



# Consumption Ecosystem





# Corporate Information

## Board of Directors

### V. K. Chopra

Chairman & Director  
DIN: 02103940

### Kishore Biyani

Vice-Chairman & Director  
DIN: 00005740

### Vijay Biyani

Managing Director  
DIN: 00005827

### S. Doreswamy

Director  
DIN: 00042897

### Anil Harish

Director  
DIN: 00001685

### Bala Deshpande

Director  
DIN: 00020130

### Dinesh Maheshwari

Executive Director &  
Chief Financial Officer  
DIN: 00088451

## Company Secretary

Deepak Tanna

## Statutory Auditor

DMKH & CO.

## Share Transfer Agent

Link Intime India Pvt. Ltd.  
C-101, 247 Park,  
L.B.S. Marg, Vikhroli (West),  
Mumbai 400 083  
T: + 91 22 4918 6000  
F: + 91 22 4918 6060  
[www.linkintime.co.in](http://www.linkintime.co.in)

## Bankers

Axis Bank  
Canara Bank  
Central Bank of India  
IDBI Bank  
State Bank of India  
Syndicate Bank  
United Bank of India

## Registered Office

Knowledge House, Shyam Nagar,  
Off. Jogeshwari-Vikhroli Link Road,  
Jogeshwari (East),  
Mumbai 400 060  
T: + 91 22 6644 2200  
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## Corporate Office

247 Park, 'C' Tower  
L.B.S. Marg, Vikhroli (West),  
Mumbai 400 083  
T: + 91 22 6119 0000  
F: + 91 22 6199 5019

## Website

[www.felindia.in](http://www.felindia.in)

## Investor Email Id

[investorrelations@futuregroup.in](mailto:investorrelations@futuregroup.in)

## Corporate Identity Number

L52399MH1987PLC044954

# Contents



<b>02</b>	Corporate Information
<b>04</b>	Vice Chairman's Message
<b>06</b>	Completing the Cycle
<b>10</b>	Management Discussion and Analysis
<b>14</b>	Directors' Report
<b>49</b>	Corporate Governance Report
<b>68</b>	5 Years Financial Summary
<b>69</b>	Independent Auditors' Report
<b>74</b>	Balance Sheet
<b>75</b>	Statement of Profit & Loss
<b>76</b>	Statement of Changes In Equity
<b>78</b>	Statement of Cash Flow
<b>79</b>	Notes Forming Financial Statements
<b>109</b>	Auditors' Report on Consolidated Accounts
<b>114</b>	Consolidated Balance Sheet
<b>115</b>	Consolidated Statement of Profit & Loss
<b>116</b>	Consolidated Statement of Changes In Equity
<b>118</b>	Consolidated Statement of Cash Flow
<b>120</b>	Consolidated Notes Forming Financial Statements

# Vice-Chairman's Message



Dear Stakeholders,

We are pleased to share with you the Annual Report for the financial year 2017-18. Your Company posted a total income on consolidated basis of ₹ 5,286 Crore, a growth of 11.94% and a net profit of ₹ 40 Crore at the end of this financial year.

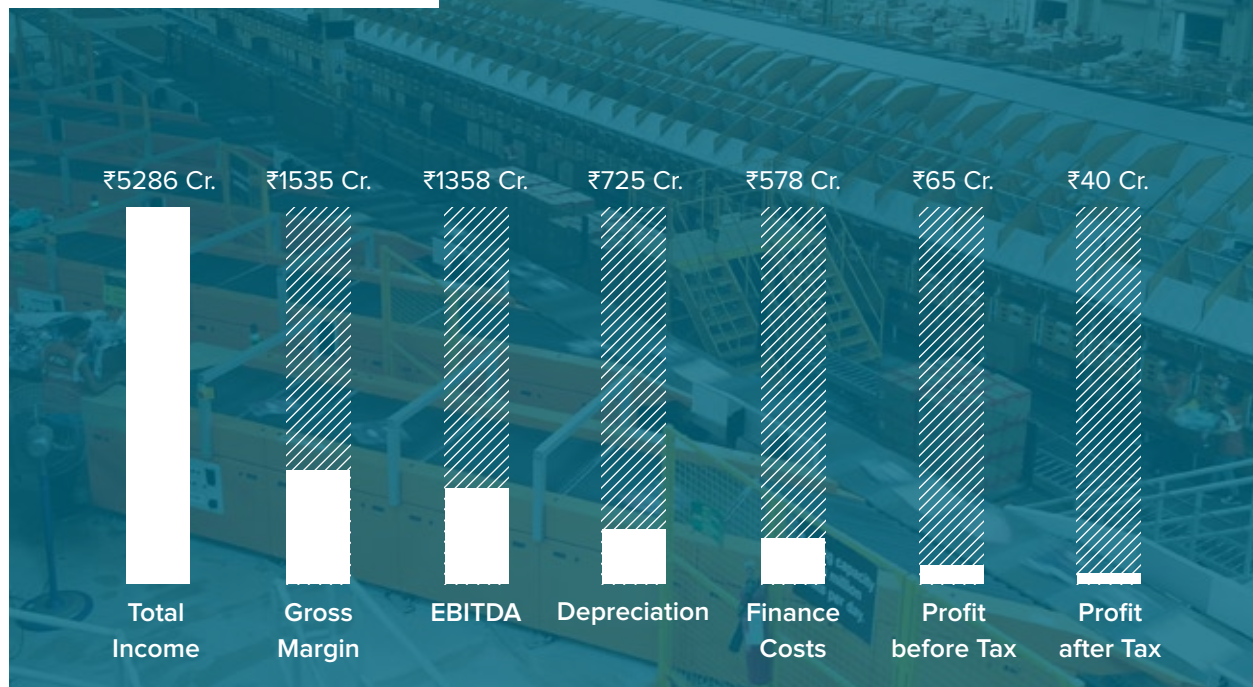
Your Company owns and operates through its subsidiaries, joint-ventures and associated businesses some of the fundamental blocks that help run the extensive retail operations of Future Group.

These include critical functions like design, sourcing and manufacturing of its apparel business, creation and maintenance of the retail infrastructure network in 276 cities and towns and through its subsidiary, Future Supply Chain Solutions Limited, the supply chain and warehousing network for the entire retail business of Future Group. In addition, the Company owns substantial stakes in an office supplies business, various other group companies and two insurance joint ventures in life and general insurance space along with Italy's Generali Group.

The operation of each of these businesses demands extensive managerial and strategic skills and prudent investments in maintenance and growth of these networks. Among the key milestones achieved during the year was the Initial Public Offer and subsequent listing of the Future Supply Chain Solutions Ltd. on The Stock Exchanges, BSE Ltd. (BSE) and the National Stock Exchange (NSE). The Future Supply Chain Solutions Ltd. subsidiary also made a key acquisition, Vulcan Express Private Limited, that will help it extend its presence in the last mile delivery business that is increasingly becoming important to support the omni-channel presence and home delivery for the various retail businesses. Vulcan operates a supply chain network that connects 15 warehouses and 166 hubs to stores and homes of customers. The supply chain business grew its revenues of ₹ 784 Crore, a growth of 35.95% while net profit was ₹ 67 Crore, a growth of 47.19%.

The insurance companies, wherein your Company owns substantial stakes promises significant value

## Financial Snapshot (Consolidated)



creation for the company in the medium to long-term future of your Company. Your Company continues to strengthen these companies and invest in growing these businesses. The general insurance business sold over 2 million policies and posted a net premium growth of 17.67%. The company's net profit grew at 83.72% to ₹ 79 Crore, during this financial year. The life insurance business grew its net premium by 35.27% to ₹ 958 Crore during the financial year and improved upon its net retention ratio to 96.50%.

The core business of the Company is engaged in owning, investing, operating and maintenance of the retail infrastructure that runs some of India's most popular retail brands such as Big Bazaar, easyday, fbb, Foodhall, among others. 862 retail stores are part of the Company's network and these stores cover more than 13 million square feet of retail space in 276 cities and towns spread in 26 states and UTs across the country. The Company has been investing heavily in renovating, upgrading and opening new Big Bazaar stores,

including the highly acclaimed Big Bazaar GenNxt stores that feature world class design and consumer experiences. An extensive sourcing, design and manufacturing base for textiles and garments that is housed within your Company support these stores. This continues to be a key driver for growth as more and more Indians go for value added, branded consumption in the apparel space.

During the forthcoming year, we will continue to strengthen the Companies' investments and subsidiaries and create opportunities for both unlocking of value and value creation. We deeply appreciate your support and encouragement in being part of our journey.

Rewrite Rules, Retain Values

Kishore Biyani

# Completing the Cycle



## Supply Chain Solutions

During the financial year, Future Supply Chain Solutions Limited made an Initial Public Offering and was successfully listed on Indian stock exchanges. During the year, the company grew its revenues to ₹ 784 Crore, a growth of 35.95% while net profit was ₹ 67 Crore, a growth of 47.19%. The company now operates 4.58 million square feet of warehousing space, along with a technologically enabled pan India supply chain network covering over 11,000 pin codes. It also acquired Vulcan Express Private Limited, giving it a strong foothold in the last mile delivery space. Vulcan operates a supply chain network that connects 15 warehouses and 166 hubs to stores and homes of customers. FEL owns a 51.22% stake in Future Supply Chain Solutions Limited.

## Insurance

The Company owns stakes in two insurance companies - life and general insurance, along with the Generali Group, the largest insurer in Europe. During the year, the general insurance business increased its Net Premium to ₹ 1280 Crore, a growth of 17.67% and posted a profit of 79 Crore, a growth of 83.72%.

The life insurance issued around 79,000 new policies and renewed around 8,36,000 policies, with a net retention ratio of 96.50%. The company posted net premium of ₹ 958 Crore, a growth of 35.27%. FEL owns a 31.11% stake in Future Generali Life Insurance Company Limited and a 49.91% stake in Future Generali India Insurance Company Limited.



*With presence across logistics, design, sourcing, manufacturing and insurance, the Company is well placed to benefit from India's growing consumption economy.*



## Manufacturing & Leasing

The Company is engaged in owning, investing, operating and maintenance of the retail infrastructure that runs some of India's most popular retail brands such as Big Bazaar, easyday, fbb, Foodhall, among others. 862 retail stores are managed by the Company and these stores cover more than 13 million square feet of retail space in 276 cities and towns spread in 26 states and UTs across the country. Most of these stores now feature world-class store design, customer services and experience that are designed to grow the consumption economy in India. The Company has been investing in growing this network as well as upgrading the existing stores in line with international trends and customer expectations. The Company's lease income grew to ₹ 759 Crore during the year.

The manufacturing and trading income of the company grew to ₹ 3425 Crore during the year. The Company has a specialized apparel design and sourcing team, coupled with an in-house manufacturing facility at Tarapur in Maharashtra and at the Apollo and Goldmohur mills located in the heart of Mumbai. During the year, some of the key brands sourced, designed or manufactured by the Company, such as DJ&C, Shyla and Pink N Blue in menswear, womenswear and kidswear segments respectively each posted sharp rise in value of brand sales. Other brands such as Knighthood and Buffalo continue to grow at a rapid pace. These businesses support the fast growing fashion businesses of Future Group and a few third party companies.



*State-of-the-art  
warehousing and  
logistics network*

