

FUTURE RETAIL



06th February, 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 Quarter and Nine Months ended 31st December, 2017 / Presentation to Analysts / Investors.

Pursuant to the Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the following:

1. Unaudited Financial Results for the Quarter and Nine Months ended 31st December, 2017;

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 12:45 PM and concluded at 02:05 PM

Further, please also find enclosed herewith the presentation being forwarded to Analysts / Investors on the Unaudited Financial Results of the Company for the Quarter and Nine Months ended 31st December, 2017. 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
Dy. Company Secretary



Encl.: as above.

FUTURE RETAIL

Statement of Standalone Financial Results for the Quarter and Nine months ended December 31, 2017

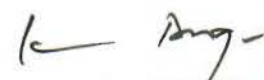
(₹ in Crore)

Sr. No.	Particulars	3 months ended	Preceding	Corresponding	9 months ended	Corresponding	12 months ended
		31-12-2017	3 months ended	3 months ended in	31-12-2017	9 months ended in	31-03-2017
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	a) Revenue from operations	4,693.39	4,506.30	4,420.12	13,808.71	12,591.25	17,075.09
	b) Other Income	2.68	2.86	9.23	8.03	21.25	23.80
	Total Income	4,696.07	4,509.16	4,429.35	13,816.74	12,612.50	17,098.89
2	Expenses						
	a) Purchases of stock-in-trade	3,768.02	3,502.91	3,390.69	10,693.44	9,844.25	13,212.92
	b) Changes in inventories of stock-in-trade - (Increase) / Decrease	(261.01)	(153.73)	(56.37)	(368.46)	(376.51)	(378.57)
	c) Employee benefits expense	235.32	230.96	202.48	679.98	592.88	803.44
	d) Finance costs	23.22	49.66	55.40	126.09	153.15	204.23
	e) Depreciation and amortisation expense	11.24	11.17	8.62	33.18	23.68	32.58
	f) Rent including lease rental	347.56	337.18	345.83	1,040.88	1,009.61	1,359.54
	g) Other expenses	388.58	377.85	381.65	1,127.95	1,120.21	1,496.47
	Total Expenses	4,512.93	4,356.00	4,328.30	13,333.06	12,367.27	16,730.61
3	Profit from ordinary activities before tax (1-2)	183.14	153.16	101.05	483.68	245.23	368.28
4	Tax Expense	-	-	-	-	-	-
	a) Current Tax	-	-	-	-	-	-
	b) Deferred Tax	-	-	-	-	-	-
5	Profit for the period (3-4)	183.14	153.16	101.05	483.68	245.23	368.28
6	Other Comprehensive Income	0.00	-	-	0.00	(0.24)	(2.69)
7	Total Comprehensive Income (5+6)	183.14	153.16	101.05	483.68	244.99	365.59
8	Paid up equity share capital (Face value of ₹ 2/- per share)	100.40	97.96	94.27	100.40	94.27	94.36
9	Other Equity	-	-	-	-	-	2,459.30
10	Basic and Diluted EPS (in ₹)	3.70	3.13	2.14	9.84	5.20	7.81

Notes:

- The above results were reviewed by the Audit Committee and were thereafter approved by the Board of Directors of the Company at its meeting held on February 6, 2018. Statutory Auditors have issued Limited Review report on the same.
- Figures for the previous financial period have been re-arranged and re-grouped wherever necessary.
- Post receipt of the approval from Mumbai Bench of National Company Law Tribunal (NCLT), Scheme of Arrangement for demerger of Home Retail Business Undertaking to Praxis Home Retail Limited (PHRL) approved by Board on April 20, 2017, has been made effective on November 20, 2017 with effect from Appointed Date of August 1, 2017, as provided in the Scheme. Accordingly, the Home Retail Undertaking of the Company stands demerged from the Company and vest with Praxis Home Retail Limited with effect from August 1, 2017 and hence the figures of the current quarter would not have turnover of the demerged Home Retail Undertaking and the figures of the nine months ended 31-12-2017 have been readjusted after excluding turnover of the demerged Home Retail Undertaking from Appointed Date of August 1, 2017.
- In previous financial year, effect has been given to the vesting of the demerged Retail Undertaking of Heritage Foods Retail Limited pursuant to the relevant scheme of arrangement becoming effective from Appointed Date as provided in the scheme i.e. March 31, 2017. The financial results of the current financial period is including the retail business acquired through above referred demerger and hence not fully comparable with previous year's corresponding periods.
- During the Quarter ended December 31, 2017, the Company has :
 - allotted 28,52,386 Equity Shares of ₹ 2/- each at a premium of ₹ 538.60 on October 31, 2017 to holder of 1542 Optionally Convertible Debentures, upon conversion. Consequently the equity share capital was increased by ₹ 57,04,772/-.
 - allotted 93,10,987 Equity Shares of ₹ 2/- each at a premium of ₹ 535/- per share, on December 1, 2017 to shareholders of Hypercity Retail (India) Limited ("HRIL") towards settlement of part purchase consideration of 100% shares of HRIL. Consequently the equity share capital was increased by ₹ 1,86,21,974/-.
- According to the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, revenue from operations for the quarter and nine months ended December 31, 2016 was reported inclusive of excise duty. Goods and Service Tax ("GST") was implemented with effect from July 1, 2017, which replaced excise duty and other input taxes. As per Ind AS 18, revenue from operations for the quarter ended December 31, 2017 is reported net of GST. Therefore, revenue from operations for the current periods are not comparable with the corresponding earlier periods.
- The Company has only one business segment i.e. "Retail".

By Order of the Board



Kishore Biyani

Chairman & Managing Director

Place : Mumbai

Date : February 6, 2018

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

CIN : L51909MH2007PLC268269

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 nine months period ended December 31, 2017 ("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
February 06, 2018



B - 46, 3rd Floor, Pravasi Estate, V N Road, Goregaon (E), Mumbai - 400 063.

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www.ngsco.in

FUTURE RETAIL



FUTURE RETAIL LIMITED

Q3 FY18 Investor Presentation

February 2018

Particulars (₹ cr.)	Q3 FY18	YTD FY18
Income From Operations	4,693	13,809
Gross Margins %	25.3%	25.2%
EBIT	206	610
EBIT%	4.4%	4.4%
PAT	183	484
PAT%	3.9%	3.5%
Same Store Sales Growth %	10.4%	11.2%

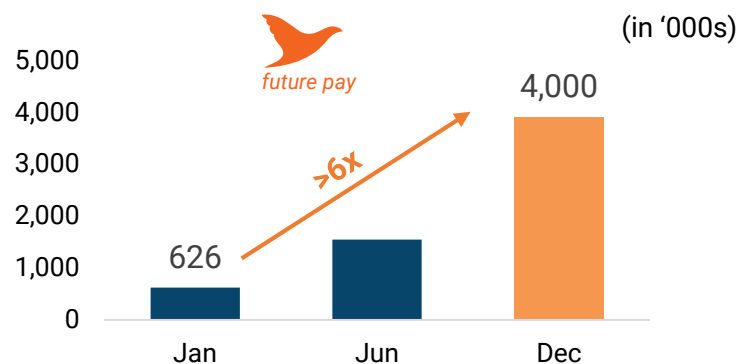
Key Y-o-Y highlights:

- Revenue growth of 21% (underlying)
- Gross Margin increased by 71 basis points
- EBIT increased by 32%
- Finance costs reduced by 58%
- PAT increased by 81%

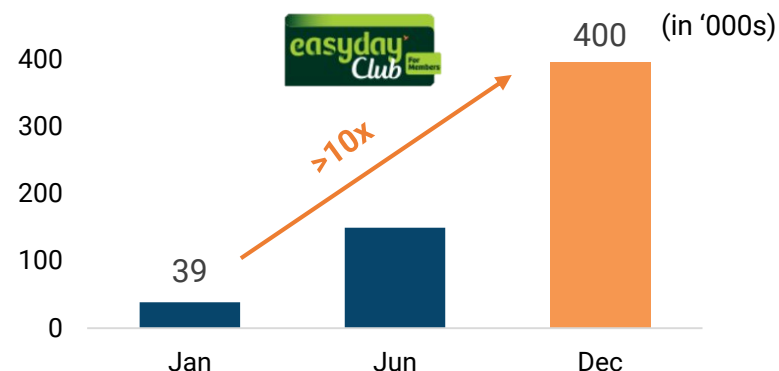
Key updates:

- Acquisition of Hypercity Retail (India) Ltd completed w.e.f 1 Dec' 2017
- HomeTown demerger completed w.e.f 1 Aug' 2017

New Retail



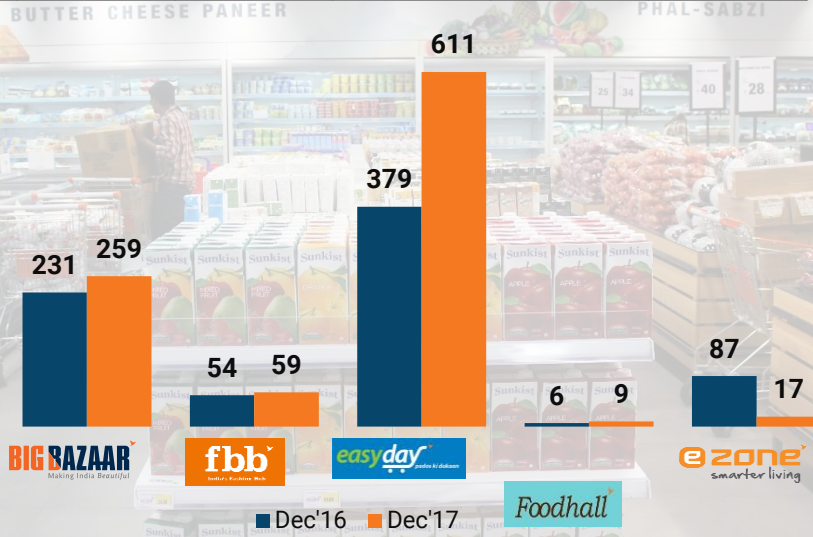
- ~4 million users with the average spend per user tripling since its launch
- Wallet uploads in excess of ₹ 200 crore



- An average of ~810 members enrolled per store running the program
- Member visits at an average of 3 - 4x a month
- Average member spend around ₹ 900 per visit

Store Network & Retail Space (mn sqft)

Dec' 17	10.66	0.59	1.43	0.11	0.18
Dec' 16	9.81	0.54	0.83	0.08	0.49



Geographical Spread

	Formats	Stores	States / UT	Cities
Large Stores	BIG BAZAAR <small>Making India Beautiful</small>	259	26	131
	fbf <small>India's Fashion Hub</small>	59	18	36
	ezone <small>smarter living</small>	17	6	9
	Foodhall	9	4	5
Small Stores	easyday <small>India's Daily Needs</small>	611	14	12 [#]
Cumulative		955	26	298

Clusters | As on 31 Dec 2017

Total retail space:

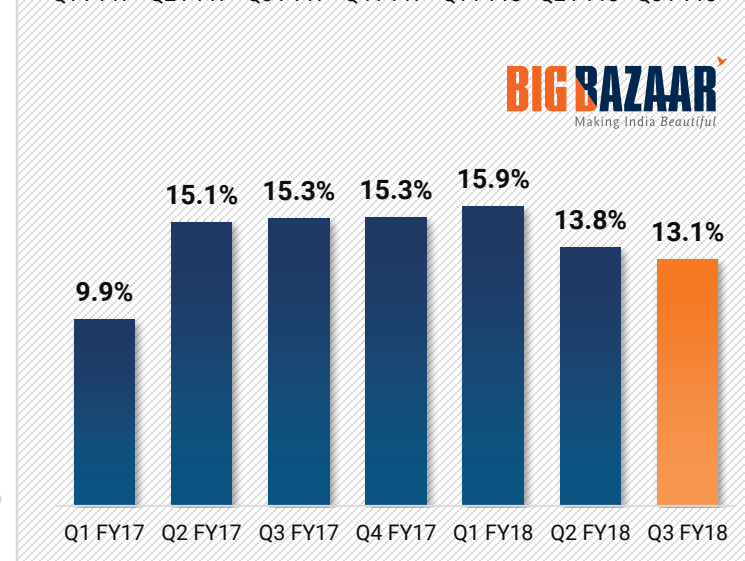
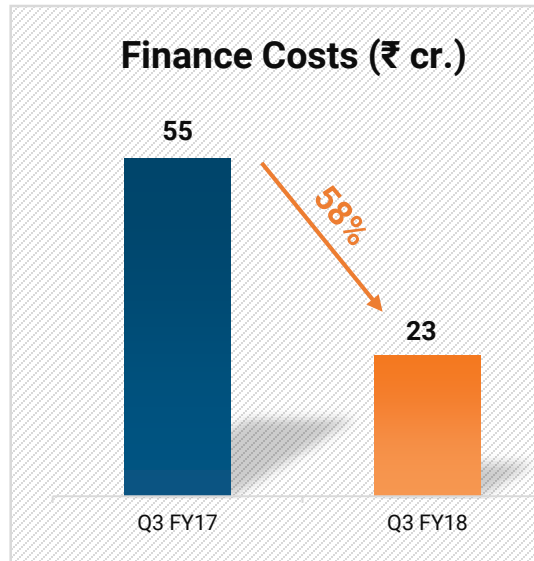
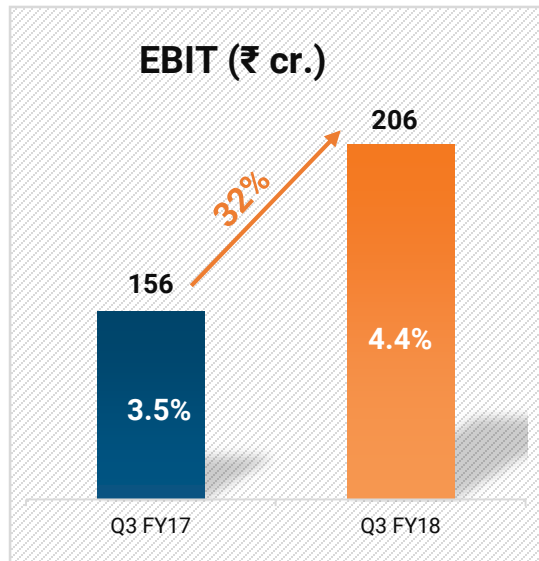
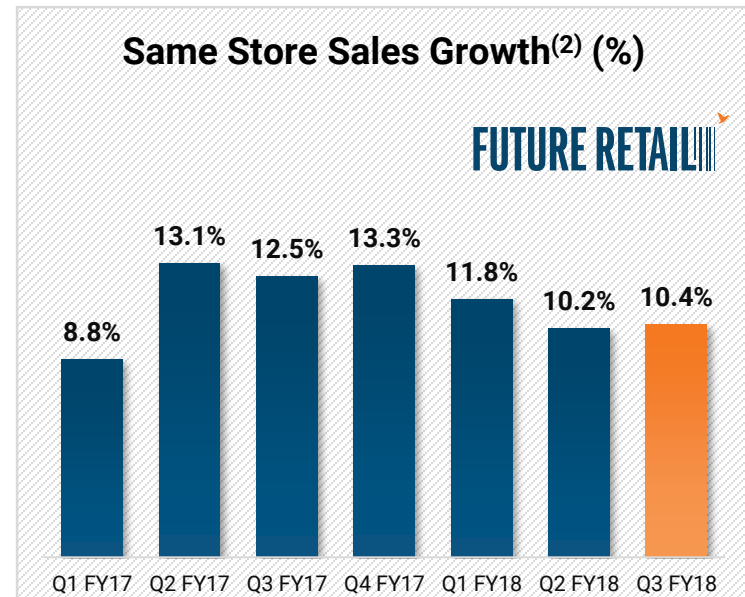
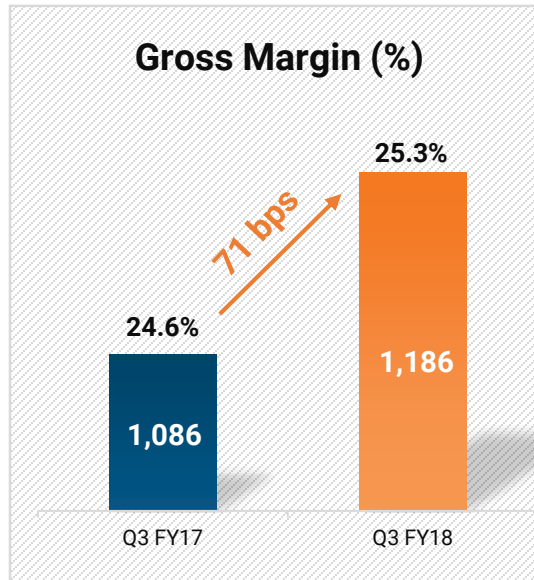
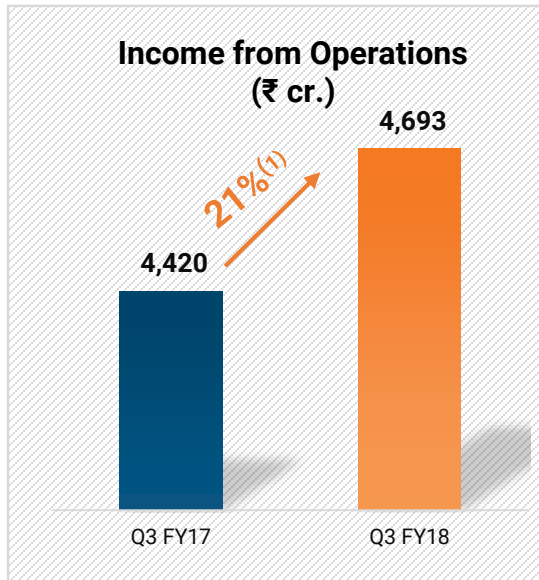
12.97 mn sq.ft



Better Stores, Better Assortment, Better Experience

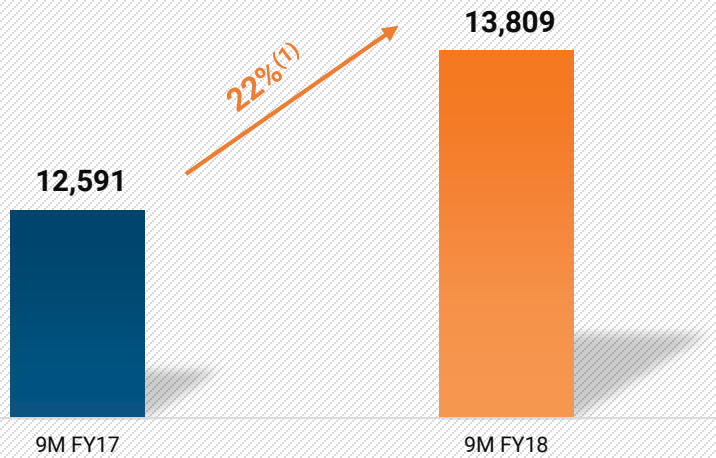


Performance Update

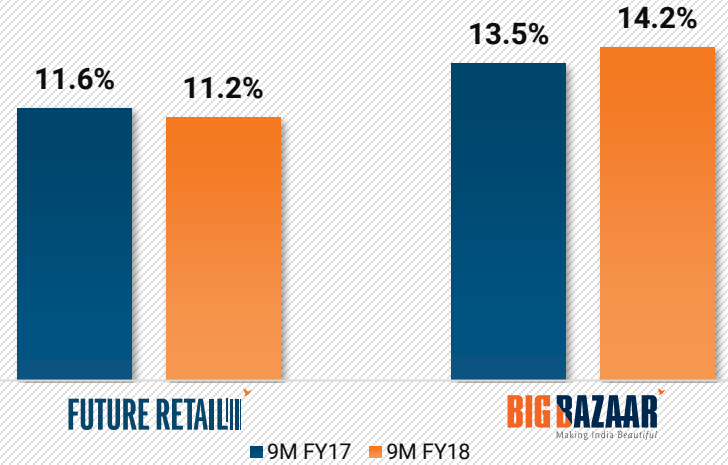


1. Underlying Y-o-Y growth of ~21% adjusting for eZone rationalization, HomeTown demerger and GST impact
 2. FRL SSSGs are on like-to-like basis for Q3FY18, excluding HomeTown

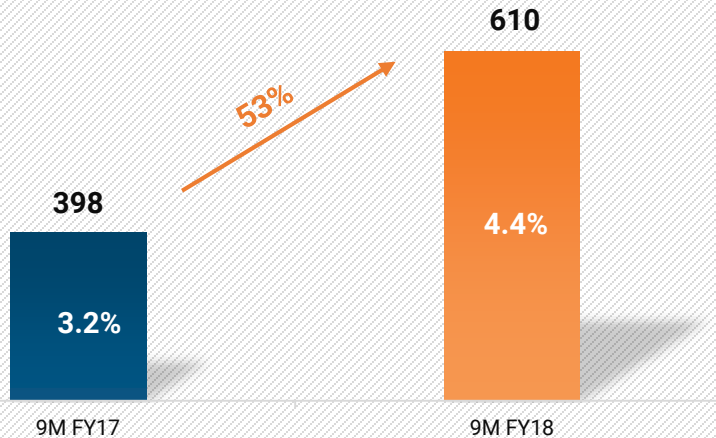
Income from Operations (₹ cr.)



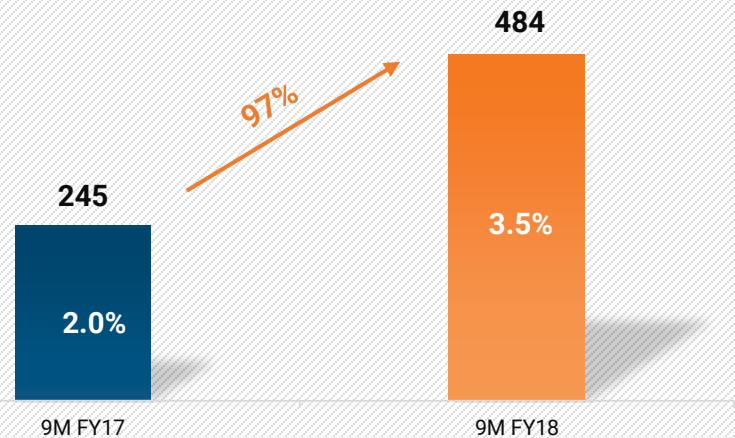
Same Store Sales Growth⁽²⁾ (%)



EBIT (₹ cr.)



PAT (₹ cr.)



1. Underlying Y-o-Y growth of ~22% adjusting for eZone rationalization, HomeTown demerger and GST impact

2. FRL SSSGs are on like-to-like basis for 9M, excluding HomeTown



Particulars (₹ cr.)	Quarter ended			9 months ended	Like to like Comparison
	31-Dec-17	30-Sep-17	31-Dec-16	31-Dec-17	Y-o-Y
Total Income from Operations	4,693	4,506	4,420	13,809	21%*
Gross Profit	1,186	1,157	1,086	3,484	9%
Gross Margin %	25.3%	25.7%	24.6%	25.2%	
Employee benefits expense	235	231	202	680	16%
Rent including lease rentals	348	337	346	1,041	1%
Other Expenditures	389	378	382	1,128	2%
Total expenditure	971	946	930	2,849	
Other Income	3	3	9	8	-71%
EBITDA	218	214	165	643	32%
Depreciation and Amortisation	11	11	9	33	30%
EBIT	206	203	156	610	32%
EBIT Margin %	4.4%	4.5%	3.5%	4.4%	
Finance Costs	23	50	55	126	-58%
PBT	183	153	101	484	81%
Tax Expenses	-	-	-	-	-
PAT	183	153	101	484	81%
PAT %	3.9%	3.4%	2.3%	3.5%	

*Underlying Y-o-Y growth of ~21% adjusting for eZone rationalization, HomeTown demerger and GST impact



Marketing and Milestones

RECOGNITION

BIG BAZAAR
Making India Beautiful

We Are The
6th Most Favourite Brand
Of Indian Consumers!

Serving Our Customers...
And Being Cherished By Them All!

Survey conducted by leading market research firm, Market Xcel, in collaboration with Nikkei BP Consulting of Japan to map consumers' favourite brands in India

fbf

NATIONAL JEANS DAY
SUNDAY, 17TH DEC 2017

#GrabAPair
THIS SUNDAY

fbf

KATRINA KAIF VARUN DHAWAN ESHA GUPTA

ARE CELEBRATING NATIONAL JEANS DAY
SUNDAY, 17TH DEC 2017

ARE YOU ?

fbf

NATIONAL JEANS DAY
SUNDAY, 17TH DEC 2017

GET A PAIR OF JEANS ALMOST FREE

BUY ANY PAIR OF JEANS WORTH ₹999 AND ABOVE

GET A FREE T-SHIRT WORTH ₹499 + FUTURE DAY FOOD CASHBACK

#GrabAPair

future group
Scores A Double Winner At The
exchange media

BW APPLAUSE
CONCLAVE & AWARDS
2017

Big Bazaar wins SILVER award for 'Puja Activation' - Shera Pada

fbf wins GOLD award for 'India Did The Denim Dance' campaign

Let's Applaud The Teams For Their Achievement!

JUST HOT, JUST TRENDY!

JUST JACKETS STARTING @ ₹999

fbf
BIG BAZAAR

fbf

Just BOOTS
WEEKEND 30th DEC '17 - 1st JAN '18

GET A PAIR OF BOOTS FOR ALMOST FREE*!

OFFER STARTS TOMORROW

Available at Big Bazaar and all fbf stores

#SlipItOn

fbf

Just BOOTS
WEEKEND 30th DEC '17 - 1st JAN '18

BUY BOOTS FOR ₹799 AND GET

₹400 + ₹499

#SlipItOn

GROWING STRONG CATEGORIES



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.