

Date: August 2, 2017

The Secretary  
The Calcutta Stock Exchange Limited  
7, Lyons Range,  
Kolkata - 700001

Dear Sirs,

**Sub: Disclosure under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Re: Submission of Unaudited Financial Results alongwith Limited Review Report thereon for the first quarter ended June 30, 2017**

In compliance with the provisions of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Unaudited Financial Results (UFR) of Bata India Limited ('the Company') for the first quarter ended June 30, 2017 were approved at the meeting of the Board of Directors of the Company held today. The Board Meeting commenced at 1.30 p.m. and concluded at 3.25 p.m.

The aforesaid UFR in the prescribed format and Limited Review Report thereon, received from the Auditors of the Company are attached herewith.

We are also enclosing a Press Release on the said UFR. A separate Press Release on the appointment of Mr. Sandeep Kataria as Country Manager of the Company is also attached.

We request you to take the same on your records.

Thanking you.

Yours faithfully,

**For BATA INDIA LIMITED**

  
**MALLOY KUMAR GUPTA**

**Company Secretary**

**Encl: As above**

Copy to:

The Manager  
Corporate Relationship Department  
BSE Limited  
1<sup>st</sup> Floor, New Trading Wing, Rotunda Building  
P J Towers, Dalal Street, Fort,  
Mumbai - 400001

The Manager  
Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5th Floor, C-1, Block G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai - 400051



**BATA INDIA LIMITED**

REGD. OFFICE: 27B, CAMAC STREET, KOLKATA 700016 | CIN: L19201WB1931PLC007261

Telephone - 033 - 39802001, Fax - 033- 22895748 | Email: Corporate.relations@bata.com, Website: www.bata.in

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30th JUNE 2017**

(in Rs millions except per share data)

SI No	Particulars	3 months ended	3 months ended	Corresponding 3	Year ended
		30th June 2017	31st March 2017 (refer note 7)	months ended in the previous year 30th June 2016	31st March 2017
		Unaudited	Audited	Unaudited	Audited
<b>1</b>	<b>INCOME</b>				
a	Revenue from operations	7431.05	5980.18	6746.63	24972.41
b	Other income	115.83	121.71	79.93	466.46
	<b>Total Income</b>	<b>7546.88</b>	<b>6101.89</b>	<b>6826.56</b>	<b>25438.87</b>
<b>2</b>	<b>Expenses</b>				
a	Cost of raw material and components consumed	814.01	650.38	766.75	2914.18
b	Purchase of traded goods	2676.58	2462.54	2080.30	8878.15
c	(Increase)/ decrease in inventories of finished goods, work-in-progress and traded goods	17.15	(398.89)	371.22	(263.53)
d	Excise duty on sale of goods	70.47	65.91	115.32	300.80
e	Employee benefits expense	740.61	717.79	660.87	2726.95
f	Finance costs	8.93	15.59	6.71	40.34
g	Depreciation and amortization expense	137.42	166.46	162.12	650.05
h	Rent	948.42	940.67	838.84	3563.73
i	Other expenses	1208.33	974.64	1062.08	4075.76
	<b>Total Expenses</b>	<b>6621.92</b>	<b>5595.09</b>	<b>6064.21</b>	<b>22886.43</b>
<b>3</b>	<b>Profit before exceptional items and tax</b>	<b>924.96</b>	<b>506.80</b>	<b>762.35</b>	<b>2552.44</b>
<b>4</b>	<b>Exceptional items (income)/ expense</b>	-	-	-	216.69
<b>5</b>	<b>Profit before tax</b>	<b>924.96</b>	<b>506.80</b>	<b>762.35</b>	<b>2335.75</b>
<b>6</b>	<b>Tax expense</b>				
-	Current tax	338.94	246.88	282.72	924.70
-	Tax for earlier years	-	(62.83)	-	(62.83)
-	Deferred tax (credit)	(18.30)	(36.64)	(25.34)	(113.60)
<b>7</b>	<b>Profit for the year</b>	<b>604.32</b>	<b>359.39</b>	<b>504.97</b>	<b>1587.48</b>
<b>8</b>	<b>Other comprehensive income</b>				
	Other comprehensive income not to be reclassified to profit or loss in subsequent periods:				
a	Re-measurement (losses)/gains on defined benefit plans	(5.39)	49.68	(3.06)	(21.56)
b	Income tax effect	1.87	(17.19)	1.06	7.46
	<b>Other comprehensive income, net of tax</b>	<b>(3.52)</b>	<b>32.49</b>	<b>(2.00)</b>	<b>(14.10)</b>
	<b>Total comprehensive income, net of tax</b>	<b>600.80</b>	<b>391.88</b>	<b>502.97</b>	<b>1573.38</b>
	<b>Earnings per equity share of Rs 5 each</b>				
	Basic	4.70	2.80	3.93	12.35
	Diluted	4.70	2.80	3.93	12.35

**Notes :**

- The above results were reviewed by the Audit Committee and approved by the Board of Directors at the Board Meeting held on 2nd August 2017. The Statutory Auditor of the Company have carried out Limited Review of the results for the quarter ended 30th June 2017. The figures related to quarter ended 30th June 2016, 31st March 2017 and year ended 31st March 2017 have been reviewed/audited by the erstwhile Statutory Auditors.
- Revenue from operations for the quarter ended 30th June 2017 of Rs. 7431.05 million has increased by 10% over the corresponding period last year.
- Profit before tax for the quarter ended 30th June 2017 of Rs. 924.96 million, has increased by 21% over the corresponding period last year.
- Exceptional items of Rs. 216.69 million for the year ended 31st March 2017 comprised of one time expense on account of Voluntary Retirement Scheme (VRS).
- The Company operates in a single segment, i.e., Footwear & Accessories.
- Figures of the previous period/ quarter have been regrouped, wherever considered necessary.
- Figures for the quarter ended 31st March 2017 are the balancing figures between audited figures in respect of full financial year and unaudited published year to date figures upto the third quarter of financial year 2016-17.
- The review report of Statutory Auditors is being filed with BSE Limited, National Stock Exchange of India Limited and Calcutta Stock Exchange Limited. For more details on unaudited results, visit investor relations section of our website at www.bata.in and financial results at corporate section of www.bseindia.com, www.nseindia.com and www.cse-india.com.



Gurugram  
2nd August 2017

Ram Kumar Gupta  
DIRECTOR FINANCE

Rajeev Gopalakrishnan  
MANAGING DIRECTOR

# B S R & Co. LLP

Chartered Accountants

Building No.10, 8th Floor, Tower-B  
DLF Cyber City, Phase - II  
Gurugram - 122 002, India

Telephone: + 91 124 719 1000  
Fax: + 91 124 235 8613

## To Board of Directors of Bata India Limited

We have reviewed the accompanying statement of standalone unaudited financial results of Bata India Limited ("the Company") for the quarter ended 30 June 2017 ("the Statement"), being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The financial results for the quarter ended 30 June 2016 and 31 March 2017 and for the year ended 31 March 2017 are based on the previously issued standalone financial results and annual standalone financial statements of the Company prepared in accordance with the applicable accounting standards i.e. Ind AS as per section 133 of the Companies Act, 2013 and other recognized accounting practices and policies, that were reviewed/audited by the predecessor auditor (vide their unmodified limited review report dated 3 August 2016 and unmodified audit report dated 15 May 2017).

This Statement is the responsibility of the Company's management and has been approved by the Board of Directors on 2 August 2017. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Co. LLP

Chartered Accountants

ICAI Firm Registration No.: 101248W/W-100022

**Tarun Gupta**

Partner

Membership No.: 507892

Place: Gurugram

Date: 2 August 2017

## Bata walks taller and further with a 20% growth in Q1 17-18 Net profit

*Continued focus on lifestyle segment drives a healthy 10% growth in Turnover in Q1 2017-18*

**New Delhi, 2nd August, 2017:** European footwear major and India's leading and most preferred footwear brand, Bata, announced its financial results for the first quarter ended June 30, 2017. The Company's Q1 Turnover & Net Profit stood at INR 743.1 crores and 60.4 crores, respectively.

Start of the 2017-18 fiscal saw the high decibel launch of SS 2017 collection which included international styles for women like Espadrilles and the exciting Bata Insolia range, probably the world's most comfortable heels with Insolia® Technology that reduces pressure on the fore foot by 30%. Company's focus on lifestyle segment, improved visual merchandising yielded an impressive 10% growth in same store sales and opening of 40 new stores resulted in 15% growth in retail turnover for this quarter. Additional footfalls were generated through various marketing initiatives including the recently launched TV Campaign. The company saw a gross margin improvement of 1% through introduction of value added products and change in the product mix.

Q1 17-18 also saw the reveal of a new image of Bata India with the latest women's thematic TVC 'Me. And Comfortable With It' and also the successful organisation of its image changing 1<sup>st</sup> edition of Bata Fashion Event in New Delhi. It was attended by leading fashion editors, bloggers, influencers and coincided with the visit of the Global CEO – Mr. Alexis Nasard and global CMO – Mr. Thomas Archer Bata.

**Net Profit for the quarter ended 30th June 2017 of INR 60.4 crores has increased by 20% over the corresponding period last year.**

### Financials

	Quarter Ended (June'2017)	Quarter Ended (June'2016)	Increase/ (Decrease) %
Net Sales/Income (Rs. in Crores)	743.1	674.7	10%
Net Profit (Rs. in Crores)	60.4	50.5	20%



**Rajeev Gopalakrishnan, President, South Asia, Bata, said,** *"We at Bata India are thoroughly excited to continue our momentum in our evolution to a contemporary lifestyle brand. We took strategic steps in the last quarter like opening of 40 new stores, nationwide launch of Bata Insolia range of comfortable heels for women and a grand fashion event, a first for India. We ended on a high with our Brand TVC reaching out to the modern Indian women. All these initiatives generated additional footfalls and resulted in higher same store sales and better margins."*

Bata India also announced yesterday the appointment of Sandeep Kataria as Bata India's Country Manager. For further details please refer attached announcement.

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### **About BATA**

Bata has been holding a unique place in the hearts of Indians for more than 85 years. Probably the only footwear brand that offers footwear and accessories for the entire family, Bata has redefined the modern footwear industry in India. It has established a leadership position in the industry and is the most trusted name in branded footwear. It sells over 50 million pairs of footwear every year and serves to over 120,000 customers almost every day.

Bata India is the largest footwear retailer in India, offering footwear, accessories and bags across brands like Bata, Hush Puppies, Naturalizer, Power, Marie Claire, Weinbrenner, North Star, Scholl, Bata Comfit and Bubblegummers to name a few. It retails in over 1,290 Bata stores, on [bata.in](http://bata.in) and in thousands of multi-brand footwear dealer stores pan-India.

For more information on Bata India, please visit [www.bata.in](http://www.bata.in)

### **For further information contact:**

Gayathri Natarajan | [gayathri@actimediaindia.com](mailto:gayathri@actimediaindia.com) | 8800661408  
Priyanka Jaitly | [priyankajaitly@actimediaindia.com](mailto:priyankajaitly@actimediaindia.com) | 8130081882

## **Sandeep Kataria of Vodafone joins Bata India as Country Manager. Rajeev Gopalakrishnan elevated to President, Asia South role.**

**Aug 01, 2017:** European footwear major's Indian subsidiary, Bata India announced the appointment of **Sandeep Kataria as the Country Manager** for the India sub-continent as on Aug 01, 2017. Sandeep joins from his last assignment as Chief Commercial Officer at Vodafone India, and he will be based in Gurgaon.

A Business Leader, Sandeep has over 2 decades in the consumer industry, covering design and deployment of business strategy, brand management and sales & marketing leadership across the developing and developed markets. Having held roles ranging from Regional Sales manager to Global Brand Director in Unilever and from Chief Marketing Officer to Chief Executive Officer in Yum! Brands, Sandeep now has his role cut-out to grow Bata India from strength to strength.

He will be reporting into Mr. **Rajeev Gopalakrishnan, who has been elevated as President of Asia South, based in Singapore, with a broader perimeter encompassing:** India, Bangladesh, Sri Lanka, Indonesia, Australia & New Zealand.

This development is in line with Bata India's growth trajectory which picked up significant momentum under **Mr. Gopalakrishnan**. He has indeed been pivotal in driving the product, brand, retail and manufacturing levers of the business. A clear reflection of past few years trajectory has been Bata's share price almost tripling in the last 6 yrs, from a value of Rs. 196 per share in Apr 2011 to Rs. 584 per share as on date and winning several awards including the most admired Retail footwear brand in India by Brand Equity, Images Retail, Dun & Bradstreet.

**Added Rajeev Gopalakrishnan,** "I am confident that Sandeep will play a critical role in continuing to build Bata as a contemporary and stylish brand, keeping in mind the changing consumer trend in India and will drive the company to achieve the accelerated growth plan."

Sandeep holds a Bachelor of Technology degree (Chemical Engineering) from the Indian Institute of Technology, Delhi and a Post Graduate Diploma in Business Management. He has lived and worked in India (Delhi and Mumbai) and UK (London).

**Sandeep Kataria said,** "I am very excited for the opportunity to lead Bata in India - a very strong, trusted and admired brand with immense potential to grow rapidly. My association with Bata goes back to my teenage days when I used to spend my summer vacations in my grandfather's shoe business in Agra. I look forward to helping to take the business to greater heights across many channels, consumer segments and geographies."

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