

Review of Financial Result Q2 FY'19

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Key highlights : Apr-Sep FY'19 vs FY'18 results

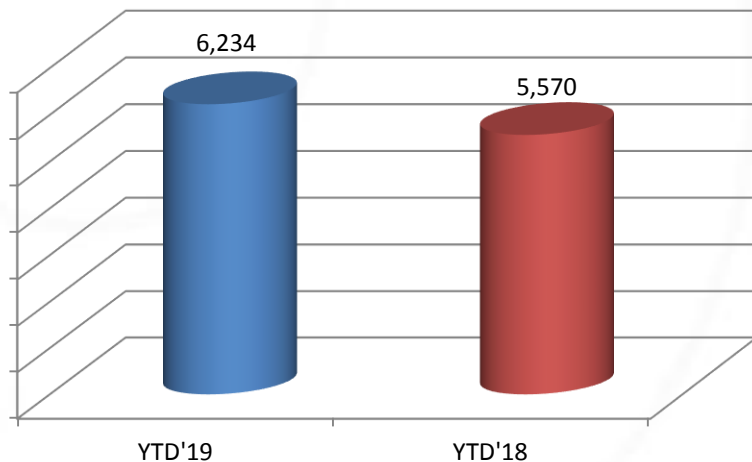


- **Number of Stores increases to 190 (+19)**
- **Revenue grows by 12%**
- **Same Store Sales growth : Value 1%, Volume 9%**
- **Sales per sq. feet (per month) : Rs. 740**
- **Contribution of segment to total revenue :**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit of Rs. 208 millions**

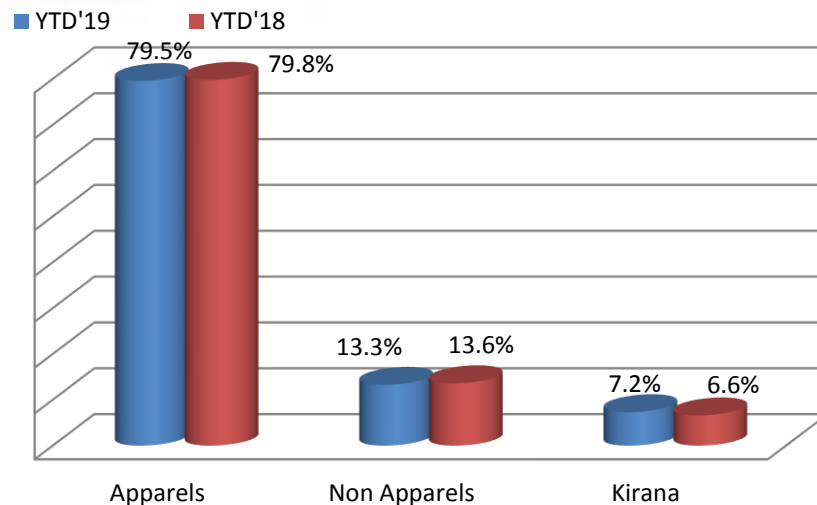
Financial Parameters : Apr-Sep FY'19 vs FY'18



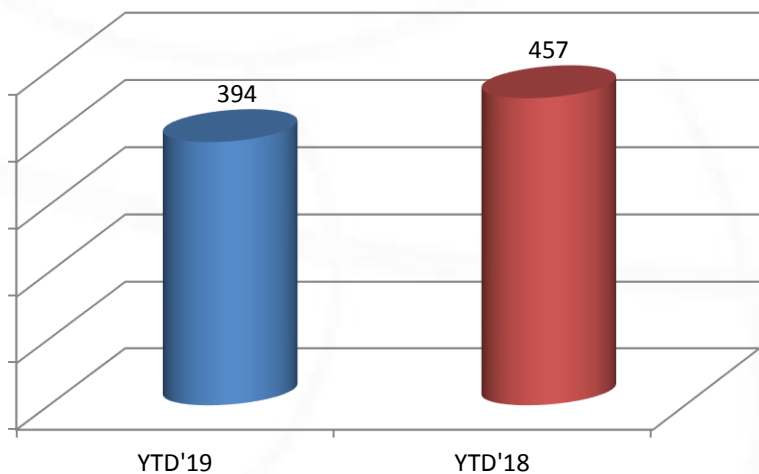
Sales (Millions)



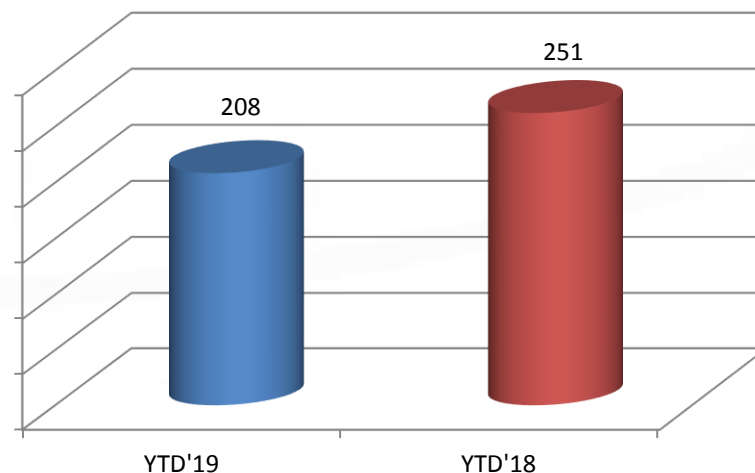
Sales Mix (%)



EBITDA (Millions)

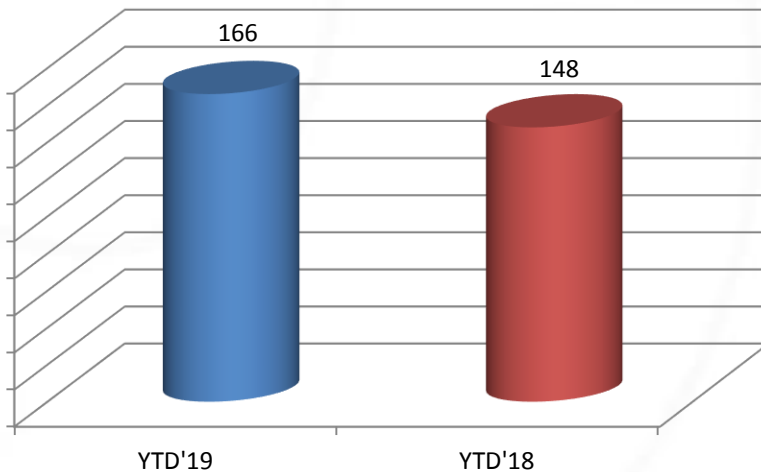


PAT (Millions)

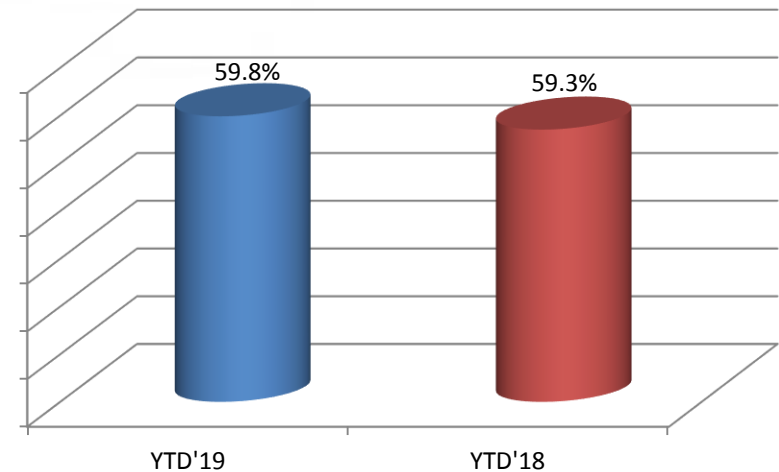


Operational Parameters : Apr-Sep FY'19 vs FY'18

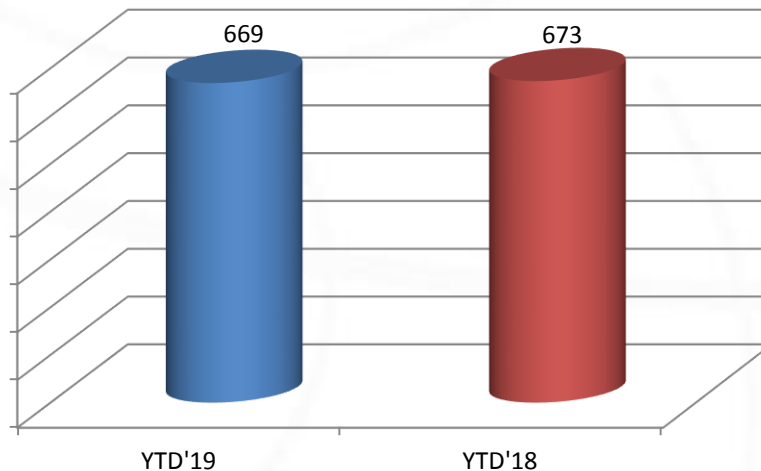
Footfall (lakhs)



Conversion Rate (%)

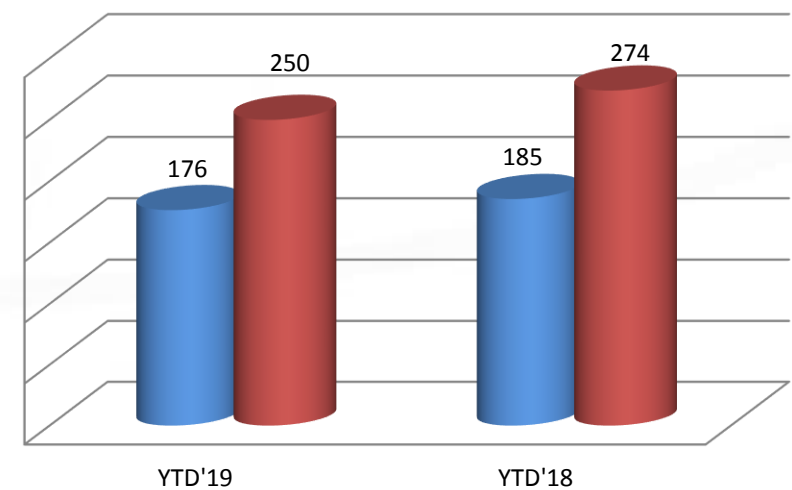


Transaction size (Rs.)



Average Selling Price (Rs)

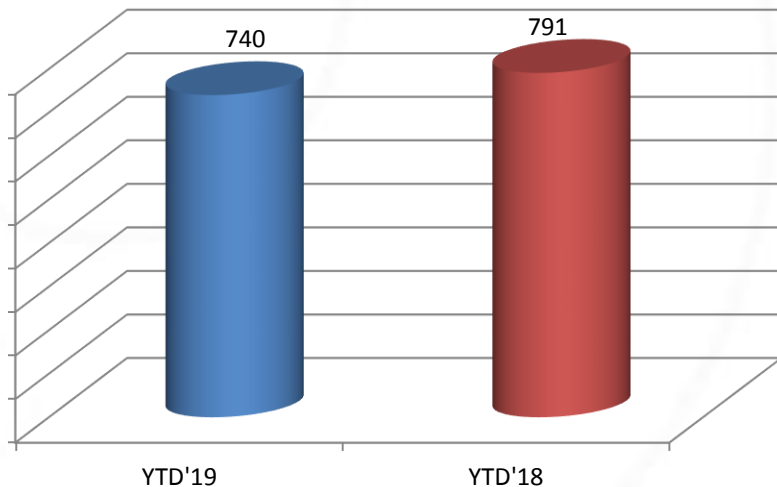
■ Total ■ Apparel



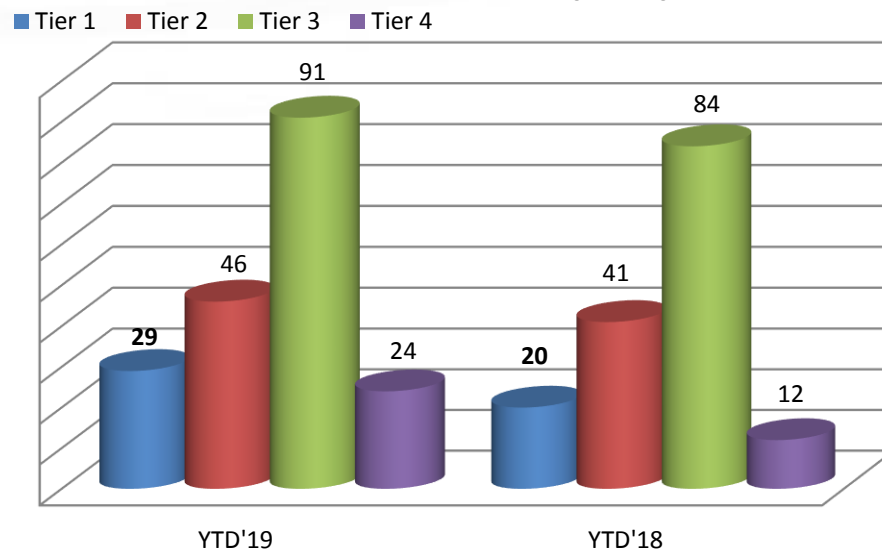
Operational Parameters : Apr-Sep FY'19 vs FY'18



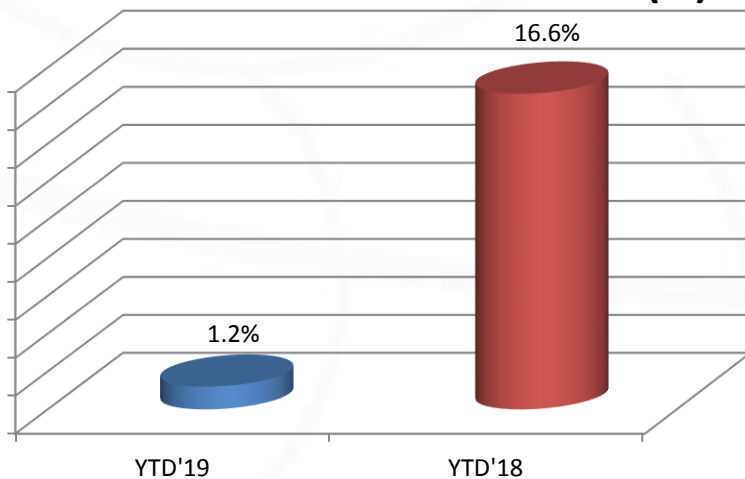
Sales per sq feet (per month)



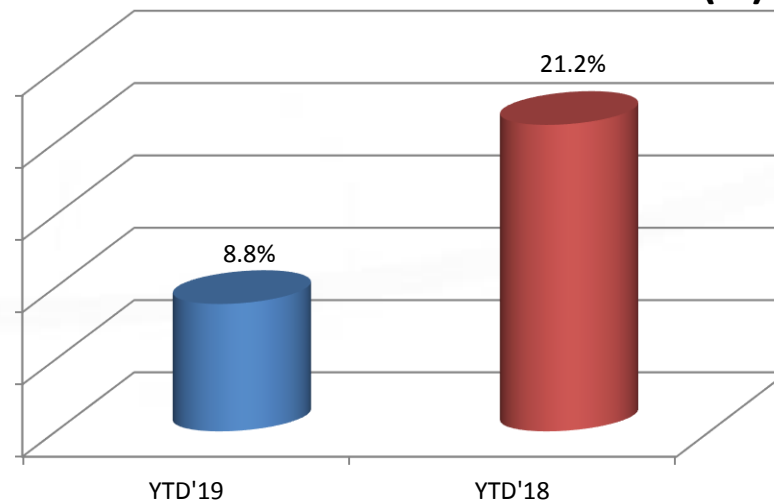
Store Count (Nos)



Same Store Sales Growth (%)

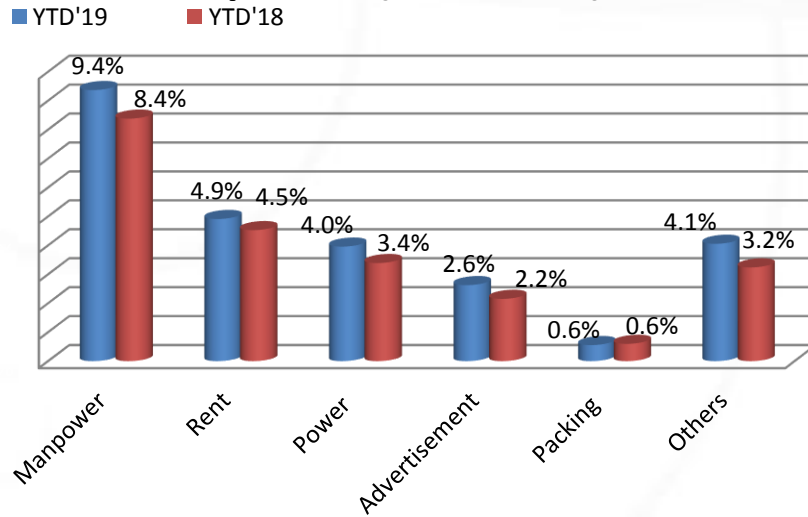


Same Store Volume Growth (%)

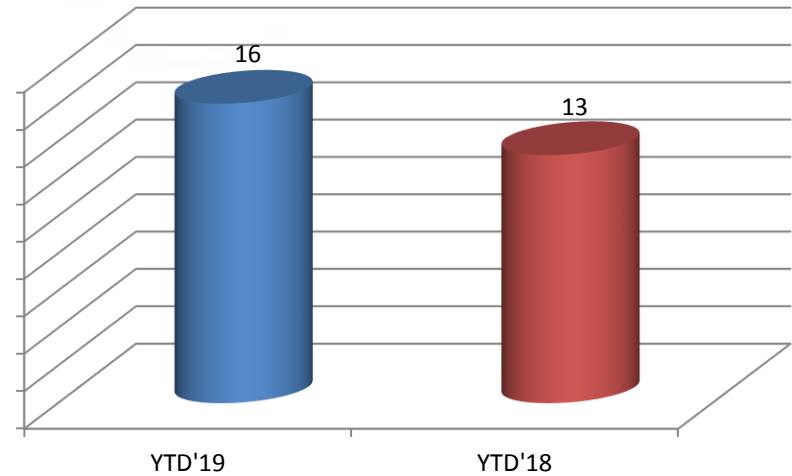


Operational Parameters : Apr-Sep FY'19 vs FY'18

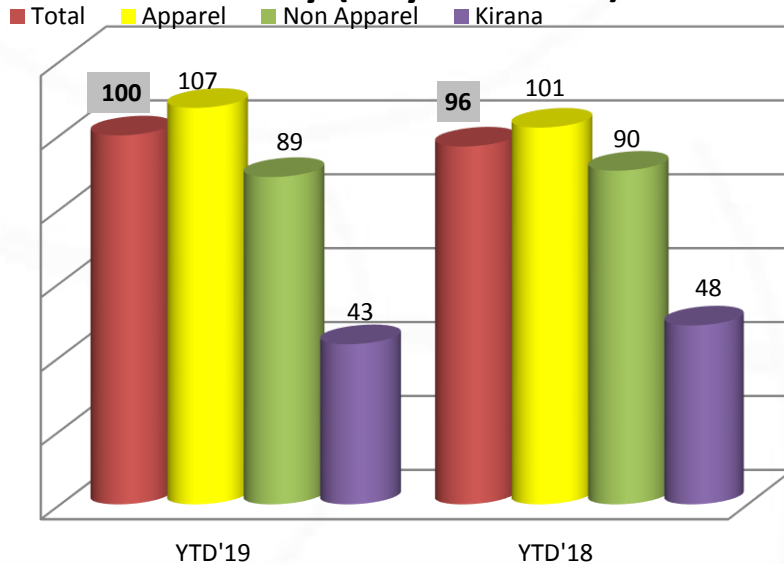
Expenses (% of Sales)



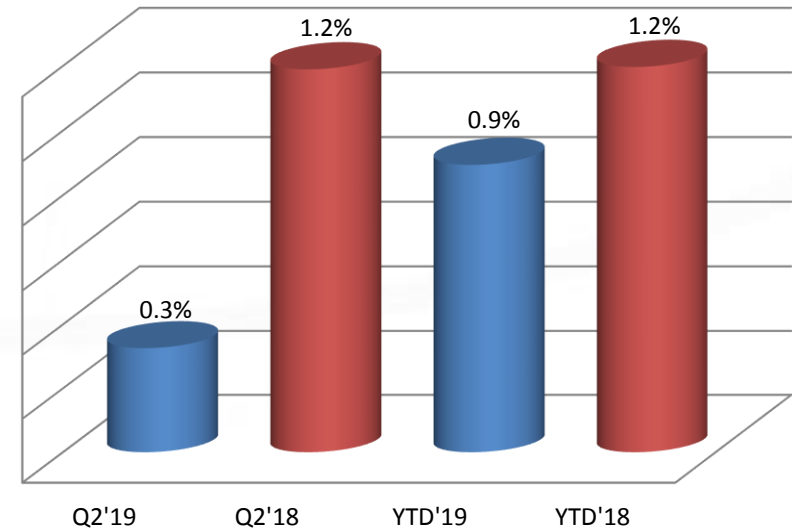
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Key highlights of Q2 FY'19 vs FY'18 results

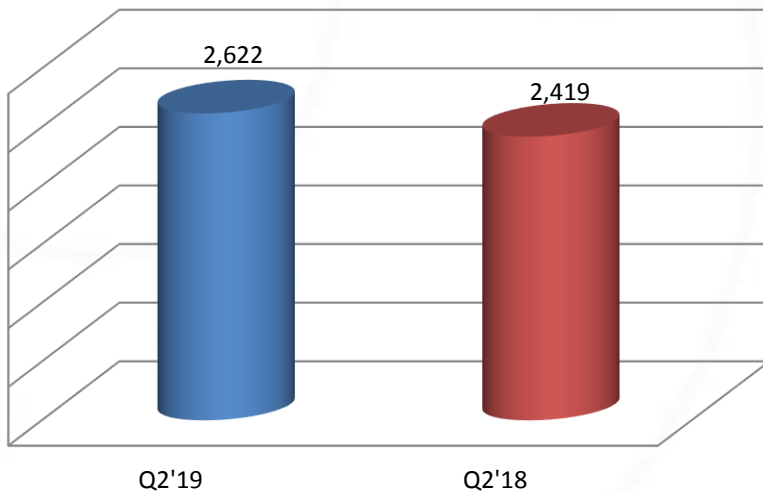


- **Revenue grows by 8%**
- **Same Store Sales growth : Value 0%, Volume 12%**
- **Sales per sq. feet (per month) : Rs. 611**
- **Stores count increases to 190 (+ 11)**
- **Contribution of segment to total revenue**
 - **Fashion 91%**
 - **Kirana 9%**
- **Net profit/(loss) of Rs. (40) millions**

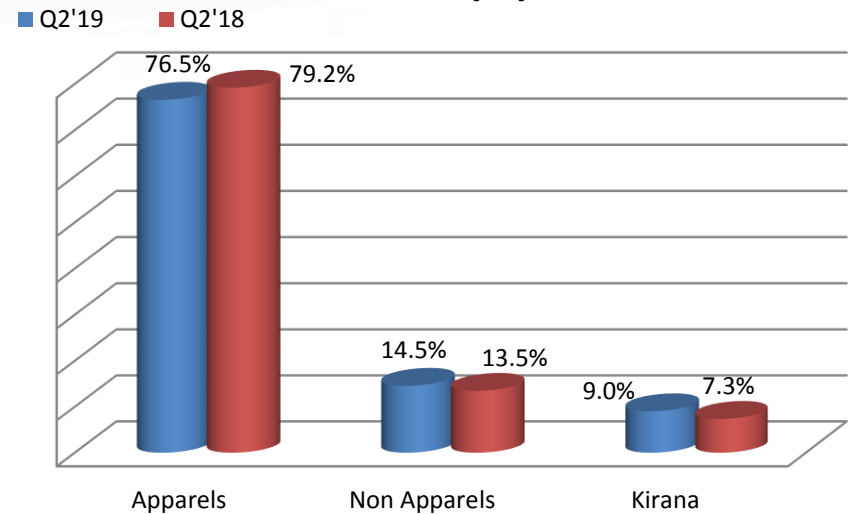
Financial Parameters – Q2 FY'19 vs FY'18



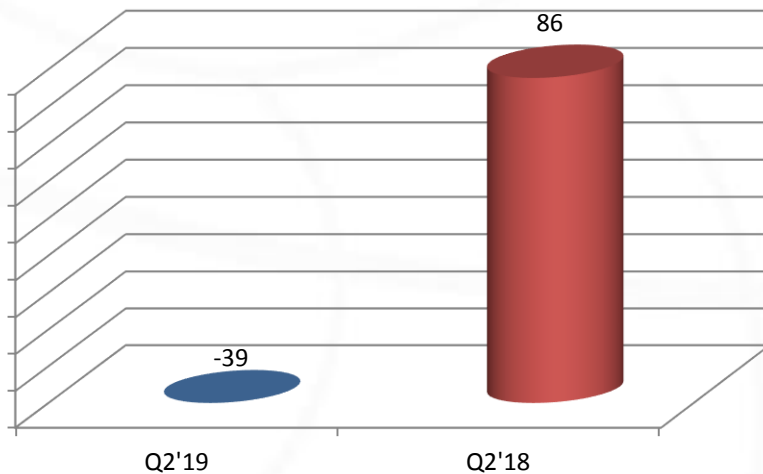
Sales (Millions)



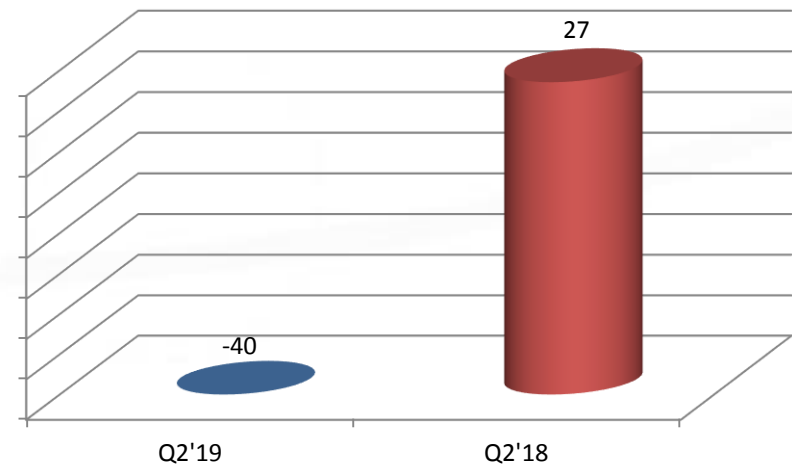
Sales Mix (%)



EBITDA (Millions)

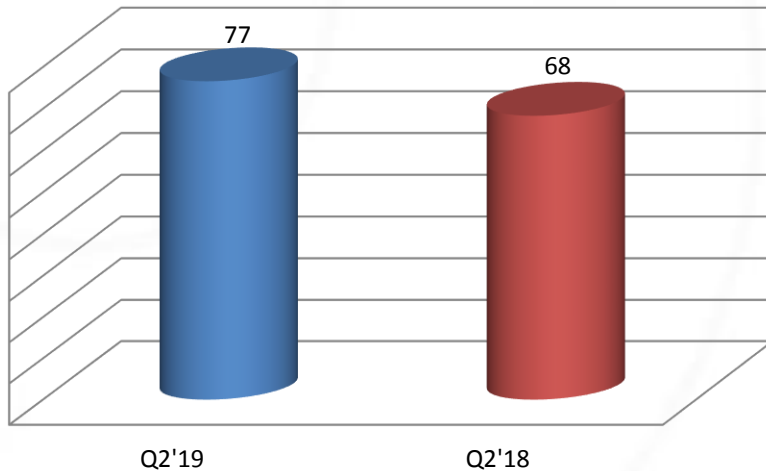


PAT (Millions)

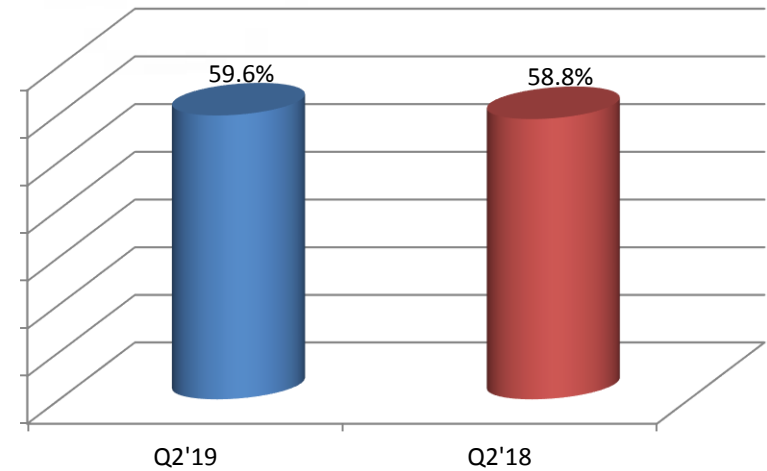


Operational Parameters – Q2 FY'19 vs FY'18

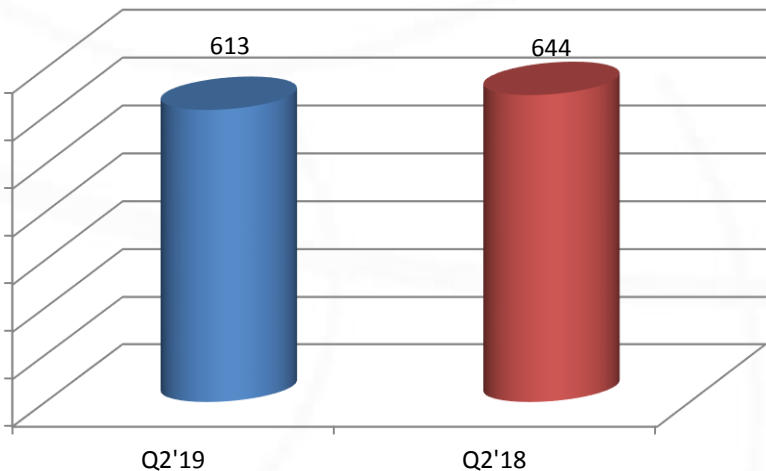
Footfall (lakhs)



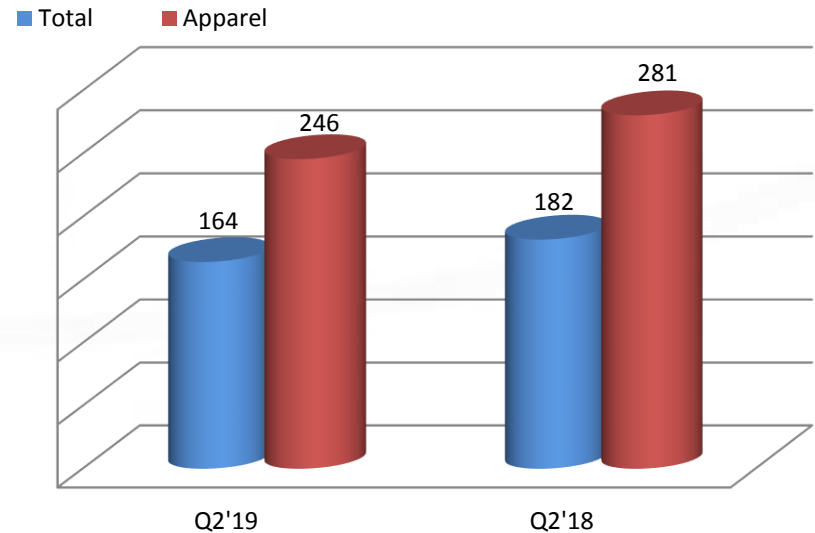
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Financial Review – Profit & Loss Statement



` in million (except per share data)

Particulars	For the period ended	
	30.09.2018	30.09.2017
	(Unaudited)	(Unaudited)
I. Revenue from operations	6,234	5,571
II. Other income	19	19
III. Total Revenue (I + II)	6,253	5,590
IV Total Expenses (IV)	5,976	5,228
V Profit before tax (III-IV)	277	362
VI Total tax expense* (VI)	68	111
VII Profit for the year (V-VI)	209	251
VIII Other Comprehensive Income	3	-1
IX Total Comprehensive Income for the period (VII+VIII)	212	250
X Earnings per share (before extraordinary items) (of `10 each) (not annualized)		
(a) Basic	11.50	13.83
(b) Diluted	11.46	13.79

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS



V-Mart Retail Limited		
Balance Sheet as at September 30, 2018		
	As at September 30, 2018	As at March 31, 2018
ASSETS		
Non-current assets		
Property, plant and equipment	1,472.02	1,412.28
Capital work-in-progress	46.24	35.10
Intangible assets	32.71	35.20
Financial assets		
Investments	64.88	63.42
Loans	85.85	71.95
Other financial assets	2.08	0.50
Deferred tax assets (net)	111.37	92.01
Non-current tax assets (net)	7.22	7.39
Other non-current assets	111.53	94.81
	1,933.90	1,812.66
Current assets		
Inventories	3,724.12	3,071.12
Financial assets		
Investments	470.23	276.91
Cash and cash equivalents	69.17	137.37
Other bank balances	49.51	58.51
Loans	6.19	0.77
Other financial assets	17.67	11.19
Other current assets	330.21	130.51
	4,667.10	3,686.38
	6,601.00	5,499.04
EQUITY AND LIABILITIES		
EQUITY		
Equity share capital	181.27	180.97
Other equity	3,491.62	3,293.44
	3,672.89	3,474.41
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	1.78	3.22
Other financial liabilities	52.48	41.67
Provisions	37.67	35.69
	91.93	80.58
Current liabilities		
Financial liabilities		
Borrowings	454.27	-
Trade payables		
a) total outstanding dues of MESE	-	-
b) total outstanding dues of creditors other than MESE	2,080.70	1,667.82
Other financial liabilities	193.10	152.93
Other current liabilities	79.97	93.28
Provisions	10.08	6.33
Current tax liabilities (net)	18.06	23.69
	2,836.18	1,944.05
	6,601.00	5,499.04

(' in million, unless stated otherwise)

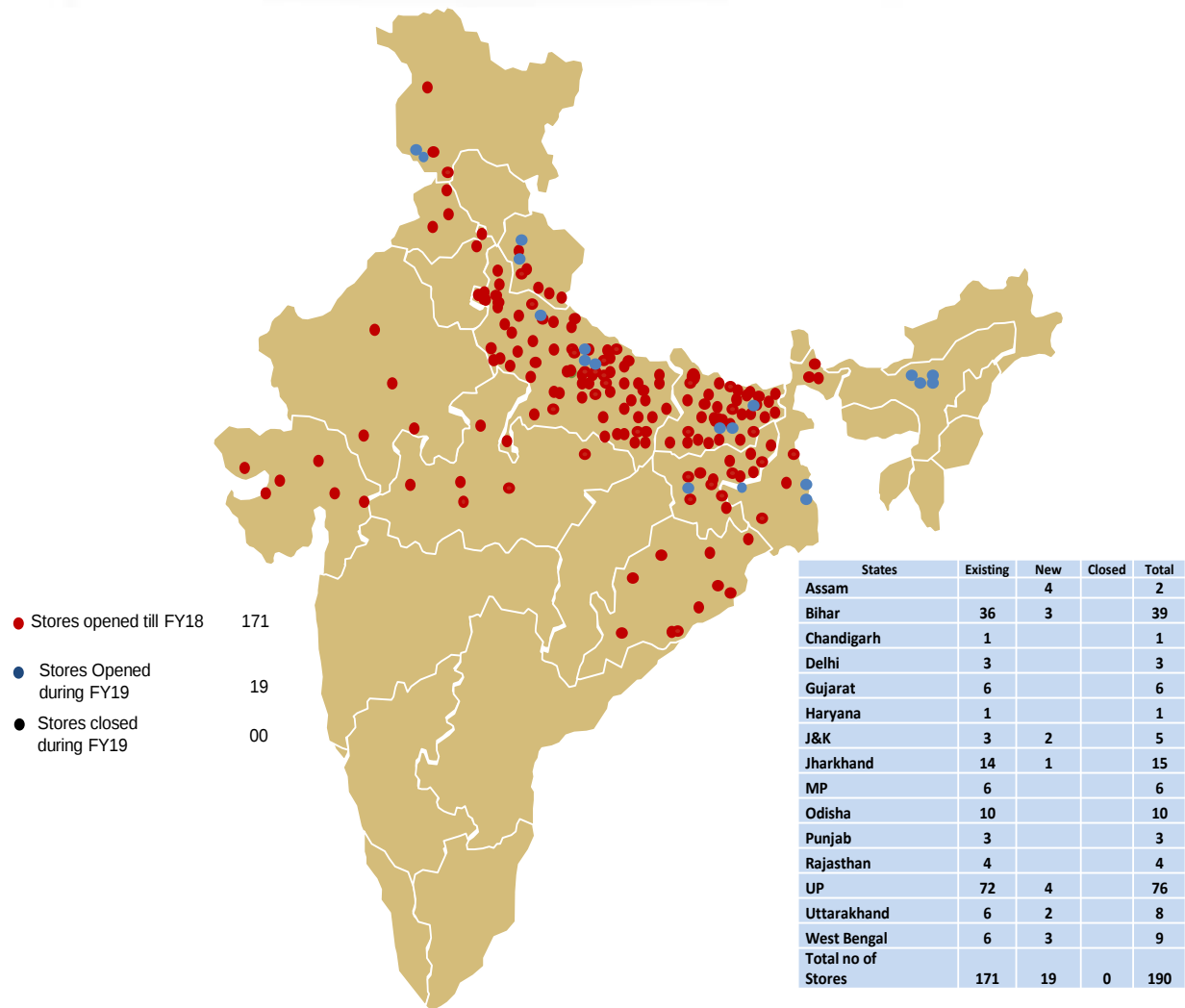
V-Mart Retail Limited

Cash Flow Statement for the period ended September 30, 2018

	For the period ended 30 Sept 2018	For the period ended 31 March 2018
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	282	1,125
Adjustment for:	134	245
Operating profit before working capital changes	416	1,370
Movements in working capital :	(462)	(346)
Cash generated from operations	(46)	1,024
Taxes paid	(95)	(381)
Net cash flow from operating activities	(141)	643
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	(367)	(151)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	419	(384)
Net increase/(decrease) in cash and cash equivalents	(89)	108

* Investment in fixed assets is `192 million (previous year: `479 million) in net cash flow used in investing activities

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q2 FY'18**



New Stores



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	6-Aug-18	9990
2.	Jharkhand	11-Aug-18	9381
3.	Assam	31-Aug-18	10231



	State	Date of Opening	Retail Space (Sq ft)
4.	Assam	31-Aug-18	11700
5.	Bihar	28-Aug-18	8463
6.	Assam	2-Sep-18	8229

New Stores



	State	Date of Opening	Retail Space (Sq ft)
7.	Assam	2-Sep-18	9110
8.	Uttar Pradesh	8-Sep-18	8500
9.	West Bengal	21-Sep-18	7516



	State	Date of Opening	Retail Space (Sq ft)
10.	Jammu & Kashmir	22-Sep-18	9761
11.	West Bengal	27-Sep-18	8280

PROMOTIONS – CAMPAIGNS – Q2



S. NO.	CAMPAIGN	LAUNCH	LOCATION
01	EID	19 May - 15 June	Pan India
02	EOSS	21 July - 10 Aug	Pan India
03	Independence Day	10-19 Aug	Pan India
04	Ganesh Puja	1-13 Sept	Odisha

PROMOTIONS – JASHN-E-EID

V
MART

JASHN-E-EID

V mart जहाँ fashion बहाँ!

free shopping
₹500*
on purchase of ₹3499

V MART
PRICE "LESS" FASHION

*T&C apply

MEN'S WEAR • LADIES WEAR • KIDS WEAR • FOOTWEAR • HOME MART • LUGGAGE • ACCESSORIES

"Price Less" Fashion",

PROMOTIONS – END OF SEASON SALE



END OF SEASON SALE

upto **50%** off*

Vmart जहाँ
fashion वहाँ!

**V
MART**
PRICE "LESS" FASHION

More than 50,000 discounted products

*T&C

Price "Less" Fashion

PROMOTIONS – THE GREAT INDIAN FASHION SALE



स्वतंत्रता दिवस की
हार्दिक शुभकामनाएं

**BUY ONE
GET 1%
OFF***
ON THE 2ND PIECE

50,000 से भी ज्यादा प्रोडक्ट्स पर ऑफर उपलब्ध!



*T&C Apply

Price "Less" Fashion

PROMOTIONS – GANESH CHATURTHI



गणेश उत्सव

V MART
PRICE "LESS" FASHION

₹1000
SHOP FOR
AND GET MERCHANDISE WORTH
₹1000 FREE*

BUMPER LUCKY DRAW*
on purchase of ₹399 or more...
▶ **Bike, LED & Refrigerator**

MEN'S WEAR • LADIES WEAR • KIDS WEAR • FOOTWEAR • HOME MART • LUGGAGE • ACCESSORIES

"Price Less" Fashion",

Thank you

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

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