

H1 FY22 – Highlights: Improvement in Profitability by ₹48 Crore (H1FY22 vs H1FY21)
2.4x GMV Growth in Omni Channel business (H1FY22 vs H1FY21)

Q2 FY22 – Highlights: Improvement in Profitability by ₹16 Crore (Q2FY22 vs Q2FY21)
1.7x GMV Growth in Omni Channel business (Q2FY22 vs Q2FY21)

Kolkata: Nov 12, 2021: Spencer's Retail Ltd reported standalone turnover of ₹507 crore and Gross Margin of 19.8% for quarter ended Sep 30, 2021. Spencer's operates with 155 Stores with a total trading area of 13.69 Lacs square feet as on Sep 30, 2021.

Natures Basket Ltd reported standalone turnover of ₹75 crore and Gross Margin of 29.7% for the quarter ended Sep 30, 2021. Natures Basket operates with 35 stores with a total trading area of 1.03 Lacs square feet as on Sep 30, 2021. Natures Basket continues to be EBITDA positive on quarter on quarter basis.

Unaudited Consolidated Financial Results for the quarter ended Sep 30, 2021:

- ✓ Revenue for the quarter ₹ 582 Cr & Gross Margin ₹ 123 Cr at 21.1%
- ✓ EBITDA ₹26 Cr
- ✓ PBT (-) ₹29 Cr, reflecting 237 bps YoY recovery (from (-)7.3% Q2FY21 to (-)4.9% Q2FY22)
- ✓ ORIPL our OMNI Channel Business witnessed 1.7x GMV growth & improved its profitability by 78%.

Unaudited Consolidated Financial Results for 6 months ended Sep 30, 2021:

- ✓ Revenue for the 6 months ended Sep 30, 21 ₹ 1134 Cr & Gross Margin ₹ 236 Cr at 20.8%
- ✓ EBITDA ₹55 Cr
- ✓ PBT (-) ₹52 Cr, reflecting 395 bps YoY recovery (from (-)8.6% Q2FY21 to (-)4.6% Q2FY22)
- ✓ ORIPL our OMNI Channel Business witnessed 2.4x GMV growth & improved its profitability by 74%.

Mr. Shashwat Goenka, Sector Head, said, "The lockdown was eased in September quarter and our operational hours also improved as compared to previous quarter.

Spencer's standalone performance witnessed sales growth of 7% vs Q1 owing to improvement in sales of non-food category led by General Merchandise and Apparel.

Mr. Goenka added, "We also continue to see a strong momentum in our OMNI Channel business for the second quarter with 1.7x growth over last year."

About Spencer's Retail Limited: Spencer's Retail Limited (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 14.7 Lacs Square Feet in over 41 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.