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22nd July, 2021

<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 BSE LIMITED Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 534976 Fax: 022-22723121 Email: corp.relations@bseindia.com</p>
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Dear Sir/Madam,

Sub: Presentation to Analysts/Investors

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on the acquisition of assets of 74 value fashion retail stores in South India by V-Mart Retail Ltd. from Arvind Lifestyle Brands Ltd., a wholly owned subsidiary of Arvind Fashions Ltd.

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 TANDON
Digitally signed by
MEGHA TANDON
Date: 2021.07.22
20:43:06 +05'30'

**Megha Tandon
Company Secretary & Compliance Officer**

Encl: As above

V-MART RETAIL LTD.

CIN- L51909DL2002PLC163727

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V-Mart Retail Limited



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Transaction Summary



Transaction Overview

- Acquisition of assets of the Unlimited business from Arvind Lifestyle Brands Ltd (“ALBL”), a wholly owned subsidiary of Arvind Fashions Ltd (“AFL”) for cash by way of an Asset Transfer Agreement
- V-Mart will acquire fixed assets of all running stores and warehouses, leases, less than 1 year old inventory, and other current assets of the Unlimited business along with the store brand Unlimited
- The Assets are being acquired at their book value, with estimated outlay of about Rs. 150 Crore at closing, with certain contingent payments to be made based on certain milestones achieved in these stores, over next few years, post the acquisition

Rationale

- VMart currently invests Rs.2 Cr (1 cr in capex and 1 cr in Inventory) for any new store. This acquisition allows the company to acquire 74 existing stores in a new territory at a very similar cost, resulting in acquiring :
 - Good proven successfully running 74 store locations across 6 new states with a 7.8 lakh sq ft area
 - Existing customer footfalls and a strong loyal customer database
 - Established warehouse and supply chain logistics, the entire skilled front end operations team and a strong brand inspired product development capability along with select experienced backend team
 - Existing revenues of ~ Rs.530 cr (basis FY 20 Sales)

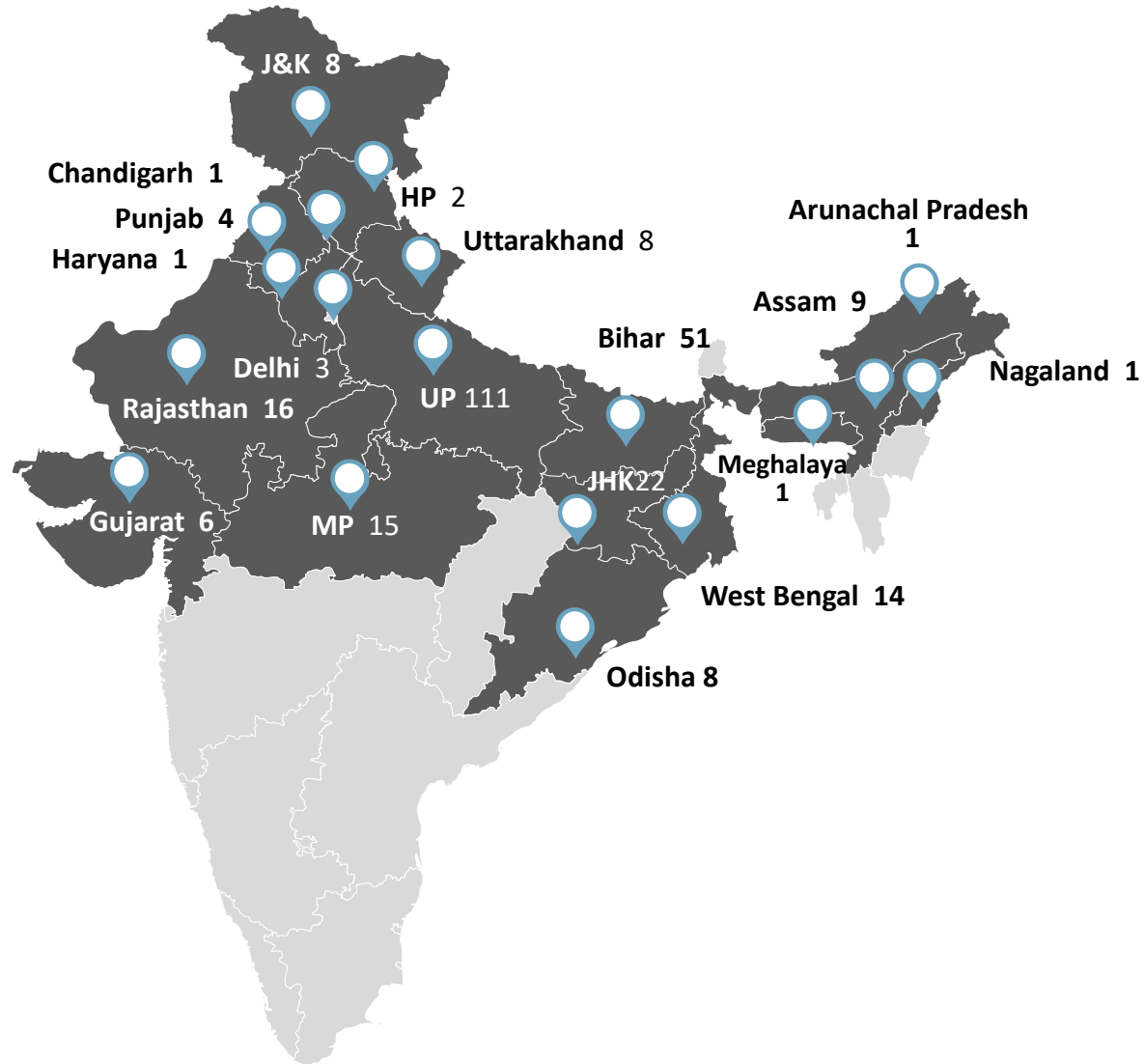
Timeline

- Transaction is expected to be completed in about 60 days

V-Mart to Gain Significantly from this Transaction

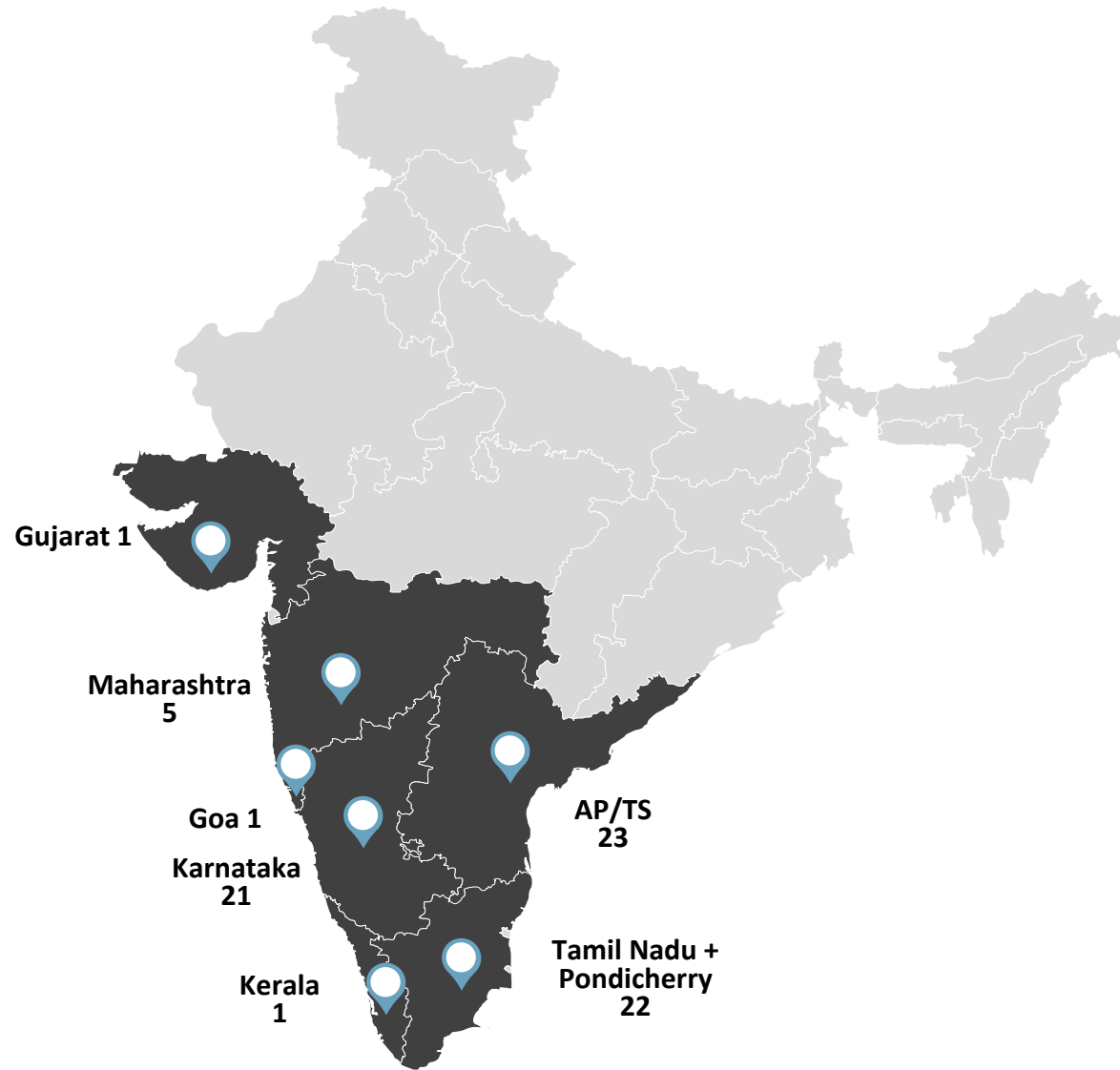


V-Mart Store Footprint



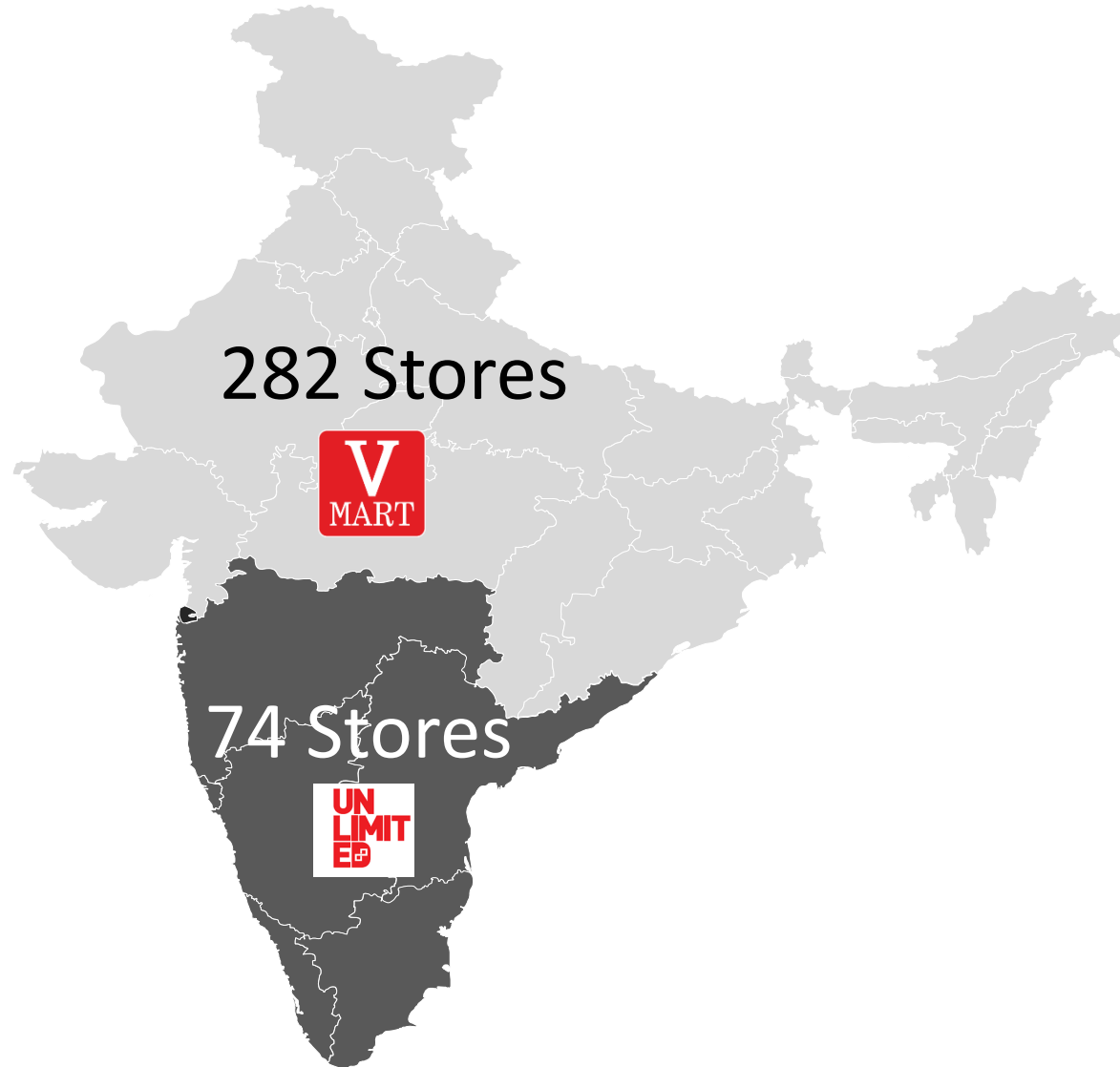
Tier	Cities	Stores	% of Stores
Tier I	17	64	23%
Tier II	16	40	14%
Tier III	124	143	51%
Tier IV	35	35	12%
Total	192	282	100%

Unlimited Store Footprint



Tier	Cities	Stores	% of Stores
Tier I	4	33	45%
Tier II	10	15	20%
Tier III	12	14	19%
Tier IV	11	12	16%
Total	37	74	100%





Combined Footprint: Mutually Exclusive Presence



Tier	Cities	Stores	% of Stores
Tier I	21	97	27%
Tier II	26	55	15%
Tier III	136	157	44%
Tier IV	46	47	13%
Total	229	356	

Pan-India Player with Revenues >Rs 2,000 Cr.



			 + 
No of stores	282	74	356
Total Area (lacs sq ft)	23.0	7.8	30.8
Cities	192	37	229
States	19	7	25*
Revenue (FY20; Rs Cr)	1,662	533	2,195

Note: Gujarat is an overlapping state; hence excluded from the combined count.

About Unlimited Stores



Brand Positioning

- A value family fashion store offering quality products for men, women & kids
- ASP of Rs 500

Stores

- South India focused
- 74 stores across 37 cities
- Stores located in high streets & malls
- Avg. store size of ~10,500 sq ft

Products

- Apparel, across a range of private label, partner brands and third-party brands
- Strong portfolio in denims and women's ethnic wear



Thank You

For further information, please contact:

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