



Date: 11th May, 2019

Ref. No. CS/S/L-337/2019-20

PRICE "LESS" FASHION

To,

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

To:
The Corporate Relationship Department
THE BSE LIMITED
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400 001
Scrip code: 534976
Fax: 022-22723121
Email: corp.relations@bseindia.com

Sub : Presentation to Analysts/Investors

Sir,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on audited financial results of the Company for the fourth quarter and year ended 31st March, 2019.

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

Request you to kindly take the same on record.

Thanking you,

Yours truly,

For V-Mart Retail Limited


Megha Tandon
Company Secretary

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

Review of Financial Result Q4 FY'19

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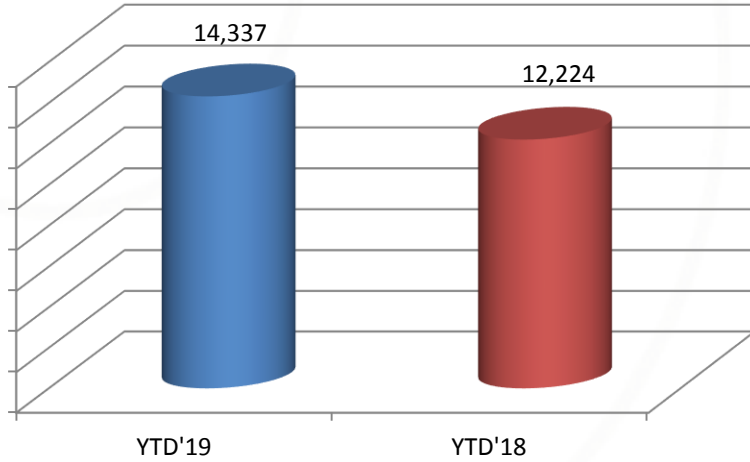
Key highlights : Apr-Mar FY'19 vs FY'18 results



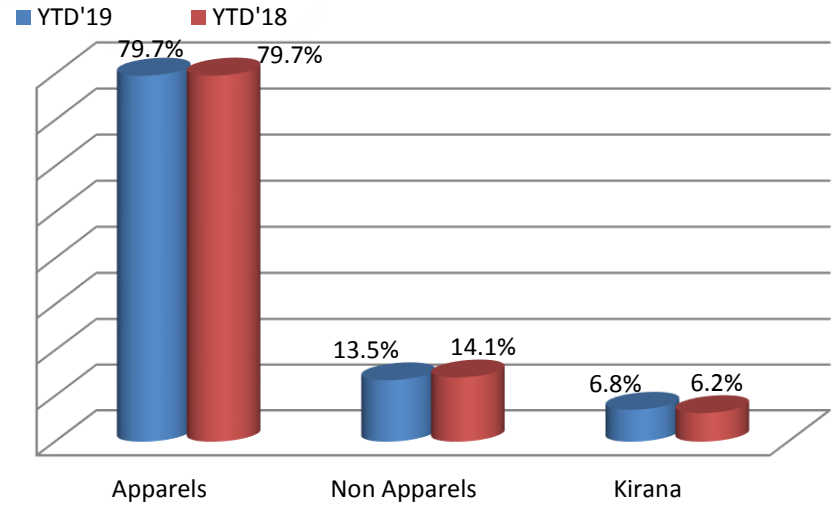
- **Number of Stores increases to 214**
- **Revenue grows by 17%**
- **Same Store Sales growth : Company 4%, Volume 8%**
- **Sales per sq. feet (per month) : Rs. 805**
- **Contribution of segment to total revenue :**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit of Rs. 616 millions** (net of one time exceptional charge of Rs. 98 mn – 100% provision against investments made in commercial paper of IL&FS Ltd.)

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

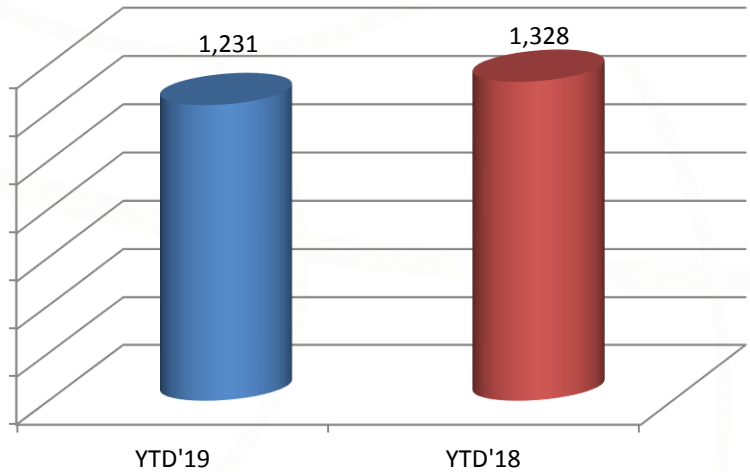
Sales (Millions)



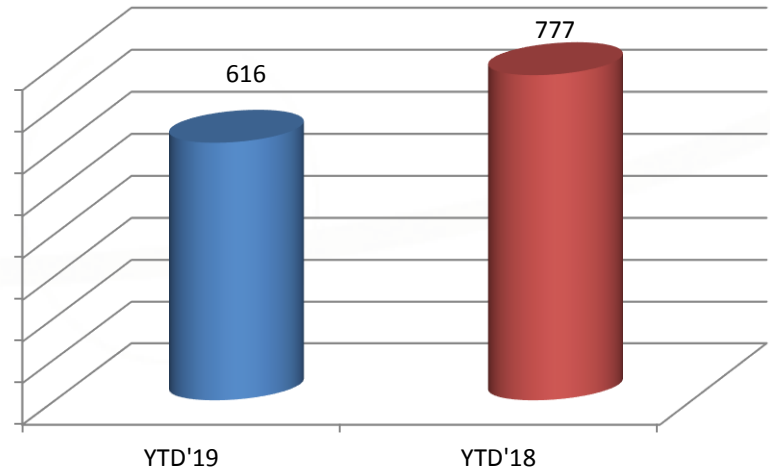
Sales Mix (%)



EBITDA (Millions)

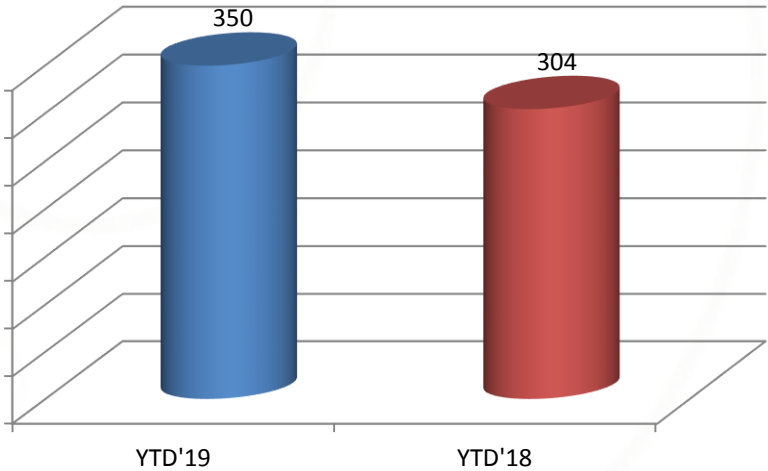


PAT (Millions)

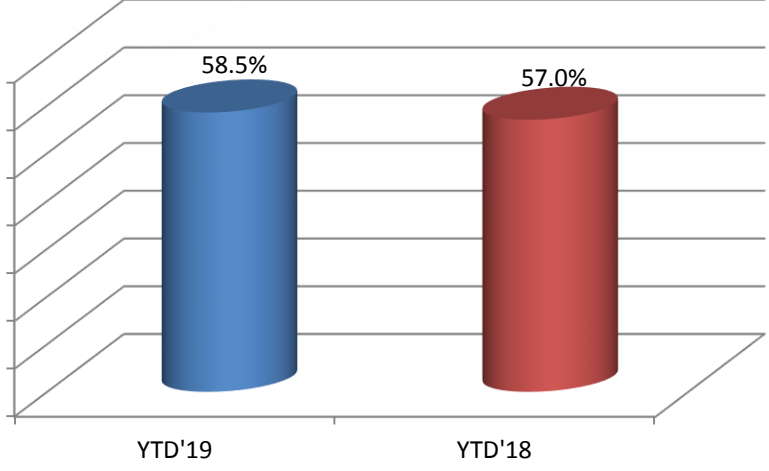


Operational Parameters : Apr-Mar FY'19 vs FY'18

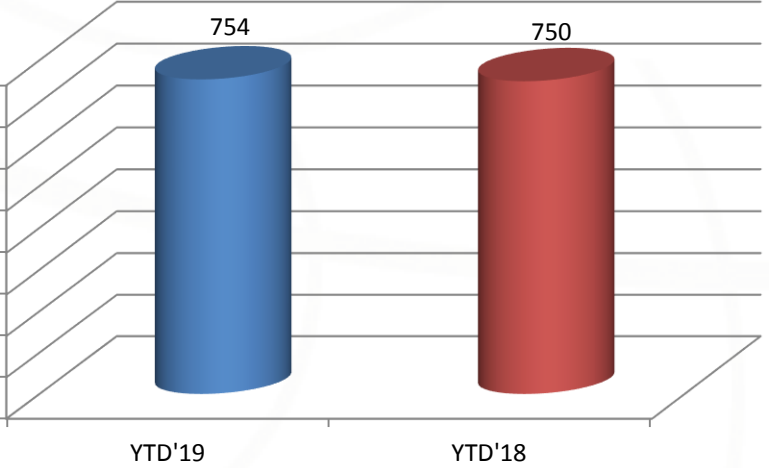
Footfall (lakhs)



Conversion Rate (%)

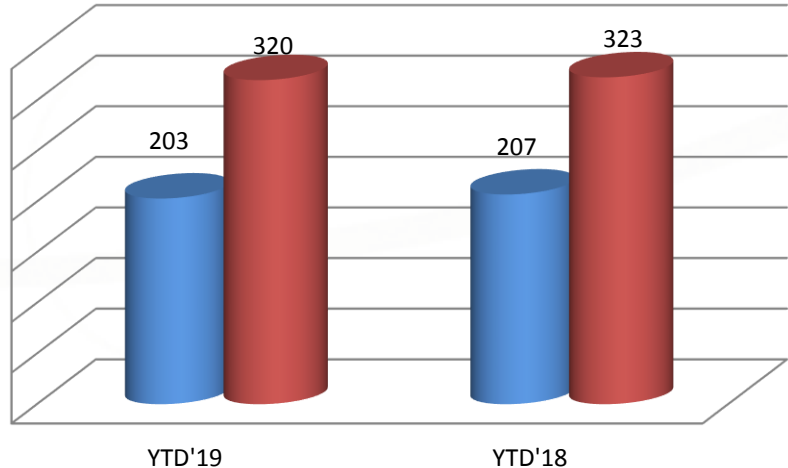


Transaction size (Rs.)



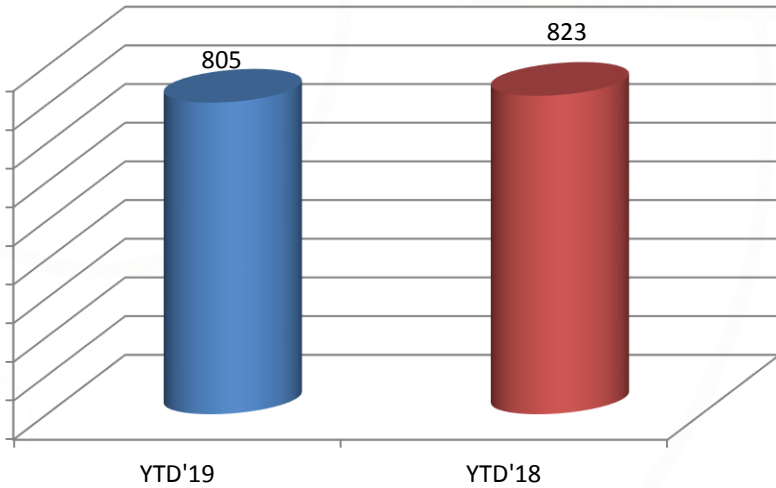
■ Total ■ Apparel

Average Selling Price (Rs)

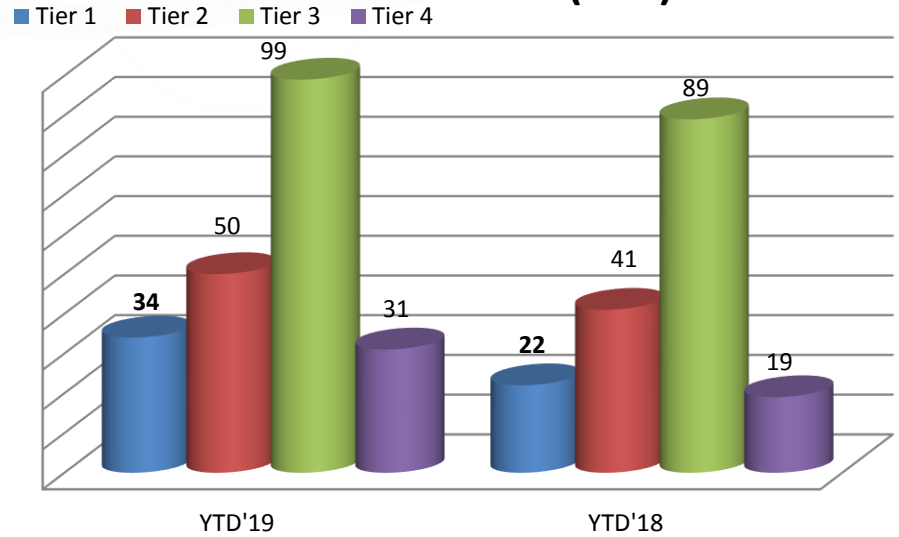


Operational Parameters : Apr-Mar FY'19 vs FY'18

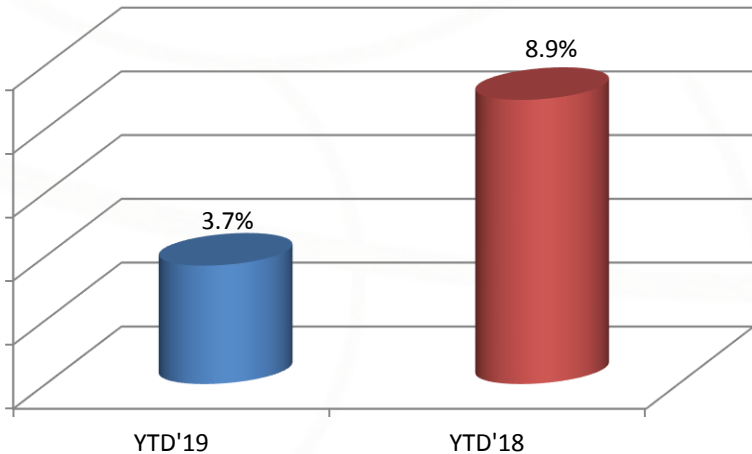
Sales per sq feet (per month)



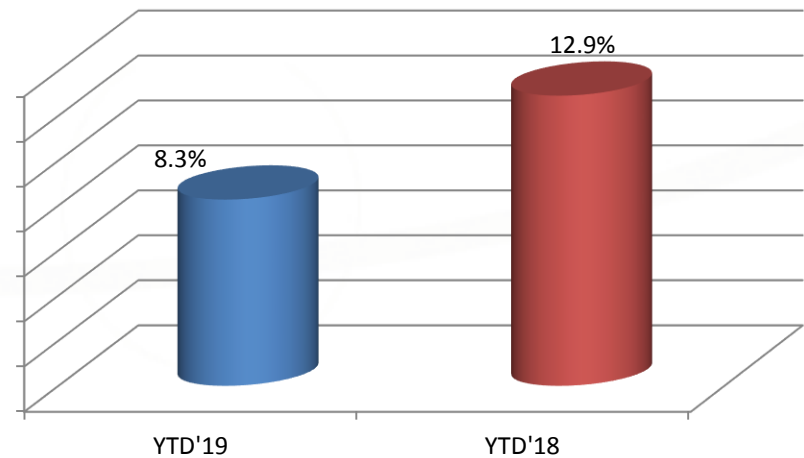
Store Count (Nos)



Same Store Sales Growth (%)

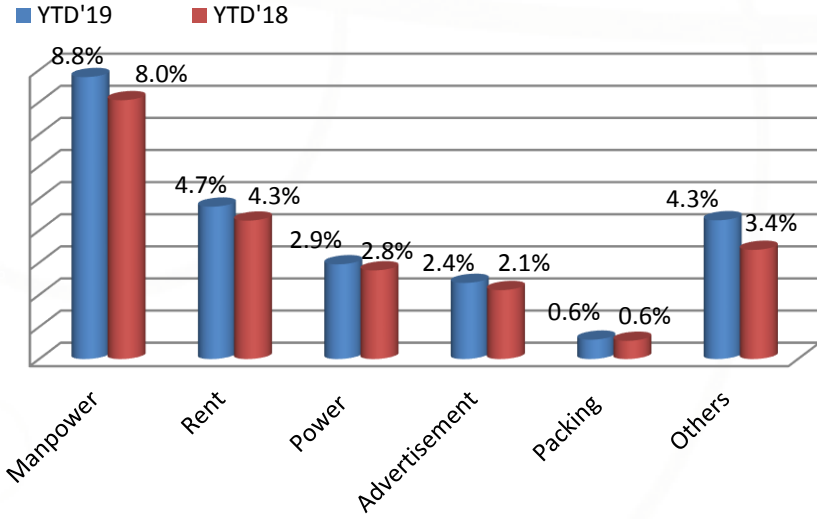


Same Store Volume Growth (%)

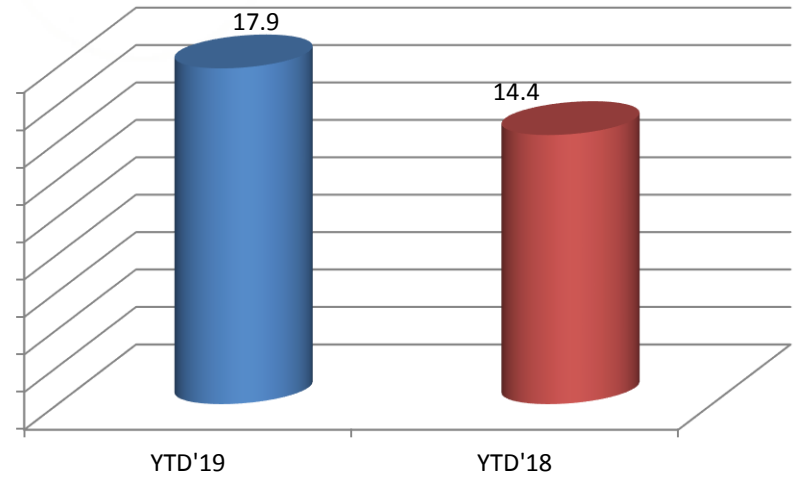


Operational Parameters : Apr-Mar FY'19 vs FY'18

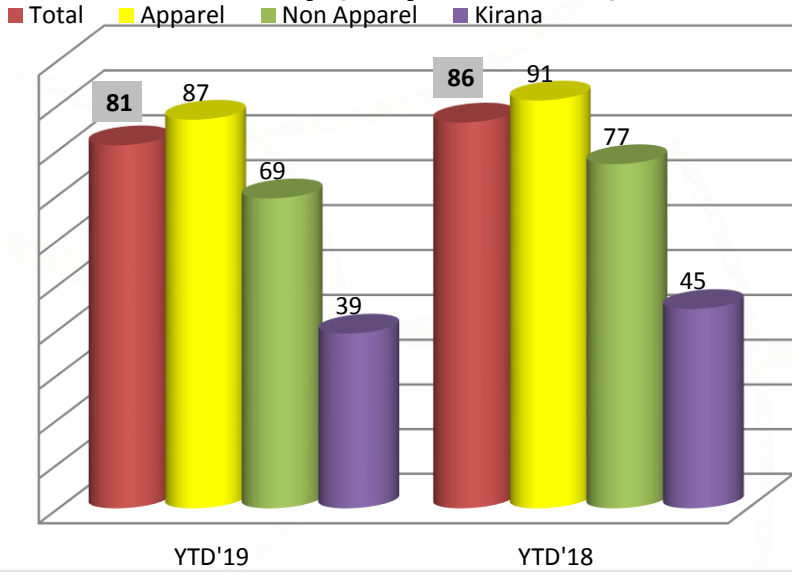
Expenses (% of Sales)



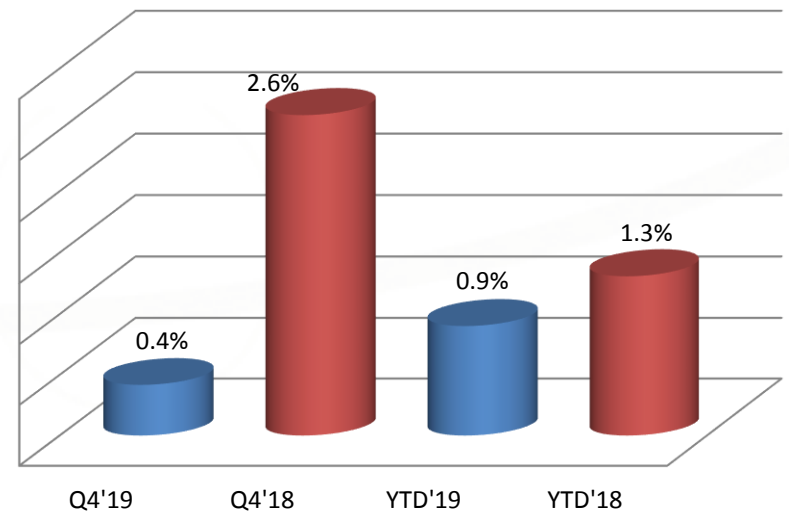
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Key highlights of Q4 FY'19 vs FY'18 results

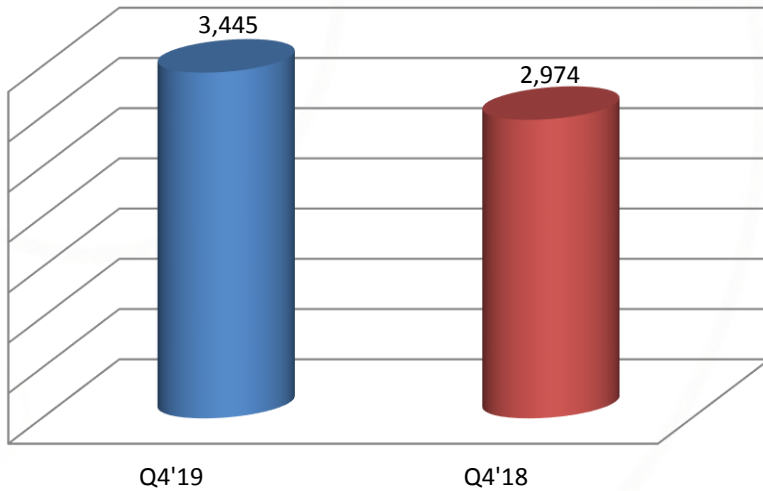


- **Revenue grows by 16%**
- **Same Store Sales growth : Company 4%, Volume 4%**
- **Sales per sq. feet (per month) : Rs. 722**
- **Stores count increases to 214**
- **Contribution of segment to total revenue**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit/(loss) of Rs. (9.0) millions** (net of one time exceptional charge of Rs. 74 mn – 75% provision against investments made in commercial paper of IL&FS Ltd.)

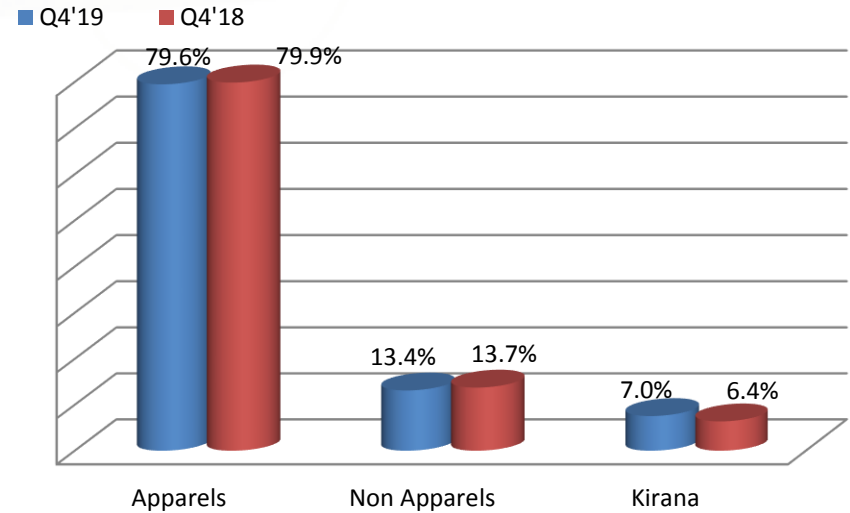
Financial Parameters – Q4 FY'19 vs FY'18



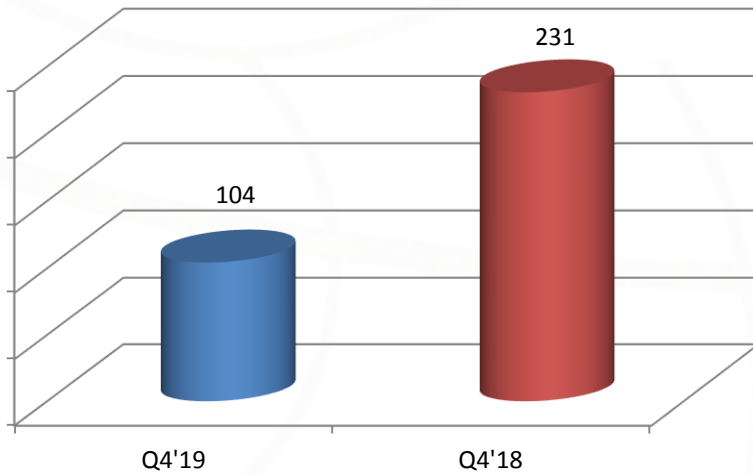
Sales (Millions)



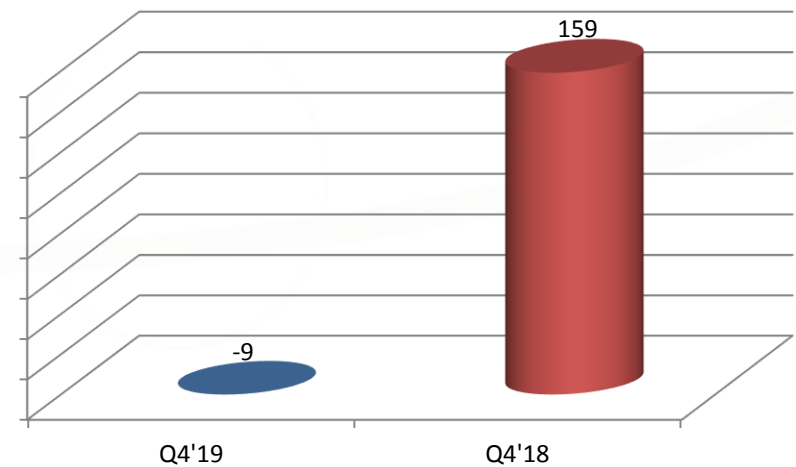
Sales Mix (%)



EBITDA (Millions)

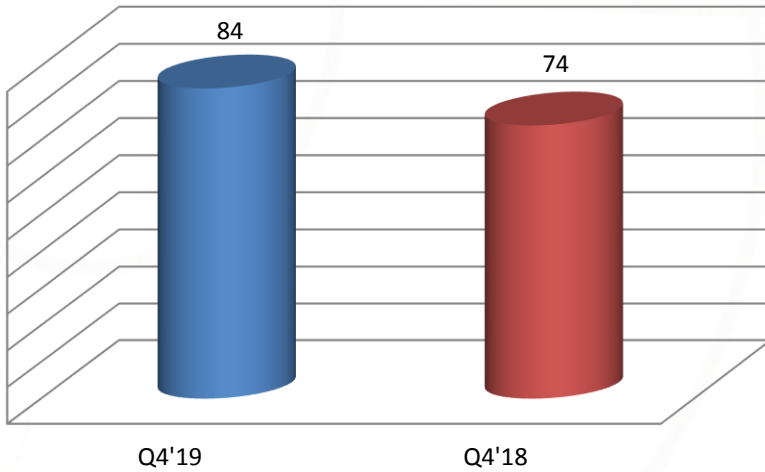


PAT (Millions)

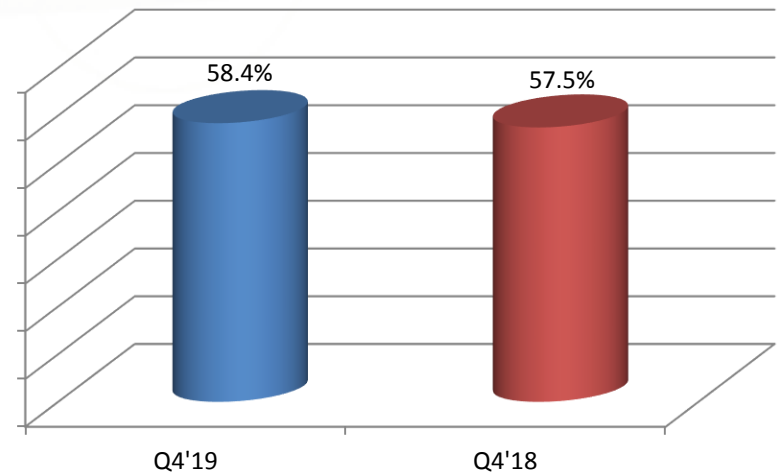


Operational Parameters – Q4 FY'19 vs FY'18

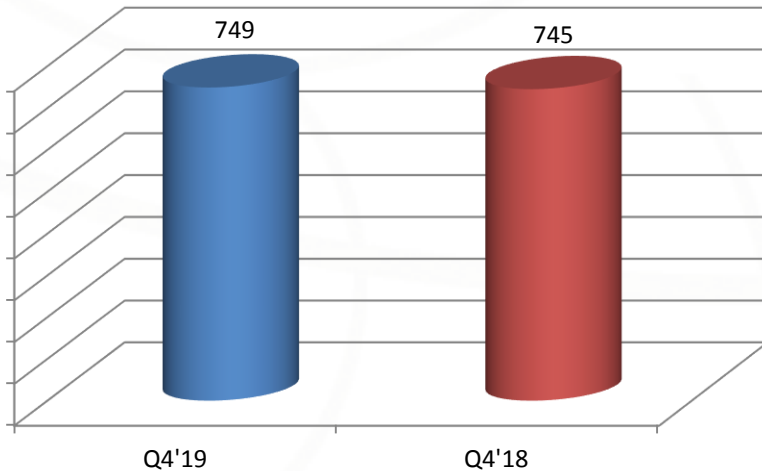
Footfall (lakhs)



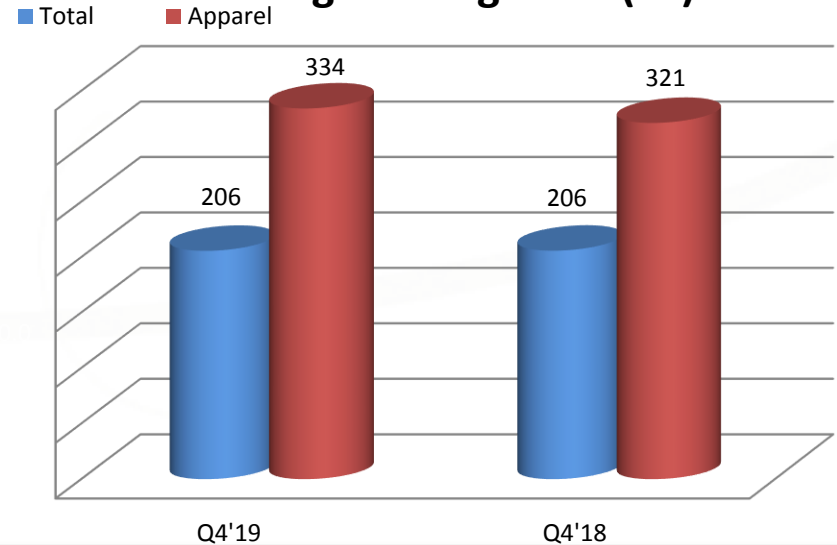
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Financial Review – Profit & Loss Statement



₹ in million (except per share data)

Particulars	For the period ended	
	31.03.2019	31.03.2018
	(Audited)	(Audited)
I. Revenue from operations	14,338	12,224
II. Other income	59	41
III. Total Revenue (I + II)	14,397	12,265
IV Total Expenses (IV)	13,399	11,140
V Profit before tax (III-IV)	998	1,125
VI Total tax expense* (VI)	382	348
VII Profit for the year (V-VI)	616	777
VIII Other Comprehensive Income	-4	3
IX Total Comprehensive Income for the period (VII+VIII)	612	780
X Earnings per share (before extraordinary items) (of ₹10 each) (not annualized)		
(a) Basic	34.01	42.94
(b) Diluted	33.90	42.79

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS



Statement of Assets and Liabilities:

(` in million)

Particulars	As at	As at
	March 31, 2019	March 31, 2018
	(Audited)	(Audited)
I ASSETS		
Non-current assets		
Property, plant and equipment	1,622.07	1,412.27
Capital work-in-progress	40.10	35.10
Intangible assets	32.87	35.20
Financial assets		
Investments	98.25	63.42
Loans	96.02	71.95
Other financial assets	11.77	12.68
Deferred tax assets (net)	118.30	92.01
Other non-current assets	83.21	102.20
	2,102.59	1,824.83
Current assets		
Inventories	3,289.84	3,071.12
Financial assets		
Investments	508.53	276.91
Loans	0.56	0.77
Cash and cash equivalents	123.17	137.37
Other bank balances	42.69	46.36
Other financial assets	25.70	11.17
Other current assets	225.32	130.51
	4,215.81	3,674.21
Total Assets	6,318.40	5,499.04
II EQUITY AND LIABILITIES		
EQUITY		
Equity share capital	181.30	180.97
Other equity	3,911.40	3,293.44
	4,092.70	3,474.41
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	0.26	3.22
Other financial liabilities	59.95	41.67
Employee benefit obligations	51.08	35.69
	111.29	80.58
Current liabilities		
Financial liabilities		
Trade payables		
a) total outstanding dues of MSME	236.26	-
b) total outstanding dues of creditors other than MSME	1,246.34	1,667.82
Other financial liabilities	423.40	152.91
Other current liabilities	90.07	93.30
Employee benefit obligations	21.16	6.33
Short term provision	97.18	23.69
	2,114.41	1,944.05
Total Equity and Liabilities	6,318.40	5,499.04

(` in million)

V-Mart Retail Limited

Cash Flow Statement for the period ended March 31, 2019

For the period ended
31 March 2019

For the period ended
31 March 2018

A. Cash flows from operating activities

Net profit before tax and before extra-ordinary items	993	1,125
Adjustment for:	381	245
Operating profit before working capital changes	1,374	1,370
Movements in working capital :	(493)	(345)
Cash generated from operations	881	1,025
Taxes paid	(334)	(381)
Net cash flow from operating activities	547	644

B. Cash flows used in investing activities

Net cash flow used in investing activities*	(733)	(151)
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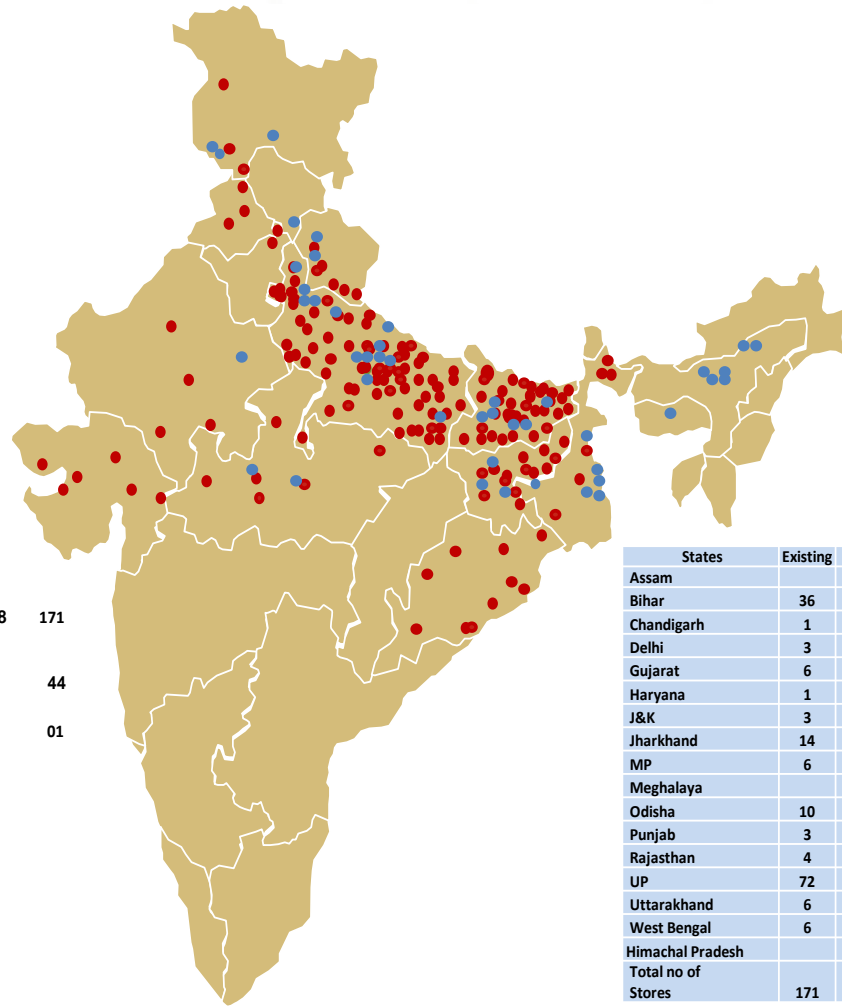
C. Cash flows from/(used in) financing activities

Net cash flow from/(used in) financing activities	(44)	(384)
---------------------------------------------------	------	-------

Net increase/(decrease) in cash and cash equivalents	(230)	109
------------------------------------------------------	-------	-----

* Investment in fixed assets is `410 million (previous year: `479 million) in net cash flow used in investing activities

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q4 FY'18**



- Stores opened till FY18 171
- Stores Opened during FY19 44
- Stores closed during FY19 01

States	Existing	New	Closed	Total
Assam		6		6
Bihar	36	6	1	41
Chandigarh	1			1
Delhi	3			3
Gujarat	6			6
Haryana	1			1
J&K	3	2		5
Jharkhand	14	3		17
MP	6	2		8
Meghalaya		1		1
Odisha	10			10
Punjab	3			3
Rajasthan	4	1		5
UP	72	13		85
Uttarakhand	6	2		8
West Bengal	6	6		12
Himachal Pradesh		2		2
Total no of Stores	171	44	1	214

New Stores



1.



2.



3.



S. No.	State	Date of Opening	Retail Space (Sq ft)
1.	Madhya Pradesh	21-Jan-19	9,913
2.	Uttar Pradesh	13-Feb-19	7,138
3.	Uttar Pradesh	16-Feb-19	8,555

New Stores



4.



S. No.	State	Date of Opening	Retail Space (Sq ft)
4.	Bihar	26-Feb-19	8,433
5.	Uttar Pradesh	01-Mar-19	7,917
6.	Uttar Pradesh	10-Mar-19	5,135

5.



6.



New Stores



7.



S. No.	State	Date of Opening	Retail Space (sq. ft.)
7.	Jharkhand	10-Mar-19	9,636
8.	Uttar Pradesh	11-Mar-19	8,200
9.	Uttar Pradesh	16-Mar-19	9,104

8.



9.



Price "Less" Fashion

New Stores



10.



11.



12.



S. No.	State	Date of Opening	Retail Space (sq. ft.)
10.	West Bengal	17-Mar-19	8,406
11.	Assam	18-Mar-19	6,149
12.	Uttar Pradesh	19-Mar-19	5,519

New Stores



13.



S. No.	State	Date of Opening	Retail Space (sq. ft.)
13.	Himachal Pradesh	29-Mar-19	10,000
14.	Madhya Pradesh	29-Mar-19	10,598
15.	Rajasthan	31-Mar-19	9,000

14.



15.



PROMOTIONS – CAMPAIGNS – Q4

Campaign	Period
<i>EOSS</i>	Jan
<i>Lohri</i>	Jan
<i>Pongal</i>	Jan
<i>Republic Day</i>	Jan
<i>Saraswati Puja</i>	Feb
<i>Holi</i>	Feb



END OF SEASON SALE

UPTO
50%
OFF*

*T&C Apply

**50,000 से भी
ज्यादा प्रोडक्ट्स पर ऑफर उपलब्ध!**

SUPER SALE
**BUY 1
GET 1
FREE***



लोहड़ी के अवसर में

50,000

से भी ज्यादा प्रोडक्ट्स
पर ऑफर उपलब्ध है।



*T&C Apply

PROMOTIONS – REPUBLIC DAY



**BHARAT
BACHAT
KAREGA**



70% OFF*
SALE UPTO

19th - 27th January

— offer available on more than 50,000 products —

T&C Apply

Price "Less" Fashion



फैशन महोत्सव

2nd FEB - 10th FEB

₹500* | ₹1999
फ्री शॉपिंग | की खरीद पर

— Redemption on Fresh Garments —

*T&C Apply. ₹500 redemption applicable next day onwards on minimum purchase of ₹999.

PROMOTIONS – HOLI

V
MART

रंग भरे फैशन से

₹500*

FREE शॉपिंग

₹1999 की खरीद पर

V
MART



पता:

Price "Less" Fashion

Thank you

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

Anand Agarwal – anand.agarwal@vmart.co.in

Girish Garg – girish.garg@vmart.co.in

Mobile - +91-9899560707