

Pantaloon April sales number – Future is here

Pantaloon Retail declared its Apr-06 sales number's. The overall sales stood at Rs 1805.5 mn, a growth of 67%YoY and 25.7% on month on month basis, Value Retailing (VR) showed a growth of 85.8% YoY and 27.5% month on month basis. Sales for VR stood at Rs 1333.4 mn compared to Rs 717.8 mn in Apr-05 and Rs 1045.7 mn in Mar-06. Life Style (LS) segment sales showed growth of 29.9% YoY & 20.7% month on month basis. Sales of LS stood at Rs 472.1 mn as compared to Rs 363.3 mn in Apr-06 and Rs 391.2 mn in Mar-06.

Rs mn	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sept-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06
Particulars													
Value Retailing (sales)	717.8	820.2	793.9	849.2	855.8	836.4	1393.9	955.1	1071.4	1296.1	914.9	1045.7	1333.4
YoY Growth %	91.5	101.7	110.2	116.6	118.1	96.8	161.6	70.9	116.1	130.6	98.6	91.0	85.8
MoM Growth %	31.11	14.27	-3.21	6.97	0.78	-2.27	66.65	-31.48	12.18	21.0	-29.4	14.3	27.5
Life Style Retailing (sales)	363.3	431.2	368.6	451.0	604.1	364.2	626.5	447.5	555.6	708.4	652.7	391.2	472.1
YoY Growth %	119.0	110.4	69.5	80.9	89.0	60.4	124.3	27.4	53.9	54.8	41.3	28.7	29.9
MoM Growth %	19.5	18.7	-14.5	22.4	33.9	-39.7	72.0	-28.6	24.2	27.5	-7.9	-40.1	20.7
TOTAL SALES	1081.1	1251.4	1162.5	1300.2	1459.9	1200.6	2020.4	1402.6	1627	2004.5	1567.6	1436.9	1805.5
YoY Growth %	99.91	104.61	95.31	102.74	105.04	84.17	148.79	54.11	89.87	96.60	69.91	68.75	67.01
MoM Growth %	27.0	15.8	-7.1	11.8	12.3	-17.8	68.3	-30.6	16.0	23.2	-21.8	-8.3	25.7
Same store Growth													
Value Retailing	524.9	556.3	500	499.1	520.8	509.5	811.1	554.4	617.6	792.7	578.6	668.6	838.1
YoY Growth %	40.0	36.8	36.7	27.9	32.7	19.9	52.2	-0.8	27.5	41.0	25.6	22.6	17.2
Life Style Retailing	187.5	198.2	365.9	282.7	392.6	252.4	407.3	283.3	459.2	579.0	528.5	321.1	434.0
YoY Growth %	13.0	16.8	7.0	13.4	22.9	11.2	45.8	-3.4	27.2	26.5	14.4	5.6	19.5

Same stores sales also showed a decent growth of 17.2% in Value Retailing and while it was 19.5% incase of Life Style Retailing.

In April-06 the company added one Pantaloon Store of 14,000 sq ft, three Big Bazaars with total space of 106,000 sq ft, two Food Bazaar with total space of 26,000 sq ft.

It plans two new Pantaloon stores with total space size of 38,000 sq ft, two new Fashion Station store with total space size of 31,000 sq ft, one new Big Bazaar store with space size of 35,000 sq ft and three new Food Bazaar stores with total space size of 30,000 sq ft. A grand total of 134,000 sq ft.

What's in store

Space Addition

Company has envisaged to add up to 3mn sq ft by end of FY07, target for FY06 is set at adding 1.5mn sq ft, looking at past 10 months performance company has just managed to add approximate total space of 591,000 sq ft. we believe company would not be able to add targeted space as per time it has scheduled, but it would be able to add for sure, only with delay.

Home Solution

Pantaloon's Home Solutions Retail Division has launched two stores in Indore under Life Style Division.

One under the brand name "Collection" a 10,000 sq ft Furniture store and second being "E-Zone" a 12,500 sq ft Electronic Market offering all electronic products and appliance under one roof.

It also launched under Value Retailing Division "Furniture Bazaar", which is into retailing of home furniture.

Company also launched Private Label in electronics and appliance segment.

Joint Venture - Pantaloon Retail (India) Limited and CapitaLand, Singapore

CapitaLand, South-east Asia's largest property developer, with interests in property, hospitality and financial services in retail estate, has committed to invest US\$ 75 million in the Horizon Realty Fund LLC, managed by Ambit Investment Advisory Co. Ltd., a subsidiary of Pantaloon Retail (India) Limited.

Pantaloon and CapitaLand have entered into an agreement to set up 50:50 joint venture's in mall management and fund management services. The mall management company will provide management services to nearly 50 retail properties owned or managed by the Pantaloon group. **The fund management company will be set up with the intent of creating REIT's (Real Estate Investment Trust) to capture the tremendous growth in the Indian retail real estate market, when permitted. CapitaLand is likely to invest 20-40% of the corpus to be raised through this venture.**