



PRICE "LESS" FASHION

Ref: No: CS/S/L-430/2020-21

10<sup>th</sup> August, 2020

<p>To: The Listing Department <b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b> "Exchange Plaza" Bandra-Kurla Complex Bandra (E), Mumbai-400 051 <b>Scrip Code: VMART</b> Fax: 022-26598120 Email: <a href="mailto:cm1ist@nse.co.in">cm1ist@nse.co.in</a></p>	<p>To: The Corporate Relationship Department <b>THE BSE LIMITED</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 <b>Scrip code: 534976</b> Fax: 022-22723121 Email: <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a></p>
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**Sub: Presentation to Analysts/Investors**

Sir,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the first quarter ended 30<sup>th</sup> June, 2020.

The above presentation is also available on the company's website: [www.vmart.co.in](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

**V-MART RETAIL LTD.**  
CIN-L51909DL2002PLC163727

Corporate Office : Plot No. 862, Udyog Vihar, Industrial Area Phase V, Gurugram - 122 016 (Haryana)  
Tel. : 0124-4640030, Fax No. : 0124-4640046 • Email : [info@vmart.co.in](mailto:info@vmart.co.in) • Website : [www.vmart.co.in](http://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 Ltd.

## Review of Financial Results

### Q1 FY'21





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April - June FY'21

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Key Highlights  
Financial Parameters  
Operational Parameters

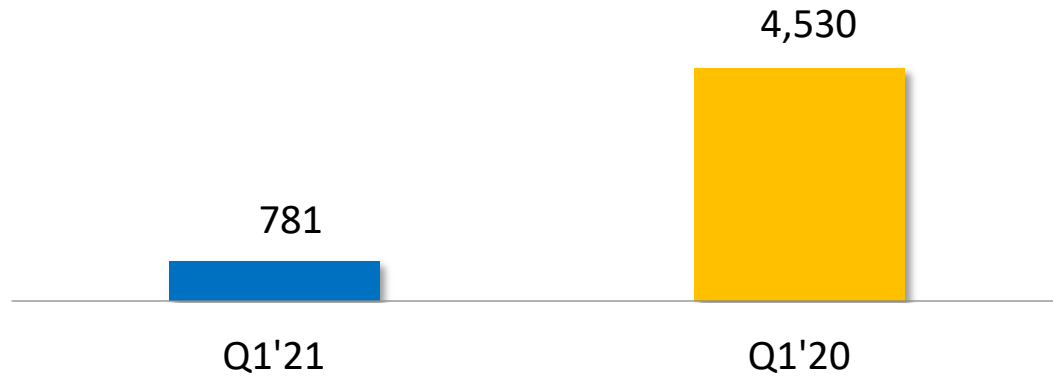
# Key Highlights: April - June FY'21 vs. FY'20 Results

- **Number of Stores** : 266 (add : 02 and close : 02)
- **Revenue 17% of Q1'20**
- **Contribution** of segment to total revenue :
  - Fashion 90%
  - Kirana 10%
- **Net profit** : Rs. (-336) million

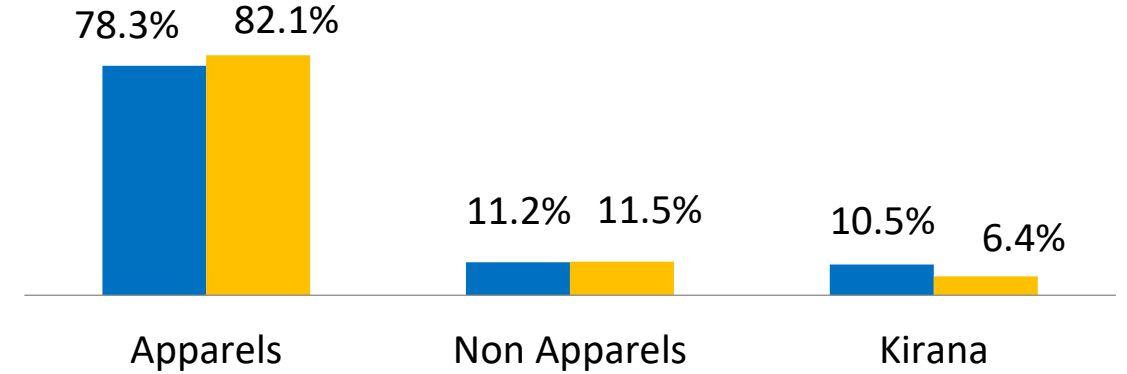
# Financial Parameters : April - June FY'21 vs. FY'20



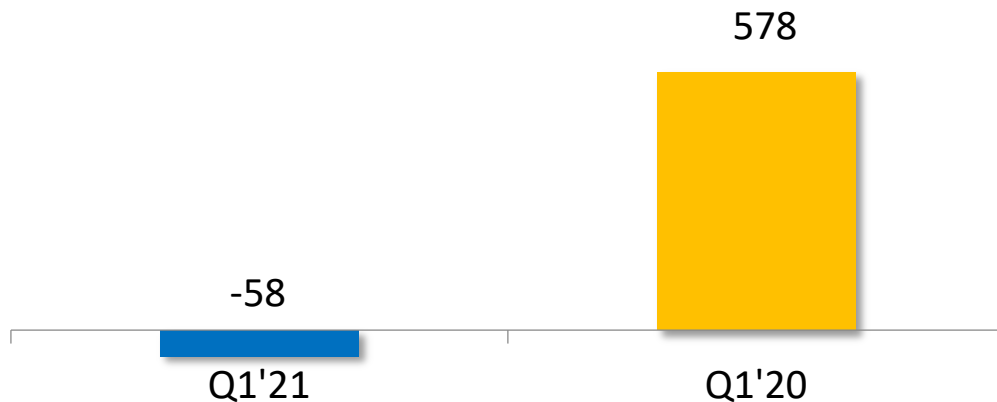
## Sales (Millions)



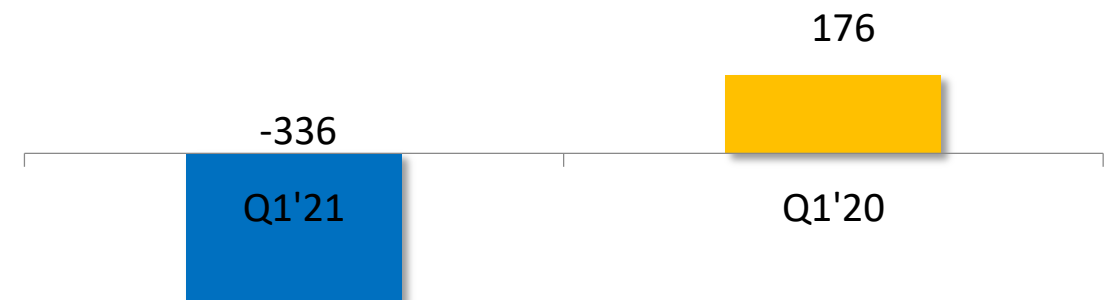
## Sales Mix (%)



## EBITDA (Millions)



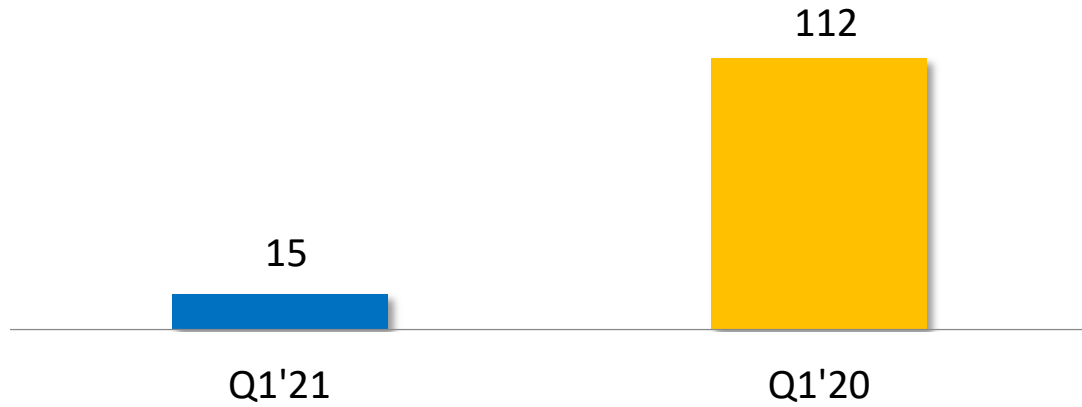
## PAT (Millions)



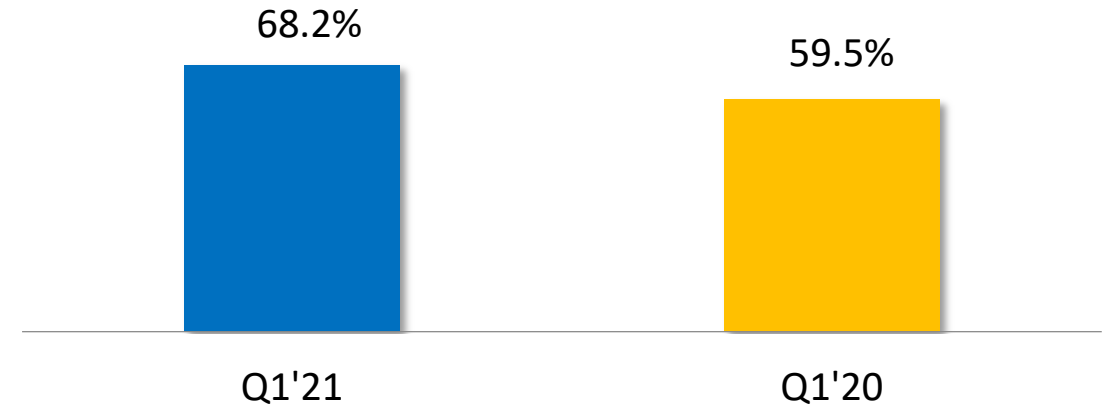
# Operational Parameters : April - June FY'21 vs. FY'20



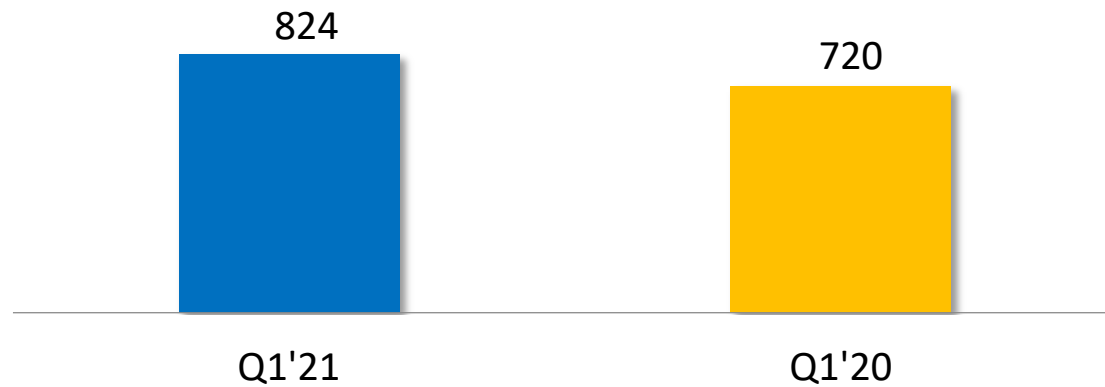
**FootFall (Lacs)**



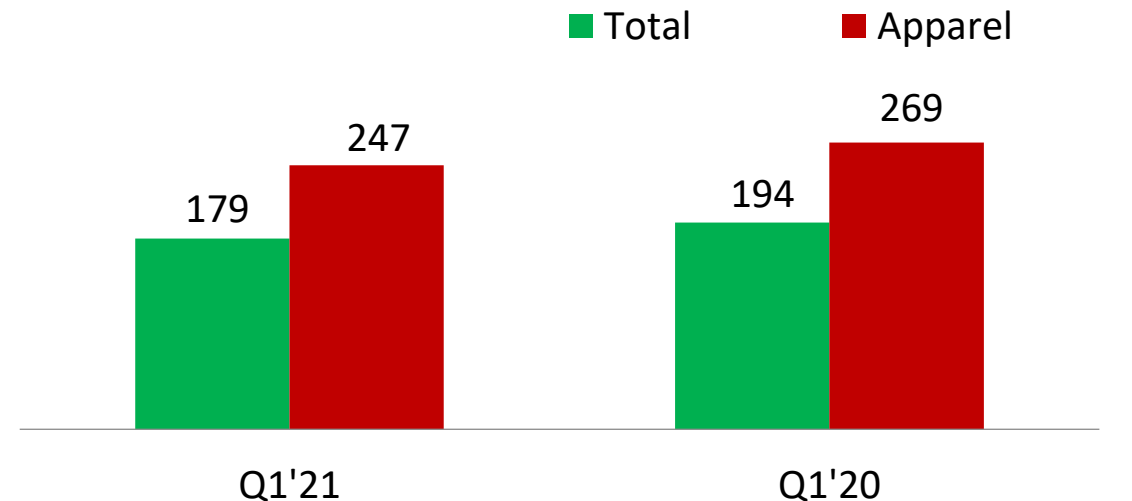
**Conversion Rate (%)**



**Transaction size (Rs.)**

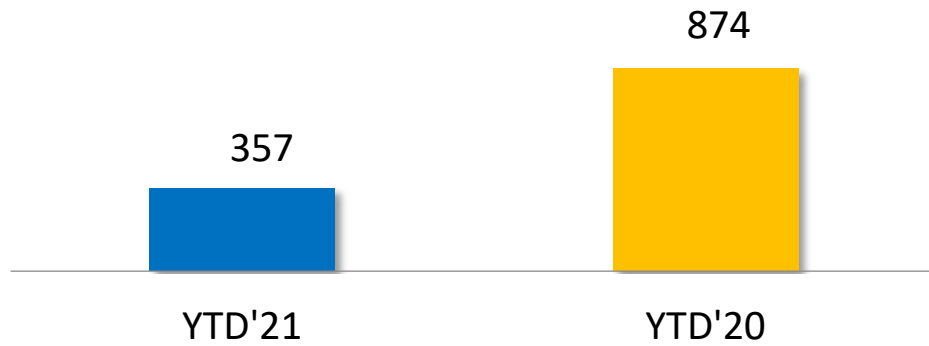


**Average Selling Price (Rs)**

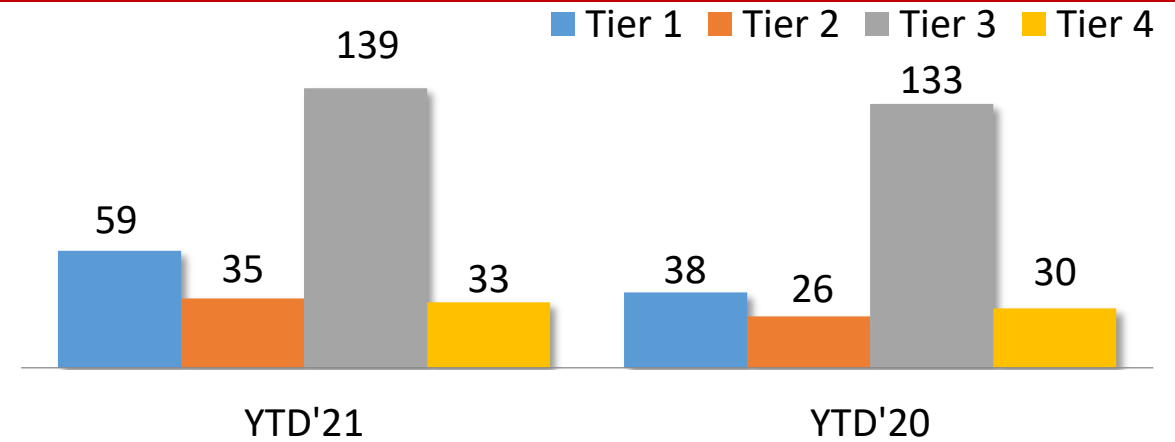


# Operational Parameters : April - June FY'21 vs. FY'20

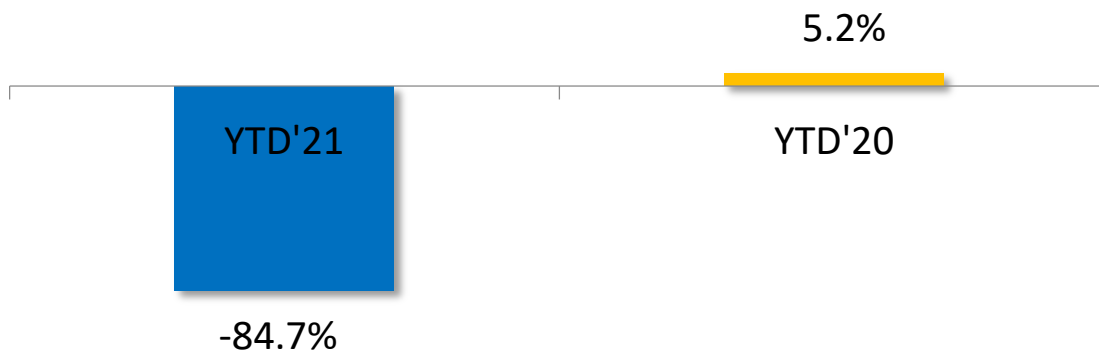
## Sales per sq feet (per month)



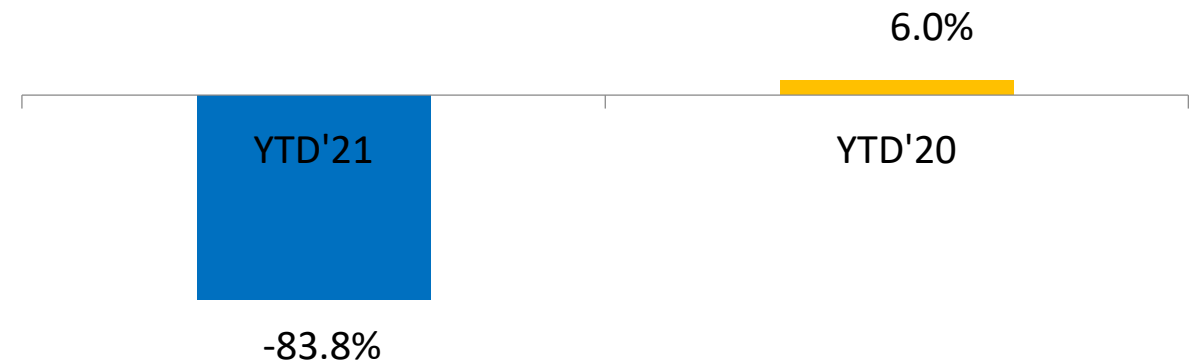
## Store Count (Nos)



## Same Store Sales Growth (%)



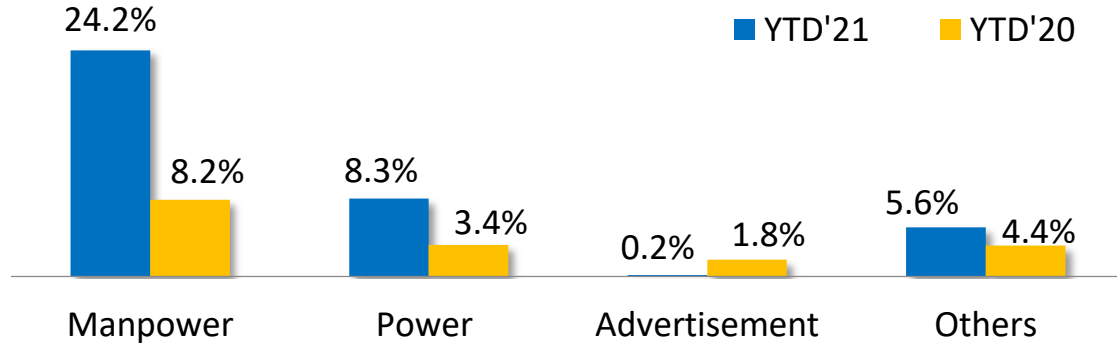
## Same Store Volume Growth (%)



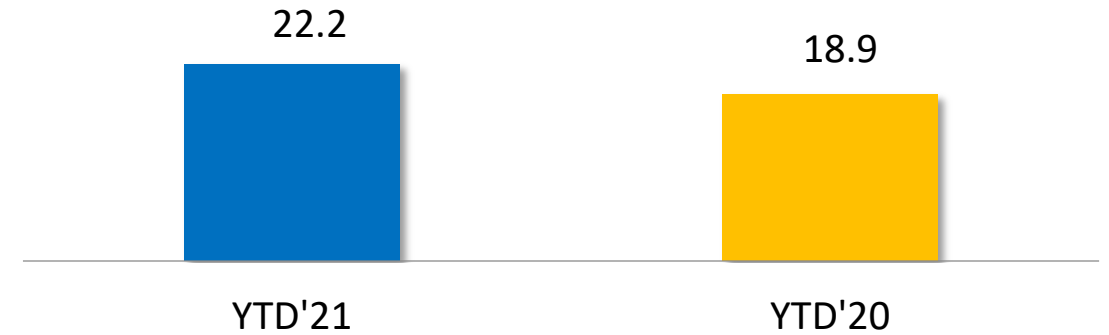


# Operational Parameters : April - June FY'21 vs. FY'20

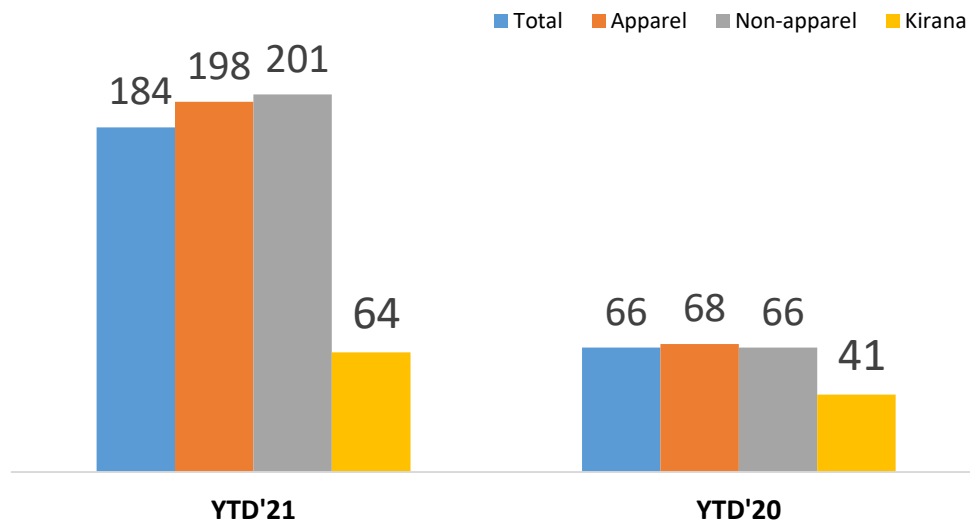
## Expenses (% of Sales)



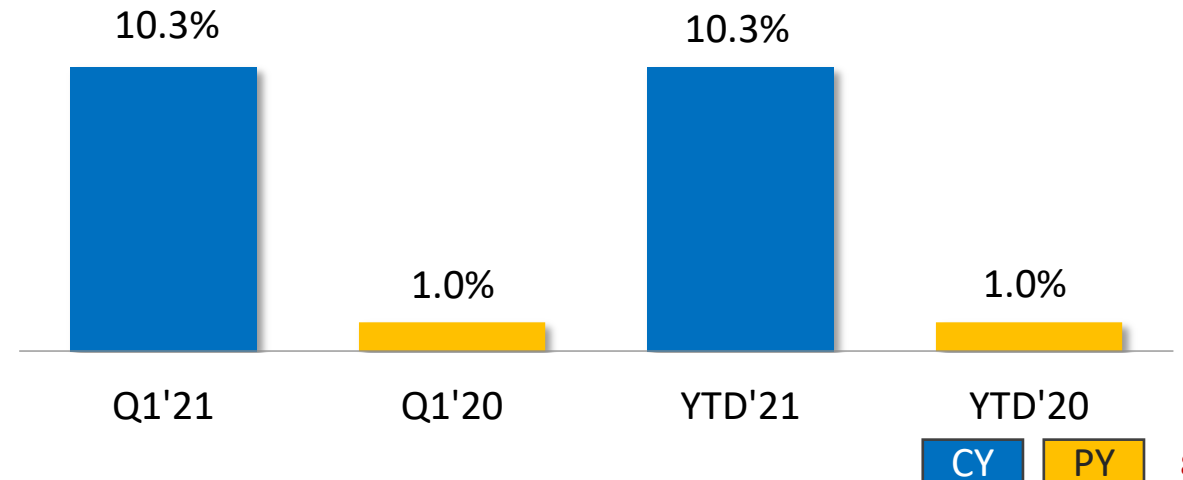
## Retail Space (Lacs Sq feet)



## Inventory (Days of Sales)



## Shrinkage (% of Sales)



## Ind-AS 116 : P&amp;L Impact (Q1 FY'21)

(₹ in million, unless stated otherwise)

Particulars	Pre Ind-AS116 (A)	Post Ind-AS116 (B)	Net Impact on PBT (B-A)
Rent	(238)	(0)	238
Finance cost	(7)	(146)	(139)
Depreciation & Amortization	(95)	(263)	(168)
PBT	(340)	(409)	(69)

# Financial Review – Profit & Loss Statement

₹ in million (except per share data)

Particulars	For the period ended	
	30.06.2020	30.06.2019
	(Unaudited)	(Unaudited)
I. Revenue from operations	781	4,530
II. Other income	14	21
III. <b>Total Revenue (I + II)</b>	<b>795</b>	<b>4,551</b>
IV <b>Total Expenses (IV)</b>	<b>1,248</b>	<b>4,292</b>
V Exceptional items	0	0
VI <b>Profit before tax (III-IV-V)</b>	<b>(453)</b>	<b>259</b>
VII Total tax expense* (VII)	(117)	83
VIII <b>Profit for the year (VI-VII)</b>	<b>(336)</b>	<b>176</b>
IX Other Comprehensive Income	-1	-1
X <b>Total Comprehensive Income for the period (VIII+IX)</b>	<b>(337)</b>	<b>175</b>
XI <b>Earnings per share (before extraordinary items) (of ₹10 each) (not annualized)</b>		
(a) Basic	(18.52)	9.70
(b) Diluted	(18.52)	9.69

\* Tax expense includes deferred tax

# Financial Review - Balance Sheet and CFS

V-Mart Retail Limited Balance Sheet as at June 30, 2020			
	Notes	As at June 30, 2020	As at March 31, 2020
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	3	1,640.86	1,712.72
Right-of-use assets		4,777.21	4,921.11
Capital work in progress	3	18.43	24.67
Intangible assets	4	33.89	36.59
<b>Financial assets</b>			
Investments	5	34.49	33.15
Loans	7	124.24	118.85
Other financial assets	8	12.68	12.52
Deferred tax assets (net)	9	277.52	160.12
Other non-current assets	10	30.39	40.86
		<u>6,949.71</u>	<u>7,060.59</u>
<b>Current assets</b>			
Inventories	11	4,288.32	4,779.22
<b>Financial assets</b>			
Investments	6	51.87	45.75
Loans	7	0.19	0.34
Cash and cash equivalents	12	81.98	48.96
Other bank balances	13	0.57	0.93
Other current assets	10	320.42	300.69
		<u>4,743.35</u>	<u>5,175.89</u>
		<u>11,693.06</u>	<u>12,236.48</u>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Equity share capital	14	181.66	181.56
Other equity	15	4,079.81	4,407.76
		<u>4,261.47</u>	<u>4,589.32</u>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
<b>Financial liabilities</b>			
Borrowings	16	-	-
Lease liabilities	47	4,299.23	4,378.38
Other financial liabilities	19	-	-
Employee benefit obligations	20	66.18	61.23
		<u>4,365.41</u>	<u>4,439.61</u>
<b>Current liabilities</b>			
<b>Financial liabilities</b>			
Borrowings	17	324.62	10.47
Lease liabilities	47	778.26	778.26
<b>Trade payables</b>			
a) total outstanding dues of micro enterprises and small enterprises	18	504.37	504.37
b) total outstanding dues of creditors other than micro enterprises and small	18	1,116.73	1,463.52
Other financial liabilities	19	175.50	260.81
Employee benefit obligations	20	28.26	25.49
Liabilities for current tax (net)	20	96.71	96.71
Other current liabilities	21	41.73	67.92
		<u>3,066.18</u>	<u>3,207.55</u>
		<u>11,693.06</u>	<u>12,236.48</u>

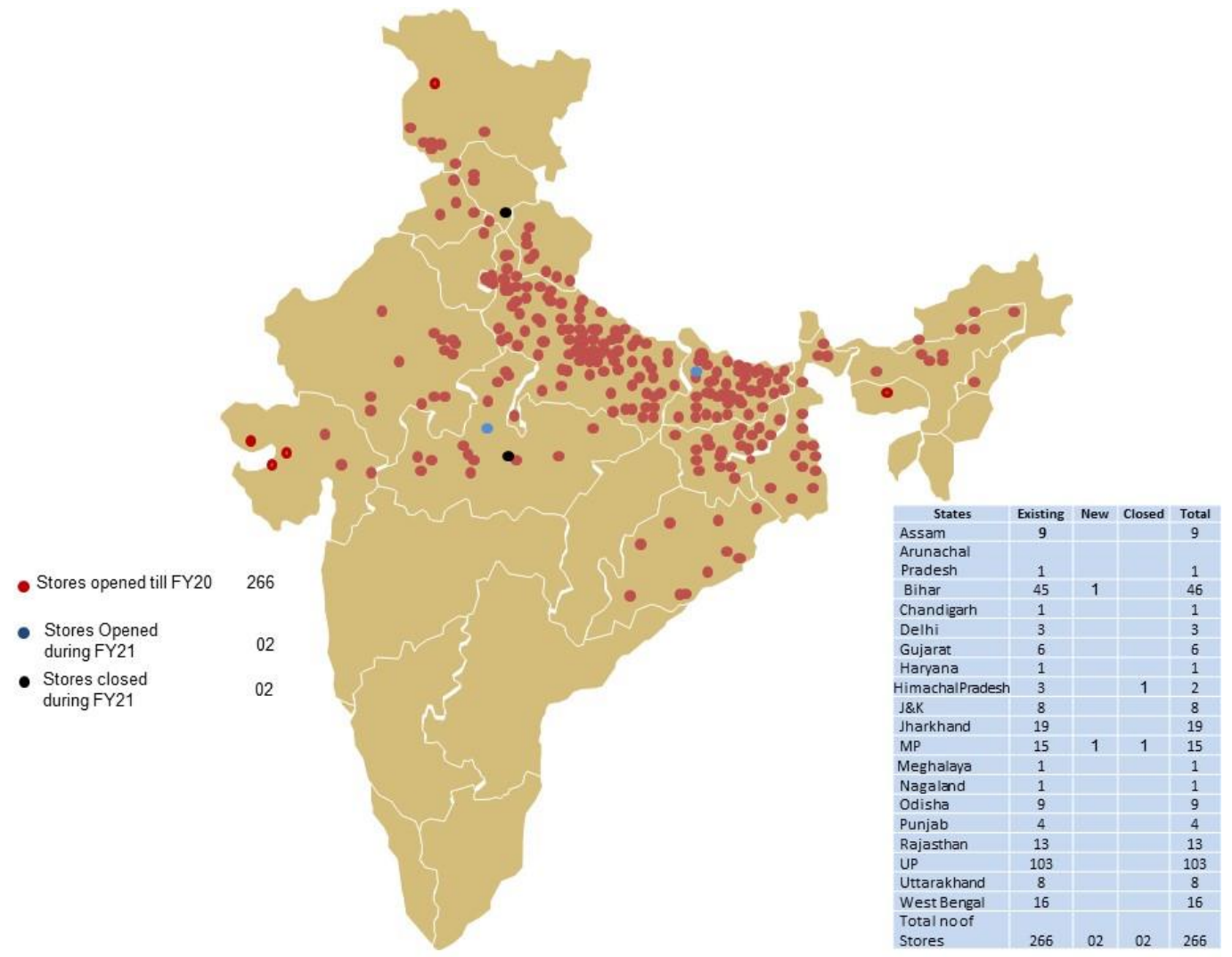
(` in million, unless stated otherwise)

V-Mart Retail Limited Cash Flow Statement for the period ended June 30, 2020		
	For the period ended 30 June 20	For the period ended 31 March 20
<b>A. Cash flows from operating activities</b>		
Profit before Income Tax	(454)	695
Adjustment for:	407	1,500
Operating profit before working capital changes	(47)	2,195
Movements in working capital :	(27)	(1,091)
Cash flow from operations	(20)	1,104
Taxes paid	-	(241)
<b>Net cash flow from operating activities</b>	<b>(20)</b>	<b>863</b>
<b>B. Cash flows used in investing activities</b>		
Net cash flow from/(used in) investing activities	(12)	5
<b>C. Cash flows from/(used in) financing activities</b>		
Net cash flow from/(used in) financing activities	58	(943)
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>26</b>	<b>(75)</b>



# Stores Geographic Spread & Sales Promotions Q1 FY'21

# Stores Geographical Spread



## WE ARE RE-OPENING WITH 100% SANITIZATION AND SAFETY MEASURES

- WE ARE PRACTICING SOCIAL DISTANCING; MAINTAIN MINIMUM 6' (FEET) DISTANCE WITH EVERYONE. 
- FOLLOW THE WAITING INSTRUCTION IN QUEUE CIRCLES OUTSIDE AND INSIDE THE STORE. 
- BEFORE ENTERING GET THERMAL SCANNING DONE IF IT READS MORE THAN 98.5 DEGREES. DO NOT ENTER THE STORE. 
- FACE MASK IS MANDATORY IN V-MART PREMISE. 
- SANITIZING HANDS IS MANDATORY BEFORE ENTERING THE STORE. 
- USE OF WASHROOM IS PROHIBITED FOR THE SAFETY OF CUSTOMERS. 
- CUSTOMER REGISTRATION IS MANDATORY BEFORE ENTERING THE STORE. 
- COVER FACE WITH MASK OR HANDKERCHIEF OR DUPATTA. 

\*PLEASE DOWNLOAD AROGYA SETUP APP AND STAY AWARE AND SAFE. 

**REGULARLY FOLLOW GOVERNMENT INSTRUCTIONS.**

**HELPLINE NUMBER: 08046110007**


**In-Store Communication**



## WE ARE NOW OPEN

OPEN FOR CUSTOMER  
 TUESDAY, THURSDAY, SATURDAY

from 10AM - 5 PM




## WE ARE NOW OPEN

FOR ALL YOUR FASHION & KIRANA NEEDS

from 10am to 4pm



**Digital Banners**

# Thank you....!!

In case of any queries, please contact the IR Team:  
Girish Garg - [girish.garg@vmart.co.in](mailto:girish.garg@vmart.co.in)

