

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

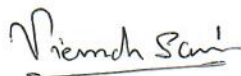
Please find enclosed herewith the presentation being forwarded to Analysts / Investors on the Unaudited Financial Results of the Company for the First Quarter ended 30th June, 2017.

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%

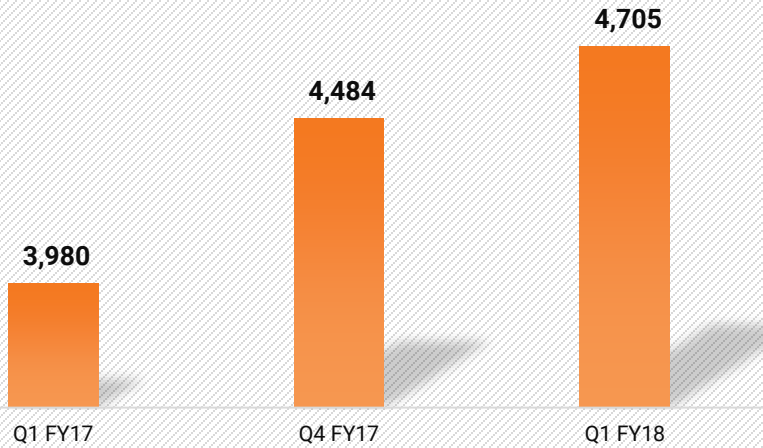
● GST Roll-out:

- 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**

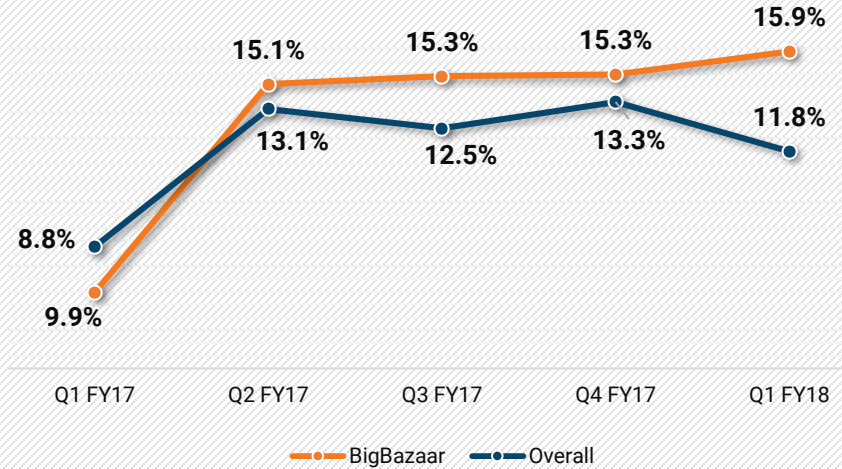
● Key Business Updates:

- 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

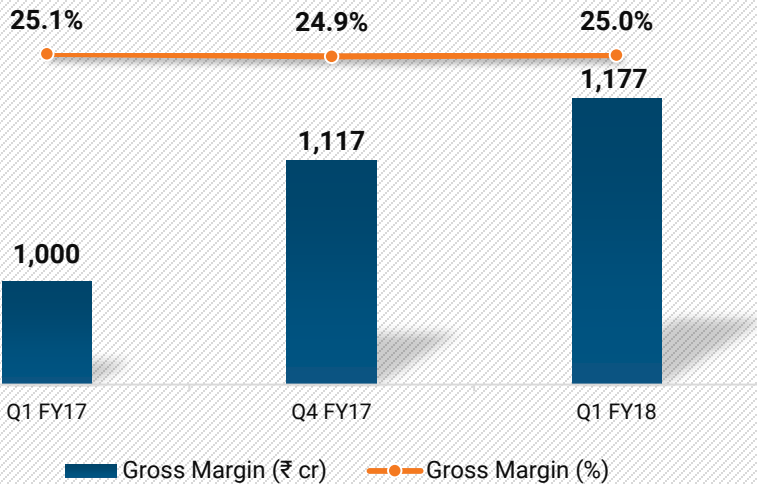
Income from Operations (₹ cr.)



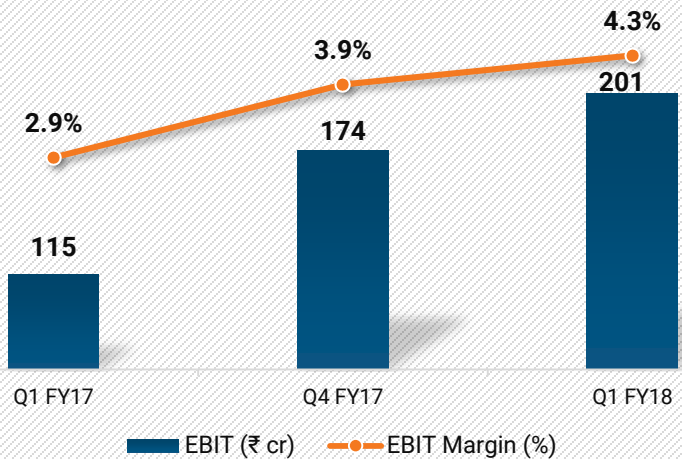
Same Store Sales Growth (%)



Gross Margin



EBIT Margin

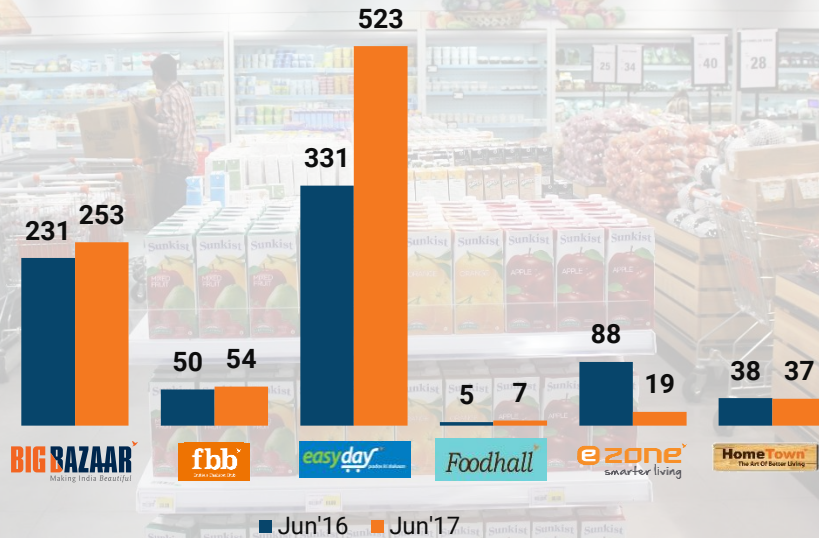


Store Network & Retail Space (mn sqft)

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

BUTTER CHEESE PANEER

PHAL-SABZI



Geographical Spread

	Stores	States / UT	Cities
BIG BAZAAR <small>Making India Beautiful</small>	253	26	127
fbb <small>India's Finest Biscuits</small>	54	17	32
easyday <small>Smarter Living</small>	523	12	11#
Foodhall	7	4	4
ezone <small>Smarter Living</small>	19	7	10
HomeTown <small>The Art Of Better Living</small>	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

ONE NATION ONE TAX ONE BIG BAZAAR

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

- MIN 5% LESS: Sugar, Soap & Naps, Softener Oil, Shower Sets, Tea Bag, Glass Tumblers, Cleaning Tools
- MIN 10% LESS: Detergent, Snacks, Hair Oil, Soaps, Tea, Dairy Whitener
- MIN 15% LESS: Handsoaps, Diapers, Paper Napkins, Paper Plates, Paper Cups, Paper Towels
- MIN 22% LESS: Paper Napkins, Paper Plates, Paper Cups, Paper Towels

India Is Set For **NATION TAX MARKET**

Make The Most Of It At The GST Muhurat Shopping In **BIG BAZAAR**. Making India Reusable!

Tonight From 12am To 2am



Committed to stay closest to our Customers at all times!



RECOGNITION

BUFFALO SINCE 1977

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

SHARMA SINGH (ECLIPSE)

When Future Group's Buffalo brand hit the headlines in the Economic Times' Brand Equity Supplement, it was a major milestone for the brand. The brand, which was founded in 1977, has been a part of the Future Group's fashion portfolio for over a decade. The brand's success is a testament to the group's commitment to quality and innovation in the fashion industry.

GETTING RID OF THE PRIVATE

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 FUTURE BRANDS

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

For Campaign India's 'Empowerment Mother's Festival', we bring you the top 20 pieces of content on Facebook from the category of Empowerment Icons. There are the ones at the top in the field of ideas. From among your phenomenal skills an impressive score of 5000 from 1.2.20 May 2017.

Big Bazaar
Phone: 011-2666 12119

BIG BAZAAR Making India Beautiful

INTRODUCING A BRAND NEW

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 Making India Beautiful

Finally! Maya And Monisha Sarabhai Have Agreed On Something!

They Are Both Hooked To

WEDNESDAY BAZAAR HAPTE KA SASSE SASITA DIN

Watch The Video To Know More!

sarabhai sarabhai TAKE 2

BIG BAZAAR Making India Beautiful

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](#)

INNOVATION



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

#DecideYourPrice 3.0
is back on
@BigBazaar

It's India's price Vs. MRP!
KNOW MORE

Every retweet reduces the price. Product unveils on 13th July, 6pm

- 1 Go to @BigBazaar on Twitter
- 2 Retweet between 6-10pm on 13th July
- 3 At 10pm, discover the final price
- 4 Visit any Big Bazaar store from 10th July to buy it.

INDIA HAS DECIDED THE PRICE!
Now you can buy our Best Seller - Food Combo at a whole new price.

MRP ₹1179
INDIA'S PRICE ₹897

Offer Details

5kg Kosh Wheat +Oats + 5L+1L Karmiq Rice Bran Oil + 2kg Golden Harvest Sugar

Visit any Big Bazaar store across the country.
Price valid for 18th and 19th Feb only.

FIND A STORE

#DecideYourPrice 2.0

INDIA HAS DECIDED THE PRICE!

A Pair of Mason Jars
MRP ₹158 | Store Price ₹158
INDIA'S PRICE ₹79

Visit your nearest Big Bazaar store to buy it.
Prices valid for 22nd - 23rd April only.

INDIA HAS DECIDED THE PRICE!

Visit your nearest Big Bazaar & fbb store to buy it.
Prices valid for 8th & 9th April only.

MRP ₹1990
INDIA'S PRICE ₹1392

#DecideYourPrice 2.0

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

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.