



February 04, 2021

<b>BSE Limited</b> Corporate Relationship Department 1 <sup>st</sup> Floor, New Trading, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai – 400 001	<b>National Stock Exchange Of India Limited</b> Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
<b>Scrip Code – 532867</b>	<b>Scrip Code – V2RETAIL</b>

**Sub: Investor Presentation for Q3 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 Q3FY2020-21**.

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

# Q3 FY21 Result Update

February 2021



*Value & Variety*

**A COMPLETE  
FAMILY  
FASHION STORE**

VISIT STORES FOR EXCITING RANGE AND OFFERS



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## Q3 & 9M FY21 Highlights

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**MOVE WITH COMFORT  
PERFECT DRESSING  
FOR MEN'S**

VISIT STORES FOR EXCITING RANGE AND OFFERS

## EBIDTA

₹ 419 Mn in Q3 FY21 as compared to ₹ 351 Mn in Q3 FY20. EBIDTA for 9M FY21 stood at ₹ 587 Mn

### Gross Profit

₹ 786 Mn in Q3 FY21 as compared to ₹ 656 Mn in Q3 FY20. Gross Profit for 9M FY21 stood at ₹ 1,166 Mn

### PBT

₹ 191 Mn in Q3 FY21 as compared to ₹ 154 Mn in Q3 FY20. PBT for 9M FY21 stood at ₹ (24) Mn

### Revenue

₹ 2,274 Mn in Q3 FY21 as compared to ₹ 2,190 Mn in Q3 FY20. Revenue for 9M FY21 stood at ₹ 3,493 Mn

### PAT

₹ 138 Mn in Q3 FY21 as compared to ₹ 208 Mn (including exceptional gain of ₹125 mn) in Q3 FY20. PAT for 9M FY21 stood at ₹ (24) Mn





01

## Store Count & Retail Area

88 Stores at end of Q3 FY21 (Opened 13, Closed 1)  
Total Retail area ~9.25 lakh sq.ft.



02

## SSG

Same Store Sales Growth (6)% in Q3 FY21



03

## ASP

Average Selling price in Q3 FY21 was ₹309 (Q3 FY20 ₹296)



04

## ABV

Average Bill value in Q3 FY21 was ₹ 851 (Q3 FY20 ₹ 794)



05

## PSF

Sales per square feet per month in Q3 FY21 was ₹ 859  
(Q3 FY20 ₹ 864)



01

## Store Count & Retail Area

88 Stores at end of 9M FY21 (Opened 19, Closed 7)  
Total Retail area ~9.25 lakh sq.ft.



02

## SSG

Same Store Sales Growth (44)% in 9M FY21



03

## ASP

Average Selling price in 9M FY21 stood at ₹280



04

## ABV

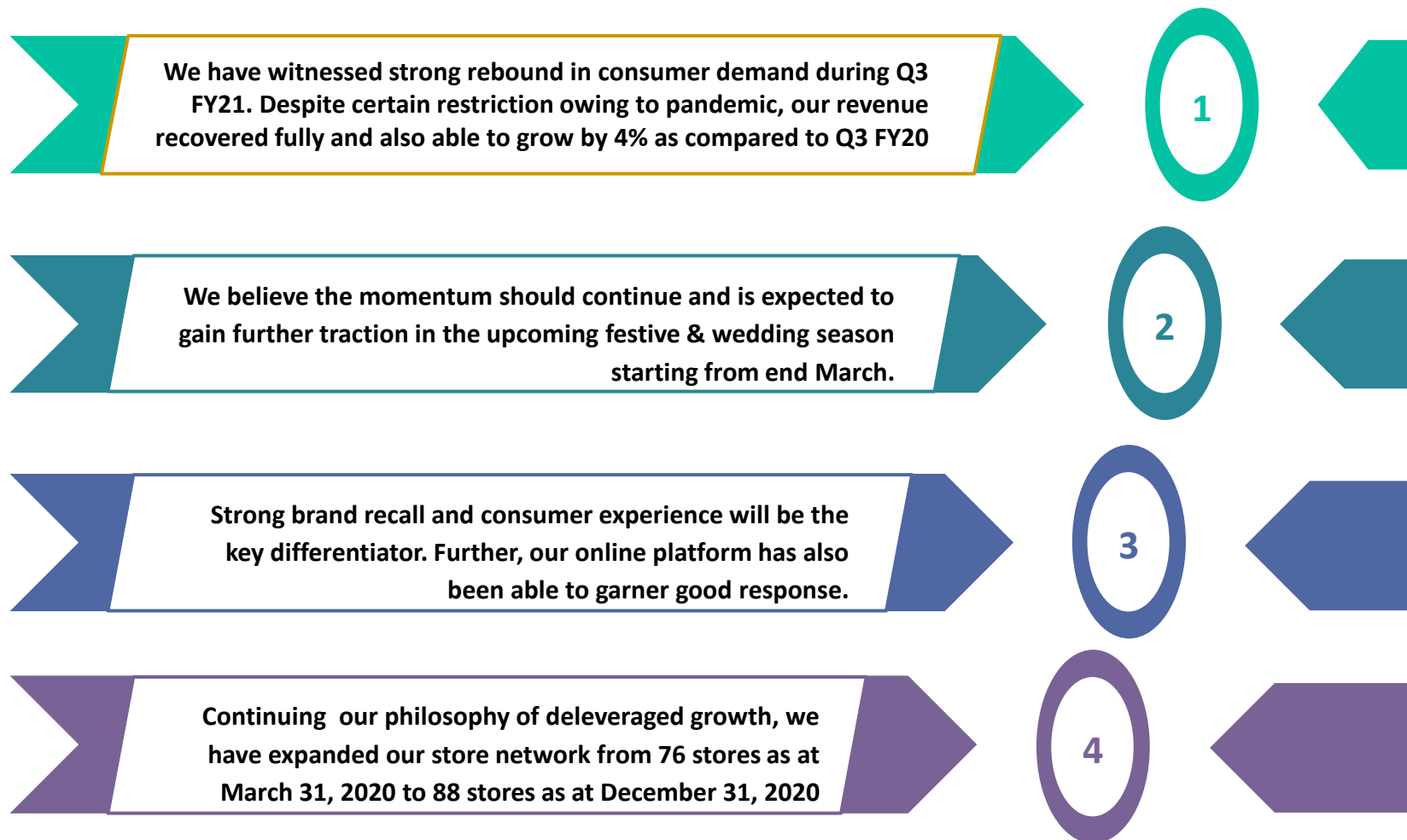
Average Bill value was ₹ 809 in 9M FY21



05

## PSF

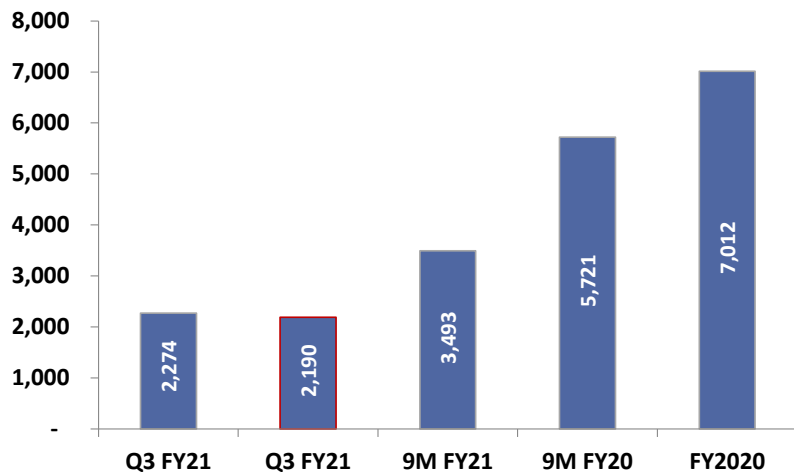
Sales per square feet per month at ₹ 451



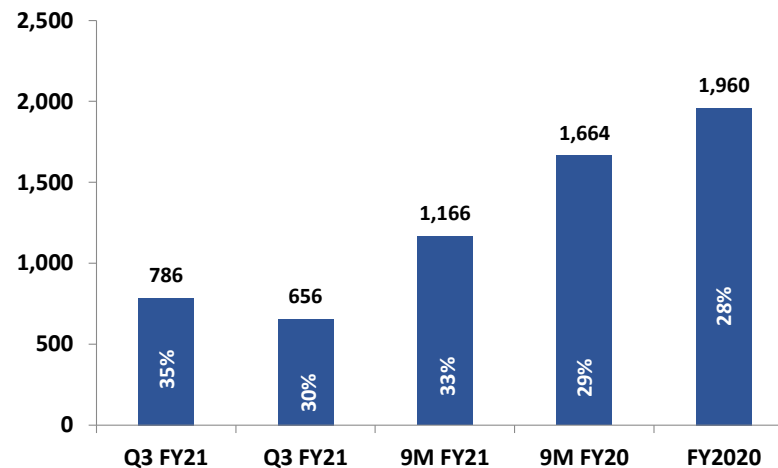


# Standalone Financial Highlights

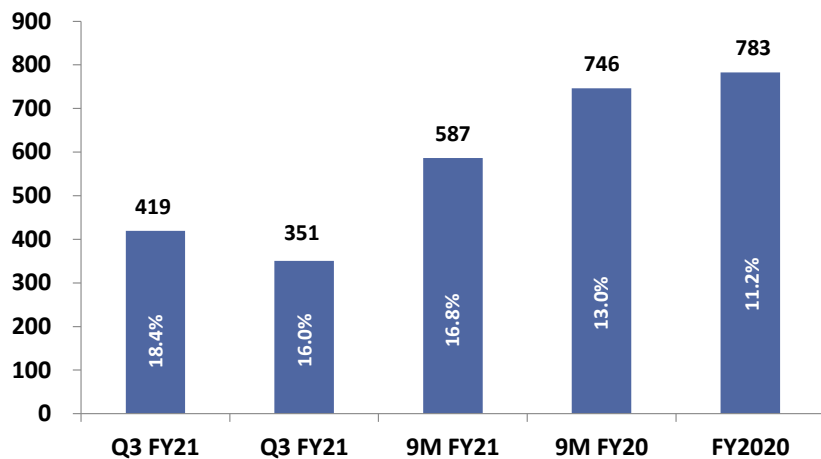
## Revenue (₹ Million)



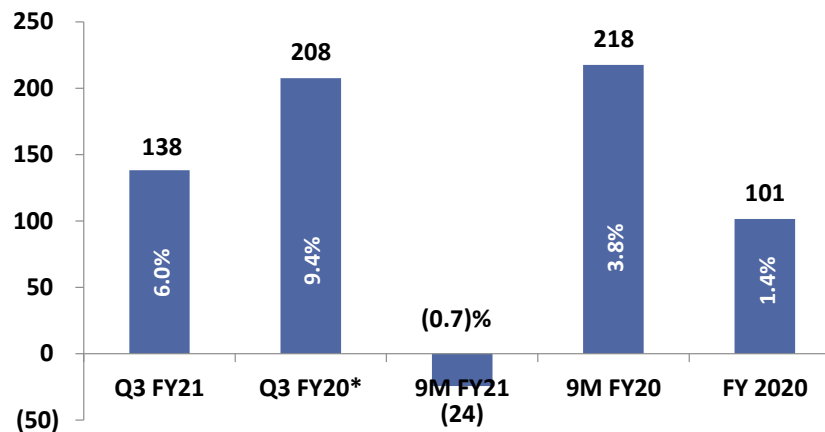
## Gross Profit (₹ Million) and Gross Profit Margins



## EBIDTA (₹ Million) and EBIDTA Margins



## Profit After Tax (₹ Million)



\* Including exceptional gain of ₹ 125 mn (pre tax)

# Standalone Profit & Loss

Particulars (₹ million)	Q3 FY21	Q3 FY20	Y-O-Y	Q2 FY21	9M FY21	9M FY20	Y-O-Y.	FY2020
Revenue from Operations	2,274	2,190	4%	850	3,493	5,721	-39%	7,012
Other Income	11	13		53	138	17		23
<b>Total Income</b>	<b>2,285</b>	<b>2,204</b>		<b>903</b>	<b>3,631</b>	<b>5,737</b>		<b>7,035</b>
Gross Profit	786	656	20%	270	1,166	1,664	-30%	1,960
<i>GP Margin (%)</i>	<i>34.6%</i>	<i>29.9%</i>		<i>31.8%</i>	<i>33.4%</i>	<i>29.1%</i>		<i>27.9%</i>
EBIDTA	419	351	20%	95	587	746	-21%	783
<i>EBIDTA Margin (%)</i>	<i>18.4%</i>	<i>16.0%</i>		<i>11.2%</i>	<i>16.8%</i>	<i>13.0%</i>		<i>11.2%</i>
Depreciation	149	123		126	396	384		505
Finance Cost	80	74		66	214	229		299
PBT Before Exceptional Item	191	154		(97)	(24)	134		(21)
<i>PBT Margin (%)</i>	<i>8.3%</i>	<i>7.0%</i>		<i>-10.7%</i>	<i>-0.7%</i>	<i>2.3%</i>		<i>-0.3%</i>
Exceptional Item (Gain) / Loss	-	(125)		-	-	(125)		(125)
PBT	191	279		(97)	(24)	259		105
<i>PBT Margin (%)</i>	<i>8.3%</i>	<i>12.7%</i>		<i>-10.7%</i>	<i>-0.7%</i>	<i>4.5%</i>		<i>1.5%</i>
PAT	138	208		(73)	(24)	218		101
<i>PAT Margin (%)</i>	<i>6.0%</i>	<i>9.4%</i>		<i>-8.1%</i>	<i>-0.7%</i>	<i>3.8%</i>		<i>1.4%</i>
Total Comprehensive Income	138	205		(73)	(25)	213		96
EPS Basic (₹ per share)^	4.05	6.09		(2.15)	(0.71)	6.39		2.97
EPS Diluted (₹ per share)^	4.04	6.09		(2.14)	(0.71)	6.38		2.97

^ Not Annualised

# Consolidated Profit & Loss

Particulars (₹ million)	Q3 FY21	Q2 FY21	9MFY21	9MFY20	FY2020
Revenue from Operations	2,274	850	3,493	5,721	7,012
Other Income	13	55	146	17	25
Total Income	2,286	905	3,639	5,738	7,037
Gross Profit	813	277	1,203	1,664	1,960
<i>GP Margin (%)</i>	<i>35.8%</i>	<i>32.6%</i>	<i>34.4%</i>	<i>29.1%</i>	<i>27.9%</i>
EBIDTA	436	97	606	737	774
<i>EBIDTA Margin (%)</i>	<i>19.2%</i>	<i>11.4%</i>	<i>17.4%</i>	<i>12.9%</i>	<i>11.0%</i>
Depreciation	153	130	409	385	510
Finance Cost	82	69	223	230	303
PBT Before Exceptional Item	200	(103)	(25)	122	(39)
<i>PBT Margin (%)</i>	<i>8.7%</i>	<i>-11.4%</i>	<i>-0.7%</i>	<i>2.1%</i>	<i>-0.6%</i>
Exceptional Item (Gain) / Loss				(125)	(125)
PBT	200	(103)	(25)	247	87
<i>PBT Margin (%)</i>	<i>8.7%</i>	<i>-11.4%</i>	<i>-0.7%</i>	<i>4.3%</i>	<i>1.2%</i>
PAT	149	(82)	(26)	209	88
<i>PAT Margin (%)</i>	<i>6.5%</i>	<i>-9.0%</i>	<i>-0.7%</i>	<i>3.6%</i>	<i>1.2%</i>
Total Comprehensive Income	149	(82)	(26)	204	83
EPS Basic (₹ per share)^	4.36	(2.39)	(0.76)	6.12	2.57
EPS Diluted (₹ per share)^	4.36	(2.39)	(0.75)	6.12	2.57

^ Not Annualised

Particulars (₹ million)	Q3 FY21	Q3 FY20	Y-O-Y	Q2 FY21	9M FY21	9M FY20	Y-O-Y.
Revenue from Operations	2,274	2,190	4%	850	3,493	5,721	-39%
Total Income	2,274	2,192		851	3,499	5,722	
Gross Profit	786	656	20%	270	1,166	1,664	-30%
<i>GP Margin (%)</i>	34.6%	29.9%		31.8%	33.4%	29.1%	
EBIDTA	291	219	33%	(47)	184	370	-50%
<i>EBIDTA Margin (%)</i>	12.8%	10.0%		-5.6%	5.3%	6.5%	
Other Income	0	1		1	5	2	
Depreciation	49	42		47	139	127	
Finance Cost	1	4		0	2	16	
PBT Before Exceptional Item	242	175	38%	(94)	49	229	-79%
<i>PBT Margin (%)</i>	10.6%	8.0%		-11.0%	1.4%	4.0%	

IND AS 116 became applicable effective annual reporting period beginning April 1, 2019. The Company has adopted the standard, using the modified retrospective approach for transition.

The table highlights the Pre Ind AS 116 P&L

# Balance Sheet - Standalone

Particulars (₹ in Mn)	H1 FY21	FY2020
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	819	889
Capital Work in Progress	3	-
Right to use Assets	2,136	2,394
Other intangible assets	9	12
Intangible assets under development	41	41
Financial assets		
Loans	58	59
Other financial assets	2	123
Investment in Subsidiary	150	<b>150</b>
Deferred tax assets (net)	264	212
Income tax assets (net)	21	19
Other non-current assets	181	173
<b>Total - Non-Current Assets</b>	<b>3,685</b>	<b>4,073</b>
<b>Current assets</b>		
Inventories	1,900	1,962
<b>Financial assets</b>		
Cash and cash equivalents	32	605
Bank balances other than cash & cash equivalents	7	70
Other financial assets	6	3
Trade Receivables	147	<b>130</b>
Other current assets	294	230
<b>Total - Current Assets</b>	<b>2,384</b>	<b>2,999</b>
Assets classified as held for sale	5	-
<b>TOTAL - ASSETS</b>	<b>6,074</b>	<b>7,072</b>

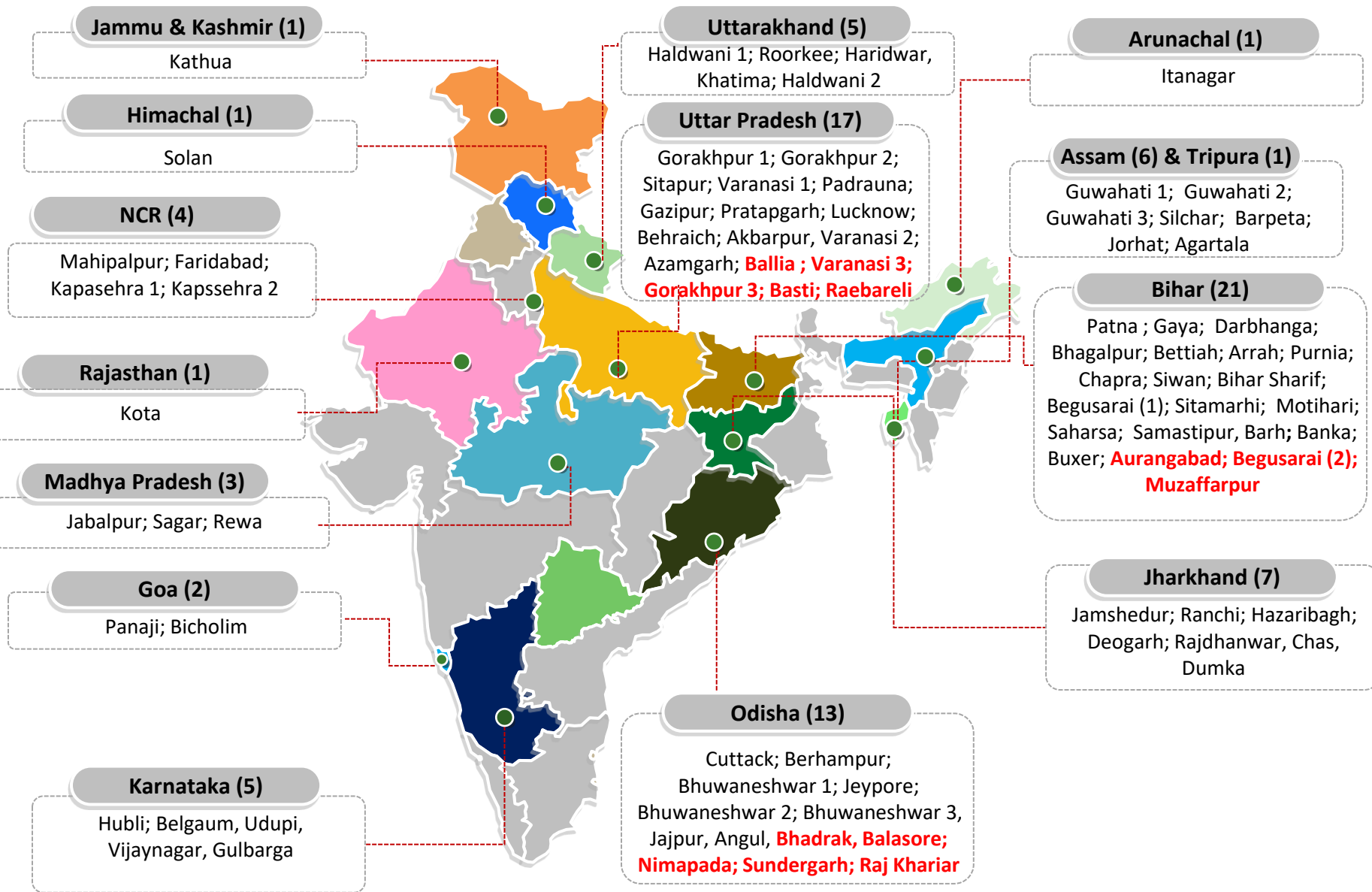
Particulars (₹ in Mn)	H1 FY21	FY2020
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	341	341
Other equity	2,313	2,464
<b>Total - Equity</b>	<b>2,654</b>	<b>2,805</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	4	8
Lease Liability	2,411	2,658
Financial liabilities	1	1
Provisions	26	24
Other non-current liabilities	-	-
<b>Total Non-Current Liabilities</b>	<b>2,443</b>	<b>2,691</b>
<b>Current liabilities</b>		
Borrowings	70	226
Lease Liability	224	213
Trade payables	636	1,094
Other financial liabilities	19	12
Provisions	20	19
Other current liabilities	9	12
<b>Total - Current liabilities</b>	<b>977</b>	<b>1,576</b>
Liabilities directly associated with assets classified as held for sale		-
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>6,074</b>	<b>7,072</b>

# Balance Sheet - Consolidated

Particulars (₹ in Mn)	H1 FY21	FY2020
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	887	922
Capital Work in Progress	8	-
Right to use Assets	2,189	2,453
Other intangible assets	9	12
Intangible assets under development	41	41
<b>Financial assets</b>		
Loans	60	60
Other financial assets	110	228
Deferred tax assets (net)	267	216
Income tax assets (net)	21	20
Other non-current assets	181	173
<b>Total - Non-Current Assets</b>	<b>3,773</b>	<b>4,127</b>
<b>Current assets</b>		
Inventories	2,072	2,152
<b>Financial assets</b>		
Cash and cash equivalents	33	605
Bank balances other than cash & cash equivalents	7	70
Other financial assets	6	3
Trade Receivables	16	0
Other current assets	317	249
<b>Total - Current Assets</b>	<b>2,451</b>	<b>3,079</b>
<b>TOTAL - ASSETS</b>	<b>6,224</b>	<b>7,205</b>

Particulars (₹ in Mn)	H1 FY21	FY2020
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	341	341
Other equity	2,288	2,451
<b>Total - Equity</b>	<b>2,629</b>	<b>2,792</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	42	49
Lease Liability	2,455	2,708
Financial liabilities	1	1
Provisions	26	24
Other non-current liabilities	-	-
<b>Total Non-Current Liabilities</b>	<b>2,524</b>	<b>2,782</b>
<b>Current liabilities</b>		
Borrowings	114	276
Lease Liability	234	223
Trade payables	674	1,088
Other financial liabilities	19	13
Provisions	21	19
Other current liabilities	9	12
<b>Total - Current liabilities</b>	<b>1,071</b>	<b>1,631</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>6,224</b>	<b>7,205</b>

# Store Presence







## V2 kart.com

### DURGA PUJA OFFER

SHOP FOR ₹1999 OR MORE AND GET GIFT VOUCHER WORTH **₹1000 FREE**

2 X ₹500 EACH VOUCHER  
\*Gift vouchers redeemable on next purchase of Rs 999 or more. One coupon will be valid per month starting from Oct. 2020.

SHOP FOR ₹4999/- OR MORE AND GET **DUFFLE BAG** WORTH ₹5000/- **FREE**

**HDFC BANK** **FESTIVE TREATS** GET 5% CASH BACK CREDIT CARDS GET 3% CASH BACK CREDIT CARDS

**SHOP N' WIN:** SHOP FOR ₹999 OR MORE & GET LUCKY DRAW COUPON TO WIN EXCITING PRIZES

1st PRIZE <b>LED TV</b>	2nd PRIZE <b>REFRIGERATOR</b>	3rd PRIZE <b>WASHING MACHINE</b>
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FOR ONLINE SHOPPING LOGIN TO V2KART.COM

**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.

Pay using **paytm** & avail Cashback Offer

**7 DAYS OPEN**

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 RETAIL CUSTOMERS ONLY. OFFERS MAY VARY AS PER LOCATION. INCASE OF ANY DISPUTE WE RESERVE THE RIGHT TO TAKE THE FINAL DECISION. ALL MAJOR CREDIT CARDS ARE ACCEPTED.

AFTER GREAT SUCCESS OF 11 STORES IN ODISHA  
ANNOUNCING OUR NEW FASHION STORE IN BALASORE

## V2 kart.com

Value & Variety  
V2 IS NOW V2KART.COM

**80 STORES**  
**17 STATES**

### GRAND OPENING IN BALASORE

Latest Fashion with Affordable Price

SHOP FOR ₹4999 OR MORE AND GET <b>DINNER SET</b> WORTH ₹1400 <b>FREE</b>	SHOP FOR ₹7499 OR MORE AND GET <b>DUFFLE BAG</b> WORTH ₹5000 <b>FREE</b>	SHOP FOR ₹999 AND GET <b>LUCKY DRAW COUPON</b> TO WIN EXCITING PRIZES LED TV, REFRIGERATOR, WASHING MACHINE, AND MANY MORE...
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**₹1000 GIFT VOUCHER FREE\***  
ON SHOPPING OF ₹1999 OR MORE I GET 2 VOUCHERS OF ₹500 EACH

FOR ONLINE SHOPPING LOGON TO WWW.V2KART.COM

**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.

Pay using **paytm** & avail Cashback Offer

**HDFC BANK** GET 5% CASH BACK CREDIT CARDS GET 3% CASH BACK CREDIT CARDS

\*Gift vouchers redeemable on next purchase of Rs 999 or more. One coupon will be valid per month starting from Nov. 2020.

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# Promotions – Campaigns Q3 FY21



V2 अब हो गया है V2KART.COM

**V2kart.com**  
Value & Variety

आपका पसंदीदा V2 अब बन गया है  
**जमशेदपुर का सबसे बड़ा  
फैमिली फैशन स्टोर**

20000 SQFT स्पेस, दुगनी वैरायटी

**FESTIVE TREATS** GET 5% CASH BACK CREDIT CARDS | GET 3% CASH BACK DEBIT CARDS

**फेस्टिव ऑफर**

- ₹1999 की खरीद पर पायें ₹1000 की शॉपिंग बिल्कुल मुफ्त  
पायें ₹500 अे 2 गिफ्ट वाउचर्स  
\*₹1000 vouchers redeemable on next purchase of ₹1,999 or more. One coupon will be valid per month starting from Nov 2020.
- ₹4999 वा उससे अधिक की खरीद पर पायें ₹5000 तक का डफल बैग बिल्कुल मुफ्त
- ₹999 वा उससे अधिक की खरीद पर पायें लकी ड्रॉ कूपन और आप जीत सकते हैं LED TV, रेफ्रिजरेटर, वॉशिंग मशीन और भी बहुत कुछ...

ऑनलाइन शॉपिंग के लिए WWW.V2KART.COM पर लॉगिन करें

V2 IS NOW V2KART.COM

**V2kart.com**  
Value & Variety

**81 STORES  
17 STATES**

**इस सीज़न  
सब करें  
शॉपिंग**

**जल्दी करें!**  
ऑफर सिमित समय तक

**₹1000**  
की खरीद पर पायें  
**₹1000**  
का गिफ्ट वाउचर  
बिलकुल मुफ्त

पायें ₹250 के 4 गिफ्ट वाउचर  
\*Gift vouchers redeemable on next purchase of Rs 500 or more. One coupon will be valid per month starting from Nov 2020.

**₹999**  
की खरीद पर पायें  
लकी ड्रॉ कूपन  
और जीतें LED TV,  
रेफ्रिजरेटर,  
वॉशिंग मशीन  
और भी बहुत कुछ...

**LUCKY DRAW OFFER**

**₹4999**  
की खरीद पर पायें  
₹5000 तक का  
डफल बैग  
बिलकुल मुफ्त

FOR ONLINE SHOPPING LOG ONTO WWW.V2KART.COM

**मैंस वियर | लेडीज वियर | किड्स वियर | लाइफस्टाइल**

पेयिंग **Paytm** & avail Cashback Offer

**₹1000**  
की खरीद पर पायें  
**₹1000**  
का गिफ्ट वाउचर  
बिलकुल मुफ्त

**₹999**  
की खरीद पर पायें  
लकी ड्रॉ कूपन  
और आप जीत सकते हैं  
LED TV, रेफ्रिजरेटर,  
वॉशिंग मशीन  
और भी बहुत कुछ...

**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 RETAIL 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. 3 SCHEMES NOT CLUBBED IN A SINGLE BILL VALUE.**

**भव्य उद्घाटन**  
बलिया में

**V2kart.com**  
ऑनलाइन शॉपिंग के लिए WWW.V2KART.COM पर लॉगिन करें

**₹3499** वा उससे अधिक की खरीद पर पायें ₹1500 तक का **डिनर सेट** बिल्कुल मुफ्त

**₹4999** वा उससे अधिक की खरीद पर पायें ₹2170 तक का **डफल बैग** बिल्कुल मुफ्त

**₹7499** वा उससे अधिक की खरीद पर पायें ₹3129 तक का **जुसर मिक्सर वॉइडर** बिल्कुल मुफ्त

**₹999** वा उससे अधिक की खरीद पर पायें लकी ड्रॉ कूपन और आप जीत सकते हैं LED TV, रेफ्रिजरेटर, वॉशिंग मशीन और भी बहुत कुछ...

# Promotions – Campaigns Q3 FY21

Value & Variety

V2 IS NOW V2KART.COM

तीसरा स्टेर वाराणसी में

85 STORES | 17 STATES  
16<sup>TH</sup> STORES UP

Value & Variety FOR ONLINE SHOPPING LOG ONTO WWW.V2KART.COM

**भव्य उद्घाटन**

नई बस्ती, पहाड़िया

विटर कलेक्शन भी उपलब्ध, केवल ₹99/- से शुरू

**₹1000 का गिफ्ट वाउचर बिलकुल मुफ्त**

₹1999 या उससे अधिक की खरीद पर

फॉर्न ₹500 के 2 गिफ्ट वाउचर

**₹999 की खरीद पर पाएं लकी ड्रॉ कूपन**

और जीते LED TV, रेफ्रिजरेटर, वाशिंग मशीन और भी बहुत कुछ...

**₹4999 या उससे अधिक की खरीद पर पाएं ₹1500 तक का डिनर सेट मुफ्त**

विशुद्ध

**₹9999 या उससे अधिक की खरीद पर पाएं ₹3129 तक का जूसर मिक्सर वाइण्डर मुफ्त**

विशुद्ध

मैंस वियर | लेडीज वियर | किड्स वियर | लाइफस्टाइल

81 STORES | 17 STATES

**छठ पूजा**

की हार्दिक शुभकामनाएं

Value & Variety

आकर्षक वैल्यू के साथ ढेरों वैरायटी

**₹1999 की खरीद पर पाएं ₹1000 तक का गिफ्ट वाउचर बिलकुल मुफ्त**

फॉर्न ₹500 के 2 गिफ्ट वाउचर

**₹4999 की खरीद पर पाएं ₹5000 तक का डफल बैग बिलकुल मुफ्त**

विशुद्ध

**₹999 की खरीद पर पाएं लकी ड्रा कूपन और जीते LED TV, रेफ्रिजरेटर, वाशिंग मशीन और भी बहुत कुछ...**

विशुद्ध

FOR ONLINE SHOPPING LOG ONTO WWW.V2KART.COM

मैंस वियर | लेडीज वियर | किड्स वियर | लाइफस्टाइल

**लेटेस्ट कलेक्शन**

कैन्सी स्वेटर 300/- ONWARDS

जींस 400/- ONWARDS

जैकेट्स-रलीवलेस 400/- ONWARDS

मेन्स कलेक्शन

स्वेटर 300/- ONWARDS

जैकेट्स 500/- ONWARDS

विटर टॉप 200/- ONWARDS

विटर श्रम 400/- ONWARDS

लेडीज कलेक्शन

स्लोजर्स 300/- ONWARDS

जैकेट्स 400/- ONWARDS

बॉयज जैकेट्स 400/- ONWARDS

बॉयज स्वेटर 250/- ONWARDS

किड्स कलेक्शन

गर्ल्स स्वेटर 250/- ONWARDS

गर्ल्स जैकेट्स 600/- ONWARDS

नेक्स सूट 2000/- ONWARDS

डिजाइनर साडी 600/- ONWARDS

बुर्ता पायजामा 300/- ONWARDS

एथनिक ड्रेस 200/- ONWARDS

ओकेशन वियर

शेरयानी 1800/- ONWARDS

कैन्सी ड्रेस 400/- ONWARDS

**गोरखपुर: सुभाष बजाज, बैंक रोड, SBI बैंक के सामने, उत्तर प्रदेश - 273001 मो 8299648321**

TERMS & CONDITIONS APPLY. OFFER VALID TILL STOCKS LAST. PROMOS & 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 RETAIL CUSTOMERS ONLY. OFFERS MAY VARY AS PER LOCATION. INCREASE OF ANY DISPUTE V2 RESERVES THE RIGHT TO MAKE THE FINAL DECISION. ALL MAJOR CREDIT CARDS ARE ACCEPTED.

Value & Variety

80 STORES  
17 STATES

## हर त्यौहार में V2

V2 IS NOW V2KART.COM

आकर्षक वैल्यू के साथ देखें वैरायटी

**₹1999** की खरीद पर पायें  
**₹1000** का गिफ्ट वाउचर  
बिल्कुल मुफ्त

पायें **₹500** के 2 गिफ्ट वाउचर  
\*Gift vouchers redeemable on next purchase of Rs 999 or more.  
One coupon will be valid per month starting from Nov. 2020

**₹4999** या उससे अधिक की  
खरीद पर पायें **₹5000** तक का  
**डफल बैग**  
बिल्कुल मुफ्त

**₹999** की खरीद पर पायें  
**लकी ड्रॉ कूपन** और जीतें  
LED TV, रेफ्रिजरेटर,  
वॉशिंग मशीन  
और भी बहुत कुछ...

FOR ONLINE SHOPPING LOG ONTO [WWW.V2KART.COM](http://WWW.V2KART.COM)

**मैंस वियर | लेडीज वियर | किड्स वियर | लाइफस्टाइल**

एत भी उपलब्ध है: दिल्ली, हरियाणा, बिहार, झारखण्ड, हिमाचल प्रदेश, कर्नाटक, उड़ीसा, आरंजम, त्रिपुरा, अरुणाचल प्रदेश, उत्तराखंड, जम्मू प्रदेश, अरुणु कश्मीर, मेघालय, राजस्थान, गोवा

Pay using **paytm** & avail Cashback Offer

**HDFC BANK**  
FESTIVE TREATS  
GET 5% CASH BACK  
GET 3% CASH BACK  
CREDIT CARDS | DEBIT CARDS

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HAPPY PRATHAMASHTMI

Value & Variety

V2 IS NOW V2KART.COM

## GRAND OPENING

**12<sup>TH</sup> STORES  
IN ODISHA**

**DOLABEDI CHAK,  
NIMAPADA**

**84 STORES  
IN 17 STATES**

• LATEST FASHION WITH AFFORDABLE PRICE •

SHOP FOR **₹999** AND GET  
**LUCKY DRAW  
COUPON**  
TO WIN EXCITING PRIZES  
LED TV, REFRIGERATOR,  
WASHING MACHINE,  
AND MANY MORE...

SHOP FOR **₹4999**  
OR MORE AND GET  
**DINNER SET**  
WORTH **₹1500**  
**FREE**

SHOP FOR **₹9999**  
OR MORE AND GET  
**JUICER MIXER GRINDER**  
WORTH **₹3129**  
**FREE**

**₹1000 GIFT VOUCHER FREE**  
ON SHOPPING OF ₹1999 OR MORE | GET 2 VOUCHERS OF ₹500 EACH  
\*Gift vouchers redeemable on next purchase of Rs 999 or more. One coupon will be valid per month starting from Nov. 2020

FOR ONLINE SHOPPING LOG ONTO [WWW.V2KART.COM](http://WWW.V2KART.COM)

**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.

Pay using **paytm** & avail Cashback Offer

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 RETAIL CUSTOMERS ONLY OFFERS MAY VARY AS PER LOCATION. IN CASE OF ANY DISPUTE VC RECEIVES THE RIGHT TO TAKE THE FINAL DECISION. ALL MAJOR CREDIT CARDS ARE ACCEPTED. 2 SCHEMES NOT CLUBBED IN A SINGLE BILL VALUE.

## Board of Directors

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Supreme & Affordable.



**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. Harbir 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: Ebony Retail Holding as Operations Manager, Vishal Mega Mart as Operations Manager, Koutons Retail as Executive Vice President, 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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# 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

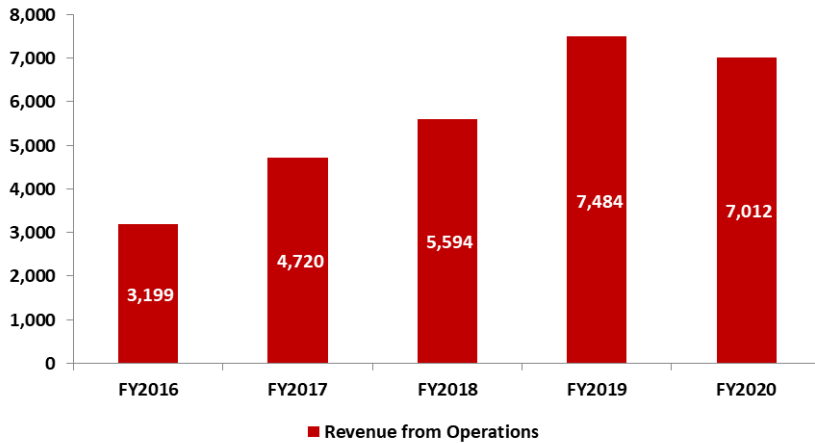
## Financial Highlights – Standalone Balance Sheet

Particulars (₹ in Mn)	FY2020	FY2019
<b>ASSETS</b>		
<b>Non-current assets</b>		
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
<b>Total - Non-Current Assets</b>	<b>4,073</b>	<b>1,448</b>
<b>Current assets</b>		
Inventories	1,962	2,711
<b>Financial assets</b>		
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
<b>Total - Current Assets</b>	<b>2,999</b>	<b>3,070</b>
Assets classified as held for sale	-	<b>124</b>
<b>TOTAL - ASSETS</b>	<b>7,072</b>	<b>4,643</b>

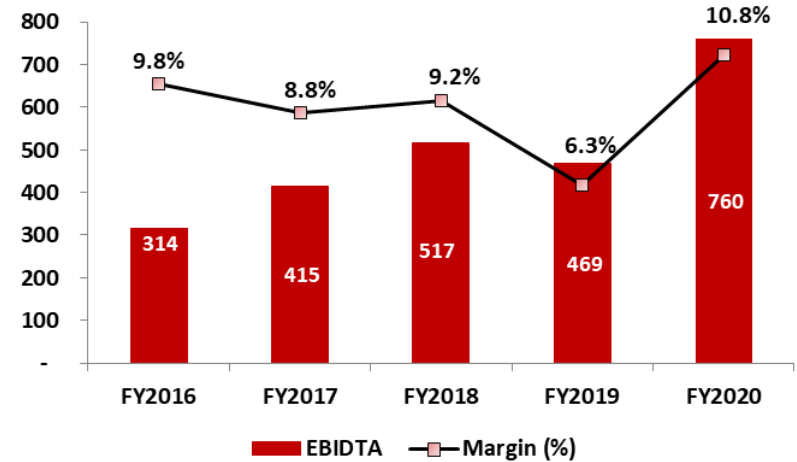
Particulars (₹ in Mn)	FY2020	FY2019
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	341	341
Other equity	2,464	2,613
<b>Total - Equity</b>	<b>2,805</b>	<b>2,954</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	8	10
Lease Liability	2,658	-
Financial liabilities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

# Robust Financial Performance

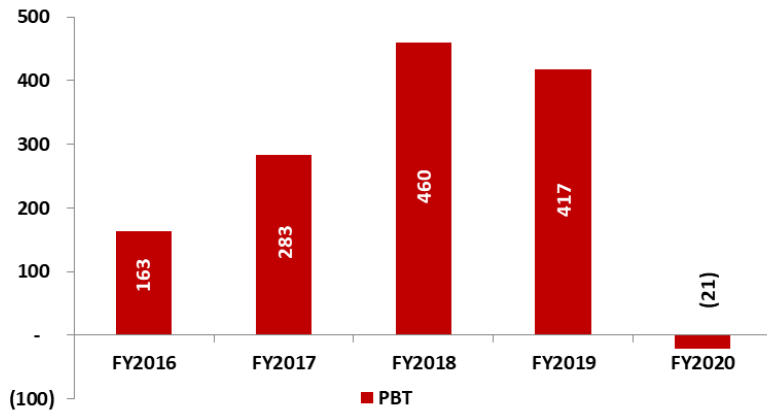
## Revenue (₹ Million)



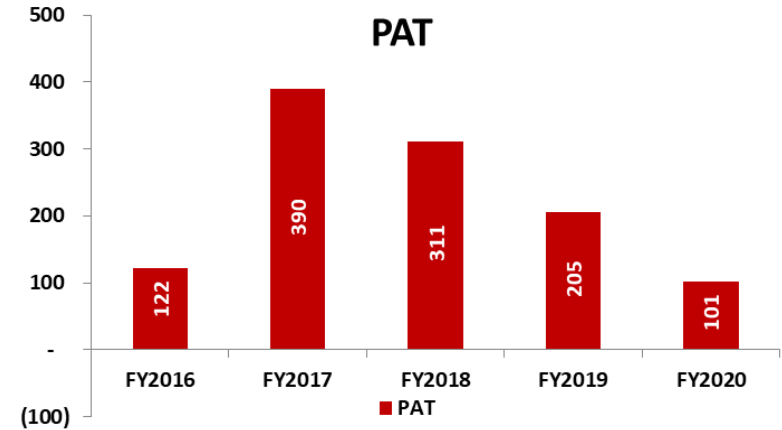
## EBIDTA (₹ Million) and EBIDTA Margins



## PBT (₹ Million)

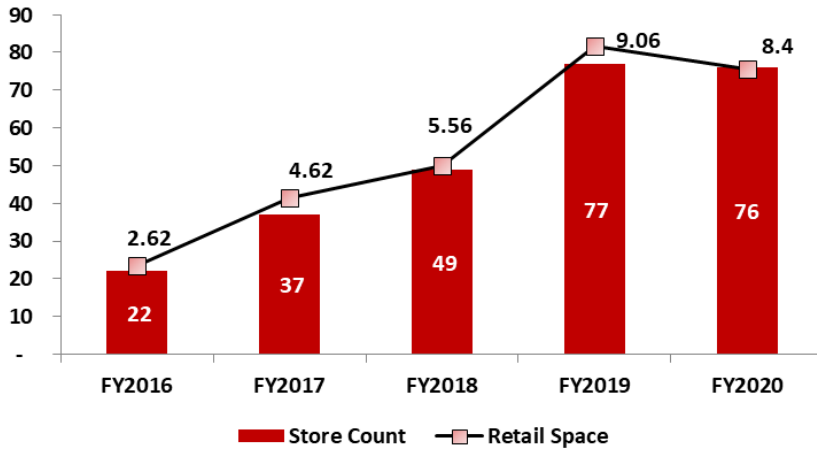


## PAT (₹ Million)

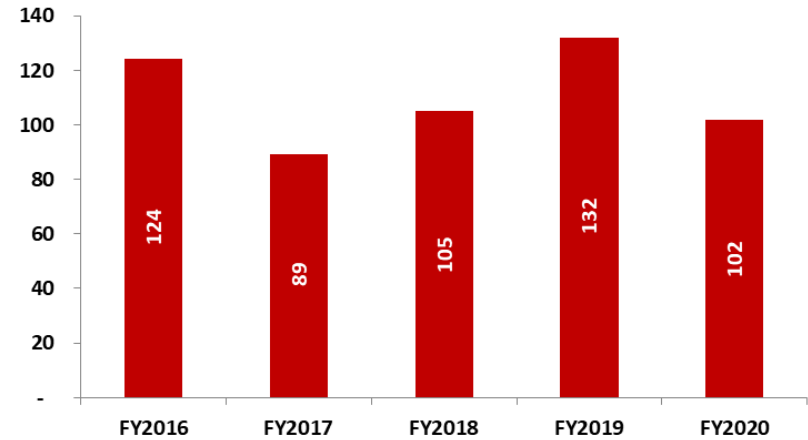


# Key Operating Metrics

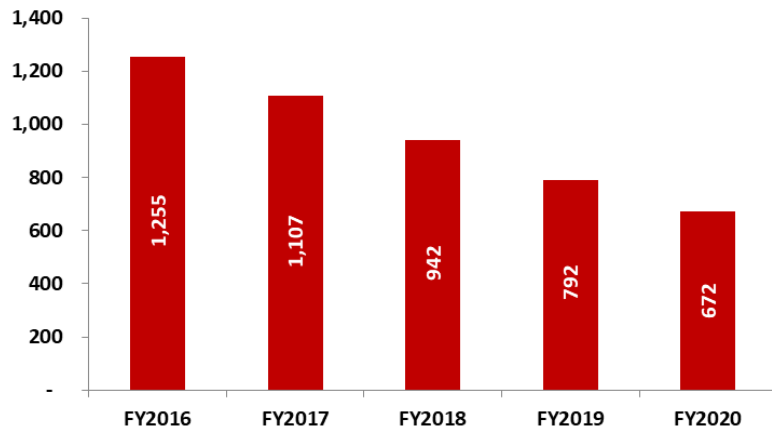
**No. of Stores and Retail Space (lakh sq.ft.)**



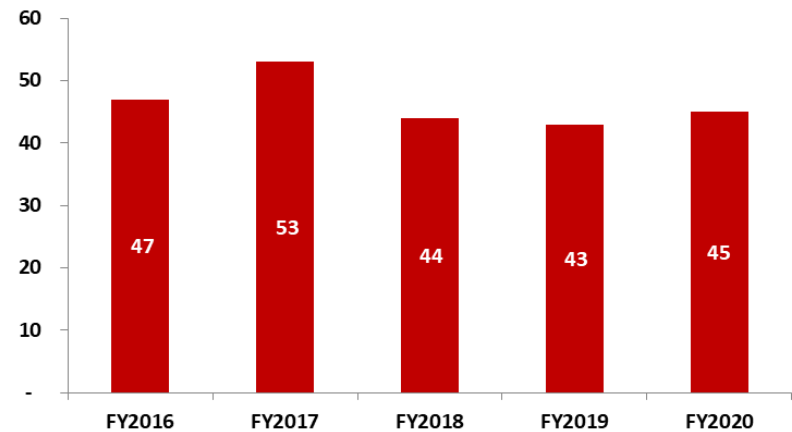
**Inventory Holding Days**



**Sales per Sq. Ft. (₹ Per Month)**



**Rent per Sq. Ft. (₹ Per Month)**





# Thank You

For further information please contact:

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Marathon Capital Advisory Private Limited  
Tel : +91-22-40030610  
Email : rahul@marathoncapital.in

**Company:**

**Mr. Sudhir Kumar**  
**(Company Secretary & Compliance Officer)**  
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Email : cs@vrl.net.in