

VISHAL MEGA MART LIMITED

(Formerly known as Vishal Mega Mart Private Limited)

Corporate & Regd. Office: 5th Floor, Platinum Tower, Plot No. 184

Udyog Vihar, Phase – 1, Gurugram, Haryana-122016, India.

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CIN: L51909HR2018PLC073282

Date: May 14, 2026

To National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Scrip Symbol: VMM	To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Scrip Code: 544307
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Dear Sir/ Madam,

Subject: Earnings Presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and financial year ended March 31, 2026

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Earnings Presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and financial year ended March 31, 2026.

The Earnings Presentation is also being disseminated on the Company's website at <https://aboutvishal.com/>.

You are kindly requested to take the same on record.

Thanking you.

For **Vishal Mega Mart Limited**

Rahul Luthra
Company Secretary & Compliance Officer
ICSI Membership No: F9588

Encl: As above



Vishal Mega Mart Limited Performance Highlights

Takrohi, Lucknow

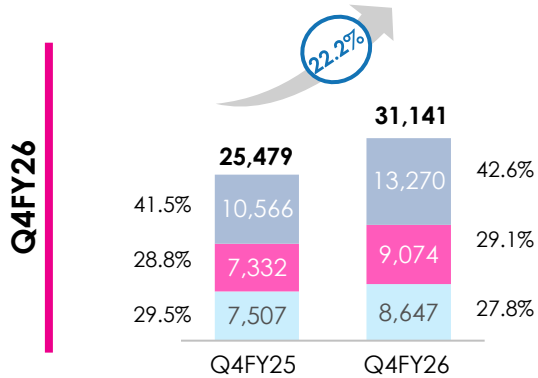
Q4FY26 and FY26

Financial Highlights

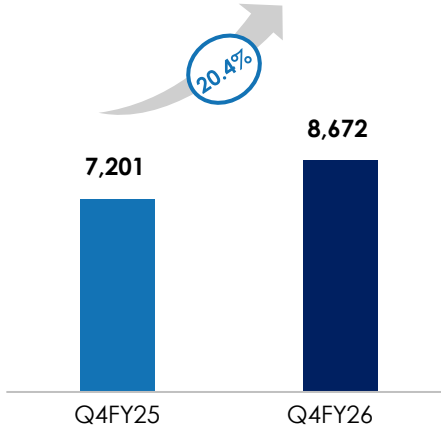
(₹mn)

Revenue from Operations¹ & Revenue Contribution (%)

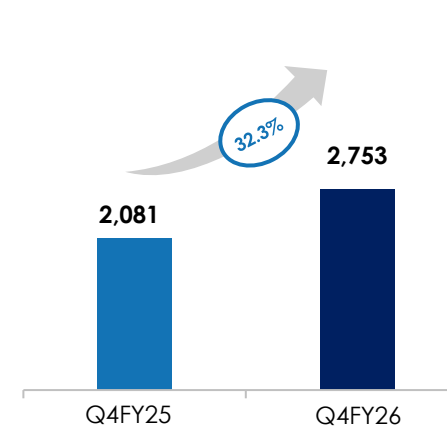
■ Apparel ■ General Merchandise ■ FMCG



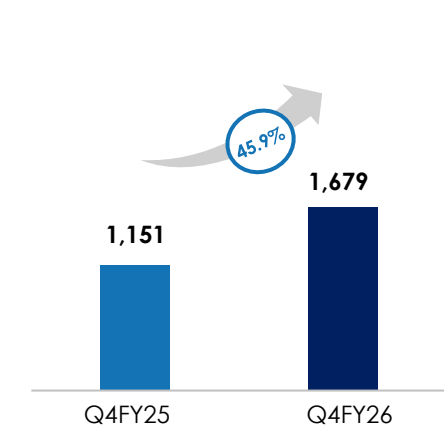
Gross Profit & Margin %



Adjusted EBITDA³ & Margin %



PAT & Margin %



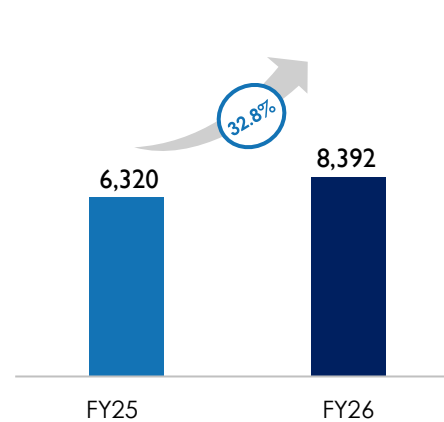
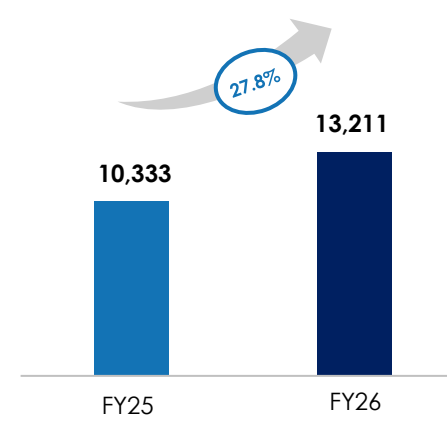
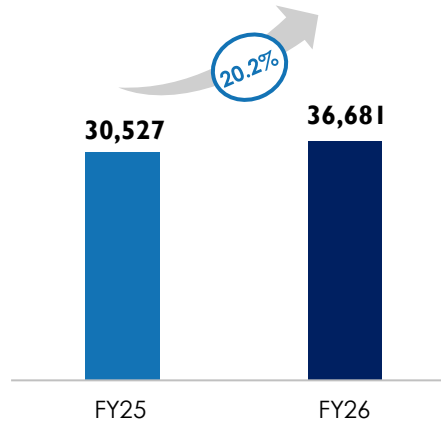
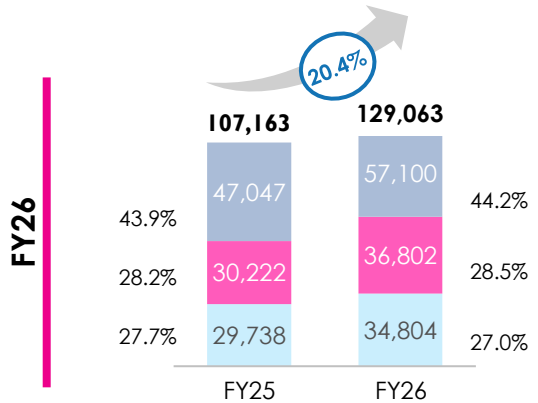
SSSG² - **13.2%**

Margin - **28.3%** (Q4FY25) **27.8%** (Q4FY26)

8.2% (Q4FY25) **8.8%** (Q4FY26)

4.5% (Q4FY25) **5.4%** (Q4FY26)

■ Apparel ■ General Merchandise ■ FMCG



SSSG² - **11.0%**

Margin - **28.5%** (FY25) **28.4%** (FY26)

9.6% (FY25) **10.2%** (FY26)

5.9% (FY25) **6.5%** (FY26)

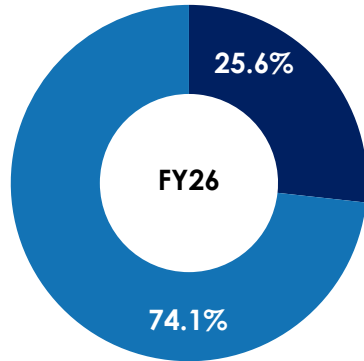
Notes: Figures have been rounded to the nearest integer or one decimal place. 1. Revenue from operations; includes other operating income (not shown separately on the chart). Percentage figures in chart represent sales contribution to revenue from each category. 2. SSSG here is Adjusted SSSG calculated as the growth in net revenue of all stores that have been operational for at least 15 months at the beginning of each quarter during FY26, adjusted to exclude stores which are temporarily non-comparable with base due to refurbishment, cannibalization, area reduction, or any such event which may make it incomparable with base. 3. Adjusted EBITDA is EBITDA pre-ESOP charges and pre-INDAS 116.

Operational Highlights

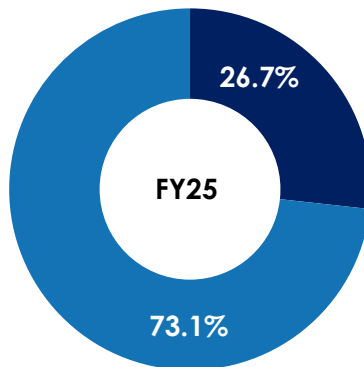
Sales of Products¹

- From Own Brands
- From Third-Party Brands

FY26

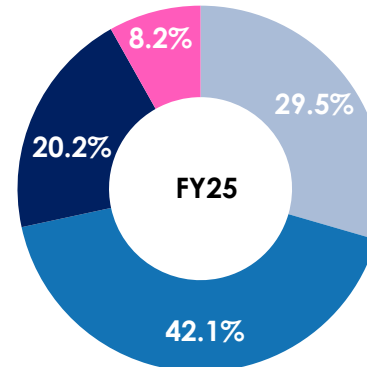
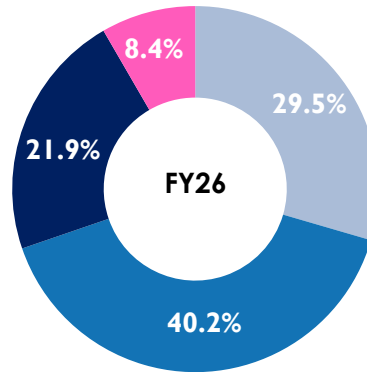


FY25



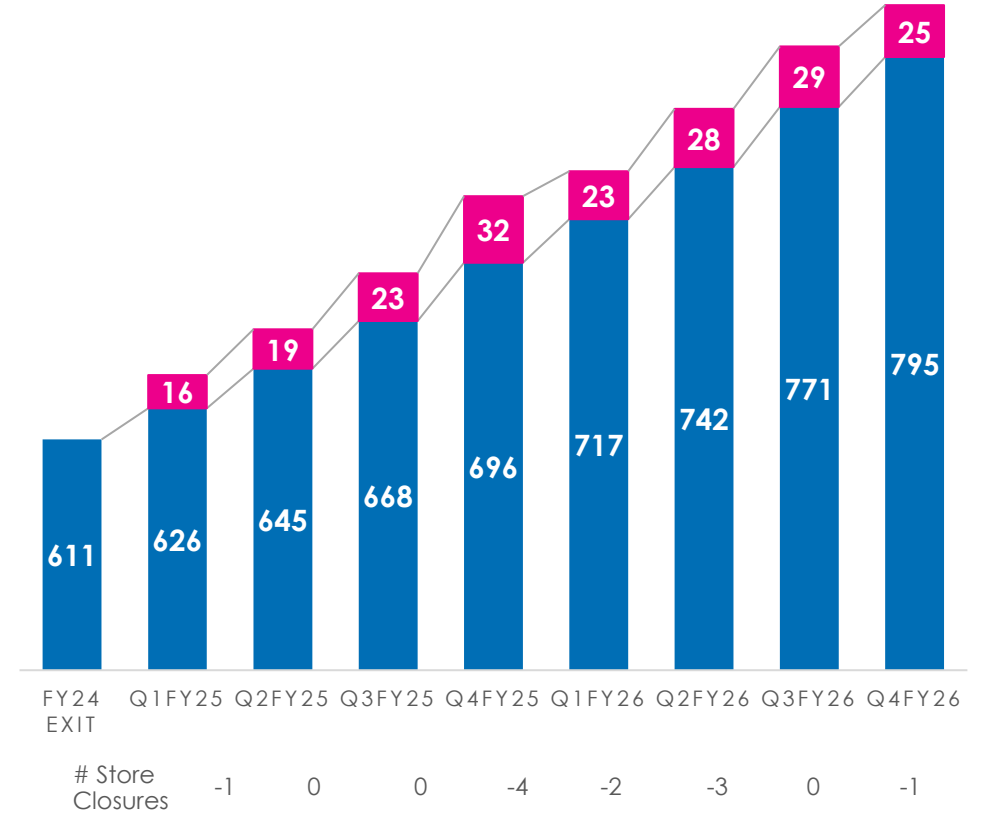
Revenue Across Region²

- East
- North
- South
- West



Accelerated Store Additions

- Stores as at period end
- Gross Store Additions



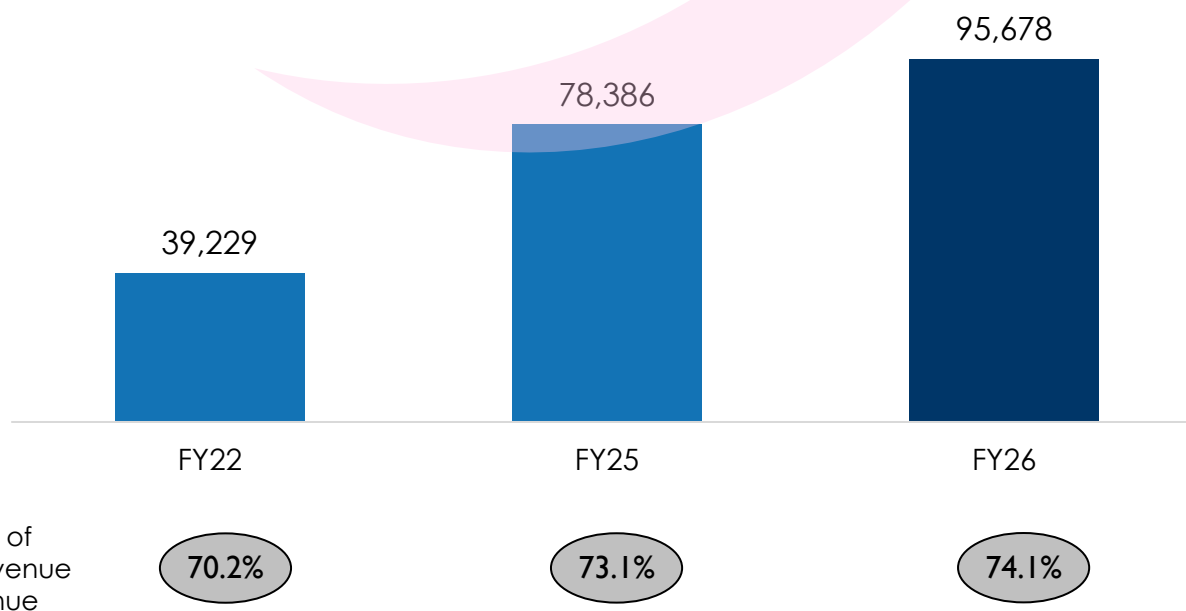
Notes: 1. Split of Revenue excludes other operating revenues. 2. East includes North East; West includes Central.

Diverse and growing portfolio of own brands across product categories

Our Own brands are Significant and Growing contributors to sales

26 Own brands¹ portfolio contributing to 74.1% of Total Revenue in FY26

Revenue from own brands (₹ mn)



2 own brands with > ₹10bn each in sales²

6 own brands with > ₹5bn each in sales²

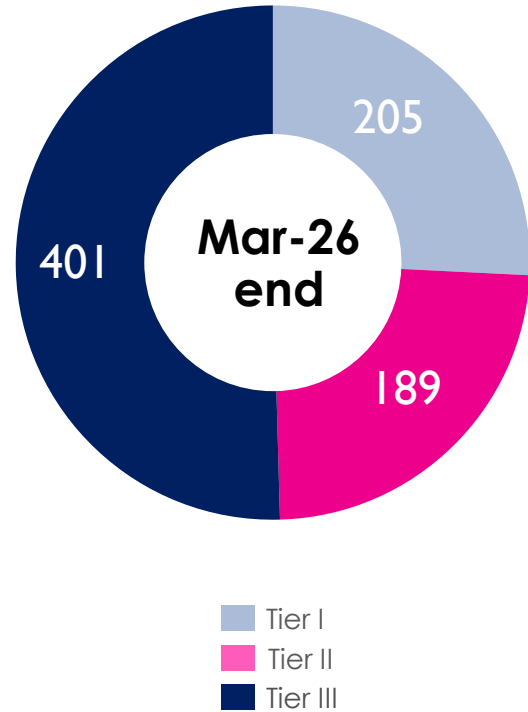
11 own brands with > ₹1bn each in sales²

Contribution of Own brands revenue to total revenue

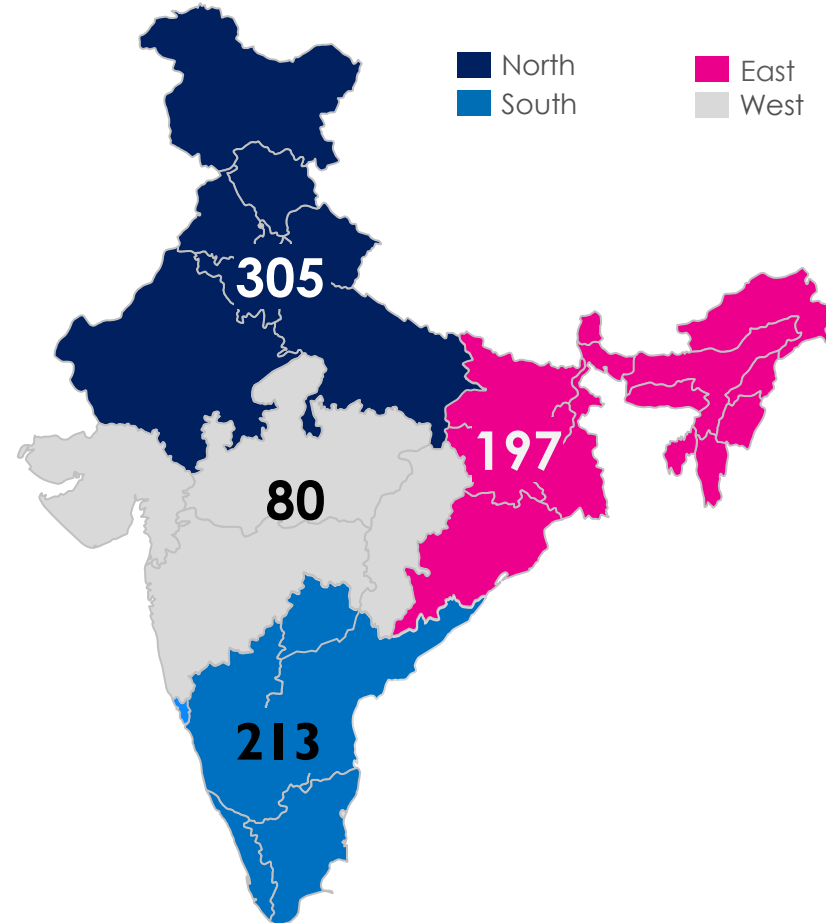
Notes: 1. As of Mar 31, 2026; 2. On Gross Sales (including GST) for FY26

25 Gross¹ New stores added in Q4FY26 and 105 in FY26

Tier wise Store count²



Region³ -wise Store footprint, Mar-26 end



As at Mar'26

795
Stores

535
Cities

30
States / UT⁴

13.45mn
Retail sq. ft.

Notes: 1. Net New Store Addition for Q4FY26 is 24 and for FY26 is 99. 2. Tier 1: Cities with population greater than 1m, Tier 2: Cities with population 200k to 1mn, Tier 3: Cities with population less than 200k (as per 2011 census). 3. East includes North East; West includes Central. 4. 28 States and 2 Union territories

Large and loyal consumer base

Loyalty Program allows us to create targeted promotions that drive cross-selling and up-selling of products

- ✓ Earn & Redeem points: Offering tangible value on every purchase
- ✓ Omni-Channel Flexibility: Earn rewards in-store and redeem them online
- ✓ Quick Digital Enrolment: Become a loyal member with just phone number
- ✓ Smarter Personalized Engagement

FY26 & Growth YoY

~169 mn **17%** 

Registered Loyalty¹ Customers

**~95% Revenue² from
Loyalty customers**

VMM's Customer Loyalty Program – 12th largest in the world

Our Customer Loyalty Program has been recognized as the biggest customer loyalty program in India with 150 million+ registered users*.

Our customer loyalty program is ranked globally as:
#6 in Retail
#12 among all loyalty programs worldwide, and
#4 in the Asia-Pacific region

Launched in 2012, our program was amongst the early mobile-first loyalty initiatives in India—built with a clear intent: **to make everyday shopping more rewarding, accessible, and meaningful for millions.**

Guided by our philosophy of **“Do Good, Look Good,”** we remain committed to Making Aspirations Affordable for our millions of customers across India.

Source: [The World's Largest Loyalty Programs report](#)

*as at 31Mar25

Let's Talk Loyalty™

The World's Largest Loyalty Programs™ 12

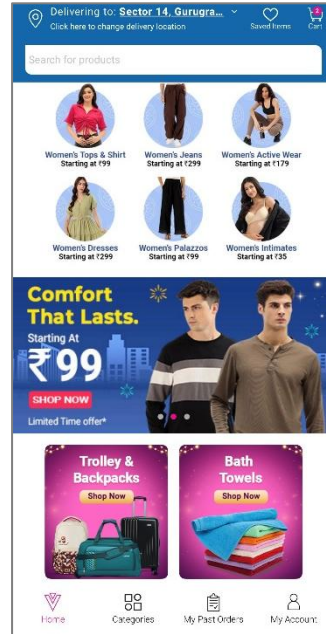
The List

Rank	Company	Brand / Program Name(s)	Membership Size Millions of accounts
1	YUM China	KFC	550
2	Adidas	Adiclub	330
3	Nike	Nike Membership	300
4	Marriott	Bonvoy	271
5	H World Group Ltd	H Rewards	266
6	Hilton	Hilton Honors	243
7	McDonald's	MyMcDonald's Rewards	210
	YUM China	Pizza Hut	210
8	Amazon	Prime	200
	H&M	H&M Membership	200
9	IKEA	Family Club	180
10	Booking.com	Genius	170
	Expedia	One Key	170
11	IHG	One Rewards	160
12	Vishal Mega Mart	Shop for Free	145
13	Tata Group	Neupass	140
14	Costco	Costco Membership	137
15	BharatPe	Zillion	130
	BTG Homeinns	BTG Homeinns Club	130
	Delta	SkyMiles	130

Consistent Progress on Quick Commerce platform

Easy access to available products at nearest store offered through our website and mobile application

New User-friendly Interface



FY26 & Growth YoY

745 **14%** ↑
Stores with hyperlocal delivery

505 **18%** ↑
Cities covered

~13 mn **48%** ↑
registered users

- ✓ New offers everyday, new collection every season
- ✓ Earn points on every order
- ✓ Hassle-free express doorstep delivery and store pickup facility available
- ✓ Secure payment options, flexible return and exchange policy

Media and Promotion Campaigns (1/2)



Our recent brand campaign shows the power of impactful storytelling

Our video campaign starring **Bollywood actress Vaani Kapoor** has taken Instagram by storm garnering **1.6+ Billion views** and **300+ million unique viewers**

It is amongst **India's Top 10 Most-Watched videos** on Instagram



Scan the QR to watch the video

Media and Promotion Campaigns (2/2)

Makar Sankranti Campaign

Manushi & Vishal Mega Mart wish you a **Happy Makar Sankranti**

Manushi Chhillar
Actor, Miss World & Changemaker

Fusion Set ₹799

Kurta 3PC Set ₹199

BIGGEST MAKAR SANKRANTI OFFERS

All T-shirts ₹199+ Buy 3 Get 1 Free	All Sweatshirts 50% Off	Ladies Kurta ₹599 Buy 2 Get ₹180 Off	Men's Jeans ₹599 Buy 2 Get ₹150 Off	Men's Shirt ₹499 Buy 2 Get ₹150 Off
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Ugadi Campaign

Celebrate **Ugadi**
with Vishal Mega Mart and Vaani Kapoor

2 Pc. Kurta Set ₹999

VISHAL MEGA MART
LATEST FASHION

BIGGEST Ugadi OFFERS
14th - 19th, MARCH

T-Shirt ₹299 Buy 2 Get ₹60 Off	Kurta ₹799 Buy 2 Get ₹200 Off	Ladies Jeans ₹699 Buy 2 Get ₹150 Off
Men's Shirt ₹499 Buy 2 Get ₹150 Off	Men's Jeans ₹799 Buy 2 Get ₹150 Off	Frock ₹599 Buy 2 Get ₹125 Off

ORDER ONLINE
₹100 OFF On Shopping of Fashion worth ₹799
Use Coupon: FASH100

5% EXTRA CASHBACK on SBI card

Holi Campaign

A celebration of colours with Vishal Mega Mart and Vaani Kapoor.

Kurta 2pc Set ₹999

VISHAL MEGA MART

BIGGEST OFFERS FOR HOLI - 28TH - 4TH MARCH

LATEST FASHION

T-Shirt ₹199+ Buy 3 Get 1 Free	Kurta ₹799 Buy 2 & get ₹300 Off	Ladies Jeans ₹799 Buy 2 & get ₹200 Off	Men's Jeans ₹799 Buy 2 & get ₹150 Off	Frock ₹599 Buy 2 & get ₹125 Off
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BUY 1 GET 1 FREE

Namkeen ₹199+ First Crop/ Bikano/ Haldram Bhikharam 500g	Biscuits ₹49+ First Crop/ Britannia/ Parle 160g+	Juice ₹85+ Full Bloom/ B-Natural Real Masala 1L	Besan/ Maida ₹59+ First Crop 500g	Chips/ Ketchup ₹47+ First Crop/ Full Bloom 80g/ 1kg
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Q4FY26 & FY26: Consolidated Financial Performance

Profit and Loss Metrics	Consolidated Profit and Loss Statement									
	Q4 FY26	% to Revenue from Ops	Q4 FY25	% to Revenue from Ops	Growth vs Q4 FY25	FY26	% to Revenue from Ops	FY25	% to Revenue from Ops	Growth vs FY25
Revenue from operations	31,141		25,479		22.2%	1,29,063		1,07,163		20.4%
Adjusted SSSG	13.2%		13.7%			11.0%		12.3%		
Other Income	245		186			863		586		
Total Income	31,386		25,665		22.3%	1,29,926		1,07,749		20.6%
Cost of Goods Sold	22,469		18,277			92,382		76,636		
Gross Profit	8,672	27.8%	7,201	28.3%	20.4%	36,681	28.4%	30,527	28.5%	20.2%
Employee Benefit Expense	1,890		1,673			7,283		6,406		
Other Expenses	2,535		1,957			10,561		8,820		
EBITDA	4,248	13.6%	3,571	14.0%	18.9%	18,836	14.6%	15,302	14.3%	23.1%
Depreciation & Amortization	1,776		1,707			6,734		5,902		
Finance Cost	464		493			1,715		1,492		
Profit Before Tax	2,253	7.2%	1,557	6.1%	44.7%	11,250	8.7%	8,493	7.9%	32.5%
Profit After Tax	1,679	5.4%	1,151	4.5%	45.9%	8,392	6.5%	6,320	5.9%	32.8%
ESOP expense	107		176			501		592		
INDAS 116 impact on EBITDA (Rent)	1,602		1,666			6,127		5,561		
Adjusted EBITDA (pre-INDAS116 and pre-ESOP charges)	2,753	8.8%	2,081	8.2%	32.3%	13,211	10.2%	10,333	9.6%	27.8%
Adjusted Profit after tax (pre-ESOP charges)	1,759	5.6%	1,281	5.0%	37.3%	8,766	6.8%	6,761	6.3%	29.7%

Notes: Figures have been rounded to the nearest integer or one decimal place. SSSG here is Adjusted SSSG calculated as the growth in net revenue of all stores that have been operational for atleast 15 months at the beginning of each quarter during the period, adjusted to exclude stores which are temporarily non-comparable with base due to refurbishment, cannibalization, area reduction, or any such event which may make it incomparable with base

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Thank You

Company:



Vishal Mega Mart Limited

CIN: L51909HR2018PLC073282

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Investor Relations Advisors:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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