

# COMPANY BACKGROUND

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## ALOK INDUSTRIES LIMITED

	<u>March 10</u>	<u>March 11</u>
Sales (£ Mn)	591	872
Sales Growth	45%	47%
EBITDA (£ Mn)	174	243
Improvement (£ Mn)	62	68
Employees	More than 22,000	

## GRABAL ALOK (UK) LIMITED

	<u>March 10</u>	<u>March 11</u>
Sales (£Mn)	111	123
Sales Growth	8%	10%
EBITDA (£ Mn)	- 3	1.7
Improvement (£ Mn)	14.8	4.7
Employees	More than 2,000	
Stores		218

- WHAT HAVE WE ACHIEVED ON LOCAL HIGH STREETS?

# STORE TWENTY ONE

40 NEW  
STORES IN  
LAST 2  
YEARS

Chard

Belle Vale

Tewkesbury

Stanley

Retford

Houghton Le Spring

Biggleswade

ShIPLEY

Carmarthen

BrynmaWr

Royston

Nailsea

Bedworth

Jarrow

Goole

Spalding

Nelson

Bromsgrove

Farnworth

Huyton

Northfield

Barrow in Furness

Hull – Hessle Road

Fleetwood

Accrington

Beckton

Sunderland

Heckmondwike

Sittingbourne

Honiton

Winsford

Brighouse

Redcar

Blyth

Letchworth

Margate

Boscombe

Newtown

Wigston

Bridlington

Swadlincote

Alnwick

Bitterne

qs

qs

Cardi  
£10  
ladies  
jeans  
from  
£5

Blue sign on the left side of the image.



WOOLWORTHS

al

Samples

Map

# STORE TWENTY ONE

STORE TWENTY ONE

STORE TWENTY ONE

Top  
£10



STORE TWENTY ONE







THE #1  
**SHOP TO LET**  
**AS CONSENT**  
SIGNIFICANT INCENTIVES  
AVAILABLE  
perkinsfox  
020 7486 6550

TO RENT this shop please contact  
**PERKINS FOX ON 020 7486 6550**



# STORE TWENTY ONE

STORE  
TWENTY  
ONE



- WHAT DO WE LOOK AT WHILE OPENING STORES ON LOCAL HIGH STREETS?

# HIGH STREET OPENINGS – CONSIDERATIONS

Size is important- make an impact!



- WHAT IS THE FUTURE OF LOCAL HIGH STREETS?

# WHAT HAS WORKED FOR US?

- Recession- A time of change and opportunity for value retailers
- Competitive offer - Reassurance to customers on pricing
- Selective high streets will develop further – some will demise and some will further build on – strong will get stronger, weak will get further weaker
- We do believe in the future of local high streets and will be opening another 20 stores in the next 12 months

STORE  
TWENTY  
ONE