

**9Month FY22 – Highlights:** Improvement in Profitability by ₹51 Crore (9MFY22 vs 9MFY21)  
1.9x GMV Growth in Omni Channel business (9MFY22 vs 9MFY21)

**Q3 FY22 – Highlights:** Improvement in Gross Margin % by 114bps (21.1% Q3FY22 vs 19.9% Q3FY21)  
1.3x GMV Growth in Omni Channel business (Q3FY22 vs Q3FY21)

**Kolkata: Feb 09, 2022:** Spencer's Retail Ltd reported standalone turnover of ₹544 crore and Gross Margin of 19.8% for quarter ended Dec 31, 2021. Spencer's operates with 153 Stores with a total trading area of 13.42 Lacs square feet as on Dec 31, 2021.

Natures Basket Ltd reported standalone turnover of ₹80 crore and Gross Margin of 29.2% for the quarter ended Dec 31, 2021. Natures Basket operates with 36 stores with a total trading area of 1.08 Lacs square feet as on Dec 31, 2021. Natures Basket continues to be EBITDA positive on quarter on quarter basis driven by better margin and sustained cost controls on year to date basis.

**Unaudited Consolidated Financial Results for the quarter ended Dec 31, 2021:**

- ✓ **Revenue** for the quarter ₹ 624 Cr & **Gross Margin ₹ 131 Cr at 21.1%**
- ✓ **EBITDA ₹32 Cr**
- ✓ **PBT (-) ₹27 Cr**
- ✓ **ORIPL our OMNI Channel Business witnessed 1.3x GMV growth & improved its profitability by 84% (from (-)4.4crore Q3FY21 to (-)0.7crore Q3FY22)**

**Unaudited Consolidated Financial Results for 9 months ended Dec 31, 2021:**

- ✓ **Revenue** for 9 months ended Dec 31, 21 ₹ 1758 Cr & **Gross Margin ₹ 367 Cr at 20.9%**
- ✓ **EBITDA ₹88 Cr**
- ✓ **PBT (-) ₹79 Cr, reflecting 254 bps YoY recovery (from (-)7.1% 9MFY21 to (-)4.5% 9MFY22)**
- ✓ **ORIPL our OMNI Channel Business witnessed 1.9x GMV growth & improved its profitability by 78% (from (-)13.1crore 9MFY21 to (-)2.9crore 9MFY22)**

**Mr. Shashwat Goenka, Sector Head,** said, "We witnessed 7% sequential growth in both of our businesses Spencer's and Natures Basket although the latter part of December month remained challenging with subdued consumer sentiments and increase in cases of new COVID variant.

*Our revenue from non-food category led by General Merchandise and Apparel has started growing year-on-year and quarter-on-quarter basis as well.*

*Mr. Goenka added, "We continue to witness momentum in our OMNI Channel business for the third quarter with 1.3x growth over last year."*