

**Q1 FY23 – Highlights:** Business Growth of 15% QoQ with highest ever Non-Food Mix in Last 3 years  
Sustained OMNI Channel Growth  
Enhancement of Gross Margin % by 53bps (Q4FY22 vs Q1FY23)

**Kolkata: Aug 11, 2022:** Spencer's Retail Ltd reported standalone turnover of ₹555 crore and Gross Margin of 19.6% for quarter ended Jun 30, 2022. Spencer's operates with 155 Stores with a total trading area of 13.89 Lacs square feet as on Jun 30, 2022.

Natures Basket Ltd reported standalone turnover of ₹67 crore and Gross Margin of 29.4% for the quarter ended Jun 30, 2022. Natures Basket operates with 35 stores with a total trading area of 1.07 Lacs square feet as on Jun 30, 2022. Natures Basket continues to be EBITDA positive on quarter on quarter basis driven by sustained higher margin and cost efficiencies.

We have opened 2 new Spencer's stores during the year having Trading Area of ~31k sq.ft.

### **Unaudited Consolidated Financial Results for the quarter ended Jun 30, 2022:**

- ✓ **Revenue** for the quarter ₹ 621 Cr & **Gross Margin** ₹ 129 Cr at 20.8%
- ✓ **EBITDA** ₹24 Cr, improvement of 11crore QoQ (13crore in Q4FY22)
- ✓ **PBT (-)** ₹34 Cr, improvement of 9crore QoQ ( (-)43crore in Q4FY22)

**Mr. Shashwat Goenka, Sector Head,** said, "Our business has grown by 15% quarter on quarter basis backed by improved consumer footfalls and robust OMNI Channel presence. Our Gross margins % have also improved by 53bps on quarter on quarter basis with both Food & Non-Food delivering better.

Last year Q1 numbers are not comparable due to COVID, we have surpassed our Non Food business mix of Pre-Pandemic levels and have touched highest ever Non-Food Mix in last 3 years.

Mr. Goenka added, "Improved consumer sentiments & with ease of COVID restrictions coupled with pent-up demand and strong Festive season we are confident of our near term business prospects."

**About Spencer's Retail Limited:** Spencer's Retail Limited ([www.spencersretail.com](http://www.spencersretail.com)) | NSE: Spencers | BSE: 542337), 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 runs 190 stores (including Natures Basket) with a total 14.89 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.

Natures Basket Limited is a one shop destination for all multi cuisine cooking needs, healthy food including international food products.

ORIPL is an E-commerce company 100% owned Subsidiary of Spencer's Retail Limited. It is an OMNI Channel platform for Food, Grocery, Fresh, Apparel, General Merchandise and Liquor.

**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.