

SEC/36/2021-22

July 29, 2021

|   |  |
|---|--|
| BSE Limited<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Fort,<br>Mumbai 400 001.<br><br><b>Stock Code : 532638</b> | National Stock Exchange of India Limited<br>Exchange Plaza,<br>Bandra-Kurla Complex, Bandra (East),<br>Mumbai 400 051.<br><br><b>Stock Symbol : SHOPERSTOP</b> |
|---|--|

Dear Sir / Madam,

**Sub: Outcome of the Board meeting for the quarter ended June 30, 2021**

(i) Pursuant to Regulation 30 & 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with applicable Schedule thereto, as amended, ("the SEBI LODR"), enclosed please find herewith the Un-audited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2021 ("the Financial Results") duly approved the Board of Directors of the Company at its meeting held today i.e. on July 29, 2021.

We also enclose herewith the following:

- Limited Review Report issued by the Statutory Auditors of the Company on the Financial Results; and
- Investors' presentation issued by the Company.

(ii) Pursuant to Regulation 30 of the SEBI LODR, the Nomination, Remuneration and Corporate Governance Committee and the Board of Directors of the Company, have at their respective meetings held today, i.e. on July 29, 2021, confirmed the appointment of Mr. Vijay Kumar Gupta as the Company Secretary and Compliance Officer of the Company, who was earlier appointed as the Interim Company Secretary & Compliance Officer at the Board Meeting held on January 15, 2021, intimated vide our letter reference no. SEC/92/2020-21 dated January 15, 2021.

The details required under Regulation 30 of the Listing Regulations read with SEBI Circular No. CIR/ CFD /CMD/4/2015 dated September 9, 2015 are provided herein below:

**Confirmation of appointment of Mr. Vijay Kumar Gupta as the Company Secretary & Compliance Officer of the Company (earlier appointed as Interim Company Secretary & Compliance Officer)**

| Sr. No | Details of events that need to be provided                                   | Information of such event(s)   |
|--------|--|--|
| 1      | Reason for change viz. appointment, resignation, removal, death or otherwise | The appointment of Mr. Vijay Kumar Gupta as the Interim Company Secretary & Compliance Officer of the Company has now been confirmed as the Company Secretary & Compliance Officer   |
| 2      | Date & terms of appointment  | With July 29, 2021 (with immediate effect).<br><br>Mr. Gupta will be responsible for all functions of a Company Secretary as prescribed under Section 205 of the Companies Act, 2013. He will also be the Compliance Officer as required under Regulation 6 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. |
| 3      | Brief profile (in case of appointment)                                       | Mr. Vijay Kumar Gupta is a B. Com., LLB and is a member of the institute of Company Secretaries of India.  |



|   |   |  |
|---|---|--|
|   |   | He has more than 21 years of rich experience in Legal work and Company Secretarial duties. He has worked in Retail, Real Estate, Hospitality and IT Industry. His last assignment was within the K Raheja Corp. Group at Chalet Hotels Ltd as AVP-Legal & Secretarial. His previous experiences are AVP – Legal & Secretarial (K. Raheja Corp); GM-Legal, Secretarial & CS (Inorbit Malls); Head Legal & CS – CMS Computers Ltd. |
| 4 | Disclosure of relationships between directors (in case of appointment of a director). | Not Applicable   |

This information is also being made available on the corporate website of the Company.

The aforesaid Board Meeting commenced at 12.30 p.m and concluded at 02-45p.m.

Kindly take the above on record.

Thank you.

Yours truly,  
For **Shoppers Stop Limited**



  
**Vijay Kumar Gupta**  
**Company Secretary & Compliance Officer**

Encl: A/a



Shoppers Stop Limited

Registered Office: Umang Tower, 5th Floor, Mindspace, Off.Link Road, Malad (West), Mumbai 400 064.  
Tel: (+91 22) 42497000 ; Website : www.shoppersstop.com. E-mail : investor@shoppersstop.com. CIN: L51900MH1997PLC108798

PART I : STATEMENT OF UNAUDITED STANDALONE AND CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2021

(Rupees in Crores)

| Particulars  | Standalone            |  |                              |                 | Consolidated          |  |                              |                 |
|--|-----------------------|--|------------------------------|-----------------|-----------------------|--|------------------------------|-----------------|
|  | For the Quarter Ended |  | For the Financial Year Ended |                 | For the Quarter Ended |  | For the Financial Year Ended |                 |
|  | 30 June 2021          | 31 March 2021<br>(Refer Note 11 below) | 30 June 2020                 | 31 March 2021   | 30 June 2021          | 31 March 2021<br>(Refer Note 11 below) | 30 June 2020                 | 31 March 2021   |
| (Refer Notes Below)  | Unaudited             | Audited                                | Unaudited                    | Audited         | Unaudited             | Audited                                | Unaudited                    | Audited         |
| <b>Continuing operations</b>   |                       |  |                              |                 |                       |  |                              |                 |
| <b>Income</b>  |                       |  |                              |                 |                       |  |                              |                 |
| Revenue from Operations  | 201.08                | 671.15                                 | 53.92                        | 1,725.09        | 205.23                | 680.46                                 | 55.55                        | 1,748.96        |
| Other Income (see note 6)  | 64.10                 | 20.67                                  | 104.03                       | 218.77          | 64.27                 | 24.24                                  | 106.03                       | 224.24          |
| <b>Total Income</b>  | <b>265.18</b>         | <b>691.82</b>                          | <b>157.95</b>                | <b>1,943.86</b> | <b>269.50</b>         | <b>704.70</b>                          | <b>161.58</b>                | <b>1,973.20</b> |
| <b>Expenses</b>  |                       |  |                              |                 |                       |  |                              |                 |
| Purchases of stock-in-trade  | 131.45                | 246.29                                 | 89.14                        | 688.35          | 131.49                | 247.64                                 | 89.10                        | 693.15          |
| Changes in inventories of stock-in trade - Decrease / (Increase)           | (8.16)                | 150.07                                 | (52.52)                      | 376.73          | (7.71)                | 152.87                                 | (52.09)                      | 383.09          |
| Employee benefits expense  | 62.37                 | 62.22                                  | 74.79                        | 257.47          | 64.00                 | 63.37                                  | 77.34                        | 265.04          |
| Finance Costs  | 50.84                 | 50.51                                  | 55.19                        | 219.97          | 51.38                 | 51.24                                  | 56.04                        | 222.96          |
| Depreciation and amortisation expense                                      | 87.80                 | 90.55                                  | 99.73                        | 384.69          | 89.15                 | 92.04                                  | 102.73                       | 392.30          |
| Other expenses   | 78.18                 | 117.01                                 | 44.92                        | 349.18          | 80.64                 | 121.78                                 | 46.87                        | 363.53          |
| <b>Total expenses</b>  | <b>402.48</b>         | <b>716.65</b>                          | <b>311.25</b>                | <b>2,276.39</b> | <b>408.95</b>         | <b>728.94</b>                          | <b>319.99</b>                | <b>2,320.07</b> |
| <b>Loss before exceptional items and tax</b>                               | <b>(137.30)</b>       | <b>(24.83)</b>                         | <b>(153.30)</b>              | <b>(332.53)</b> | <b>(139.45)</b>       | <b>(24.24)</b>                         | <b>(158.41)</b>              | <b>(346.87)</b> |
| Exceptional Items (see note 5)   | 15.00                 | 12.40                                  | -                            | 22.40           | -                     | -                                      | -                            | -               |
| <b>Loss before tax</b>   | <b>(152.30)</b>       | <b>(37.23)</b>                         | <b>(153.30)</b>              | <b>(354.93)</b> | <b>(139.45)</b>       | <b>(24.24)</b>                         | <b>(158.41)</b>              | <b>(346.87)</b> |
| Tax expenses   |                       |  |                              |                 |                       |  |                              |                 |
| Current tax  | -                     | -                                      | -                            | -               | -                     | -                                      | -                            | -               |
| Tax adjustment of earlier years  | -                     | (1.48)                                 | -                            | (1.48)          | -                     | (1.48)                                 | -                            | (1.48)          |
| Deferred tax   | (34.56)               | 1.34                                   | (38.16)                      | (78.23)         | (34.56)               | 1.34                                   | (38.16)                      | (78.23)         |
| <b>Loss for the period from continuing operations</b>                      | <b>(117.74)</b>       | <b>(37.09)</b>                         | <b>(115.14)</b>              | <b>(275.22)</b> | <b>(104.89)</b>       | <b>(24.10)</b>                         | <b>(120.25)</b>              | <b>(267.16)</b> |
| <b>Discontinuing operations</b>  |                       |  |                              |                 |                       |  |                              |                 |
| Loss from discontinuing operations   | -                     | -                                      | -                            | -               | -                     | -                                      | (0.00)                       | (0.00)          |
| <b>Loss for the period from discontinued operations</b>                    | <b>-</b>              | <b>-</b>                               | <b>-</b>                     | <b>-</b>        | <b>-</b>              | <b>-</b>                               | <b>(0.00)</b>                | <b>(0.00)</b>   |
| <b>Loss for the period</b>   | <b>(117.74)</b>       | <b>(37.09)</b>                         | <b>(115.14)</b>              | <b>(275.22)</b> | <b>(104.89)</b>       | <b>(24.10)</b>                         | <b>(120.25)</b>              | <b>(267.16)</b> |
| <b>Other Comprehensive Income / (loss)</b>                                 |                       |  |                              |                 |                       |  |                              |                 |
| Items that will not be reclassified to profit or loss :                    |                       |  |                              |                 |                       |  |                              |                 |
| Remeasurement of employee defined benefit obligation                       | (0.12)                | 0.45                                   | (0.29)                       | (0.47)          | (0.12)                | 0.49                                   | (0.28)                       | (0.45)          |
| Changes in fair value of equity instruments                                | -                     | -                                      | 23.19                        | 23.19           | -                     | -                                      | 23.19                        | 23.19           |
| Income tax relating to above   | 0.03                  | (0.11)                                 | 0.07                         | 0.12            | 0.03                  | (0.11)                                 | 0.07                         | 0.12            |
| <b>Total other comprehensive income / (loss)</b>                           | <b>(0.09)</b>         | <b>0.34</b>                            | <b>22.97</b>                 | <b>22.84</b>    | <b>(0.09)</b>         | <b>0.38</b>                            | <b>22.98</b>                 | <b>22.86</b>    |
| <b>Total Comprehensive loss for the period</b>                             | <b>(117.83)</b>       | <b>(36.75)</b>                         | <b>(92.17)</b>               | <b>(252.38)</b> | <b>(104.98)</b>       | <b>(23.72)</b>                         | <b>(97.27)</b>               | <b>(244.30)</b> |
| <b>Loss for the period attributable to:</b>                                |                       |  |                              |                 |                       |  |                              |                 |
| - Owners of the Company  | (117.74)              | (37.09)                                | (115.14)                     | (275.22)        | (104.89)              | (24.10)                                | (120.25)                     | (267.16)        |
| - Non-controlling interests  | -                     | -                                      | -                            | -               | -                     | -                                      | -                            | -               |
| <b>Other comprehensive income / (loss) for the period attributable to:</b> |                       |  |                              |                 |                       |  |                              |                 |
| - Owners of the Company  | (0.09)                | 0.34                                   | 22.97                        | 22.84           | (0.09)                | 0.38                                   | 22.98                        | 22.86           |
| - Non-controlling interests  | -                     | -                                      | -                            | -               | -                     | -                                      | -                            | -               |
| <b>Total comprehensive loss for the period attributable to:</b>            |                       |  |                              |                 |                       |  |                              |                 |
| - Owners of the Company  | (117.83)              | (36.75)                                | (92.17)                      | (252.38)        | (104.98)              | (23.72)                                | (97.27)                      | (244.30)        |
| - Non-controlling interests  | -                     | -                                      | -                            | -               | -                     | -                                      | -                            | -               |
| Paid-up equity share capital (Face value of Rs.5/- Per Share)              | 54.69                 | 54.69                                  | 44.00                        | 54.69           | 54.69                 | 54.69                                  | 44.00                        | 54.69           |
| Other equity   | -                     | -                                      | -                            | 126.98          | -                     | -                                      | -                            | 65.04           |
| <b>Earnings per share (In Rs.) (not annualised for quarters)</b>           |                       |  |                              |                 |                       |  |                              |                 |
| <b>Continued Operations</b>  |                       |  |                              |                 |                       |  |                              |                 |
| - Basic  | (10.77)               | (3.39)                                 | (13.09)                      | (29.24)         | (9.59)                | (2.20)                                 | (13.67)                      | (28.38)         |
| - Diluted  | (10.77)               | (3.39)                                 | (13.09)                      | (29.24)         | (9.59)                | (2.20)                                 | (13.67)                      | (28.38)         |
| <b>Discontinued Operations</b>   |                       |  |                              |                 |                       |  |                              |                 |
| - Basic  | -                     | -                                      | -                            | -               | -                     | -                                      | -                            | -               |
| - Diluted  | -                     | -                                      | -                            | -               | -                     | -                                      | -                            | -               |
| <b>Continuing and Discontinued Operations</b>                              |                       |  |                              |                 |                       |  |                              |                 |
| - Basic  | (10.77)               | (3.39)                                 | (13.09)                      | (29.24)         | (9.59)                | (2.20)                                 | (13.67)                      | (28.38)         |
| - Diluted  | (10.77)               | (3.39)                                 | (13.09)                      | (29.24)         | (9.59)                | (2.20)                                 | (13.67)                      | (28.38)         |



SIGNED FOR IDENTIFICATION  
BY  
SRBC & CO LLP  
MUMBAI

**PART II :**

- 1 The above financial results have been prepared in accordance with Indian Accounting Standards as prescribed under section 133 of the Companies Act 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015, as amended.
- 2 The Company is primarily engaged in the business of retail trade through retail and departmental store facilities in India, which in the terms of Ind AS 108 on 'Operating Segments', constitutes a single reporting segment.
- 3 The Consolidated Financial results of Shoppers Stop Limited and its subsidiaries namely, Crossword Bookstores Limited, Upasna Trading Limited, Shopper's Stop. Com (India) Limited, Shopper's Stop Services (India) Limited and Gateway Multichannel Retail (India) Limited are consolidated in accordance with Ind AS 110 on Consolidation of Financial Statements.
- 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 Rs 20.11 Crores in consolidated results (Standalone Rs 16.60 Crores ) for the period 1 June, 2007 to 31 March, 2010, fully paid under protest.
- 5 Crossword Bookstores Limited, a wholly owned subsidiary company has accumulated losses and has negative net worth as on 30 June 2021. The Management continues to take steps to revamp its operations such as optimizing costs, improve operating efficiencies, etc. The second wave of COVID 19 has further impacted the operations and the stores have largely remained closed during the quarter. Post lifting of restrictions the Company has observed a mute response from the consumer on the book retailing business. This is in contrast to significant recovery the Company observes in other retailing business. The turnaround may be longer than anticipated. Consequently, the Company has recorded provision for impairment of Rs 15.00 Crores for the quarter ended 30 June,2021 (Quarter ended 30 June, 2020: Nil, quarter ended 31 March, 2021 : Rs 12.40 Crores and year ended 31 March, 2021 : Rs 22.40 Crores).
- 6 The Ministry of Corporate Affairs vide notification dated 24 July, 2020 and 18 June 2021, issued an amendment to Ind AS 116 -Leases, by inserting a practical expedient w.r.t "Covid-19-Related Rent Concessions" effective from the period beginning on or after 1 April, 2020. Pursuant to the above amendment, the Company has applied the practical expedient by accounting the unconditional rent concessions in "Other income" in the Statement of Profit and Loss as under :

| Standalone            |             |                              |             | Consolidated          |             |                              |             |
|-----------------------|-------------|------------------------------|-------------|-----------------------|-------------|------------------------------|-------------|
| For the Quarter Ended |             | For the Financial Year Ended |             | For the Quarter Ended |             | For the Financial Year Ended |             |
| 30 June 2021          | 31 Mar 2021 | 30 June 2020                 | 31 Mar 2021 | 30 June 2021          | 31 Mar 2021 | 30 June 2020                 | 31 Mar 2021 |
| 60.49                 | 9.62        | 99.88                        | 174.09      | 61.25                 | 9.97        | 101.25                       | 176.83      |

(Rs.in Crores)

The above unconditional rent concessions for the quarter ended 30 June,2021 includes Rs 13.75 Crores (standalone and consolidated) pertaining to period after 30 June,2021.

- 7 The Company has not granted any Employee Stock Options during the quarter ended 30 June 2021. No options have been exercised during the quarter ended 30 June 2021. During the quarter and year ended 31 March 2021, the Company has granted 4,41,059 and 6,96,359 Employee Stock Options to eligible employees under ESOP 2008 Scheme respectively.
- 8 The Company has considered the impact of Covid -19 in the above financial results. As the business recovered from mid-June , the Company believes the pandemic will not impact the recoverability of the carrying value of the assets. The Company continues to monitor any material changes and possible effects that may result from the present pandemic on its financial condition, liquidity and operations and working to minimize the impact of this unprecedented situation.As the situation is continuously evolving, the eventual impact may be different from the estimates made as of the date of approval of these Results.
- 9 This above financial results have been reviewed and recommended by the Audit Committee and have been approved and taken on records by the Board of Directors at its meetings held on 29 July, 2021.
- 10 The limited review as required under Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations,2015 has been completed by the statutory auditors of the Company and unmodified report has been issued.
- 11 The standalone and consolidated figures for the quarter ended 31 March 2021 are the balancing figure between the audited figures in respect of the full financial year upto 31 March, 2021 and the unaudited year-to-date figures upto 31 December, 2020 being the date of the end of the third quarter of the financial year which were subjected to limited review by the auditor.
- 12 The previous period's figures have been regrouped / rearranged wherever necessary to conform to the current period's classification(s).

Place: Mumbai  
Date : 29 July, 2021



For Shoppers Stop Limited

Venugopal Nair  
Customer Care Associate & Managing Director  
& Chief Executive Officer

**Independent Auditor's Review Report on the Quarterly Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**

**Review Report to  
The Board of Directors  
Shoppers Stop Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Shoppers Stop Limited (the "Company") for the quarter ended June 30, 2021 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement 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 of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. **Emphasis of Matter Paragraph**
  - a. **COVID**

We draw attention to Note 8 of the statement which describes management's assessment of the impact of the COVID 19 pandemic on the operations and recoverability of assets of the Company.



# **S R B C & CO LLP**

Chartered Accountants

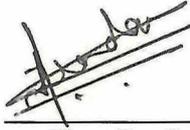
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**b. Litigation**

We draw attention to Note 4 to the unaudited financial results regarding non provision of retrospective levy of service tax for the period from June 1, 2007 to March 31, 2010 on renting of immoveable properties given for commercial use, aggregating to Rs 16.60 crores, pending final disposal of the appeal filled before the Supreme Court.

Our conclusion is not modified in respect of these matters.

For S R B C & CO LLP  
Chartered Accountants  
ICAI Firm registration number: 324982E/E300003



per Firoz Pradhan  
Partner

Membership No.: 109360  
UDIN: 21109360AAAACR2810

Mumbai; July 29, 2021



**Independent Auditor's Review Report on the Quarterly Unaudited Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**

**Review Report to  
The Board of Directors  
Shoppers Stop Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of Shoppers Stop Limited (the "Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), for the quarter ended June 30, 2021 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement 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 of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the following entities:

**Parent Company**

- i. Shoppers Stop Limited

**Subsidiaries**

- i. Crossword Bookstores Limited
- ii. Gateway Multichannel Retail (India) Limited
- iii. Shopper's Stop Services (India) Limited
- iv. Shoppers Stop.com (India) Limited
- v. Upasna Trading Limited

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required



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to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

## 6. Emphasis of Matter paragraph

### a. COVID

We draw attention to Note 8 of the statement which describes management's assessment of the impact of the COVID 19 pandemic on the operations and recoverability of assets of the Company.

### b. Litigation

We draw attention to Note 4 to the unaudited financial results regarding non provision of retrospective levy of service tax for the period from June 1, 2007 to March 31, 2010 on renting of immovable properties given for commercial use, aggregating to Rs 20.11 crores, pending final disposal of the appeal filled before the Supreme Court.

Our conclusion is not modified in respect of these matters.

7. The accompanying Statement includes the unaudited interim financial results and other unaudited financial information in respect of three subsidiaries, whose interim financial results and other financial information reflect total revenues of Rs Nil and, total net loss after tax of Rs. \*, total comprehensive loss of Rs. \*, for the quarter ended June 30, 2021.

[\* loss below Rs 1 lakh]

The unaudited interim financial results and other unaudited financial information of the these subsidiaries, have not been reviewed by their auditors and have been approved and furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the affairs of these subsidiaries is based solely on such unaudited interim financial results and other unaudited financial information. According to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our conclusion on the Statement in respect of the matters stated in Para 7 is not modified with respect to our reliance on the work done and the financial results certified by the Management.

For S R B C & CO LLP  
Chartered Accountants  
ICAI Firm registration number: 324982E/E300003



per Firoz Pradhan  
Partner

Membership No.: 109360  
UDIN: 21109360AAAACQ9083  
Mumbai; July 29, 2021





# SHOPPERS STOP

Performance Highlights

**Q1 FY22**

# VACCINATED\*

## AND READY TO SERVE YOU!

**WE ARE NOW OPEN**  
with all safety precautions.

See you in store.



\*First Dose Vaccination Completed



# FOCUSING ON ESSENTIALS





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PILLARS

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FORWARD

# ABOUT US

**244**  
Stores

**7.8M**  
FIRST CITIZENS

**800+**  
BRANDS

**14.2% Mix**  
PRIVATE BRANDS

**17.8% Mix**  
ECOM

**4.4 M**  
SQUARE FEET  
AREA

**47**  
CITIES

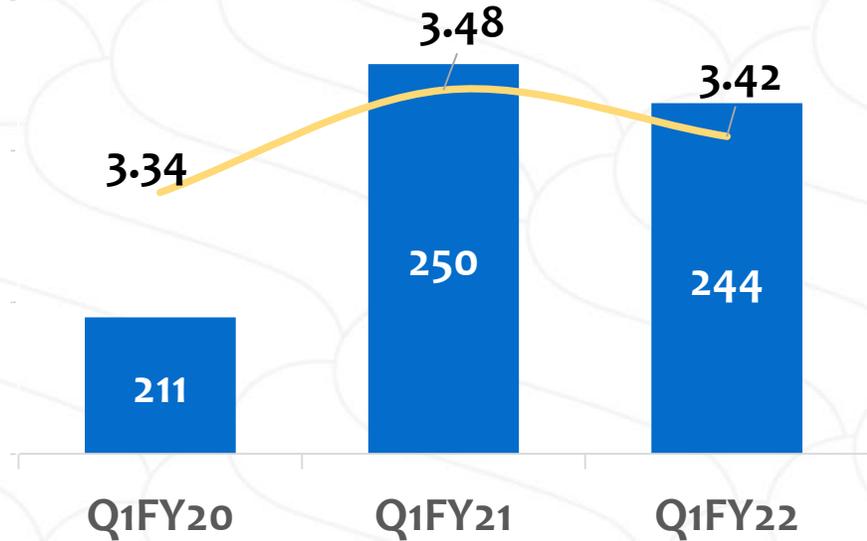
**24 M+**  
WALK-INS in Q1

**14.5K\***  
TALENT POOL

# ABOUT US

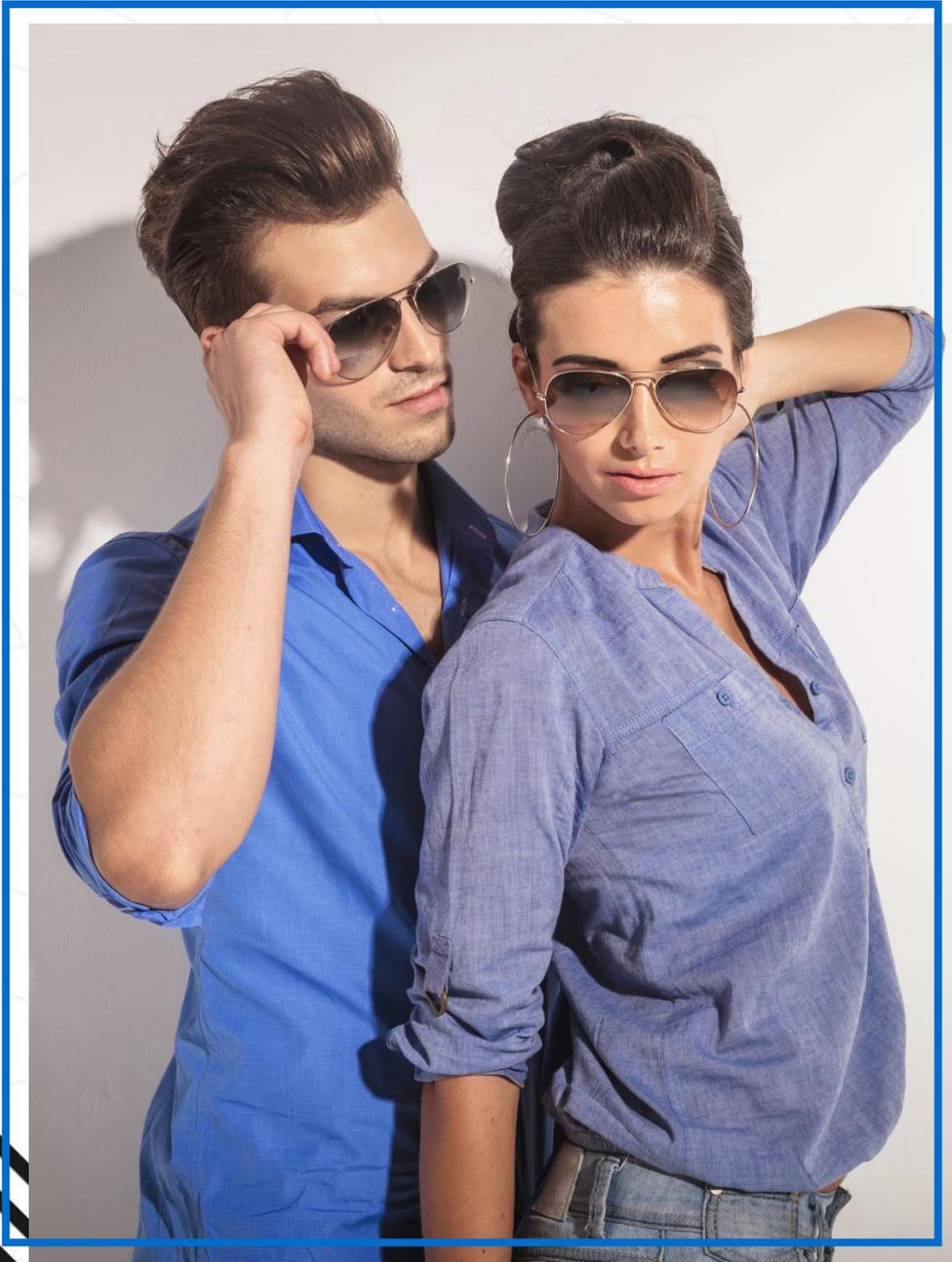
## 244 Stores; 4.4M sq.ft.\*

Store Count and Carpet Area (in Mns)



| Format           | Store count |
|------------------|-------------|
| Department store | 83          |
| Home Stop        | 11          |
| Beauty Stores    | 127         |
| Airport Doors    | 26          |

\*Chargeable Area



## OUR CUSTOMERS

Our Core Target Customers are upwardly mobile, middle to high income families, in the age group of 25-35 years.

They are well informed about the latest fashion and beauty trends, key influencers and decision makers in their family's shopping behaviour.

Young tech-savvy families form our secondary target group. They enjoy shopping across our Stores, App, Website and WhatsApp.

We have a fast-growing young customer base of 18-25 years age. These customers shop premium products with us, as they build their future dreams and careers.



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## PERFORMANCE OVERVIEW

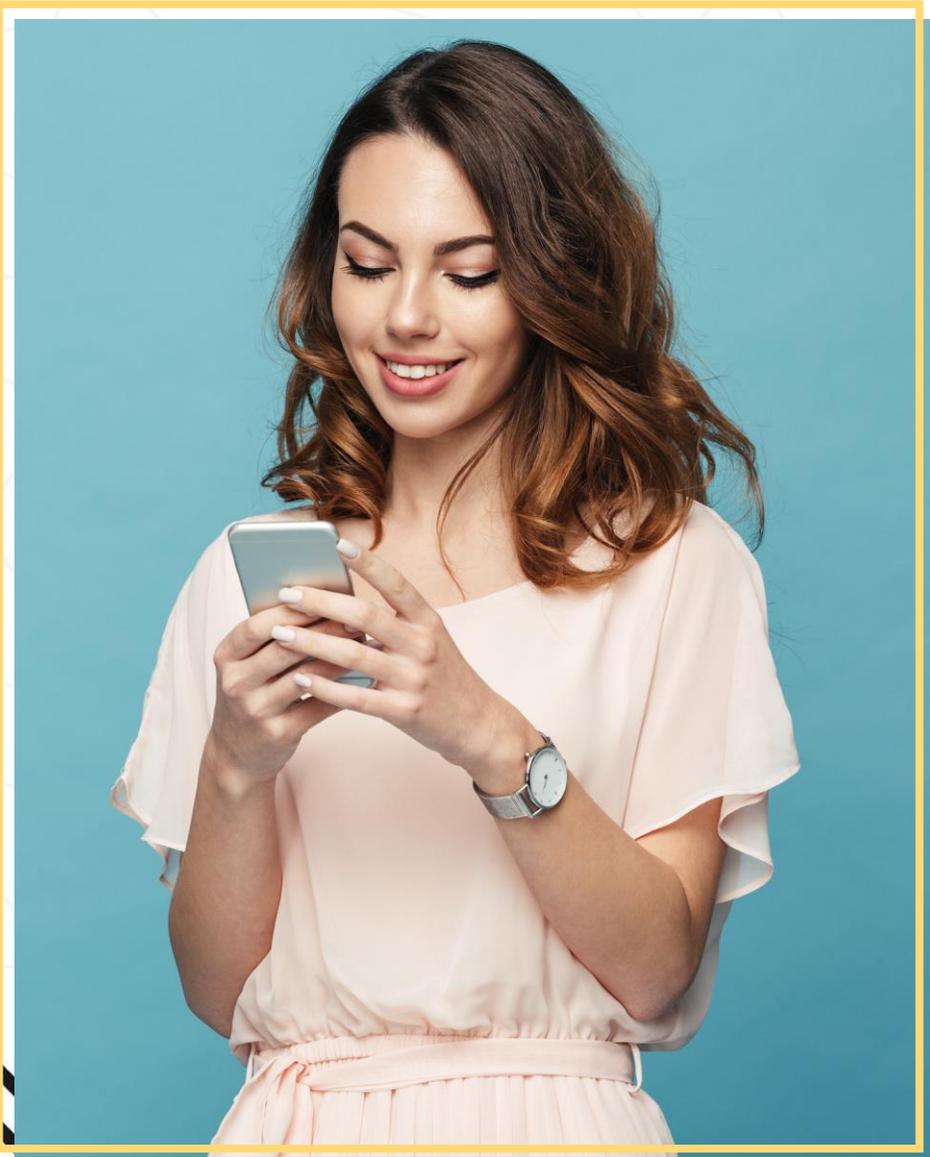
- Recovery in sales is very encouraging
- Sales +306% vs Q1 FY21 (YoY) driven by higher footfalls
- Stores were operational for 28% of Q1
- As lockdown continues to ease across India from June 2<sup>nd</sup> half we observe:
  - June – Overall recovery 49% Vs FY20
  - Resurgence further improved in July with overall recovery of 71%
- Operational Cost Savings Vs FY20:Rs.140 Crs
- Net Debt Rs.98 Crs

## STRATEGIC PILLARS

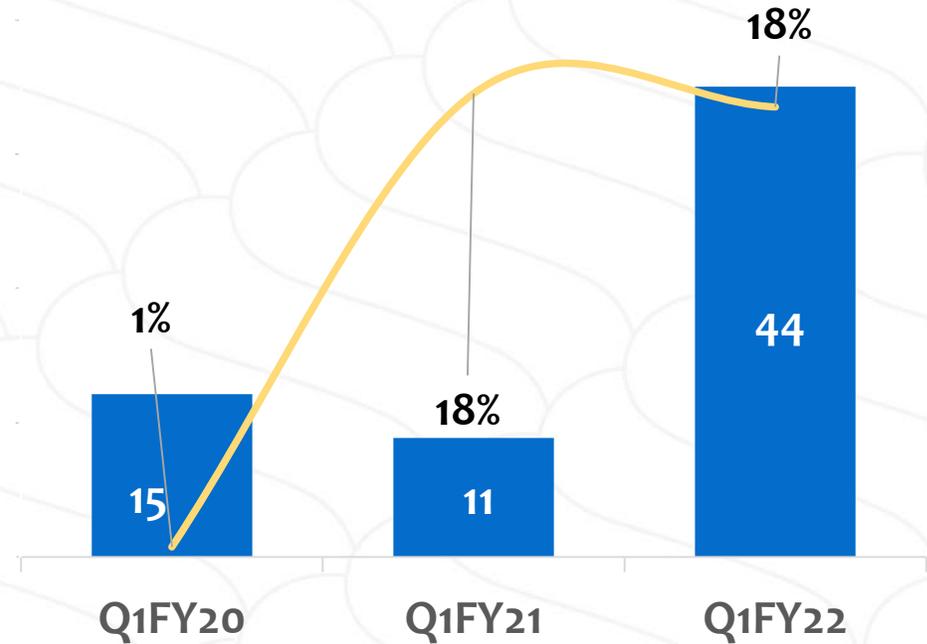


- Increase in First Citizens 26K
- Private Brand Growth +621 % Volume +96% (Share +620 bps)
- Omni+295% vs LY (4X Growth) Investment in Omni channel continues
- Beauty Growth +375% (Share +280bps)

# DIGITAL FOOTPRINT - STRONG GROWTH CONTINUES



Digital Sales/Mix



Rs. in Crs.

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**FIRST CITIZENS!  
STEP FORWARD TO  
BE PAMPERED.**



**First For**  **ard**

## FIRST CITIZEN

# 7.8M Members

### Overall Sales Contribution

|                                       |               |
|---------------------------------------|---------------|
| <b>Contribution</b>                   | <b>: 72%</b>  |
| <b>ATV</b>                            | <b>: Flat</b> |
| <b>Paid Enrollment</b>                | <b>: 26K</b>  |
| <b>Calls to engage with customers</b> | <b>: 4.1M</b> |

**7 Marketing campaigns executed during the quarter**

## PERSONAL SHOPPERS

- **Extensive Tele-calling** during lockdown generated 3% of Store sales
- **2.5x Average Ticket Size**
- **16%+ Contribution**
- **Styling festivals** at stores and Online

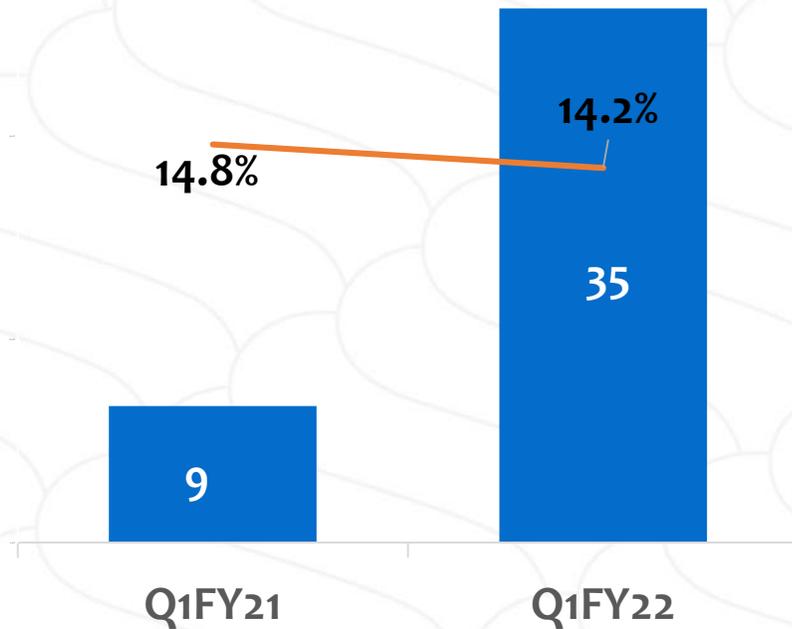


## PRIVATE & EXCLUSIVE BRANDS

# 14.2%

Contribution to Business

### Private Brand Sales/Mix



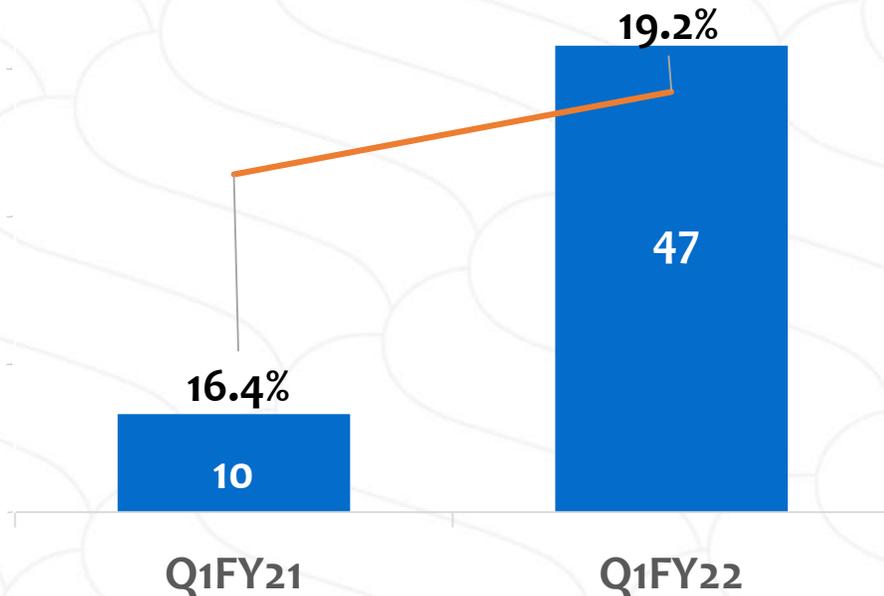
- Private Brand Contribution to Apparel **21.6%**
- Continues to outperform. Kidswear and Womenswear leading
- Improved offerings and Sharp prices led to healthy volume growth of **96%**
- *inSENSE* - highest selling brand in women western wear
- Launched – **Bandeya** a range of Men's Indian wear
- 90% Catalogue available on ECom

## BEAUTY BRANDS

# 19.2%

Contribution to business  
+280 bps vs LY

### Beauty Sales/Mix



- **Beauty recovered better than chain in Q1**
  - Fragrance and Makeup led the recovery
  - Online Mix : 20% (+300 bps vs LY)
- **Brand Launches in Fragrances** – Kenneth Cole, Vince Camuto
- **Launched Private brand Arcelia** – Products in Bath & Body , hair accessories and personal care categories
- **Events and Activations**
  - Showstopper Beauty fest (24th June – 28th June)
  - Armani Live session with Fiona Carolina
  - 100 Micro Influencers & 10 Mega Influencers
  - Insta Live Makeover session by MAC / Loreal / Lakme

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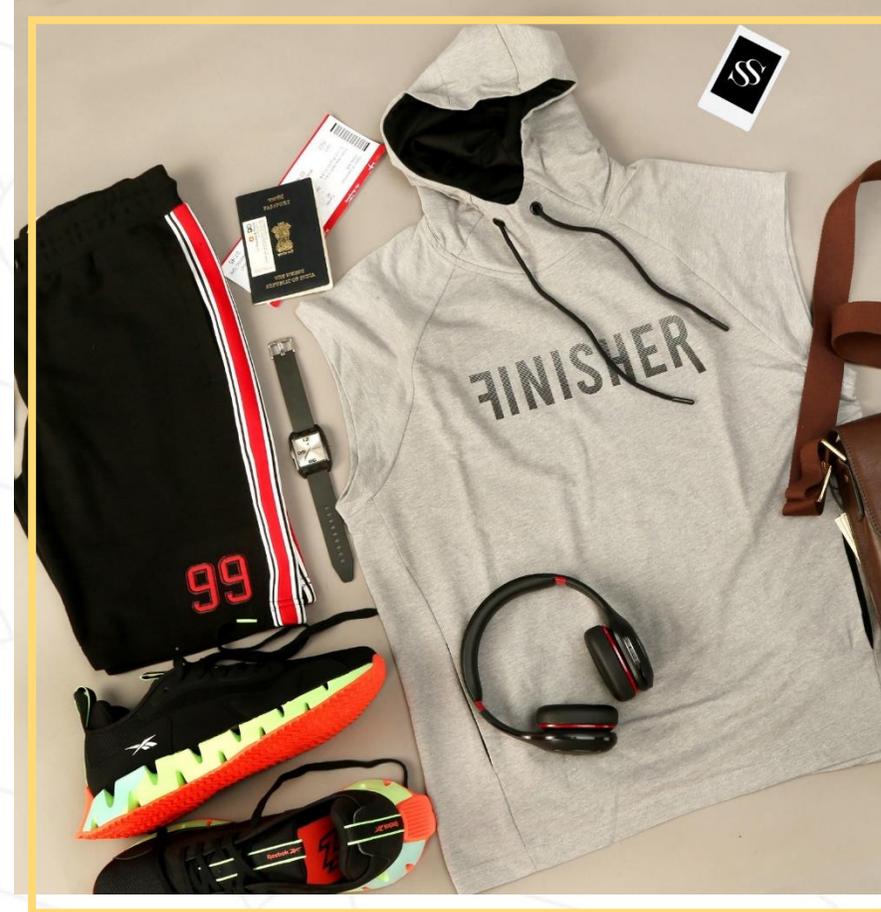
# FINANCIALS Q1 FY22

| Particulars          | Non - GAAP Financials |             |             | GAAP Financials |             |             |
|----------------------|-----------------------|-------------|-------------|-----------------|-------------|-------------|
|                      | FY 22                 | FY21        | Gr%         | FY22            | FY21        | Gr%         |
| Rs. in Crs.          |                       |             |             |                 |             |             |
| Revenue              | 246                   | 61          | 306%        | 225             | 60          | 277%        |
| Other Income         | 3                     | 3           | 24%         | 64              | 104         | -38%        |
| <b>Total Revenue</b> | <b>221</b>            | <b>56</b>   | <b>292%</b> | <b>265</b>      | <b>158</b>  | <b>68%</b>  |
| Margin               | 72                    | 10          | 586%        | 78              | 17          | 350%        |
| Margin%              | 29%                   | 17%         |             | 35%             | 29%         |             |
| Operating Exp.       | 191                   | 146         | 31%         | 141             | 120         | 17%         |
| <b>EBITDA</b>        | <b>-116</b>           | <b>-133</b> | <b>13%</b>  | <b>1</b>        | <b>2</b>    | <b>-17%</b> |
| Depreciation         | 35                    | 47          | -25%        | 88              | 100         | -12%        |
| Finance Cost         | 5                     | 7           | -27%        | 51              | 55          | -8%         |
| <b>PBT</b>           | <b>-156</b>           | <b>-187</b> | <b>16%</b>  | <b>-137</b>     | <b>-153</b> | <b>10%</b>  |

| Adjustment in net profit     | GAAP adj    |
|------------------------------|-------------|
| <b>PBT (as per Non GAAP)</b> | <b>-156</b> |
| Lease Rent (Non-GAAP)        | -54         |
| Finance costs                | 45          |
| Depreciation on ROU Assets   | 51          |
| Remeasurement of leases life | -60         |
| Others                       | 0           |
| <b>PBT (as per GAAP)</b>     | <b>-137</b> |

# BALANCE SHEET

| Particulars                    | Jun'21      | Mar'21      |
|--------------------------------|-------------|-------------|
| Net worth                      | 631         | 774         |
| Loan Fund                      | 195         | 124         |
| <b>Total Liabilities</b>       | <b>825</b>  | <b>898</b>  |
| Fixed Assets + Lease Deposit   | 730         | 762         |
| Investments                    | 111         | 196         |
| Inventory                      | 288         | 284         |
| ROR Inventory                  | 569         | 565         |
| Other Current Assets           | 456         | 456         |
| <b>Total Current Assets</b>    | <b>1313</b> | <b>1304</b> |
| Trade Creditors                | 329         | 352         |
| Trade Creditors ROR            | 569         | 565         |
| Others                         | 431         | 429         |
| <b>Total Current Liability</b> | <b>1328</b> | <b>1346</b> |
| <b>Net Current Assets</b>      | <b>-15</b>  | <b>-42</b>  |
| <b>Total Assets</b>            | <b>825</b>  | <b>917</b>  |



| Net Cash           | Rs. in Crs |
|--------------------|------------|
| Cash & Investments | 96         |
| Loan               | 195        |
| <b>Net Debt</b>    | <b>98</b>  |

# CASH FLOW

| Particulars                                   | Jun'21      | Mar'21      |
|---|-------------|-------------|
| Cash Profit from Operations (after tax)       | -115        | -186        |
| Changes in Working Capital                    | 17          | -59         |
| <b>Cash generated from Operations</b>         | <b>-98</b>  | <b>-245</b> |
| Fixed Assets /Reduction in Capex Creditors    | -12         | -78         |
| <b>Cash generated from Operations</b>         | <b>-110</b> | <b>-323</b> |
| Redemption of Investments (Net)               | 47          | 69          |
| <b>Cash post Investing Activities</b>         | <b>-62</b>  | <b>-254</b> |
| Right issues Proceeds(Net)                    | 0           | 296         |
| Interest & Finance Cost                       | -5          | -28         |
| Loan Repayment                                | 45          | 26          |
| <b>Net Increase/(decrease)in Bank Balance</b> | <b>-23</b>  | <b>40</b>   |



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# WAY FORWARD

## General/ Customers

- Demand outlook looks positive, with continued decline of 2<sup>nd</sup> wave
- Expect normalcy by late Q3
- Long Festive (Pujo and Diwali) would assist recovery
- **Customers** –
  - Investment in advanced analytics and Martech, leading to better engagement
  - Leverage user content in member communication
  - Better engagement with First Citizen Black Customers through exclusive initiatives

## Product

- To Launch
  - **Apparel** –Exclusive online Brand (In.fuse) for Men, Women and Kids in Q2
  - **Beauty** 50+brands in the next 3 months
  - **Arcelia (Beauty Private Brand)** Fragrance and Deodorants in Q2 and colour cosmetics in Q4
  - **Home** - Galmaxy, Borosil, Vedas Homes and Vidivi.
- **Continued product innovation** with focus on Athleisure and other category extensions

## Operations

- Network Expansion & Evolution continues. **Plan to Open 30+ Stores in the next 24 months**
- **Launch Shoppers Stop Beauty** premium stores
- Make **Beauty Services** more personal
- **Penetrate Tier 2 – 3 markets** with concise stores
- **Omni** –
  - Rollout new Customer interface on App/Mobile.
  - Leverage Brands Partnership to build destination categories

# 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 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 attract and retain highly skilled professionals, political instability, legal 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.

# ANNEXURE

# FINANCIALS Q1 FY22

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| Exceptional Item/OCI            | 15                    | -23         | 165%        | 15              | -23         | 165%        |
| <b>PBT(Aft. Excp &amp; OCI)</b> | <b>-171</b>           | <b>-164</b> | <b>-5%</b>  | <b>-152</b>     | <b>-130</b> | <b>-17%</b> |
| Tax                             | -35                   | -38         | 10%         | -35             | -38         | 0.0%        |
| <b>PAT</b>                      | <b>-137</b>           | <b>-125</b> | <b>-9%</b>  | <b>-118</b>     | <b>-92</b>  | <b>-28%</b> |

| Adjustment in net profit       | GAAP adj    |
|--------------------------------|-------------|
| <b>PBT (as per Non – GAAP)</b> | <b>-156</b> |
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In case of any clarifications please contact on [investor@shoppersstop.com](mailto:investor@shoppersstop.com)