



August 19, 2020

BSE Limited Corporate Relationship Department 1 st Floor, New Trading, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai – 400 001 Scrip Code – 532867	National Stock Exchange Of India Limited Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code – V2RETAIL
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Sub: Investor Presentation for Q1 FY 2020-21

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith **Investor Presentation for Q1FY2020-21**.

The investor presentation shall also be uploaded on the website of the Company.

You are requested to kindly take the above on record.

Thanking you,

Yours truly
For V2 Retail Limited


Sudhir Kumar
Company Secretary & Compliance Officer



Encl.: As above

Q1 FY21 Result Update

August 2020

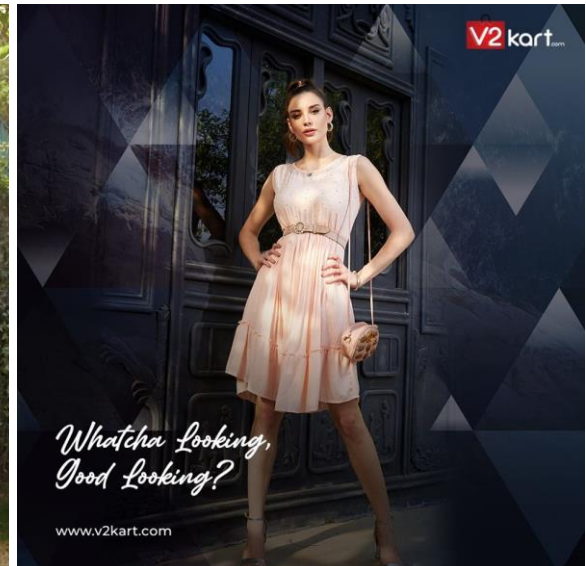


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Q1 FY21 Highlights



Performance Highlights Q1 FY21 - Standalone



EBIDTA

₹ (2) Mn in Q1 FY21 as compared to ₹ 276 Mn in Q1 FY20.

Gross Profit

₹ 110 Mn in Q1 FY21 as compared to ₹ 591 Mn in Q1 FY20.

PBT

₹ (118) Mn in Q1 FY21 as compared to ₹ 77 Mn in Q1 FY20.

Revenue

₹ 370 Mn in Q1 FY21 as compared to ₹ 2,023 Mn in Q1 FY20.

PAT

₹ (89) Mn in Q1 FY21 as compared to ₹ 114 Mn in Q1 FY20.





01

Store Count

74 Stores at end of Q1 FY21 (Closed 2)



02

SSG

Same Store Sales Growth (82.5)% in Q1 FY21



03

ASP

Average Selling price in Q1 FY21 stood at ₹236



04

ABV

Average Bill value in Q1 FY21 stood at ₹ 774

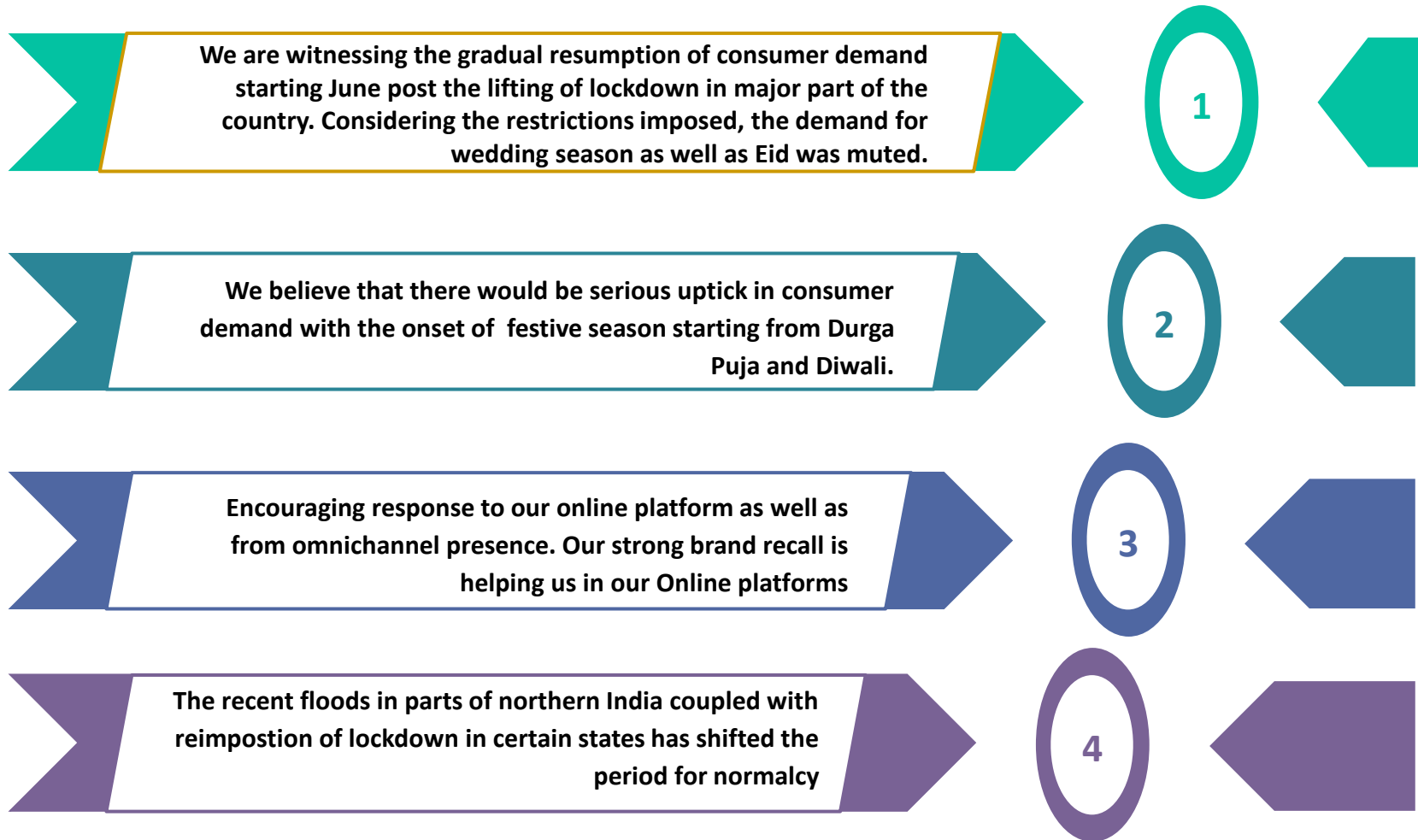


05

PSF

Sales per square feet for Q1 FY21 stood at ₹ 144

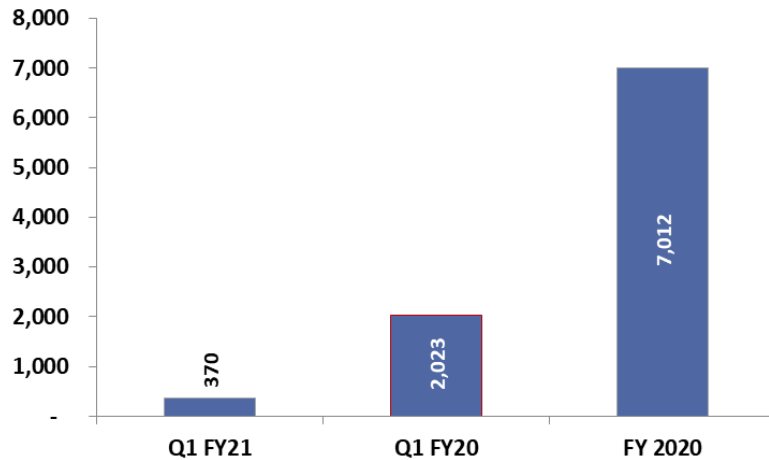
Key Trends



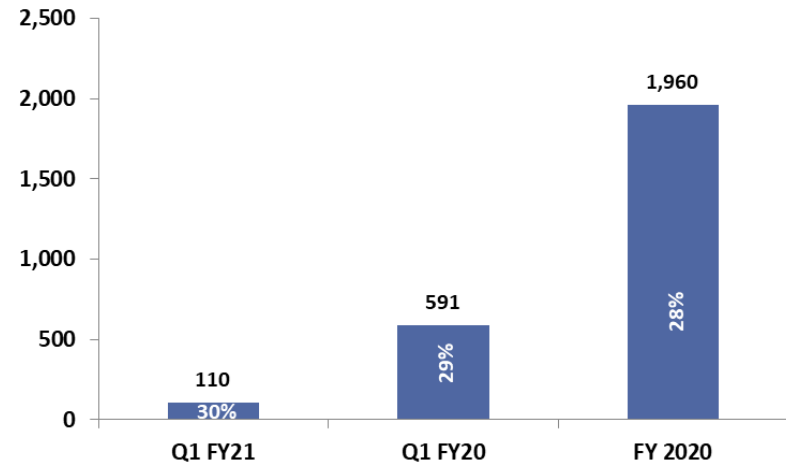
Standalone Financial Highlights



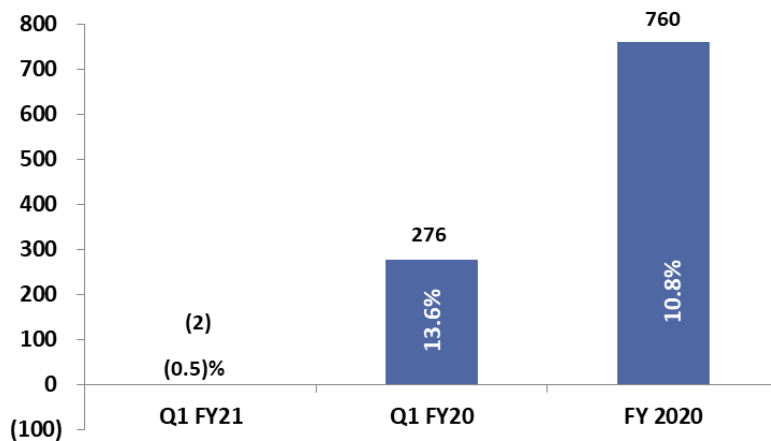
Revenue (₹ Million)



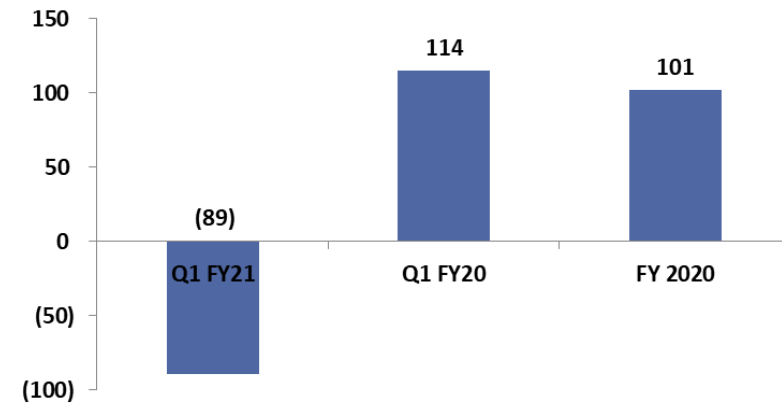
Gross Profit (₹ Million) and Gross Profit Margins



EBIDTA (₹ Million) and EBIDTA Margins



Profit After Tax (₹ Million)



Standalone Profit & Loss



Particulars (₹ million)	Q1 FY21	Q4 FY20	Q1 FY20	FY2020
Revenue from Operations	370	1,292	2,023	7,012
Total Income	443	1,298	2,025	7,035
Gross Profit	110	295	591	1,960
<i>GP Margin (%)</i>	29.7%	22.9%	29.2%	27.9%
EBIDTA	(2)	30	276	760
<i>EBIDTA Margin (%)</i>	-0.5%	2.4%	13.6%	10.8%
Other Income	74	6	2	23
Depreciation	121	121	126	505
Finance Cost	68	70	74	299
PBT Before Exceptional Item	(118)	(155)	77	(21)
<i>PBT Margin (%)</i>	-26.6%	-11.9%	3.8%	-0.3%
Exceptional Item (Gain) / Loss	-	-	-	(125)
PBT	(118)	(155)	77	105
<i>PBT Margin (%)</i>	-26.6%	-11.9%	3.8%	1.5%
PAT	(89)	(116)	114	101
<i>PAT Margin (%)</i>	-20.1%	-8.9%	5.7%	1.4%
Total Comprehensive Income	(89)	(117)	114	96
EPS Basic (₹ per share)^	(2.62)	3.40	3.36	2.97
EPS Diluted (₹ per share)^	(2.61)	3.40	3.36	2.97

^ Not Annualised

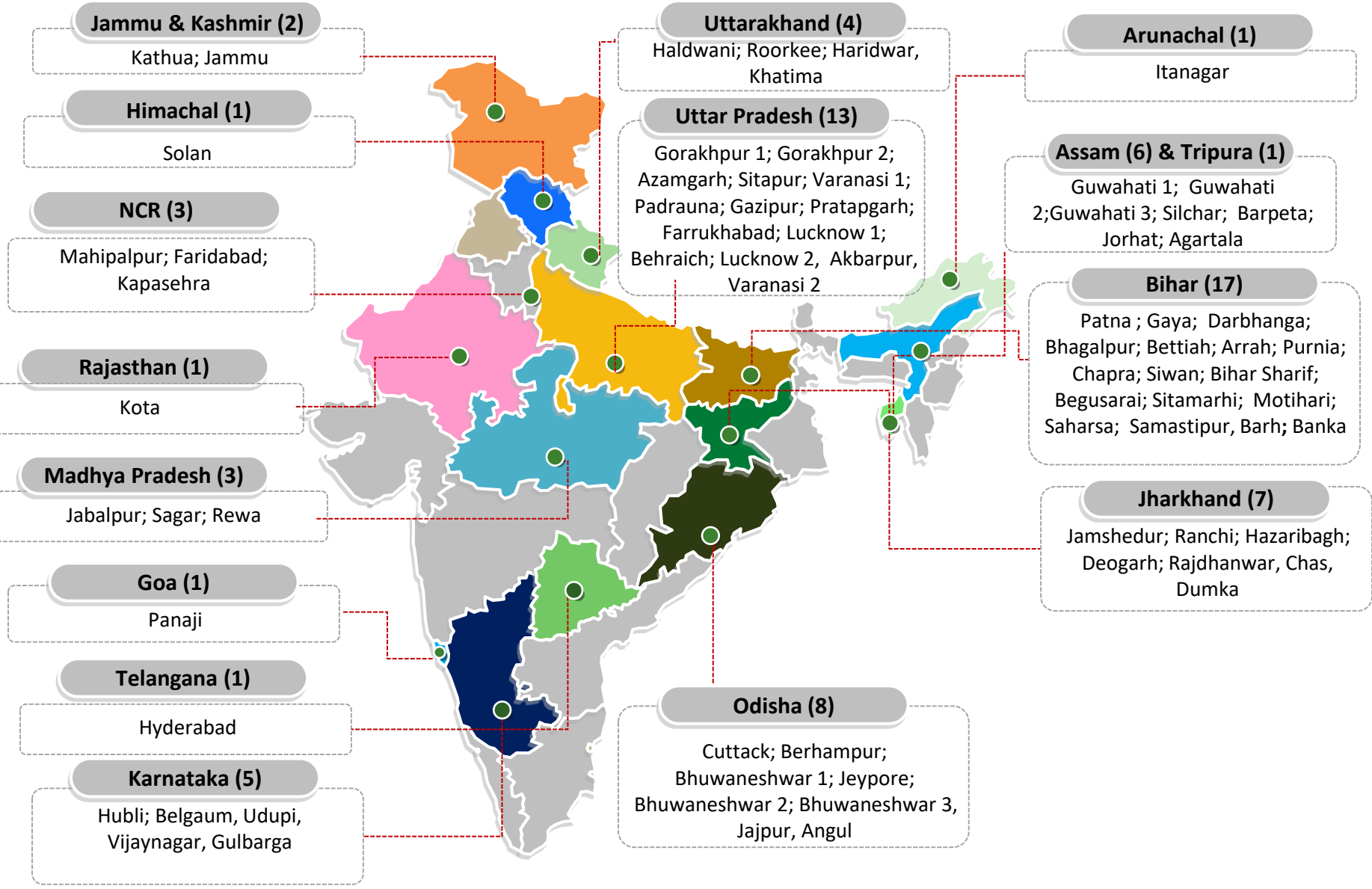
Consolidated Profit & Loss



Particulars (₹ million)	Q1 FY21	Q4 FY20	FY2020
Revenue from Operations	370	1,292	7,012
Total Income	447	1,299	7,037
Gross Profit	114	298	1,962
<i>GP Margin (%)</i>	30.8%	22.9%	28.0%
EBIDTA	(3)	29	749
<i>EBIDTA Margin (%)</i>	-0.9%	2.4%	10.7%
Other Income	77	8	25
Depreciation	125	124	510
Finance Cost	71	73	303
PBT Before Exceptional Item	(122)	(161)	(39)
<i>PBT Margin (%)</i>	-27.4%	-11.9%	-0.6%
Exceptional Item (Gain) / Loss	-	-	(125)
PBT	(122)	(161)	87
<i>PBT Margin (%)</i>	-27.4%	-11.9%	1.2%
PAT	(93)	(121)	88
<i>PAT Margin (%)</i>	-20.8%	-8.9%	1.2%
Total Comprehensive Income	(93)	(122)	83
EPS Basic (₹ per share)^	(2.73)	(3.54)	2.57
EPS Diluted (₹ per share)^	(2.73)	(3.54)	2.57

^ Not Annualised

Store Presence



New Initiative During the Quarter – Online Retailing

- It is pretty evident that online retailing (e-com) and brick and mortar store are complementary to each other. E-com also enhance brand visibility.
- India is in the midst of a digital revolution. The number of Internet users is likely to cross 650 million by 2020 and it is expected that half of the Indian population will be online in the next 3 years
- Digital innovation, rising globalization, and changes in consumer spending habits have catapulted the fashion industry into the midst of seismic shifts.
- By adopting a omni-retailing business model, faster adoption of online services, better variety and convenience, we are convinced that our initiative will help in improving our reach and overall performance.
- We are excited with the initial response received from our e-commerce venture (www.v2kart.com)



SS '20 EDIT

Sizzling Summer Collection

over 300 tops
under ₹ 199

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Your Favorite
V2
Now Online
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GET 10% OFF on Minimum Shopping Of ₹999
USE CODE: **GET10OFF**
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Your Favorite



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GET
10% OFF

on Minimum
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Promotions – Campaigns Q1 FY21

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V2
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10% OFF

ON MINIMUM SHOPPING OF ₹999
USE CODE: **GET100FF**
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Pay using **paytm** & avail Cashback Offer

*Terms & Conditions apply. Offer valid till stock last. Prices & Offers are subject to change and can be withdrawn without prior notice. Quantity restrictions apply. Product Pictures are indicative of the Offer only and may not match with the actual products. Offers for retail customers only. Offers may vary as per location, because if any dispute V2 reserves the right to take the final decision. All major Credit Cards are accepted.

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Promotions – Campaigns Q1 FY21



17 STATES
77 STORES

Value & Variety

RAJO UTSAV

**SHOP FOR ₹5000
OR MORE & GET
WORTH ₹2170/-**

V2 DUFFLE BAG

TOTALLY
FREE

**SHOP FOR ₹7500
OR MORE & GET
WORTH ₹3250/-**

V2 DUFFLE BAG

TOTALLY
FREE

**SHOP FOR ₹10000
OR MORE & GET
WORTH ₹5700/-**

V2 TROLLEY BAG

TOTALLY
FREE

MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE

Also available at: Delhi, Bihar, Haryana, Jharkhand, Uttar Pradesh, Himachal Pradesh, Karnataka, Odisha, Tripura, Arunachal Pradesh, Uttarakhand, Assam, Madhya Pradesh, Jammu & Kashmir, Telangana, Rajasthan & Goa.

TERMS & CONDITIONS APPLY. OFFER VALID TILL STOCKS LAST. PRICES & OFFERS ARE SUBJECT TO CHANGE AND CAN BE WITHDRAWN WITHOUT PRIOR NOTICE. QUANTITY RESTRICTIONS APPLY. PRODUCT PICTURES ARE INDICATIVE OF THE OFFERS ONLY AND MAY NOT MATCH WITH THE ACTUAL PRODUCTS. OFFERS FOR REGULAR CUSTOMERS ONLY. OFFERS MAY VARY AS PER LOCATION. IN CASE OF ANY DISPUTE V2 RESERVES THE RIGHT TO TAKE THE FINAL DECISION. ALL MAJOR CREDIT CARDS ARE ACCEPTED.

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paytm
& avail Cashback Offer

7
DAYS OPEN

17 STATES
77 STORES

Value & Variety

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V2 DUFFLE BAG

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7
DAYS OPEN

Board of Directors



Move
WITH
Comfort
PERFECT DRESSING
FOR MEN'S

VISIT
STORES
FOR EXCITING
RANGE &
OFFERS



**Mr. Ram Chandra
Agarwal**



Mrs. Uma Agarwal



Mr. Akash Agarwal



**Ms. Rochelle Susanna
Dsouza**

Chairman and Managing Director

- **Mr. Agarwal** holds a bachelor's degree in Commerce.
- Has a vast experience of ~ 25 years of entrepreneurial and business
- He has been a member of the Board of Directors since inception.
- He provides strategic direction to the Company and is the driving force behind the establishment and growth of the Company.
- He is the pioneer in value retailing and brought this concept in India.
- He was conferred several awards at different forums such as Ernst & Young Entrepreneur of the year award in 2008 and 4Ps Power Brand Award in 2007.

Whole Time Director

- **Mrs. Agarwal** holds a bachelor's degree in Arts.
- Has a vast experience of ~ 15 years in the retail industry.
- Has been a member of the Board of Directors since inception.
- She oversees the marketing strategies of the Company.

Whole Time Director & CFO

- **Mr. Akash Agarwal** holds a bachelor's of business administration from Lancaster University, UK
- He has more than 7 years of experience in the Retail Industry.
- He looks after E-Commerce, Procurement and Financial.

Nominee Director

- **Ms. Rochelle Susanna Dsouza** holds BE in Electronics & Communication and an MBA. She is also a CFA Level III Candidates
- Is a Principal at Lighthouse , a mid-market consumer focused private equity fund.
- Prior to Lighthouse, she worked at SBI Capital Markets, Investment Banking Division, where she focused on equity capital market transactions.

Mr. Habir Singh Sidhu
Independent Director

- A Graduate (BA HONS) from Cambridge University having vast experience of 44 years.
- Mr Sidhu has taught Economics at Punjab University and JNU & worked as consultant with Planning commission.
- He has vast experience in retail industry, he has worked with: 1.Ebony Retail Holding as Operations Manager 2.Vishal Mega Mart as Operations Manager 3.Koutons Retail as Executive Vice President 4.Credo Brands Marketing Private Limited (Mufti) as CEO

Dr. Arun Kumar Roopanwal
Independent Director

- He has over 35 Years of extensive experience in working with various retail companies.
- He is having a vast experience the field of Marketing, Product Development, Business Development, Strategic Planning and Administration.

Mr. Lalit Kumar
Independent Director

- He has over 30 Years of experience in India and Dubai. As an Entrepreneurial Profits & Growth strategist, he has worked with multiple sectors like Finance, Retail, Education & Skill Development, Infrastructure etc..
- Mr. Lalit has extensive experience in Retail Industry. He was associated with various retail chains both in India and Dubai. He has also been a visiting faculty to NIFT, New Delhi.

Mrs. Archana S Yadav
Independent Director

- A Chartered Accountant in practice with more than 14 years of experience, having expertise in GST, Income Tax, International Tax & Corporate Audits.
- She served as Financial Advisor to the autonomous body M/s National Institute of Solar Energy, under Ministry of New & Renewable Energy. She has also worked with various MNC's as Management Consultant, Service tax Consultant & Direct Tax advisor.
- She was appointed as GST Faculty by ICAI for GST knowledge sharing across India.

Key Financial Indicators



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FOR YOUR MONEY
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THE GAME OF FASHION
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Financial Highlights – Standalone Profit & Loss Account

₹ in Million

Particulars	FY2016	FY2017	FY2018	FY2019	FY2020	CAGR
Revenue from Operations	3,199	4,720	5,594	7,484	7,012	22%
Total Income	3,225	4,736	5,627	7,583	7,035	
<i>Growth (%)</i>	11%	47%	19%	35%	-7%	
Gross Profit	956	1,388	1,804	2,421	1,960	20%
<i>GP Margin (%)</i>	30%	29%	32%	32%	28%	
EBIDTA	314	415	517	469	760	25%
<i>EBIDTA Margin (%)</i>	10%	9%	9%	6%	11%	
Other Income	25	16	33	99	23	
Depreciation	44	61	84	144	505	
Finance Cost	132	86	6	7	299	
PBT Before Exceptional Item	163	283	460	417	(21)	
<i>PBT Margin (%)</i>	5%	6%	8%	5%	0%	
Exceptional Item (Gain) / Loss		233		266	-125	
Profit for the period	122	390	311	205	101	
<i>PAT Margin (%)</i>	4%	8%	6%	3%	1%	
Total Comprehensive Income	122	390	310	204	96	

* FY 2016 as per IGAAP

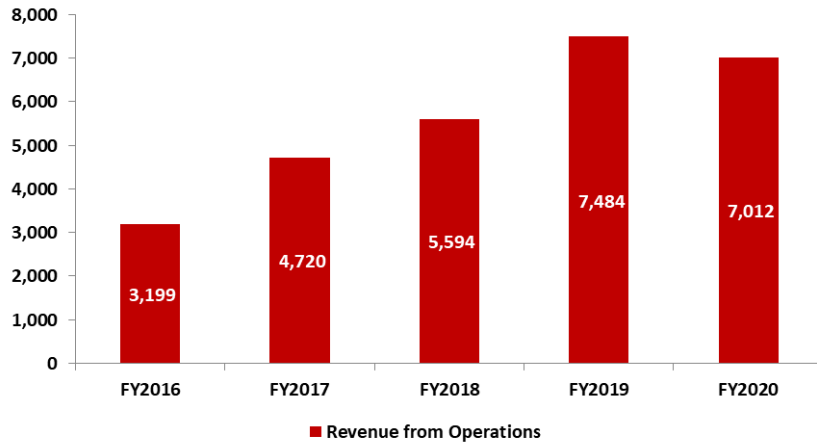
Financial Highlights – Standalone Balance Sheet

Particulars (₹ in Mn)	FY2020	FY2019
ASSETS		
Non-current assets		
Property, plant and equipment	889	977
Right to use Assets	2,394	-
Other intangible assets	12	21
Intangible assets under development	41	41
Financial assets		
Loans	59	48
Other financial assets	123	16
Investment in Subsidiary	150	-
Deferred tax assets (net)	212	110
Income tax assets (net)	19	17
Other non-current assets	173	219
Total - Non-Current Assets	4,073	1,448
Current assets		
Inventories	1,962	2,711
Financial assets		
Cash and cash equivalents	605	83
Bank balances other than cash & cash equivalents	70	-
Other financial assets	3	10
Trade Receivables	130	-
Other current assets	230	266
Total - Current Assets	2,999	3,070
Assets classified as held for sale	-	124
TOTAL - ASSETS	7,072	4,643

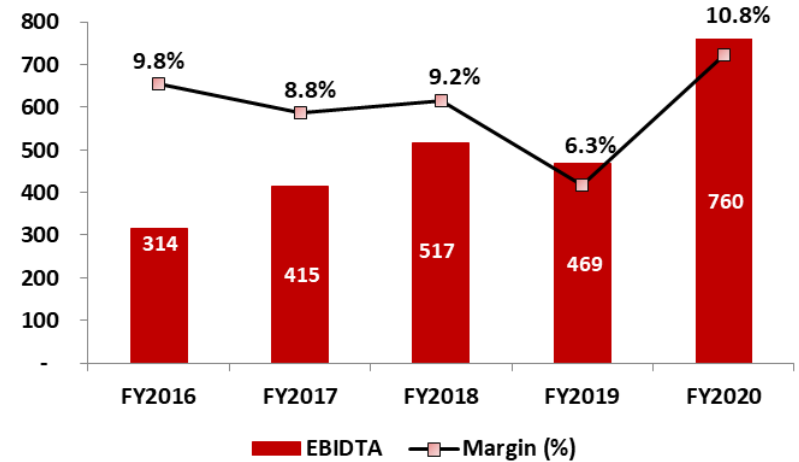
Particulars (₹ in Mn)	FY2020	FY2019
EQUITY AND LIABILITIES		
Equity		
Equity share capital	341	341
Other equity	2,464	2,613
Total - Equity	2,805	2,954
LIABILITIES		
Non-current liabilities		
Borrowings	8	10
Lease Liability	2,658	-
Financial liabilities	1	1
Provisions	24	17
Other non-current liabilities	-	45
Total Non-Current Liabilities	2,691	72
Current liabilities		
Borrowings	226	93
Lease Liability	213	-
Trade payables	1,094	1,394
Other financial liabilities	12	19
Provisions	19	10
Other current liabilities	12	20
Total - Current liabilities	1,576	1,536
Liabilities directly associated with assets classified as held for sale		81
TOTAL - EQUITY AND LIABILITIES	7,072	4,643

Robust Financial Performance

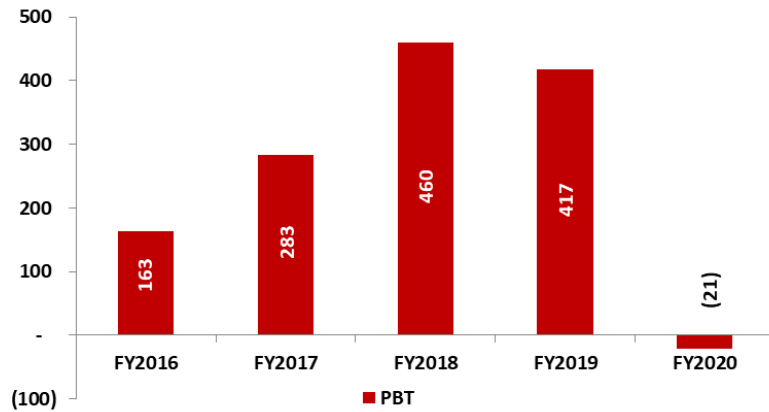
Revenue (₹ Million)



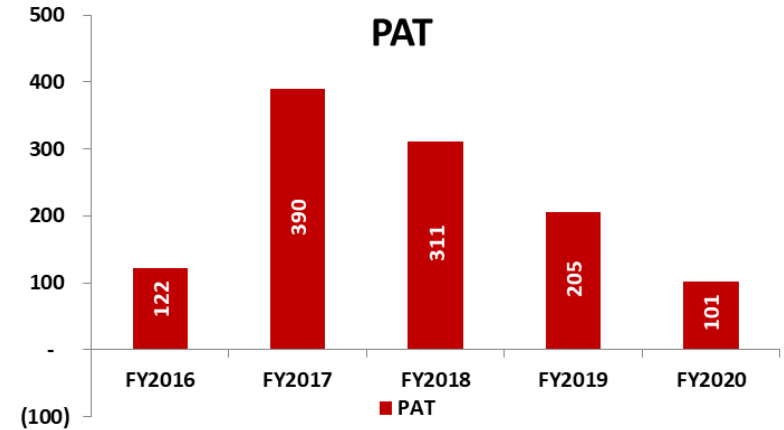
EBIDTA (₹ Million) and EBIDTA Margins



PBT (₹ Million)

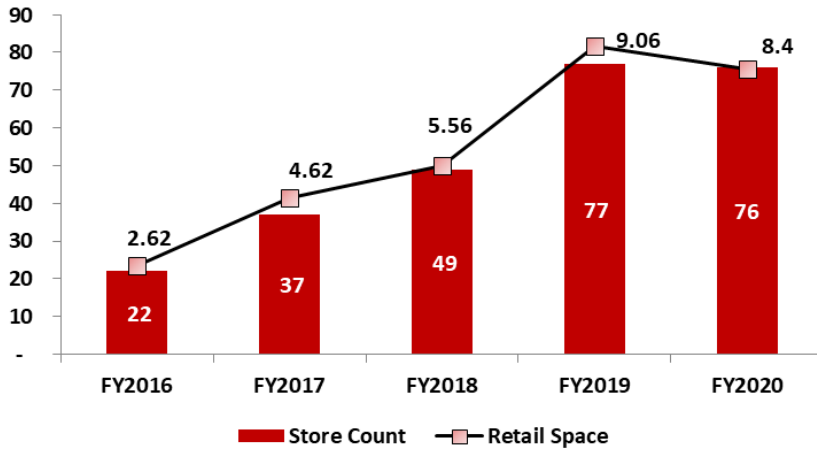


PAT (₹ Million)

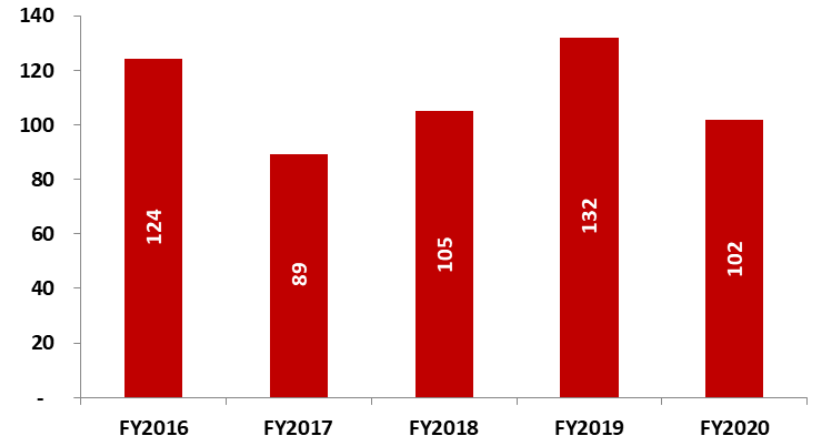


Key Operating Metrics

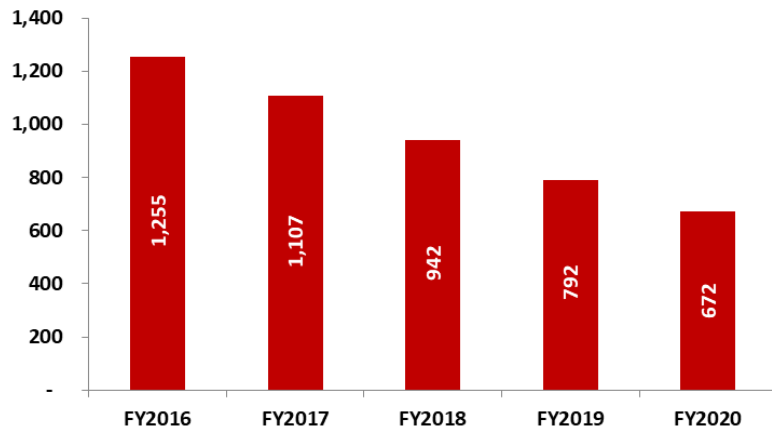
No. of Stores and Retail Space (lakh sq.ft.)



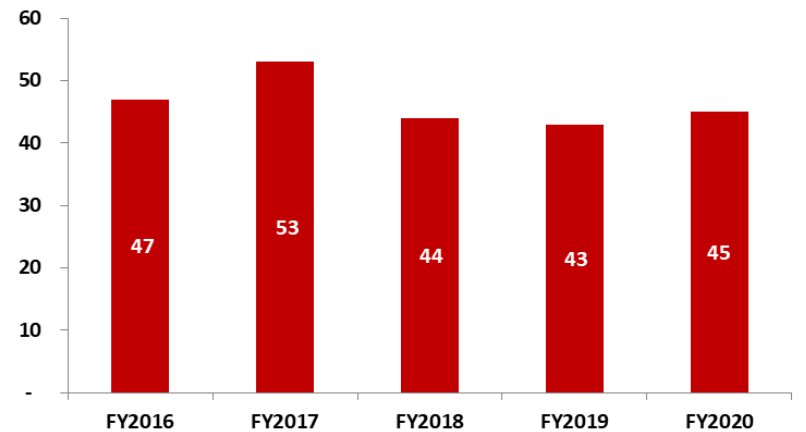
Inventory Holding Days



Sales per Sq. Ft. (₹ Per Month)



Rent per Sq. Ft. (₹ Per Month)





Thank You

For further information please contact:

Investor Relation Advisors:

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(Company Secretary & Compliance Officer)
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Email : cs@vrl.net.in