#### V-MART RETAIL LTD.



## Review of Financial Result Q1 FY'16

#### **Financial Review**



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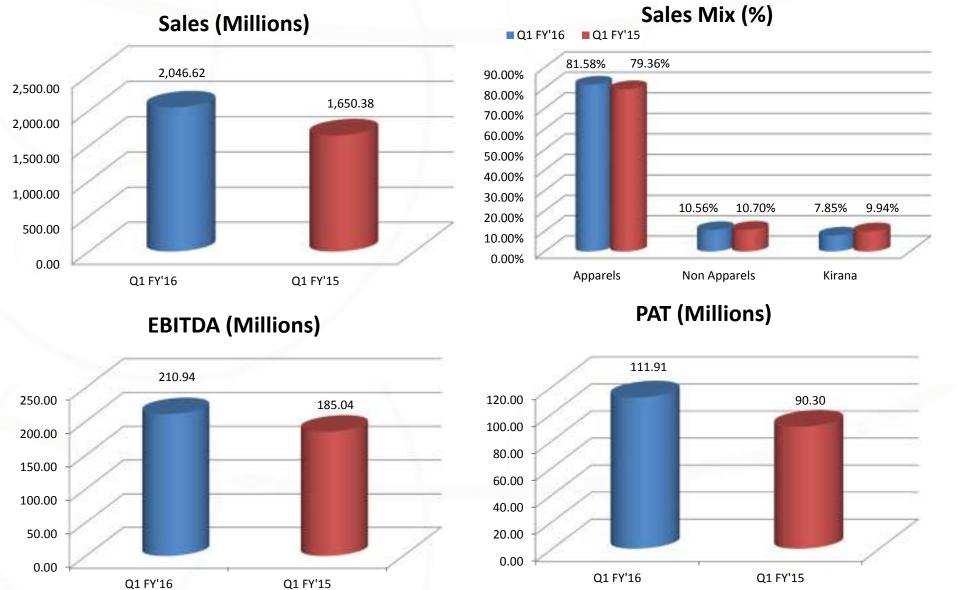
#### Key highlights of Q1 FY'16 vs FY'15 results



- Number of Stores has increased to 108 from 93 yoy.
- Revenue growth is 24%, yoy with Same Store Sales growth (fashion) of 8.7% and Same Store Volume Growth of 12.7%. Average selling price (Total) has improved by 3%.
- Sales per sq foot (per month) has improved to Rs. 820 from Rs. 794 with a growth of 3%.
- Contribution of Fashion segment to total revenues has expanded to 92%, whereas that of kirana has reduced to 8%.
- EBITDA has improved by 14%.
- Net profit has improved by 24%.
- Free Cash-flow Positive for Q1 FY'16.

#### Financial Parameters – Q1 FY'16 vs FY'15

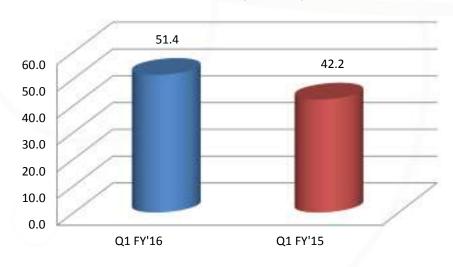




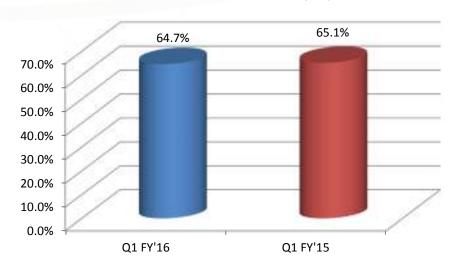
#### Operational Parameters – Q1 FY'16 vs FY'15



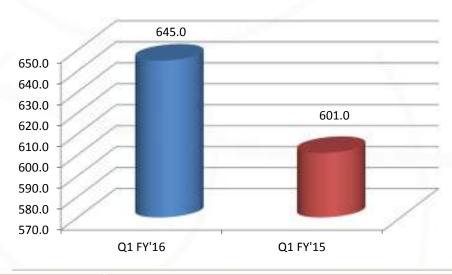
#### Footfall (lakhs)



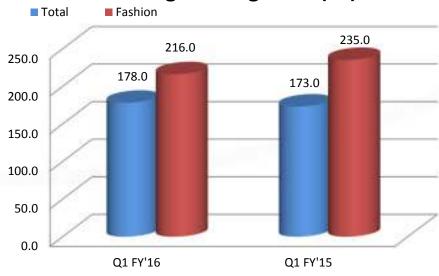
#### **Conversion Rate (%)**



#### **Transaction size (Rs.)**



#### **Average Selling Price (Rs)**

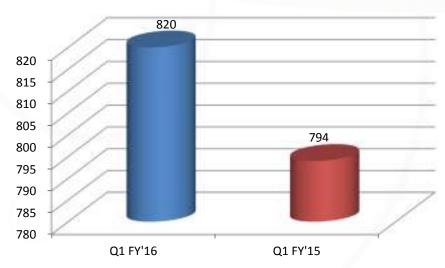


Note: Method of calculation for ASP is on Gross Sales basis

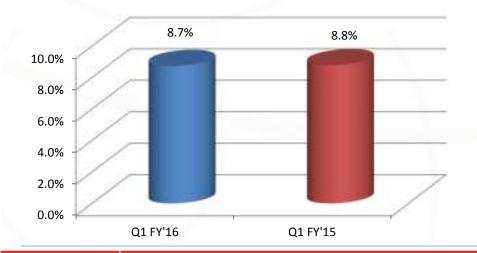
#### Operational Parameters – Q1 FY'16 vs FY'15



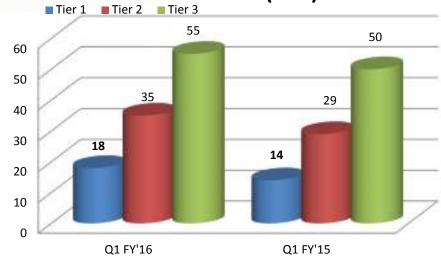
#### Sales per sq feet (per month)



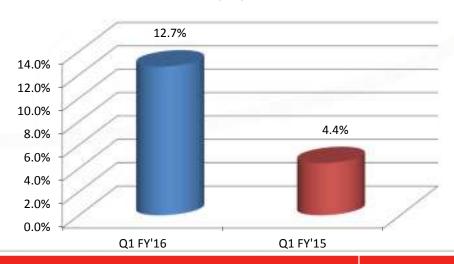
Same Store Sales Growth (Fashion) (%)



**Store Count (Nos)** 

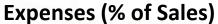


Same Store Volume Growth (Fashion) (%)



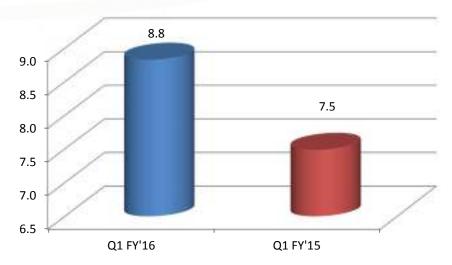
#### Operational Parameters – Q1 FY'16 vs FY'15





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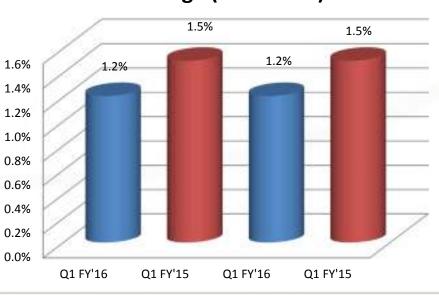
#### Retail Space (lakhs Sq feet)



#### **Inventory (Days of Sales)**



**Shrinkage (% of Sales)** 



#### Financial Review – Profit & Loss Statement



	For the pe	For the period ended		
Particulars Particulars	30.06.2015	30.06.2014		
	(Unaudited)	(Unaudited)		
Part I				
1. Income from operations				
(a ) Net sales/income from operations	20,427.56	· ·		
(b) Other operating income	38.59			
Total income from operations (net)	20,466.15	16,503.75		
2. Total expenses	18,742.13	15,182.58		
3. Profit from operations before other income, finance costs and prior period items (1-2)	1,724.02	· •		
4. Other income	44.75			
<ul><li>5. Profit from ordinary activities before finance costs and prior period items (3+4)</li><li>6. Finance costs</li></ul>	<b>1,768.77</b> 50.46	· •		
7. Profit/(loss) from ordinary activities before tax and prior period items (5-6)	1,718.31			
8. Prior period items - income/(expense) (net)	(16.17)	(16.49)		
9. Net profit/(loss) from ordinary activities before tax (7+8)	1,702.14	` `		
10. Tax expense *	583.03	•		
11. Net profit/(loss) from ordinary activites after tax (9-10)	1,119.11			
12. Extra-ordinary items (net of tax) (refer note 9)	_,			
13. Net profit/(loss) for the period (11+12)	1,119.11	902.97		
14. Paid up equity share capital (Face value of Rs.10 per share)	1,802.99			
15. Reserves excluding revaluation reserves	-	_,,,,,,,,		
16. Earnings per share (of Rs. 10 each) (not annualised)				
(a) Basic	6.21	5.03		
(b) Diluted	6.21			

<sup>\*</sup> Tax expense include deferred tax.

#### Financial Review - Balance Sheet and CFS



	Notes	As at 30 June 2015	As at 31 March 2015
	7,000	(Rs.)	(Rs.)
EQUITY AND LIABILITIES		. ,	
hareholder's funds			
Share capital	5	180,299,260	180,156,890
Reserves and surplus	6	1,983,427,134	1,869,233,197
		2,163,726,394	2,049,390,087
Ion-current liabilities			
Long-term borrowings	7	22,683,962	15,249,514
Long term provisions	8	15,320,945	14,709,337
Other non-current liabilities	9	56,824,444	49,673,683
		94,829,351	79,632,534
Current liabilities			
Short-term borrowings	10	146,114,060	286,283,460
Trade payables		694,220,612	751,799,136
Other current liabilities	11	118,306,933	69,539,728
Short-term provisions	12	120,200,181	52,961,947
		1,078,841,786	1,160,584,271
		3,337,397,531	3,289,606,892
SSETS			
Non-current assets			
Fixed assets			
Tangible assets	13	961,939,439	964,080,879
Intangible assets	14	17,270,446	16,572,164
Capital work-in-progress		16,414,460	7,207,557
Non-current investments	15	180,300,000	55,300,000
Deferred tax assets	16	15,166,191	6,428,130
Long term loans and advances	17	157,865,100	157,333,812
Other non-current assets	18	1,043,331	653,406
		1,349,998,967	1,207,575,948
Current assets			
Current investments	19	-	162,700,000
Inventories	20	1,848,281,362	1,832,027,476
Cash and bank balances	21	65,398,591	33,555,800
Short-term loans and advances	22	73,421,726	53,063,490
Other current assets	23	296,885	684,178
		1,987,398,564	2,082,030,944
			3,289,606,892

V-Mart Retail Limited		
Cash Flow Statement for the period ended 30 June 2015		
	For the period ended	For the period ended
	30 June 2015	31 March 2015
	(Rs.)	(Rs.)
A. Cash flows from operating activities		
Net profit before tax	170,213,593	553,301,880
Adjustment for:	63,982,045	240,212,364
Operating profit before working capital changes	234,195,638	793,514,244
Movements in working capital :	(61,682,910)	(226,692,975)
Cash generated from operations	172,512,728	566,821,269
Taxes paid	(828,221)	(167,378,639)
Net cash flow from operating activities	171,684,507	399,442,630
B. Cash flows used in investing activities		
Net cash flow used in investing activities	(46,862,292)	(190,526,695)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	(132,362,531)	198,968,598
Net increase/(decrease) in cash and cash equivalents	(7,540,316)	9,947,337
		•
Cash and cash equivalents at the beginning of the year	26,336,818	16,389,481
Ckdk	18,796,502	26,336,818
Cash and cash equivalents at the end of the year		

#### **Financial Review -** Utilization of IPO Funds



Means of finance for the objects of Initial Public Offering (IPO) are as under:

Particulars	(Rs. in lacs)
Proceeds from the fresh issue	5,798.10
Proceeds from Pre-IPO placement	2,625.00
Internal accruals	717.60
	9,140.70

The utilization of the aforementioned means of finance as on 30 June 2015 is as under:

(Rs. in lacs)

Particulars	Utilization planned as per prospectus	Utilization of IPO proceeds as on 30 June 2015	Adjustments (utilization of surplus towards other objects)	Balance amount to be utilized as on 30 June 2015
To open new stores	6,970.40	(6,664.15)	6.60	312.85
Expansion of distribution centre	438.70	(342.47)	-	96.23
Working capital	1,000.00	(1,000.00)	-	-
Share issue expenses	731.60	(725.00)	(6.60)*	-
	9,140.70	(8,731.62)	-	409.08

<sup>•</sup> Surplus available after actual expenses incurred will be utilized towards other objects of the issue.

Status of balance IPO proceeds as on 30 June 2015 is as under:

Particulars	(Rs.in lacs)
Balance unutilized amount	409.08
Temporary utilized as below:	
Mutual funds	409.08

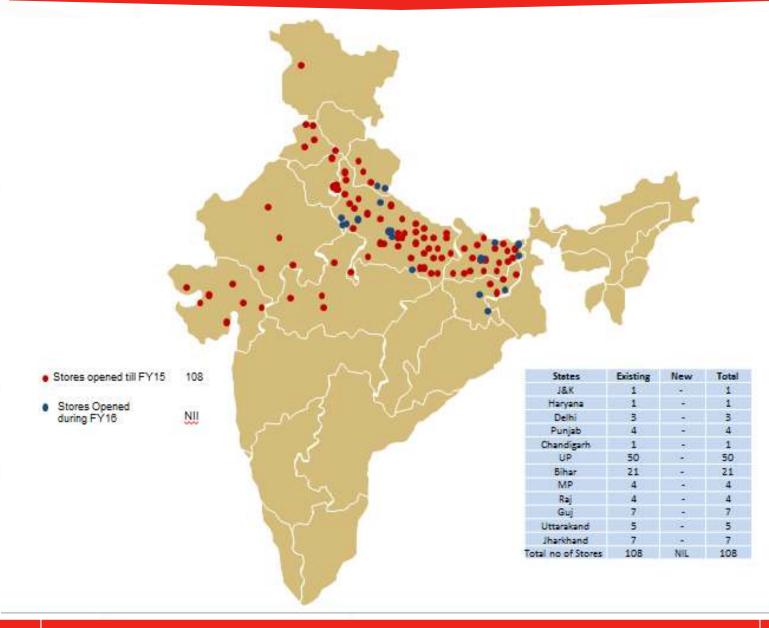
#### V-MART RETAIL LTD.



# STORES GEOGRAPHIC SPREAD & SALES PROMOTIONS Q1 FY'16

#### V-MART RETAIL LTD.







#### **EXISTING STORES – Statewise Distribution**

States	Store Count (30 <sup>th</sup> June 2015)
Delhi	03
Uttar Pradesh	50
Gujarat	07
Bihar	21
Punjab	04
Madhya Pradesh	04
Rajasthan	04
Haryana	01
Chandigarh	01
Jammu and Kashmir	01
Uttarakhand	05
Jharkhand	07
Total	108

#### PROMOTIONS – APRIL'15



#### **VIVAH MAHOTSAV**





#### **PROMOTIONS – MAY'15**



**MOTHER'S DAY** 







#### **PROMOTIONS – JUNE'15**



#### JEANS FESTIVAL



108 Stores in 91 Cities, Over 8.80 Lacs Sq. Pt. (81055 Sq. Mt.) Stvapping Area, Feitlest Growing Retail Chain Defti + Chandigari + Fringsh + Repetition + Sejaral + Machine Protest + Vittar Protest + Vittarishand + Jinashand + Shor + JiK. For corporate to - specialistic contenting in - Visitarism contenting in - Visit



#### KIRANA BAZAAR



#### **Financial Review**



### Thank you

In case of any querries pls contact the IR Team:

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