



Shoppers Stop

Leading chain of stores for retailing of apparels & accessories

Shoppers Stop was among the pioneers in setting up a nation-wide chain of large format department stores with professional management. The Company, promoted by a leading group in the business of real estate development and hotels in India, has now established itself as one of India's leading retailers and has become the highest benchmark for the Indian retail industry. The company now has 20 stores spread across the country

Deal Snapshot

- **Sector : Retail**
- **Investment : US\$ 1.2 mn**
- **Date of Inv.: April 2000**
- **IPO : May 2005**
- **Exit : January 2006**
- **Realized Return : 25% p.a.**

Value Added

- **Supported the Company on a strategy for acquisition of prime property across the country**
- **Contributed to the Company evolving a business model with a mix of concession as well as consignment stocks that enabled the Company de-risk inventory as well as turn profitable**
- **Led financial restructuring that resulted in lowering of cost of funds**
- **Led the Company's efforts towards launching its IPO**