

SRL:SEC:SE:2019-20/102

14th November, 2019

The Manager
Listing Department,
National Stock Exchange of India Limited
(Symbol: SPENCERS)
Exchange Plaza, 5th Floor
Plot No. C/1, G-Block
Bandra-Kurla Complex
Bandra (East),
Mumbai – 400 051

The General Manager
Department of Corporate Service,
BSE Limited
(Scrip Code: 542337)
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai – 400 001

The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
Kolkata – 700 001

Dear Sir,

**Sub: Investor Presentation/Press Release on Financial Results for the Quarter/Half-Year Ended
30th September, 2019**

Pursuant to Regulation 30 of SEBI (LODR) Regulation, 2015, Please find attached herewith a copy of the Investor Presentation/Press Release dated 14th November, 2019 on Financial Results for the Quarter and Half-Year Ended on 30th September, 2019.

We request you to make this information public by disclosing the same on your website.

The above information is also available on the website of the Company: www.spencersretail.com

Thanking you,

Yours faithfully,

For Spencer's Retail Limited


Rama Kant
(Company Secretary & Compliance Officer)
FCS-4818
Encl: as above



Spencer's Retail Limited

(Formerly Known as RP-SG Retail Limited)

Regd. Office: Duncan House, 1st Floor, 31, Netaji Subhas Road, Kolkata-700 001

Tel: +91 33 6625 7600 Web: www.spencersretail.com

CIN: L74999WB2017PLC219355

Spencer's Retail Limited

Earnings Presentation – Q2 FY20

Key performance highlights

Scale

₹ 612 Cr.



Q2 FY20
Operating
Revenue

₹ 1,213 Cr.



H1 FY20
Operating
Revenue

~ 0.23 lac sq. ft.



Trading Area
added during the
Q2 FY20

~ 0.40 lac sq. ft.



Trading Area
added during
H1 FY20

3



of New Stores
opened during Q2
FY20

7



of New Stores
opened during H1
FY20.

Financial numbers are of Standalone Business.

Efficiency

>34%



Q2 FY20 Revenue
from Non-Food
Categories

>35%



H1 FY20 Revenue
from Non-Food
Categories

21.3%



Q2 FY20
Gross Margin

21.1%



H1 FY20
Gross Margin

8%



Q2 FY20 Sales
Growth

11%



H1 FY20 Sales
Growth

Key performance highlights

For Q2FY20

- Revenue growth of **8%** (YoY)
- Gross Margin % stands at **21.3%**
- EBITDA of ₹ **23.06 Cr*** and PAT of ₹ **(-)15.62 Cr***
- New **3** stores opened in Q2 FY20

For H1FY20

- Revenue growth of **11%** (YoY)
- Gross Margin % stands at **21.1%**
- EBITDA of ₹ **58.08 Cr*** and PAT of ₹ **(-)14.69 Cr***
- New **7** stores opened in Q2 FY20

*Excluding the impact of IND AS 116, Standalone EBITDA and PAT for the Quarter ended Sep 30, 2019 is ₹ (-)1.95 Cr and ₹(-) 12.70 Cr.

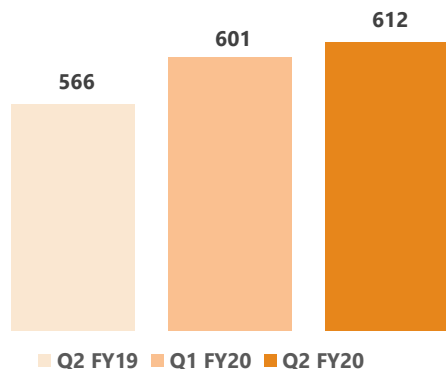
*Excluding the impact of IND AS 116, Standalone EBITDA and PAT for the period ended Sep 30, 2019 is ₹ 8.86 Cr and ₹ (-) 9.41 Cr.

Financial numbers are of Standalone Business.

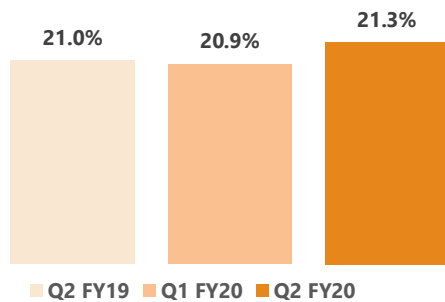
Financial Parameters FY20

Quarter

Revenue from Operation (₹ Cr)



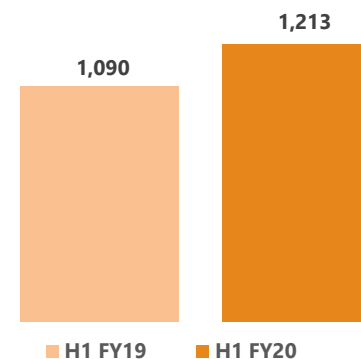
Gross Margin (%)



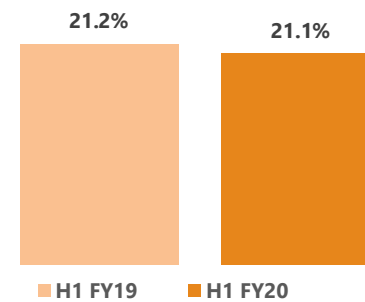
EBITDA and PAT numbers are on like to like basis i.e. without the impact of IND AS 116.

H1

Revenue from Operation (₹ Cr)



Gross Margin (%)

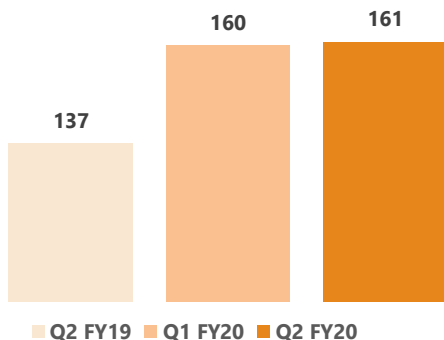


Financial numbers are of Standalone Business.

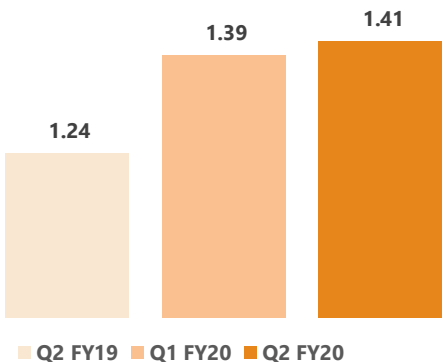
Operational Parameters FY20

Quarter

Store Count (Nos)

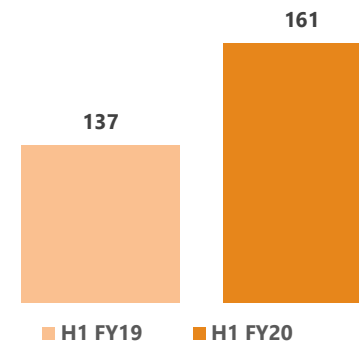


Trading Area (Mn Sq ft)

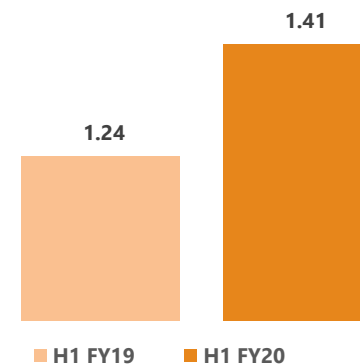


H1

Store Count (Nos)



Trading Area (Mn Sq ft)

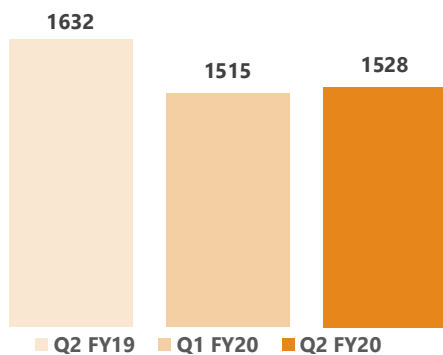


Financial numbers are of Standalone business.

Operational Parameters FY20

Quarter

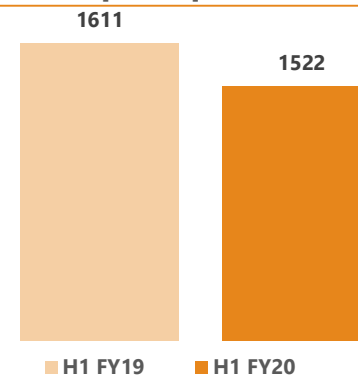
Gross Sales per Sq ft (₹ Per month)



Financial numbers are of Standalone business.

H1

Gross Sales per Sq ft (₹ Per month)



*Gross Sale includes Taxes

Standalone Financials – Profit & Loss

3 months ended			Growth		Standalone (₹ Cr)	6 months ended	
30-Sep-19	30-Jun-19	30-Sep-18	Y-o-Y	Q-o-Q		30-Sep-19	30-Sep-18
3	4	7			New Stores added	7	10
161	160	137	18%	1%	Total Store count	161	137
0.23	0.17	0.54			TA added (Lac sq.ft)	0.39	0.85
14.06	13.86	12.42	13%	1%	TA exit (Lac sq.ft)	14.06	12.42
611.8	600.8	566.3	8.0%	1.8%	Revenue from operations	1,212.6	1,090.2
481.8	475.0	447.4	8%	1%	Cost of Goods Sold	956.8	858.7
130.0	125.8	118.8	9.4%	3.4%	Gross Margin	255.8	231.5
21.3%	20.9%	21.0%	27 bps	32 bps	Gross Margin %	21.1%	21.2%
41.3	38.5	38.8	6%	7%	Employee expenses	79.7	74.4
68.1	61.6	76.9	-11%	10%	Other expenses	129.7	149.2
2.3	9.3	6.5	-64%	-75%	Other income	11.7	13.1
23.06	35.02	9.60			EBITDA	58.08	21.02
3.8%	5.8%	1.7%	207 bps	-206 bps	EBITDA %	4.8%	1.9%
23.6	21.8	5.6			Depreciation	45.4	11.7
15.1	12.3	2.1			Finance costs	27.4	4.1
(15.62)	0.93	1.93	-909%	-1780%	PBT	(14.69)	5.21
-2.6%	0.2%	0.3%	-289 bps	-271 bps	PBT %	-1.2%	0.5%
-	-	0.5			Tax Expenses	-	1.5
(15.62)	0.93	1.47			PAT	(14.69)	3.69
(0.4)	(0.4)	0.4			Other Comprehensive Income	(0.7)	(0.6)
(15.97)	0.57	1.88			Total Comprehensive Income	(15.40)	3.08

*Excluding the impact of IND AS 116, Standalone EBITDA and PAT for the Quarter ended Sep 30, 2019 is ₹ (-)1.95 Cr and ₹ (-) 12.70 Cr.

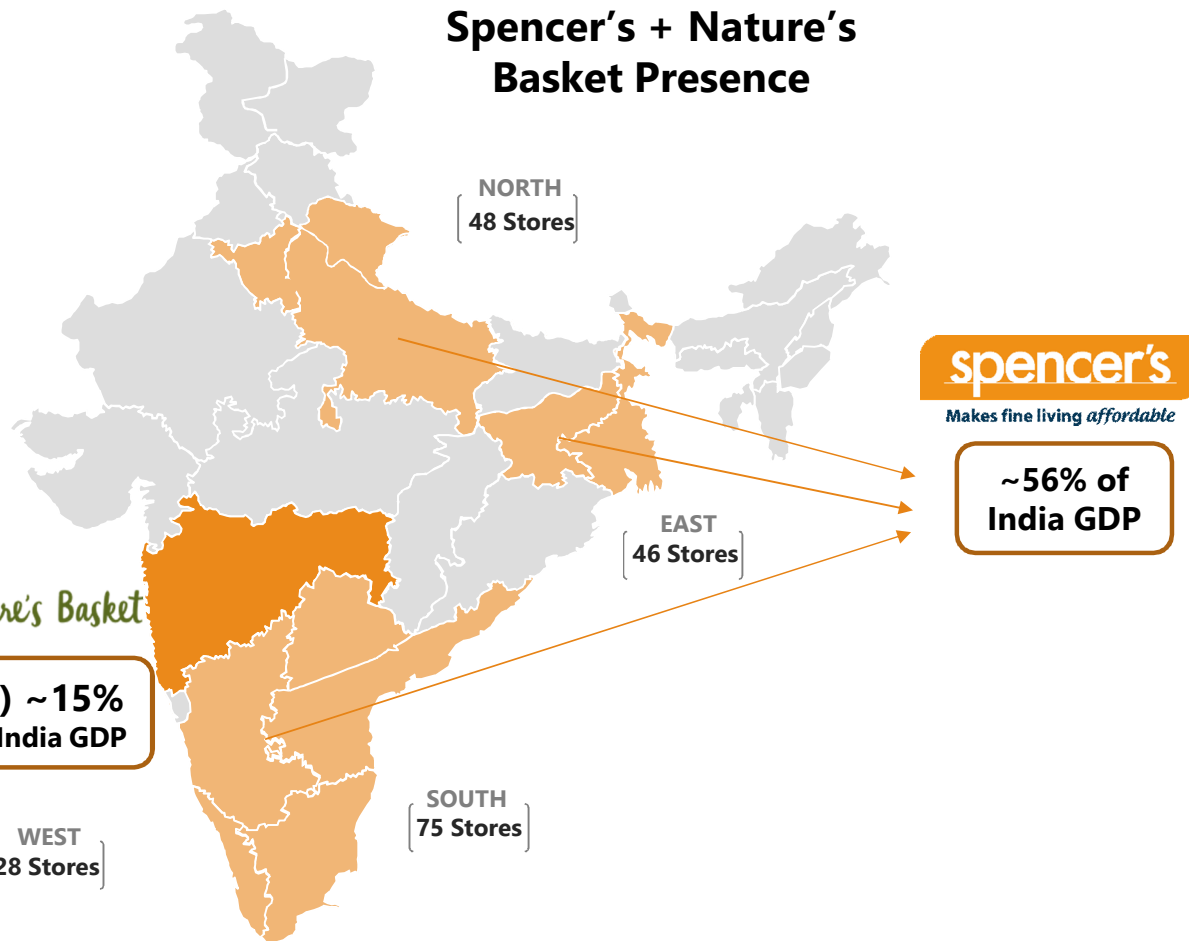
*Excluding the impact of IND AS 116, Standalone EBITDA and PAT for the period ended Sep 30, 2019 is ₹ 8.86 Cr and ₹ (-) 9.41 Cr.

Standalone Financials – Balance Sheet

Standalone (₹ Cr)	As at	
	30-Sep-19	31-Mar-19
A) Assets		
Assets	1,158	646
Inventories	287	270
Total Assets	1,445	916
B) Equity & Liabilities		
Equity	438	596
Other Liabilities	720	53
Trade Payables (Net)	287	267
Total Equity & Liabilities	1,445	916

Expanding and Growing in Chosen Profitable Geographies

Spencer's + Nature's Basket Presence



- ✓ Acquired **Nature's Basket limited**, which gave us access to the attractive western India market.
- ✓ High potential region of Maharashtra with ~15% of India's GDP
- ✓ 36 differentiated & premium stores added to Spencer's portfolio
- ✓ Addition of Trading Area of 91k Sq. ft.
- ✓ Average Sales per Sq. ft. ~ ₹ 3,200

*On 4th July 2019, Spencer's Retail Limited (formerly known as RP-SG Retail Limited) ('SRL') has acquired 100% stake of Nature's Basket Limited (NBL) from Godrej Industries Limited, as a wholly owned subsidiary company.

spencer's

Standalone Financials – Profit & Loss *Nature's Basket*

Standalone (₹ Cr)	For the period
	5th Jul'19 - 30th Sep'19
New Stores added	-
Total Store count	36
TA added (Lac sq.ft)	-
TA exit (Lac sq.ft)	0.91
Revenue from operations	87.9
Cost of Goods Sold	72.5
Gross Margin	15.5
Gross Margin %	17.6%
Employee expenses	9.5
Other expenses	27.6
Other income	0.2
EBITDA	(21.38)
EBITDA %	-24.3%
Depreciation	9.4
Finance costs	6.2
PBT	(36.92)
PBT %	-42.0%
Tax Expenses	-
PAT	(36.92)
Other Comprehensive Income	0.1
Total Comprehensive Income	(36.80)

- ✓ On Acquisition adopted the Operation process and accounting policy alignment based on the Spencer's policy:
 - ✓ Inventory - ₹6 cr.
 - ✓ Account Receivables - ₹7 cr.
 - ✓ Fixed Assets - ₹3.5 cr.
 - ✓ Other expenses - ₹3.5 cr.

* Excluding the impact of INDAS 116, EBITDA and PAT for the period ended 30th Sep'19 is (-) ₹ 29.19 cr and (-) ₹36.04 cr.

Consolidated Financials – Profit & Loss

3 months ended			Growth		Consolidated (₹ Cr)	6 months ended	
30-Sep-19	30-Jun-19	30-Sep-18	Y-o-Y	Q-o-Q		30-Sep-19	30-Sep-18
699.5	600.8	566.3	23.5%	16.4%	Revenue from operations	1,300.2	1,090.2
					Expenses:		
548.5	475.0	447.4	23%	15%	Cost of Goods Sold	1,023.6	858.7
150.9	125.8	118.8	27.0%	20.0%	Gross Margin	276.7	231.5
21.6%	20.9%	21.0%	59 bps	65 bps	Gross Margin %	21.3%	21.2%
52.5	39.9	40.1	31%	31%	Employee expenses	92.4	77.0
84.3	63.3	77.1	9%	33%	Other expenses	147.6	149.4
2.5	9.3	6.7	-63%	-73%	Other income	11.8	13.4
16.66	31.86	8.41			EBITDA	48.52	18.44
2.4%	5.3%	1.5%	90 bps	-292 bps	EBITDA %	3.7%	1.7%
33.2	22.1	5.8			Depreciation	55.3	12.1
23.0	12.3	2.1			Finance costs	35.3	4.1
(39.56)	(2.46)	0.51			PBT	(42.02)	2.19
-5.7%	-0.4%	0.1%	-575 bps	-525 bps	PBT %	-3.2%	0.2%
-	-	0.5			Tax Expenses	-	1.5
(39.56)	(2.46)	0.05			PAT	(42.02)	0.67
(0.2)	(0.4)	0.4			Other Comprehensive Income	(0.6)	(0.6)
(39.80)	(2.82)	0.49			Total Comprehensive Income	(42.62)	0.10

*Excluding the impact of IND AS 116, Consolidated EBITDA and PAT for the Quarter ended Sep 30, 2019 is ₹ (-) 16.17 Cr and ₹(-) 33.23 Cr.

*Excluding the impact of IND AS 116, Consolidated EBITDA and PAT for the period ended Sep 30, 2019 is ₹ (-) 8.51 Cr and ₹ (-) 33.33 Cr.

Consolidated Financials – Balance Sheet

Consolidated (₹ Cr)	As at	
	30-Sep-19	31-Mar-19
A) Assets		
Assets	1,372	599
Inventories	315	270
Total Assets	1,687	869
B) Equity & Liabilities		
Equity	363	548
Other Liabilities	980	53
Trade Payables (Net)	344	267
Total Equity & Liabilities	1,687	869

Thank You

About Spencer's Retail Limited: Spencer's Retail Limited, part of RP-Sanjiv Goenka Group, is a multi-format retailer providing a wide range of quality products across categories such as FMCG, fashion, food, staples, general merchandise, personal care, home essentials, electrical and electronics to its consumers. specialty sections such as Spencer's Gourmet, Patisserie, Wine & Liquor and Epicuisine section are some of the key differentiators in our hypermarket stores.

The first ever hypermarket in India was launched by Spencer's in Hyderabad in 2000. Today, Spencer's (including Nature's Basket) runs 197 stores with a total 14.97 Lacs Square Feet in over 42 cities in India. Spencer's brand positioning – **MAKES FINE LIVING *affordable*** – embodies its philosophy of delighting shoppers with the best products and services that enable a fine living at reasonable prices, while providing them with a warm, friendly and educational retail environment.

Disclaimer: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Spencer's Retail Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Q2 FY20 – Highlights: Revenue from Operations at ₹ 699 Crore (24% YoY growth); Gross Margin stands at 21.6% (20.9% in Q2FY19); Opened 3 new stores of Spencer's. Standalone basis Spencer's Revenue from Operations grew 8% YoY.

Kolkata: November 14, 2019: Spencer's Retail Ltd reported turnover of ₹ 612 crore and Gross Margin of 21.3% for quarter ended September 30, 2019.

As on September 30, 2019 the total number of stores has increased to 161 from 137 stores as on 30 September, 2018. During the quarter the company has added 3 stores into its existing cluster. The company's total trading area has also increased to 14.06 Lacs Square Feet as on September 30, 2019, from 12.42 Lacs Square Feet as on September 30, 2018.

Nature's Basket Ltd reported turnover of ₹ 88 crore with total 36 stores having trading area of 0.91 Lacs Square Feet as on September 30, 2019.

Unaudited Consolidated Financial Results for the quarter ended September 30, 2019:

- ✓ **Revenue from Operations** for the quarter ₹ 699 Cr
- ✓ **Gross Margin** for the quarter ₹ 151 Cr at 21.6%
- ✓ Positive **EBITDA ₹ 16.66 Cr***
- ✓ **PAT (-) ₹ 39.56 Cr***

**Excluding the impact of IND AS 116, EBITDA and PAT for the Quarter ended September 30, 2019 is (-) ₹ 16.17 Cr and (-) ₹ 33.23 Cr respectively.*

Mr. Shashwat Goenka, Sector Head, said, *"For the quarter we focused on building all major consumer events which connected us to many new customers and helped us sustain margins in this flagging economy. We continue to focus on competitiveness of our offerings and sharpen our communications.*

We are investing significantly in new stores which have a temporary initial investment with a long term prospect. We are working on the integration process of Nature's Basket acquisition, which compliments Spencer's Brand and laying foundation for its future scalability."

Completed the acquisition of Nature's Basket Limited on July 4, 2019 from Godrej Industries Limited. Natures Basket Limited has 36 stores in the western part of India including prime locations in Mumbai, Pune and Bengaluru. This acquisition will help us unlock synergy and will give us access to the western India market.

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