

SEC/021/2016-17

May 3, 2016

BSE Limited Mumbai Samachar Marg, Fort, Mumbai - 400 001. Stock Code : 532638	National Stock Exchange of India Ltd. Exchange Plaza, Bandra-Kurla Complex. Bandra. (East) Mumbai-400 051. SHOPERSTOP
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Dear Sirs,

Sub : Submission of audited financial results for the year ended on March 31, 2016.

Pursuant to the provisions of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed please find herewith standalone & consolidated Audited financial results for the year ended March 31, 2016.

We also enclosed herewith the following :

1. Statutory Auditors Report on the aforesaid financials; and
2. Form A, duly filled in and signed by the Managing Director, Chief Financial Officer, Chairman - Audit Committee and the Statutory Auditors of the Company.

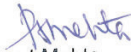
The aforesaid financial results have been duly approved by the Board of Directors of the Company at its meeting held on today i.e. May 3, 2016.

The above information is also available on the website of the Company.

Kindly take the same on records.

Thanking you,

Yours faithfully,
For Shoppers Stop Limited


Prashant Mehta
Vice President - Legal &
Company Secretary

Encl : aa



Shoppers Stop Limited

Registered Office: "Eureka Towers", 9th Floor, B Wing, Mindspace, Link Road, Malad (West), Mumbai 400 064.
Tel: (+91 22) 42497000; Fax: (+91 22) 28808877; Website: www.shoppersstop.com; E-mail: investor@shoppersstop.com; CIN: L51900MH1997PLC108798

STATEMENT OF STANDALONE / CONSOLIDATED FINANCIAL RESULTS

PART I Particulars	Rs.in Lacs (Except per share data)						
	Standalone				Consolidated		
	For the Quarter Ended		For the Financial Year Ended		For the Financial Year Ended		
	31-Mar-16	31-Dec-15	31-Mar-15	31-Mar-16 (Audited)	31-Mar-15 (Audited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
(Refer Notes Below)	(Refer 6 below)		(Refer 6 below)				
1) Turnover							
Retail Turnover							
Own merchandise (including concession sales)	90,476.61	91,531.67	82,523.71	343,376.02	306,930.78	459,195.47	419,072.35
Consignment merchandise	7,140.16	7,483.11	8,193.49	28,323.88	30,088.43	28,323.88	30,088.43
	97,616.77	99,014.78	90,717.20	371,699.90	337,019.21	487,519.35	449,160.78
Less :- Value Added Tax / Sales Tax	4,837.21	4,766.08	4,365.68	17,968.53	16,095.48	25,090.27	22,563.39
Cost of consignment merchandise	4,706.46	4,919.08	5,532.77	18,767.60	20,162.71	18,767.60	20,162.70
	88,073.10	89,329.62	80,818.75	334,963.77	300,761.02	443,661.48	406,434.69
Revenue from Gaming Business	-	-	-	-	-	2,783.66	2,545.75
Revenue from Transfer of Property Options	-	-	-	-	-	-	11,019.09
Income from Operations	88,073.10	89,329.62	80,818.75	334,963.77	300,761.02	446,445.14	419,999.53
2) Other operating income	1,521.58	1,846.23	861.33	6,356.69	4,236.64	11,791.44	8,693.60
3) Total Income from operations (net) (1+2)	89,594.68	91,175.85	81,680.08	341,320.46	304,997.66	458,236.58	428,693.33
4) Expenses							
a) Purchases of stock-in-trade	54,583.09	61,049.59	49,636.81	218,103.27	191,051.05	303,160.25	274,988.15
b) Changes in inventories of stock-in-trade-(Increase)	1,612.48	(4,181.18)	924.59	(5,625.78)	(3,407.76)	(8,497.77)	(5,734.31)
c) Employees benefits expense	6,628.51	6,227.77	5,879.96	24,546.04	22,703.29	34,036.28	31,565.57
d) Depreciation and amortisation expense	2,580.31	2,109.67	2,661.21	9,766.40	8,580.71	13,652.64	12,530.61
e) Lease Rent and Hire Charges	7,852.70	7,490.63	7,449.95	30,188.32	28,514.11	40,937.51	38,762.34
f) Other expenses	13,691.05	13,465.85	12,880.96	52,383.16	47,243.27	68,783.32	62,310.37
Total expenses	86,948.14	86,162.33	79,433.48	329,361.41	294,684.67	452,072.23	414,422.73
5) Profit from operations before Other Income and finance costs and exceptional items (3-4)	2,646.54	5,013.52	2,246.60	11,959.05	10,312.99	6,164.35	14,270.60
6) Other Income	504.90	580.13	613.32	2,130.37	1,765.49	1,670.33	1,327.30
7) Profit from ordinary activities before finance costs and exceptional items(5+6)	3,151.44	5,593.65	2,859.92	14,089.42	12,078.48	7,834.68	15,597.90
8) Finance Costs	1,412.04	1,577.49	1,205.63	5,732.91	5,122.23	8,724.17	7,814.32
9) Profit from ordinary activities after finance costs but before exceptional items (7-8)	1,739.40	4,016.16	1,654.29	8,356.51	6,956.25	(889.49)	7,783.58
10) Exceptional Items (provision for diminution in value of investment in a Joint Venture)	-	-	-	2,381.00	-	-	-
11) Profit from ordinary activities before tax (9-10)	1,739.40	4,016.16	1,654.29	5,975.51	6,956.25	(889.49)	7,783.58
12) Tax expense	722.18	1,656.33	624.33	3,457.89	2,882.72	3,457.90	2,882.77
13) Net Profit from ordinary activities after tax (11-12)	1,017.22	2,359.83	1,029.96	2,517.62	4,073.53	(4,347.39)	4,900.81
14) Minority Interest	-	-	-	-	-	4,552.13	(660.38)
15) Net Profit after tax (13+14)	1,017.22	2,359.83	1,029.96	2,517.62	4,073.53	204.74	4,240.43
16) Paid-up equity share capital (Face value of Rs.5/- Per Share)	4,173.10	4,172.34	4,168.39	4,173.10	4,168.39	4,173.10	4,168.39
17) Reserves(Excluding Revaluation Reserve)				74,340.75	72,360.41	48,340.09	48,672.63
18) Earnings per share (In Rs.) (not to be annualised)							
Face value of Rs.5/- Per Share							
- Basic	1.22	2.83	1.24	3.02	4.89	0.25	5.09
- Diluted	1.22	2.83	1.23	3.02	4.88	0.25	5.08

Segment information

Information about primary business segments:

Standalone : The Company is primarily engaged in the business of retail trade through retail and departmental store facilities, which constitute a single reportable segment.

Consolidated :

Particulars	Financial Year ended 31 March 2016				Financial Year ended 31 March 2015			
	Retail Operations	Property Options	Others	Total	Retail Operations	Property Options	Others	Total
Segment Revenue	455,452.92	-	2,783.66	458,236.58	415,128.49	11,019.09	2,545.75	428,693.33
Segment Results	6,267.80	-	(103.45)	6,164.35	5,429.29	8,852.51	(11.20)	14,270.60
Other Income				1,670.33				1,327.30
Interest and Finance Cost				(8,724.17)				(7,814.32)
Net (Loss)/ Profit before exceptional items, minority interest and tax				(889.49)				7,783.58
Capital employed	37,593.59	12,088.00	2,860.35	52,541.94	35,985.74	15,207.79	1,647.49	52,841.02

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Notes to results :

1.STATEMENT OF ASSETS & LIABILITIES

(Rs.in Lacs)

Particulars	Standalone		Consolidated	
	As at 31.03.2016 (Audited)	As at 31.03.2015 (Audited)	As at 31.03.2016 (Audited)	As at 31.03.2015 (Audited)
A) EQUITY AND LIABILITIES				
1.Shareholders Funds :				
(a) Share Capital	4,173.10	4,168.39	4,173.10	4,168.39
(b) Reserves and Surplus	74,340.75	72,360.41	48,340.09	48,672.63
(c) Money received against employee shares options	28.75	-	28.75	-
	78,542.60	76,528.80	52,541.94	52,841.02
2. Minority Interest			153.41	2,612.30
3. Non-current liabilities				
(a) Long-term borrowings	32,321.43	22,535.71	47,494.90	36,188.36
(b) Deferred tax liabilities(net)	167.90	955.75	167.90	955.75
(c) Other long-term liabilities	-	-	102.04	76.07
	32,489.33	23,491.46	47,764.84	37,220.18
4. Current liabilities				
(a) Short-term borrowings	14,448.87	23,255.26	19,114.37	29,161.93
(b) Trade payables	37,064.03	33,135.44	50,164.08	46,875.16
(c) Other current liabilities	27,804.07	21,443.70	37,616.74	28,140.37
(d) Short-term provisions	468.08	1,175.42	606.20	1,295.78
	79,785.05	79,009.82	107,501.39	105,473.24
TOTAL - EQUITY AND LIABILITIES	190,816.98	179,030.08	207,961.58	198,146.74
B) ASSETS				
1.Non-current assets				
(a) Fixed assets	65,943.35	61,055.75	86,847.47	82,872.62
(b) Goodwill on consolidation			10,209.71	10,185.73
(c) Non-current investments	40,471.15	40,649.47	2.10	2.11
(d) Long-term loans and advances	36,664.03	34,229.20	29,193.64	27,519.87
(e) Other non-current assets	-	-	1,933.49	4,680.30
	143,078.53	135,934.42	128,186.41	125,260.63
2.Current assets				
(a) Inventories	38,587.11	32,961.33	59,130.38	50,633.59
(b) Trade Receivables	2,367.30	2,233.52	10,168.68	10,145.14
(c) Cash and cash equivalents	528.22	490.47	1,299.23	1,993.25
(d) Short-term loans and advances	5,469.96	6,255.25	8,055.29	8,722.97
(e) Other current assets	785.86	1,155.09	1,121.58	1,391.16
	47,738.45	43,095.66	79,775.17	72,886.11
TOTAL - ASSETS	190,816.98	179,030.08	207,961.58	198,146.74

2 The Consolidated Financial results comprise the results of Shoppers Stop Limited and its subsidiaries namely Hypercity Retail (India) Limited, Crossword Bookstores Limited, Upasna Trading Limited, Shopper's Stop. Com (India) Limited, Shopper's Stop Services (India) Limited and Gateway Multichannel Retail (India) Limited which are consolidated in accordance with Accounting Standard 21 on Consolidation of Financial Statements, the Company's proportionate share in the results of both Timezone Entertainment Private Limited and Nuance Group (India) Private Limited which are consolidated in accordance with Accounting Standard 27 on Financial Reporting of Interests in Joint Ventures.

3 During the quarter, 15,100 equity shares were issued and allotted under the Company's Employee Stock Option Scheme.

4 Pursuant to levy of service tax on renting of immovable properties given for commercial use, retrospectively with effect from 1 June 2007, the Company has based on a legal advice, challenged the said levy and, inter-alia, its retrospective application. Pending the final disposal of the matter, which is presently before the Supreme Court, the Company continues not to provide for the retrospective levy aggregating to (Consolidated) Rs.2,010.90 lacs, (Standalone) Rs.1,659.56 Lacs for the period 1st June, 2007 to 31st March, 2010, (fully paid under protest).

5 The Company (standalone) has a financial involvement aggregating Rs.47,391.03 Lacs in Hypercity Retail (India) Limited ('Hypercity'), a subsidiary company. In view of the significant steps being taken by Hypercity to revamp its operations and to infuse funds in to the business, its future business plans with strategic growth projections and considering the business valuation by an independent valuer, the Company has determined that no provision is required against the aforesaid amount at this stage.

6 The figures of the last quarter (standalone) are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the respective financial year.

7 Figures of the previous period / year have been regrouped / reclassified wherever necessary.

8 The standalone and consolidated financial results have been reviewed by the Audit Committee on 2 May 2016 and approved by the Board of Directors at their meeting held on 3 May 2016.

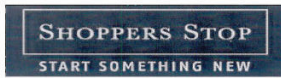


By order of the Board of Directors
For Shoppers Stop Limited



Govind S Shrikhande
Customer Care Associate & Managing Director

Place: Mumbai
Date: 3 May, 2016



Shoppers Stop Limited

Registered Office: "Eureka Towers", 9th Floor, B Wing, Mindspace, Link Road, Malad (West), Mumbai 400 064.
Tel: (+91 22) 42497000 ; Fax: (+91 22) 28808877, Website : www.shoppersstop.com. E-mail : investor@shoppersstop.com. CIN : L51900MH1997PLC108798

EXTRACT OF FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31,2016

Rs.in Lacs (Except per share data)

Particulars	STANDALONE			CONSOLIDATED	
	Quarter Ended	Year Ended	Quarter Ended	Year Ended	
	31-Mar-16	31-Mar-16 (Audited)	31-Mar-15	31-Mar-16 (Audited)	31-Mar-15 (Audited)
Total Income from operations (net)	89,594.68	341,320.46	81,680.08	458,236.58	428,693.33
Net Profit from ordinary activities after tax	1,017.22	2,517.62	1,029.96	204.74	4,240.43
Net Profit for the period after tax (after Extraordinary items)	1,017.22	2,517.62	1,029.96	204.74	4,240.43
Equity Share Capital	4,173.10	4,173.10	4,168.39	4,173.10	4,168.39
Reserves (excluding Revaluation Reserve as shown in the Balance Sheet of previous year)		74,340.75		48,340.09	48,672.63
Earnings per share (In Rs.) (not to be annualised)					
Face value of Rs.5/- Per Share					
- Basic	1.22	3.02	1.24	0.25	5.09
- Diluted	1.22	3.02	1.23	0.25	5.08

1. The above results have been reviewed by the Audit Committee on 2 May 2016 and approved by the Board of Directors at their meetings held on 3 May 2016.

Note : The above is an extract of the detailed format of Quarterly/Annual Financial Results filed with the Stock Exchange under Regulation 33 of the SEBI (Listing and Other Disclosure Requirements) Regulations,2015. The full format of the Quarterly/Annual Financial Results are available on the Stock Exchange,websites, www.nseindia.com and www.bseindia.com, and on the Company's website, www.corporate.shoppersstop.com

For Shoppers Stop Limited

Govind S Shrikhande
Customer Care Associate & Managing Director

Place: Mumbai
Date: 3 May,2016

**INDEPENDENT AUDITOR'S REPORT
TO THE BOARD OF DIRECTORS OF SHOPPERS STOP LIMITED**

1. We have audited the Standalone Financial Results ("Results") of **SHOPPERS STOP LIMITED** ("the Company") for the year ended 31st March, 2016 included in the accompanying Statement of Standalone / Consolidated Financial Results ("the Statement"), initialled by us for identification purpose only, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Results, which are the responsibility of the Company's Management and approved by the Board of Directors, have been prepared on the basis of the related financial statements which is in accordance with the Accounting Standards prescribed under Section 133 of the Companies Act, 2013, as applicable and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Results.
2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Results are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Results. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Results, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the Results in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Results.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



3. In our opinion and to the best of our information and according to the explanations given to us, the Results:
- i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
 - ii. give a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the net profit and other financial information of the Company for the year ended 31st March, 2016.
4. The Statement includes the results for the Quarter ended 31st March, 2016 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us.
5. We draw attention to :
- a. Note 4 to the Statement regarding non-provision of service tax for the period 1 June, 2007 to 31 March, 2010 on renting of immoveable properties given for commercial use, aggregating Rs.1,659.56 lacs, pending final disposal of the appeal filed before the Supreme Court, inter-alia, challenging the retrospective levy of the service tax. The matter is contingent upon the final outcome of the litigation.
 - b. Note 5 to the Statement regarding the Company's financial involvement aggregating Rs. 47,391.03 lacs in Hypercity Retail (India) Limited, a subsidiary company. The Company considers that no provision against the aforesaid amount is required at this stage for the reasons stated in the note.

Our report is not qualified in respect of these matters.

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For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

P.B. Pardiwalla

P.B. Pardiwalla
Partner
(Membership No. 40005)

Mumbai, May 03, 2016

**INDEPENDENT AUDITOR'S REPORT
TO THE BOARD OF DIRECTORS OF SHOPPERS STOP LIMITED**

1. We have audited the Consolidated Financial Results ("Results") of **SHOPPERS STOP LIMITED** ("the Holding Company") and its subsidiaries (together referred to as "the Group"), and its jointly controlled entities for the year ended March 31, 2016 included in the accompanying Statement of Standalone / Consolidated Financial Results ("the Statement"), initialled by us for identification purpose only, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Results, which are the responsibility of the Holding Company's Management and approved by the Board of Directors, have been prepared on the basis of the related consolidated financial statements which is in accordance with the Accounting Standards, prescribed under Section 133 of the Companies Act, 2013, as applicable, and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Results.
2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Results. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Results, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Holding Company's preparation and fair presentation of the Results in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Holding Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Results.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

 R. H. S. Haskins

3. We did not audit the financial statements of five subsidiaries and one jointly controlled entity included in the consolidated financial results, whose financial statements reflect total assets of Rs. 7,498.13 Lacs as at 31st March, 2016, total revenues of Rs. 11,979.62 Lacs for the year ended 31st March 2016, and total loss after tax of Rs. 315.63 Lacs for the year ended 31st March, 2016, as considered in the consolidated financial results.

These financial statements have been audited by other auditors whose reports have been furnished to us by the Management and our opinion on the Results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries/ jointly controlled entity is based solely on the reports of the other auditors.

4. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of the other auditors referred to in paragraph 3 above, the Consolidated financial results:

a. include the results of Shoppers Stop Limited and its subsidiaries namely Hypercity Retail (India) Limited, Crossword Bookstores Limited, Upasna Trading Limited, Shopper's Stop. Com (India) Limited, Shopper's Stop Services (India) Limited and Gateway Multichannel Retail (India) Limited which are consolidated in accordance with Accounting Standard 21 on Consolidation of Financial Statements, the Company's proportionate share in the results of both Timezone Entertainment Private Limited and Nuance Group (India) Private Limited which are consolidated in accordance with Accounting Standard 27 on Financial Reporting of Interests in Joint Ventures.

b. are presented in accordance with the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and

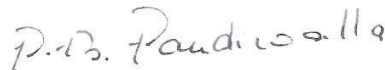
c. give a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the consolidated net profit and other financial information of the Group for the year ended March 31, 2016.

6. We draw attention to Note 4 to the Statement regarding non-provision of service tax for the period 1 June, 2007 to 31 March, 2010 on renting of immovable properties given for commercial use, aggregating Rs.2010.90 Lacs, pending final disposal of the appeal filed before the Supreme Court, inter-alia, challenging the retrospective levy of the service tax. The matter is contingent upon the final outcome of the litigation.

Our report is not qualified in respect of this matter.



For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
Firm's Registration No. 117366W/W-100018




P.B. Pardiwalla
(Partner)
(Membership No. 40005)

Mumbai, May 03, 2016

Form A (for audit report with unmodified opinion) along-with Financial Results

1.	Name of the company	Shoppers Stop Limited (Consolidated)
2.	Annual financial statements for the year ended	Consolidated financial results for the year ended March 31, 2016
3.	Type of Audit observation	<p>1) We draw attention to Note 4 to the Statement regarding non-provision of service tax for the period 1 June, 2007 to 31 March, 2010 on renting of immovable properties given for commercial use, aggregating Rs.2010.90 Lacs, pending final disposal of the appeal filed before the Supreme Court, inter-alia, challenging the retrospective levy of the service tax. The matter is contingent upon the final outcome of the litigation.</p> <p>Our report is not qualified in respect of this matter.</p> <p>Relevant note</p> <p>Pursuant to levy of service tax on renting of immovable properties given for commercial use, retrospectively with effect from 1 June 2007, the Company has based on a legal advice, challenged the said levy and, inter-alia, its retrospective application. Pending the final disposal of the matter, which is presently before the Supreme Court, the Company continues not to provide for the retrospective levy aggregating to Rs.2,010.90 lacs for the period 1st June, 2007 to 31st March, 2010, (fully paid under protest).</p>



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4.	Frequency of observation	Para 1: 7 years (including 2016)
5.	<p>To be signed by-</p> <ul style="list-style-type: none"> • Managing Director • Chief Financial Officer • Audit Committee Chairman • Auditor of the Company 	<p>For Shoppers Stop Limited</p> <p><i>Gsshikhande</i></p> <p>Govind Shrikhande Managing Director</p> <p><i>(Sanyei Chakravarti)</i></p> <p><i>(Deepak Ghaisas)</i></p> <p>Refer our Audit Report dated May 3, 2016 on Consolidated financial results of the Company</p> <p>For DELOITTE HASKINS & SELLS LLP Chartered Accountants (Firm's Registration No. 117366W/W-100018)</p> <p><i>P.B. Pardiwalla</i></p> <p>P.B. Pardiwalla Partner (Membership No. 40005) Mumbai, May 3, 2016</p>

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Form A (for audit report with unmodified opinion) along-with Financial Results

1. Name of the company	Shoppers Stop Limited (Standalone)
2. Annual financial statements for the year ended	Standalone financial results for the year ended March 31, 2016
3. Type of Audit observation	<p>1. We draw attention to :</p> <p>a) Note 4 to the Statement regarding non-provision of service tax for the period 1 June, 2007 to 31 March, 2010 on renting of immoveable properties given for commercial use, aggregating Rs.1,659.56 lacs, pending final disposal of the appeal filed before the Supreme Court, inter-alia, challenging the retrospective levy of the service tax. The matter is contingent upon the final outcome of the litigation.</p> <p>b) Note 5 to the Statement regarding the Company's financial involvement aggregating Rs. 47,391.03 lacs in Hypercity Retail (India) Limited, a subsidiary company. The Company considers that no provision against the aforesaid amount is required at this stage for the reasons stated in the note.</p> <p>Our report is not qualified in respect of these matters.</p> <p>Relevant Note to 1 a)</p> <p>Pursuant to levy of service tax on renting of immovable properties given for commercial use, retrospectively with effect from 1 June 2007, the Company has based on a legal advice, challenged the said levy and, inter-alia, its retrospective application. Pending the final disposal of the matter, which is presently before the Supreme Court, the Company continues not to provide for the retrospective levy aggregating to Rs.1,659.56 Lacs for the period 1st June, 2007 to 31st March, 2010, (fully paid under protest).</p> <p>Relevant Note to 1 b)</p> <p>The Company (standalone) has a financial involvement aggregating Rs.47,391.03 Lacs in Hypercity Retail (India) Limited ('Hypercity'), a subsidiary company. In view of the significant steps being taken by Hypercity to revamp its operations and to infuse funds in to the business, its future business plans with strategic growth projections and considering the business valuation by an independent valuer, the Company has determined that no provision is required against the aforesaid amount at this stage.</p>

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to HCU?


4.	Frequency of observation	Para 1 a: 7 years (including 2016) Para 1 b: 5 years (including 2016)
5.	<p>To be signed by-</p> <ul style="list-style-type: none"> • Managing Director • Chief Financial Officer • Audit Committee Chairman • Auditor of the Company 	<p>For Shoppers Stop Limited</p> <p><i>Govind Shrikhande</i></p> <p>Govind Shrikhande Managing Director</p> <p><i>(Sanyal Chakravarti)</i></p> <p><i>(Deepak Hwasia)</i></p> <p>Refer our Audit Report dated May 3, 2016 on standalone financial results of the Company</p> <p>For DELOITTE HASKINS & SELLS LLP Chartered Accountants (Firm's Registration No. 117366W/W-100018)</p> <p><i>P.B. Pardiwala</i></p> <p>P.B. Pardiwala Partner (Membership No. 40005) Mumbai, May 3, 2016</p>

A

→ →

SEC/022/2016-17

May 3, 2016

BSE Limited Mumbai Samachar Marg, Fort, Mumbai - 400 001. Stock Code : 532638	National Stock Exchange of India Ltd. Exchange Plaza, Bandra-Kurla Complex. Bandra. (East) Mumbai-400 051. SHOPERSTOP
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Dear Sirs,

Sub : Press Release and quarterly performance presentation : audited financial results for the year ended on March 31, 2016


Enclosed please find herewith, a press release and quarterly performance presentation in respect of audited financial results for the year ended on March 31, 2016.

The above information is also available on the website of the Company.

Kindly take the same on records.

Thanking you,

Yours faithfully,
For Shoppers Stop Limited


Prashant Mehta
Vice President - Legal &
Company Secretary

BB

Encl : aa

SHOPPERS STOP

START SOMETHING NEW

Shoppers Stop Gross Retail Turnover up 7.6% Profit before Tax up 5.1%

Highlights of Q4FY16- SSL

- Gross Retail Turnover at Rs. 976.2 crore; a jump of 7.6% over Q4FY15
- EBIDTA at Rs. 52.3 crore a growth of 2.5% over Q4FY15
- 83,884 members added to First Citizen Loyalty Programme
- 7.9 million fans on Facebook
- **Total stores added in the quarter:** 1 Shoppers Stop, 1 Hypercity and 1 M.A.C

Highlights of FY16 - SSL

- Gross Retail Turnover touches Rs. 3716.9 crores; a jump of 10.3%
- Like-to-like growth at 8.5%
- EBIDTA at Rs. 220.3 crores a growth of 15.1% over FY15
- Profit before Exceptional Item & Tax stood at Rs. 83.6 crore a growth of 20.1% over FY15
- **Total stores added during the year:** 8 Shoppers Stop, 2 M.A.C, 3 Hypercity, 5 Crossword, 1 Mothercare

Total Retail area - 42.85 lacs sq.ft

Total First Citizens members - 41.26 lacs

Mumbai, May 3, 2016: Shoppers Stop Ltd (SSL), India's prominent retail group (operator of large format department stores, home stores, specialty stores like Crossword, Mothercare, M.A.C, and hypermarkets) today reported a gross retail turnover of Rs. 976.2 crore for the quarter ended March 31st, 2016 as against Rs. 907.2 crore in the corresponding period last year. Profit Before Tax for the quarter stood at Rs. 17.4 crore.

The company reported an annual turnover of Rs. 3716.9 crore for the year ended FY16 as compared to Rs. 3370.2 crore in FY15 reporting a rise of 10.3%. Profit before Exceptional Item & Tax for the same period stood at Rs. 83.6 crores as compared to Rs. 69.6 crore FY15; up by 20.1%.

With 77 stores across 36 cities in India, Shoppers Stop continues to grow and expand its retail footprint. This quarter, SSL added 1 Shoppers Stop store at Banaswadi, Bengaluru, 1 Hypercity store at Janakpuri, New Delhi and 1 M.A.C store at Skyzone Phoenix, Mumbai.

Driving ahead its successful Loyalty program, SSL continued to expand its membership base adding 83,884 new members to the First Citizen Loyalty Program in Q4FY16. The program now has a total First Citizen base of over 41.26 lac members.

Speaking on the performance, **Mr. Govind Shrikhande – Customer Care Associate & Managing Director, Shoppers Stop Ltd;** said, *“FY 16 has been an action-packed year for us as we cemented our Omni-channel strategy through a slew of initiatives such as our partnership with e-commerce technology platform Hybris from SAP, our subsequent refreshed shopping website and the launch of our new mobile app. Our focus on amalgamating offline + online retail will continue as we look to create a seamless shopping experience for customers. Moreover, we intend to strengthen our portfolio of private and exclusive brands in the coming year, and expect to increase the contribution of private brands to the overall business.”*

Shoppers Stop and its retail invested companies operate the following number of stores/doors as on March 31st, 2016:

Mixed Retailing:

HyperCity – Currently has **17 stores**, spread over an area of 12.6 lacs sq ft.

Key Highlights of Q4FY16 performance: Sales up by 5%

Like to like sales per sq.ft. growth 4.8%

Margin de-growth 60 Basis Points

Fashion Share at 14.8 %

Fashion & Home Retailing:

- **Shoppers Stop** – Currently has **77 stores** in 36 cities
- **HomeStop (Home Décor)** – Currently has **18 stores** in 12 cities

Specialty Retailing:

- **Mothercare (Maternity, Infant Care)** – The exclusive franchise agreement for departmental stores with Mothercare Plc UK. Currently there are **39 stores** of Mothercare (including 2 standalone stores).
- **M.A.C (Cosmetics)** – The retail agreement with Estee Lauder to open M.A.C stores. Currently has **37 stores** with a presence in Mumbai, Bengaluru, Delhi, Amritsar, Chennai, Hyderabad, Pune, Gurgaon, Noida, Ludhiana, Chandigarh, Surat and Kolkata.
- **Clinique (Cosmetics)** – Currently has **25 stores** (including 13 standalone) in Mumbai, Bengaluru, Delhi, Kolkata, Hyderabad, Amritsar, Chandigarh, Surat, Kolkata and Pune.
- **Estee Lauder** - Currently has **9 stores** (including 2 shop-in-shops), one each in Bengaluru, Mumbai, Chennai, Delhi, Kolkata and Gurgaon.
- **Bobbi Brown** – Currently has **4 stores**, in Delhi, Gurgaon and Mumbai.
- **Crossword (Book stores)** – Currently has **89 stores**.

Other Initiatives:

- **Airport Retailing** – **2 duty free stores** is run by the JV Company, one at international airport at Bengaluru and 2nd at International airport at Mumbai.
- **TimeZone Entertainment** – Currently has **26 doors**.





About Shoppers Stop Ltd

Shoppers Stop Ltd., a pioneer in modern retailing in India, has been promoted by K Raheja Corp. Group (Chandru L. Raheja Group), one of the leading groups in the business of real estate development and hotels in the country. Shoppers Stop Ltd along with its Subsidiaries Crossword Bookstores Ltd and Hypercity Retail (India) Ltd; and Joint Venture Companies Timezone Entertainment Pvt. Ltd and Nuance Group (India) Pvt. Ltd. operates more than 58.85 lacs sq ft in the country.

Shoppers Stop and its associate companies are involved in retailing through department stores, specialty stores, entertainment zones and large hypermarkets.

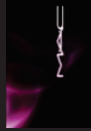
For more information, please contact:

Juhi Khanna Shoppers Stop Ltd. Tel: +91-22-42497000 juhi.khanna@shoppersstop.com	Snehal Vaidya Uma Datye Adfactors PR +91 9820167242 +91 9833499059 snehal.vaidya@adfactorspr.com uma.datye@adfactorspr.com
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For Investor related queries on Shoppers Stop Limited write to: investor@shoppersstop.com

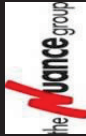
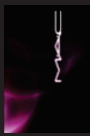
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SHOPPERS STOP

START SOMETHING NEW



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.

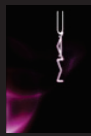
Business Overview

❖ New Stores

- 1 Departmental store opened at Banaswadi, Bangalore during this quarter.
- 1 MAC SA store opened at Skyzone Phoenix, Mumbai during this quarter.
- 1 Hypercity Store opened at Janakpuri, Delhi during this quarter.

❖ Loyalty Program

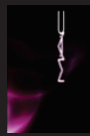
- First Citizen members club has now reached 41.26 lacs members. Their contribution to sales was 72% for the year.



Awards & Recognition

- ❖ *Shoppers Stop was Felicitated at the India Fashion Forum with 16th Images Most Admired Fashion Retailer : Omni Channel Initiative : Multi Brand Award.*
- ❖ *Shoppers Stop Ltd was awarded the 1st Prize – Commercial Building sector State level for excellence in Energy Conservation & Management from Maharashtra Energy Development Agency (MEDA) for Solar Power Project done at Andheri Store.*
- ❖ *Crossword has won the “Retailer of The Year – Leisure “ in the Asia Retail Congress Award.*

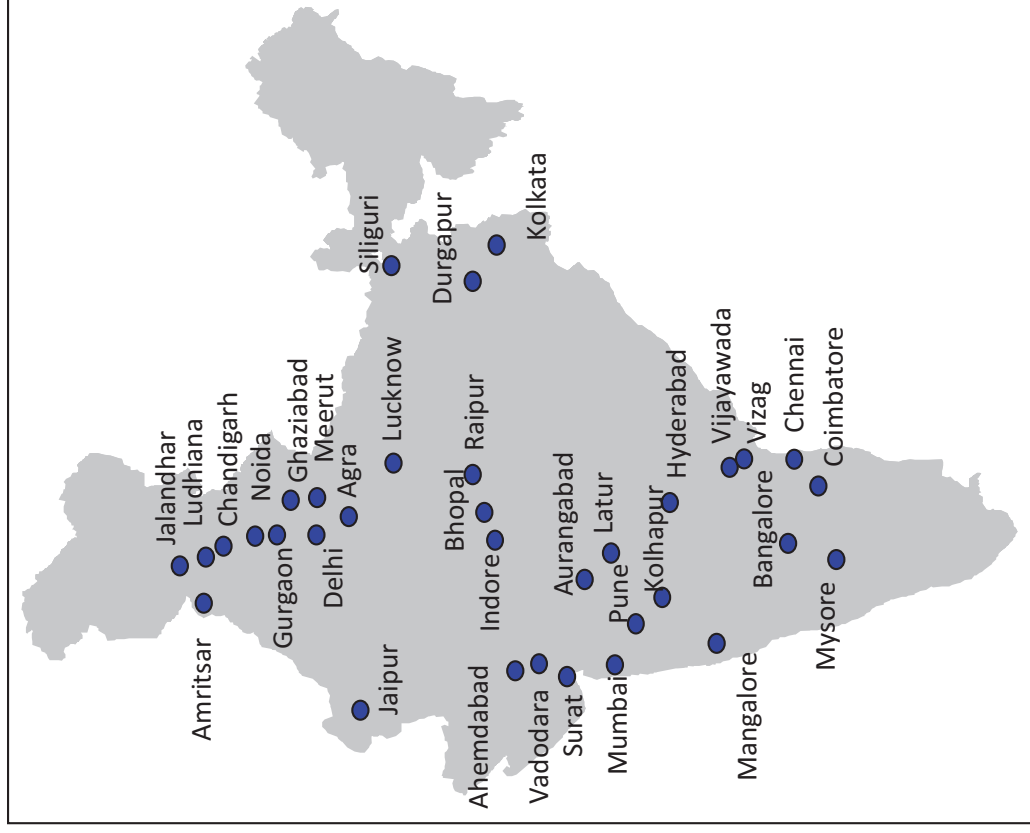




Our Presence and still expanding...

City	SS Dept.	Crossword	Home Stop	Mother Care	MAC/Estee/ Bobbi Brown	Hypercity	Total
Amritsar	1				3	1	5
Bangalore	10	8	4		12	4	38
Chennai	3	1	1		4		9
Delhi	5	2	1		12	1	21
Gurgaon	2				4		6
Hyderabad	5	7	2	1	4	2	21
Jaipur	3				4		3
Kolkata	5	1			6		12
Lucknow	1	1	1				3
Mumbai	8	21	3	1	16	2	51
Noida	1				2	1	4
Pune	5		2		5	1	13
Ghaziabad	2						2
Siliguri	1						1
Durgapur	1						1
Bhopal	1	2				1	4
Ludhiana	1				1		2
Aurangabad	1						1
Indore	1	1					2
Vijayawada	1	1	1				3
Mysore	1						1
Latur	1						1
Ahmedabad	2		1			1	4
Jalandhar	1						1
Coimbatore	1		1				2
Chandigarh	1		1				4
Surat	1						1
Kalyan	1						1
Thane	1	3					8
Agra	1				2	2	5
Vadodara	1						1
Raipur	2	1				1	4
Mangalore	2	1					3
Vizag	1						1
Meerut	1						1
Kolhapur	1						1
Total	77	50	18	2	75	17	239

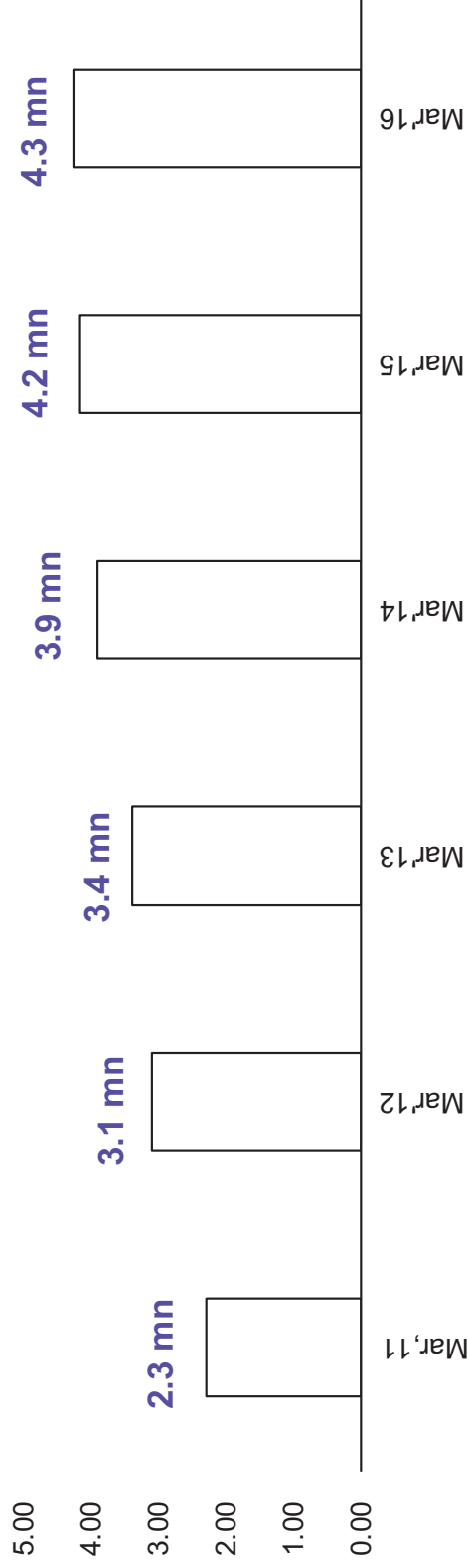
➤ More than 5.88 million sq. ft. area, across 36 cities



As on 31st March, 2016

Existing Stores

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

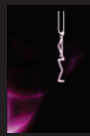


Store Area as on 31st March, 2016

Shoppers Stop	3,947,721
Specialty Stores	337,059
Total Store Area	4,284,780
Crossword	98,751
Hypercity	1,263,327
JV Companies	238,479
Total Group	5,885,337

Chargeable Area (Sq.ft.)

Shoppers Stop	3,947,721
Specialty Stores	337,059
Total Store Area	4,284,780
Crossword	98,751
Hypercity	1,263,327
JV Companies	238,479
Total Group	5,885,337

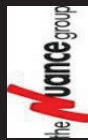
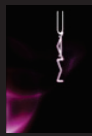
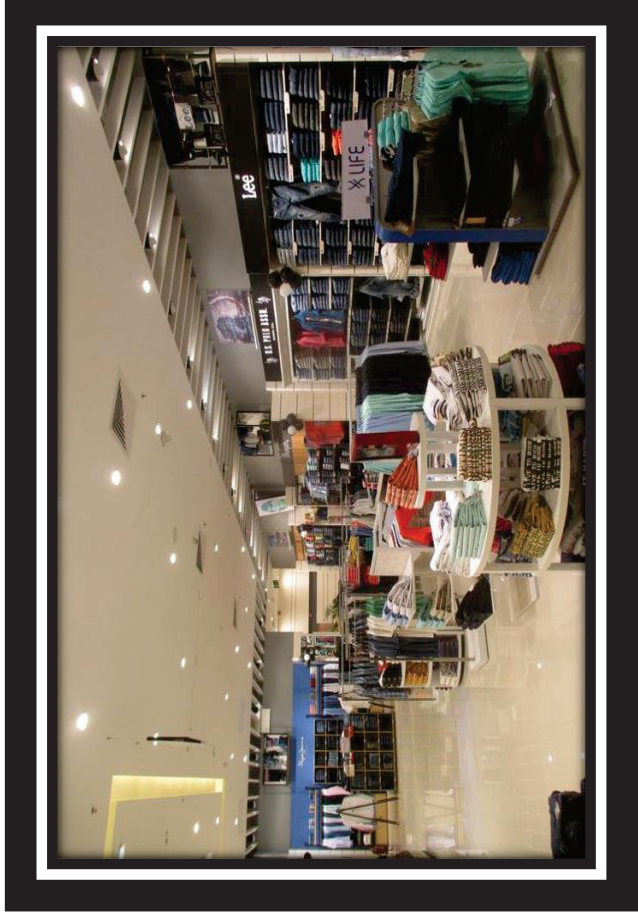


New Store Opened

Location : Bangalore Banaswadi

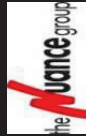
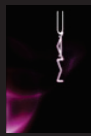
Opening Date : 26th Mar 2016

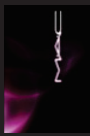
Chargeable Area : 43,800 sq .ft.



Key Financial Highlights – Q4-2015-16

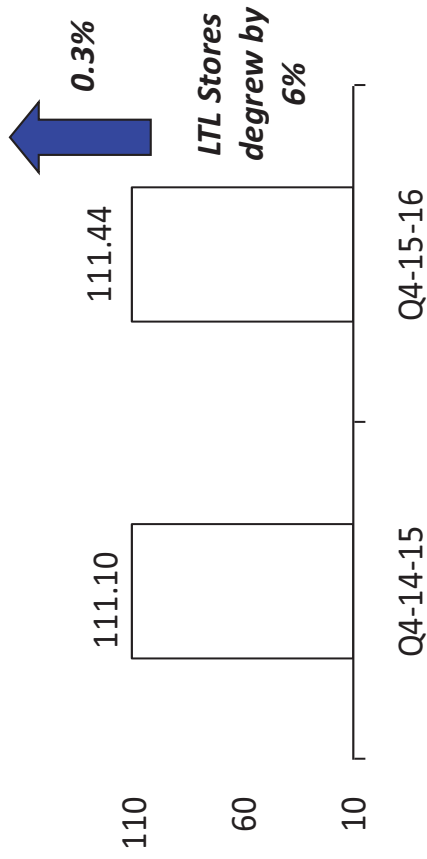
- **Sales Growth:**
 - Shoppers Stop department stores : 8.3%
 - All formats : 8.0%
- **LTL Sales Growth:**
 - Shoppers Stop department stores : 5.9%
 - stores > 5 years : 5.0%
 - stores < 5 years : 8.3%
- **Sales Per Sq.ft. on chargeable area (Built up sq.ft.):**
 - Shoppers Stop department stores : Rs 2,300 (LY Rs. 2,164)



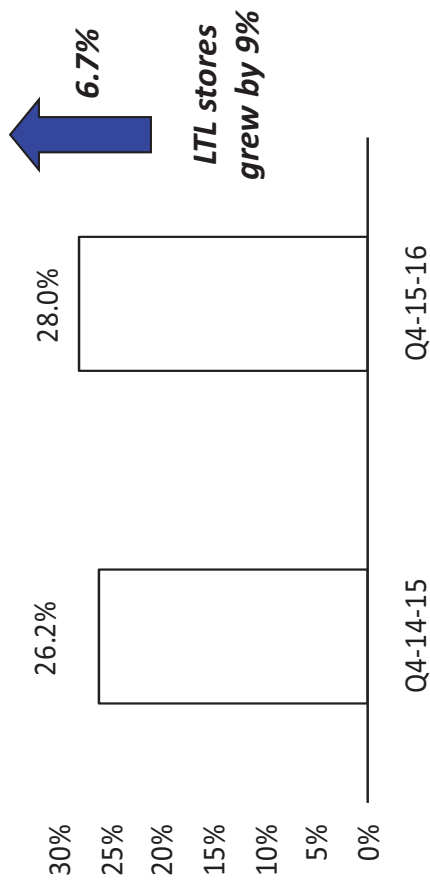


Operational Indicators – Q4-2015-16

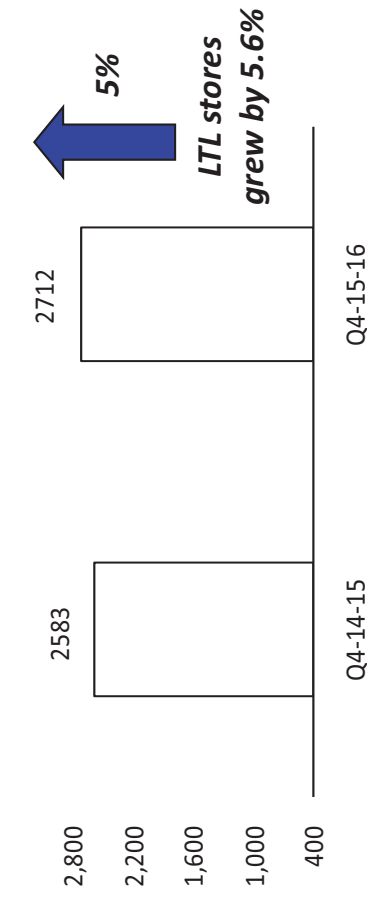
Customer Entry (figures in lacs.)



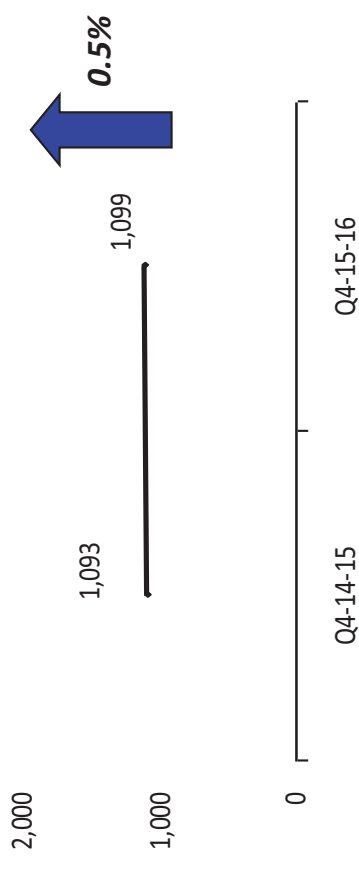
Conversion Ratio (%)



Transaction Size (Rs.)



Average Selling Price ("ASP")

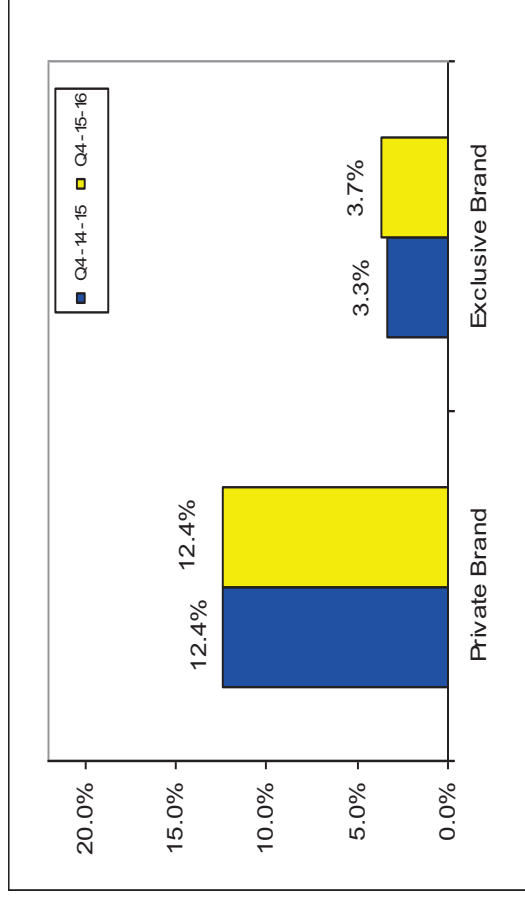


LTL Volume

5.4%

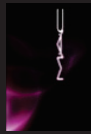
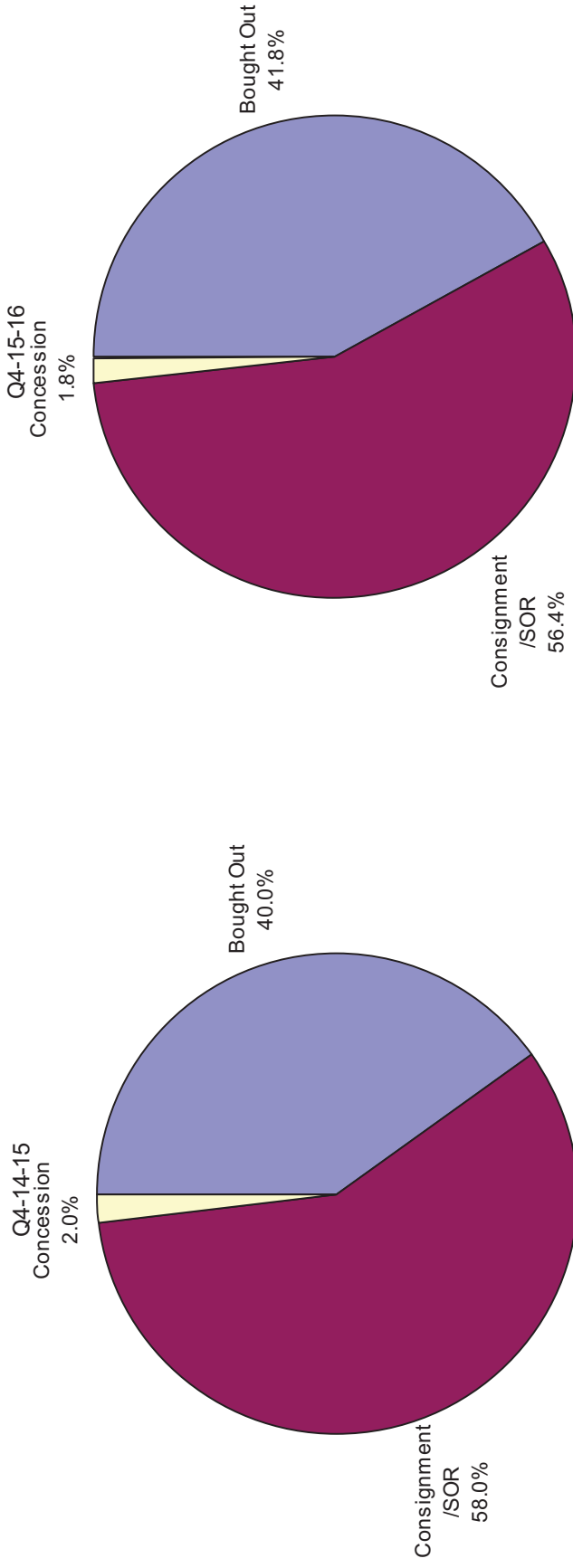
Merchandise Mix – Q4-2015-16

Private & Exclusive Brand Mix

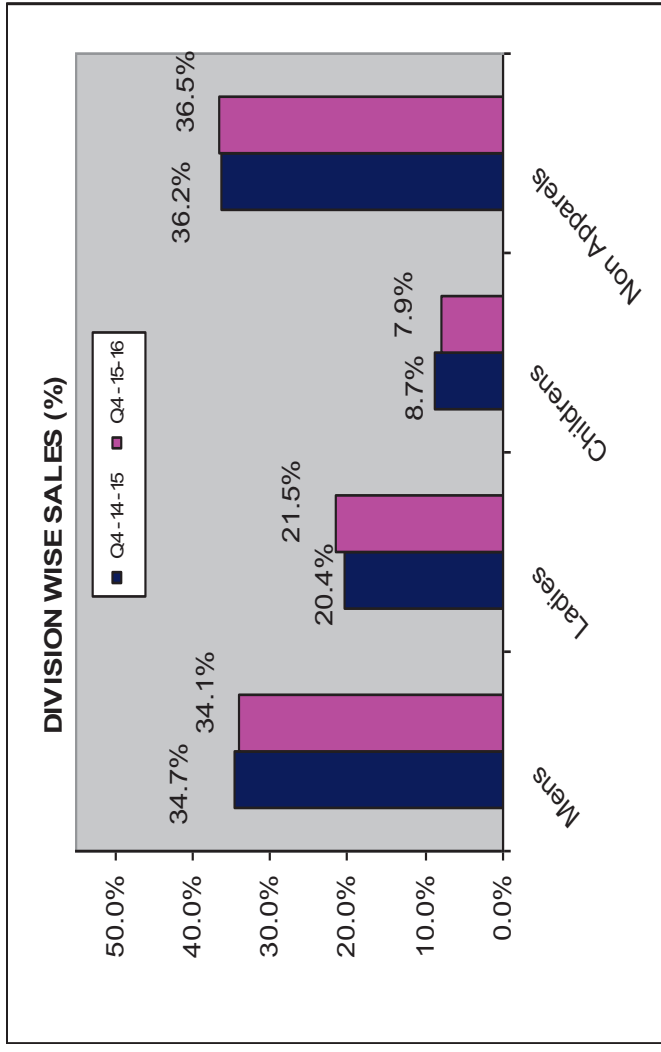
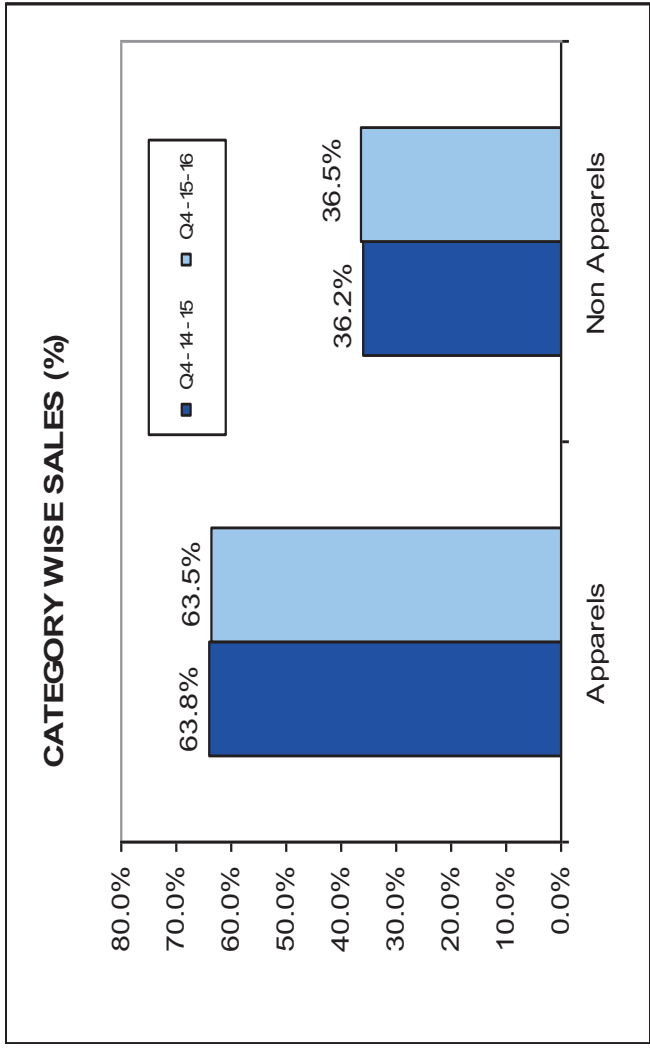
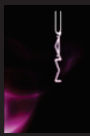


- Private Brand Sales increased by 7%.
- Private Brand Mix remain flat.

Merchandise Buying Model



Revenue Mix – Q4-2015-16



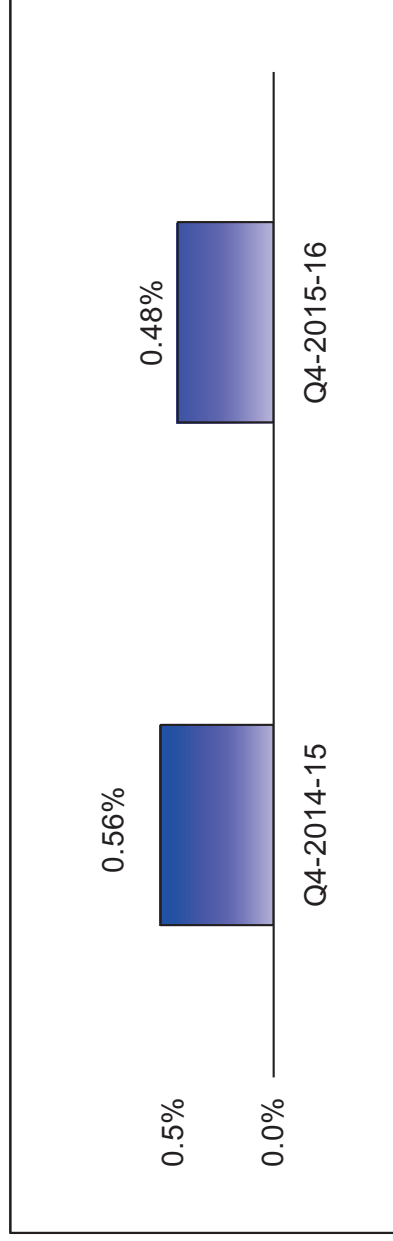
- **Non Apparel consists of Home, Leather, Watches, Jewellery, Electronics and Personal accessories**

Operational Efficiency Q4-2015-16:

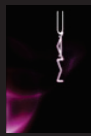
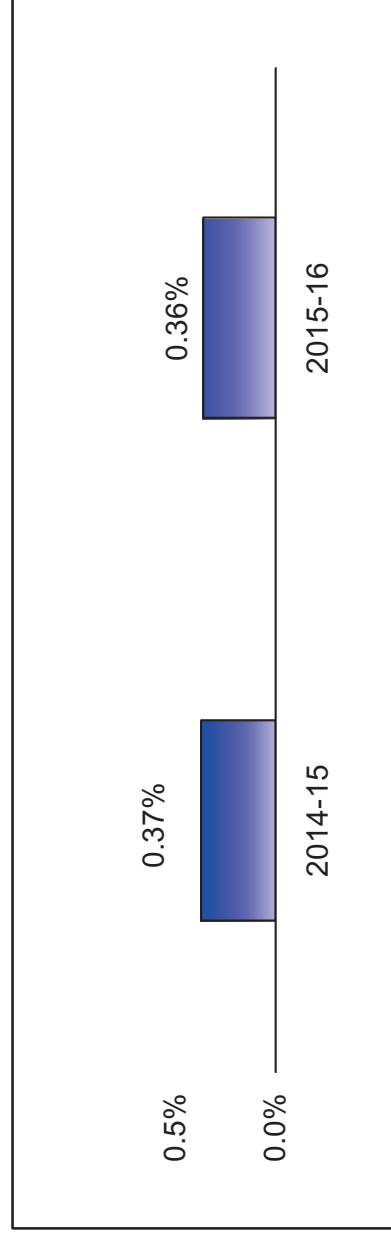
Shrinkage as % of Gross Retail Sales

(SS Dept. Stores)

Q4-2015-16



2015-16



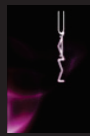
Financial Summary – Q4-2015-16

Shoppers Stop Ltd. Rs. in lacs

Particular	Q4-2015-16	Q4-2014-15
Retail Turnover	100,528.9	92,850.1
Retail Sales	98,847.4	91,485.1
Margin on Sales	32,746.3	30,762.5
Margin on Sales %	33.1%	33.6%
Other Retail Operating Income	1,681.5	1,365.0
Operating expenses	29,196.9	27,023.6
Operating expenses %	29.5%	29.5%
Operating Profit (EBIDTA)	5,230.9	5,104.0
Operating Profit (EBIDTA) %	5.3%	5.6%
Finance Charges (Net)	911.1	788.7
Depreciation	2,580.4	2,661.0
PBT	1,739.4	1,654.3
PBT %	1.8%	1.8%
Tax	722.2	624.3
Profit After Tax	1,017.2	1,030.0
Profit After Tax %	1.0%	1.1%



Note : Figures have been regrouped for Presentation purpose.



Consolidated Financial – Q4-2015-16

Rs. in lacs

Particular	Q4-2015-16	Q4-2014-15
Retail Turnover	128,820.0	119,637.2
Retail Sales	126,053.6	117,871.5
Margin on Sales	40,200.6	38,219.4
Margin on Sales %	31.9%	32.4%
Other Retail Operating Income	2,766.4	1,765.7
Operating expenses	38,849.0	35,704.6
Operating expenses %	30.8%	30.3%
Operating Profit (EBIDTA)	4,118.1	4,280.5
Operating Profit (EBIDTA) %	3.3%	3.6%
Finance Charges (Net)	2,197.3	1,291.2
Depreciation	3,928.9	3,868.3
PBT	(2,008.1)	(879.0)
Profit Before Tax %	-1.6%	-0.7%
Profit/(Loss) from Property Option	-	7,335.0
PBT (After Property Option Profit)	(2,008.1)	6,456.0
PBT %	-1.6%	5.5%
Tax	722.2	624.4
Minority Interest	1,733.1	(2,361.3)
Profit After Tax	(997.2)	3,470.3
Profit After Tax %	-0.8%	2.9%

↑ 7%

↑ 5%

↑ 9%

↓ (4)%

↓ (129)%

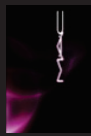
↓ (131)%

↓ (129)%

Consolidation includes:

- Shoppers Stop Limited
- Hypercity Retail (India) Ltd..
- Crossword Bookstores Ltd.
- Timezone Entertainment Pvt. Ltd.
- Nuance Group (India) Pvt. Ltd.
- Gateway Multichannel Retail (India) Ltd

Note : Figures have been regrouped for Presentation purpose.



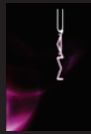
2015-16 Financials

Financial Summary – 2015-16

Shoppers Stop Ltd.		Rs. in lacs	
Particular	2015-16	2014-15	
Retail Turnover	383,299.8	345,876.8	
Retail Sales	376,615.5	340,523.8	↑ 11%
Margin on Sales	126,011.6	115,764.1	↑ 9%
Margin on Sales %	33.5%	34.0%	
Other Retail Operating Income	6,684.4	5,353.0	
Operating expenses	110,665.2	101,970.2	↑ 9%
Operating expenses %	29.4%	29.9%	
Operating Profit (EBIDTA)	22,030.7	19,146.9	↑ 15%
Operating Profit (EBIDTA) %	5.9%	5.6%	
Finance Charges (Net)	3,817.8	3,610.2	
Depreciation	9,856.4	8,580.5	
PBT (Before Exceptional Item)	8,356.5	6,956.3	↑ 20%
PBT%	2.2%	2.0%	
Exceptional Item	2,381.0	-	
PBT	5,975.5	6,956.3	
PBT %	1.6%	2.0%	
Tax	3,457.9	2,882.7	
Profit After Tax	2,517.6	4,073.5	
Profit After Tax %	0.7%	1.2%	

Provision for diminution in value of investment in a Joint Venture

Note : Figures have been regrouped for Presentation purpose.



Consolidated Financial – 2015-16

Rs. in lacs

Particular	2015-16	2014-15
Retail Turnover	507,198.2	463,993.7
Retail Sales	495,406.7	455,299.9
Margin on Sales	156,886.4	145,487.1
Margin on Sales %	31.7%	32.0%
Other Retail Operating Income	11,791.4	8,693.8
Operating expenses	148,860.8	136,231.7
Operating expenses %	30.0%	29.9%
Operating Profit (EBIDTA)	19,817.0	17,949.2
Operating Profit (EBIDTA) %	4.0%	3.9%
Finance Charges (Net)	7,053.8	6,487.0
Depreciation	13,652.6	12,530.6
PBT (Before Exceptional Item)	(889.5)	(1,068.4)
PBT % (Before Exceptional Item)	-0.2%	-0.2%
Profit/(Loss) from Property Option	-	8,852.0
PBT (After Property Option Profit)	(889.5)	7,783.6
PBT %	-0.2%	1.7%
Tax	3,457.9	2,882.8
Minority Interest	4,552.1	(660.4)
Profit After Tax	204.7	4,240.4
Profit After Tax %	0.0%	0.9%

Consolidation includes:

- Shoppers Stop Limited
- Hypercity Retail (India) Ltd..
- Crossword Bookstores Ltd.
- Timezone Entertainment Pvt. Ltd.
- Nuance Group (India) Pvt. Ltd.
- Gateway Multichannel Retail (India) Ltd

9%

8%

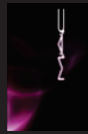
9%

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17%

(111)%

(95)%



Note : Figures have been regrouped for Presentation purpose.

Balance Sheet – SSL Standalone

Rs.in LaCs

PARTICULARS	Mar'16	March '15
EQUITY AND LIABILITIES		
SHAREHOLDERS' FUNDS		
Share capital	4,201.9	4,168.4
Reserves and surplus	74,340.8	72,360.4
Net Worth	78,542.6	76,528.8
NON CURRENT LIABILITIES		
Long-term borrowings	32,321.4	22,535.7
Long-term provisions	167.9	955.8
Total Non Current Liabilities	32,489.3	23,491.5
CURRENT LIABILITIES		
Short-term borrowings	14,448.9	23,255.3
Trade payables	37,064.0	33,135.4
Other current liabilities	27,804.2	21,443.7
Short-term provisions	468.1	1,175.4
Total Current Liabilities	79,785.1	79,009.8
Total	190,817.1	179,030.1
ASSETS		
NON CURRENT ASSETS		
Total Fixed assets	65,943.4	61,055.8
Non current investments	40,471.2	40,649.5
Long term loans and advances	36,664.0	34,229.2
Total Non Current Assets	143,078.5	135,934.4
CURRENT ASSETS		
Inventories	38,587.1	32,961.3
Trade Receivables	2,319.7	2,233.5
Cash and cash equivalents	528.3	490.5
Short term Loans and advances	5,374.8	6,255.2
Other current assets	928.6	1,155.1
Total Current Assets	47,738.5	43,095.7
Total	190,817.1	179,030.1

Particulars	2015-16	2014-15
Debt Equity	0.75	0.67
Asset Turnover Ratio (Without Invt. In Group Co.)	4.80	4.69
Current Ratio	0.99	0.98

SSL Debt : 590 Cr
Hypercity Debt : 229 Cr

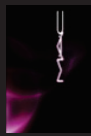
Note : Figures have been regrouped for Presentation purpose.

Cash Flow – SSL Standalone

Rs.in Lacs

Particulars	For the period ended 31st Mar, 2016
Operating Profit	18,580
Changes in Working Capital	(1,599)
Cash Generated from Operating Activities	16,980
Investment in SSL Fixed Assets & Deposit for stores	(14,931)
Investment in JV/ Subsidiary Companies	(4,109)
Net Cash Used for Investing Activities	(19,040)
Proceeds from issuance of share capital	250
Interest & Finance Cost (Net off)	(3,825)
Dividend and Dividend Distribution Tax paid	(1,506)
Increase / (Decrease) in Loans	7,179
Cash generated from Financing Activities	2,098
Net Increase/(decrease) in Bank Balance	38

Note : Figures have been regrouped for Presentation purpose.



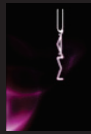
HyperCITY

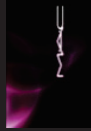
Investor Presentation – Q4 FY16

Key Highlights – Q4-2015-16

- LTL Sales growth : 2.1%
- LTL sales psf growth : 4.8% (Excl. downsize/sub-lease).
- Fashion mix : 14.8% [LY: 14.6%].
- Gross Margin : 22.2% [LY: 22.8%].
- LTL Opex growth : 0.3%.
- Store operating profit : Rs. (143) lacs; [LY: 539 lacs].
- LTL Store Operating profit : Rs. 347 lacs; [LY: 556 lacs].
- Company EBITDA : Rs. (1291) lacs; [LY: Rs. (649) lacs*].
- PAT : Rs. (3537) lacs; [LY: Rs. (2516) lacs*].
- Janakpuri store (43k sq ft) launched on 4th Jan'16. Jaipur store (51k sq ft) closed on 31st Jan'16. Total retail space 1.3 Mn sq ft (17 stores).

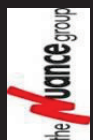
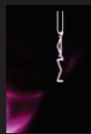
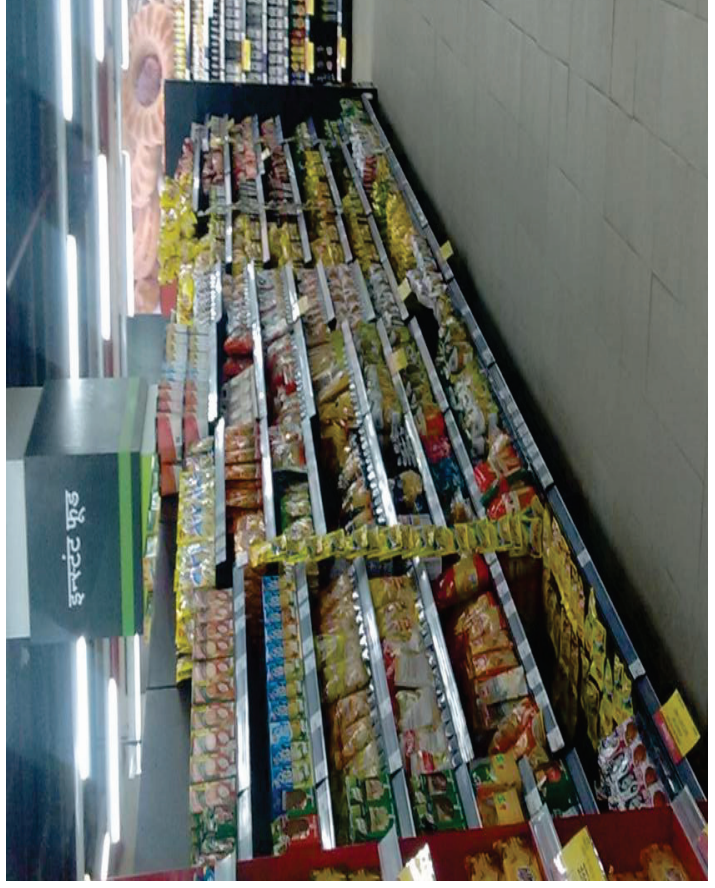
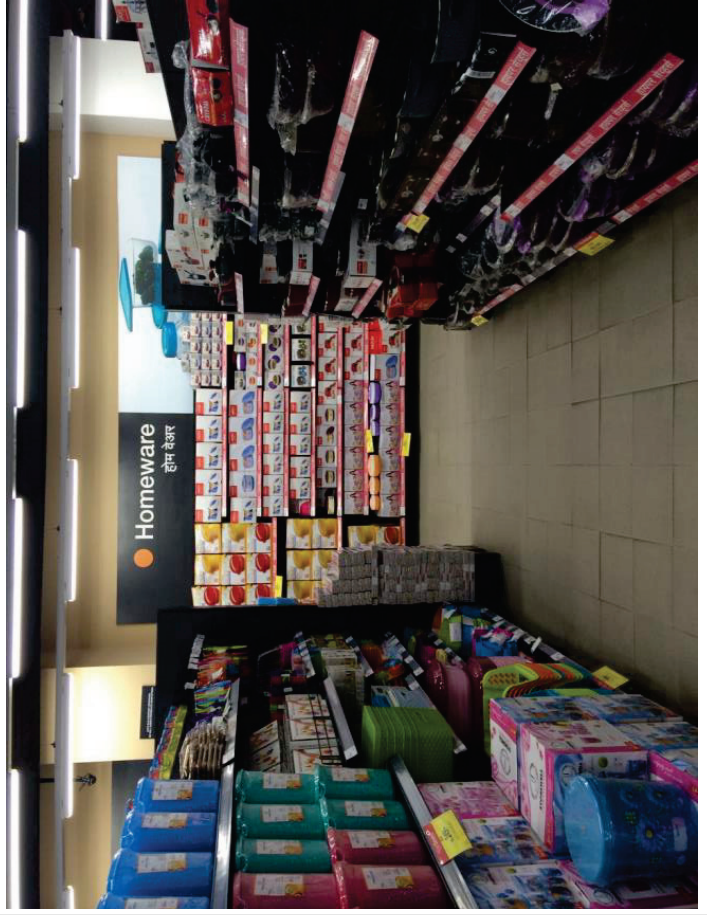
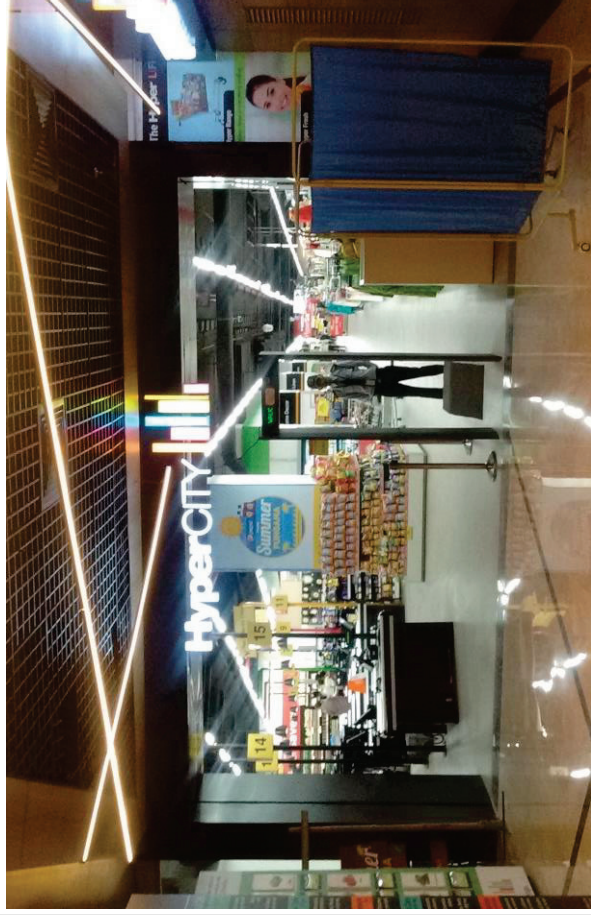
* LY Company EBITDA/ PAT without property option gain of Rs 73.4 Cr.



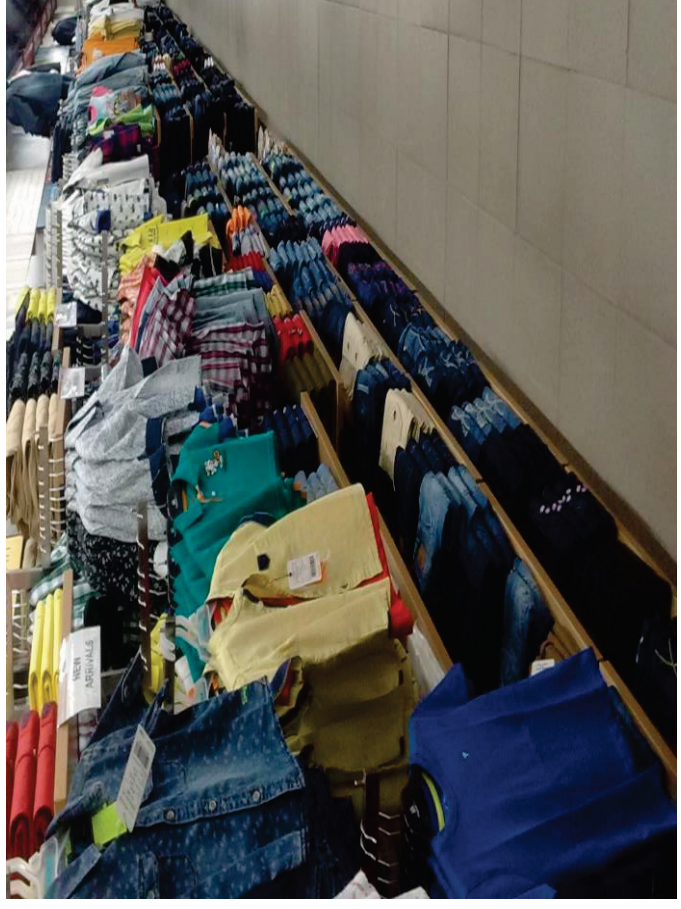
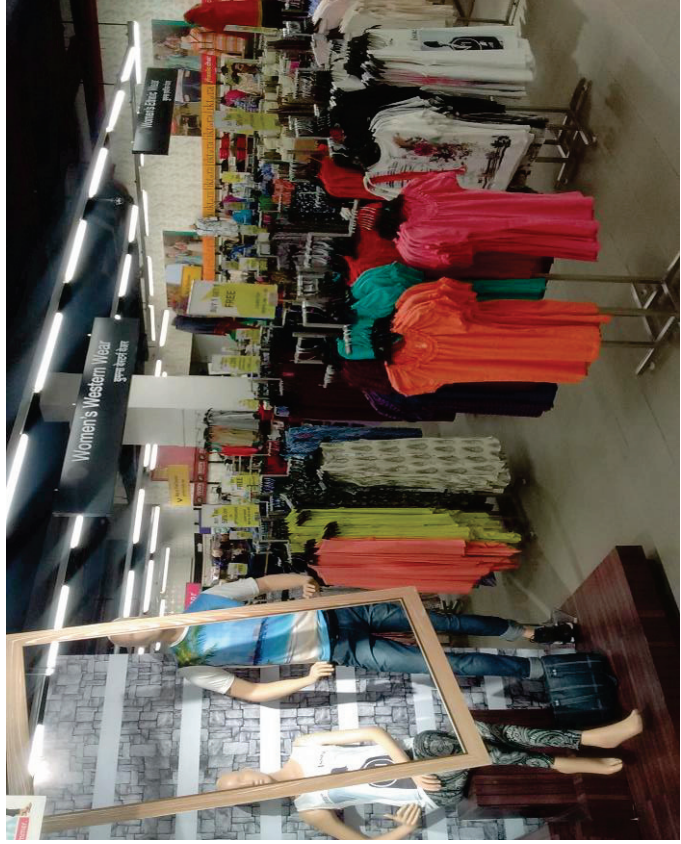
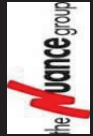
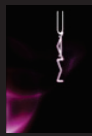


Janakpuri : Store Launch

Janakpuri - (43K Sq.ft.)

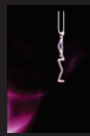


Janakpuri - (43K Sq.ft.)



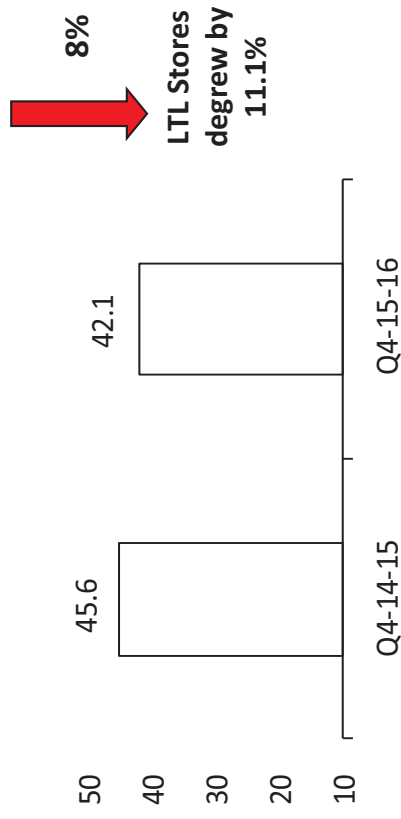
- **Sales Growth:**
HyperCITY stores : **5%**
- **LTL Sales Growth :**
HyperCITY stores : **2.1%**
- stores > 5 years : **3%**
- stores < 5 years : **0.2%**
- **Sales Per Sq.ft. on chargeable area (Built up sq.ft.) :**
LTL level * : **Rs 1,961 (LY Rs 1,871)**
Chain level * : **Rs 1,793 (LY Rs 1,836)**

* LTL sales psf is after excluding concessionaire/ sub-lease area.

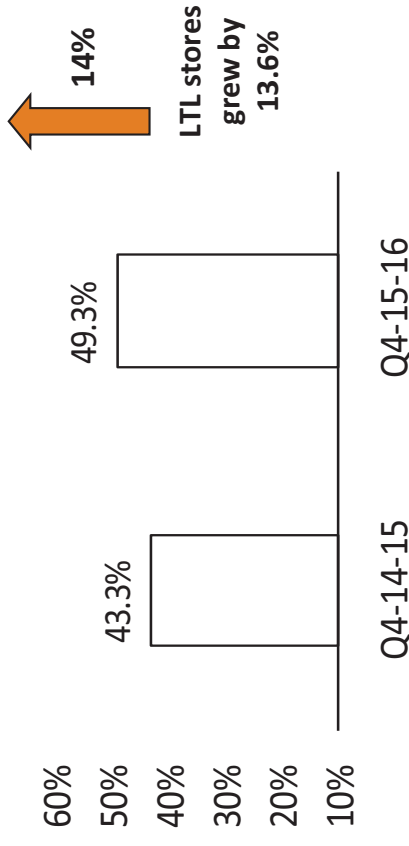


Operational Indicators – Q4-2015-16

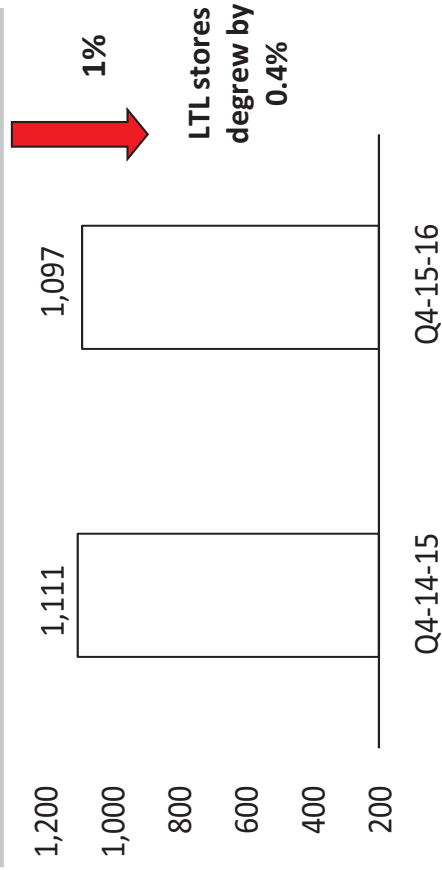
Customer Entry (figures in lacs.)



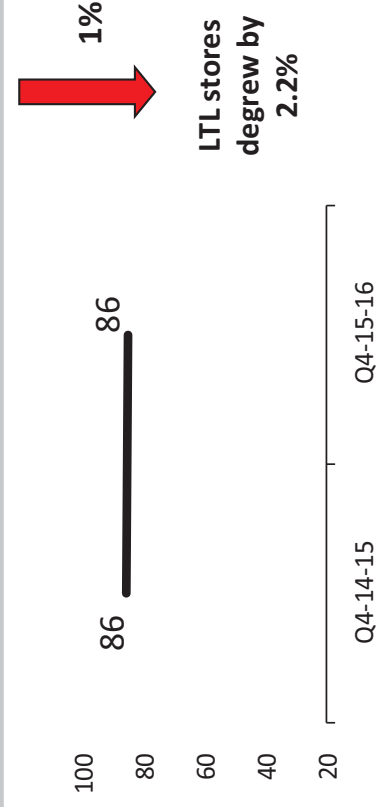
Conversion Ratio (%)



Transaction Size (Rs.)



Average Selling Price ("ASP")



LTL Volume **4.3%**



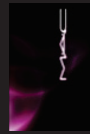
HyperCITY Financials – Q4 2015-16

Rs.in lacs

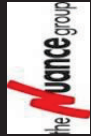
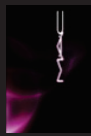
Particular	Q4 FY16	% Sales	Q4 FY15	% Sales	Growth%
Retail Sales (Including VAT)	22,748	107.7%	21,858	108.6%	4.1%
Retail Sales (Net of VAT)	21,118	100.0%	20,119	100.0%	5.0%
Gross Margin	4,687	22.2%	4,588	22.8%	2.2%
DC Cost	212	1.0%	186	0.9%	13.7%
Shrinkage	223	1.1%	93	0.5%	139.4%
Margin on Sales	4,253	20.1%	4,309	21.4%	-1.3%
Store Operating Expenses	5,127	24.3%	4,449	22.1%	15.3%
Other Retail Operating Income	732	3.5%	679	3.4%	7.8%
Store EBIDTA	(143)	-0.7%	539	2.7%	-126.5%
Service Office / Pre-ops Exp.	1,148	5.4%	1,188	5.9%	-3.4%
Loss / (Profit) on sale of Property options	-		(7,335)	-36.5%	100.0%
COMPANY EBIDTA	(1,291)	-6.1%	6,686	33.2%	-119.3%
Depreciation	1,116	5.3%	850	4.2%	31.2%
Finance Charges	1,130	5.4%	1,017	5.1%	11.1%
PAT	(3,537)	-16.7%	4,819	24.0%	

• LTL sales PSF growth : 4.8%

• LTL Opex Growth : 0.3%



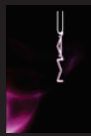
• Numbers have been regrouped for analytical representation



FY-2015-16

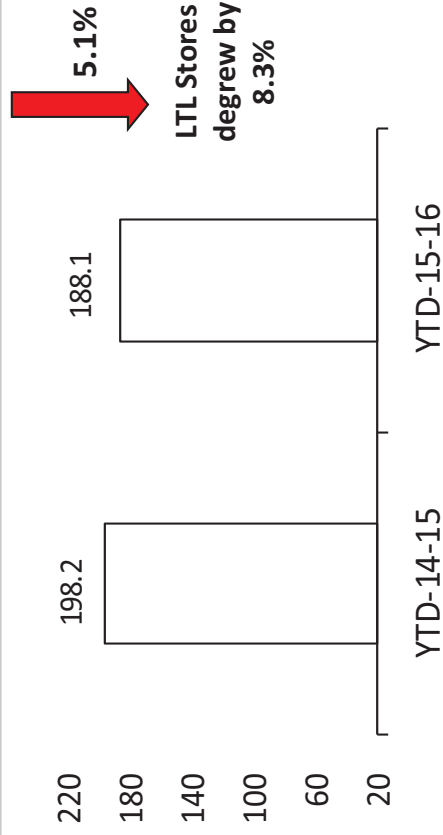
- **Sales Growth:**
HyperCITY stores : **3.4%**
- **LTL Sales Growth :**
HyperCITY stores : **1.3%**
- stores > 5 years : **1.3%**
- stores < 5 years : **1.3%**
- **Sales Per Sq.ft. on chargeable area (Built up sq.ft.) :**
LTL level * : **Rs 8,761 (LY Rs 8,357)**
Chain level * : **Rs 8,089 (LY Rs 8,193)**

* LTL sales psf is after excluding concessionaire/ sub-lease area.

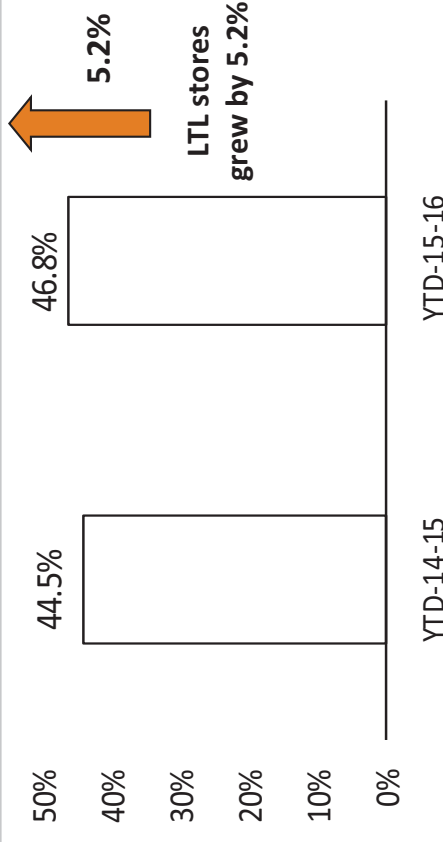


Operational Indicators – FY-2015-16

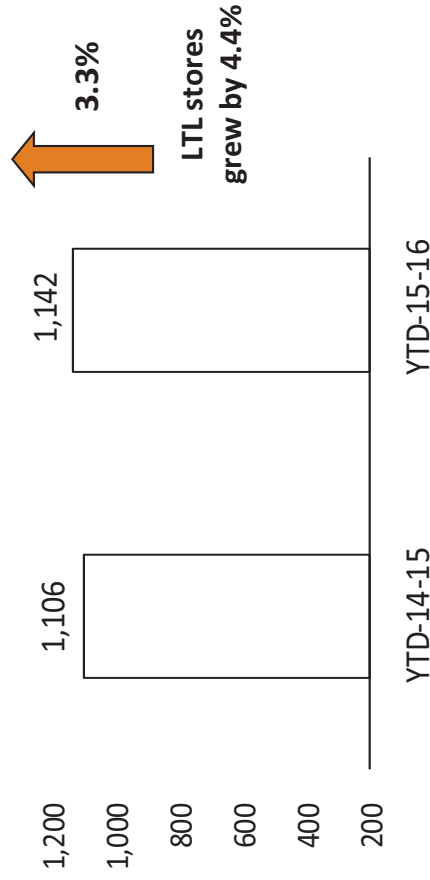
Customer Entry (figures in lacs.)



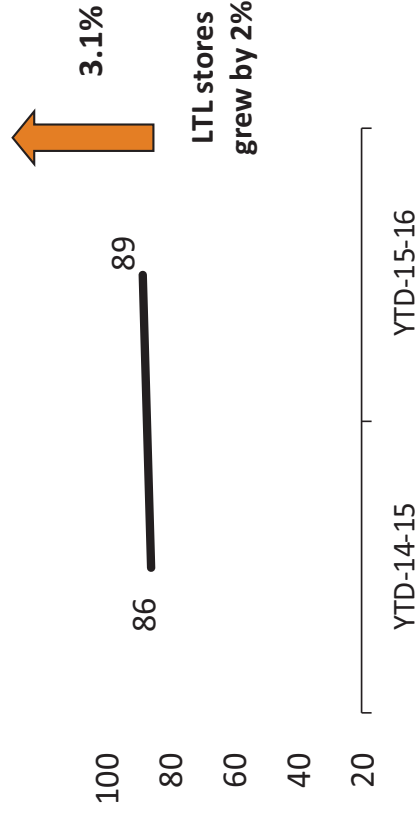
Conversion Ratio (%)



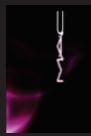
Transaction Size (Rs.)



Average Selling Price ("ASP")



LTL Volume **0.7%**



HyperCITY Financials – FY-2015-16

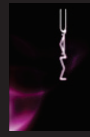
Particular	Rs.in lacs			
	YTD FY16	% Sales	YTD FY15	% Sales
Retail Sales (Including VAT)	100,630	107.7%	97,593	108.0%
Retail Sales (Net of VAT)	93,460	100.0%	90,391	100.0%
Gross Margin	20,981	22.4%	20,350	22.5%
DC Cost	889	1.0%	794	0.9%
Shrinkage	829	0.9%	443	0.5%
Margin on Sales	19,263	20.6%	19,113	21.1%
Store Operating Expenses	20,130	21.5%	18,685	20.7%
Other Retail Operating Income	2,939	3.1%	2,723	3.0%
Store EBIDTA	2,072	2.2%	3,151	3.5%
Service Office / Pre-ops Exp.	4,030	4.3%	3,925	4.3%
Loss / (Profit) on sale of Property options	-		(8,852)	-9.8%
COMPANY EBIDTA	(1,958)	-2.1%	8,078	8.9%
Depreciation	2,909	3.1%	2,879	3.2%
Finance Charges	4,423	4.7%	3,852	4.3%
PAT	(9,290)	-9.9%	1,348	1.5%

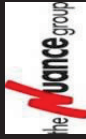
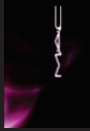
• LTL sales PSF growth : 4.8%

• LTL Opex Growth : 1.2%

Sources of Funds	31st Mar 16
Net worth	313
Loans from Shareholders / Group Co's	14,500
Loans	22,811
Total	37,624
Application of Funds	
Fixed Assets	16,753
Currents Assets , Loans and Advances	32,461
Less : Current Liabilities and Provisions	11,590
Net Current Assets	20,871
Total	37,624

• Numbers have been regrouped for analytical representation





In case of any clarifications please
contact on

investor@shoppersstop.com