

SRL:SEC:SE:2023-24/47

September 11, 2023

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
(Symbol : SPENCERS)

BSE Limited
(Scrip Code: 542337)
Phiroze Jeejeebhoy Tower
Dalal Street
Mumbai – 400 001
(Scrip Code:542337)

Dear Sir/Madam,

Sub: Intimation of Investors' Presentation

Further to our letter no. SRL:SEC:SE:2023-24/46 dated September 6, 2023, please find enclosed a copy of the presentation to be made by the Company at the Investors' Conference to be held as per the schedule referred to in our said letter. The said presentation is also uploaded on the website of the Company at www.spencersretail.com.

The above information is being submitted in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015.

We request you to take the afore-mentioned information on record and oblige.

Thanking you.

Yours faithfully,
For Spencer's Retail Limited

Vikash Kumar Agarwal
Company Secretary & Compliance Officer

Encl: as above

Spencer's Retail Limited

Regd. Office: Duncan House, 31, Netaji Subhas Road, Kolkata-700 001
Corp. Office: RPSG House, 2/4 Judges Court Road, Kolkata-700 027
Tel: +91 33 2487 1091 Web: www.spencersretail.com
CIN: L74999WB2017PLC219355



RP - Sanjiv Goenka
Group

Growing Legacies

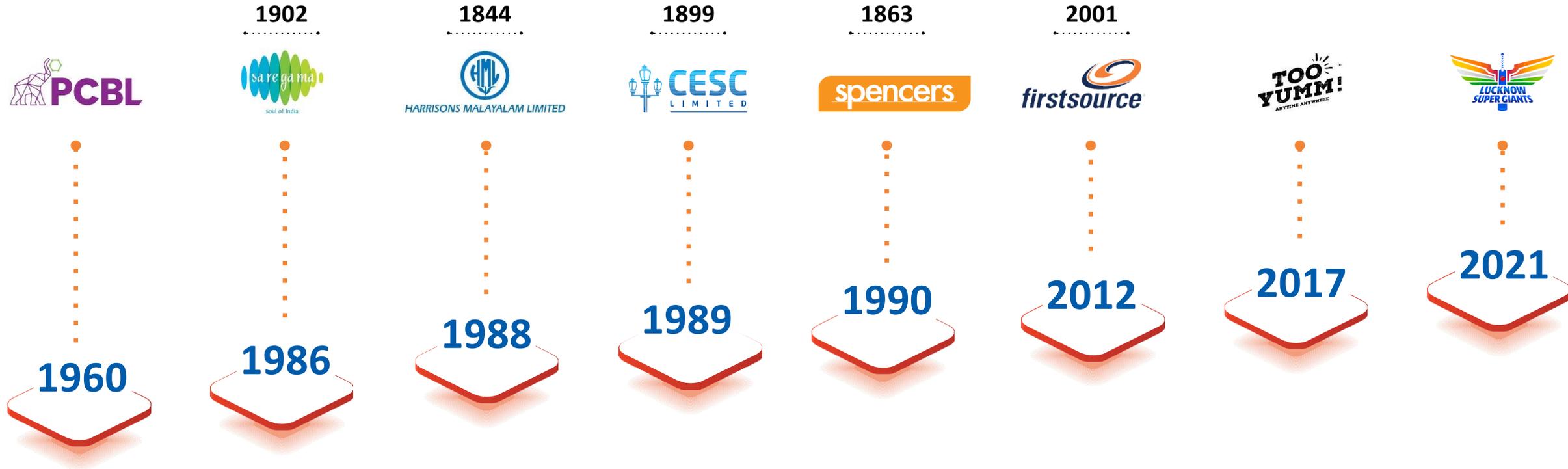
RPSG Group

&

spencers

  www.rpsg.in

Growing legacies



Legacy is about building the future by honouring the past. With a rich heritage, RPSG Group today is one of the most revered business conglomerates of India. The Group inspires trust and credibility through its value-driven business culture and thought leadership.

● Year of Acquisition ● Year of Incorporation

RPSG group: Building a diversified conglomerate



One of India's **New-age and fastest growing**

conglomerates[#]

Presence in **45+** countries[#]

Strong workforce of

50,000

employees, belonging to different nationalities[#]

100+ offices worldwide[#]

* As on FY23

Anchored to core values



We strive towards performance excellence, value-addition and strong bottom line orientation. I'm happy to say this focus has paid-off – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

Dr. Sanjiv Goenka
Chairman
RP-Sanjiv Goenka Group

Vision

To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



Shashwat Goenka
Sector Head- Retail & FMCG



V C Agrawal
President Group Human Resources



Rajarshi Banerjee
Group Chief Financial Officer



Debasish Banerjee
Managing Director (Distribution) CESC Limited



Rabi Chowdhury
Managing Director (Generation) CESC Limited



Kaushik Roy
Managing Director PCBL Limited



Vikram Mehra
Managing Director Saregama India Limited



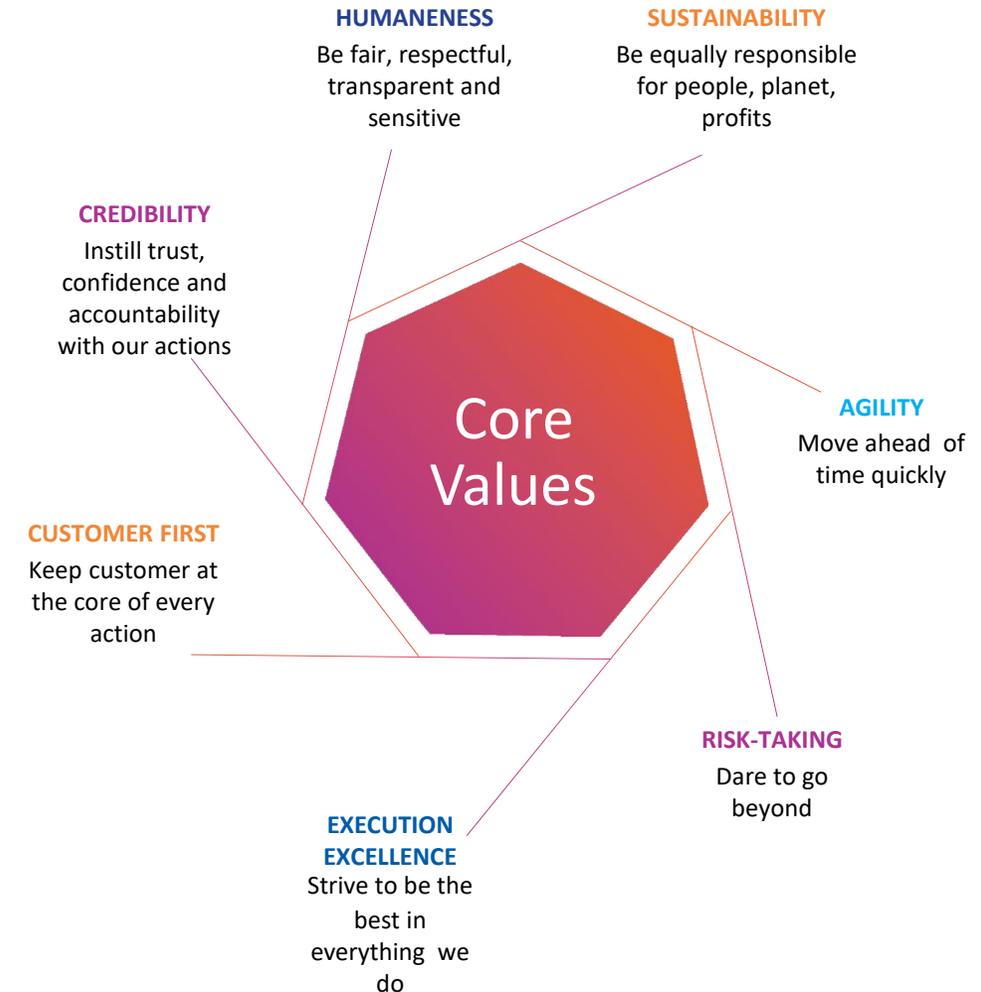
Ritesh Idani
Managing Director and CEO Firstsource Solutions



Rajeev Khandelwal
Chief Executive Officer FMCG Business

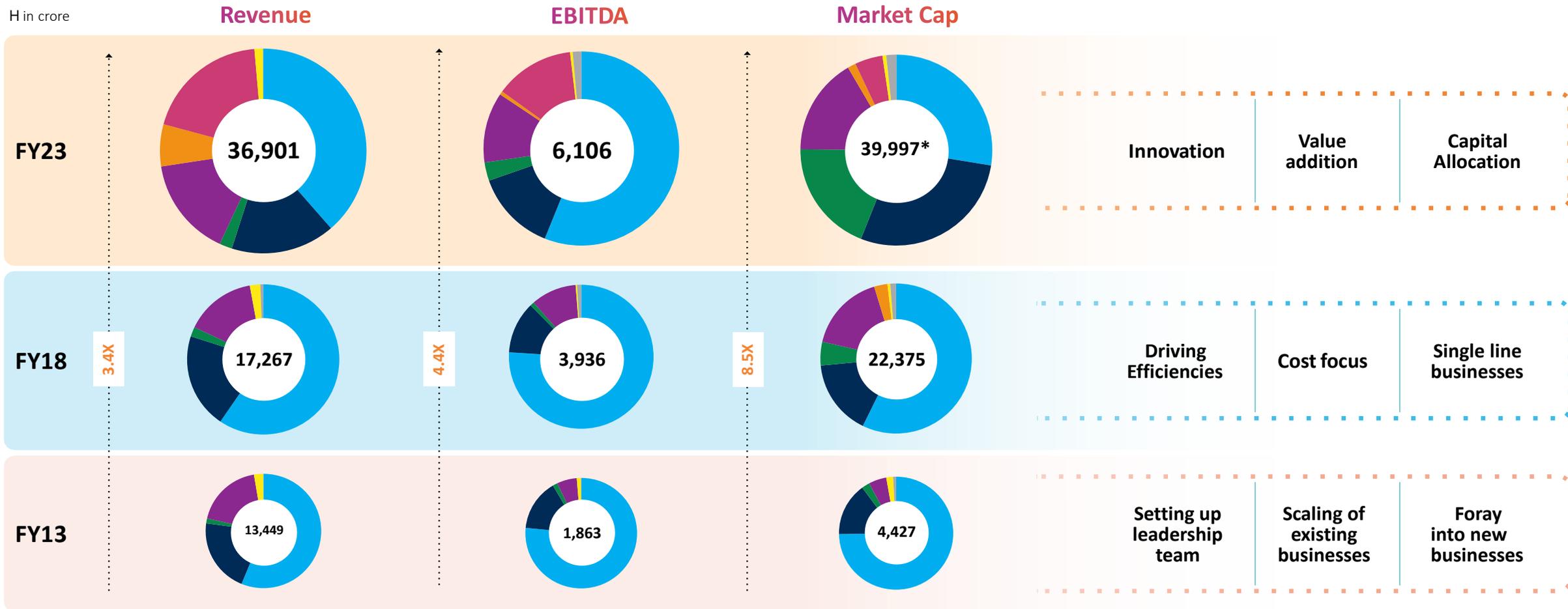


Anuj Singh
Chief Executive Officer Retail Business



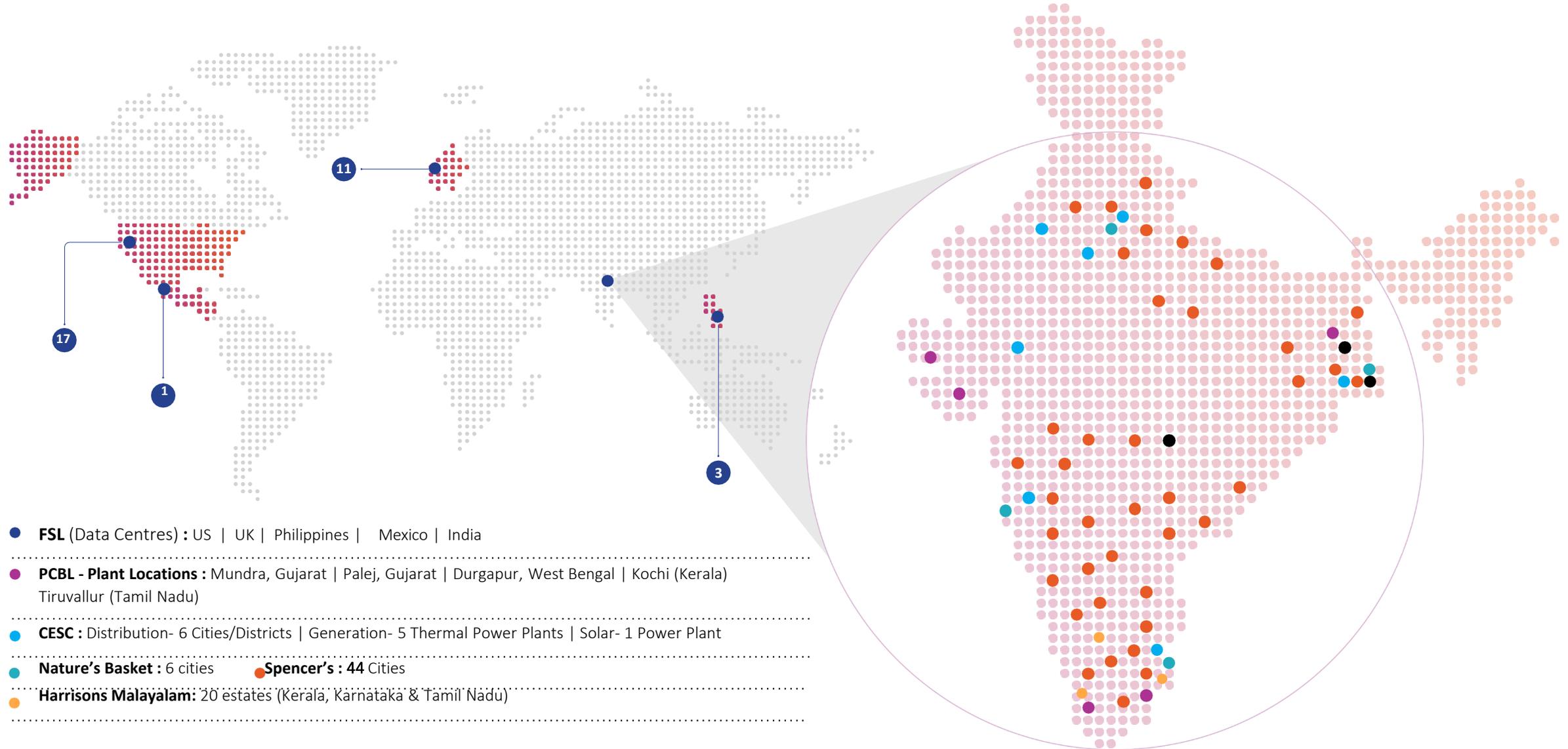
Group's growth trajectory

H in crore



*Market cap as on 31st Aug 2023

Our geographical presence



- **FSL (Data Centres) :** US | UK | Philippines | Mexico | India

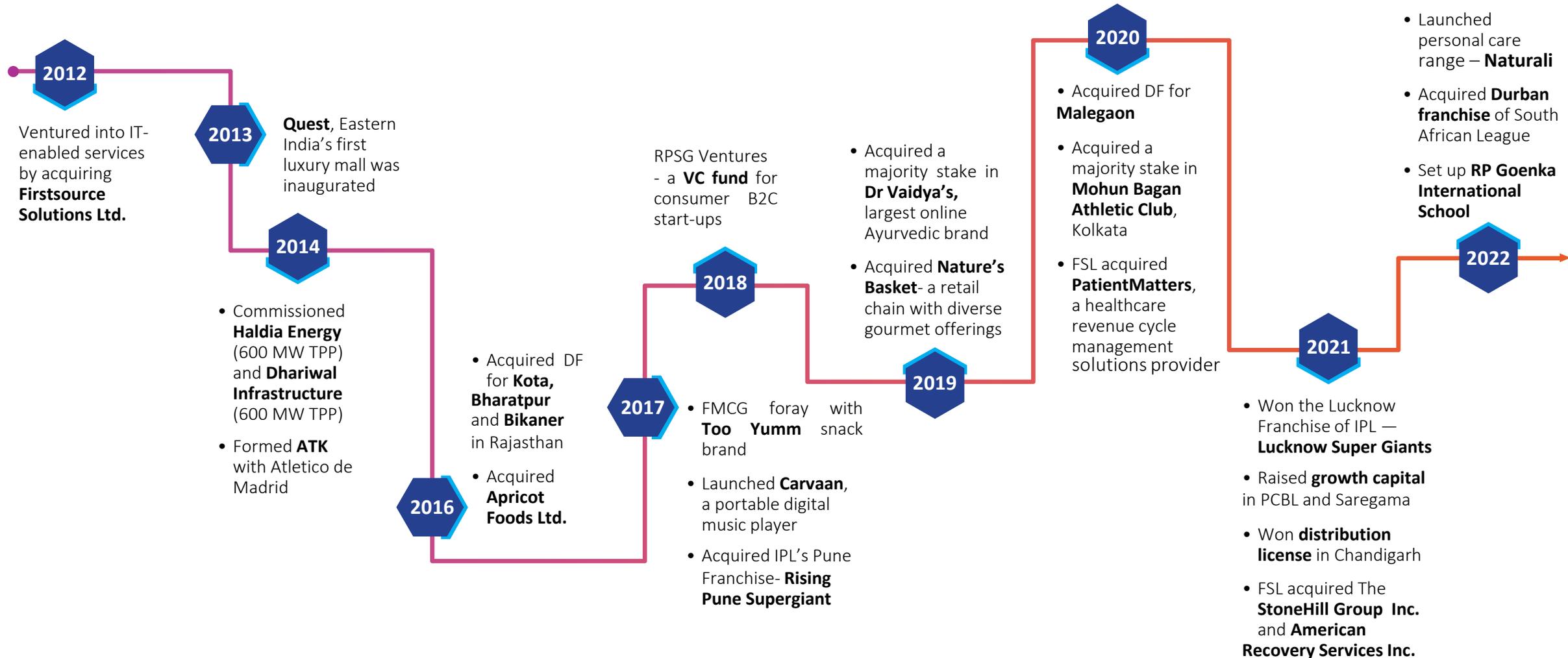
- **PCBL - Plant Locations :** Mundra, Gujarat | Palej, Gujarat | Durgapur, West Bengal | Kochi (Kerala) Tiruvallur (Tamil Nadu)

- **CESC :** Distribution- 6 Cities/Districts | Generation- 5 Thermal Power Plants | Solar- 1 Power Plant

- **Nature's Basket :** 6 cities ● **Spencer's :** 44 Cities

- **Harrisons Malayalam:** 20 estates (Kerala, Karnataka & Tamil Nadu)

Our journey through the decade



Sustainability

as one of the core values for the group – ‘Be equally responsible for people, planets and profits’

“Great Place to Work”

CESC, Firstsource & Spencer’s

Green Building

17 Certified Buildings & 1.6 Mn Sq Ft of Operating Area

The RP-Sanjiv Goenka Group has received the **United States Green Building Council Leadership Award** for South-East Asia 2021 for its one-of-a-kind project

Sustainability Reports – **CESC** and **PCBL** have been publishing their Sustainability reports annually for a few years now

GHG emission reduction target

PCBL- 15% plans to reduce net Co₂ emission by 2030

CESC aims to reduce its GHG emissions and Carbon Footprint by 2030

Water Conservation

All plants at PCBL adhere to ZLD regulations.

By 2030 CESC covet all power plants to be ZLD compliant

FSL and **HML** have **44%** & **50%** **women workforce**, respectively

Firstsource comprehended in the **2022 Bloomberg Gender-Equality Index (GEI)**

Board Composition

FSL, PCBL, Saregama, Spencer's, RPSG Ventures, CESC - 50% Independent Directors

Strategic priorities



Sustainably growing our businesses
(Organic and Inorganic mix)



Enriching portfolio of businesses
by increasing share of
value-added product and services



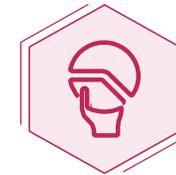
Profitable Growth
(Focus on ROCE as KPI)



Transforming into R&D and
Innovation led culture



ESG
Commitment



Shareholder
Value Creation

Numerous Legacies Continuous Growth

2000 Years



RPSG Retail Business

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Our Journey so far...

1989

Introduced Modern Retail to India

2000

Launch of 1st Hypermarket in India

2019

Listed in Stock Exchanges
Acquisition of Natures Basket
Spencers reported first ever positive PBT
Natures Basket turnaround within 1 year of acquisition

2019 to 2022

COVID-19 impact
Adapted to the environment and Introduced Phone delivery, WhatsApp delivery by Scaling of our Omni Channel Business



2023

Recalibrating expansion strategy
Driving Operational efficiencies
Sustaining Omni Channel Business

100+ Foodworld Stores

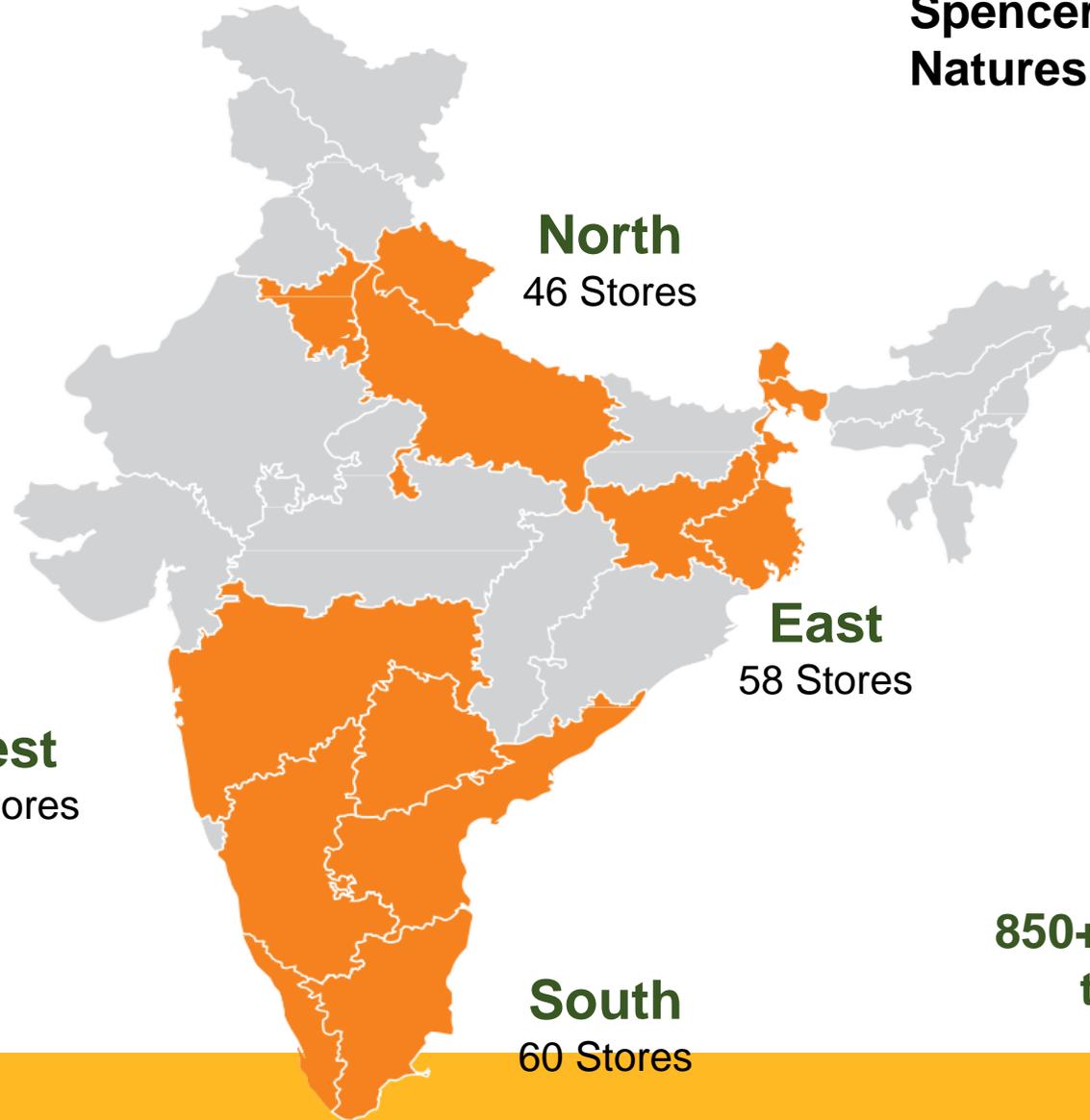
FY20 Sales 2400cr+

FY22 Sales 2000Cr+

FY23 Sales 2200Cr+

Our Presence...

Spencers: 152 stores
Natures Basket: 34 stores

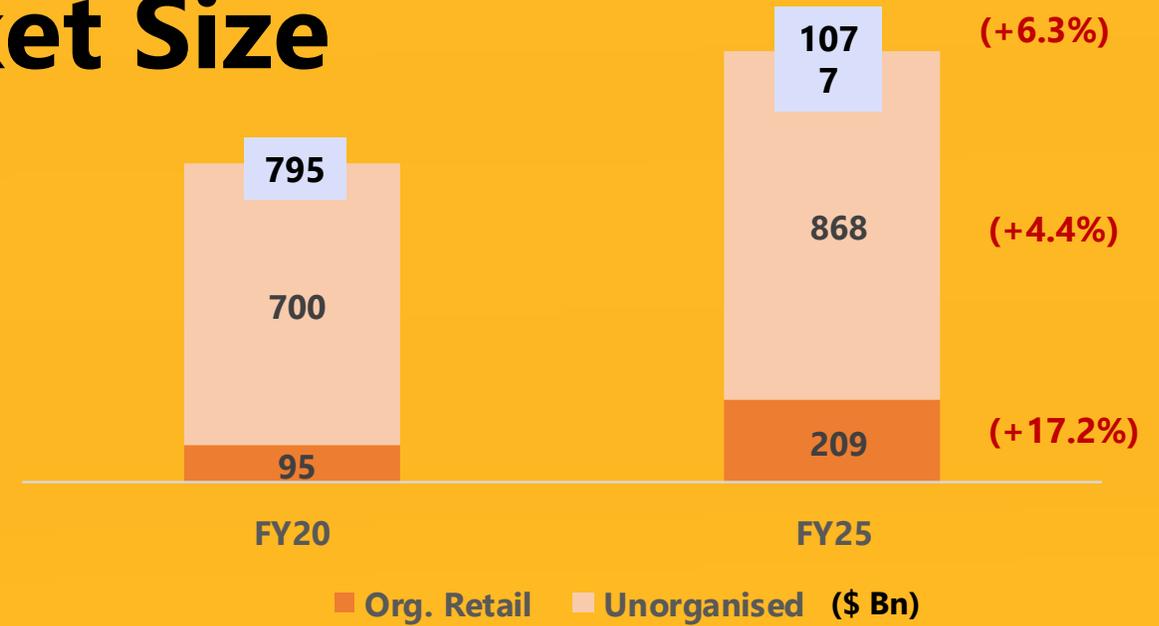


**Serving 40+ cities
through OOS**

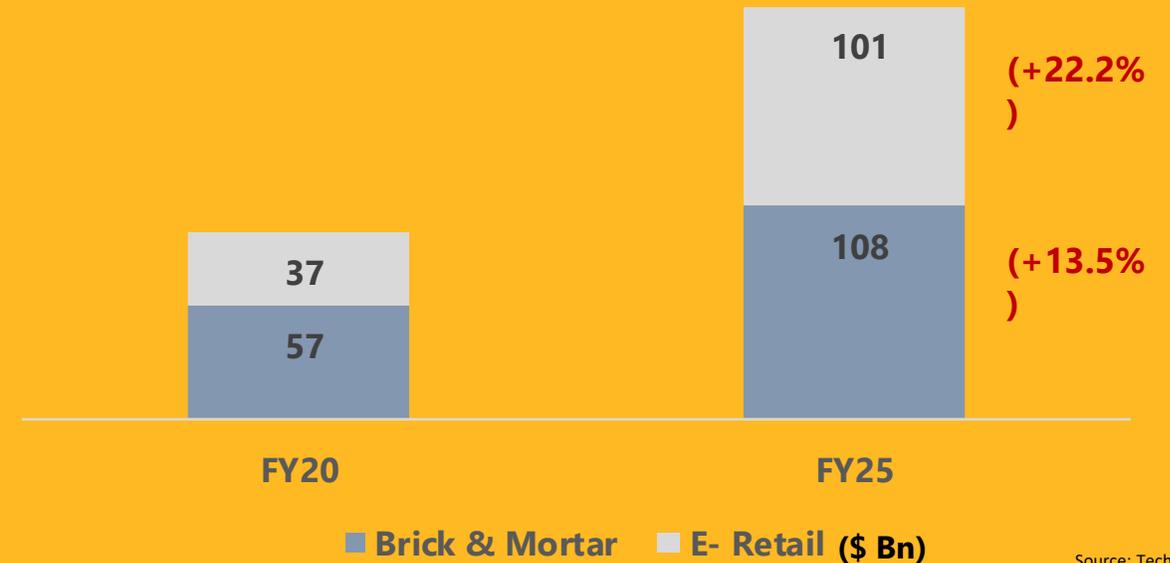
**850+ Pin codes served
through Online**

Retail Market Size

- Indian Retail Industry to grow at CAGR of 6.3% to reach \$ ~1 trillion by 2025
- Driven by Organized Retail growing at CAGR 17.2%
- Organized retail share to move from 11.9% to 19.4% by FY25



- The future of retail is “OMNI Channel”
- E-Retail will be the fastest growing channel for organised market because of the favourable Ecosystem
 - Growing consumerism of the middle class
 - Young population
 - Access to technology platform



Spencers

Legacy & High Brand Recall

Cluster bases strengths WB & UP

Experienced Team

Differentiated Merchandising/Assortment

- Fresh including Fish & Meat
- Liquor
- International Food

Natures Basket

Premium Positioning

Listed Gourmet Retailer in India

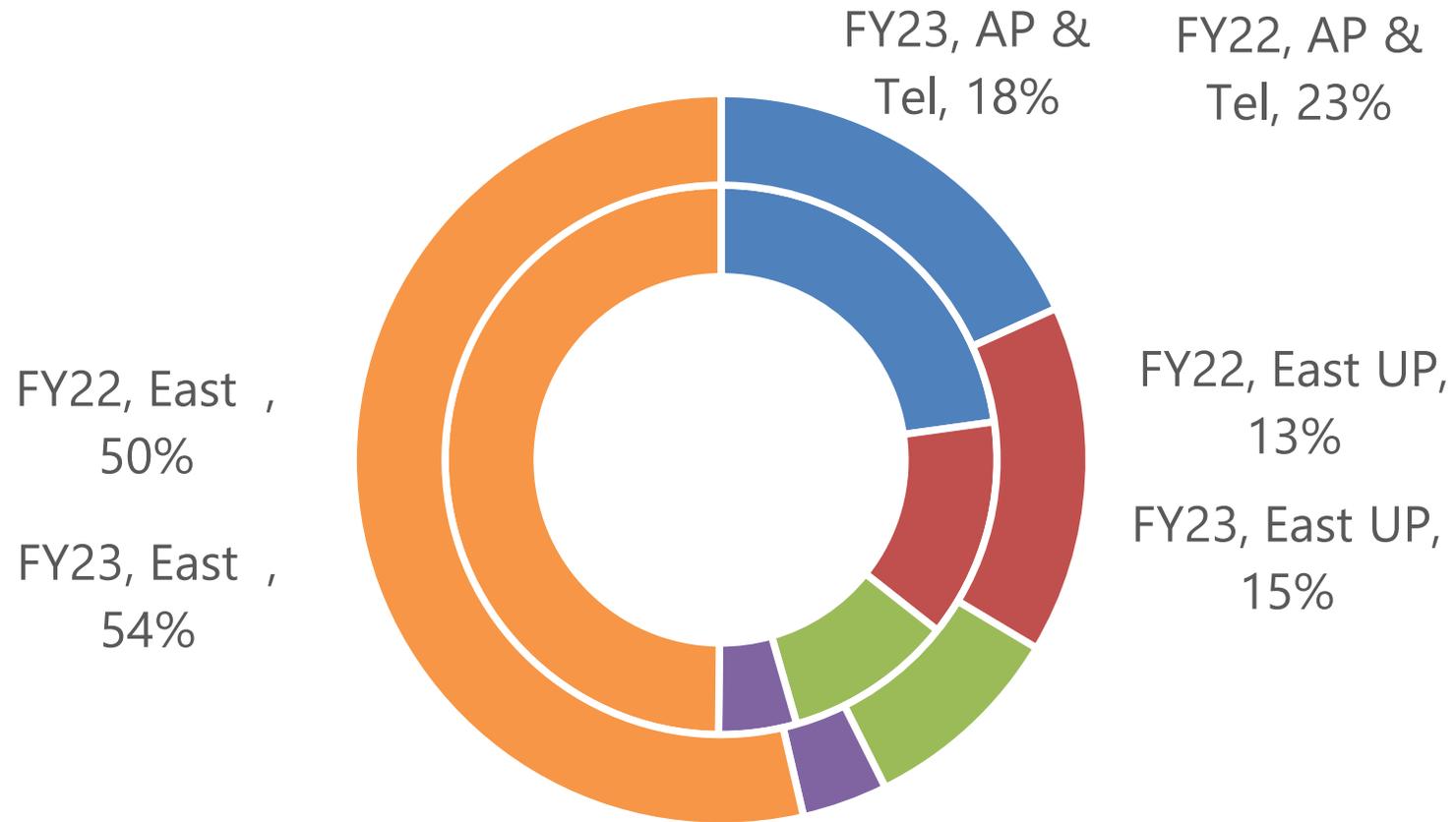
Marquee Locations / High Street properties

High Margin Business

Experiential Shopping Environment

Presence in growing consumption cities i.e.
Mumbai, NCR, Bangalore & Kolkata

Region wise Business Mix %



■ AP & Tel
 ■ East UP
 ■ NCR
 ■ TNKBRLR
 ■ East

Key Levers..



Footprint

To add 10% of Trading area per annum

Spencers primary focus on two clusters i.e. WB & UP and Natures Basket in Mumbai, Bangalore, NCR & Kolkata

City penetration with combination of Hypermarket, Kirana and Value-market

Marquee Properties at high street locations for Natures Basket



Omni Channel*

Sustaining the Omni Channel business mix of 25%+

Pin Code penetration 100% where we are present



Experience & Efficiencies

Non Food business mix of 25%+ led by General Merchandise

Increasing choice for consumers with SOR brands

Curating multiple specialty and experience zones in our stores

Driving business efficiencies across all cost items

*Omni Channel refers to Website, App, WhatsApp, Phone ordering

Dalhousi 20 x 10_Width x Height



RP - Sanjiv Goenka Group

spencers

#SpencersDelivers

50,000+ products* In 1 HOUR

DOWNLOAD NOW

GET IT ON Google Play

Download on the App Store

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RP - Sanjiv Goenka Group

Now your spencers store is on Whatsapp

Ease of Ordering

20000+ Products

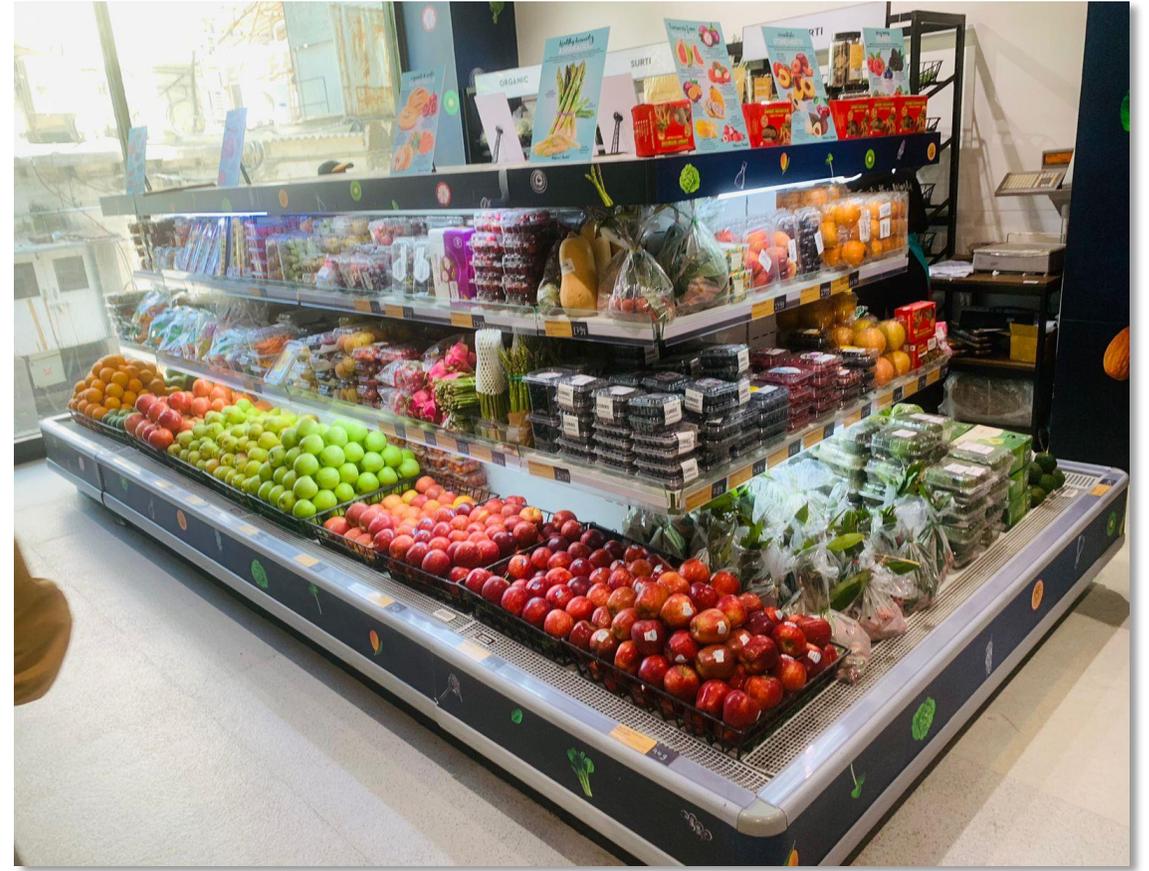
Same Day Delivery

Say 'Hi' to **7044497979** and order with ease!









The Leadership Team

Anuj Singh

*Chief Executive Officer
& Managing Director*

Rahul Nayak

Whole Time Director

Gagan Katyal

General Merchandise and
Electronics & Electricals Category

Saurabh Bansal

*Chief Merchandising
Officer*

Neelesh Bothra

Chief Financial Officer

Mrigank Saraf

Liquor Category &
Ecommerce

Somasundaram

Ramanathan

Head Operations

Tajender Pal Singh

FMCG Category

Raghuram PL

Information Technology

Sandeep Sinha

Head Human Resources

Deepak Gupta

Staples Category

Lily Vincent

Category Head
Natures Basket

Manish Agarwal

Fresh Category

Joyeeta Kumar

Apparel Category

Sachin Agarwal

Chief Operating Officer
Natures Basket

Experienced Leadership team with an average of 20+ years each

THANK YOU