	21,443.7			
Short-term provisions	444.4	1,175.4			
Total Current Liabilites	96,855.3	79,009.8			
Total	195,139.3	179,030.1			
ASSETS					
NON CURRENT ASSETS					
Total Fixed assets	64,631.3	61,055.8			
		-			
Non current investments	38,625.5	40,649.5			
Long term loans and advances	38,387.9	34,229.2			
Total Non Current Assets	141,644.7	135,934.4			
CURRENT ASSETS					
LORRENT ASSETS	40,199.6	32,961.3			
Trade Receivables	40,199.8	2,233.5			
Cash and cash equivalents	4,741.1 888.6	2,233.5 490.5			
Short term Loans and advances	5,253.3	490.5 6,255.2			
Other current assets	2,412.0	6,255.2 1,155.1			
Total Current Assets	53,494.6	43,095.7			
	55,474.0	43,073.7			
					16

Note : Figures have been regrouped for Presentation purpose.



Cash Flow – SSL Standalone

Rs.in Lacs

Particulars	For the period ended 31st Dec,2015
Operating Profit	13,996
Changes in Working Capital	(453
Cash Generated from Operating Activities	13,542
Investment in SSL Fixed Assets & Deposit for stores	(11,255
Investment in JV/ Subsidiary Companies	(3,992
Net Cash Used for Investing Activities	(15,247
Proceeds from issuance of share capital	192
Interest & Finance Cost (Net off)	(2,839
Dividend and Dividend Distribution Tax paid	(753
Increase / (Decrease) in Loans	5,502
Cash generated from Financing Activities	2,103
Net Increase/(decrease) in Bank Balance	398

















Q3+H1-2015-16 Financials



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the **Vance** group

Financial Summary – Q3+H1-2015-16

Shoppers Stop Ltd.

Rs. in lacs

Particular	Q3+H1-2015-16	Q3+H1-2014-15	
Retail Turnover	282,770.9	253,026.7	
Retail Sales	277,768.1	249,038.8	12%
Margin on Sales	93,265.3	85,001.6	10%
Margin on Sales %	33.6%		1078
Other Retail Operating Income	5,002.9	3,987.9	
Operating expenses	81,468.3	74,946.6	9%
Operating expenses %	29.3%	30.1%	
Operating Profit (EBIDTA)	16,799.8	14,042.9	20%
Operating Profit (EBIDTA) %	6.0%	5.6%	
Finance Charges (Net)	2,906.7	2,821.6	
Depreciation	7,276.0	5,919.4	
PBT (Before Exceptional Item)	6,617.1	5,302.0	25%
PBT%	2.4%	2.1%	
Exceptional Item	2,381.0	-	Provision for dimir Joint Venture
PBT	4,236.1	5,302.0	
PBT %	1.5%	2.1%	
Тах	2,735.7	2,258.4	
Profit After Tax	1,500.4	3,043.6	
Profit After Tax %	0.5%	1.2%	

Provision for diminution in value of investment in a loint Venture

Note : Figures have been regrouped for Presentation purpose.



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Consolidated Financial – Q3+H1-2015-16

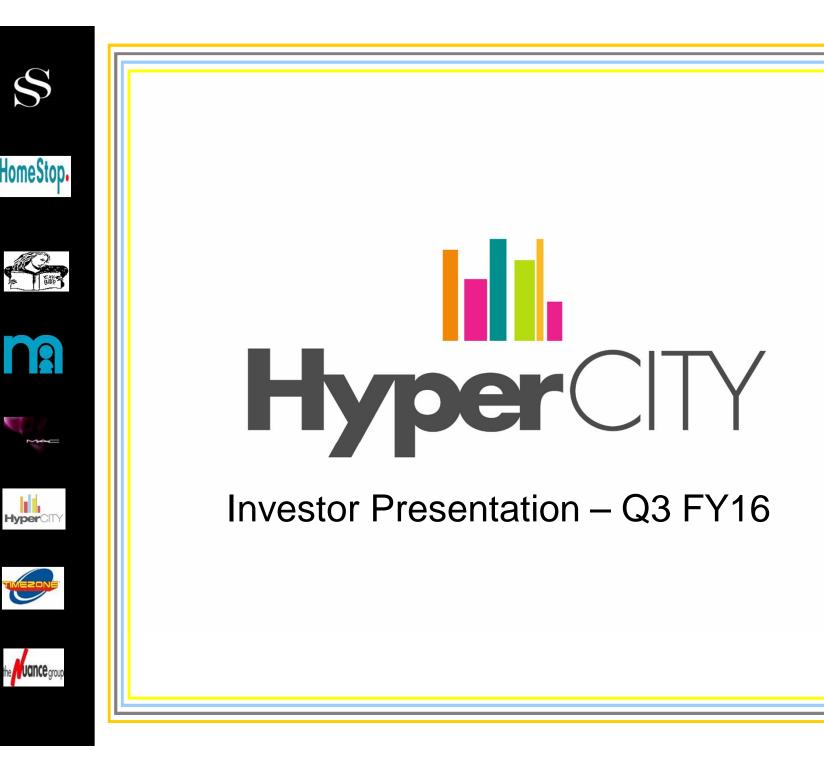
		Rs. in lacs	
Particular	Q3+H1-2015-16	Q3+H1-2014-15	
Retail Turnover	378,378.2	344,356.5	
Retail Sales	369,353.2	337,428.4	10%
Margin on Sales	116,685.7	106,758.4	
Margin on Sales %	31.6%	31.6%	9%
Other Retail Operating Income	9,025.0	6,928.1	
Operating expenses	110,011.8	100,527.1	9%
Operating expenses %	29.8%	29.8%	3 /0
Operating Profit (EBIDTA)	15,698.9	13,159.5	19%
Operating Profit (EBIDTA) %	4.3%	3.9%	1370
Finance Charges (Net)	4,856.6	5,195.8	
Depreciation	9,723.7	8,662.3	
PBT (Before Exceptional Item)	1,118.6	(698.7)	260%
PBT % (Before Exceptional Item)	0.3%	-0.2%	
Property Option Income	-	2,026.3	
PBT (After Property Option Income)	1,118.6	1,327.6	(16)%
PBT %	0.3%	0.4%	◆
Tax	2,735.7	2,258.4	
Minority Interest	2,819.0	1,700.9	
Profit After Tax	1,201.9	770.1	56%
Profit After Tax %	0.3%	0.2%	

Consolidation includes:

- Shoppers Stop Limited
- Hypercity Retail (India) Ltd..
- Crossword Bookstores Ltd.
- Timezone Entertainment Pvt. Ltd.
- Nuance Group (India) Pvt. Ltd.
- Gateway Multichannel Retail (India) Ltd

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Note : Figures have been regrouped for Presentation purpose.





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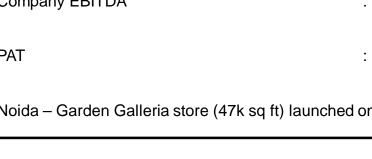
Key Highlights

TMEZONE

HyperCITY



- LTL Sales growth : (0.8%). • LTL sales psf growth : 1.7% (Excl. downsize/sub-lease). • Fashion mix : 16.8% [LY: 16.1%]. Gross Margin : 22.7% [LY: 22.7%]. • LTL Opex growth : 1.1%. • Store operating profit : Rs. 712 lacs; [LY: 926 lacs]. • LTL Store Operating profit : Rs. 956 lacs; [LY: 926 lacs]. LY Company EBIDTA / • Company EBITDA : Rs. (267) lacs; [LY: Rs.1609 lacs]. PAT : Including property option gain of Rs 15.9 cr • PAT : Rs. (2087) lacs; [LY: Rs. 5 lacs*]
- Noida Garden Galleria store (47k sq ft) launched on 4th Nov'15. Total retail space 1.3 Mn sq ft (17 stores).

















Noida Garden Galleria: Store Launch



Noida – Garden Galleria - (47K Sq.ft.)



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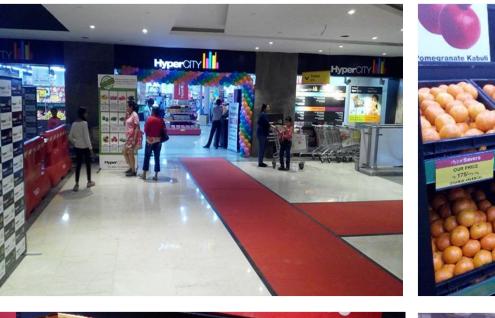




















Noida – Garden Galleria - (47K Sq.ft.)

























HyperCITY - Key Financials Highlights

LTL Sales Growth:

HyperCITY stores

- stores > 5 years

- stores < 5 years

Sales Growth:
 HyperCITY stores
 : 2.4%

(0.8%)

1.2%

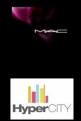
: (1.7%)



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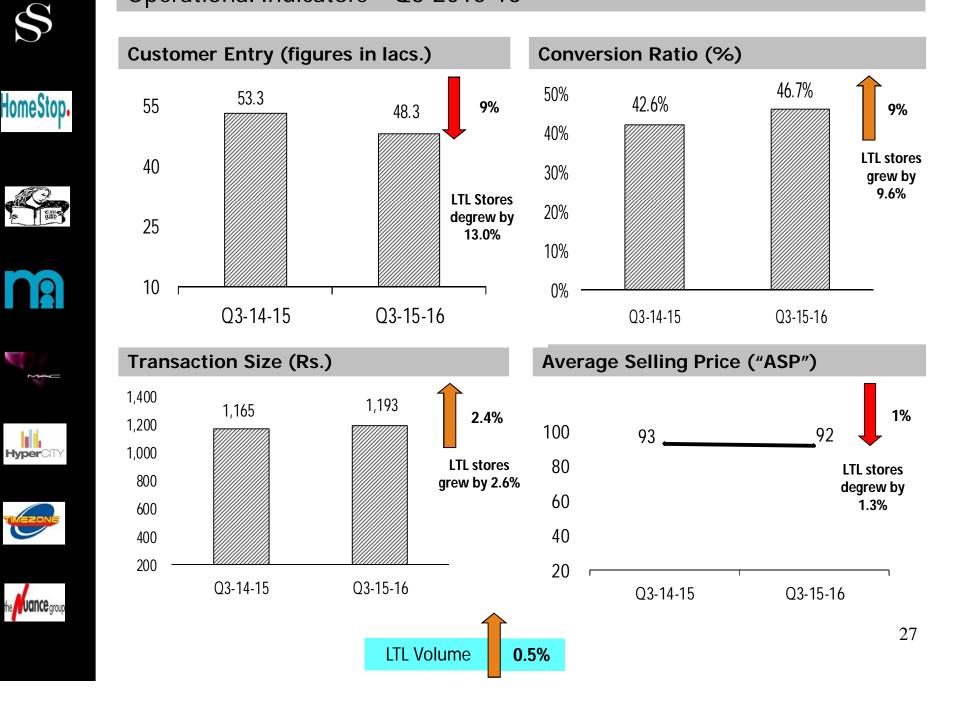
Sales Per Sq.ft. on chargeable area (Built up sq.ft.) :LTL level *: Rs 2,253 (LY Rs 2,215)Chain level *: Rs 2,188 (LY Rs 2,215)





* LTL sales psf is after excluding concessionaire/ sub-lease area.

Operational Indicators – Q3-2015-16





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HyperCITY Financials - Q3 - 2015-16

				Rs.in lacs		
Particular	Q3 FY16	% Sales	Q3 FY15	% Sales	Growth%	
Retail Sales (Including VAT)	26,862	107.7%	26,305	108.1%	2.1%	
Retail Sales (Net of VAT)	24,937	100.0%	24,345	100.0%	2.4%	LTL sales PSF growth : 1.79
Gross Margin	5,663	22.7%	5,520	22.7%	2.6%	
DC Cost Shrinkage	246 240	1.0% 1.0%	219 135	0.9% 0.6%	11.9% 76.9%	
Margin on Sales	5,178	20.8%	5,165	21.2%	0.2%	
Store Operating Expenses Other Retail Operating Income	5,311 844	21.3% 3.4%	4,852 613	19.9% 2.5%	9.4% 37.7%	LTL Opex Growth : 1.1%
Store EBIDTA	712	2.9%	926	3.8%	-23.2%	
Service Office / Pre-ops Exp.	978	3. 9 %	910	3.7%	7.6%	
Loss / (Profit) on sale of Property options	-		(1,592)	- <mark>6</mark> .5%	100.0%	
COMPANY EBIDTA	(267)	-1.1%	1,609	6.6%	-116.6%	
Depreciation	620	2.5%	609	2.5%	1.9%	
Finance Charges	1,200	4.8%	994	4.1%	20.7%	
PAT	(2,087)	-8.4%	5	<mark>0.0</mark> %		

















YTD - FY16



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HyperCITY Financials – YTD – 2015-16

				Rs.in lacs	
YTD FY16	% Sales	YTD FY15	% Sales	Growth%	
77,882	107.7%	75,735	107.8%	2.8%	
72,342	100.0%	70,272	100.0%	2.9%	• LTL sales PSF growth : 4%
16,295	22.5%	15,762	22.4%	3.4%	
677 607	0.9% 0.8%	608 350			
15,011	20.7%	14,804	21.1%	1.4%	
15,003 2,207	20.7% 3.1%	14,236 2,044	20.3% 2.9%		LTL Opex Growth : 1.1%
2,215	3.1%	2,612	3.7%	-15.2%	
2,882	4.0%	2,738	3. 9 %	5.3%	
-		(1,517)	-2.2%		
(667)	- 0.9%	1,392	2.0%	-147.9%	
1,793	2.5%	2,028	2. 9 %	-11.6%	
3,293	4.6%	2,835	4.0%	16.2%	
(5, 753)	- <mark>8.0</mark> %	(3,471)	-4.9 %	-65.7%	
	77,882 72,342 16,295 677 607 15,003 2,207 2,215 2,882 - (667) 1,793 3,293	77,882 107.7% 72,342 100.0% 16,295 22.5% 677 0.9% 607 0.8% 15,003 20.7% 2,207 3.1% 2,882 4.0% - - (667) -0.9% 1,793 2.5% 3,293 4.6%	77,882107.7%75,73572,342100.0%70,27216,29522.5%15,7626770.9%6086070.8%35015,01120.7%14,80415,00320.7%14,2362,2073.1%2,0442,2153.1%2,6122,8824.0%2,738-(1,517)(667)-0.9%1,3921,7932.5%2,0283,2934.6%2,835	77,882 107.7% 75,735 107.8% 72,342 100.0% 70,272 100.0% 16,295 22.5% 15,762 22.4% 677 0.9% 608 0.9% 607 0.8% 350 0.5% 15,011 20.7% 14,804 21.1% 15,003 20.7% 14,236 20.3% 2,207 3.1% 2,044 2.9% 2,215 3.1% 2,044 2.9% 2,882 4.0% 2,738 3.9% 2,882 4.0% 2,738 3.9% 1,793 2.5% 2,028 2.9% 3,293 4.6% 2,835 4.0%	YTD FY16% SalesYTD FY15% SalesGrowth%77,882107.7%75,735107.8%2.8%72,342100.0%70,272100.0%2.9%16,29522.5%15,76222.4%3.4%6770.9%6080.9%11.5%6070.8%3500.5%73.1%6070.8%3500.5%73.1%15,00320.7%14,23620.3%5.4%2,2073.1%2,0442.9%8.0%2,2073.1%2,0442.9%8.0%2,28824.0%2,7383.9%5.3%2,8824.0%2,7383.9%5.3%1,7932.5%2,0282.9%-11.6%3,2934.6%2,8354.0%16.2%



HyperCITY



Sources of Funds	31st Dec 15
Net worth	278
Loans from Shareholders / Group Co's	16,200
Loans	21,252
Total	37,730
Application of Funds	
Fixed Assets	17,070
Currents Assets, Loans and Advances	31,903
Less : Current Liabilities and Provisions	11,243
Net Current Assets	20,660
Total	37,730

• Numbers have been regrouped for analytical representation















In case of any clarifications please contact on investor@shoppersstop.com