



Ref. No. CS/S/L-588/2022-23

5th August, 2022

To: The Listing Department NATIONAL STOCK EXCHANGE OF INDIA LIMITED "Exchange Plaza" Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Scrip Code: VMART Fax: 022-26598120 Email: cmist@nse.co.in	To: The Corporate Relationship Department THE BSE LTD Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 534976 Fax: 022-22723121 Email: corp.relations@bseindia.com
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Sub: Presentation to Investors/Analysts

Dear Sir/Madam,

Please find enclosed herewith the presentation being forwarded to Investors/Analysts on unaudited financial results of the Company for the first quarter ended 30th June, 2022.

The above presentation is also available on the Company's website:
<http://www.vmart.co.in/investor/3/investors-presentation>.

We request you to kindly take the above information on record.

Thanking You,

Yours Truly
For V-Mart Retail Limited

Megha Tandon
(Company Secretary and Compliance Officer)

Encl: As above

V-MART RETAIL LTD.

CIN- L51909DL2002PLC163727

Corporate Office : Plot No. 862, Udyog Vihar, Industrial Area Phase V, Gurgaon - 122 016 (Haryana)
Tel. : 0124-4640030, Fax No. : 0124-4640046 Email : info@vmart.co.in Website : www.vmart.co.in
Registered Office : 610-611, Guru Ram Dass Nagar, Main Market, Opp. SBI Bank, Laxmi Nagar, New Delhi - 110092

V-Mart Retail Ltd.

Financial Results & Analysis

Q1 FY23





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in Retail

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Place
To
Work®**

**INDIA
2022**



Q1 FY23

Key Performance Highlights
Financial Parameters
Operational Parameters



Key Highlights: Q1 FY23 vs. Q1 FY22 Results

231%

Revenue Growth

v/s Q1 FY22

205

Net Profit/(Loss)

₹ Millions

80%

20%

Revenue Contribution

V-Mart

Unlimited

91%

9%

Revenue Contribution

Fashion

Kirana

314

77

Store Count (Nos)

V-Mart

Unlimited

391

Number of Stores

Opened: 11

Closed: 0



Financial Parameters

Revenue (Millions)

5,879

231%

1,774

Q1 FY23

Q1 FY22

Revenue Mix (%)

80.7% 80.0%

9.9% 10.7%

9.4% 9.3%

Apparel

Non App

Kirana

■ Q1 FY23

■ Q1 FY22

EBITDA (Millions)

887

-20

Q1 FY23

Q1 FY22

PAT (Millions)

205

-287

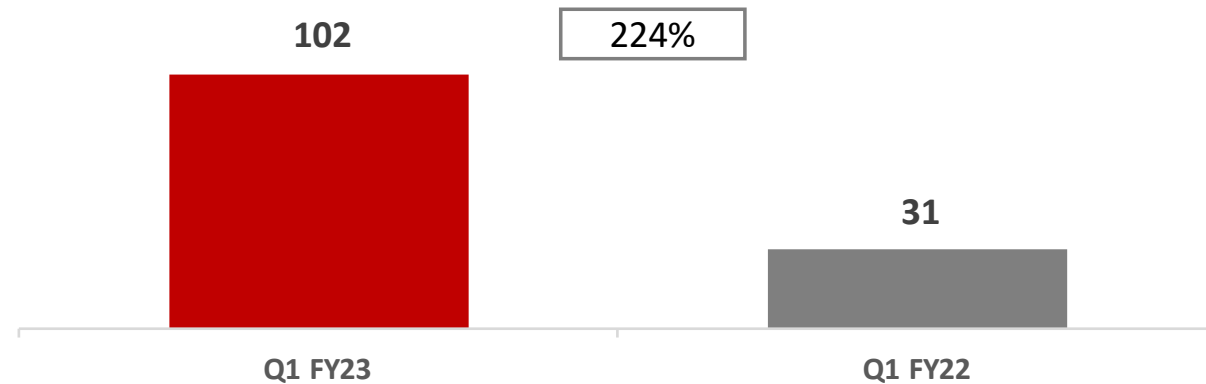
Q1 FY23

Q1 FY22

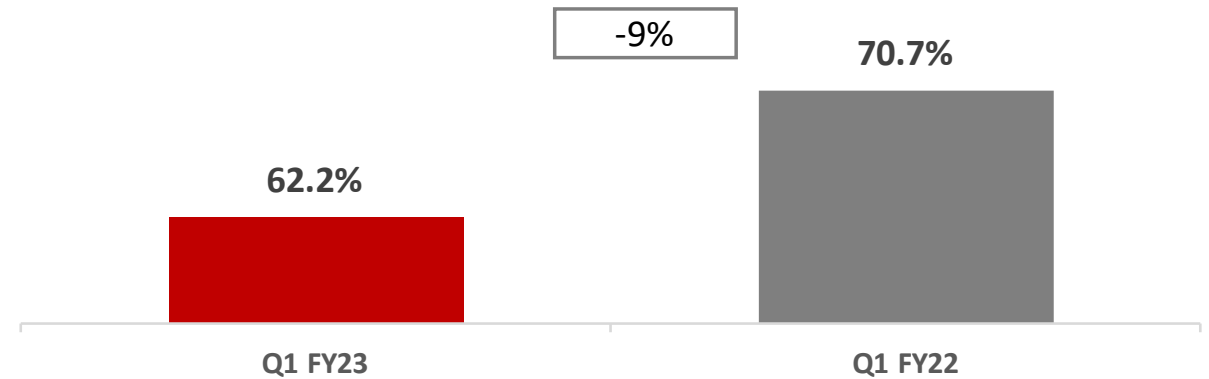
Operational Parameters



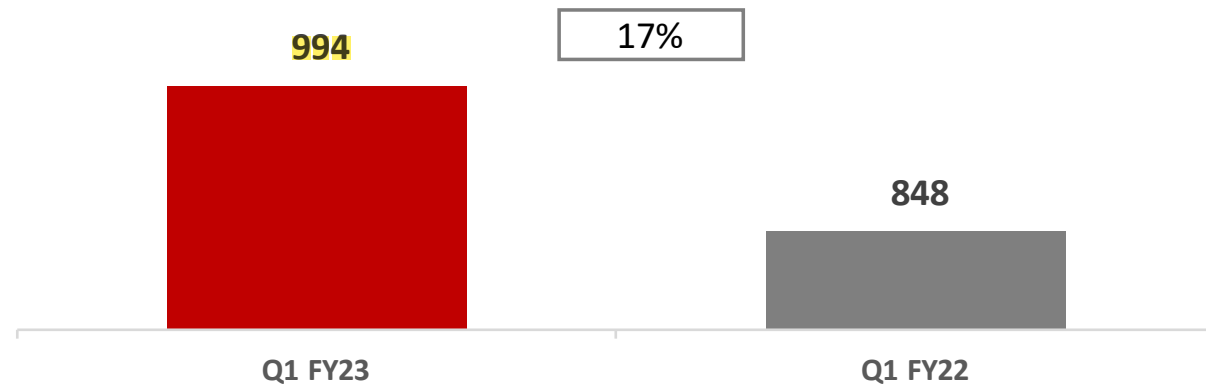
Footfall (Lakhs)



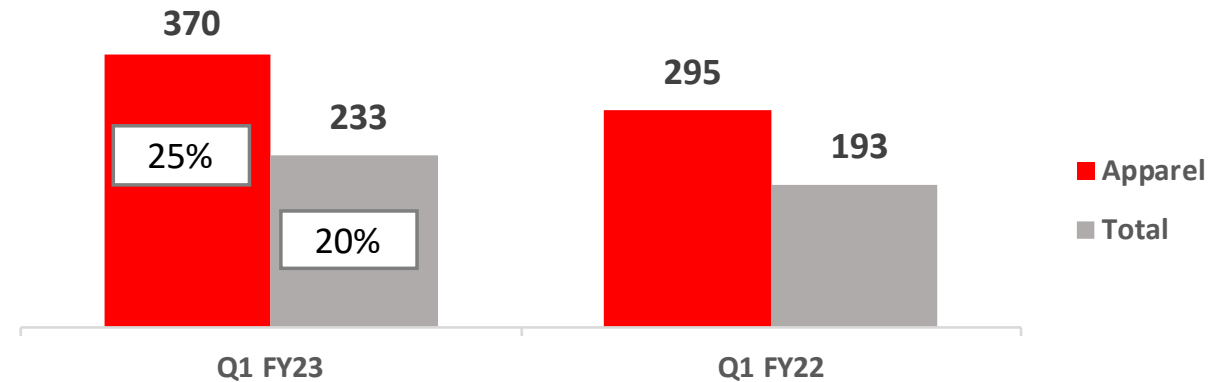
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Operational Parameters

Sales per sq feet (per month)*

626

17%

533

Q1 FY23

Q1 FY22

*basis operational days

Store Count (Nos)

105

54

172

60

Q1 FY23

65

38

143

36

Q1 FY22

Tier 1

Tier 2

Tier 3

Tier 4

Same Store Sales Growth (%)**

137%

119%

Q1 FY23

Q1 FY22

**same store are opening till FY19

Same Store Volume Growth (%)**

124%

103%

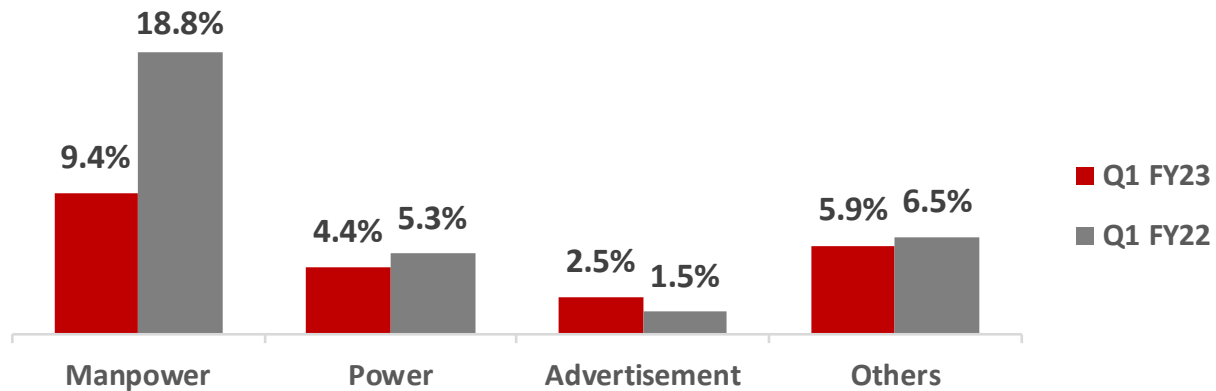
Q1 FY23

Q1 FY22

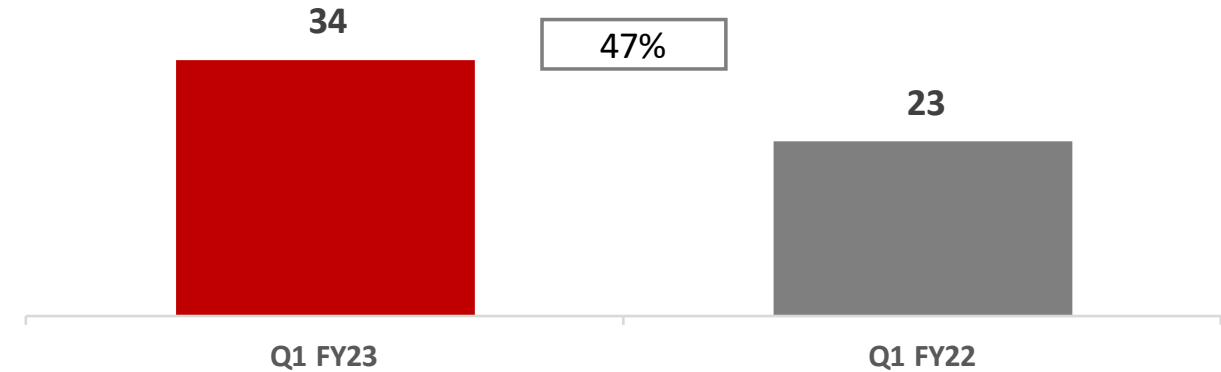
Operational Parameters



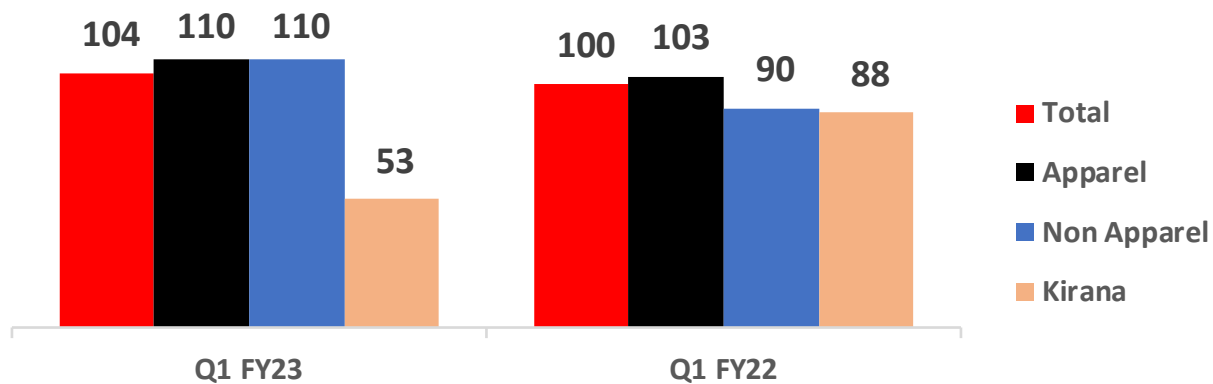
Expenses (% of Revenue)



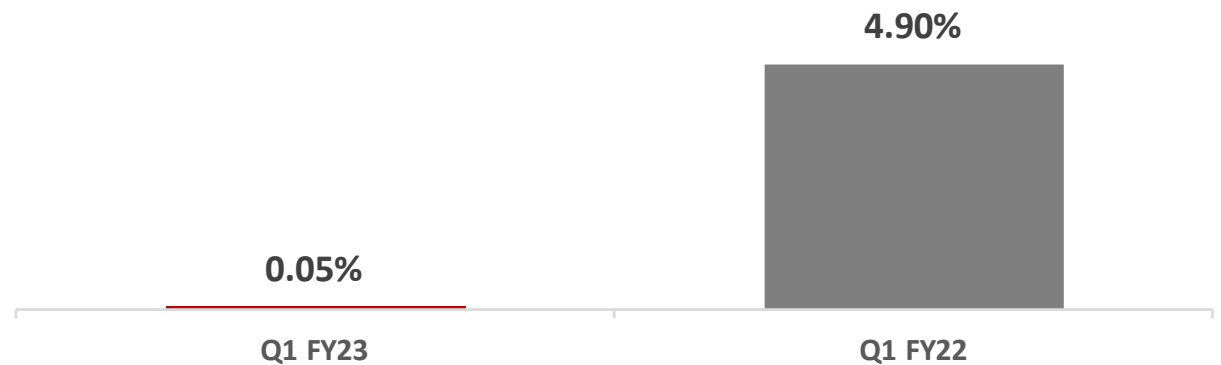
Retail Space (Lacks Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Revenue)



Financial Review – Profit & Loss Statement

INR millions (except per share data)

Particulars	For the period ended	
	30.06.2022 (Unaudited)	30.06.2021 (Unaudited)
I Revenue from operations	5,879	1,774
II Other income	41	45
III Total Income (I + II)	5,920	1,819
IV Total expenses	5,641	2,204
V (Loss)/profit before tax (III-IV)	279	(385)
VI Total tax expense*	74	(98)
VII (Loss)/profit for the year (V-VI)	205	(287)
VIII Other comprehensive (loss)/income	(2)	(1)
IX Total comprehensive (loss)/income for the period (VII+VIII)	203	(288)
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	10.35	(14.57)
(b) Diluted (Rs.)	10.35	(14.57)

* Tax expense includes deferred tax

Ind-AS 116 : P&L Impact (Q1 FY23)

INR Millions

Particulars (impact on PBT) – FY23	Pre Ind-AS 116 (A)	Post Ind-AS 116 (B)	Net Impact on PBT C = (B-A)
Rent	475	77	(398)
Finance cost	1	247	246
Depreciation & Amortization	126	402	276
PBT decreased by			124

“Changes due to Ind-AS 116 (increase) / decrease on PBT”

Financial Review - Balance Sheet

INR Millions

Particulars	As At	
	June 30, 2022 (Unaudited)	March 31, 2022 (Audited)
EQUITY AND LIABILITIES		
Equity		
Equity share capital	198	197
Other equity	8,539	8,299
Total Equity (D)	8,737	8,496
Liabilities		
Financial liabilities		
Lease liabilities	8,749	8,429
Employee benefit obligations	115	109
Non-current liabilities (E)	8,864	8,538
Financial liabilities		
Lease liabilities	605	593
Trade payables	2,631	2,906
Other financial liabilities	370	212
Employee benefit obligations	39	41
Liabilities for current tax (net)	223	116
Other current liabilities	66	93
Current liabilities (F)	3,934	3,961
Total Liabilities	12,798	12,499
TOTAL EQUITY LIABILITIES (G = D+E+F)	21,535	20,995

Particulars	As At	
	June 30, 2022 (Unaudited)	March 31, 2022 (Audited)
ASSETS		
Property, plant and equipment	2,831	2,795
Capital work in progress	108	64
Intangible assets	32	32
Right-of-use assets	8,497	8,283
Financial assets		
Investments	11	38
Other financial assets	416	370
Deferred tax assets (net)	420	386
Other non-current assets	45	44
Non-current assets (A)	12,360	12,012
Inventories	6,802	6,682
Financial assets		
Investments	1,102	1,211
Loans	2	5
Cash and cash equivalents	358	330
Other bank balances	81	20
Other financial assets	4	2
Other current assets	826	733
Current assets (B)	9,175	8,983
TOTAL ASSETS (C = A+B)	21,535	20,995

Financial Review - CFS

INR Millions

Cash Flow Statement for the period	For the period ending	
	June 30, 2022	March 31, 2022
	(Unaudited)	(Audited)
(A) Cash flows from operating activities		
Profit before Income Tax	278	104
Adjustments to reconcile profit before tax to net cash flows:	647	1,887
Operating profit before working capital changes	925	1,991
Changes in working capital	(555)	(1,985)
Cash flow from operations	370	6
Taxes paid (net of refunds)	(0)	(118)
Net cash flow from operating activities (A)	369	(112)
(B) Investing activities		
Net cash flow (used in)/from investing activities (B)	(135)	1,237
(C) Financing activities		
Net cash from/(used in) financing activities (C)	199	(1,045)
Net increase/(decrease) in cash and cash equivalent (D = A+B+C)	35	80

Net Capex : Rs. 224 million (previous year: Rs. 1,494 million)

Free Cash Flows: Rs. 145 million (previous year: Rs. -1,606 million)

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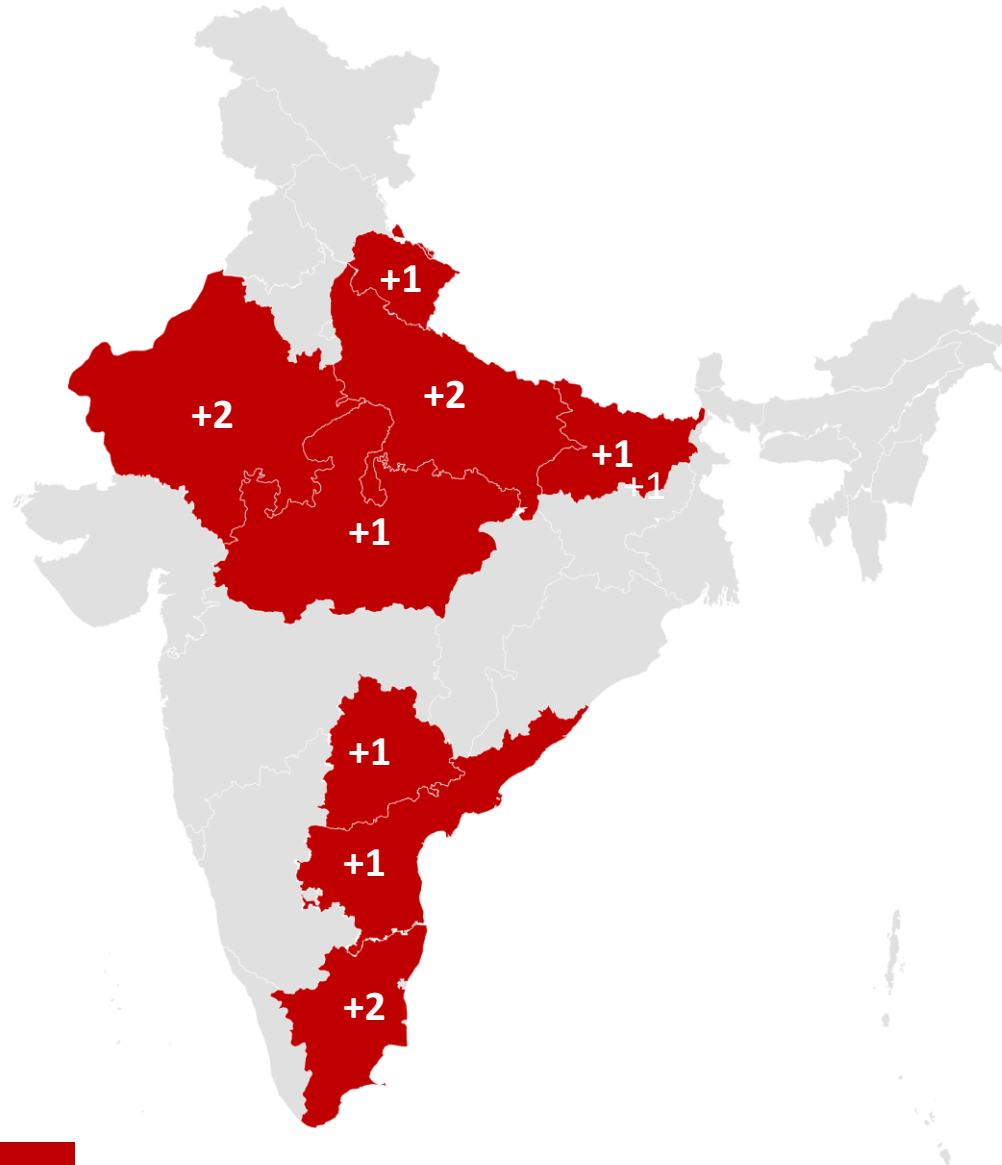
**INDIA
2022**

**V
MART**

YTD FY23

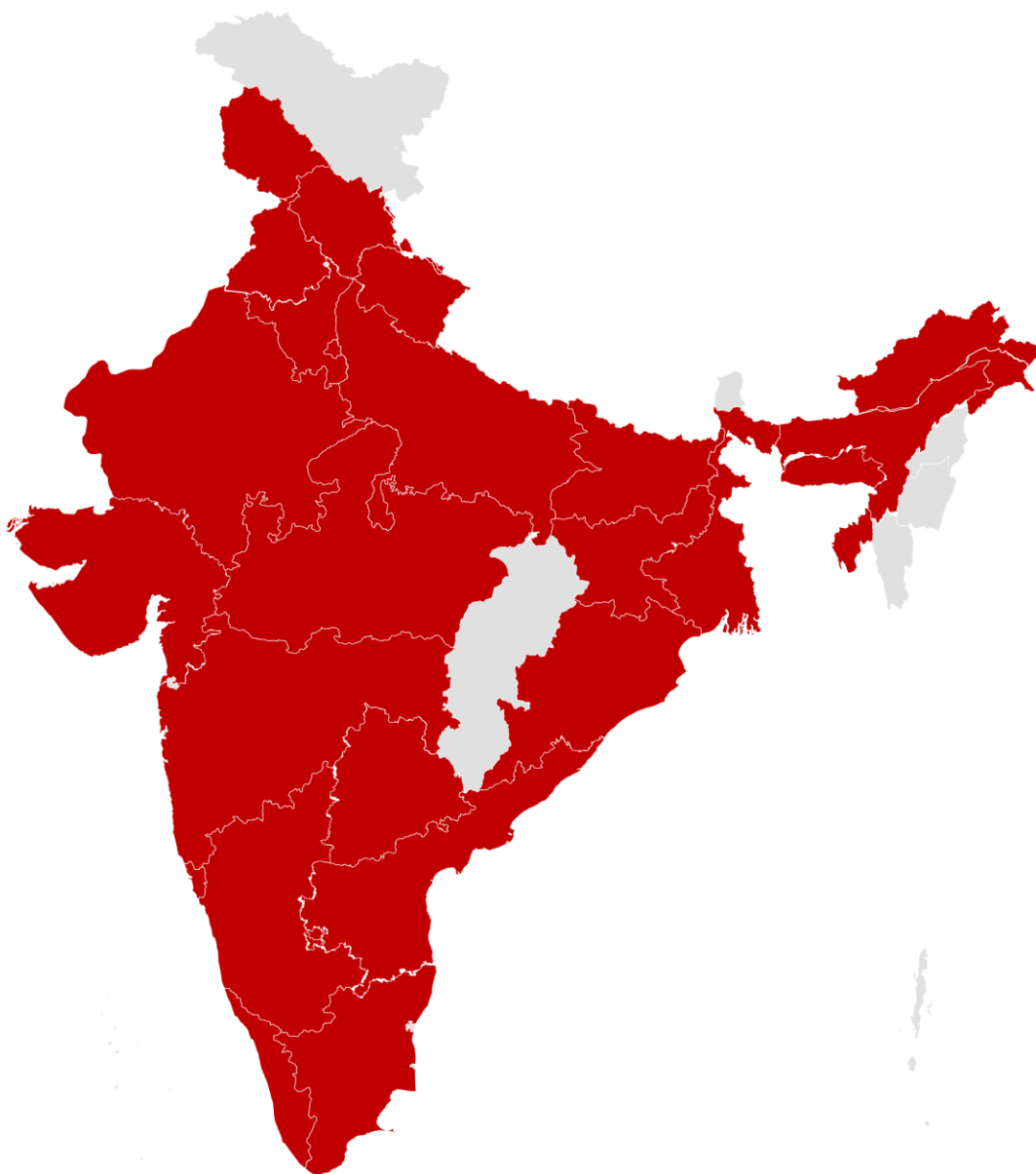
Store Geographical Spread
Recent Campaigns
Our Journey to “Omnipresence”
Other Significant Updates

New Stores Addition (Q1 FY23)



STATE	Store Count
TAMIL NADU	2
UTTAR PRADESH	2
RAJASTHAN	2
MADHYA PRADESH	1
ANDHRA PRADESH	1
UTTARAKHAND	1
BIHAR	1
TELANGANA	1
Total	11

Total Stores as on June 30, 2022



STATE	CY	LY
UTTAR PRADESH	124	111
BIHAR	56	51
JHARKHAND	24	22
TAMIL NADU	24	0
KARNATAKA	20	0
RAJASTHAN	19	16
WEST BENGAL	17	14
MADHYA PRADESH	15	15
TELANGANA	15	0
UTTRAKHAND	11	8
ANDHRA PRADESH	10	0
ASSAM	8	9
JAMMU AND KASHMIR	8	8
ORISSA	8	8
GUJARAT	7	6
NEW DELHI	6	3
MAHARASHTRA	5	0
PUNJAB	5	5
HARYANA	3	1
ARUNACHAL PRADESH	1	1
GOA	1	0
HIMACHAL PRADESH	1	2
KERALA	1	0
MEGHALAYA	1	1
TRIPURA	1	0
NAGALAND	0	1
Total	391	282

Celebrating Festivals with Fashion & Happiness – Key Campaigns



Jamai Sasthi Celebrations
Q1' FY 23



Mehngai par war, jordaar!

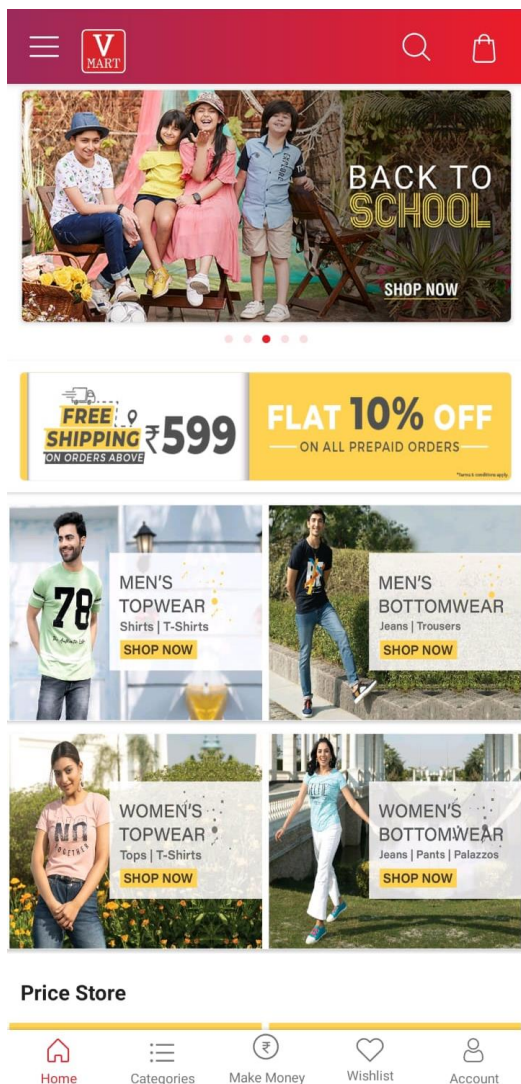


Eid Celebrations
Q1' FY 23

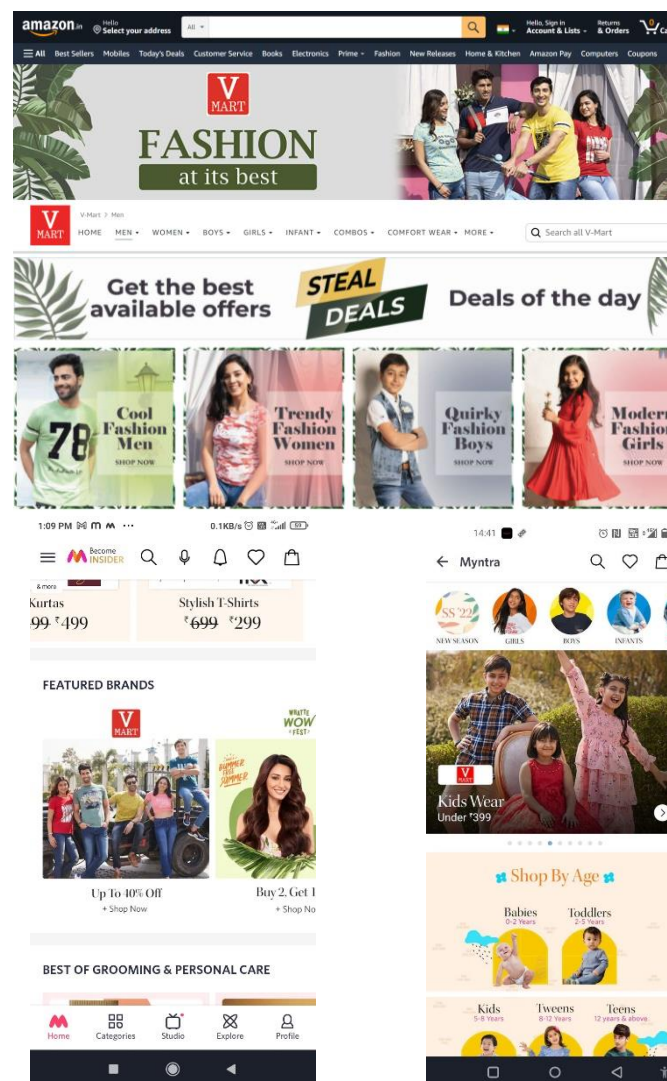
Store Façade



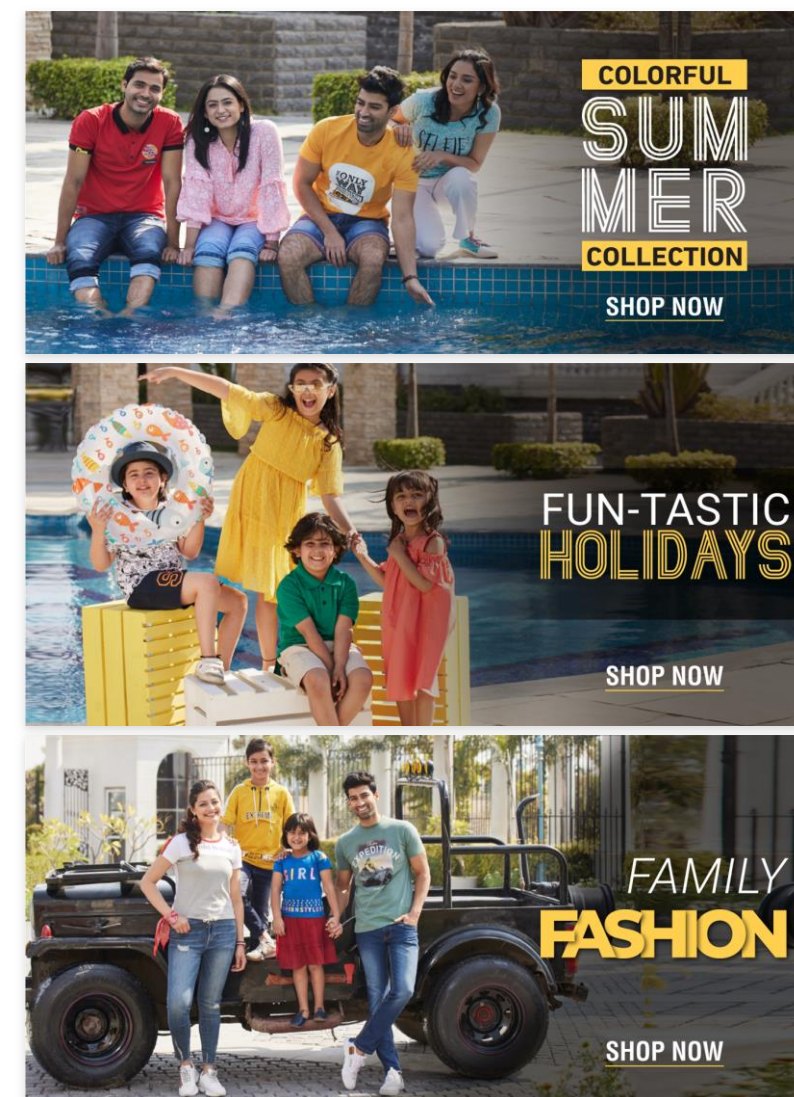
Our Journey to “Omnipresence” – Digital Business



V-Mart App



V-Mart on Marketplace



www.vmartretail.com

Thank you!

In case of any queries, please contact the IR Team:
ir_vmart@vmartretail.com

