



Ref. No. CS/S/L-639/2022-23

6th February, 2023

<p>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: cmlist@nse.co.in</p>	<p>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</p>
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Sub: Presentation to Analysts/Investors

Dear Sir/Madam,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the third quarter and nine months ended 31st December, 2022.

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

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

Thanking You,

Yours Truly
For V-Mart Retail Limited

MEGHA Digitally signed by
MEGHA TANDON
TANDON Date: 2023.02.06
17:39:37 +05'30'

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 Limited

Investor Presentation
Q3' FY23

www.vmartretail.com / www.limeroad.com





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Q3' FY23

Key Performance Highlights
Financial Parameters
Operational Parameters





Key Highlights: Q3' FY23 vs. Q3 FY22



- **Revenue Growth : 12% QoQ**
- **Revenue Mix**
 - VMart : 80%
 - Unlimited : 17%
 - Online (Including LimeRoad) : 3%
(Limeroad only has commission revenue)
- **Contribution of segment to total revenue**
 - Fashion - 90% : Kirana - 10%
- **Net Profit / (loss) : INR 200 Million**
 - Includes expenses of INR 363 Mn for online business (one time integration related expenses of LimeRoad business* of INR 118 Million)
- **Total Stores : 414 (VMart : 334 / Unlimited : 80)**
 - Stores Opened : 15 (VMart 14, Unlimited 1)
 - Stores Closed : 6

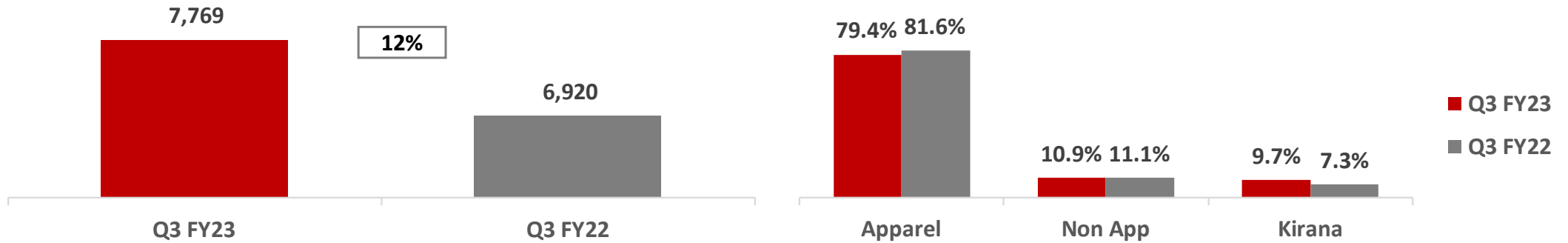
* LimeRoad business integrated from 11th November 2022

Q3 FY23

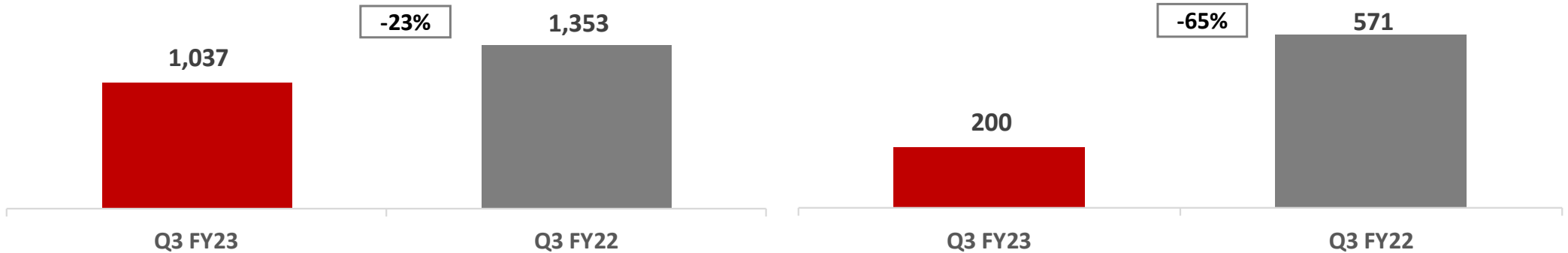


Financial Parameters

Revenue (₹ Millions) | Revenue Mix (%)



EBITDA (₹ Millions) | PAT (₹ Millions)



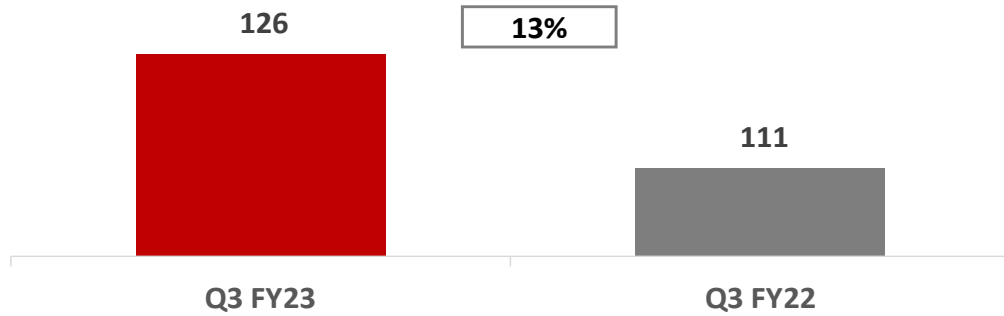
Q3 FY23



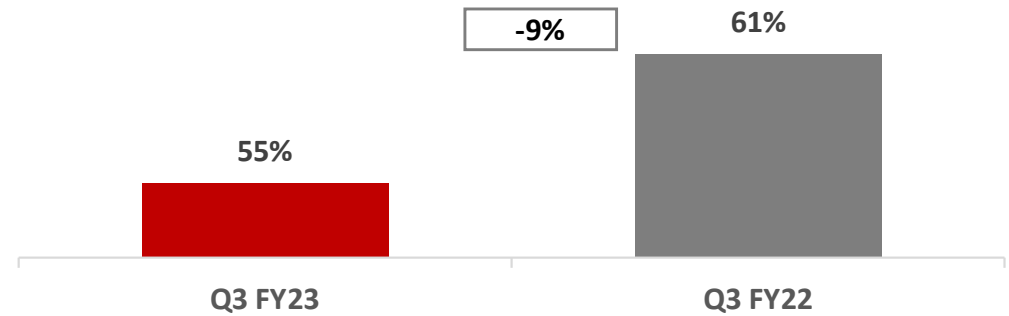


Operational Parameters

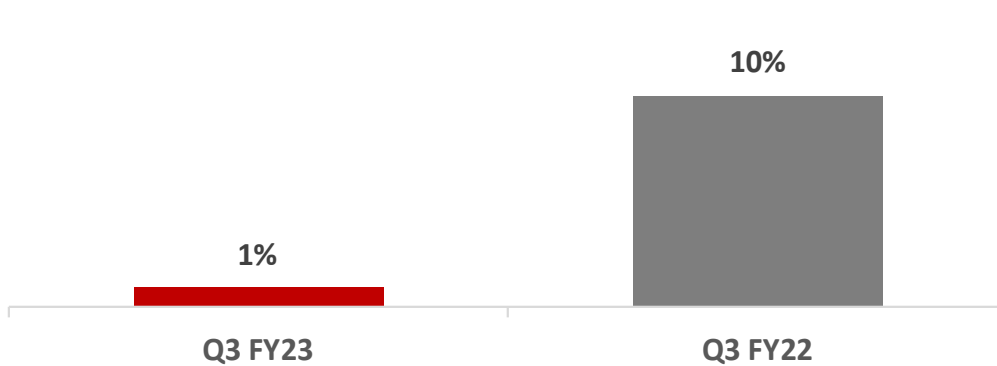
Footfall (Lakhs)



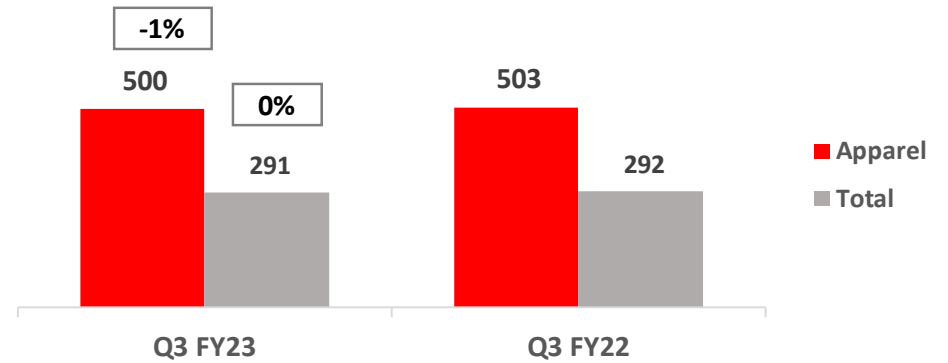
Conversion Rate (%)



Same Store Sales Growth (%)



Average Selling Price (Rs)



Q3 FY23





Apr – Dec FY23

**Key Performance Highlights
Financial Parameters
Operational Parameters**





YTD FY23

Highlights: April - Dec FY23 vs FY22



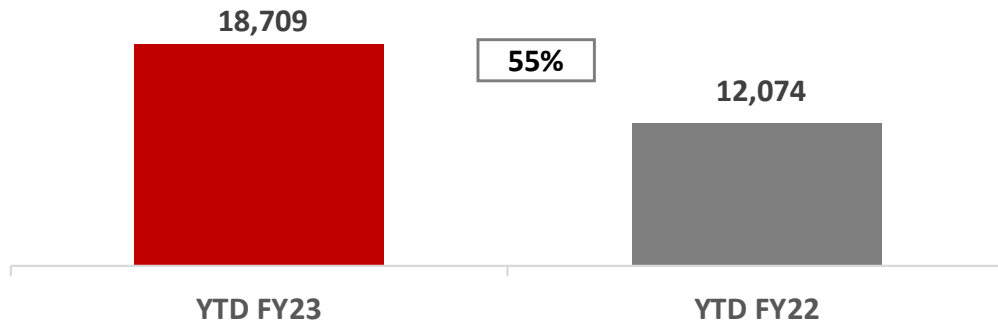
- **Revenue Growth : 55% YoY**
- **Revenue Mix**
 - VMart : 80.8%
 - Unlimited : 17.6%
 - Online (Including LimeRoad) : 1.6%
(Limeroad only has commission revenue)
- **Contribution of segment to total revenue**
 - Fashion - 90% : Kirana : 10%
- **Net Profit / (loss) : INR 291 Million**
 - Includes expenses of INR 472 Mn for online business (one time integration related expenses of LimeRoad business* of INR 118 Million)
- **Total Stores : 414 (VMart : 334 / Unlimited : 80)**
 - Stores Opened : 42 (VMart 35, Unlimited 7)
 - Stores Closed : 8 (all VMart)

* LimeRoad business integrated from 11th November 2022

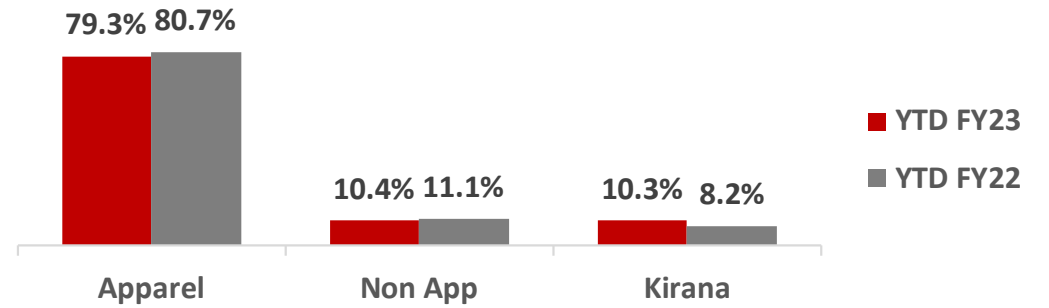


Financial Parameters

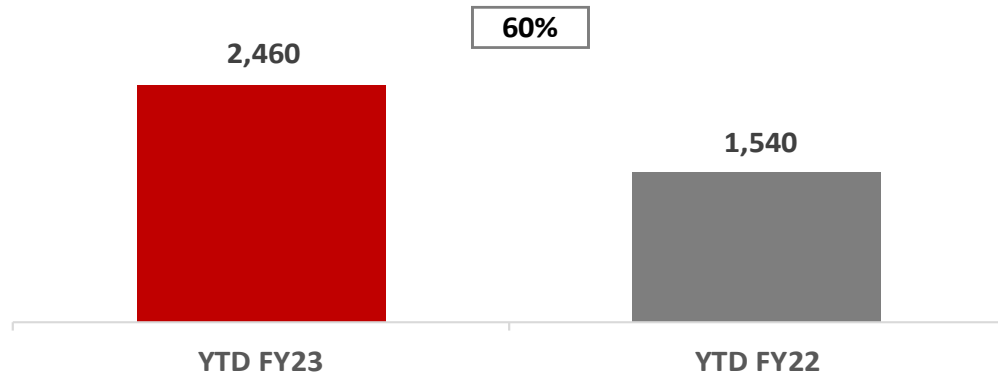
Revenue (₹ Millions)



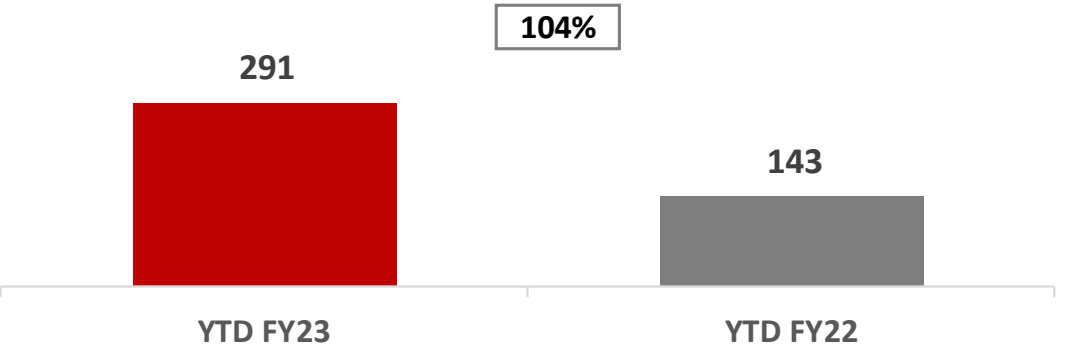
Revenue Mix (%)



EBITDA (₹ Millions)



PAT (₹ Millions)



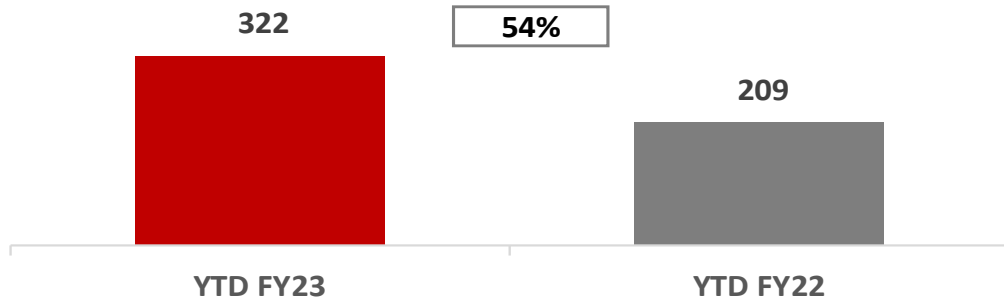
YTD FY23



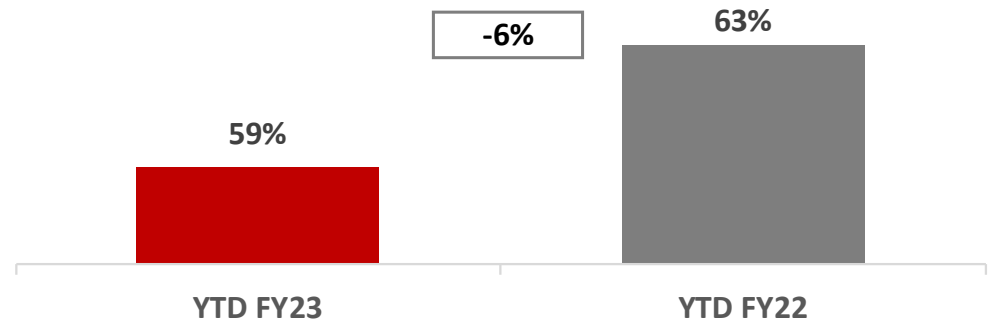


Operational Parameters

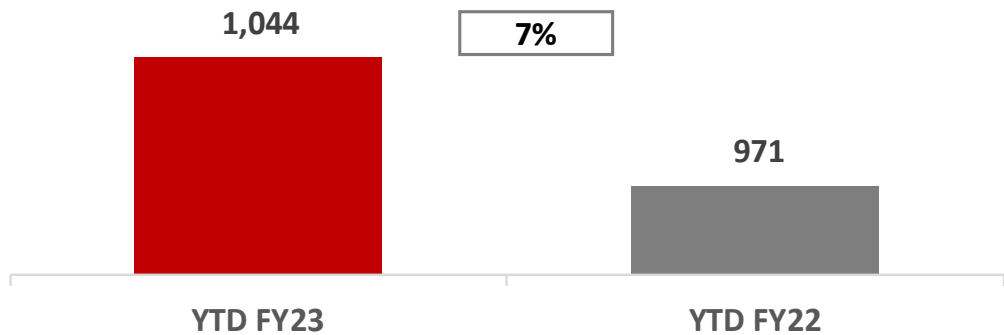
Footfall (Lakhs)



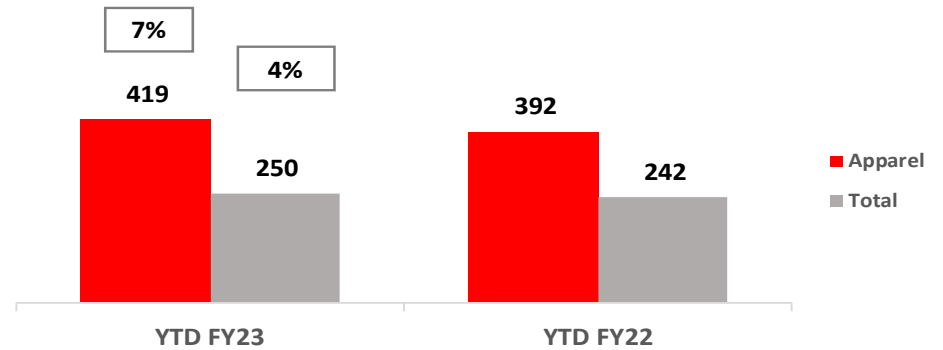
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



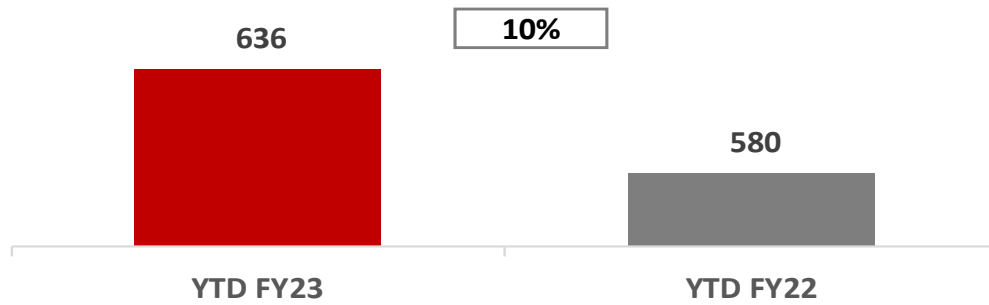
YTD FY23



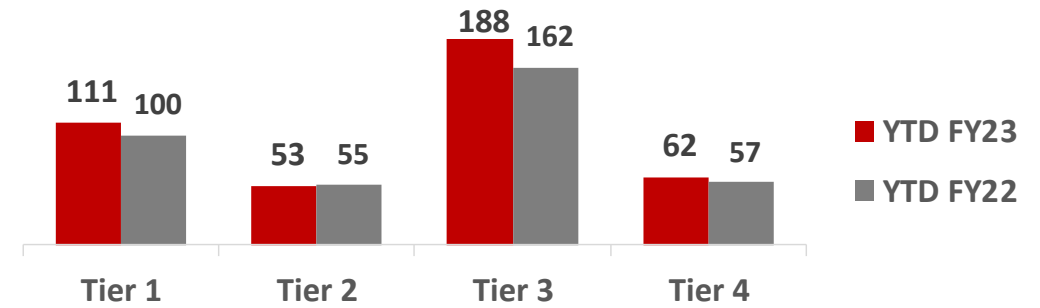


Operational Parameters

Sales per sq feet (per month)*

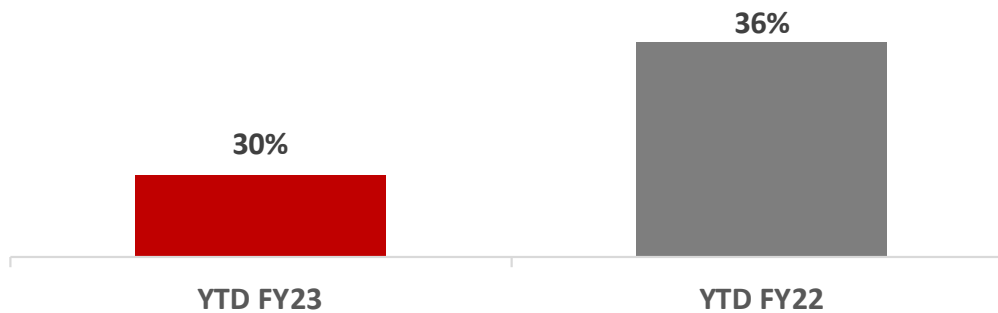


Store Count (Nos)

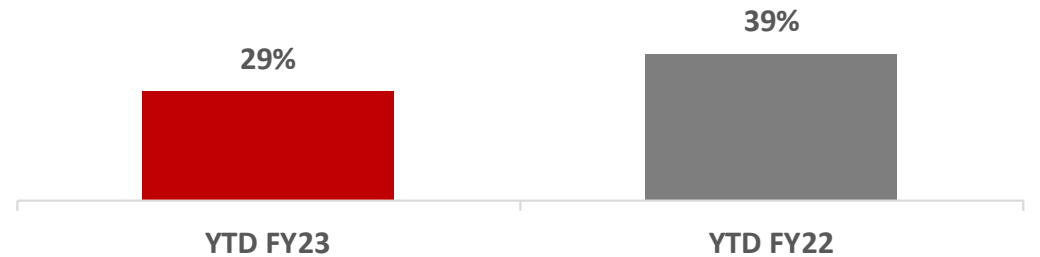


*basis operational days

Same Store Sales Growth (%)



Same Store Volume Growth (%)**



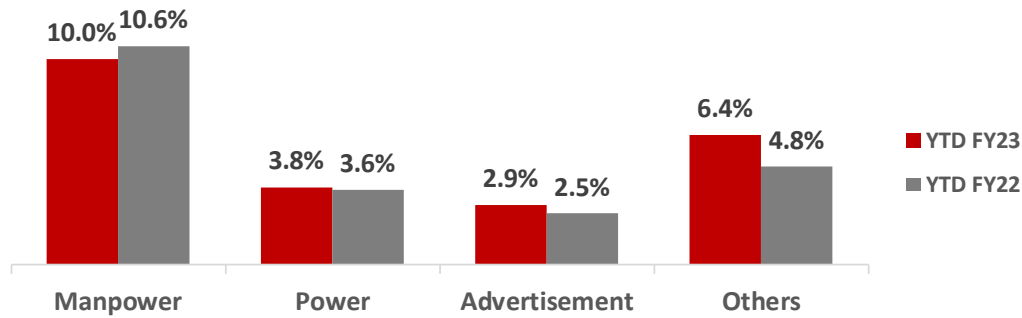
YTD FY23



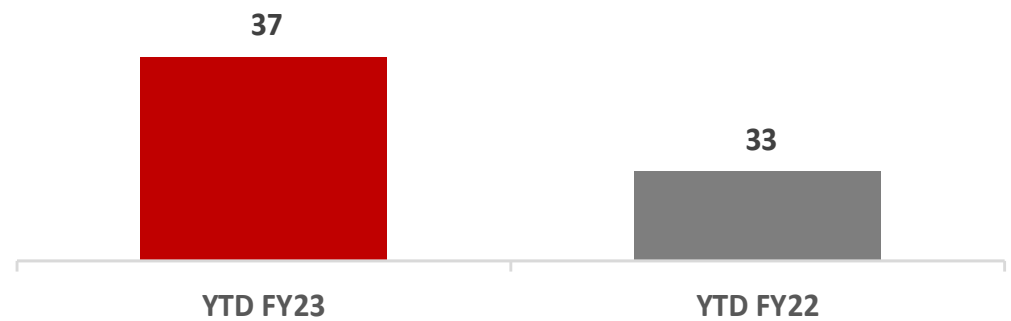


Operational Parameters

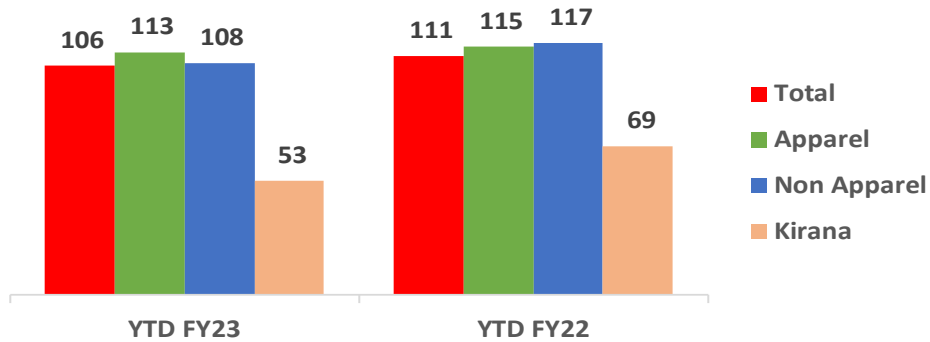
Expenses (% of Revenue)



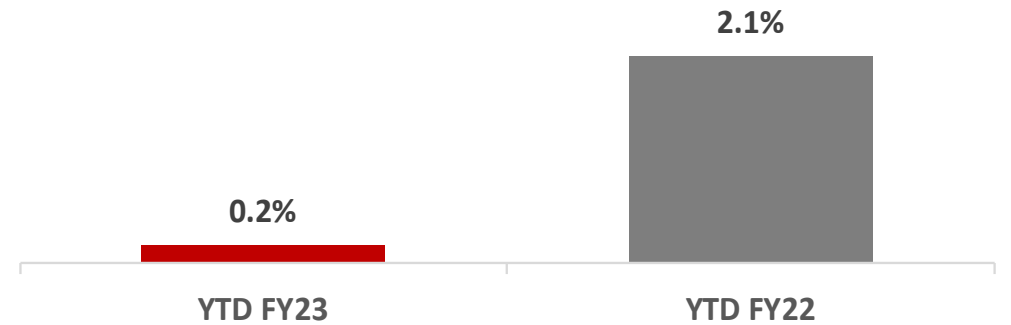
Retail Space (Lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Revenue)



YTD FY23

Includes provision for obsolescence





Apr - Dec FY23

Key Business Segments
Profit & Loss Statement
Balance Sheet
Cash flow Statement

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LIMIT
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Profit & Loss Statement



INR millions (except per share data)

Particulars	For the period ended	
	31.12.2022 (Unaudited)	31.12.2021 (Unaudited)
I Revenue from operations	18,709	12,074
II Other income	75	112
III Total Income (I + II)	18,784	12,186
IV Total expenses	18,398	12,002
V (Loss)/profit before tax (III-IV)	386	184
VI Total tax expense*	95	41
VII (Loss)/profit for the year (V-VI)	291	143
VIII Other comprehensive (loss)/income	9	(12)
IX Total comprehensive (loss)/income for the period (VII+VIII)	300	131
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	14.73	7.23
(b) Diluted (Rs.)	14.69	7.20

* Tax expense includes deferred tax

YTD FY23





Ind-AS 116 : P&L Impact (Q3 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	1,510	204	(1,306)
Finance cost	32	833	801
Depreciation & Amortization	401	1,316	915
PBT decreased by			410

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

YTD FY23





Financial Review - Balance Sheet

INR Millions



Particulars	As At	
	December 31, 2022	March 31, 2022
	(Unaudited)	(Audited)
ASSETS		
Property, plant and equipment	3,102	2,795
Capital work in progress	600	64
Intangible assets	640	32
Right-of-use assets	10,350	8,283
Financial assets		
Investments	0	38
Other financial assets	417	370
Deferred tax assets (net)	490	386
Other non-current assets	195	44
Non-current assets (A)	15,794	12,011
Inventories	7,667	6,683
Financial assets		
Investments	54	1,211
Loans	4	5
Cash and cash equivalents	169	330
Other bank balances	80	20
Other financial assets	66	2
Other current assets	1,224	733
Current assets (B)	9,264	8,984
TOTAL ASSETS (C = A+B)	25,058	20,995

Particulars	As At	
	December 31, 2022	March 31, 2022
	(Unaudited)	(Audited)
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	198	197
Other Equity	8,635	8,299
Total Equity (D)	8,833	8,496
Liabilities		
Financial liabilities		
Lease liabilities	10,761	8,429
Employee benefit obligations	128	109
Non-current liabilities (E)	10,889	8,538
Financial liabilities		
Borrowings	455	0
Lease liabilities	678	593
Trade payables	3,611	2,906
Other financial liabilities	327	212
Employee benefit obligations	35	41
Liabilities for current tax (net)	140	116
Other current liabilities	90	93
Current liabilities (F)	5,336	3,961
Total Liabilities	16,225	12,499
TOTAL EQUITY LIABILITIES (G = D+E+F)	25,058	20,995





Financial Review - CFS



INR Millions

Cash Flow Statement for the period	For the period ending	
	December 31, 2022 (Unaudited)	March 31, 2022 (Unaudited)
(A) Operating activities		
Profit before Income Tax	386	104
Adjustments to reconcile profit before tax to net cash flows	2,117	1,887
Operating profit before working capital changes	2,503	1,991
Changes in working capital	(930)	(1,985)
Cash flow from operations	1,573	6
Taxes paid (net of refunds)	(176)	(118)
Net cash flow from operating activities (A)	1,397	(113)
(B) Investing activities		
Net cash flow (used in)/from investing activities (B)	(734)	1,237
(C) Financing activities		
Net cash from/(used in) financing activities (C)	(853)	(1,045)

Net Capex & Acquisition related outflow: Rs. 1,890 million (previous year: Rs. 1,494 million)

Free Cash Flows: Rs. -496 million (previous year: Rs. -1,606 million)

YTD FY23



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in Retail
Great Place
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INDIA
2022



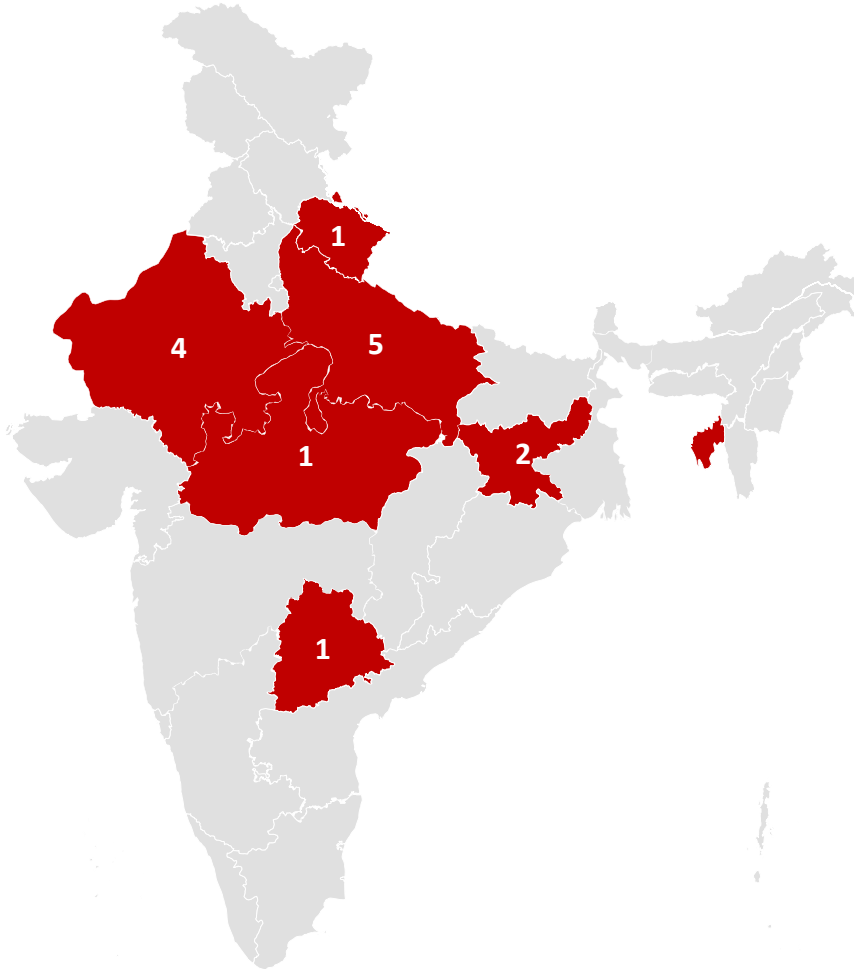
Apr - Dec FY23

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





New Stores Addition (Q3' FY23)



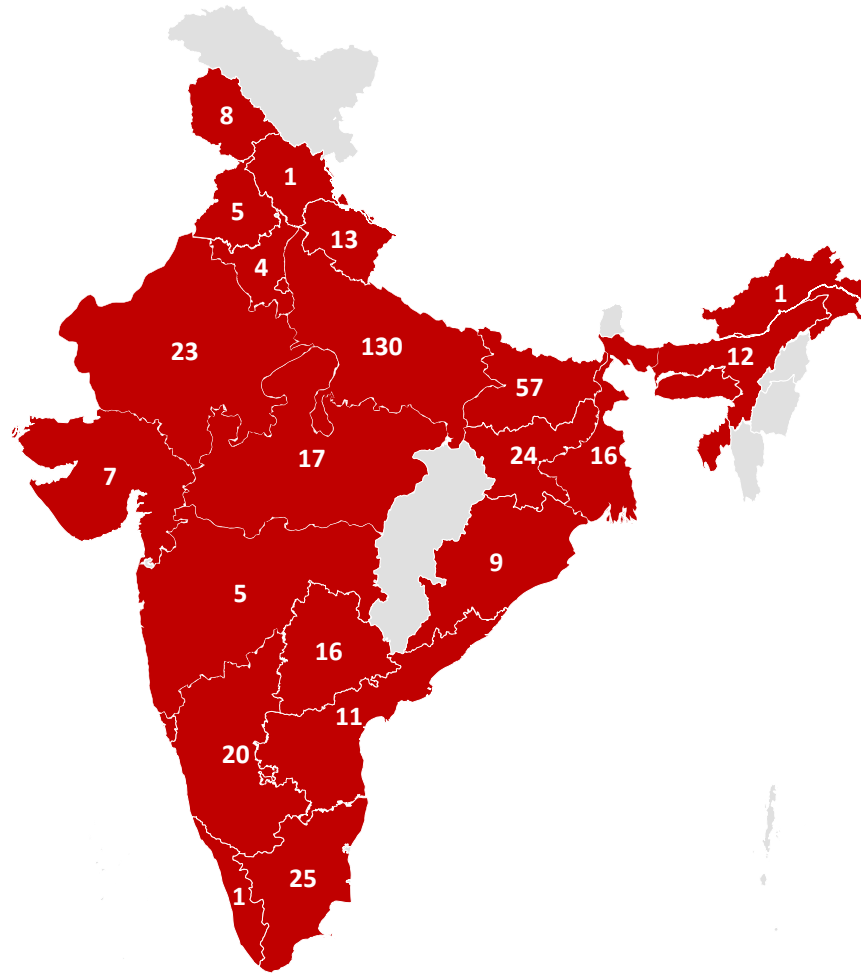
STATE	Store Count
JHARKHAND	2
MADHYA PRADESH	1
RAJASTHAN	4
TELANGANA	1
TRIPURA	1
UTTAR PRADESH	5
UTTARAKHAND	1
Total	15

Q3 FY23





Total Stores as on December 31, 2022



STATE	CY	LY
ANDHRA PRADESH	11	9
ARUNACHAL PRADESH	1	1
ASSAM	12	9
BIHAR	57	56
GOA	1	1
GUJARAT	7	7
HARYANA	4	2
HIMACHAL PRADESH	1	2
JAMMU AND KASHMIR	8	8
JHARKHAND	24	22
KARNATAKA	20	21
KERALA	1	1
MADHYA PRADESH	17	13
MAHARASHTRA	5	5
MEGHALAYA	1	1
NEW DELHI	5	4
ORISSA	9	9
PUNJAB	5	5
RAJASTHAN	23	17
TAMIL NADU	25	22
TELANGANA	16	14
TRIPURA	2	1
UTTAR PRADESH	130	119
UTTRAKHAND	13	9
WEST BENGAL	16	15
NAGALAND	0	1
Total	414	374

YTD FY23



Celebrating Festivals with Fashion & Happiness – Key Campaigns



फैशन और सेलिब्रेशन

V MART

वर्क ₹275
वर्क ₹199
वर्क ₹399

₹500 फ्री शॉपिंग ₹1500 की खरीद पर

FESTIVE TREATS
UP TO 10% Additional Discount

MRP ₹1000 **₹99*** ब्रांडेड डबल बेडशीट +2 पिलो कवर ₹2500 की खरीद पर

MRP ₹6000 **₹399*** ब्रांडेड 4 व्हील हॉली सुटकेस (20") ₹6000 की खरीद पर

Diwali Celebrations

V MART

JACKET ₹499 ONWARDS

Over 3,000 Styles of Winter Fashion

Shop online: Limeroad.com

Fashion & Celebration

UNLIMITED

Love for Fashion every Occasion

FASHION starts at ₹199

10 Pcs **cello DINNER SET** Only at **₹199** ON SHOPPING OF ₹3999

TROLLEY BAG Only at **₹399** ON SHOPPING OF ₹6999

SHOP FOR ₹2499 & GET 2 GIFT VOUCHERS (₹500X2)
(APPLICABLE ON SHOPPING OF ₹1500 EACH)

Makar Sankranti Celebrations



Awarded the prestigious “Golden Peacock Award” for excellence in Corporate Governance



GOLDEN PEACOCK AWARDS

W I N N E R

Corporate Governance 2022



Received Certificate of Appreciation for Excellence in Corporate Governance by Institute of Company Secretaries of India



Certificate of Appreciation in Mid Cap category – ICSI National Awards for Excellence in Corporate Governance (22nd edition)





Thank you!

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

