

SRL:SEC:SE:2020-21/43

8 September, 2020

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
(Scrip Code: 30028)
7, Lyons Range
Kolkata – 700 001

Dear Sir,

Sub: Investor updates/press release on Un-audited financial results for the quarter ended 30 June, 2020.

Pursuant to Regulation 30 of SEBI (LODR) Regulation, 2015, Please find annexed herewith a copy of the Investor update / press release dated 8 September, 2020 on Un-audited financial results for the quarter ended on 30 June, 2020.

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)
FCS-4818

Encl: As above

Spencer's Retail Limited

Earnings Presentation – Q1 FY21

For Q1 FY21

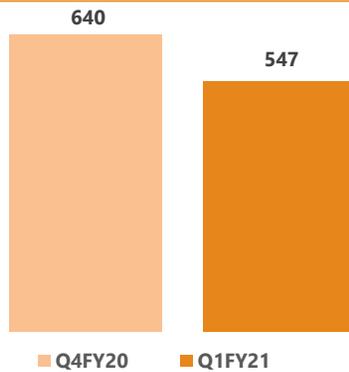
- Revenue de-growth of **(-)9%*** Q1 FY21 vs Q1 FY20 **owing to restricted operating hours and non-food sale restrictions**
- Revenue from Non-Food Categories **>28%** Q1FY21 vs **>36%** Q1FY20
- Gross Margin % stands at **20.5%*** Q1FY21 vs **20.9%** Q1FY20 **owing to restrictions on higher margin non-food/Apparel/GM/ other non-essential sale**
- EBITDA of ₹ **(-)4 Cr*** and PAT of ₹ **(-)55 Cr***

* Natures Basket Limited was acquired in July'2019 hence the Financials numbers of period ended June'20 are not comparable with previous year
Revenue de-growth (-) 27% and Gross Margin % 19.1%, EBITDA (-)8cr and PAT (-)47cr on comparable basis

Consolidated Financial Parameters FY21

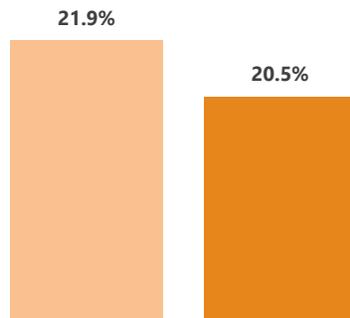
Quarter

Revenue from Operation (₹ Cr)



Q4FY20 Q1FY21

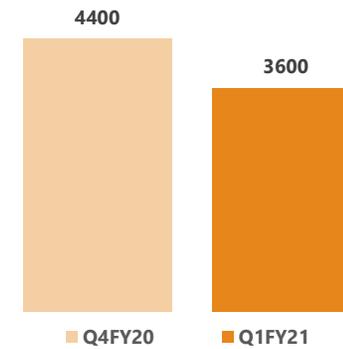
Gross Margin (%)



Q4FY20 Q1FY21

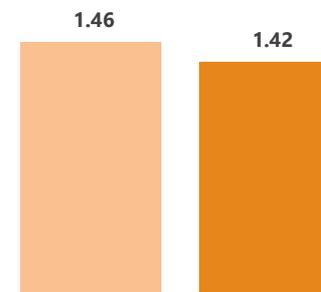
Quarter

Gross Sales per Sq ft (₹)



Q4FY20 Q1FY21

Trading Area (Mn Sq ft)

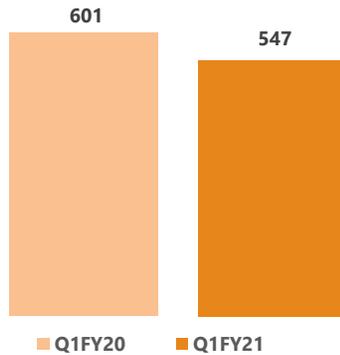


Q4FY20 Q1FY21

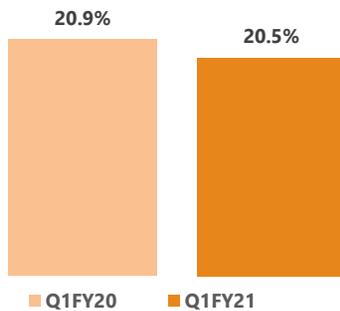
Consolidated Financial Parameters FY21

Quarter

Revenue from Operation (₹ Cr)



Gross Margin (%)

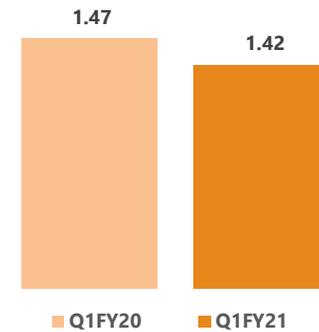


Quarter

Gross Sales per Sq ft (₹)



Trading Area (Mn Sq ft)



* Natures Basket Limited was acquired in July'2019 hence the Financials numbers of period ended June'20 are not comparable with previous year

Standalone Financials – Profit & Loss

3 months ended			Growth		Standalone (₹ Cr)	12 months ended
30-Jun-20	31-Mar-20	30-Jun-19	Y-o-Y	Q-o-Q		31-Mar-20
-	1	4			New Stores added	10
158	160	160	-1%	-1%	Total Store count	160
-	0.02	0.17			TA added (Lac sq.ft)	0.66
13.37	13.73	13.86	-4%	-3%	TA exit (Lac sq.ft)	13.73
439	554	601	-27%	-21%	Revenue from operations	2,373
356	436	475	-25%	-19%	Cost of Goods Sold	1,872
84	117	126	-33%	-28%	Gross Margin	501
19.1%	21.2%	20.9%	-187 bps	-209 bps	Gross Margin %	21.1%
40	40	38	3%	-1%	Employee expenses	161
59	62	62	-4%	-5%	Other expenses	261
7	11	9	-26%	-37%	Other income	30
(8)	26	35			EBITDA	109
-1.8%	4.7%	5.8%	-767 bps	-654 bps	EBITDA %	4.6%
24	34	22			Depreciation	105
15	17	12			Finance costs	61
(47)	(25)	1			PBT	(57)
-10.7%	-4.6%	0.2%	-1081 bps	-609 bps	PBT %	-2.4%
-	-	-			Tax Expenses	-
(47)	(25)	1			PAT	(57)
(0.4)	(0.4)	(0.4)			Other Comprehensive Income	(1.4)
(47)	(26)	1			Total Comprehensive Income	(58)

Standalone Financials – Profit & Loss

Nature's Basket

Natures Basket was acquired on July 2019 hence Q1 LY comparison not done.

Sequentially with Q4 LY EBITDA and PAT has improved.

Natures Basket Limited has reported its first-ever **positive EBITDA** within 1 year of acquisition due to successful integration efforts

3 months ended		Growth	Standalone (₹ Cr)	For the period
30-Jun-20	31-Mar-20	Q-o-Q		5th Jul'19 - 31st Mar'20
-	-		New Stores added	-
31	31	0%	Total Store count	31
-	-		TA added (Lac sq.ft)	-
0.84	0.84	0.0%	TA exit (Lac sq.ft)	0.84
108	86	25%	Revenue from operations	269
79	64	25%	Cost of Goods Sold	208
28	23	24%	Gross Margin	60
26.2%	26.4%	-19 bps	Gross Margin %	22.5%
7	6	8%	Employee expenses	24
14	16	-15%	Other expenses	60
0.8	1.1	-34%	Other income	2
9	2		EBITDA	(22)
7.9%	1.9%	605 bps	EBITDA %	-8.3%
7	12		Depreciation	29
5	6		Finance costs	18
(4)	(16)	-76%	PBT	(69)
-3.6%	-18.9%	1526 bps	PBT %	-25.8%
(4)	(16)		PAT	(69)
0.1	0.6		Other Comprehensive Income	0.8
(4)	(16)		Total Comprehensive Income	(69)

Consolidated Financials – Profit & Loss

3 months ended			Growth		Consolidated (₹ Cr)	12 months ended
30-Jun-20	31-Mar-20	30-Jun-19	Y-o-Y	Q-o-Q		31-Mar-20
547	640	601	-9%	-15%	Revenue from operations	2,640
435	500	475			Cost of Goods Sold	2,073
112	140	126	-11%	-20%	Gross Margin	567
20.5%	21.9%	20.9%	-46 bps	-138 bps	Gross Margin %	21.5%
48	48	40	20%	1%	Employee expenses	191
75	84	63	19%	-10%	Other expenses	318
8	13	9	-18%	-40%	Other income	32
(4)	21	32			EBITDA	89
-0.7%	3.3%	5.3%	-595 bps	-396 bps	EBITDA %	3.4%
31	48	22			Depreciation	138
20	23	12			Finance costs	82
(55)	(49)	(2)			PBT	(131)
-10.0%	-7.7%	-0.4%	-959 bps	-227 bps	PBT %	-5.0%
(0.1)	(0.2)	-			Tax Expenses	(0.2)
(55)	(49)	(2)			PAT	(131)
(0.3)	0.3	(0.4)			Other Comprehensive Income	(0.6)
(55)	(49)	(3)			Total Comprehensive Income	(131)

*Natures Basket Limited was acquired in July'2019 hence the Financials of period ended June'20 are not comparable with previous year

Business Highlights

Moving towards OMNI Channel

Major shift of gear in direct to customer channel



Health & immunity advisor program

Immunity & Health zone across stores.

In collaboration with Dr. Lal Path Lab have launched health adviser program.



Fresh F&M 3hr Delivery

Differentiated F&M offerings - "Freshness and Immunity".



Store as Hub

Contactless delivery
'Out of Store' Sales
Whatsapp ordering
Chatbot
Hyper Local customer connect



Embracing the new normal



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 and in Natures basket limited L'exclusif, healthy alternatives and Natures.

The first ever hypermarket in India was launched by Spencer's in Hyderabad in 2000. Today, Spencer's (including Nature's Basket) runs 189 stores with a total 14.2 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.

Q1 FY21 – Highlights: Consolidated Revenue from Operations at ₹547 Crore;
Consolidated Gross Margin stands at 20.5%
Nature's Basket Limited reports its first-ever positive EBITDA

Kolkata: Sept 08, 2020: Spencer's Retail Ltd reported standalone turnover of ₹439 crore and Gross Margin of 19.1% for quarter ended June 30, 2020. Spencer's operates with 158 Stores with a total trading area of 13.4 Lacs square feet as on June 30, 2020.

Natures Basket Ltd reported standalone turnover of ₹108 crore and Gross Margin of 26.2% for the quarter ended June 30, 2020. Natures Basket operates with 31 stores with a total trading area of 0.84 Lacs square feet as on June 30, 2020.

Spencer's results reflect the impact of lockdowns, limited operational hours, and restrictions on the selling of higher margin "non-essential" items such as Apparel/General Merchandise/other Non-Food items which were not allowed to sell. The loss of business hours was partly offset by the Ecom business which grew five-fold. The Out of store business (e-commerce, RWA programs and delivery business) constituted double digit share of sales. Consolidated revenues growth was (-)15% on QoQ basis. (547Cr vs 640Cr).

Unaudited Consolidated Financial Results for the quarter ended June 30, 2020:

- ✓ **Revenue from Operations** for the quarter ₹ 547 Cr
- ✓ **Gross Margin** for the quarter ₹ 112 Cr at 20.5%
- ✓ **EBITDA (-)** ₹4 Cr
- ✓ **PAT (-)** ₹55 Cr

Mr. Shashwat Goenka, Sector Head, said, *"This has been an extremely challenging quarter for the economy. We are happy that we were able to have over 90% of our stores operational from the first day and throughout the pandemic to serve the people of our nation. We treated the pandemic as an opportunity and responded with agility to treat our stores as "hubs" to reach out to our customers through our "out-of-store program". This includes initiatives such as 'hyper-local customer connect', e-commerce, phone delivery, order-taking chat-bots, as well as quickly tying up with partners to enable quick deliveries. These initiatives we believe will be instrumental for our future growth as well."*

Goenka added, "I am delighted to share that Natures Basket Limited has reported positive EBITDA within 1 year of acquisition due to successful integration efforts and has witnessed significant growth despite the challenging conditions by winning the trust of customers."

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