



V2 Retail Limited

Date: May 10, 2019

To,

<u>National Stock Exchange of India Limited</u> Exchange Plaza, Plot No. C/1, G Block, BandraKurla Complex, Bandra(East) Mumbai-400051, NSE Code- V2RETAIL	<u>BSE Limited</u> 25 th floor, "PhirozeJeejeebhoy Tower", Dalal Street, Narimal Point, Mumbai-400001 BSE Code-532867
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Sub: Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015:- Q4 FY19 Result Update

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, Please find enclosed herewith **Q4 FY19 Result Update**.

Please treat this as intimation to your exchange as per the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015.

This is for your information and record.

Yours Truly

For V2 Retail Limited

Umesh Kumar

Company Secretary & Compliance Officer

Q4 FY19 Result Update

May 2019



**A
COMPLETE
FAMILY FASHION
STORE**

VARIETY OF LATEST ETHNIC &
DESIGNER WEAR

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

V2
Value & Variety
A Complete Family
Fashion Store

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Q4 FY19 Highlights



V2
Value & Variety

**A COMPLETE
FAMILY FASHION STORE**

◆ MEN'S WEAR ◆ LADIES WEAR ◆ KIDS WEAR

REVENUE

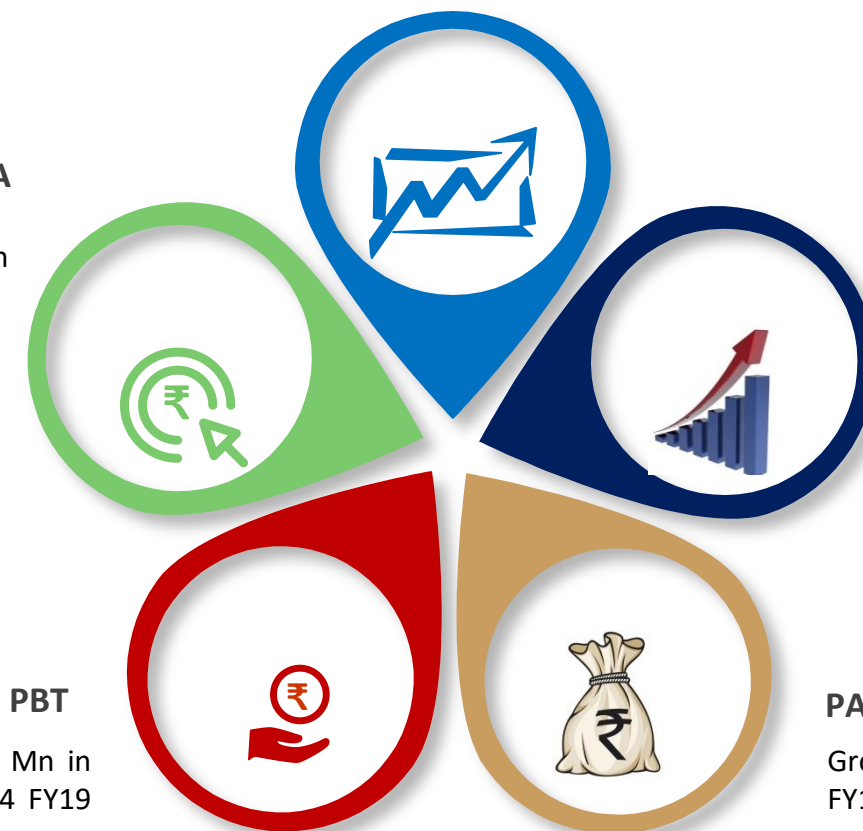
Growth of 29% from ₹ 1,266 mn in Q4 FY18 to ₹ 1,639 Mn in Q4 FY19

EBIDTA

Growth of 43% from ₹ 30 Mn in Q4 FY18 to ₹ 43 Mn in Q4 FY19

GROSS PROFIT

Growth of 25% from ₹ 384 Mn in Q4 FY18 to ₹ 481 Mn in Q4 FY19. Gross margin stood at 29.3% for Q4 FY19

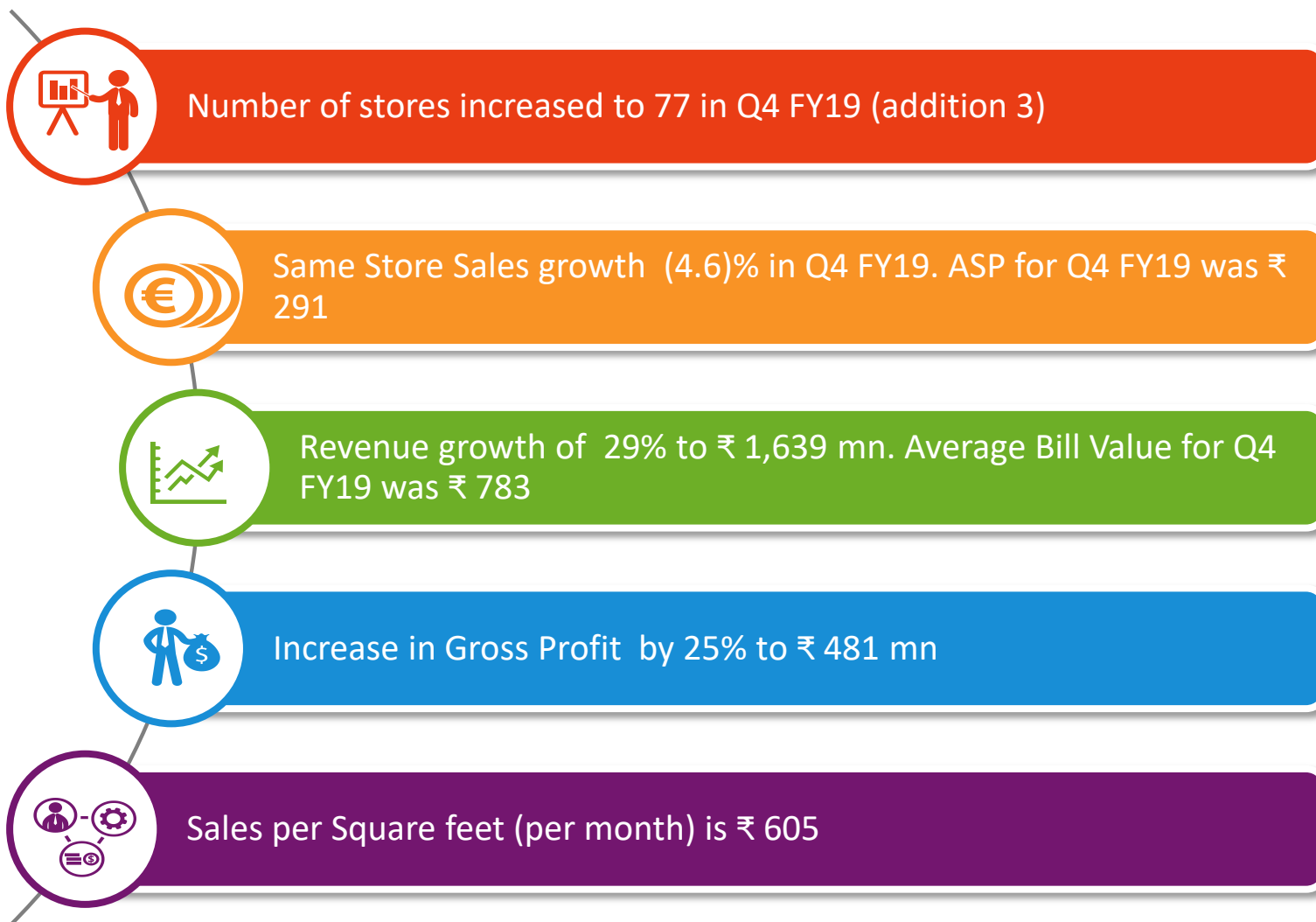


PBT

Decline of 47% from ₹ 28 Mn in Q4 FY18 to ₹ 15 Mn in Q4 FY19 (before exceptional item)

PAT

Growth of 15% from ₹ 36 Mn in Q4 FY18 to ₹ 42 Mn in Q4 FY19



REVENUE

Growth of 34% from ₹ 5,594 Mn in FY18 to ₹ 7,484 Mn in FY19

EBIDTA

Decline of 9% from ₹ 517 Mn in FY18 to ₹ 469 Mn in FY19

GROSS PROFIT

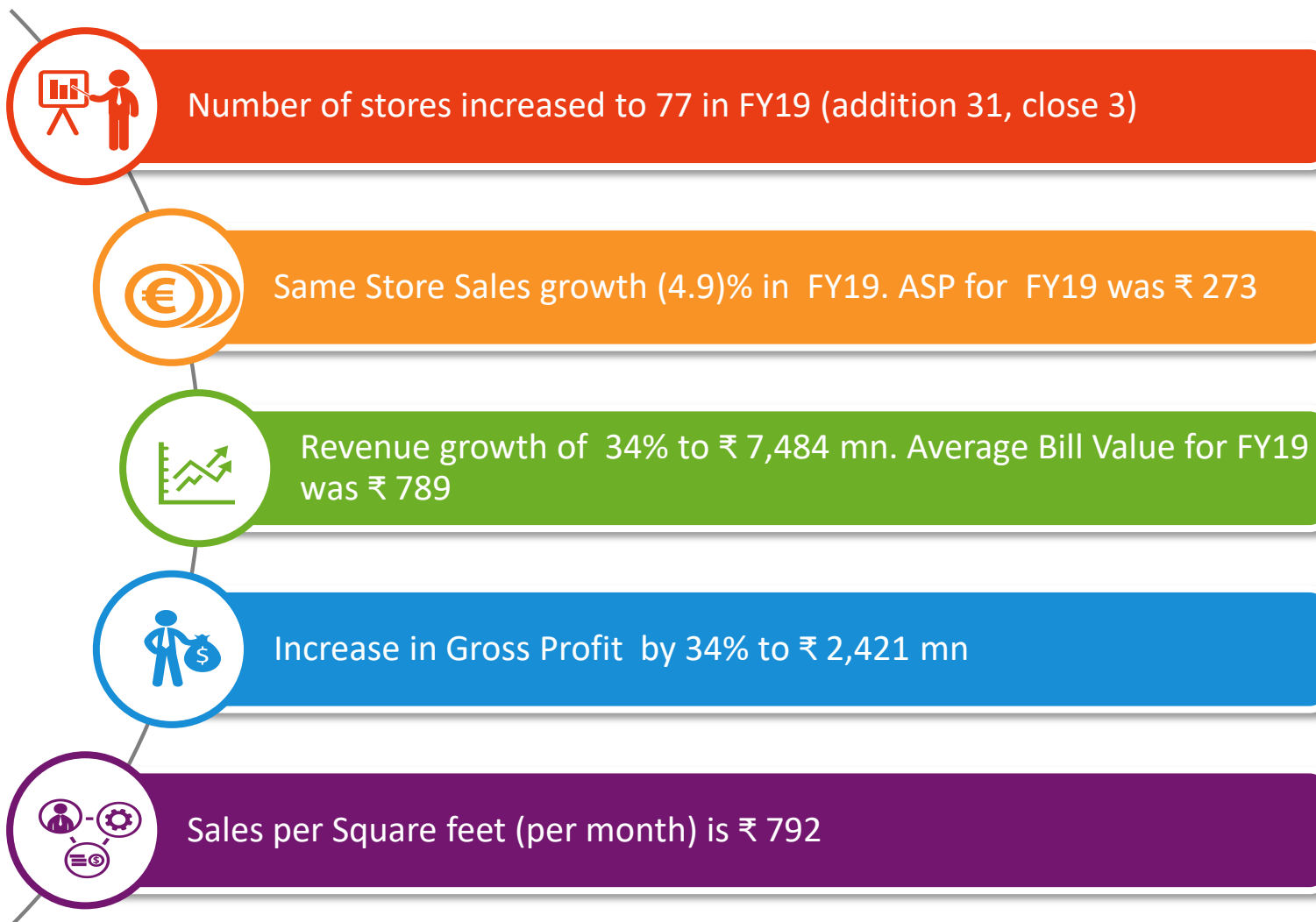
Growth of 34% from ₹ 1,804 Mn in FY18 to ₹ 2,421 Mn in FY19. Gross margin stood at 32.3% for FY19

PBT

Decline of 9% from ₹ 460 Mn in FY18 to ₹ 417 Mn in FY19 (before exceptional item)

PAT

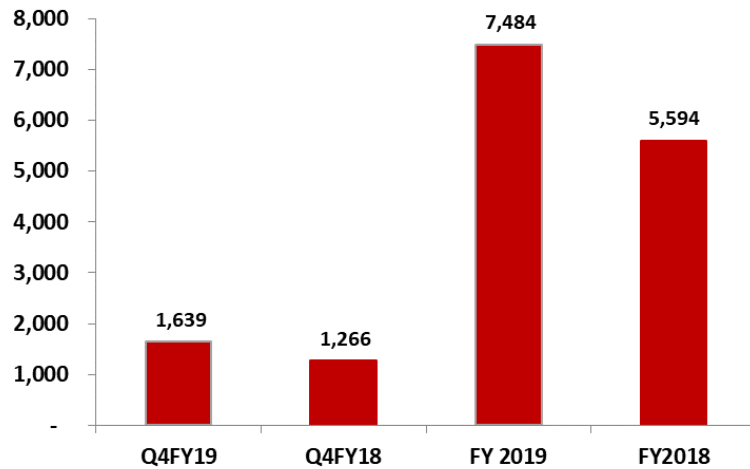
Decline of 34% from ₹ 310 Mn in FY18 to ₹ 204 Mn in FY19. Exceptional Item for FY19 stood at ₹ 266 Mn as against ₹ NIL for FY18



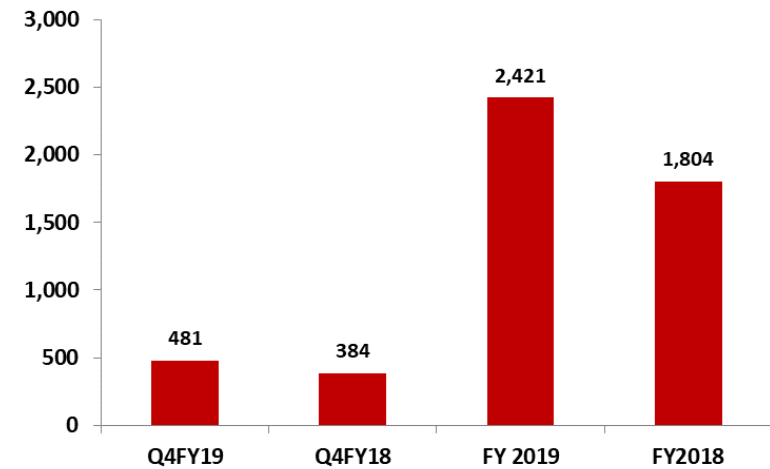
Highlights Q4 FY19 & FY19



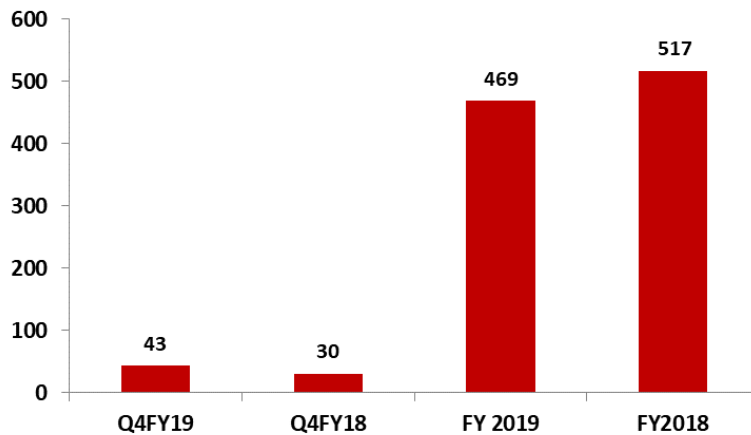
Revenue (₹ Million)



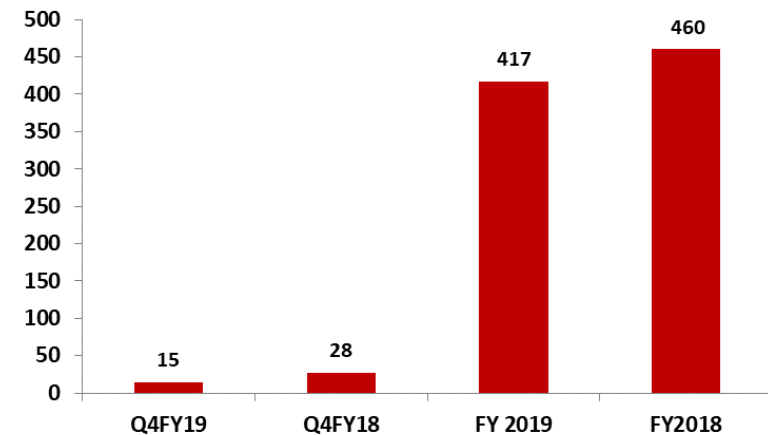
Gross Profit (₹ Million) and Gross Profit Margins



EBIDTA (₹ Million) and EBIDTA Margins



Profit before Tax & Exceptional items (₹ Million)



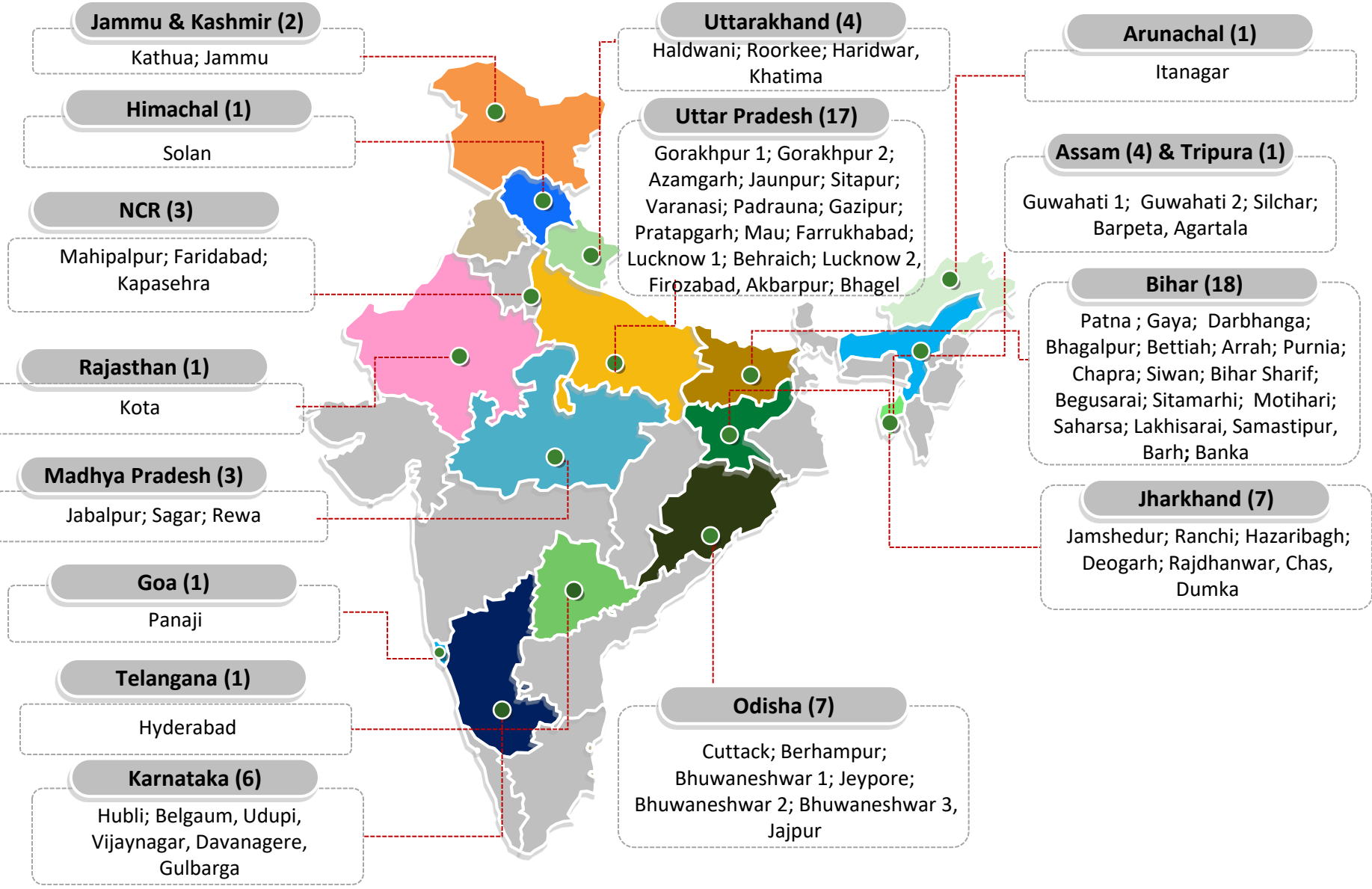
Financial Q4 FY19 & FY19



Particulars (₹ million)	Q4 FY19	Q3 FY19	Q4 FY18	FY19	FY18
Revenue from Operations	1,639	2,411	1,266	7,484	5,594
Other Income	16	23	21	99	33
Total Revenue	1,656	2,434	1,287	7,583	5,627
Total Expenses	1,641	2,146	1,259	7,166	5,167
Profit before tax and Exceptional Items	15	288	28	417	460
Exceptional Items	-	13	-	266	-
Profit before Tax	15	275	28	151	460
Total Tax Expense	(27)	39	(10)	(54)	149
Profit for the period	42	236	37	205	311
Total Comprehensive Income	42	236	36	204	310
EPS Basic (₹ per share)^	1.23	6.93	1.16	6.02	9.62
EPS Diluted (₹ per share)^	1.23	6.88	1.16	6.02	9.62

[^] Not Annualised

Store Presence



Stores additions – Q4 FY19



Sr. No.	State	City	Tier
1	Rewa	Madhya Pradesh	Tier 3
2	Banka	Bihar	Tier 3
3	Padrauna	Uttar Pradesh	Tier 3

New Stores additions during Q4 FY19



Sr. No	Campaign	Launch
1	BIG REPUBLIC SALE	Jan-19
2	VASANT PANCHAMI	Feb-19
3	SALE DHAMAKA	Feb-19
4	HOLI DHAMAKA SALE	Mar-19

18 राज्यों में 76 स्टोर

बिग रिपब्लिक सेल

V2 Value & Variety

₹2000 से अधिक की शॉपिंग पर ₹2000 की शॉपिंग मुफ्त*

सोई किरान व धुई लागू नहीं

साड़ी, स्वेटर, सूट, लहंगा, मेन्स सूट, बॉयस सूट

लगन स्पेशल

ऑफर केवल सदी के कपड़ों पर उपलब्ध

जल्दी करें! ऑफर सीमित समय के लिए

मेन्स वियर	लेडीज़ वियर	किड्स वियर	लाइफस्टाइल
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झारखण्ड: जमशेदपुर: सावधी न्यू प्लानिंग एरिया, झारखंड मो० 7903242038 | रांची: पंचरत्न गलैरिया, सरजन चौक मो० 9262973882 | हजारीबाग: डायमण्ड प्लाजा, PTC रोड, मतवारी चौक . 825301 मो० . 7970630466 | देवघर: अलका टावर, VIP स्क्वायर – 814112 मो० 8298768071 | राजधानी: श्री जगदीश मोदी कोम्पलेक्स, बैंक ऑफ इंडिया के पास, गिरीडीह-825412 मो० 6290069687 | चास: धर्मशाला मोड़, हिंदुस्तान ऑटो एजेंसी के पास-827013 मो० 7491963525 दुमका: मेन थाना रोड, बैंक ऑफ इंडिया के सामने-814101 मो० 7366932493

स्टोर्स नेटवर्क: दिल्ली, हरियाणा, बिहार, झारखण्ड, उत्तरप्रदेश, हिमाचलप्रदेश, कर्नाटक, ओडिशा, असम, पंजाब, त्रिपुरा, अरुणाचलप्रदेश, उत्तराखण्ड, मध्यप्रदेश, जम्मू और कश्मीर, तेलंगाना, राजस्थान, गोवा

फिनच व धातू सामान, ऑफर स्टॉक रहने तक समय, कौशल/ऑनलाइन परिवर्तन के अधीन है और फिनच किसी पूर्ण रूपका के बर्तमान किए जा सकते हैं. रिफिजि माया सामान, प्रोडक्ट फिक्स्ड क्वैलिटी और के संकेत के लिए है वारंटीक प्रोडक्ट आमतौर से क्वालिटी है. ऑफर केवल टैरेन बाजारों के लिए है. ऑनलाइन समानांतर बिक्री तकनीक है. किसी भी विवाद के मामले में V2 पर निर्भर अधिमान्य होगा. सभी प्रमुख क्रेडिट कार्ड स्वीकार्य हैं.

7 DAYS OPEN

17 राज्य | 77 स्टोर्स

V2 Value & Variety

SALE DHAMAKA

50,000 से श्री ज्यादा कपड़ों की किफायती रेंज उपलब्ध

V2 स्पेशल ब्राफर

70% तक की भारी छूट

चुनिंदा कपड़ों पर फिच व धातू सामान

मेन्स वियर | लेडीज़ वियर | किड्स वियर | लाइफस्टाइल

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7 DAYS OPEN

Promotions – Campaigns Q4 FY19



WISH YOU A VERY HAPPY SARASWATI PUJA

HURRY! LIMITED TIME OFFER

V2 Value & Variety
17 STATES | 76 STORES

FESTIVE OFFER

BUY 2 GET 1 FREE ON ALL KIDS WEAR

FLAT 40% OFF ON ALL WINTER WEAR

FESTIVE COLLECTION NOW IN STORES

MEN'S SUIT 2000/- OFF	SHERWANI 1800/- OFF	KURTA PYJAMA 300/- OFF	SALWAR SUIT 500/- OFF	DRESS FABRIC 300/- OFF	BOYS SUIT 900/- OFF	BOYS KURTA SET 400/- OFF	GIRLS SALWAR SUIT 400/- OFF	GIRLS FROCK 500/- OFF
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MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE

CUTTACK: BRAJRAJ COMPLEX, P 5 - BADAMBADI MOB - 8093680833 | BHUBANESHWAR: NAYAPALLI NEAR ISKCON TEMPLE, MOB - 8280151273 | BIERHAMPUR: K K COMPLEX, TELEPHONE BHAVAN ROAD MOB - 8249997107 | JEYPORE: PARABEDA, DIST - KORAPUT - 764001 MOBILE: 8114996635 | PATRAPADA: 98/1934, NEAR INDIAN OIL PETROL PUMP - 751019 MOB: 8114996635 | PATIA: KIIT ROAD, NEAR DOMINOS PIZZA, BHUBANESHWAR - 751024 PH:8280151273 | JAIPUR: CHORDA BYPASS, JAIPUR ROAD - 750019 MOBILE: 6371134485

Also available at: DELHI, HARYANA, BIHAR, JHARKHAND, UTTAR PRADESH, HIMACHAL PRADESH, KARNATAKA, ORISSA, ASSAM, TRIPURA, ARUNACHAL PRADESH, UTTARAKHAND, MADHYA PRADESH, JAMMU & KASHMIR, TELANGANA, RAJASTHAN, GOA.

*Terms & Conditions strictly apply. Offer valid till stock last. Prices/Offer 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 retail customer 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 accepted.

7 DAYS OPEN

V2 Value & Variety

MANAYEN HOLI APNO WAALI

RAKHEN SABKI KHUSHI KA KHAYAAL

A COMPLETE FAMILY FASHION STORE

₹2500 KI KHARIDARI PAR 2500* RUPAYE KE SHOPPING VOUCHER FREE

***5 x 500 VOUCHERS SHOPPING VOUCHERS ₹999 YA ADHIK KI AGLI KHARID PAR MANYA HAI**

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

Also available at: Delhi, Haryana, Jharkhand, Uttar Pradesh, Himachal Pradesh, Karnataka, Orissa, Assam, West Bengal, Tripura, Arunachal Pradesh, Uttarakhand, Madhya Pradesh, Jammu & Kashmir, Telangana, Rajasthan, Goa

7 DAYS OPEN

BIHAR: PATNA: MAHARAJA NAGESHWAR COMPLEX, PRADEP ROAD, 844055840 | BHAGALPUR: RN PLAZA, P.B.S.S. ROAD, 844202010 | PURNIA: POLYTECHNIC CHOWK, 844034470 | BEROHARPUR: SHYAMOLI COMPLEX, SANGHAI VIKRAJ ROAD, 844202095 | BIHAR BHARP: CHANDRKA COMPLEX, NALA ROAD, 844202200 | SHIVAN: HOSPITAL ROAD, PACTI MOOD, 913829421 | MITHUNAR: JAGAPAL ROAD, 781907559 | SITMAR: BAO BAZAR, DUMRA, 782019070 | AARA: DOKHCHAND COMPLEX, JAL ROAD, 844202051 | GAIK: W/AD2, NEW KRISHNA ROAD, 884188383 | BARBANSIA: MEDAPUR CHOWK, STATION ROAD, 776182753 | BETTINA: SUPRIYA CINEMA ROAD, CHAMPARAN, 844827991 | CHAPRA: SEK MINI MALL, SEKI NAGAN PATH, 844825594 | BANASTPUR: WARDHOLA, TALPUR ROAD, KASHIPUR - 640101, 066159668 | LAKHIMPUR: AG COMPLEX, OPP KISS COLLEGE, PURANI BAZAR - 311111, 842004888 | BANARSA: KHUSHA KOLISE, PURANI BAZAR - 302021, 782896777 | BANK: KAJI CHOWK, NEAR BANK OF INDIA, A.I.S. COLLEGE - 802213, 755794958.

TERMS & CONDITIONS APPLY. OFFER VALID TILL STOCKS LAST. PRICES & OFFERS ARE SUBJECT TO CHANGE AND CAN BE WITHDRAWN PRIOR GIVING ADVANCE NOTICE. LIMITED QUANTITY APPLY. PRODUCT IMAGE IS ONLY TO SIGNIFY OFFER. ACTUAL PRODUCT MAY DIFFER. OFFER IS VALID ONLY FOR RETAIL CUSTOMERS. OFFERS CAN BE CHANGED TIME TO TIME. IN CASE OF ANY DISPUTE, DECISION TAKEN BY V2 WILL BE FINAL. ALL LEADING CREDIT CARDS ARE ACCEPTED.

Key Financial Indicators

Financial Highlights – Profit & Loss Account

₹ in Million

Particulars	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Revenue from Operations	2,289	2,868	3,199	4,720	5,594	7,484
<i>Growth (%)</i>	114%	25%	11%	47%	19%	34%
Gross Profit	567	814	956	1,388	1,804	2,421
<i>GP Margin (%)</i>	25%	28%	30%	29%	32%	32%
EBIDTA	42	277	314	415	517	469
<i>EBIDTA Margin (%)</i>	2%	10%	10%	9%	9%	6%
Other Income	22	25	25	16	33	99
Depreciation	35	21	44	61	84	144
Finance Cost	81	97	132	86	6	7
PBT Before Exceptional Item	(51)	184	163	283	460	417
<i>PBT Margin (%)</i>	-2%	6%	5%	6%	8%	6%
Exceptional Item (Gain) / Loss				233		266
Profit for the period	(45)	98	122	390	311	205
<i>PAT Margin (%)</i>	-2%	3%	4%	8%	6%	3%
Total Comprehensive Income	(45)	98	122	390	310	204

CAGR

27%

34%

62%

* FY 2014 to FY 2016 as per IGAAP

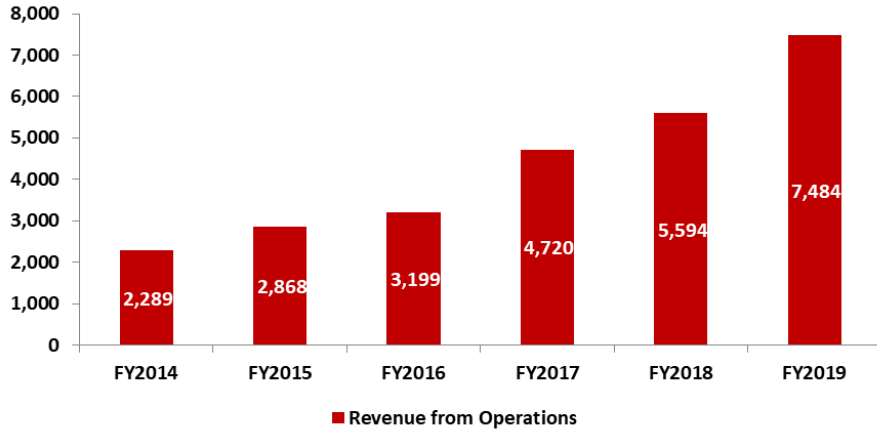
Financial Highlights – Balance Sheet

Particulars (₹ in Mn)	FY2019	FY2018
ASSETS		
Non-current assets		
Property, plant and equipment	977	624
Capital work-in-progress	-	7
Other intangible assets	21	1
Intangible assets under development	41	59
Financial assets		
Loans	48	34
Other financial assets	16	8
Deferred tax assets (net)	110	48
Income tax assets (net)	17	39
Other non-current assets	219	212
Total - Non-Current Assets	1,448	1,033
Current assets		
Inventories	2,711	1,602
Financial assets		
Investments	-	897
Cash and cash equivalents	83	48
Other financial assets	10	6
Other current assets	266	184
Total - Current Assets	3,070	2,737
Assets classified as held for sale	124	124
TOTAL - ASSETS	4,643	3,894

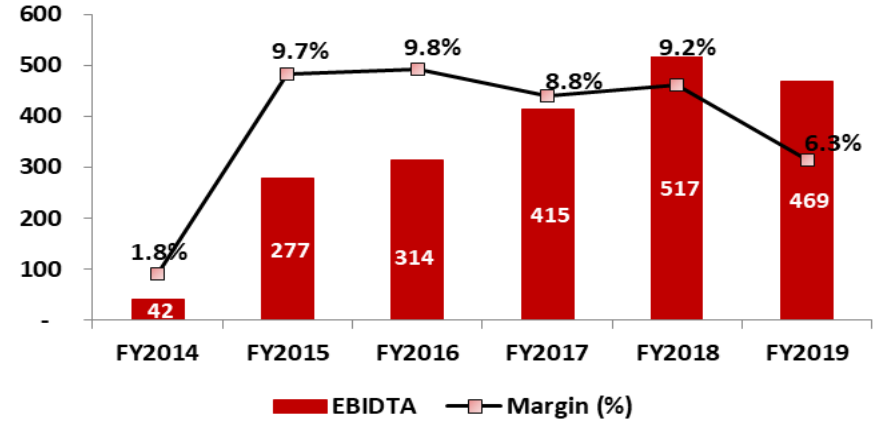
Particulars (₹ in Mn)	FY2019	FY2018
EQUITY AND LIABILITIES		
Equity		
Equity share capital	341	339
Other equity	2,613	2,400
Total - Equity	2,954	2,740
LIABILITIES		
Non-current liabilities		
Borrowings	10	-
Financial liabilities	1	1
Provisions	17	12
Other non-current liabilities	45	21
Total non-current liabilities	72	34
Current liabilities		
Financial liabilities		
Borrowings	93	-
Trade payables	1,394	1,003
Other financial liabilities	19	28
Provisions	10	7
Other current liabilities	20	21
Total - Current liabilities	1,536	1,059
Liabilities directly associated with assets classified as held for sale	81	62
TOTAL - EQUITY AND LIABILITIES	4,643	3,894

Robust Financial Performance

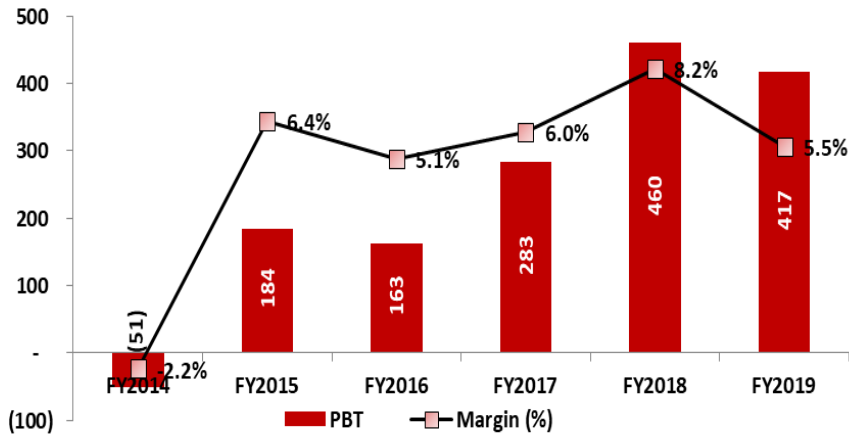
Revenue (₹ Million)



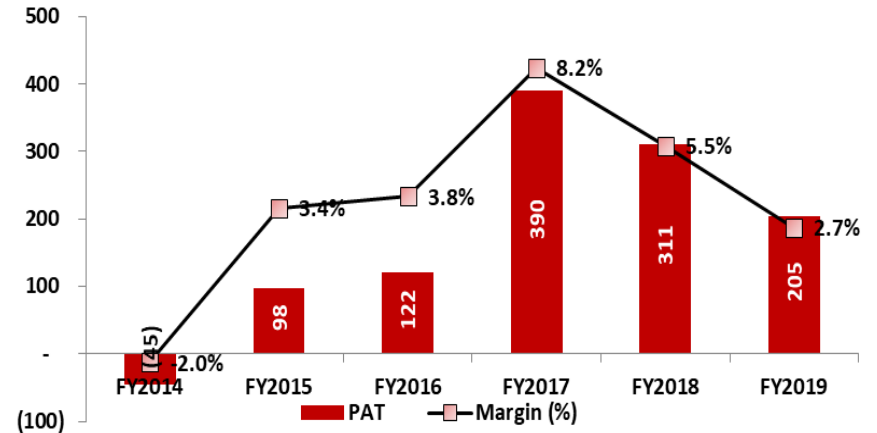
EBIDTA (₹ Million) and EBIDTA Margins



PBT (₹ Million) and PBT Margins

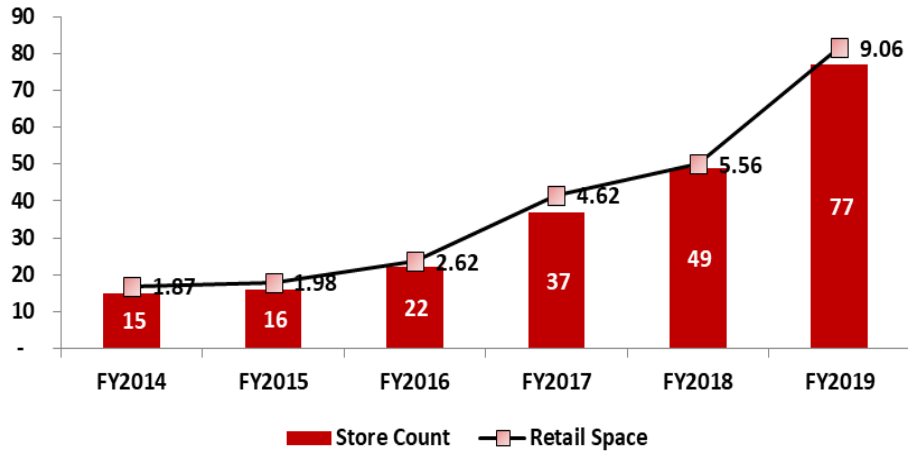


PAT (₹ Million) and PAT Margins

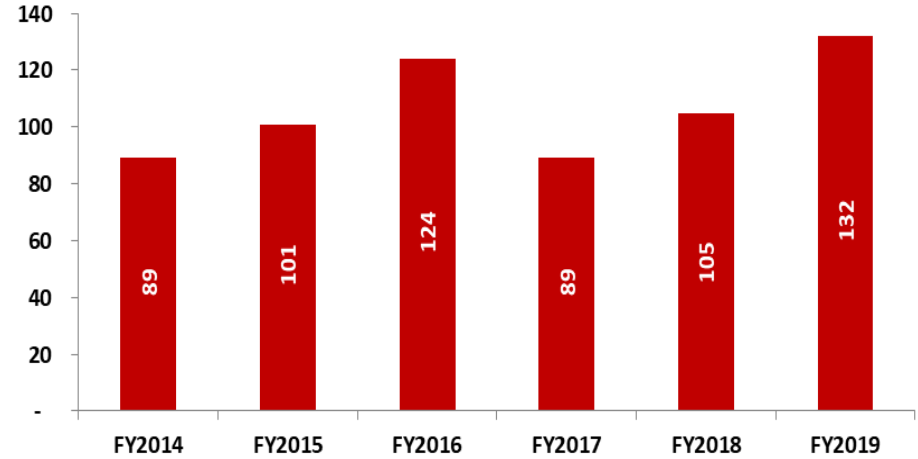


Key Operating Metrics

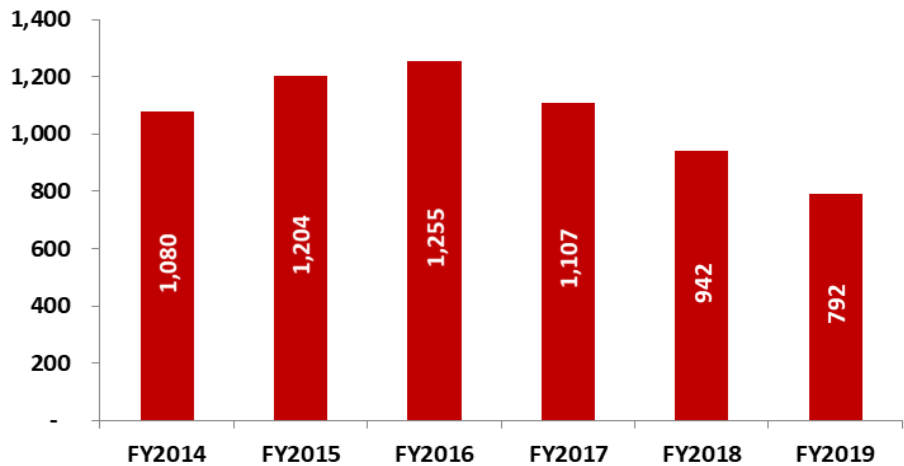
No. of Stores and Retail Space (lakh sq.ft.)



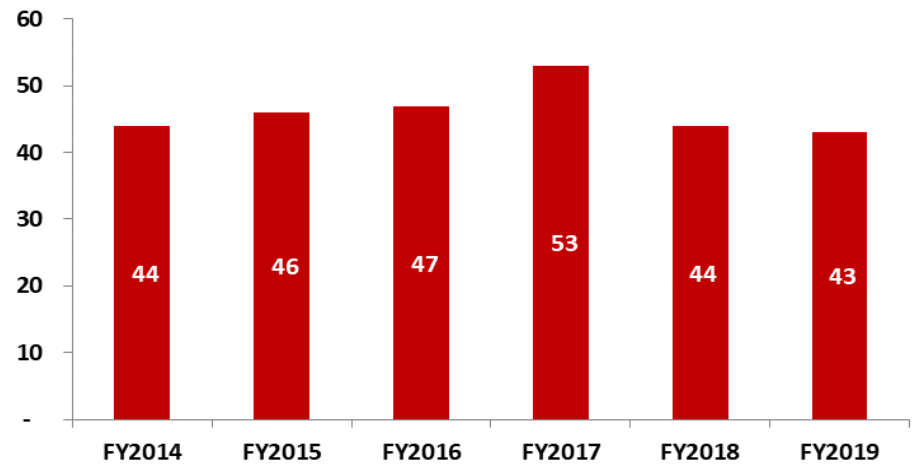
Inventory Holding Days



Sales per Sq.Ft. (₹ Per Month)



Rent per Sq.Ft. (₹ Per Month)





Thank You

For further information please contact:

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