

FUTURE RETAIL

14th November, 2018

To
Dept. of Corporate Services (CRD)
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 Sir / Madam,

Sub.: Board Meeting outcome and declaration of Unaudited Financial Results for the Second Quarter and Half Year ended 30th September, 2018 / Presentation to Analysts / Investors.

With reference to the above and pursuant to the Regulation 33 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we enclose herewith the following:

1. Unaudited Financial Results for the Second Quarter and Half Year ended 30th September, 2018;

These financial results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held today.

2. Limited Review Report on the above Unaudited Financial Results duly issued by M/s. NGS & Co., LLP, the Statutory Auditors of the Company.

The meeting of the Board of Directors commenced at 2:00 PM and concluded at 3:55 PM.

In terms of applicable provisions of Listing Regulations, please also find enclosed herewith the presentation being forwarded to Analysts / Investors on the Unaudited Financial Results of the Company for the Second Quarter and Half Year ended 30th September, 2018. The same 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
Company Secretary



Encl.: as above.

FUTURE RETAIL

Statement of Unaudited Standalone Financial Results for the Quarter and six months ended September 30, 2018

(₹ in Crore)							
Sr. No.	Particulars	3 months ended 30-09-2018	Preceding 3 months ended 30-06-2018	Corresponding 3 months ended in previous year 30-09-2017	6 months ended 30-09-2018	Corresponding 6 months ended in previous year 30-09-2017	12 months ended 31-03-2018
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	a) Revenue from operations	4,928.52	4,538.71	4,506.30	9,467.23	9,211.23	18,477.97
	b) Other Income	5.88	3.23	2.86	9.11	5.37	11.67
	Total Income	4,934.40	4,541.94	4,509.16	9,476.34	9,216.60	18,489.64
2	Expenses						
	a) Purchases of stock-in-trade	3,746.97	3,501.86	3,502.91	7,248.83	7,118.58	14,422.55
	b) Changes in inventories of stock-in-trade - (Increase) / Decrease	(132.68)	(207.79)	(153.73)	(340.47)	(241.10)	(681.87)
	c) Employee benefits expense	270.31	251.36	230.96	521.67	452.80	929.95
	d) Finance costs	55.39	51.09	49.66	106.48	103.13	175.38
	e) Depreciation and amortisation expense	22.98	19.86	11.17	42.84	21.94	53.43
	f) Rent including lease rental	367.37	364.70	337.18	732.07	705.20	1,405.33
	g) Other expenses	428.96	407.74	377.85	836.70	755.04	1,569.69
	Total Expenses	4,759.30	4,388.82	4,356.00	9,148.12	8,915.59	17,874.46
3	Profit from ordinary activities before Exceptional Items and Tax (1-2)	175.10	153.12	153.16	328.22	301.01	615.18
4	Exceptional Items	-	-	-	-	-	(603.87)
5	Profit from ordinary activities before Tax (3+4)	175.10	153.12	153.16	328.22	301.01	11.31
6	Tax Expense	-	-	-	-	-	-
7	Profit for the period (5-6)	175.10	153.12	153.16	328.22	301.01	11.31
8	Other Comprehensive Income	(0.00)	0.00	-	(0.00)	-	1.96
9	Total Comprehensive Income (7+8)	175.10	153.12	153.16	328.22	301.01	13.27
10	Paid up equity share capital (Face value of ₹ 2/- per share)	100.51	100.50	97.96	100.51	97.96	100.40
11	Other Equity	-	-	-	-	-	2,995.87
12	Basic and Diluted EPS (Before Exceptional Items) (in ₹)	3.48	3.05	3.13	6.53	6.15	12.45
13	Basic and Diluted EPS (After Exceptional Items) (in ₹)	3.48	3.05	3.13	6.53	6.15	0.23

Notes:

- The above results were reviewed by the Audit Committee and thereafter approved by the Board of Directors of the Company at their respective meetings held on November 14, 2018. Statutory Auditors have issued Limited Review Report on the same.
- Consequent to the Demerger of Home Retail Business Undertaking and vesting with Praxis Home Retail Limited and vesting of demerged Retail Business Undertaking of Hypercity Retail (India) Limited with the Company, the financial results for the quarter and six months ended September 30, 2018 are not comparable with corresponding periods of previous year.
- During the quarter ended September 30, 2018, the Company has made allotment of total 64,522 Equity Shares of ₹ 2/- each to the employees of the Company, upon exercise of vested options granted to them under FRL ESOP Plan, 2016. None of the employees is in receipt of equity shares exceeding 1% of the equity share capital of the Company against the vested options exercised by them under FRL ESOP Plan, 2016.
- The Company has adopted Ind AS 115 'Revenue from Contracts with Customers' w.e.f. April 01, 2018. The application of Ind AS 115 does not have any material impact on the financial results of the Company.
- Figures for the previous financial period have been re-arranged and re-grouped wherever necessary.
- According to the requirements of Schedule III of the Companies Act, 2013, sales for the period up to June 30, 2017, presented in these financial results are inclusive of excise duty. Consequent to the applicability of Goods and Service Tax (GST) w.e.f. July 1, 2017, sales are shown net of GST.
- The Company has only one business segment i.e. "Retail".
- Statement of Assets and Liabilities for the six months ended September 30, 2018 is annexed to financial results.

Place : Mumbai
Date : November 14, 2018



By Order of the Board
Kishore Bijani
Kishore Bijani
Chairman & Managing Director

FUTURE RETAIL

UNAUDITED STANDALONE STATEMENT OF ASSETS & LIABILITIES

(₹ in Crore)

	As at September 30, 2018	As at March 31, 2018
ASSETS		
1. Non-Current Assets		
Property, Plant and Equipment	712.46	488.62
Capital Work-in-Progress	28.84	24.31
Intangible Assets	586.14	529.94
Intangible Assets Under Development	10.21	9.27
Financial Assets		
Investment	67.68	0.01
Loans	265.76	273.49
Others	0.31	0.31
Other Non-Current Assets	150.98	132.66
Total Non-Current Assets	1,822.38	1,458.61
2. Current Assets		
Inventories	4,757.39	4,417.41
Financial Assets		
Trade Receivables	242.32	270.10
Cash and Cash Equivalents	153.77	143.59
Bank Balances Other than Cash and Cash Equivalents	46.77	39.64
Loans	1,202.54	1,306.50
Others	85.94	82.90
Other Current Assets	425.77	475.73
Total Current Assets	6,914.50	6,735.87
Total Assets	8,736.88	8,194.48
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	100.51	100.40
Other Equity	3,332.76	2,995.87
Total Equity	3,433.27	3,096.27
Liabilities		
1. Non-Current Liabilities		
Financial Liabilities		
Borrowings	181.66	223.33
Provisions	54.51	52.26
Other Non-Current Liabilities	126.35	118.50
Total Non-Current Liabilities	362.52	394.09
2. Current Liabilities		
Financial Liabilities		
Borrowings	1,414.52	1,001.41
Trade Payables	3,214.24	3,424.23
Other Financial Liabilities	98.82	83.27
Other Current Liabilities	209.58	191.24
Provisions	3.93	3.97
Total Current Liabilities	4,941.09	4,704.12
Total Equity and Liabilities	8,736.88	8,194.48



Future Retail Limited (Formerly known as Bharti Retail Limited)

Registered Office: Knowledge House, Shyam Nagar, Off Jogeshwari Vikhroli Link Road, Jogeshwari (East), Mumbai - 400 060

P +91 22 6644 2200. F + 91 22 6644 2201. www.futureretail.co.in

LIMITED REVIEW REPORT

To,
The Board of Directors
Future Retail Limited

We have reviewed the accompanying Unaudited financial results of **Future Retail Limited** ("the Company") for the quarter and six months period ended September 30, 2018 ("the Statement") being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI(Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

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.

Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI(Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For NGS & Co. LLP
Chartered Accountants
Firm Registration No: 119850W



Ashok A. Trivedi
Partner
Membership No.:042472
Mumbai
November 14, 2018



BIG PICTURE OF THE QUARTER & KEY HIGHLIGHTS



Performance Snapshot

- Company delivered an underlying growth of **16%**
- Margin expansion continues with EBITDA expanding by **18%** on Y-o-Y basis to reach **5.1%**
- Over 13 consecutive quarters of almost double digit SSG at Big Bazaar
 - **9.4%** in Q2FY19
- Functional Integration led by payments @ Future Pay (~**25%** revenue contribution on a run-rate basis)

Network Snapshot

- Present in **373** cities with 1,336 stores
- Over **50** cities with >1 million population have a Big Bazaar store
- In last 12 months, we have opened **26** large stores in Tier 2/3 towns
- Only company to have **15** stores in hilly regions & the North East

Business Snapshot

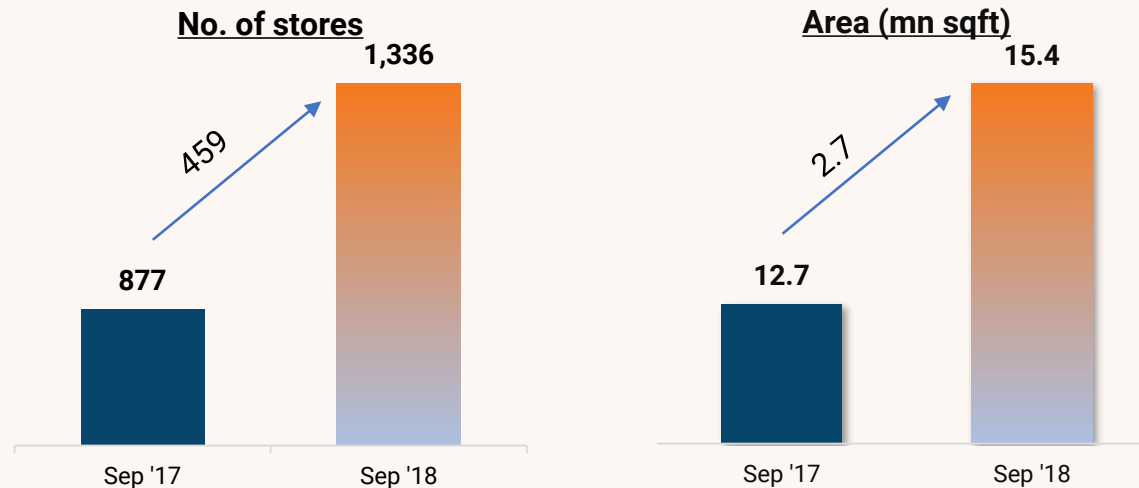
- The festive season moved from 15th Sep – 15th Oct '17 to 05th Oct - 05th Nov '18: Festive growth has been **18%** Y-o-Y
- Improvement by ~**20%** in footfall conversions
- Continued strong roll-outs of key membership programs like Future Pay & Easyday Savings Club

FRL Store Network

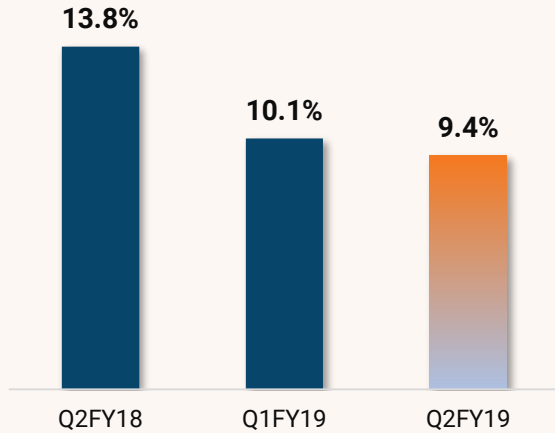
	Format	As on 30 Sep 2018			During Jul – Sep '18	
		Stores	Cities	Area (mn sqft)	Store additions	Area added (mn sqft)
Large Format	BIG BAZAAR <small>Making India Beautiful</small>	284	143	12.4	9	0.2
	fbb <small>INDIA'S FASHION HUB</small>	74	39	0.8	7	0.1
	Foodhall	10	5	0.1	-	-
Small Format	easyday Club Heritage fresh WHSmith aadhaar	959	273	2.1	123*	0.3
Others	ezone <small>smarter living</small>	9	6	0.1	(3)	(0.02)
Cumulative		1,336	373	15.4	136	0.6

* 9 Smaller Food Bazaar stores in Hyderabad converted to Heritage stores; WH Smith stores included

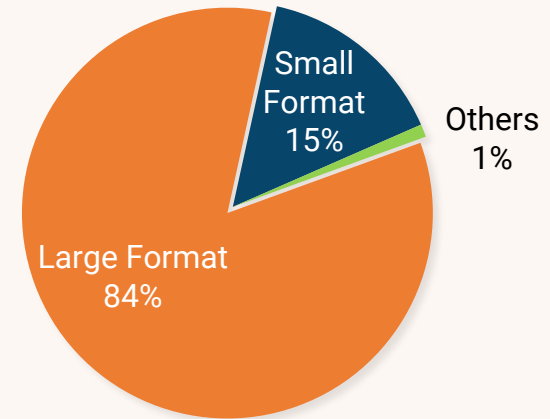
Y-o-Y



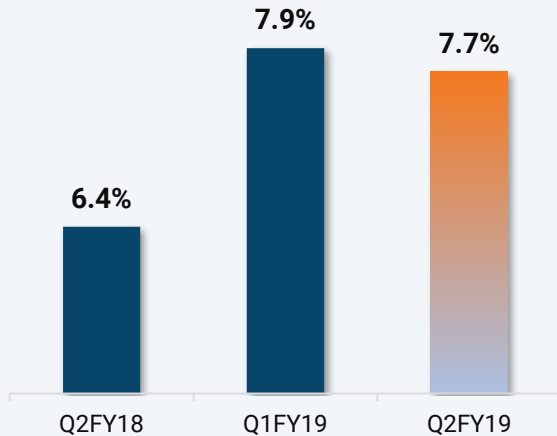
Big Bazaar SSG%



Revenue Share

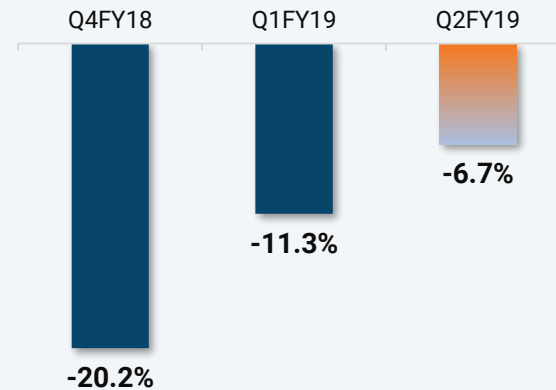


EBITDA*%

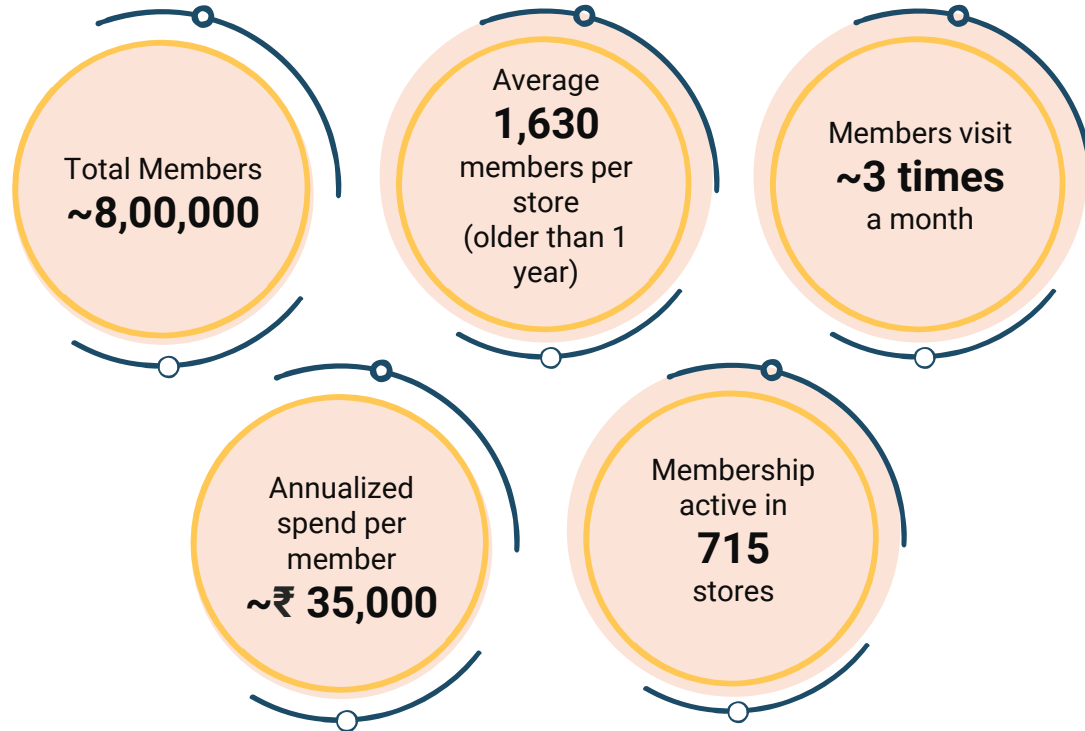


* Excluding Hypercity

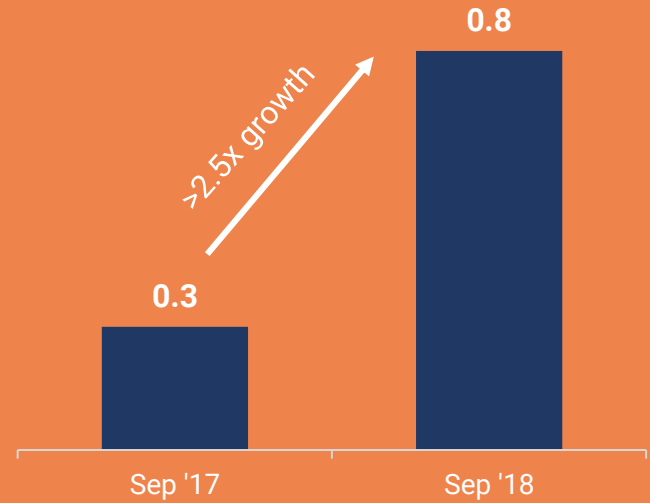
Hypercity EBITDA%



On track to achieve 5% EBITDA in upcoming quarters



Easyday Club Members (in mn)



- Pados ki taazgi** (Freshness)
- Pados ka bharosa** (Trust)
- Pados wali service** (Service)
- Pados ki bachat** (Savings)
- Pados ka parivaar** (Family)
- Pados ki quality** (Quality)

Visit www.easyday.in
Become a member now

easyday Club For Members
Pados ki Dukaan

Visit www.easyday.in
Become a member now

Naye andaaz waali shopping
Pesh hai membership waali faayde ki dukaan

Pados ki WhatsApp shopping

SIRF 2000 MEMBERS ke liye open

Ricky ko chahiye sab kuch fresh, jab grocery ka hai Sawaal.
Sonika ke Pados Ki Dukaan ke pass hai uska har Jawaab

Click to watch

Follow their story on our social media handles

[@easydaystore](#) [@easydayclub](#) [@easydayclub](#) [@easydayclub](#)

21.11.17
More Power to the Consumers

Experience **Retail 3.0**
Live on [Facebook](#) [Twitter](#) [YouTube](#)
Today at **5.30pm**

Join us in the LIVE stream on [Twitter @fg_buzz](#) and [Future Group Facebook page](#) to watch Kishore Bhasin introduce **Retail 3.0**

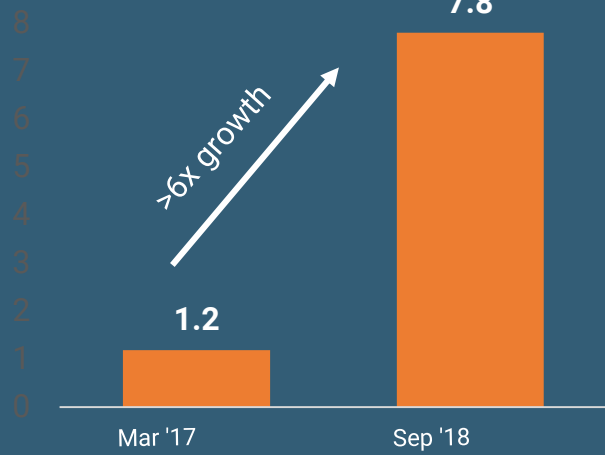
Be a part of this landmark event that will alter the Retail landscape and empower the customer like never before!

Broadcast LIVE from Mumbai, today at 5.30pm

WE CONTINUE TO DO THINGS DIFFERENTLY



Future Pay Users (in mn)



future group
future pay

Now get your favourite brands' offer updates directly on Future Pay

Register **TODAY** and make the most of the benefits!

ACCEPTED AT: BIG NAZAAR, CENTRAL, etc.

DOWNLOAD FUTURE PAY APP AT: Google Play, App Store

future group
future pay

Register yourself on the Future Pay App and enjoy a bounty of benefits!

- App Exclusive Cash Back Offers
- Price Match your bill to get the BEST Price Guarantee
- Link Profit Clubs & PAYBACK Cards
- Convenient Cash-less Shopping
- Quick Billing

Now you can connect with Future Pay on

DOWNLOAD FUTURE PAY APP AT: Google Play, App Store



~ 7.8 million users

Sale of ₹6,000 cr on an annualised basis

32% Y-o-Y increase in total transactions during the quarter

Average spend per user of > ₹700

~ 4 million price match transactions

Multiple Strategies

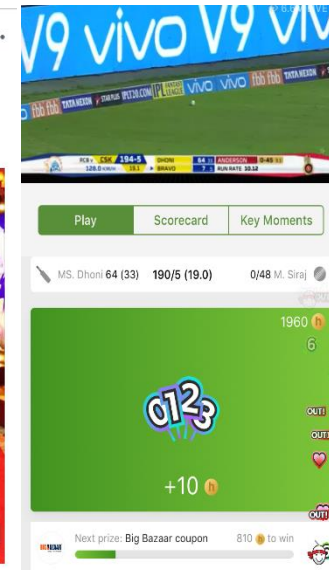
Shopatainment

Gamification

Partnerships

Digital IP's

What did we do?



Impact Assessment

- Footfalls: 250,000 (40% conversion rate)
- Revenue: Rs. 50cr at an ATS: Rs. 2,075 and a high GM%
- Young and sticky customers generated
- ~600,000 coupons given in H1 FY19

BIG BAZAAR
Making India Beautiful

ONLY FOR MEMBERS!
SHOP FOR
₹5000

**GET BACK
₹1000***
28-29 JULY
2018

₹200 x 5 MONTHS
STARTING 1ST AUG 2018

future pay
Mobile Wallet

SCAN QR CODE

DOWNLOAD FUTURE PAY @

GIVE A MISSED CALL TO DOWNLOAD
8010 35 0000

OFFER VALID AT

BIG BAZAAR **FOOD BAZAAR** **Hypercity** **fbb** **ezone**

BIG BAZAAR

THE PRESSURE IS BUILDING UP!

GREAT INDIAN HOME FESTIVAL

CLICK HERE TO WATCH THE TVC

CATCH THE BEST OFFERS TO UPGRADE YOUR HOME THIS SEASON!

BIG BAZAAR

5 DAYS **MAHA BACHAT**

11-15 AUGUST

JOIN THE NATION IN CELEBRATING
INDIA'S GRANDEST SHOPPING FESTIVAL!

WATCH THE VIDEO AND HAQ SE KHAREDO!

BIG BAZAAR
Making India Beautiful

WATCH YOUR FAVOURITE STARS IN
**MAHABACHAT
KI MAHAFAMILY**

24hr **BIG BAZAAR**
f LIVE **5 DAYS MAHA BACHAT**
11-15 AUGUST

Join us on BigBazaar **f** Page.

11th Aug, 10am onwards.

What did we do?

- We created Big Bazaar Gen Nxt stores -
Amalgamation of Best Product & Service Delivery experience from across all group formats

What did the Customers say?

big bazaar gen nxt mumbai maharash.

ALL IMAGES MAPS NEWS V

← Google reviews

vijay israni
Local Guide · 29 reviews · 75 photos
★★★★★ a week ago
Yesterday (29th Oct 2018) I had a very good experience at this Big Bazaar outlet, I bought 25pcs of casseroles, the employee (don't know his name) went all out to help me find a model, offered to get it gift wrapped for free and even came up to the cash counter to help me check out quickly. Is this ever possible on online? Just because we think that the merchandise offered online are low priced we get fooled into purchasing, the charm of Diwali shopping is lost, like robots we sit in front of our screens trying to save money in the process missing the fun of outdoors.

Like

PUBG legendz
Local Guide · 17 reviews · 6 photos
★★★★★ a month ago
A very good place or shop for shopping it is very close to the main road. There are almost all things available here so its

Mayank Shrivastava
★★★★★ · 2 months ago

One of the best place where you can get all thing at one place. Frank behaviour of staff. Good offer also got here. You should visit once here. You can take here your child also. Glossary material also available with cheap rate. Clothes can be purchased here with cheap rate. Trial room for changing clothes also available.

Sukriti Devgun
★★★★★ · a month ago

Each n every utility thing u will find it here. Variety in products, helpful & polite staff. One tip is not to loose your bill once you bring the items home bcoz u never know when u need to change it....

Devendra Deepak
★★★★★ · 4 months ago

Big Bazar, it a place where we can get all house hold items under one roof on good price and better deals. Its a place to have fun while shopping and get every items easily. We frequently go there for shopping kitchen items. I also buy clothes from there but in sale season to get better deals and discounts. Great experience..

← Google reviews

sebastian lucetta
Local Guide · 47 reviews
★★★★★ 4 months ago
From "Maggi to Raggi" they have everything at reasonable rates. The staff is friendly & polite.

Like

Samantha Tauro
Local Guide · 11 reviews · 1 photo
★★★★★ 4 months ago
It's fun shopping at big bazaar with exciting offers around and the music but sometimes it's too crowded but the management is well maintained

1

Milind Welingkar Welingkar
Local Guide · 31 reviews
★★★★★ 2 months ago
Everything is available here for Everybody at a reasonable price. It's the One Stop Shop at its Best!

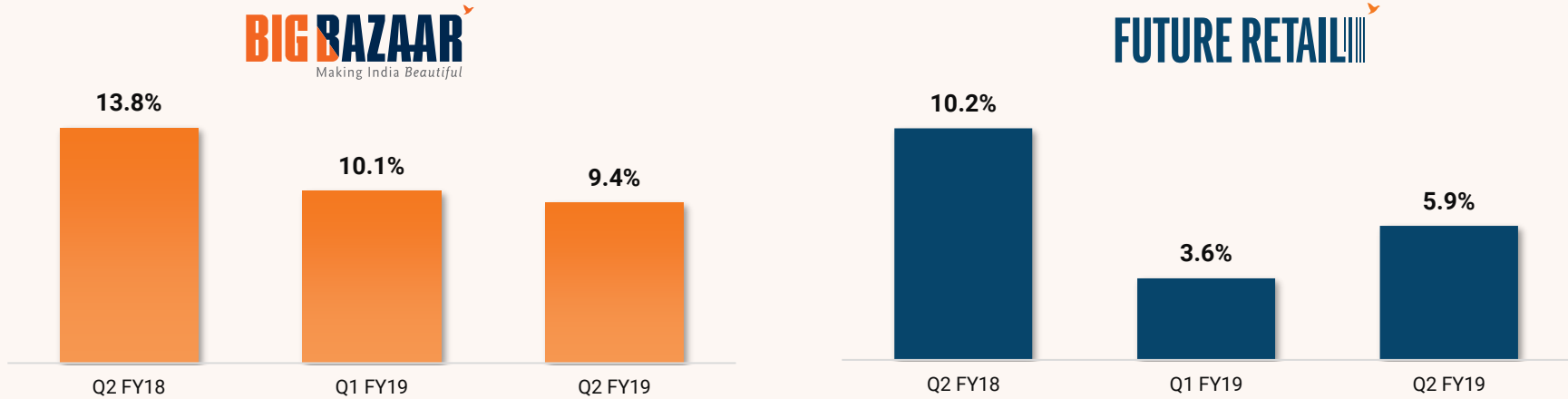
Our Strategy

Inculcating The Best Assortment & Service practices of Gen Nxt into all stores now!!

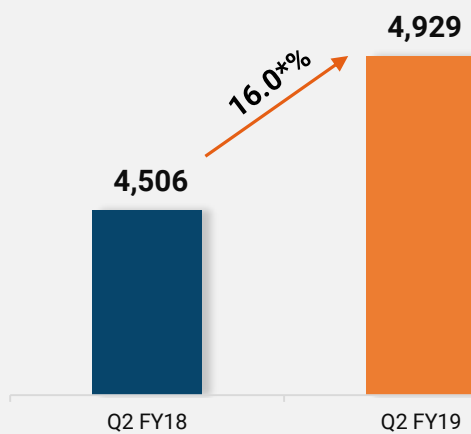
QUARTER IN NUMBERS



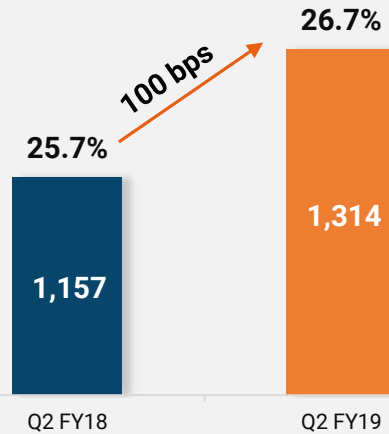
Same Store Sales Growth (%)



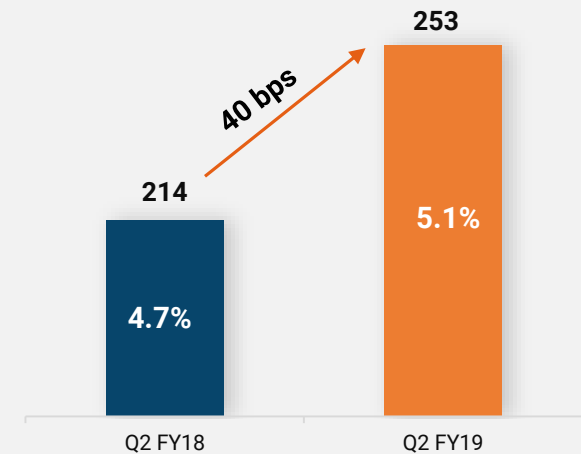
Income from Operations



Gross Margin (%)

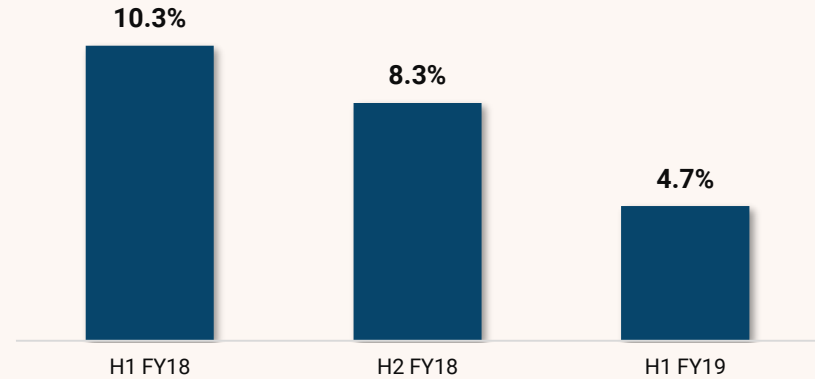
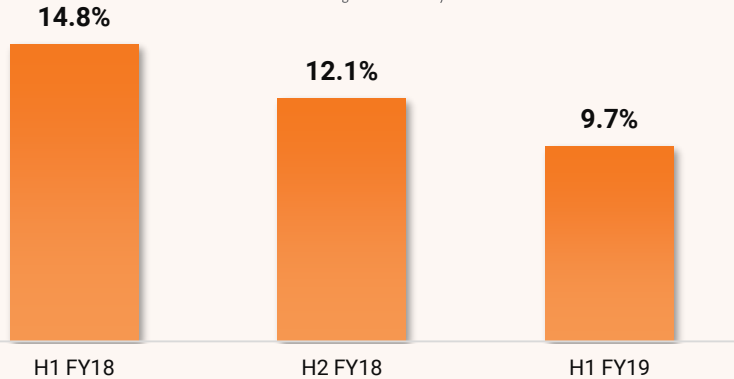


EBITDA%



*Underlying Y-o-Y growth adjusting for eZone rationalization and HomeTown demerger

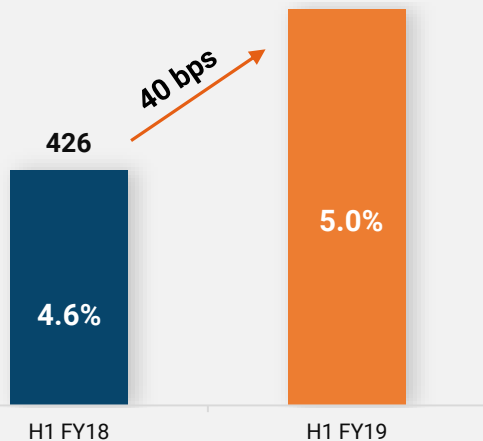
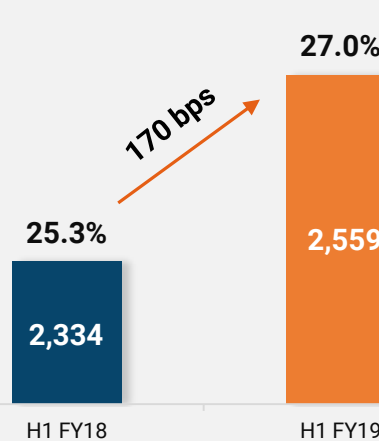
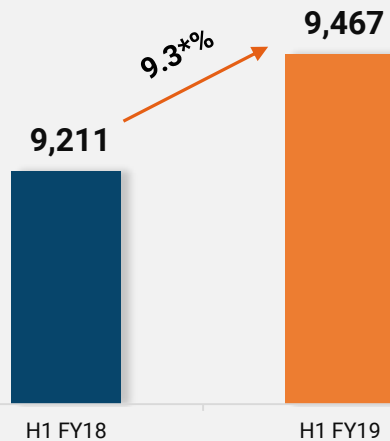
Same Store Sales Growth (%)



Income from Operations

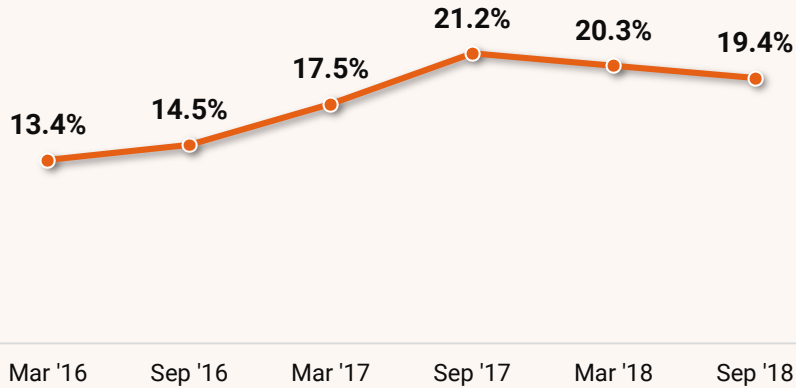
Gross Margin (%)

EBITDA%

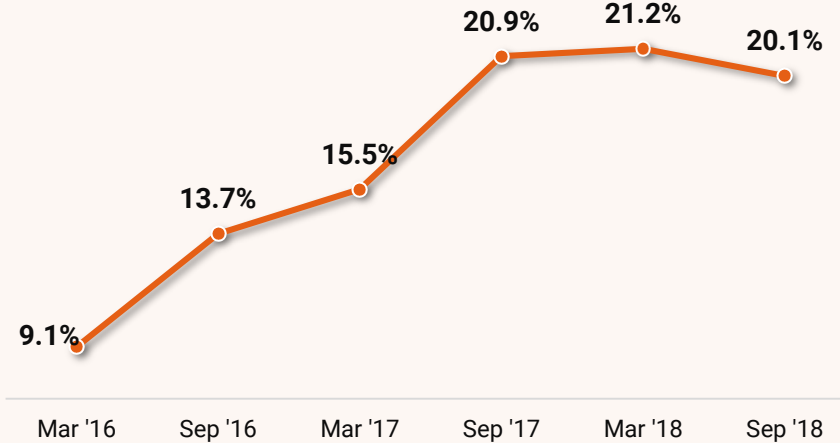


*Underlying Y-o-Y growth adjusting for eZone rationalization and HomeTown demerger

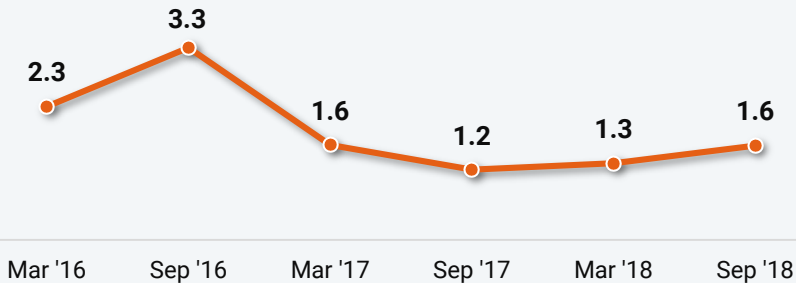
ROCE



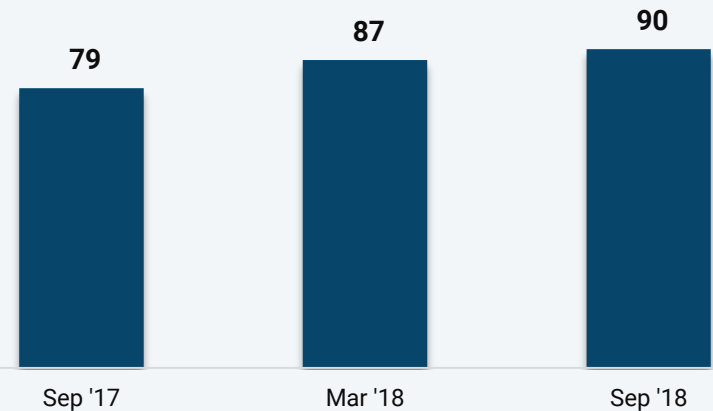
ROE



Debt/EBIT



Inventory Days (Revenue)



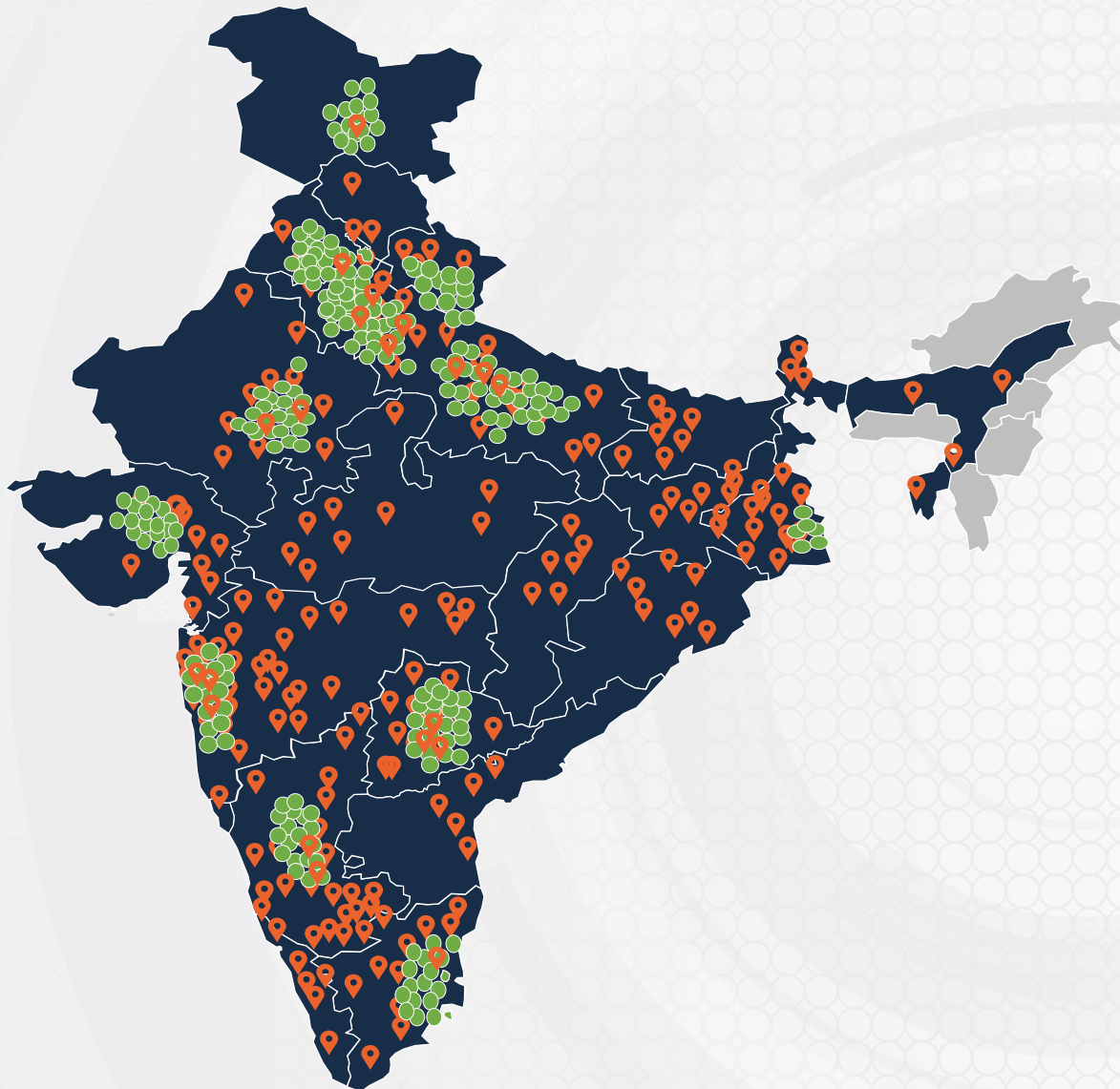
Note: The ratios pertaining to FY16 have been derived on a comparable basis

- Net Debt / EBIT = (Borrowings – Cash & Bank Balances) / EBIT
- ROCE = EBIT / Average (Equity + Optionally convertible debentures + Borrowings – Cash & Bank Balances)
- ROE = PAT before exceptional items / Average (Equity + Optionally convertible debentures)
- Inventory days = (Inventory / Income from Operations) * 365

Particulars (₹ cr)	3 months ended			Growth	
	30-Sep-18	30-Jun-18	30-Sep-17	Y-o-Y	Q-o-Q
Income from Operations	4,929	4,539	4,506	16%*	9%
Gross Profit	1,314	1,245	1,157	14%	6%
Gross Margin %	26.7%	27.4%	25.7%		
Employee benefits expense	270	251	231	17%	8%
Rent including lease rentals	367	365	337	9%	1%
Other Expenditures	429	408	378	14%	5%
Total expenditure	1,067	1,024	946	13%	4%
Other Income	6	3	3	106%	82%
EBITDA	253	224	214	18%	13%
EBITDA%	5.1%	4.9%	4.7%		
Depreciation and amortisation	23	20	11	106%	16%
EBIT	230	204	203	14%	13%
EBIT %	4.7%	4.5%	4.5%		
Finance Costs	55	51	50	12%	8%
PBT	175	153	153	14%	14%
PBT%	3.6%	3.4%	3.4%		
Tax Expenses	-	-	-		
PAT	175	153	153	14%	14%

*Underlying Y-o-Y growth adjusting for eZone rationalization and HomeTown demerger

PARTICULARS (₹ cr)	As at 30 Sep 2018	As at 31 Mar 2018
Shareholders' Funds	3,433	3,096
Net Debt	1,479	1,103
Total Capital Employed	4,912	4,199
Less: Investments	68	0
Net Adjusted Capital Employed	4,845	4,199
Fixed Assets	1,338	1,052
Net Non-Current Assets	236	236
Net Current Assets	3,271	2,912
Total Net Assets	4,845	4,199



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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.

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