## 

25th May, 2019

To
General Manager, Dept. of Corporate Services
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001
Scrip Code: 540064

Listing Department
The National Stock Exchange Limited of India Limited Bandra Kurla Complex,
Bandra East,
Mumbai - 400051.
Symbol: FRETAIL

Dear Sirs,

## Sub.: Presentation to Analysts / Investors

Please find enclosed herewith the presentation being forwarded to Analysts / Investors on the Audited Financial Results of the Company for the Quarter and Year ended 31st March, 2019.

The above presentation is also available on Company's website www.futureretail.co.in.
This may also be treated as disclosure under Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above is for your information and record, please.
Thanking you,
Yours faithfully,


Encl. : as above.

[^0]
## future retallul

FY19 Investor Presentation
May 2019

## FRL OVERVIEW



NETWORK

~9 stores
opened per week

II
~31,000 sq ft added every week

New cities entered every week
$>5,00,000$
Kidswear sold per week
> 1,20,000
Men's trousers
sold per week
(Units)
(Units)
~60,000
Luggages sold every week
> 3,50,000
Ladies Ethnic wear sold per week

- $\quad 2$


## MEMBERSHIP

>22,000
EDSC Members enrolled per week
~1,90,000
Cooking essentials sold every week
> 3,20,000
Kids Utilities sold every week

## FRL's Retail Network

|  | Formats | As on 1 April 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Stores | Cities | Area (mn sqft) |
| Large Stores | BHPA7AAR | 285 | 135 | 12.1 |
|  | flbl | 61 | 36 | 0.6 |
|  | Foodhall | 10 | 5 | 0.1 |
| Small <br> Stores | easyday ${ }_{\text {cub }}$ fresh ${ }^{\text {c }}$ WHSmith | 666 | 215 | 1.5 |
| Others | $\text { e } \underset{\text { smarter living }}{20}$ | 13 | 8 | 0.1 |
|  | Cumulative | 1,035 | 321 | 14.5 |
| (1) 14 Food Bazaar stores converted/closed during the year <br> (2) Includes 99 WH Smith stores |  |  |  |  |


| Additions |  | As on 31 March 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Stores | Area <br> $(m n$ sqft) | Stores | Cities | Area <br> $(m n$ sqft) |
| 21 | 0.6 | $292^{1}$ | 144 | 12.5 |
| 33 | 0.4 | 94 | 46 | 1.0 |
| 2 | 0.06 | 12 | 5 | 0.1 |
| 440 | 1.0 | $1,106^{2}$ | 338 | 2.5 |
| $(6)$ | $(0.07)$ | 7 | 4 | 0.1 |
| 476 | 1.6 | $\mathbf{1 , 5 1 1}$ | 428 | $\mathbf{1 6 . 1}$ |

(2) Includes 99 WH Smith stores


- Big Bazaar continues to expand in existing and new markets
- Opens first store in Nagaland
- Opens $2^{\text {nd }}$ store in Gorakhpur, after a successful beginning of the first store
- Foodhall creates signature presence with landmark stores at Bandra \& Kemp's Corner, Mumbai


## BUSINESS UPDATES



## FRL Snapshot

## FUTURE RETALIIII

## SCALE

## — 1,511 <br> Retail stores

16.1 mn sq.ft. Retail Space


## Large Format Overview: Getting 'More out of the Same'

Same Store Sales Growth


## Gross Margins



Revenue Share


Growth momentum with Margin expansion continues

## Easyday Savings Club: Engine of throughput to small stores

## FUTURE RETALIIII

## Easyday Club Members (in mn)

1.1



Mar '19


Naye andaaz waali shopping Pesh hai membership waali faayde ki dukaan



## Membership: The Catalyst for Future Growth

Easyday Club Members (in mn)




## MEMBERSHIP



Future Pay Users (in mn)

About 1 Lakh Customers Refer To The Price Match Feature In Future Pay In 15 Days!

Among The Top 20 Apps Within 15 Days Of Launching On ioS!


It's Been A Year Of Milestones. . Leading To Many More!



## Big Bazaar Profit Club: Testimony of Customers' Belief



## PROXIMITY RETAIL: DATA SCIENCE \& ARTIFICIAL INTELLIGENCE




Member Spends \& Demand Sensing


[^1]

Predict Assortment


Predict Manufacturing \&
Warehousing

## FUTURE RETAllill


ensylame

Physical Store
With Membership Model


Member \& Conversational Commerce App (Pilot under process in NCR; All India Launch in July)


## Adding a layer of Technology

## FUTURE RETAILIII



Normally, a customer visits a Local Kirana Store 300 times a year Spends ₹ 1,50,000 p.a.


Through our Physical Stores, we have reached ₹ 36,000 p.a. 52 Visits

Through our Physical Stores

+ Member App, we want to reach more


## ₹ 60,000 p.a. 100 Visits

Where we have implemented in last 1 month
Monthly Spends (₹)
Monthly Visits

## Incremental Through App

## In Store



Total
4,000 /-
10


## FINANCIAL UPDATE



## FY2019: Focus on Margin Expansion



Income from Operations (₹ cr)


EBITDA (\% / ₹ cr)
1,057




## Quarterly Performance Overview



Qu FY18
Income from Operations (₹ cr)

Gross Margin (\% / ₹ cr)


EBITDA (\% / ₹ cr)


*Excluding exceptional non-cash item


FRL SSSGs are on like-to-like basis

FRL | Investor Presentation | May 2019


## Returns and Working Capital



ROE


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

- 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) $* 365$


## Standalone P\&L Statement

| Particulars (₹ cr) | 3 months ended |  |  | Growth |  | Year ended |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31-Mar-19 | 31-Dec-18 | 31-Mar-18 | Y-0-Y | Q-0-Q | 31-Mar-19 | 31-Mar-18 | Y-0-Y |
| Total income from Operations | 5,397 | 5,301 | 4,575 | 18\% | 2\% | 20,165 | 18,478 | 14\%* |
| Gross Profit | 1,445 | 1,380 | 1,234 | 17\% | 5\% | 5,384 | 4,737 | 14\% |
| Gross Margin \% | 26.8\% | 26.0\% | 27.0\% |  |  | 26.7\% | 25.6\% |  |
| Employee benefits expense | 276 | 277 | 245 |  |  | 1,074 | 930 |  |
| Rent including lease rentals | 380 | 375 | 360 |  |  | 1,487 | 1,405 |  |
| Other Expenditures | 498 | 450 | 429 |  |  | 1,785 | 1,570 |  |
| Total expenditure | 1,154 | 1,103 | 1,033 |  |  | 4,347 | 3,905 |  |
| Other Income | 6 | 5 | 3 |  |  | 20 | 12 |  |
| EBITDA | 297 | 283 | 205 | 45\% | 5\% | 1,057 | 844 | 25\% |
| EBITDA\% | 5.5\% | 5.3\% | 4.5\% |  |  | 5.2\% | 4.6\% |  |
| Depreciation and amortisation | 32 | 25 | 18 |  |  | 101 | 53 |  |
| EBIT | 264 | 258 | 187 |  |  | 957 | 791 |  |
| EBIT \% | 4.9\% | 4.9\% | 4.1\% |  |  | 4.7\% | 4.3\% |  |
| Finance Costs | 61 | 56 | 46 |  |  | 224 | 175 |  |
| PBT | 203 | 201 | 140 | 45\% | 1\% | 733 | 615 | 19\% |
| PBT\% | 3.8\% | 3.8\% | 3.1\% |  |  | 3.6\% | 3.3\% |  |
| Exceptional non-cash item | - | - | (604) |  |  | - | (604) |  |
| PBT (after exceptional item) | 203 | 201 | (464) |  |  | 733 | 11 |  |
| Tax Expenses | - | - | - |  |  | - | - |  |
| PAT | 203 | 201 | (464) |  |  | 733 | 11 |  |

*Underlying $\mathrm{Y}-\mathrm{o}-\mathrm{Y}$ growth adjusting for eZone rationalization \& HomeTown demerger FRL | Investor Presentation | May 2019


## Standalone Balance Sheet

| PARTICULARS (₹ cr) | As at 31 Mar 2019 | $\begin{gathered} \text { As at } \\ 31 \text { Mar } 2018 \end{gathered}$ |
| :---: | :---: | :---: |
| A) ASSETS |  |  |
| Non-Current Assets | 2,406 | 1,459 |
| Inventories | 5,066 | 4,417 |
| Trade Receivables | 316 | 270 |
| Other Current Assets | 2,487 | 1,865 |
| TOTAL ASSETS | 10,275 | 8,011 |
| B) EQUITY AND LIABILIIES |  |  |
| Equity | 3,852 | 3,096 |
| Non-Current Liabilities | 195 | 171 |
| Net Debt | 2,301 | 1,042 |
| Trade Payables | 2,937 | 3,424 |
| Other Current Liabilities | 990 | 278 |
| TOTAL EQUITY AND LIABILITIES | 10,275 | 8,011 |

## Deployment of Funds



Note 1:

- Gross Increase in area: ~2.1 mn sqft- Capex (including renovations): ~Rs 480 cr
- Technology \& Software capex- ~ Rs 100 cr

Note 2:
Increase in Working Capital includes:

- Increase in inventory for new stores: ~ Rs 350 cr; Further some increase in inventory is due to slower fashion sales in Q4FY19
- Other current assets include balances with statutory authorities \& GST input credit : ~Rs 450 cr
- Additionally, there was a reduction in payables, as the company extended support to vendors in a tight liquidity environment


## Consolidated Financial Statements

| P\&L Statement |  |
| :---: | :---: |
|  | Year ended |
|  | 31-Mar-19 |
| Total income from Operations | 20,333 |
| Gross Profit | 5,472 |
| Gross Margin \% | 26.9\% |
| Employee benefits expense | 1,090 |
| Rent including lease rentals | 1,494 |
| Other Expenditures | 1,852 |
| Total expenditure | 4,436 |
| Other Income | 23 |
| EBITDA | 1,060 |
| EBITDA\% | 5.2\% |
| Depreciation and amortisation | 104 |
| EBIT | 956 |
| EBIT \% | 4.7\% |
| Finance Costs | 228 |
| PBT | 727 |
| PBT\% | 3.6\% |
| PAT | 727 |
| PAT\% | 3.6\% |

## Balance Sheet

| Particulars (₹ cr) | $\begin{gathered} \text { As at } \\ 31 \text { Mar } 2019 \end{gathered}$ |
| :---: | :---: |
| A) ASSETS |  |
| Non-Current Assets | 2,419 |
| Inventories | 5,085 |
| Trade Receivables | 322 |
| Other Current Assets | 2,505 |
| TOTAL ASSETS | 10,331 |
| B) EQUITY AND LIABILIIES |  |
| Equity | 3,847 |
| Non-Current Liabilities | 206 |
| Net Debt | 2,298 |
| Trade Payables | 2,979 |
| Other Current Liabilities | 1,001 |
| TOTAL EQUITY AND LIABILITIES | 10,331 |

## OTHER BUSINESS UPDATES




## Blurring the lines between Online and Offline Retail



An IP that integrates the traditional touch and feel of retail with the reach \& convenience of social media inducing a sense of inclusion in the price decision process


WATCH YOUR FAVOURITE STARS IN
MAHABACHAT
${ }^{\text {KIMAHAFAMILY }}$


An interactive shopping festival and the mass appeal of television and film targets the right customer

BIC BAZAAR
is celebrating 200 K bollowers on
( Instagram


LIVE NOW

FOLLOW @fbbonline on © AND CHECKOUT OUR STORIES WATCH NOW

Setting up of an interactive mode of brand communication hence enhancing customer conversations

## Fbb Campaigns



Hitting A Hat-Trick With The Legendry League!
fbb Celebrates The $3^{\text {rd }}$ Year



Don the cool colowes. Fuel effortcesslyy stylish with a range of firen shirits s onffed in thighly breathable premimin fabrici. Pice your furowitite from a wide rage of ootton to pure hinen stavertig from $₹ 999 \%$ -



For The First BIR R
Time Ever At
A Preview Day Sale Only For Differently-Abled Shoppers!




future group







## Corporate Office:


[^0]:    Future Retail Limited (Formerly known as Bharti Retail Limited)

[^1]:    Predict Store Location

