

S

HomeStop.



MAC

SHOPPERS STOP

START SOMETHING NEW

Quarter ended 30th June 2018



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.



Business Overview

❖ New Stores

- 1 SS Department format store opened at Noida, and 1 Store closed at Raipur Airport during the quarter.
- 2 MAC SA Stores opened during the quarter 1 at Indore and 1 at Varodara.

❖ Loyalty Program

- First Citizen members club has crossed 55.36 lacs members. Their contribution to sales was 77% for the year.

New Store Opened



HomeStop.



MAC



Location : Omaxe Greater Noida

Opening Date : 12th May 2018

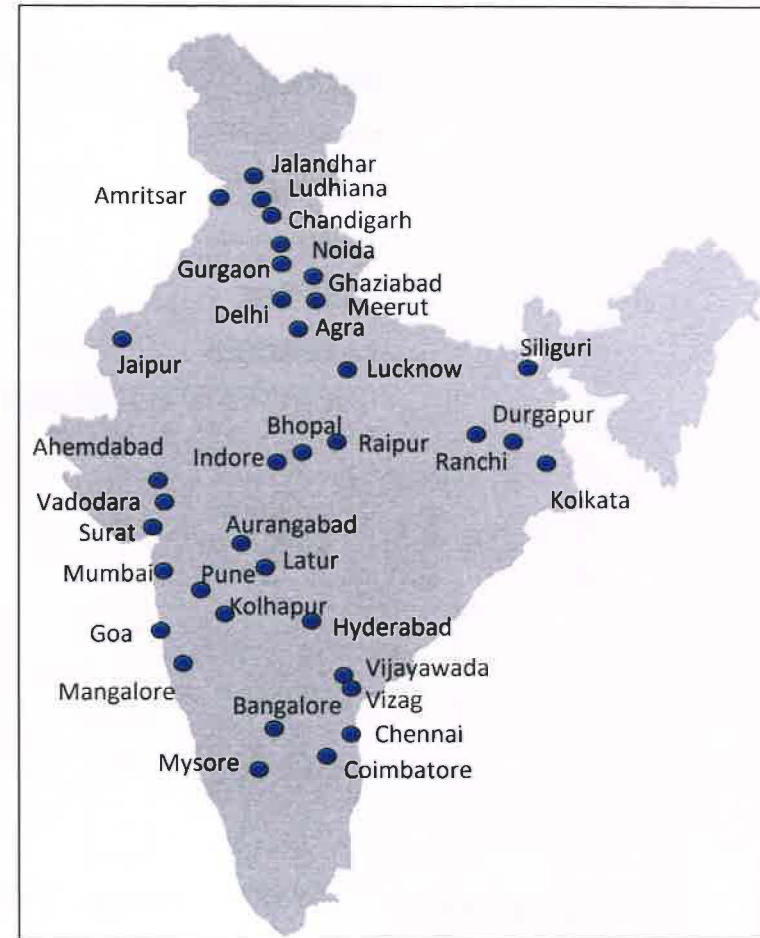
Chargeable Area : 31,726 sq .ft.





Our Presence and still expanding...

City	SS Dept.	Crossword	Home Stop	MAC/Estee/ Clinique/ Bobbi Brown	Total
Amritsar	1			3	4
Bangalore	11	5	3	14	33
Chennai	3	1	1	7	12
Delhi	5	1	1	14	21
Gurgaon	2			4	6
Hyderabad	6	4	1	5	16
Jaipur	3				3
Kolkata	5	3		7	15
Lucknow	1	1	1	2	5
Mumbai	9	20	3	27	59
Noida	3			5	8
Pune	4		1	7	12
Ghaziabad	2				2
Siliguri	1	1			2
Durgapur	1				1
Bhopal	1				1
Ludhiana	1			1	2
Aurangabad	1				1
Indore	1			1	2
Vijayawada	1	1			2
Mysore	1				1
Latur	1				1
Ahmedabad	2		1		3
Jalandhar	1				1
Coimbatore	1				1
Chandigarh	1		1		2
Surat	1			2	3
Kalyan	1	1			2
Thane	2	2		2	6
Agra	1				1
Vadodara	1			1	2
Raipur	1	1			2
Mangalore	2	1			3
Vizag	1				1
Meerut	1				1
Kolhapur	1				1
Goa	1				1
Ranchi	1				1
Total	83	42	13	104	242

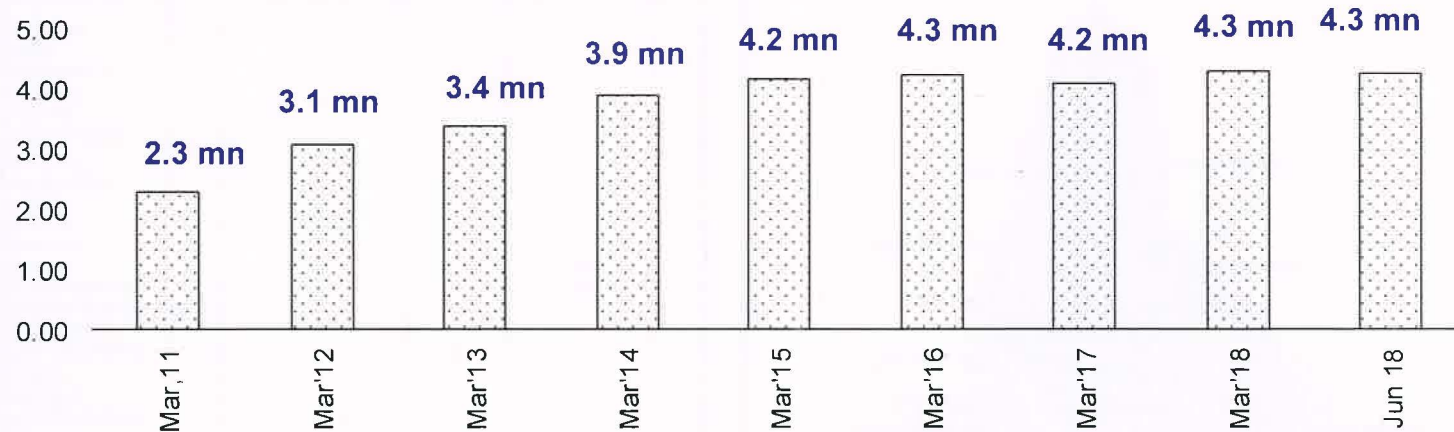


➤ More than 4.39 million sq. ft. area, across 38 cities



Existing Stores

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



Store Area as on 30th Jun, 2018

Shoppers Stop
Specialty Stores

Total Store Area

Crossword

Total Group

Chargeable Area (Sq.ft.)

4,000,327

296,289

4,296,616

=====

100,763

4,397,379

=====

Key Financial Highlights – Q1-2018-19

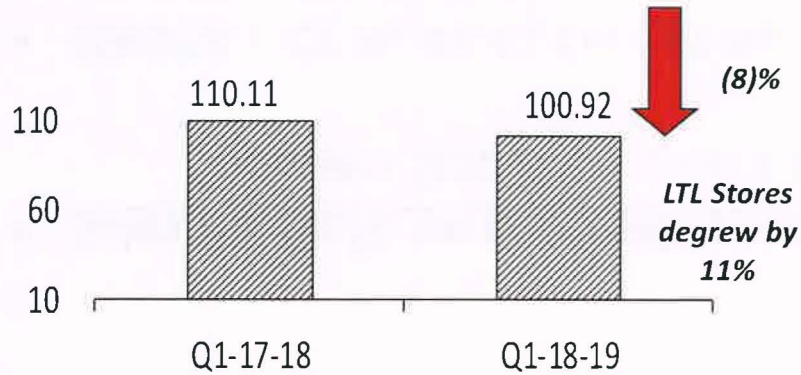


- **Sales Growth:**
 - Shoppers Stop department stores : 1.2%
 - All formats : 1.4%
- **LTL Sales Growth:**
 - Shoppers Stop department stores : (1.2)%
 - stores > 5 years : (1.5)%
 - stores < 5 years : (0.7)%
- **Sales Per Sq.ft. on chargeable area (Built up sq.ft.) :**
 - Shoppers Stop department stores : Rs 2,336 (LY Rs. 2,418)
- **EBIDTA : CY Rs.43.41 Crs (LY Rs. 32.04 Crs.) : 36% Growth**
- **PAT : CY Rs.18.97 Crs (LY of Rs.(3.45) Crs) : 624% Growth**

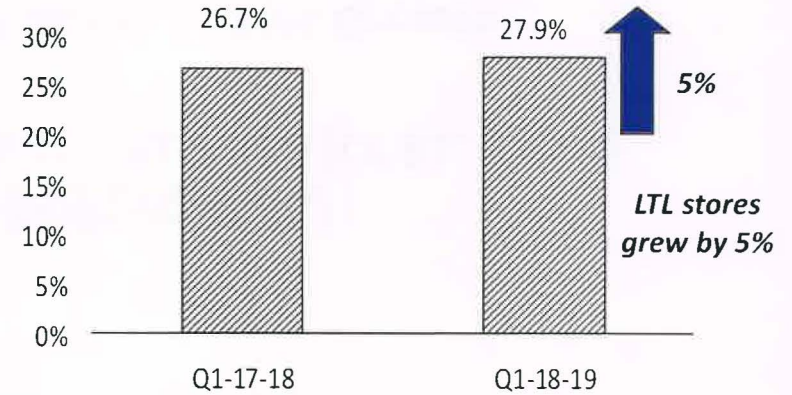


Operational Indicators – Q1-2018-19

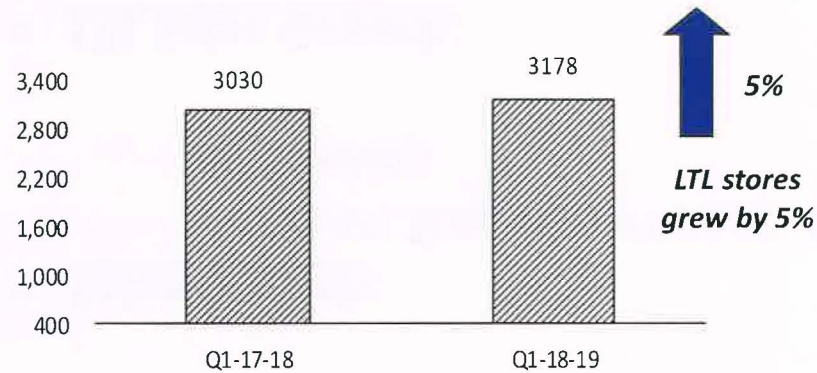
Customer Entry (figures in lacs.)



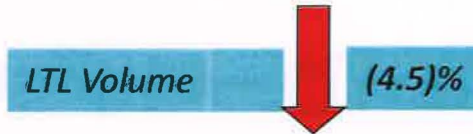
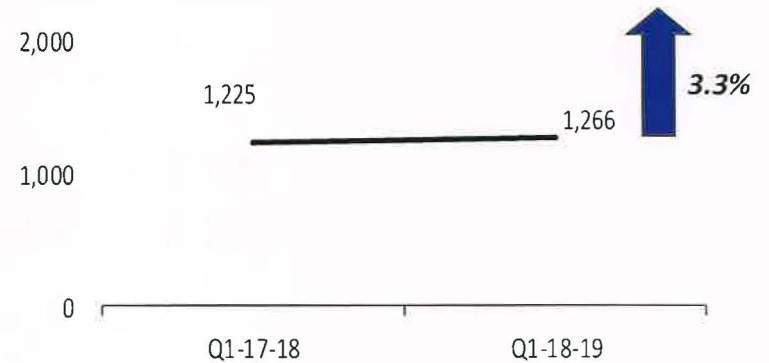
Conversion Ratio (%)



Transaction Size (Rs.)



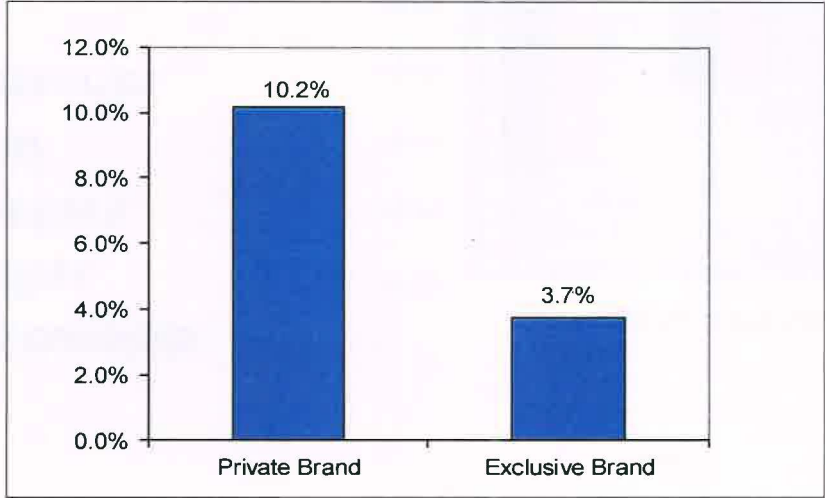
Average Selling Price ("ASP")





Merchandise Mix – Q1-2018-19

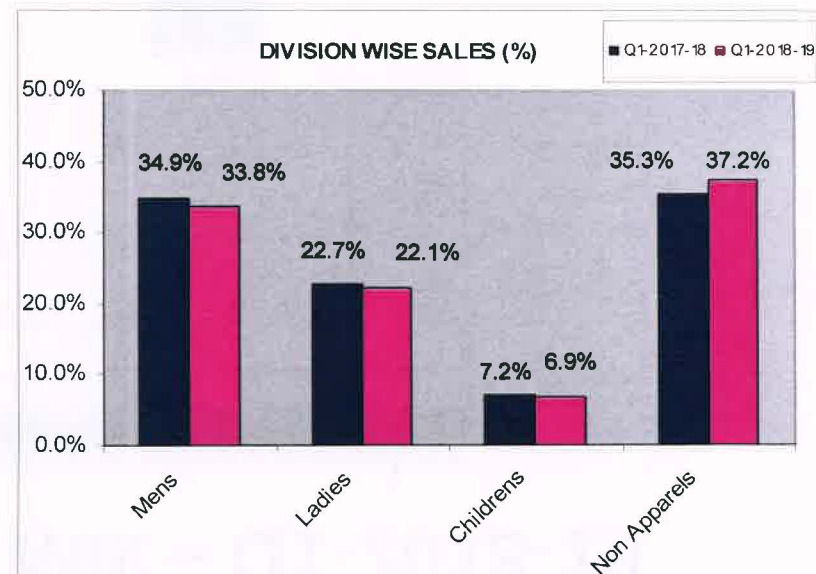
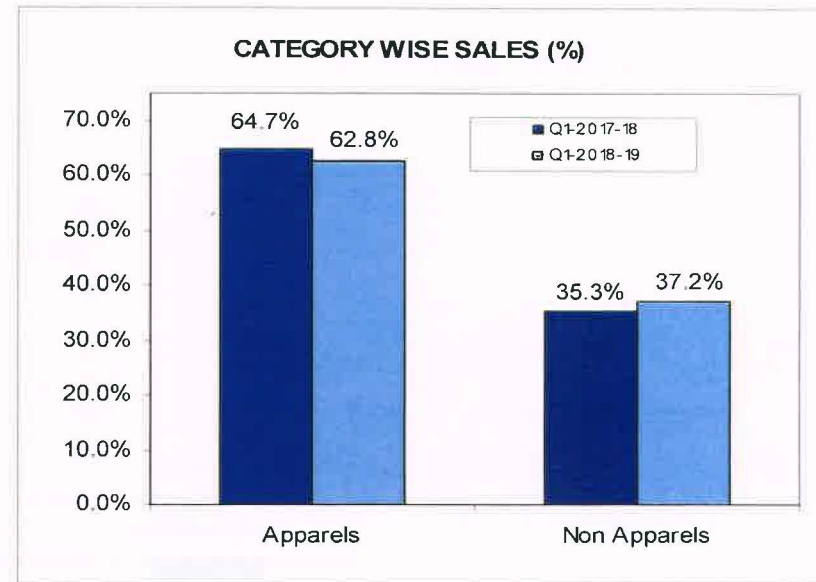
Private & Exclusive Brand Mix



Revenue Mix – Q1-2018-19



- Non Apparel consists of Home, Leather, Watches, Jewellery, Electronics and Personal accessories



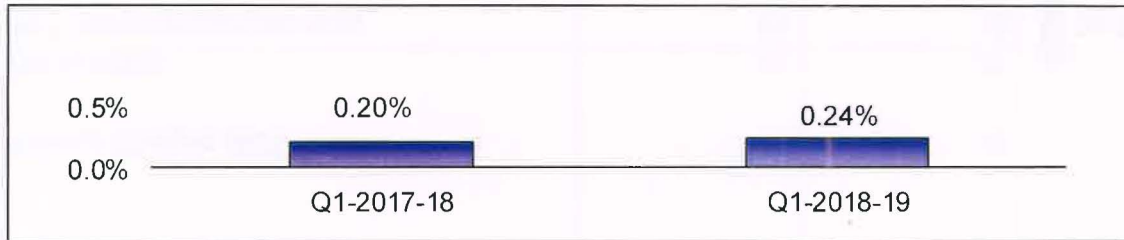


Operational Efficiency Q1-2018-19:

Shrinkage as % of Gross Retail Sales

(SS Dept. Stores)

Q1-2018-19



Financial Summary – Q1-2018-19

Shoppers Stop Ltd.

Rs. in Crs.

Particular	Q1-2018-19	Q1-2017-18	
Retail Sales	1,048	1,034	↑ 1%
Margin on Sales	343	337	↑ 2%
Margin on Sales %	32.7%	32.6%	
Other Retail Operating Income	14	14	
Operating expenses	312	318	↓ (2)%
Operating expenses %	29.8%	30.8%	
Operating Profit (EBIDTA)	44	32	↑ 36%
Operating Profit (EBIDTA) %	4.2%	3.1%	
Finance Charges (Net)	(1)	10	
Depreciation	31	28	
PBT (Before Exceptional Item)	15	(6)	↑ 347%
PBT%	1.4%	-0.6%	
Exceptional Item	(11)	-	
PBT (After Exceptional Item)	26	(6)	
PBT (After Exceptional Item) %	2.5%	-0.6%	
Tax	6	(2)	
PAT / Total Comprehensive Income	19	(3)	
PAT / Total Comprehensive Income%	1.9%	-0.3%	

Exceptional Item
CY includes Mark to Market impact on Future Retail
Investments : Rs 10.99 Crs

Note : Figures have been regrouped for Presentation purpose.



Consolidated Financial – Q1-2018-19

Rs. in Crs.

Particular	Q1-2018-19	Q1-2017-18	
Retail Sales	1,047.1	1,058.1	
Retail Sales (Net of VAT)			
Margin on Sales	342.0	350.8	
Margin on Sales %	32.7%	33.2%	
Other Retail Operating Income	23.2	19.8	
Operating expenses	320.3	335.6	↓ (5)%
Operating expenses %	30.6%	31.7%	
Operating Profit (EBIDTA)	44.9	34.9	↑ 29%
Operating Profit (EBIDTA) %	4.3%	3.3%	
Finance Charges (Net)	3.2	13.8	
Depreciation	31.3	28.9	↑
PBT	10.4	(7.8)	↑ 234%
PBT %	1.0%	-0.7%	
Exceptional Item / OCI / LDO	(10.0)	25.4	↑
PBT (After Exceptional Item / OCI / LDO)	20.4	(33.2)	↑ 162%
PBT %	2.0%	-3.1%	
Tax	6.2	(2.3)	
PAT / Total Comprehensive Income	14.2	(30.9)	
Profit After Tax %	1.4%	-2.9%	

*LDO : Loss from Discontinued Operation

Note : Figures have been regrouped for Presentation purpose.



Balance Sheet – SSL Standalone

Rs.in Crs.

PARTICULARS	UnAudited Jun'18	Audited Mar'18
Share capital	44	44
Reserves and surplus	929	909
Net Worth	973	953
Loan Funds	111	87
Total Liabilities	1,084	1,041
Total Fixed Assets	671	666
Investments	413	325
Lease Deposit	169	166
<u>Current Assets, Loans & Advances</u>		
Stock in Trade	996	328
Sundry Debtors	50	44
Loans & Advances	36	43
Cash & Bank Balance	6	5
Other Current Assets	176	165
Total Current Assets	1,264	585
<u>Current Liabilities and Provisions</u>		
Trade Creditors	1,234	489
Other liabilities and provisions	219	233
Total Current Liabilities	1,453	722
Net Current Assets	(189)	(137)
Deferred Tax	20	20
Total Assets	1,084	1,041

Particulars	Q1-2018-19	2017-18
Debt Equity	0.11	0.09
Asset Turnover Ratio (Without Investments)	1.03	4.58
Current Ratio	0.87	0.81

Note : Figures have been regrouped for Presentation purpose.

Cash Flow – SSL Standalone

Rs.in Crs.

Particulars	For the period ended 30th Jun 18
Operating Profit	48.2
Changes in Working Capital	48.5
Cash Generated from Operating Activities	96.7
Investment in SSL Fixed Assets & Deposit for stores	(45.3)
Other Investments	(76.8)
Net Cash Used for Investing Activities	(122.1)
Proceeds from issuance of share capital	1.1
Interest & Finance Cost (Net off)	1.4
Increase / (Decrease) in Loans	23.6
Cash generated from Financing Activities	26.1
Net Increase/(decrease) in Bank Balance	0.6

Note : Figures have been regrouped for Presentation purpose.





In case of any clarifications please
contact on

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