

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%

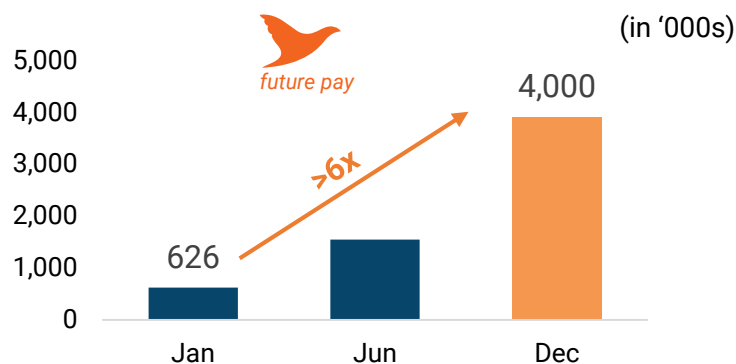
Key Y-o-Y highlights:

- 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%

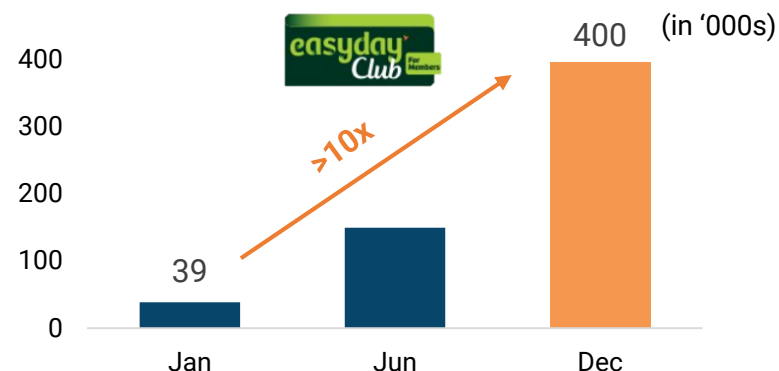
Key updates:

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

New Retail



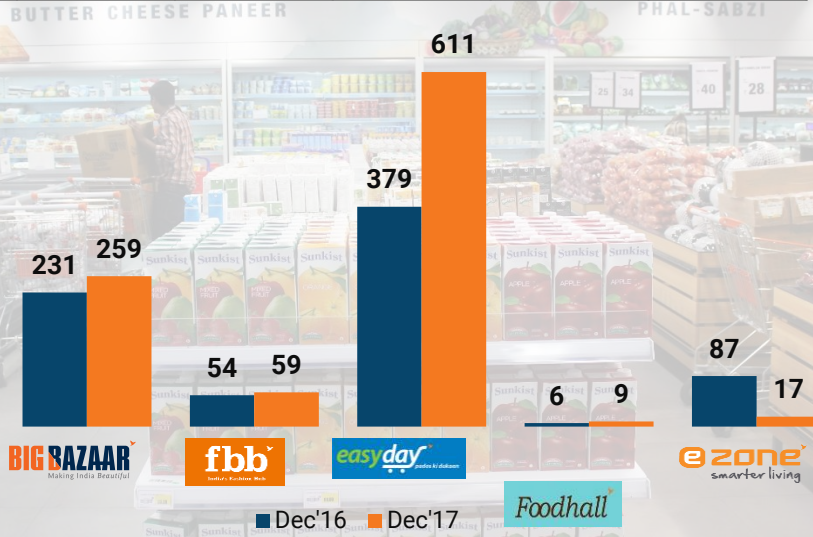
- ~4 million users with the average spend per user tripling since its launch
- Wallet uploads in excess of ₹ 200 crore



- 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 Making India Beautiful	259	26	131
	fbb India's Fashion Hub	59	18	36
	ezone smarter living	17	6	9
	Foodhall	9	4	5
Small Stores	easyday India's Groceries Hub	611	14	12 [#]
Cumulative		955	26	298

Clusters | As on 31 Dec 2017

Total retail space:

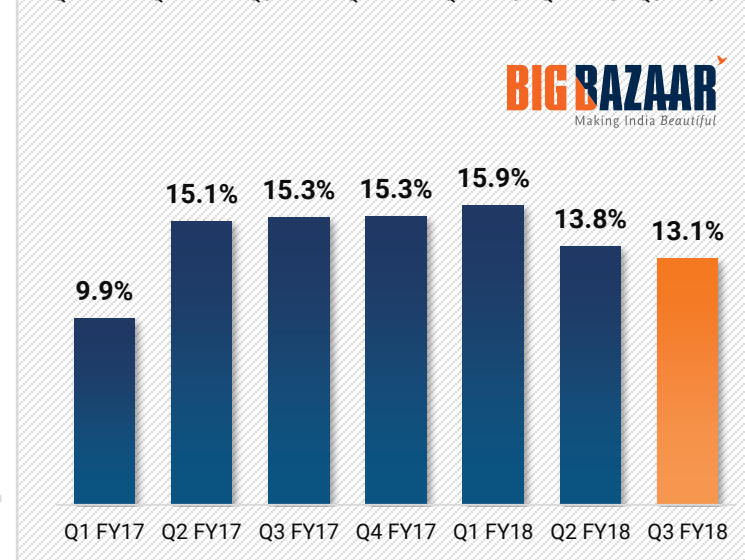
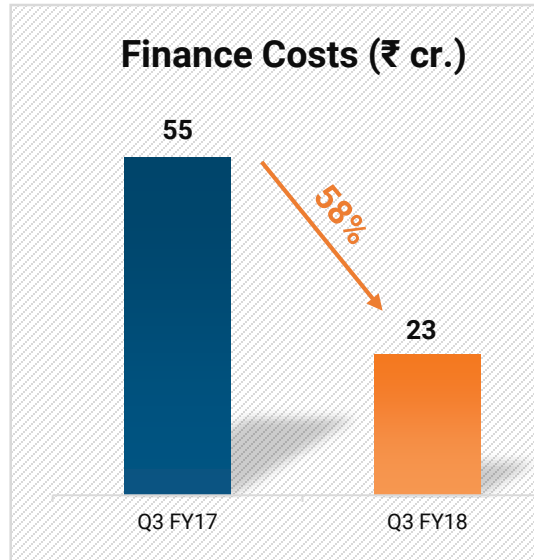
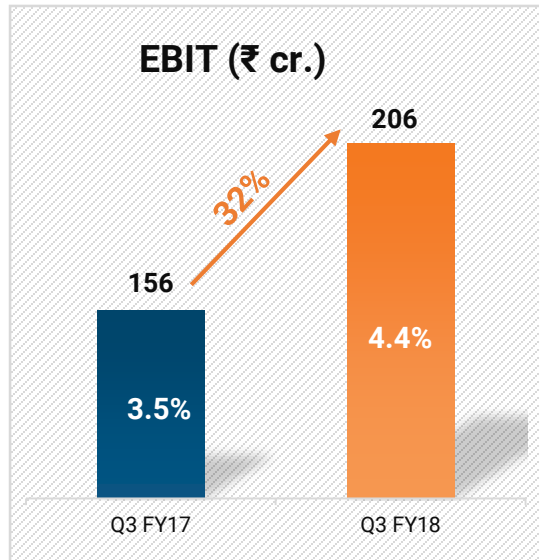
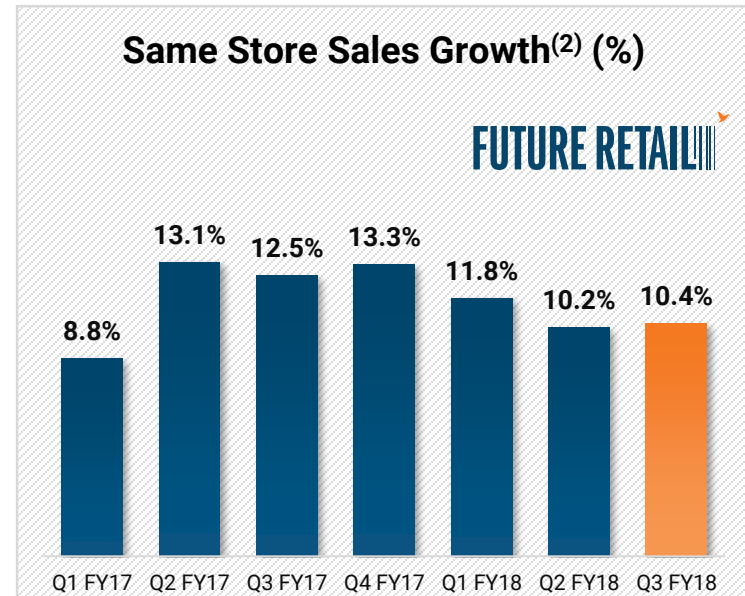
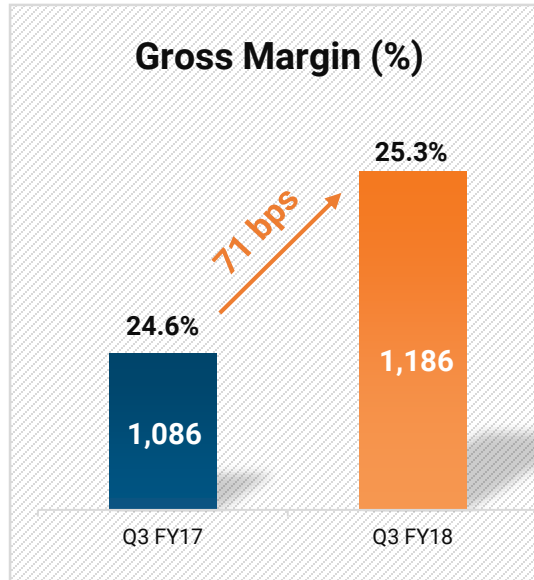
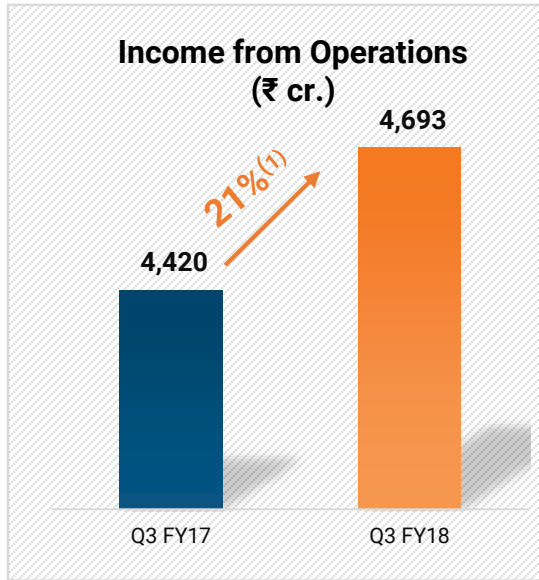
12.97 mn sq.ft



Better Stores, Better Assortment, Better Experience

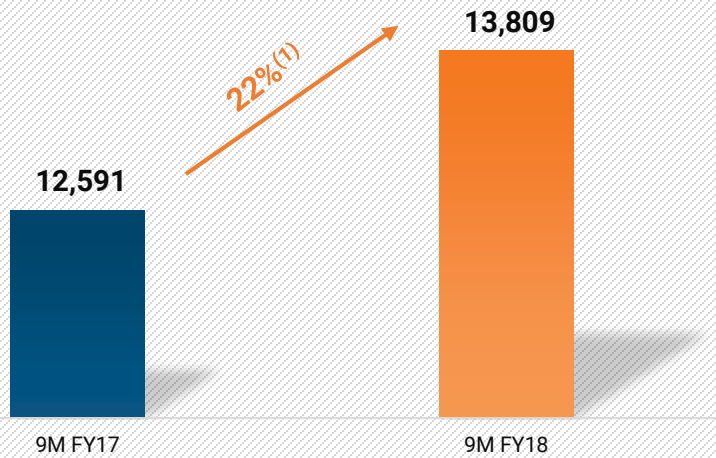


Performance Update

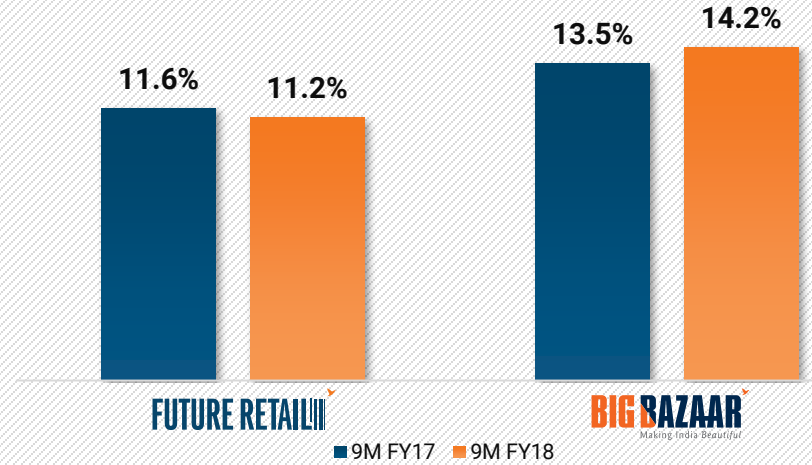


1. Underlying Y-o-Y growth of ~21% adjusting for eZone rationalization, HomeTown demerger and GST impact
 2. FRL SSSGs are on like-to-like basis for Q3FY18, excluding HomeTown

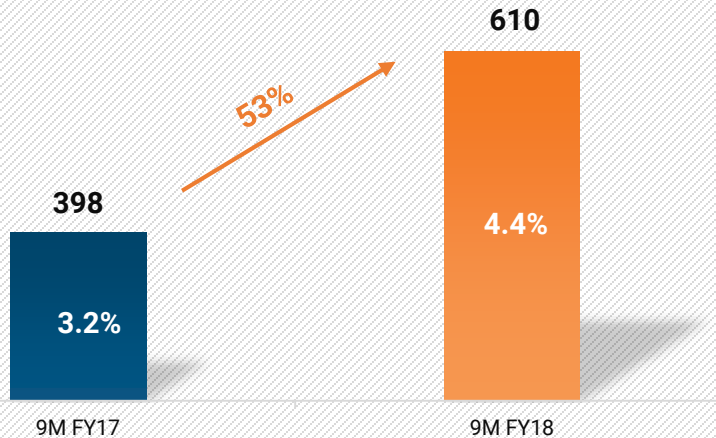
Income from Operations (₹ cr.)



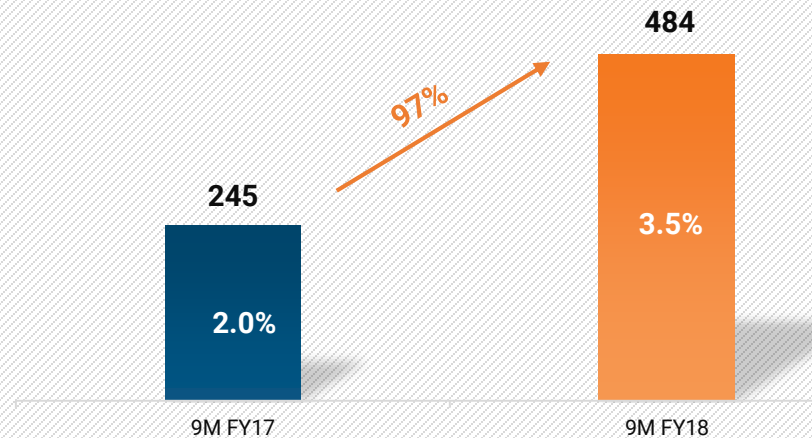
Same Store Sales Growth⁽²⁾ (%)



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

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NATIONAL JEANS DAY
SUNDAY, 17TH DEC 2017

#GrabAPair
THIS SUNDAY

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KATRINA KAIF VARUN DHAWAN ESHA GUPTA

ARE CELEBRATING
NATIONAL JEANS DAY
SUNDAY, 17TH DEC 2017

ARE YOU ?

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.