

# **Review of Financial Result Q3 FY'19**

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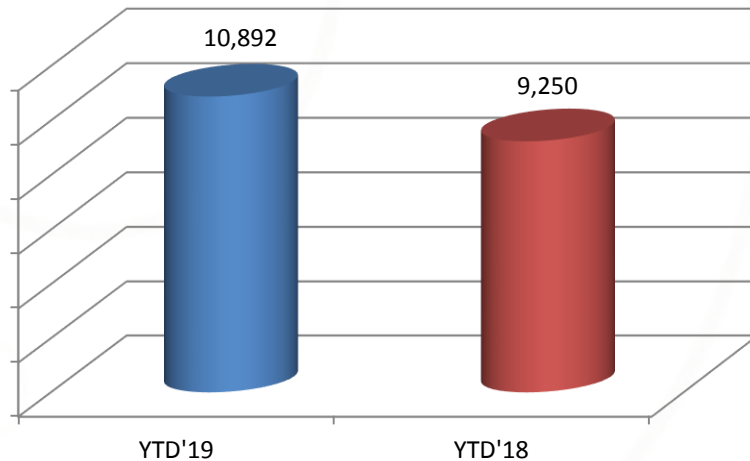
## Key highlights : Apr-Dec FY'19 vs FY'18 results



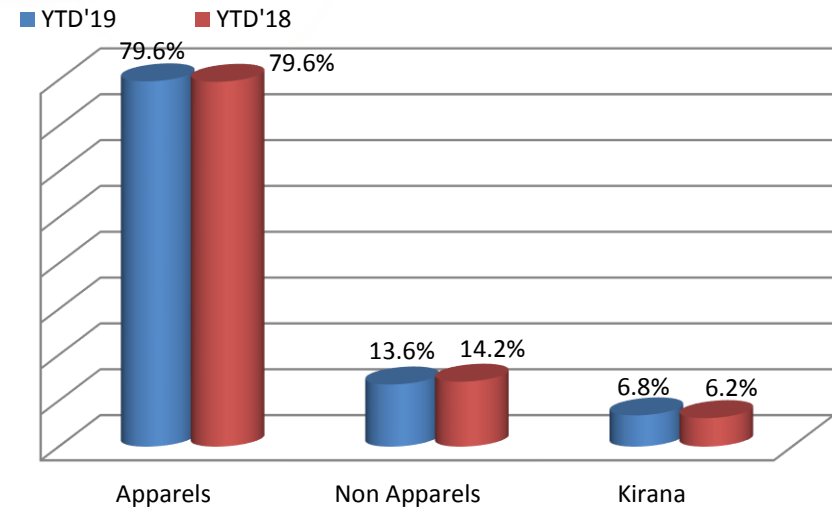
- **Number of Stores increases to 200 (add : 10)**
- **Revenue grows by 18%**
- **Same Store Sales growth : Company 4%, Volume 10%**
- **Sales per sq. feet (per month) : Rs. 834**
- **Contribution of segment to total revenue :**
  - **Fashion 93%**
  - **Kirana 7%**
- **Net profit of Rs. 625 millions**

# Financial Parameters : Apr-Dec FY'19 vs FY'18

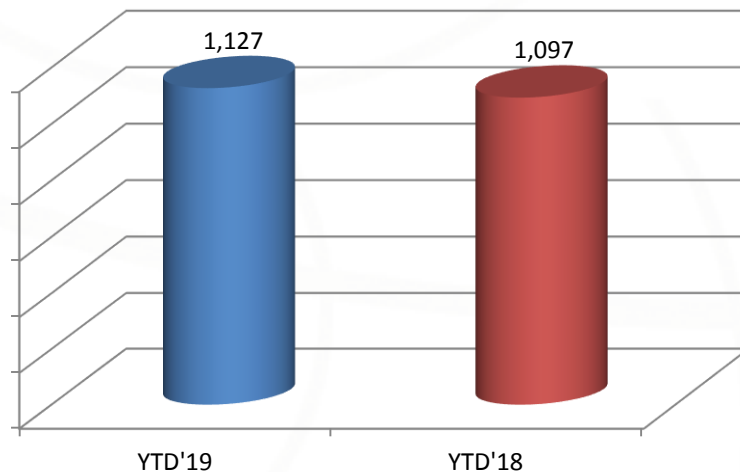
## Sales (Millions)



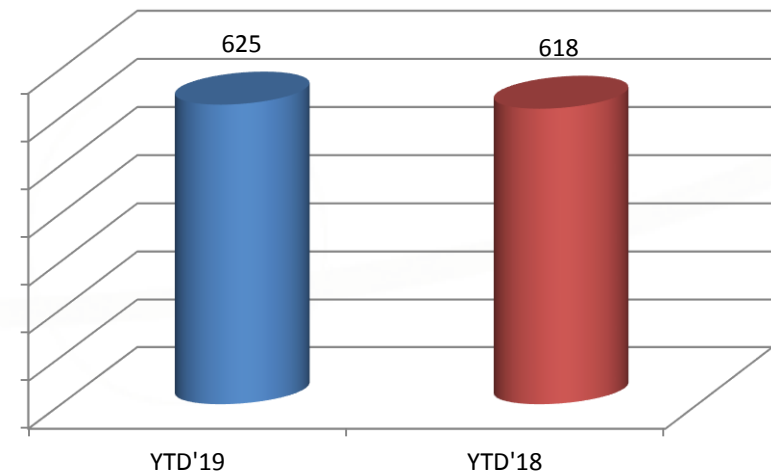
## Sales Mix (%)



## EBITDA (Millions)

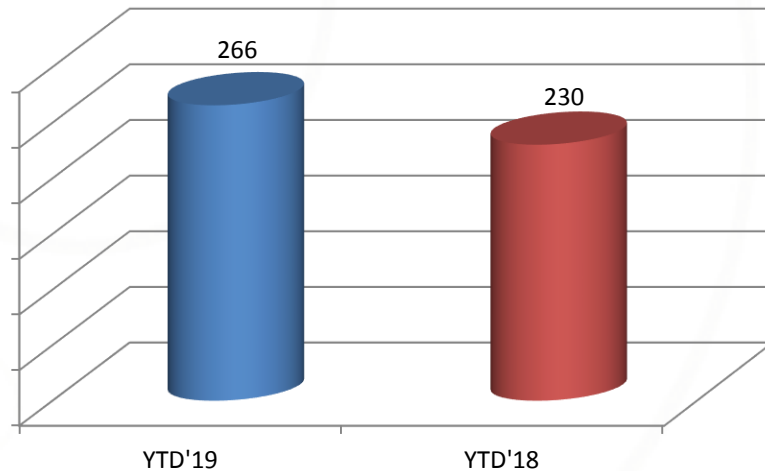


## PAT (Millions)

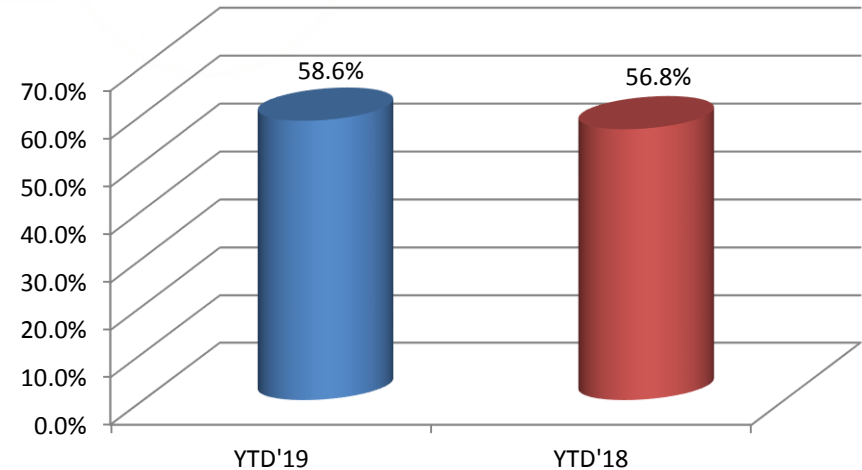


# Operational Parameters : Apr-Dec FY'19 vs FY'18

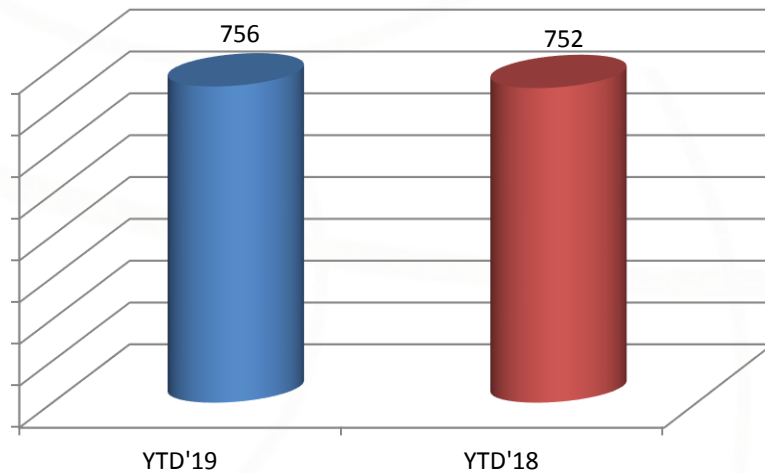
## Footfall (lakhs)



## Conversion Rate (%)

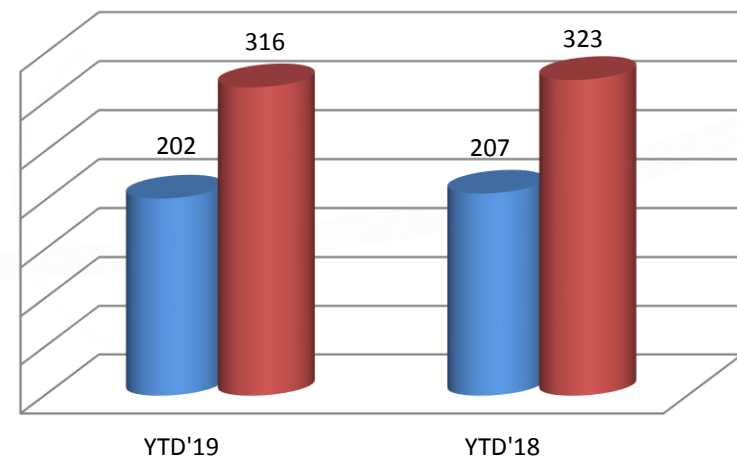


## Transaction size (Rs.)



## Average Selling Price (Rs)

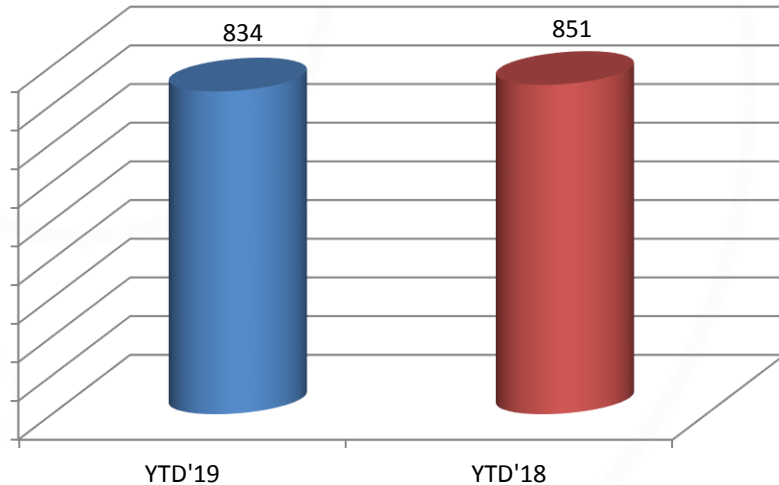
■ Total ■ Apparel



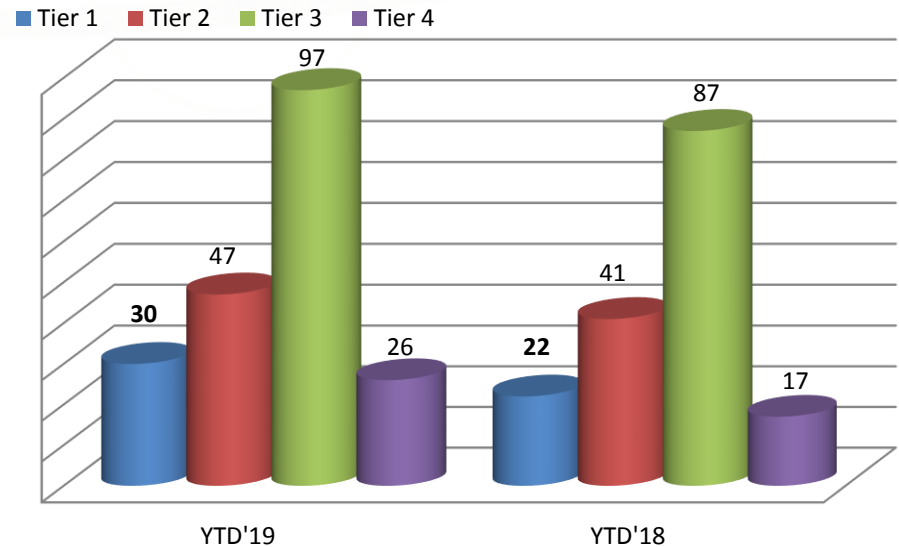
# Operational Parameters : Apr-Dec FY'19 vs FY'18



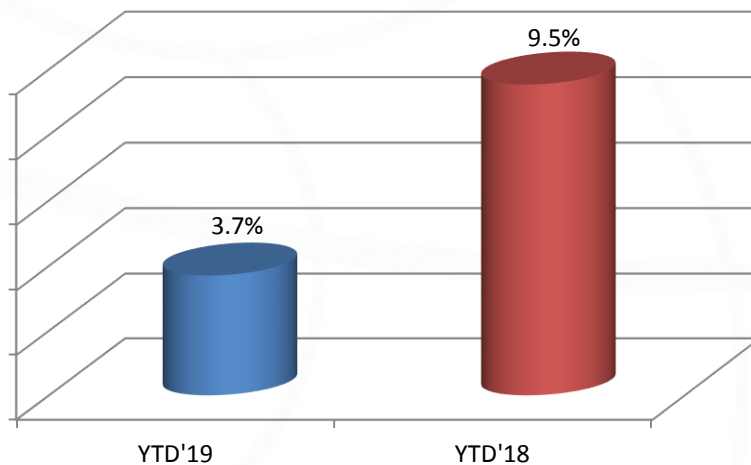
## Sales per sq feet (per month)



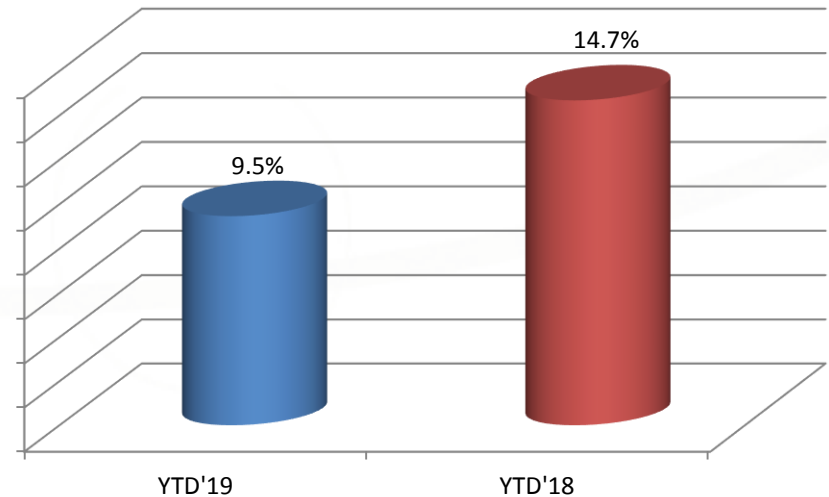
## Store Count (Nos)



## Same Store Sales Growth (%)

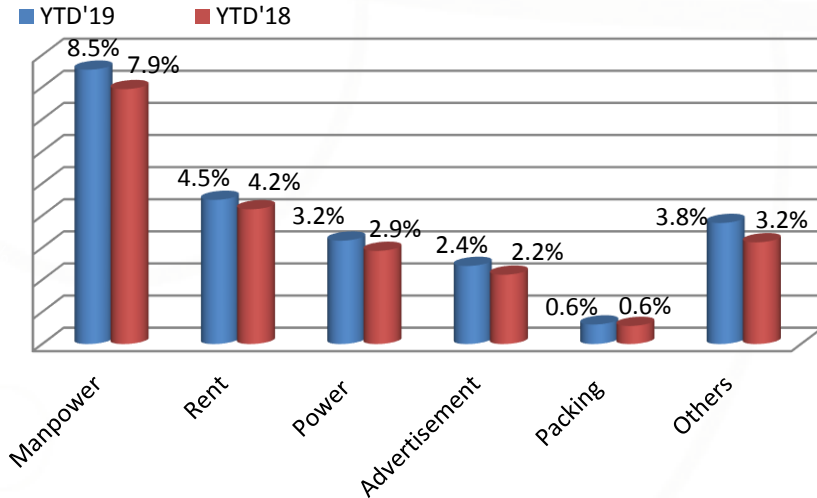


## Same Store Volume Growth (%)

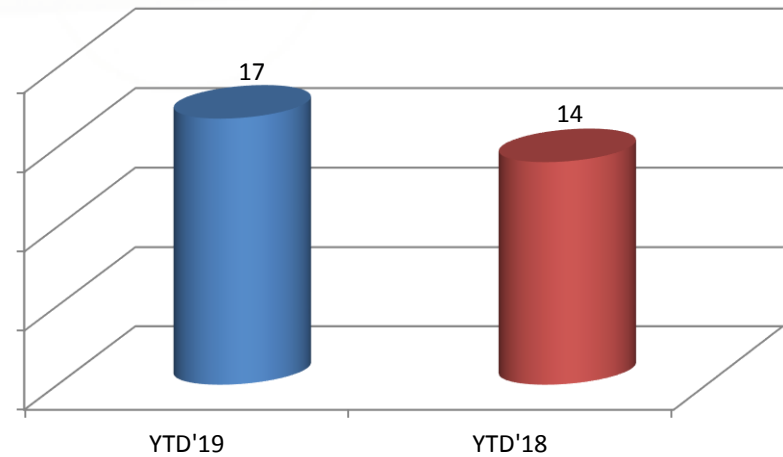


# Operational Parameters : Apr-Dec FY'19 vs FY'18

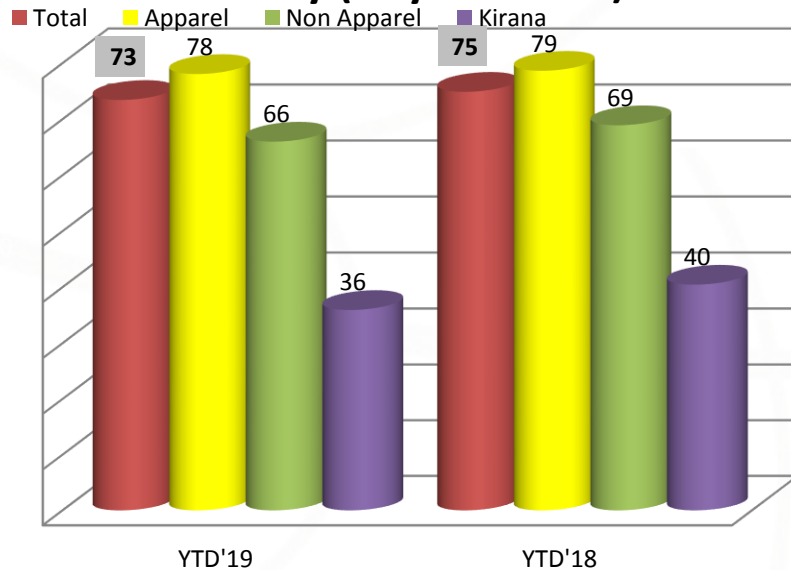
## Expenses (% of Sales)



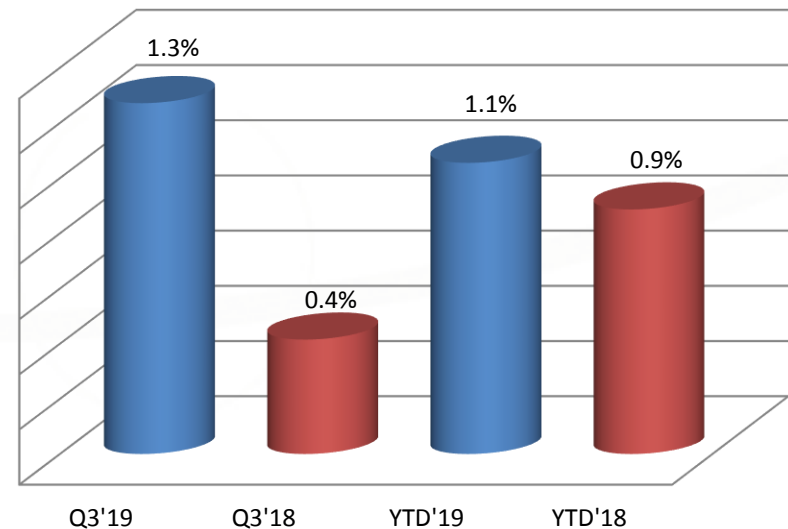
## Retail Space (lakhs Sq feet)



## Inventory (Days of Sales)



## Shrinkage (% of Sales)



## Key highlights of Q3 FY'19 vs FY'18 results



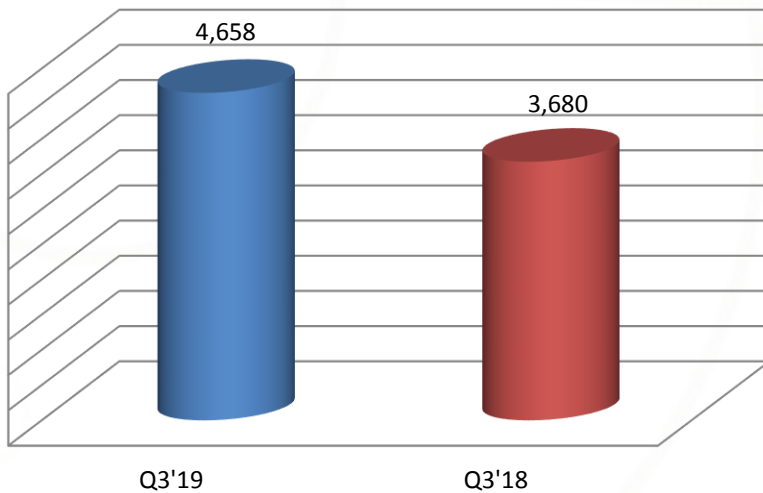
- **Revenue grows by 27%**
- **Same Store Sales growth : Company 11%, Volume 14%**
- **Sales per sq. feet (per month) : Rs. 1,006**
- **Stores count increases to 200**
- **Contribution of segment to total revenue**
  - **Fashion 94%**
  - **Kirana 6%**
- **Net profit of Rs. 417 millions**



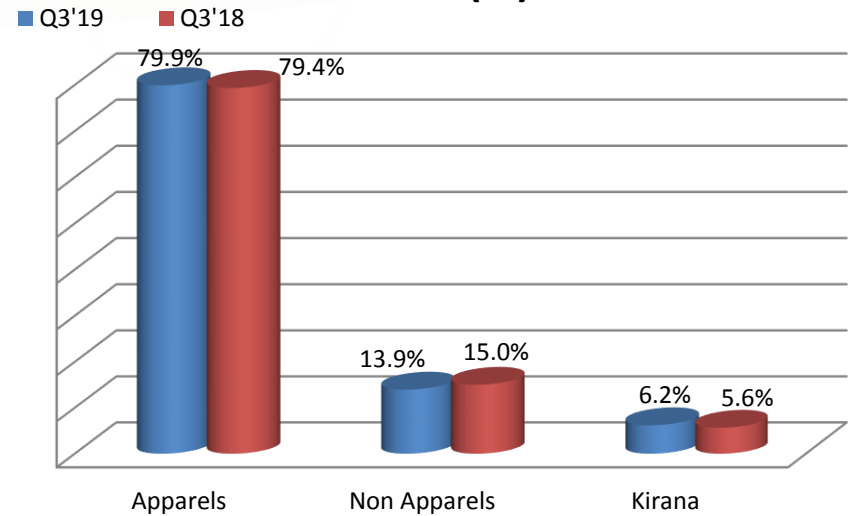
# Financial Parameters – Q3 FY'19 vs FY'18



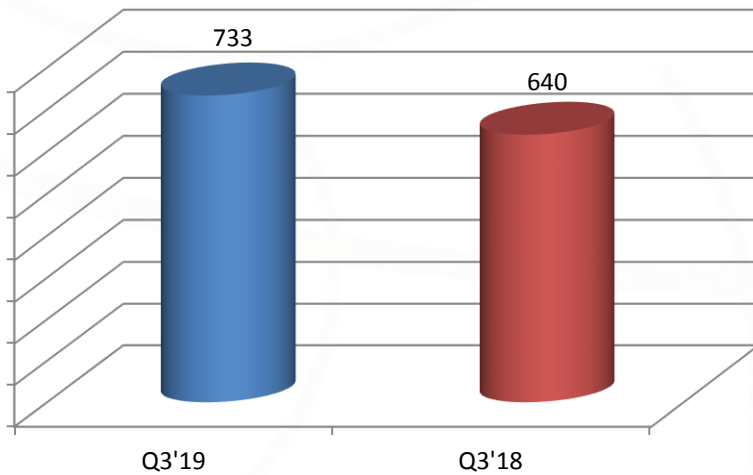
## Sales (Millions)



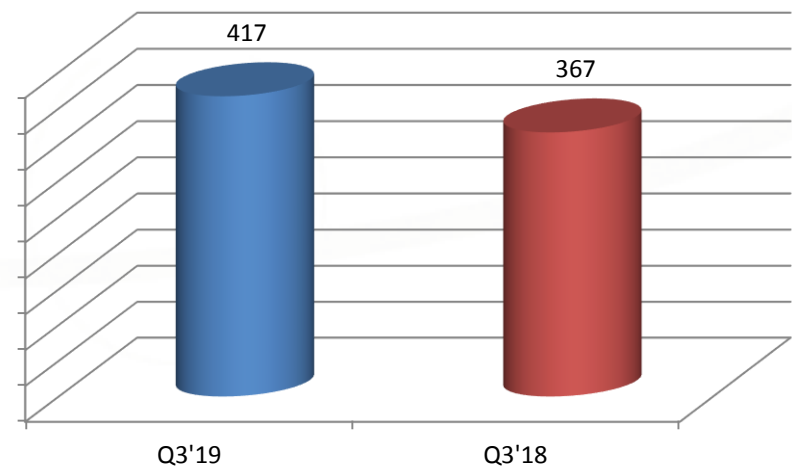
## Sales Mix (%)



## EBITDA (Millions)

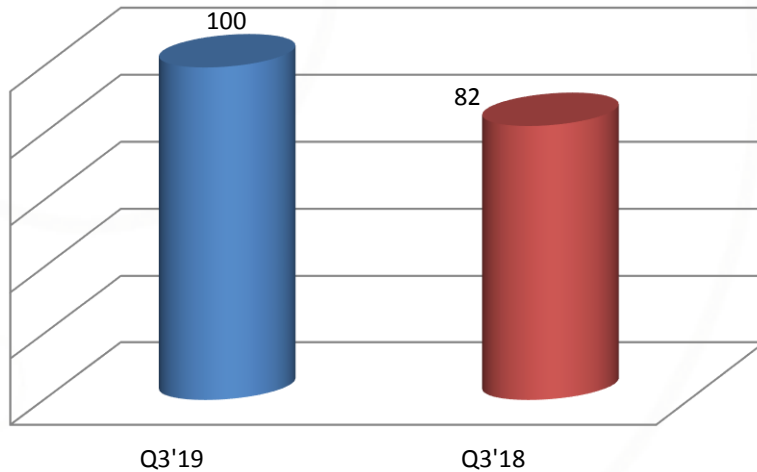


## PAT (Millions)

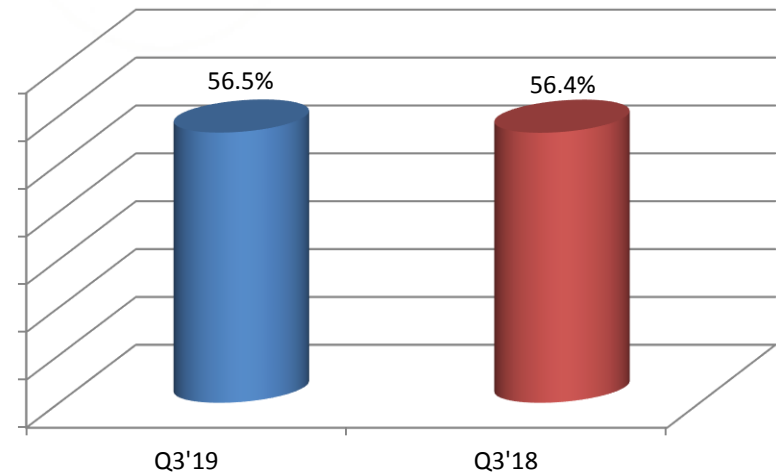


# Operational Parameters – Q3 FY'19 vs FY'18

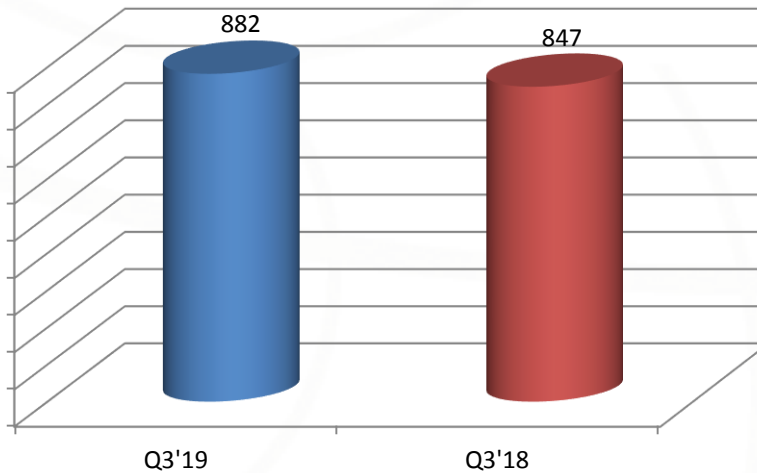
## Footfall (lakhs)



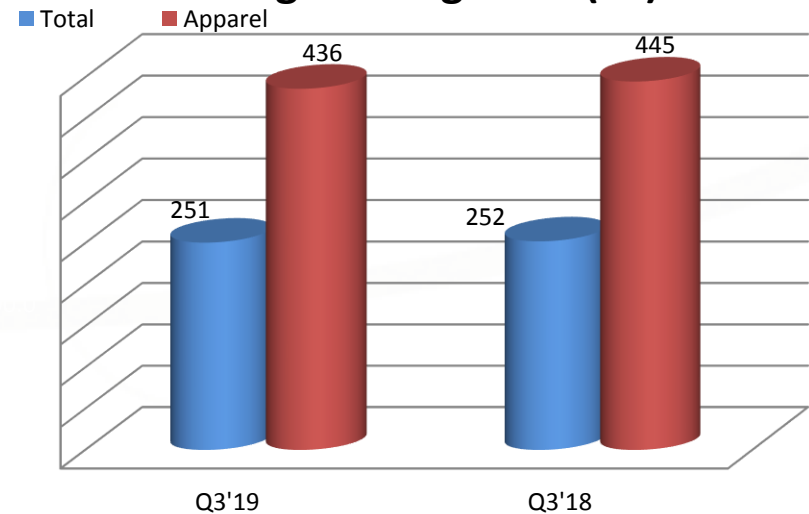
## Conversion Rate (%)



## Transaction size (Rs.)



## Average Selling Price (Rs)



# Financial Review – Profit & Loss Statement



` in million (except per share data)

Particulars	For the period ended	
	31.12.2018	31.12.2017
	(Unaudited)	(Unaudited)
I. Revenue from operations	10,892	9,250
II. Other income	37	29
III. <b>Total Revenue (I + II)</b>	<b>10,929</b>	<b>9,279</b>
IV <b>Total Expenses (IV)</b>	<b>9,982</b>	<b>8,329</b>
V <b>Profit before tax (III-IV)</b>	<b>947</b>	<b>950</b>
VI Total tax expense* (VI)	322	332
VII <b>Profit for the year (V-VI)</b>	<b>625</b>	<b>618</b>
VIII Other Comprehensive Income	4	-2
IX <b>Total Comprehensive Income for the period (VII+VIII)</b>	<b>629</b>	<b>616</b>
X <b>Earnings per share (before extraordinary items) (of `10 each) (not annualized)</b>		
(a) Basic	34.50	34.05
(b) Diluted	34.39	33.95

\* Tax expense includes deferred tax

# Financial Review - Balance Sheet and CFS



## V-Mart Retail Limited Balance Sheet as at December 31, 2018

Particulars	As at 31 December 2018	As at 31 March 2018
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	1,529.67	1,412.28
Capital work in progress	16.26	35.10
Intangible assets	31.34	35.20
Financial assets		
Investments	66.79	63.42
Loans	91.02	71.95
Other financial assets	11.61	0.50
Deferred tax assets (net)	116.98	92.01
Non-current tax assets (net)	8.06	7.39
Other non-current assets	117.63	94.81
	<u>1,989.36</u>	<u>1,812.66</u>
<b>Current assets</b>		
Inventories	3,171.94	3,071.12
Financial assets		
Investments	365.96	276.91
Cash and cash equivalents	58.34	137.37
Other bank balances	65.92	58.51
Loans	0.20	0.77
Other financial assets	14.27	11.19
Other current assets	195.78	130.51
	<u>3,872.41</u>	<u>3,686.38</u>
	<u>5,861.77</u>	<u>5,499.04</u>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	181.27	180.97
Other equity	3,921.75	3,293.44
i) Reserve & surplus		
ii) Other reserves		
	<u>4,103.02</u>	<u>3,474.41</u>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities		
Borrowings	1.02	3.22
Other financial liabilities	52.85	41.67
Provisions	37.67	35.69
	<u>91.54</u>	<u>80.58</u>
<b>Current liabilities</b>		
Financial liabilities		
Borrowings	0.28	-
Trade payables	1,134.14	1,667.82
Other financial liabilities	365.17	152.93
Other current liabilities	98.74	93.28
Provisions	10.93	6.33
Current tax liabilities (net)	57.95	23.69
	<u>1,667.21</u>	<u>1,944.05</u>
	<u>5,861.77</u>	<u>5,499.04</u>

(` in million, unless stated otherwise)

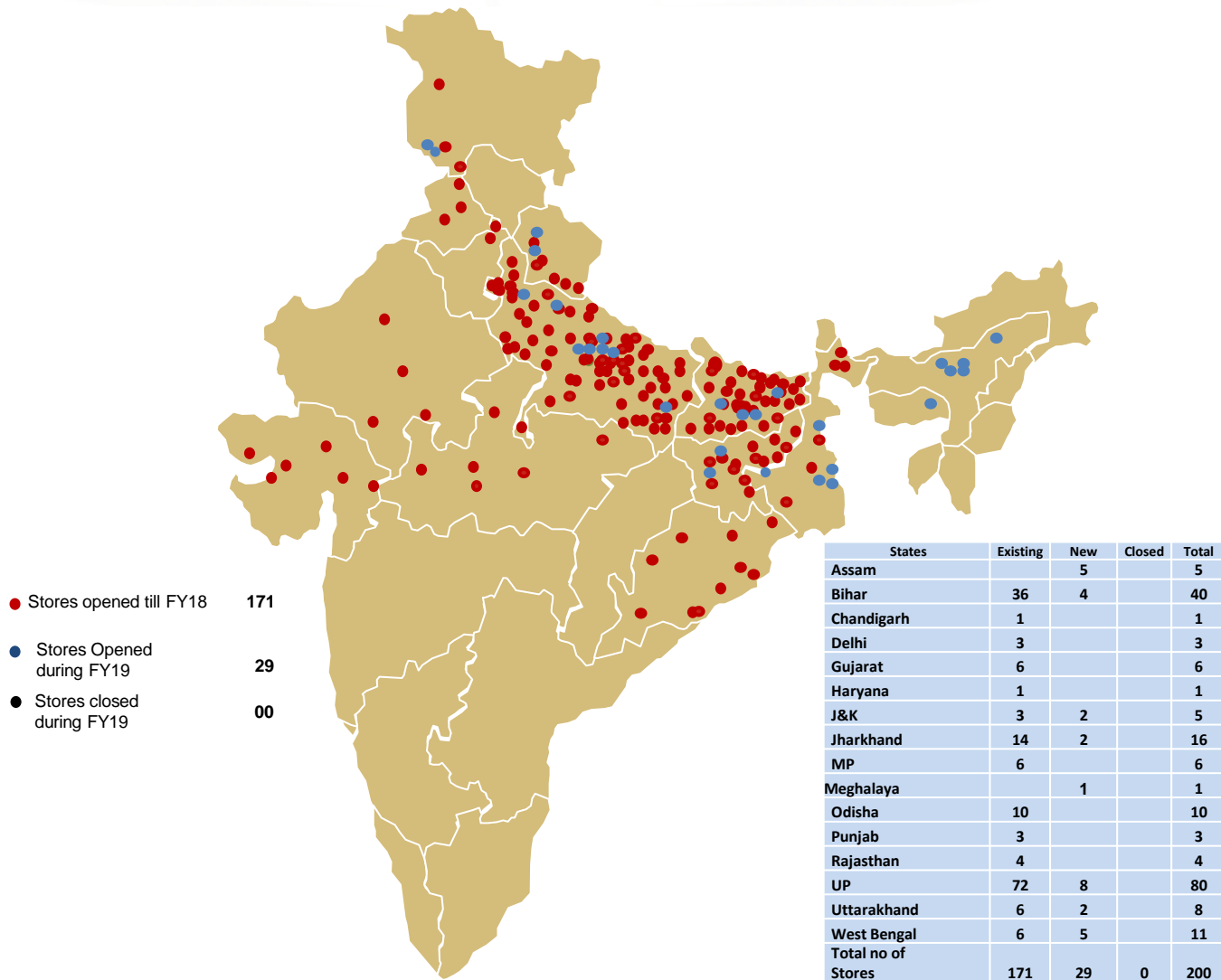
## V-Mart Retail Limited

### Cash Flow Statement for the period ended December 31, 2018

	For the period ended 31 Dec.'2018	For the period ended 31 March 2018
<b>A. Cash flows from operating activities</b>		
Net profit before tax and before extra-ordinary items	953	1,125
Adjustment for:	209	245
Operating profit before working capital changes	1,162	1,370
Movements in working capital :	(742)	(346)
Cash generated from operations	420	1,024
Taxes paid	(315)	(381)
Net cash flow from operating activities	105	643
<b>B. Cash flows used in investing activities</b>		
Net cash flow used in investing activities*	(381)	(151)
<b>C. Cash flows from/(used in) financing activities</b>		
Net cash flow from/(used in) financing activities	(44)	(384)
Net increase/(decrease) in cash and cash equivalents	(320)	108

\* Investment in fixed assets is `298 million (previous year: `479 million) in net cash flow used in investing activities

**STORES GEOGRAPHIC SPREAD  
&  
SALES PROMOTIONS  
Q3 FY'18**



## New Stores



1.



S. No.	State	Date of Opening	Retail Space (Sq ft)
1.	Bihar	3-Oct-18	6,300
2.	West Bengal	3-Oct-18	7,685
3.	Assam	9-Oct-18	11,000

2.



3.



Price "Less" Fashion



## New Stores



4.



S. No.	State	Date of Opening	Retail Space (Sq ft)
4.	West Bengal	10-Oct-18	5,637
5.	Meghalaya	26-Oct-18	10,049
6.	Jharkhand	29-Oct-18	7,585

5.



6.



Price "Less" Fashion



## New Stores

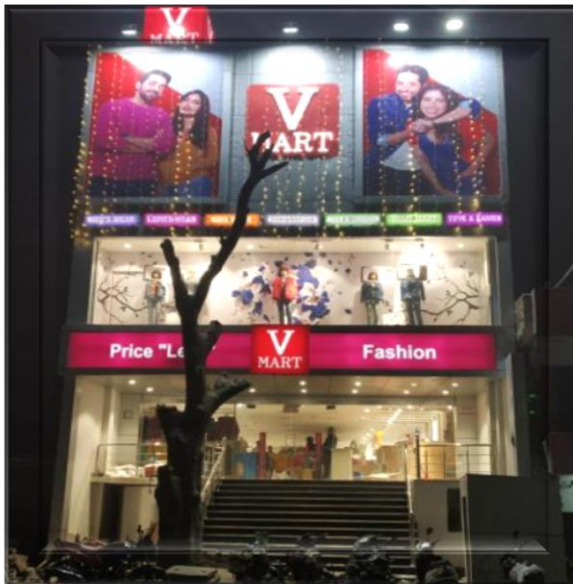


7.



S. No.	State	Date of Opening	Retail Space (sq. ft.)
7.	Uttar Pradesh	31-Oct-18	6,281
8.	Uttar Pradesh	14-Dec-18	7,553
9.	Uttar Pradesh	15-Dec-18	7,175

8.



9.



Price "Less" Fashion

## New Stores



10.



S. No.	State	Date of Opening	Retail Space (Sq ft)
10.	Uttar Pradesh	21-Dec-18	8820

Price "Less" Fashion

# Thank you

In case of any queries, pls contact the IR Team :

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