



V2 Retail Limited

Date: October 26, 2019

To,

<u>National Stock Exchange of India Limited</u> Exchange Plaza, Plot No. C/1, G Block, BandraKurla Complex, Bandra(East) Mumbai-400051, NSE Code- V2RETAIL	<u>BSE Limited</u> 25 th floor, "PhirozeJeejeebhoy Tower", Dalal Street, Narimal Point, Mumbai-400001 BSE Code-532867
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Sub: Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015:- Q2 FY20 Result Update

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, Please find enclosed herewith **Q2 FY20 Result Update**.

Please treat this as intimation to your exchange as per the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015.

This is for your information and record.

Yours Truly

For V2 Retail Limited


Mr. RAMCHANDRA AGARWAL
Chairman & Managing Director
DIN00491885



Q2 FY20 Result Update

October 2019



**A
COMPLETE
FAMILY FASHION
STORE**

**VARIETY OF LATEST ETHNIC &
DESIGNER WEAR**

MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE

V2
Value & Variety
A Complete Family
Fashion Store

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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Q2 FY20 Highlights



REVENUE

₹ 1,507 Mn in Q2 FY20 as compared to
₹ 1,557 Mn in Q2 FY19.

EBIDTA

EBIDTA for Q2 FY20 stood at ₹116 Mn. EBIDTA for Q2FY19 stood at ₹ (79) Mn.

GROSS PROFIT

₹ 418 Mn in Q2 FY20 as compared to
₹ 463 Mn in Q2 FY19. Gross margin
stood at 27.7% for Q2 FY20.

PBT

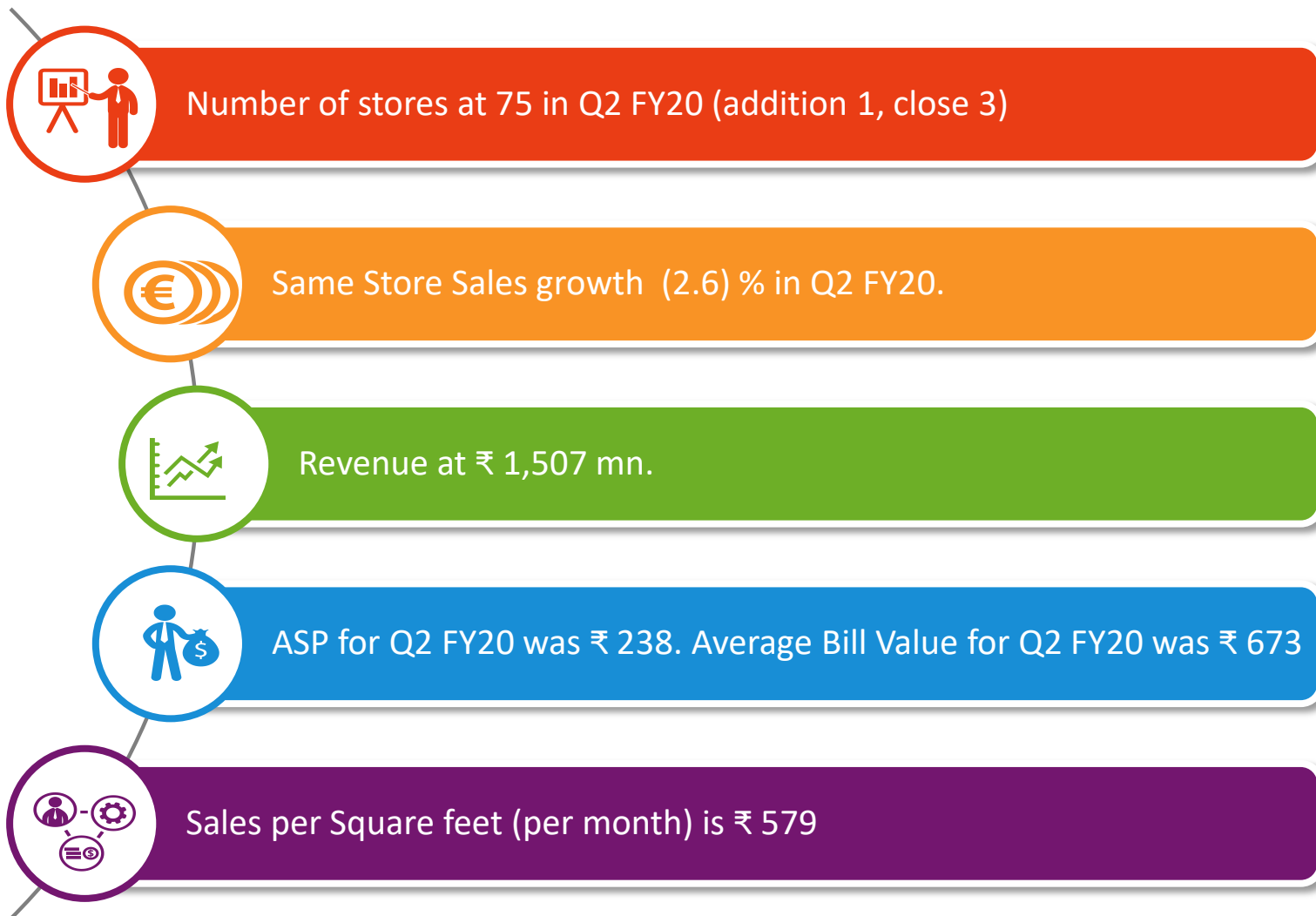
PBT for Q2 FY20 stood at ₹(97)
mn. PBT for Q2 FY19 stood at ₹
(64) mn.

PAT

PAT for Q2 FY20 stood at ₹ (104) mn.
PAT for Q2 FY19 stood a ₹ (185) mn.

IND AS 116 became applicable effective annual reporting period beginning April 1, 2019. The Company has adopted the standard, using the modified retrospective approach for transition. As such EBIDTA and PBT figures may not be exactly comparable with other periods

Highlights Q2 FY20





Number of stores - 75 in H1 FY20 (addition 2, close 4). Total Retail area in excess of 8.40 lakh sq.ft.



Same Store Sales growth (5.6%) compared to H1 FY19. ASP for H1FY20 was ₹ 251



Revenue growth of 3 % to ₹ 3,530 Mn



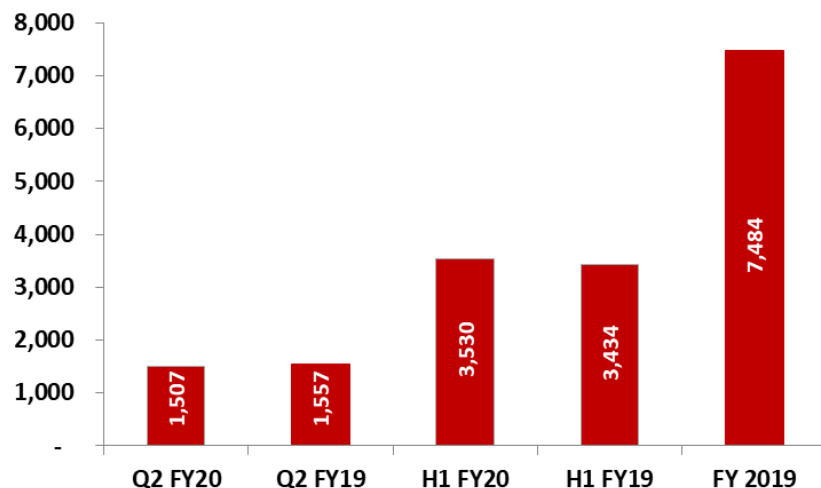
Gross Profit at ₹ 1,009 Mn



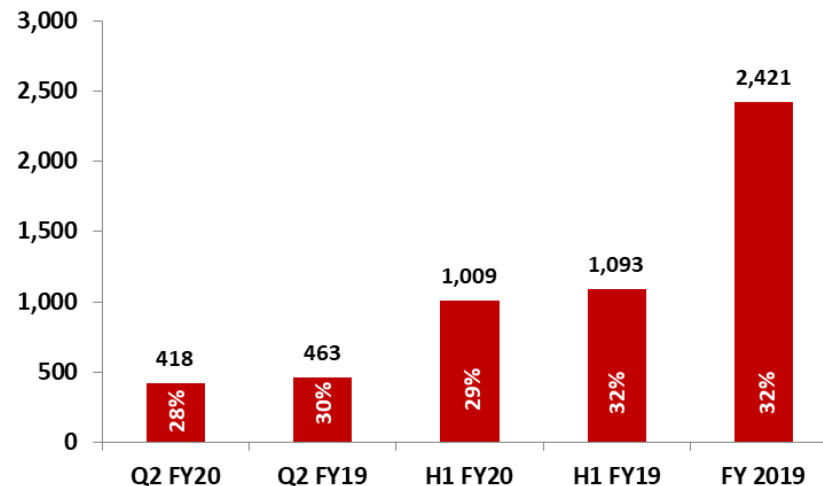
Sales per Square feet (per month) is ₹ 673

Financial Highlights

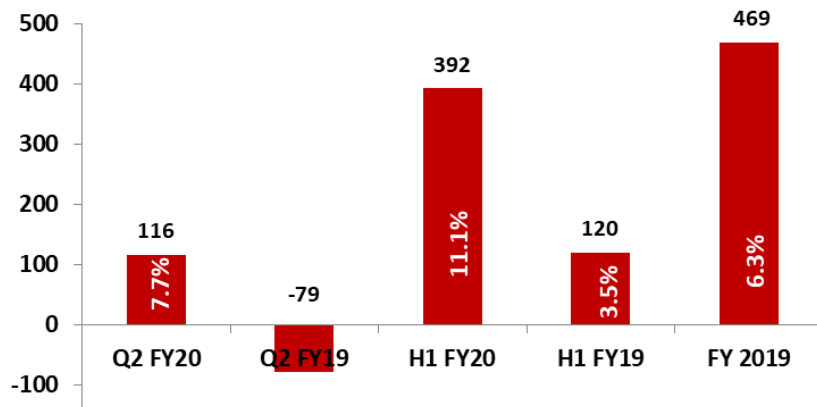
Revenue (₹ Million)



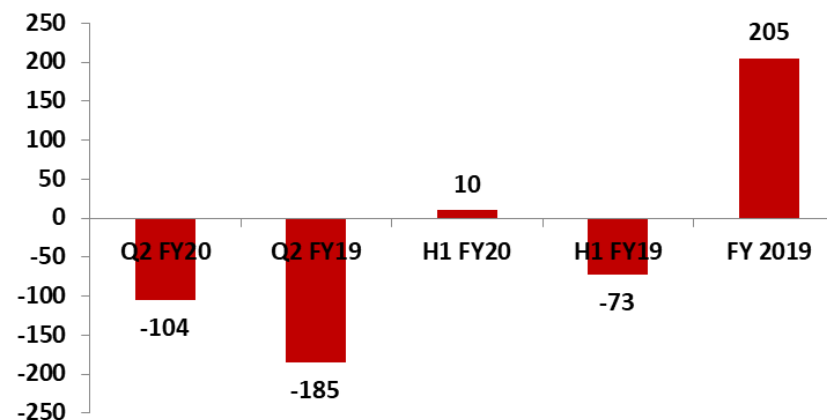
Gross Profit (₹ Million) and Gross Profit Margins



EBIDTA (₹ Million) and EBIDTA Margins



Profit After Tax (₹ Million)



IND AS 116 became applicable effective annual reporting period beginning April 1, 2019. The Company has adopted the standard, using the modified retrospective approach for transition. As such EBIDTA and PBT figures may not be exactly comparable with other periods

Profit & Loss



Particulars (₹ million)	Q2 FY20	Q1 FY20	Q2 FY19	H1 FY20	H1 FY19	FY2019
Revenue from Operations	1,507	2,023	1,557	3,530	3,434	7,484
Total Income	1,509	2,025	1,608	3,534	3,494	7,583
Gross Profit	418	591	463	1,009	1,093	2,421
<i>GP Margin (%)</i>	28%	29%	30%	29%	32%	32%
EBIDTA	116	276	-79	392	120	469
<i>EBIDTA Margin (%)</i>	8%	14%	-5%	11%	3%	6%
Other Income	2	2	51	3	59	99
Depreciation	134	126	35	268	64	144
Finance Cost	81	74	1	155	1	7
PBT Before Exceptional Item	-97	77	-64	-20	114	417
<i>PBT Margin (%)</i>	-6%	4%	-4%	-1%	3%	5%
Exceptional Item (Gain) / Loss	-	-	25	-	25	266
PAT	(104)	114	(185)	10	(73)	205
<i>PAT Margin (%)</i>	-7%	6%	-12%	0%	-2%	3%
Total Comprehensive Income	(105)	114	(185)	8	(73)	204
EPS Basic (₹ per share)^	(3.07)	3.36	(5.44)	0.29	(2.14)	6.02
EPS Diluted (₹ per share)^	(3.07)	3.36	(5.44)	0.29	(2.14)	6.02

^ Not Annualised

IND AS 116 became applicable effective annual reporting period beginning April 1, 2019. The Company has adopted the standard, using the modified retrospective approach for transition. As such EBIDTA and PBT figures may not be exactly comparable with other periods

Profit & Loss - Reconciliation

To the extent the performance of the current period is not comparable with previous period results, the reconciliation of above effect on statement of the profit and loss for the quarter and six months ended September 30, 2019 are as under:

₹ million

Adjustment to Increase / Decreases in Net Profits	Q2 FY20			H1 FY20		
	Comparable Basis	Changes due to Ind AS 116 Increase / (Decrease)	As Reported	Comparable Basis	Changes due to Ind AS 116 Increase / (Decrease)	As Reported
Other Expenses	267	(121)	146	548	(243)	305
Depreciation & Amortisation Expenses	43	91	134	85	176	260
Finance Cost	10	71	81	13	142	155
Profit before Tax	(55)	(41)	(97)	55	(74)	(20)
Less: Tax Expenses / Credit	18	(11)	8	(10)	(19)	(30)
Profit after Tax	(74)	(31)	(104)	65	(55)	10

IND AS 116 became applicable effective annual reporting period beginning April 1, 2019. The Company has adopted the standard, using the modified retrospective approach for transition. The table highlights the adjustments to Net Profits

Balance Sheet

Particulars (₹ in Mn)	H1FY2020	FY2019
ASSETS		
Non-current assets		
Property, plant and equipment	945	977
Capital work-in-progress	6	-
Right to use Assets	2,616	-
Other intangible assets	16	21
Intangible assets under development	41	41
Financial assets		
Loans	57	48
Other financial assets	16	16
Deferred tax assets (net)	244	110
Income tax assets (net)	15	17
Other non-current assets	175	219
Total - Non-Current Assets	4,131	1,448
Current assets		
Inventories	2,610	2,711
Financial assets		
Investments		-
Cash and cash equivalents	73	83
Other financial assets	10	10
Other current assets	357	266
Total - Current Assets	3,049	3,070
Assets classified as held for sale	124	124
TOTAL - ASSETS	7,305	4,643

Particulars (₹ in Mn)	H1FY2020	FY2019
EQUITY AND LIABILITIES		
Equity		
Equity share capital	341	341
Other equity	2,371	2,613
Total - Equity	2,712	2,954
LIABILITIES		
Non-current liabilities		
Borrowings	8	10
Lease Liability	2,783	-
Financial liabilities	1	1
Provisions	19	17
Other non-current liabilities	-	45
Total non-current liabilities	2,811	72
Current liabilities		
Borrowings	341	93
Lease Liability	256	
Trade payables	975	1,394
Other financial liabilities	21	19
Provisions	13	10
Other current liabilities	13	20
Total - Current liabilities	1,619	1,536
Liabilities directly associated with assets classified as held for sale	163	81
TOTAL - EQUITY AND LIABILITIES	7,305	4,643

Store Presence

Jammu & Kashmir (2)

Kathua; Jammu

Himachal (1)

Solan

NCR (3)

Mahipalpur; Faridabad;
Kapasehra

Rajasthan (1)

Kota

Madhya Pradesh (3)

Jabalpur; Sagar; Rewa

Goa (1)

Panaji

Telangana (1)

Hyderabad

Karnataka (6)

Hubli; Belgaum, Udupi,
Vijaynagar, Davanagere,
Gulbarga

Uttarakhand (4)

Haldwani; Roorkee; Haridwar,
Khatima

Uttar Pradesh (13)

Gorakhpur 1; Gorakhpur 2;
Azamgarh; Jaunpur; Sitapur;
Varanasi; Padrauna; Gazipur;
Pratapgarh; Farrukhabad;
Lucknow 1; Behraich; Lucknow 1,
Akbarpur

Arunachal (1)

Itanagar

Assam (6) & Tripura (1)

Guwahati 1; Guwahati
2; Guwahati 3; Silchar; Barpeta;
Jorhat; Agartala

Bihar (18)

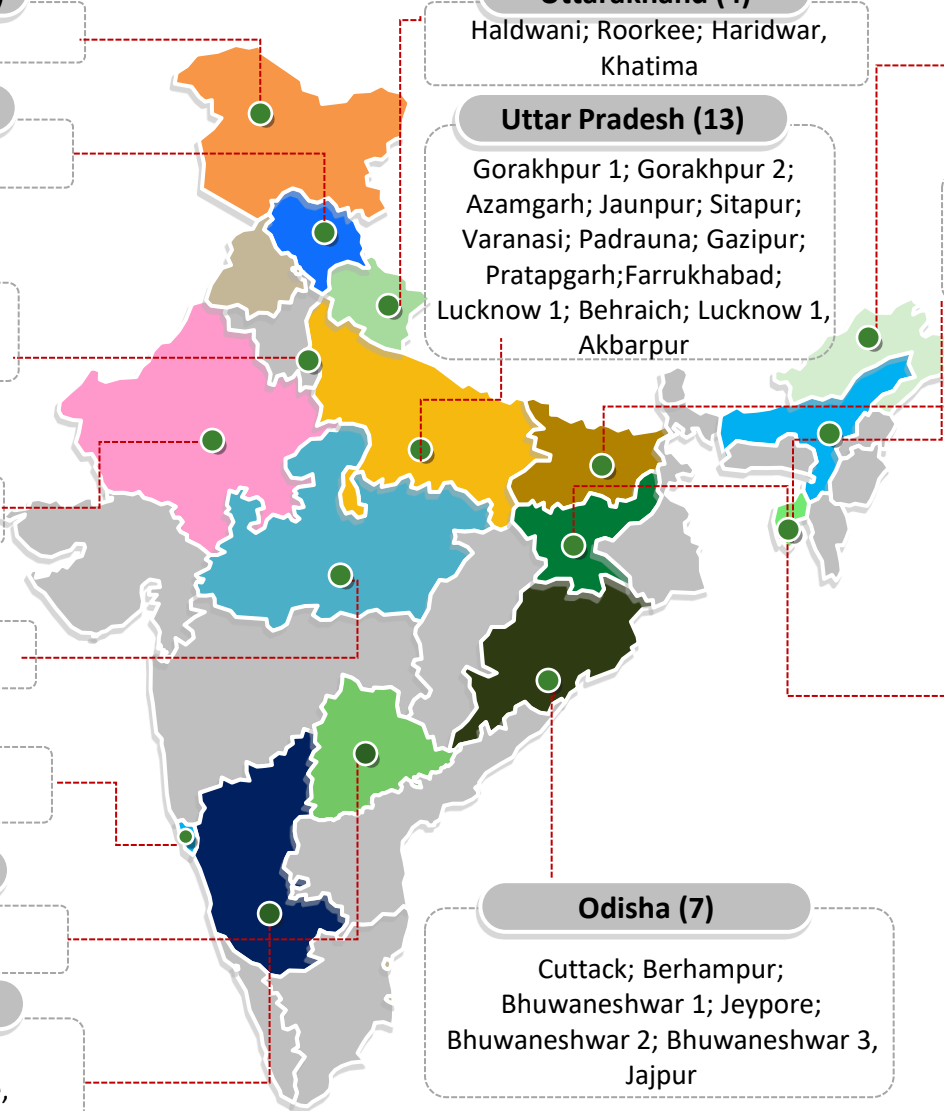
Patna ; Gaya; Darbhanga;
Bhagalpur; Bettiah; Arrah; Purnia;
Chapra; Siwan; Bihar Sharif;
Begusarai; Sitamarhi; Motihari;
Saharsa; Lakhisarai, Samastipur,
Barh; Banka

Jharkhand (7)

Jamshedur; Ranchi; Hazaribagh;
Deogarh; Rajdhanwar, Chas,
Dumka

Odisha (7)

Cuttack; Berhampur;
Bhuwaneshwar 1; Jeypore;
Bhuwaneshwar 2; Bhuwaneshwar 3,
Jajpur



Our Brands



Sr. No	Campaign	Launch
1	End of Season Sale	Jul-19
2	Ganesh Chaturthi	Sep-19
3	Durga Puja	Sep-19

Promotions – Campaigns Q2 FY20

17
राज्य
77
स्टोर्स

इस सेल
का नो मेल

UPTO
80% OFF

CASUAL WEAR

KIDS WEAR

LADIES WEAR

MEN'S WEAR

MRP ~~₹1500~~
FLAT PRICE
₹100

MRP ~~₹2000~~
FLAT PRICE
₹200

MRP ~~₹3000~~
FLAT PRICE
₹300

अब इंडिया करेगा
शॉपिंग
दिल खोलकर

मैंस वियर लेडीज वियर किड्स वियर लाइफस्टाइल

कॉर और कैशबैक ऑफर
का लाभ उठाये

7
DAYS OPEN

17
राज्य
77
स्टोर्स

Ganesh
Chaturthi
ka aaya tyohar
Bachat kare
poora Parivar

BUY 2
GET 1
FREE!

SHOP FOR
₹9999/-
OR MORE AND GET
JUICER MIXER
GRINDER
FREE

MEN'S WEAR

LADIES WEAR

KIDS WEAR

LIFESTYLE

New Festive Collection and Occasion Wear, Now Available in Stores.

MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE

PAN JIM: KADAMBA PLEATUE, NEAR MERCEDES-BENZ SHOWROOM,
OLD GOA ROAD - 403006 MOB: 9834118778

Pay using
Paytm
& avail Cashback Offer

7
DAYS OPEN

Promotions – Campaigns Q2 FY20



Happy Durga Puja

Shopping Karein Durga Puja Par

25% OFF
ON MEN'S T-SHIRT (HALF SLEEVES)

17 STATES 77 STORES

Bumper Prize Jeetein Tata Harrier

ROYAL ENFIELD (5)

THAILAND TRIP (20)

OTHER EXCITING PRIZES

V2 Value & Variety

Pay using paytm & avail Cashback Offer

7 DAYS OPEN

SILCHAR 9126863198

SHYAM SUNDAR MANDIR, TULAPATTI, ASSAM - 788001

Also available at:

Delhi, Bihar, Haryana, Jharkhand, Uttar Pradesh, Himachal Pradesh, Karnataka, Odisha, Tripura, Arunachal Pradesh, Uttarakhand, Assam, Madhya Pradesh, Jammu & Kashmir, Telangana, Rajasthan & Goa

TERMS & CONDITIONS APPLY: OFFER VALID TILL STOCKS LAST. PRICES & OFFERS ARE SUBJECT TO CHANGE AND CAN BE WITHDRAWN PRIOR GIVING ADVANCE NOTICE. LIMITED QUANTITY APPLY. PRODUCT IMAGE IS ONLY TO SIGNIFY OFFER, ACTUAL PRODUCT MAY DIFFER. OFFER IS VALID ONLY FOR RETAIL CUSTOMERS. OFFERS CAN BE CHANGED FROM TIME TO TIME. IN CASE OF ANY DISPUTE, DECISION TAKEN BY V2 WILL BE FINAL/VALID. ALL LEADING CREDIT CARDS ARE ACCEPTED.

Key Financial Indicators

Financial Highlights – Profit & Loss Account

₹ in Million

Particulars	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Revenue from Operations	2,289	2,868	3,199	4,720	5,594	7,484
<i>Growth (%)</i>	114%	25%	11%	47%	19%	34%
Gross Profit	567	814	956	1,388	1,804	2,421
<i>GP Margin (%)</i>	25%	28%	30%	29%	32%	32%
EBIDTA	42	277	314	415	517	469
<i>EBIDTA Margin (%)</i>	2%	10%	10%	9%	9%	6%
Other Income	22	25	25	16	33	99
Depreciation	35	21	44	61	84	144
Finance Cost	81	97	132	86	6	7
PBT Before Exceptional Item	(51)	184	163	283	460	417
<i>PBT Margin (%)</i>	-2%	6%	5%	6%	8%	6%
Exceptional Item (Gain) / Loss				233		266
Profit for the period	(45)	98	122	390	311	205
<i>PAT Margin (%)</i>	-2%	3%	4%	8%	6%	3%
Total Comprehensive Income	(45)	98	122	390	310	204

CAGR

27%

34%

62%

* FY 2014 to FY 2016 as per IGAAP

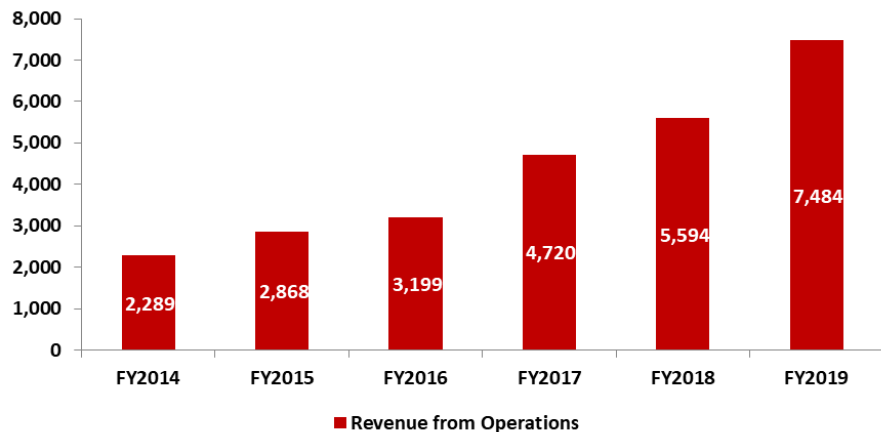
Financial Highlights – Balance Sheet

Particulars (₹ in Mn)	FY2019	FY2018
ASSETS		
Non-current assets		
Property, plant and equipment	977	624
Capital work-in-progress	-	7
Other intangible assets	21	1
Intangible assets under development	41	59
Financial assets		
Loans	48	34
Other financial assets	16	8
Deferred tax assets (net)	110	48
Income tax assets (net)	17	39
Other non-current assets	219	212
Total - Non-Current Assets	1,448	1,033
Current assets		
Inventories	2,711	1,602
Financial assets		
Investments	-	897
Cash and cash equivalents	83	48
Other financial assets	10	6
Other current assets	266	184
Total - Current Assets	3,070	2,737
Assets classified as held for sale	124	124
TOTAL - ASSETS	4,643	3,894

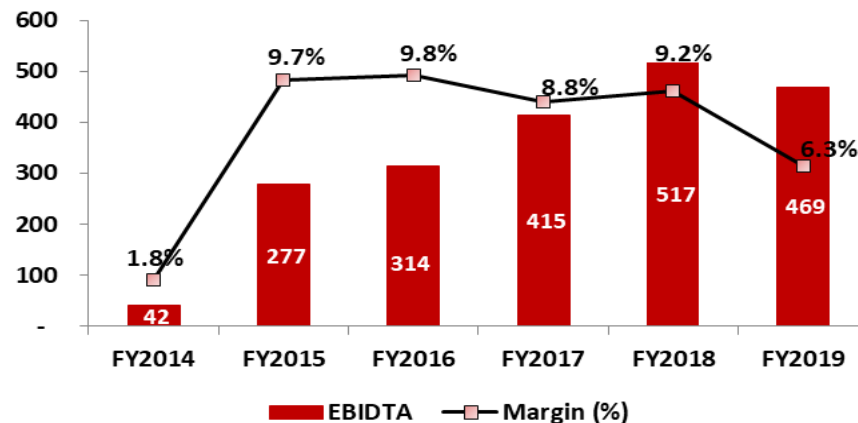
Particulars (₹ in Mn)	FY2019	FY2018
EQUITY AND LIABILITIES		
Equity		
Equity share capital	341	339
Other equity	2,613	2,400
Total - Equity	2,954	2,740
LIABILITIES		
Non-current liabilities		
Borrowings	10	-
Financial liabilities	1	1
Provisions	17	12
Other non-current liabilities	45	21
Total non-current liabilities	72	34
Current liabilities		
Financial liabilities		
Borrowings	93	-
Trade payables	1,394	1,003
Other financial liabilities	19	28
Provisions	10	7
Other current liabilities	20	21
Total - Current liabilities	1,536	1,059
Liabilities directly associated with assets classified as held for sale	81	62
TOTAL - EQUITY AND LIABILITIES	4,643	3,894

Robust Financial Performance

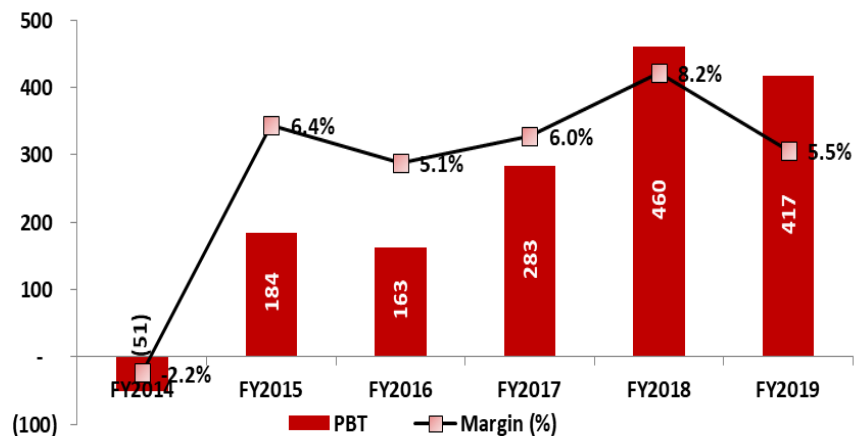
Revenue (₹ Million)



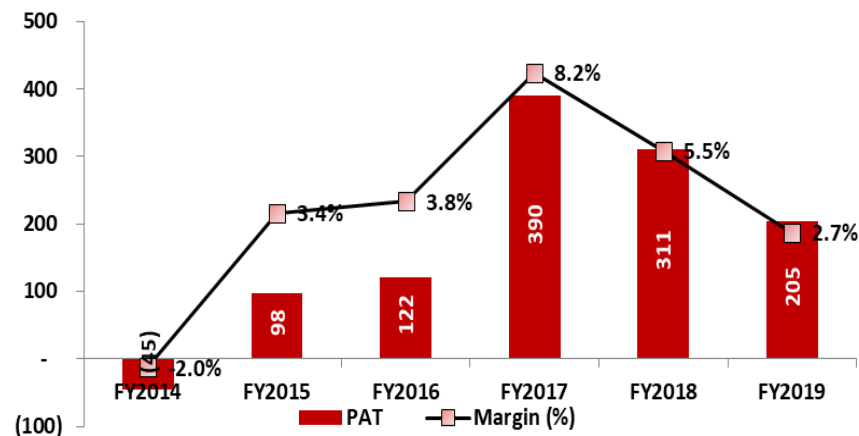
EBIDTA (₹ Million) and EBIDTA Margins



PBT (₹ Million) and PBT Margins

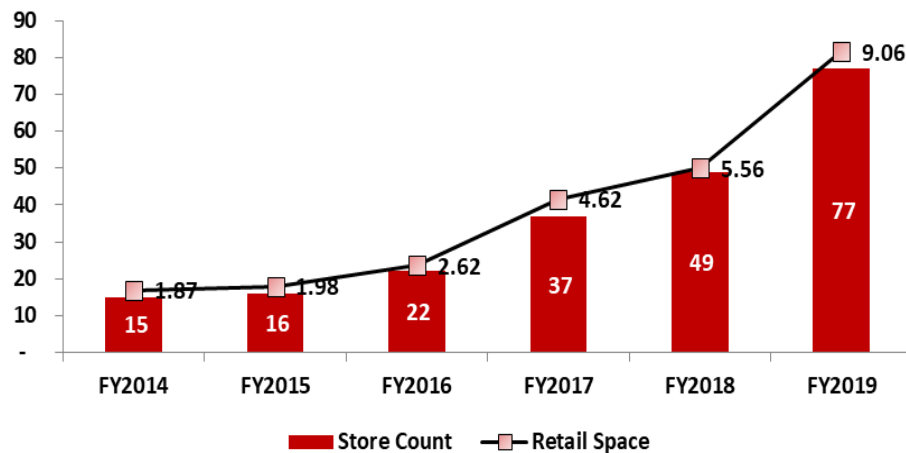


PAT (₹ Million) and PAT Margins

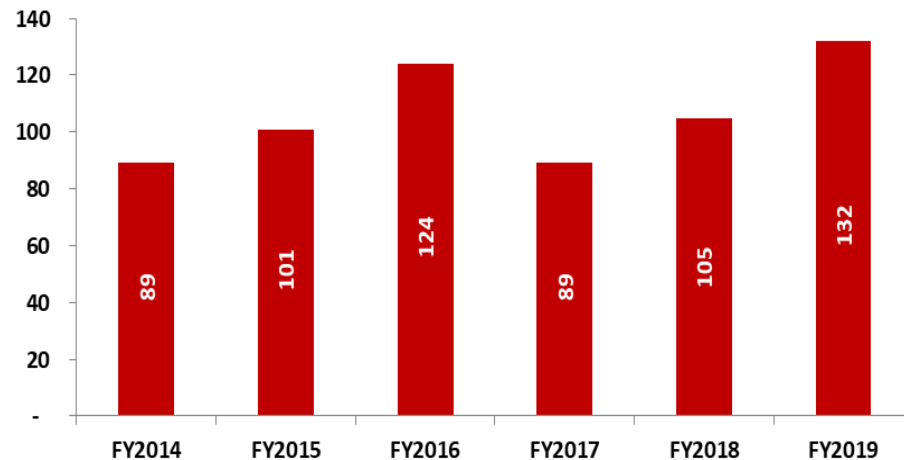


Key Operating Metrics

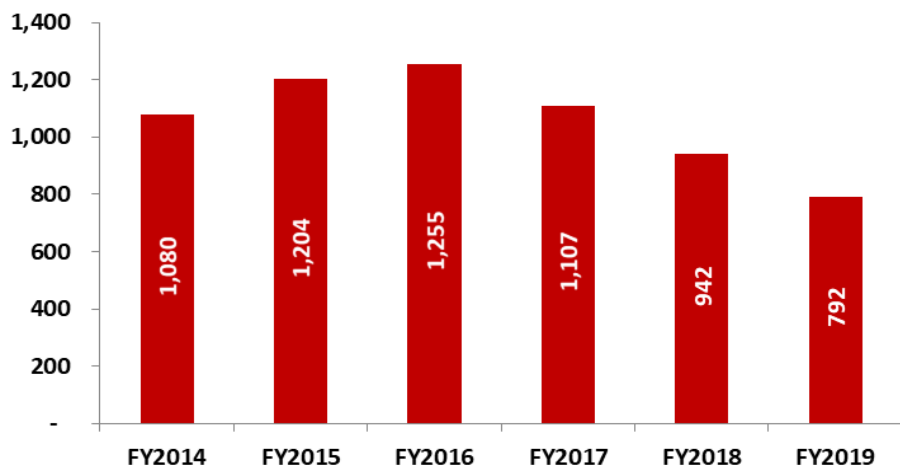
No. of Stores and Retail Space (lakh sq.ft.)



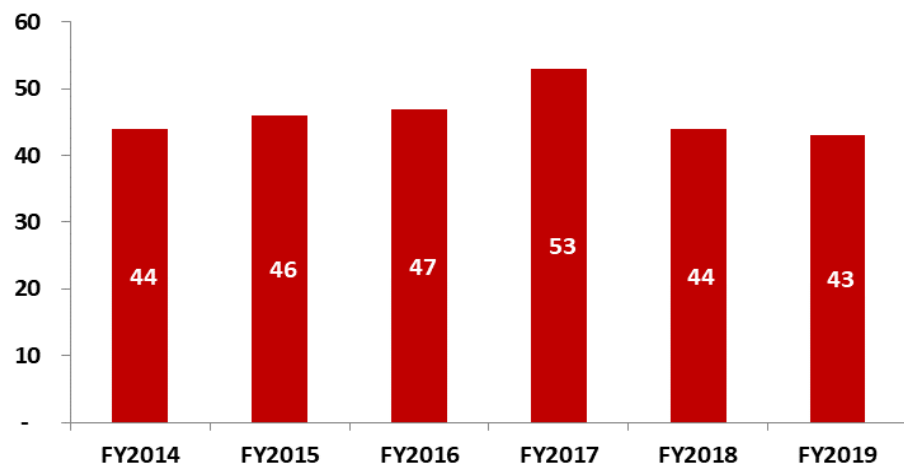
Inventory Holding Days



Sales per Sq. Ft. (₹ Per Month)



Rent per Sq. Ft. (₹ Per Month)





Thank You

For further information please contact:

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