



PRICE "LESS" FASHION

Ref. No. CS/S/L-547/2021-22

10th February, 2022

<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 THE BSE LTD Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: 534976 Fax: 022-22723121 Email: corp.relations@bseindia.com</p>
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Sub: Presentation to Analysts/Investors

Dear Sir/Madam,

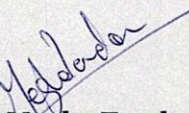
Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the third quarter and nine months ended on 31st December, 2021.

The above presentation is also available on the company's website: 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
Company Secretary & Compliance Officer**



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

V-Mart Retail Ltd.

Review of Financial Results

Q3 FY'22





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April - Dec FY'22

Key Highlights
Financial Parameters
Operational Parameters

Key Highlights



374

Number of Stores

Opened : 99

Closed : 4

67%

Revenue Growth

Vs FY'21

88%

V-Mart

Unlimited

Revenue Contribution

12%

92%

Fashion

8%

Kirana

Revenue Contribution

143

Net Profit / (loss)

₹ Millions

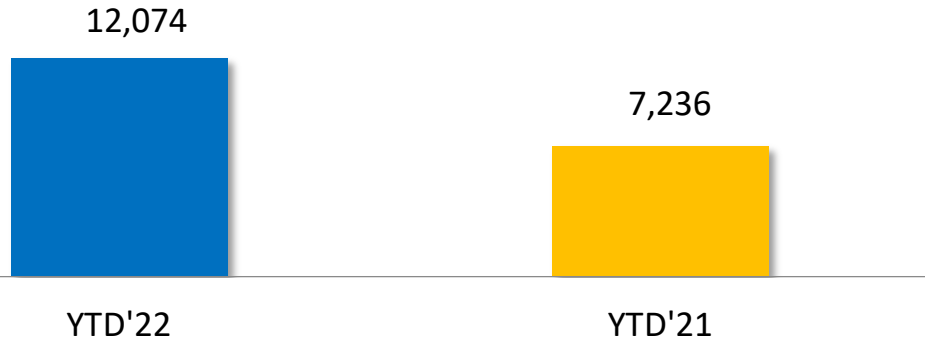
- 74 stores of Unlimited added w.e.f 1st September 2021
- Unlimited store contribution 12% to YTD revenue – remains profitable. Transition and integration progressing as planned
- Online Business ~1.5% of YTD revenue with marketplace operations at Amazon and Myntra launched recently

Financial Parameters



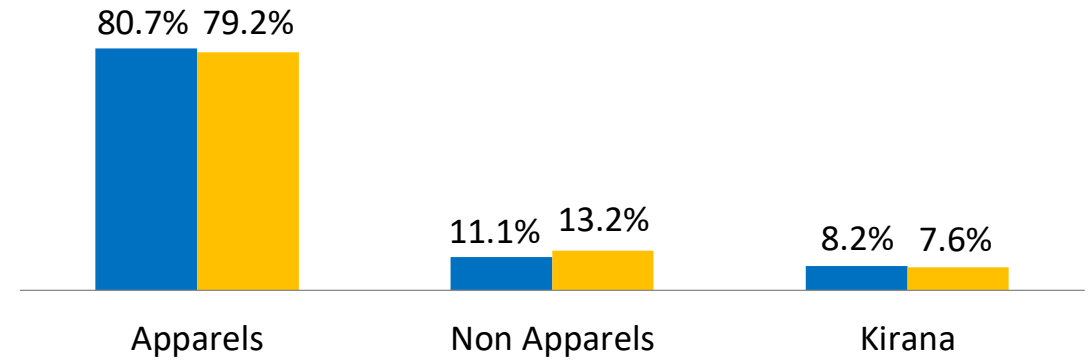
YTD

Sales (Millions)

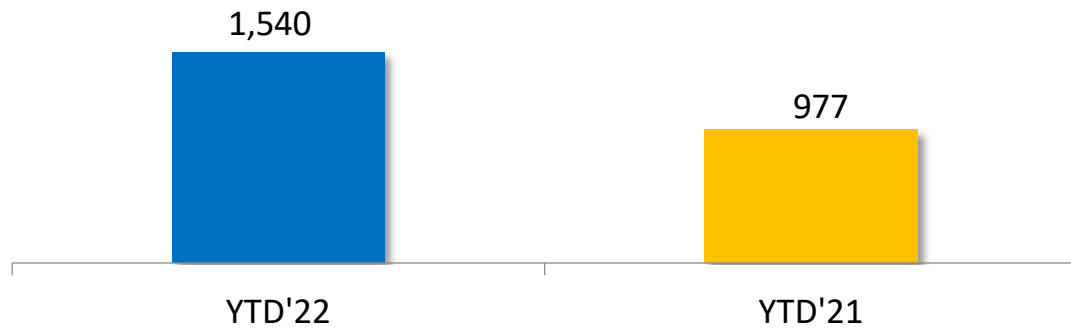


12% from UL

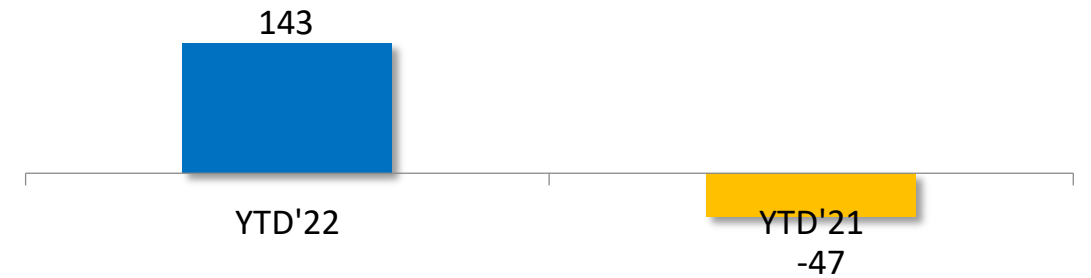
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)

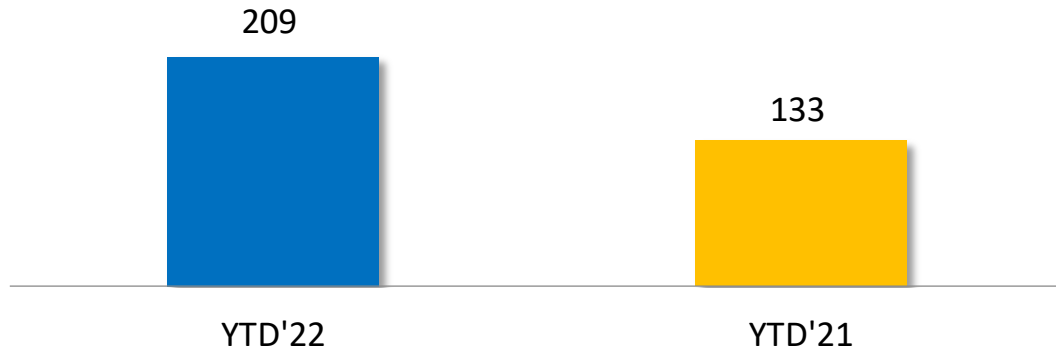


Operational Parameters



YTD

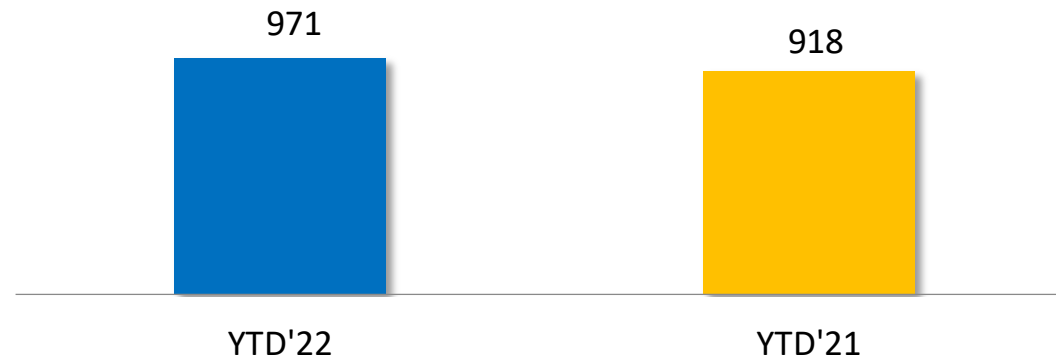
Footfall (Lakhs)



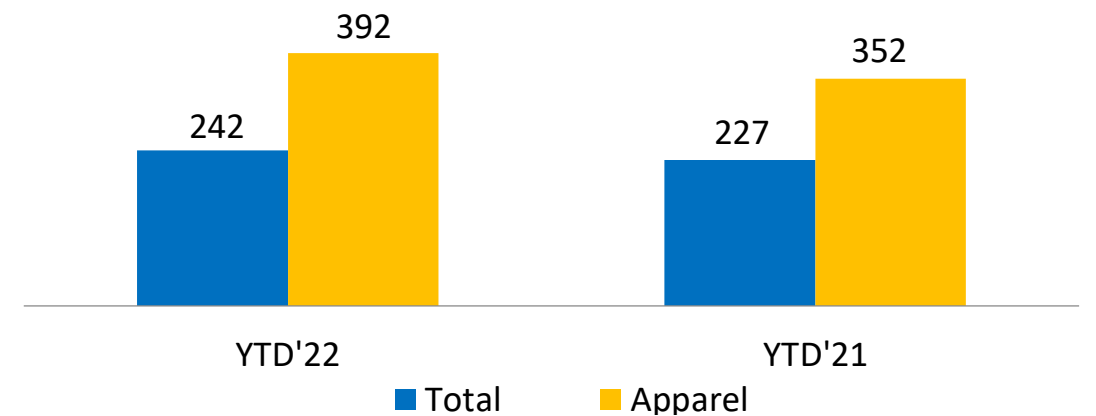
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)

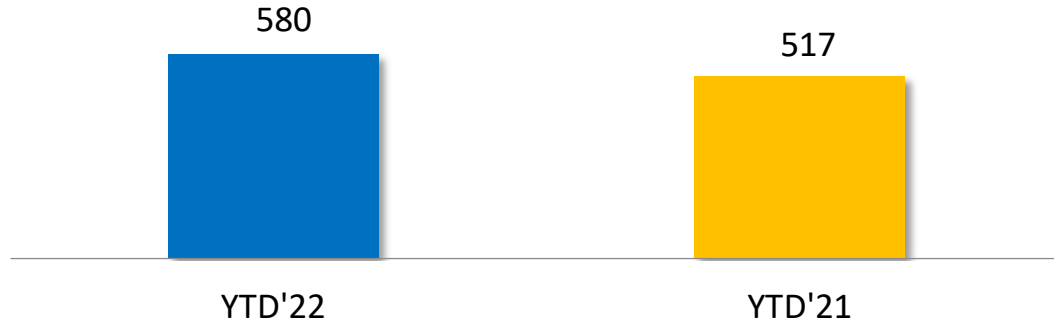


Operational Parameters

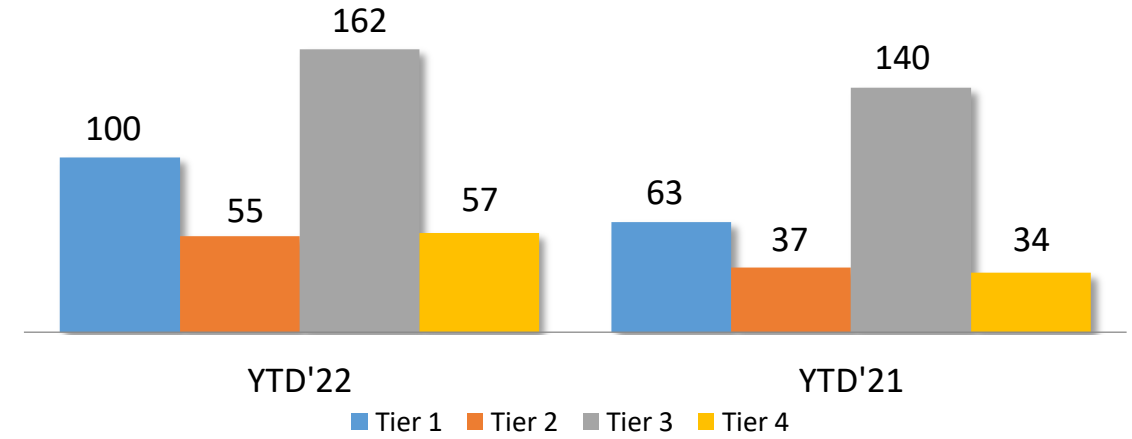


YTD

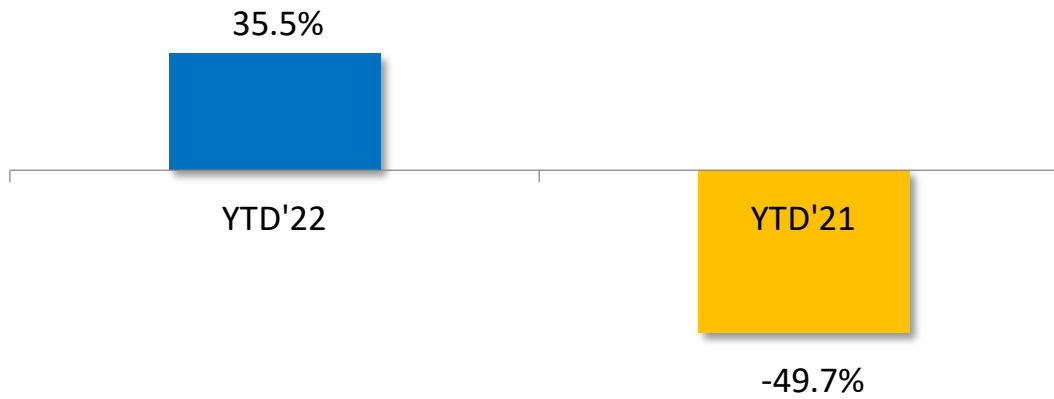
Sales per sq feet (per month)



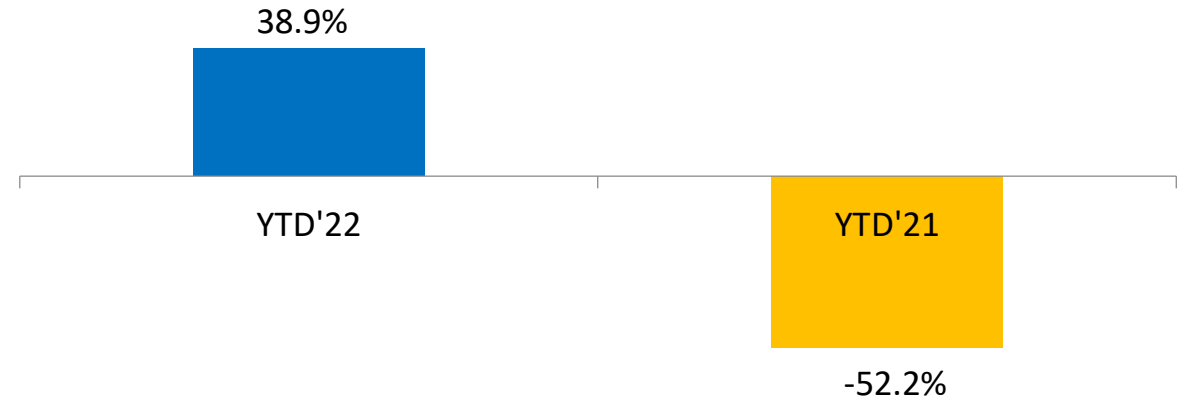
Store Count (Nos)



Same Store Sales Growth (%)



Same Store Volume Growth (%)

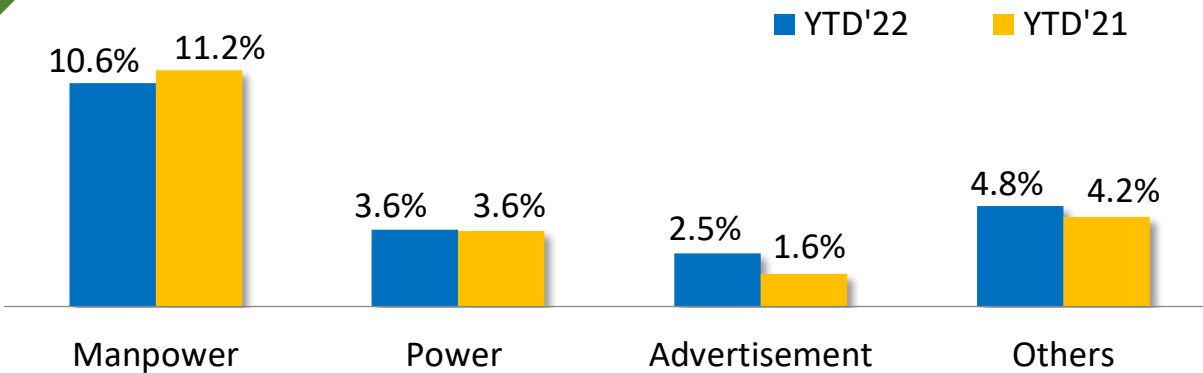


Operational Parameters

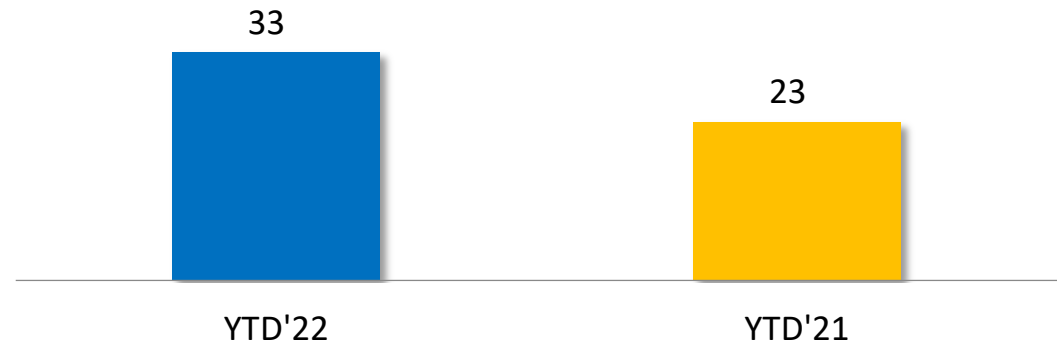


YTD

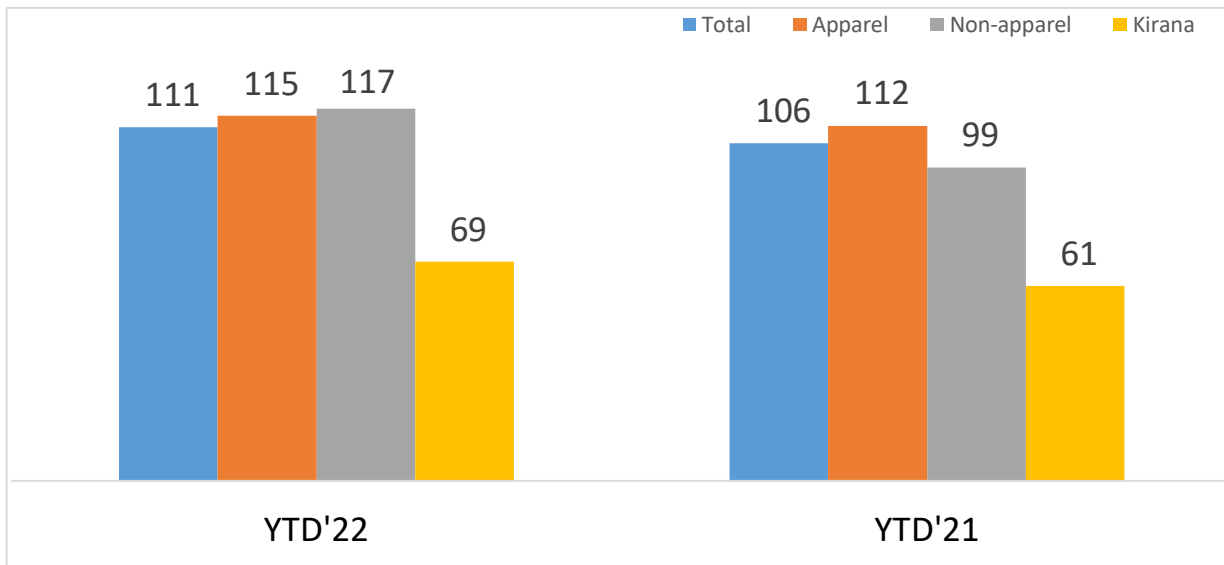
Expenses (% of Sales)



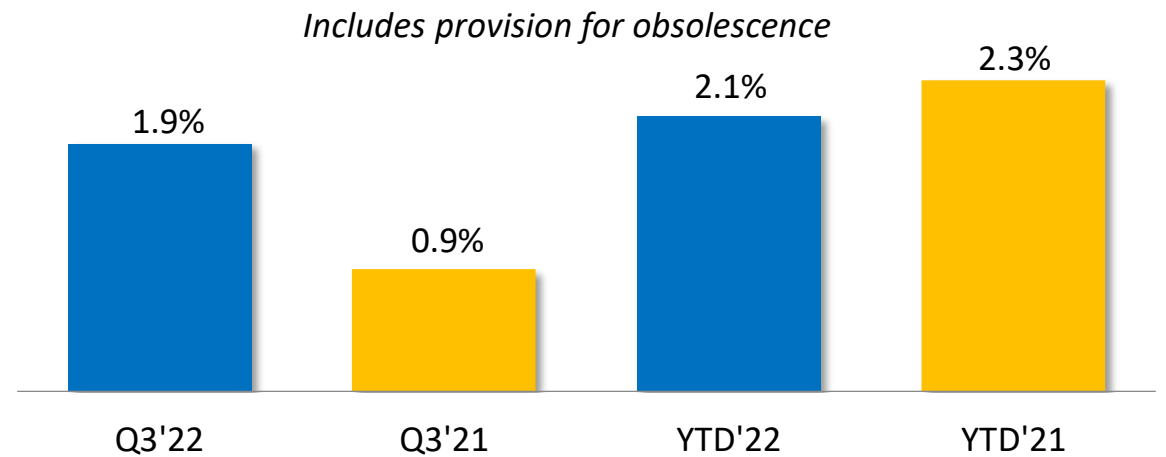
Retail Space (Lacs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Key Highlights



374

Number of Stores

Opened : 9

Closed : 3

47%

Revenue Growth

Vs Q3'21

83%

V-Mart

17%

Unlimited

Revenue Contribution

93%

Fashion

7%

Kirana

Revenue Contribution

571

Net Profit / (loss)

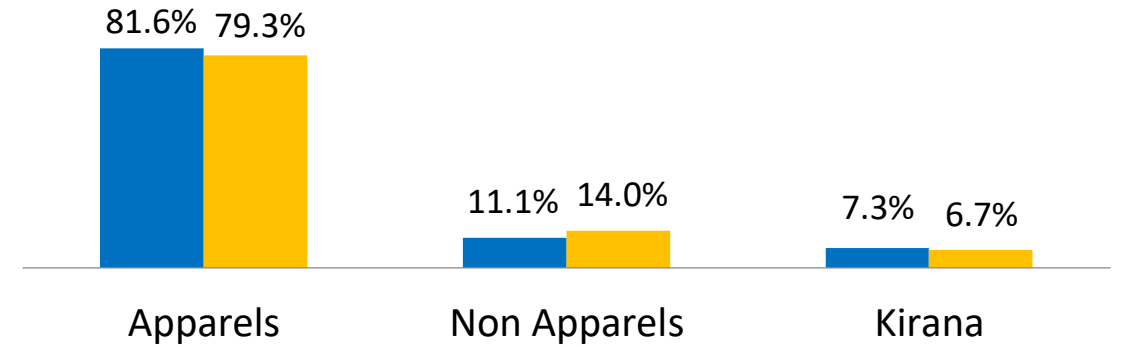
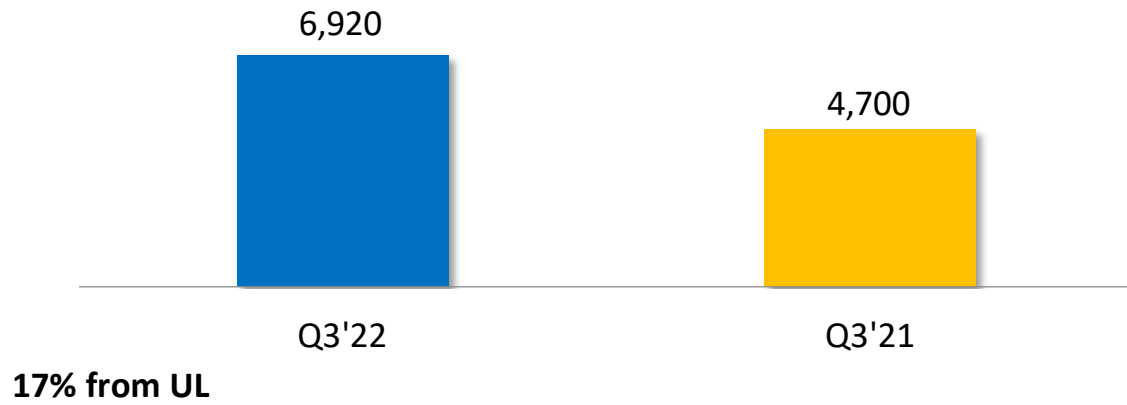
₹ Millions

Financial Parameters



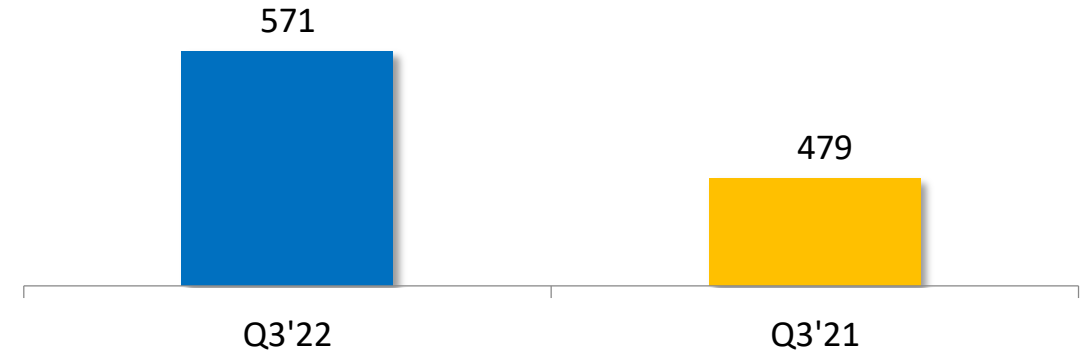
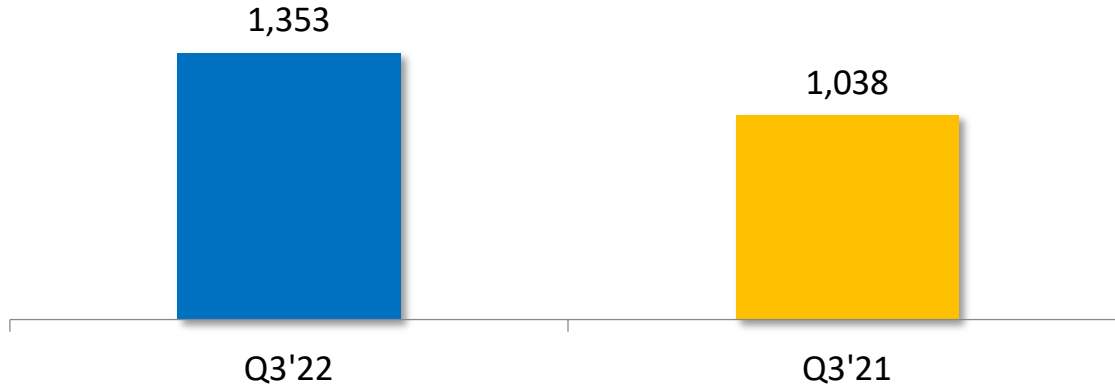
Sales (Millions)

Sales Mix (%)



EBITDA (Millions)

PAT (Millions)

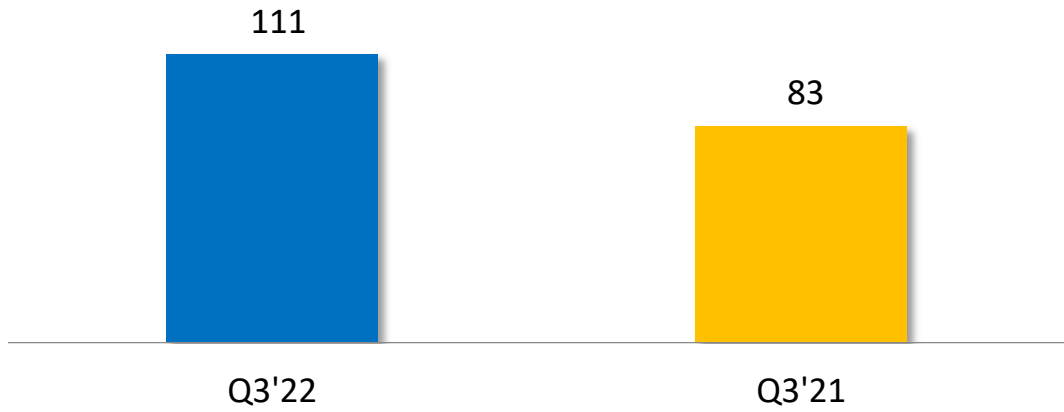


Operational Parameters

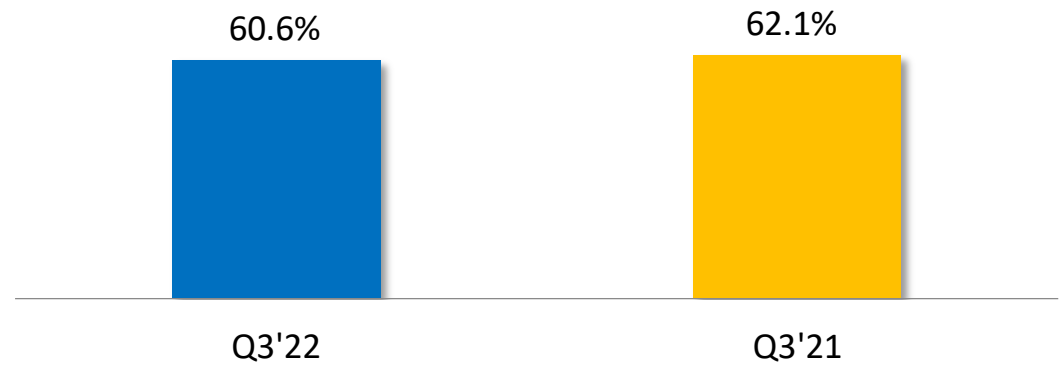


Q3

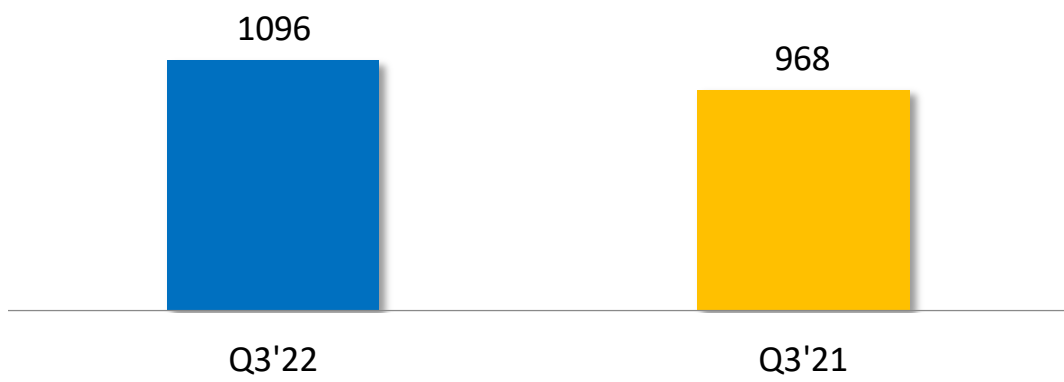
Footfall (Lakhs)



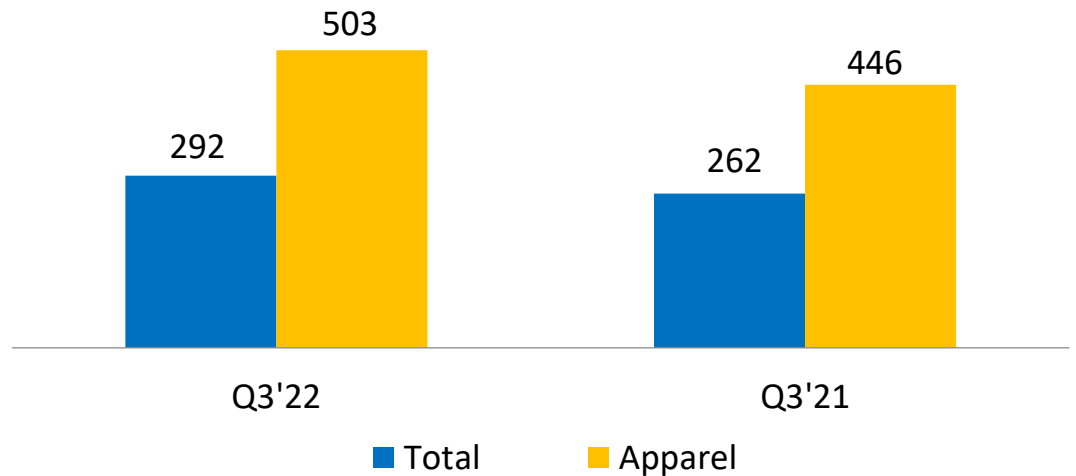
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



■ Total ■ Apparel

Ind-AS 116 : P&L Impact (YTD - FY'22)

(Rs. in million)

Particulars (impact on PBT) - YTD	Pre Ind-AS116 (A)	Post Ind-AS116 (B)	Net Impact on PBT C=(B-A)
Rent	920	44	(876)
Finance cost	4	537	533
Depreciation & Amortization	331	931	600
PBT decreased by			257

“Changes due to Ind-AS 116 (increase) / decrease on PBT”

Financial Review – Profit & Loss Statement

Rs. in million (except per share data)

Particulars	For the period ended	
	31.12.2021	31.12.2020
	(Unaudited)	(Unaudited)
I. Revenue from operations	12,074	7,236
II. Other income	112	167
III. Total Income (I + II)	12,186	7,403
IV Total expenses (IV)	12,002	7,477
V (Loss)/profit before tax (III-IV)	184	(74)
VI Total tax expense* (VI)	41	(27)
VII (Loss)/profit for the year (V-VI)	143	(47)
VIII Other comprehensive (loss)/income	(12)	(5)
IX Total comprehensive (loss)/income for the period (VII+VIII)	131	(52)
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	7.23	(2.60)
(b) Diluted (Rs.)	7.20	(2.60)

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS – Unaudited



(Rs. in million)

V-Mart Retail Limited Balance Sheet as at December 31, 2021		
	As at December 31, 2021	As at March 31, 2021
ASSETS		
Non-current assets		
Property, plant and equipment	2,632.74	1,757.86
Right-of-use assets	7,892.42	5,179.99
Capital work in progress	34.71	21.90
Intangible assets	33.49	27.57
Financial assets		
Investments	37.44	36.20
Loans		
Other financial assets	358.26	142.64
Deferred tax assets (net)	327.25	252.72
Other non-current assets	55.59	27.26
	11,371.90	7,446.14
Current assets		
Inventories	5,465.36	4,283.07
Financial assets		
Investments	1,799.91	3,153.64
Loans	3.57	0.67
Cash and cash equivalents	107.26	238.00
Other bank balances	18.10	36.73
Other financial assets	743.30	709.65
Other current assets	514.70	397.52
	8,652.20	8,819.28
	20,024.10	16,265.42
EQUITY AND LIABILITIES		
Equity		
Equity share capital	197.40	197.06
Other equity	8,304.78	8,055.21
	8,502.18	8,252.27
Liabilities		
Non-current liabilities		
Financial liabilities		
Lease liabilities	8,067.92	5,307.84
Employee benefit obligations	98.82	73.43
	8,166.74	5,381.27
Current liabilities		
Financial liabilities		
Borrowings	21.66	-
Lease liabilities	448.81	370.19
Trade payables		
a) total outstanding dues of ME and SE	465.17	558.87
b) total outstanding dues of creditors other than ME and SE	1,994.59	1,357.95
Other financial liabilities	124.40	102.03
Employee benefit obligations	34.14	32.07
Liabilities for current tax (net)	182.85	121.18
Other current liabilities	83.56	89.59
	3,355.18	2,631.88
	20,024.10	16,265.42

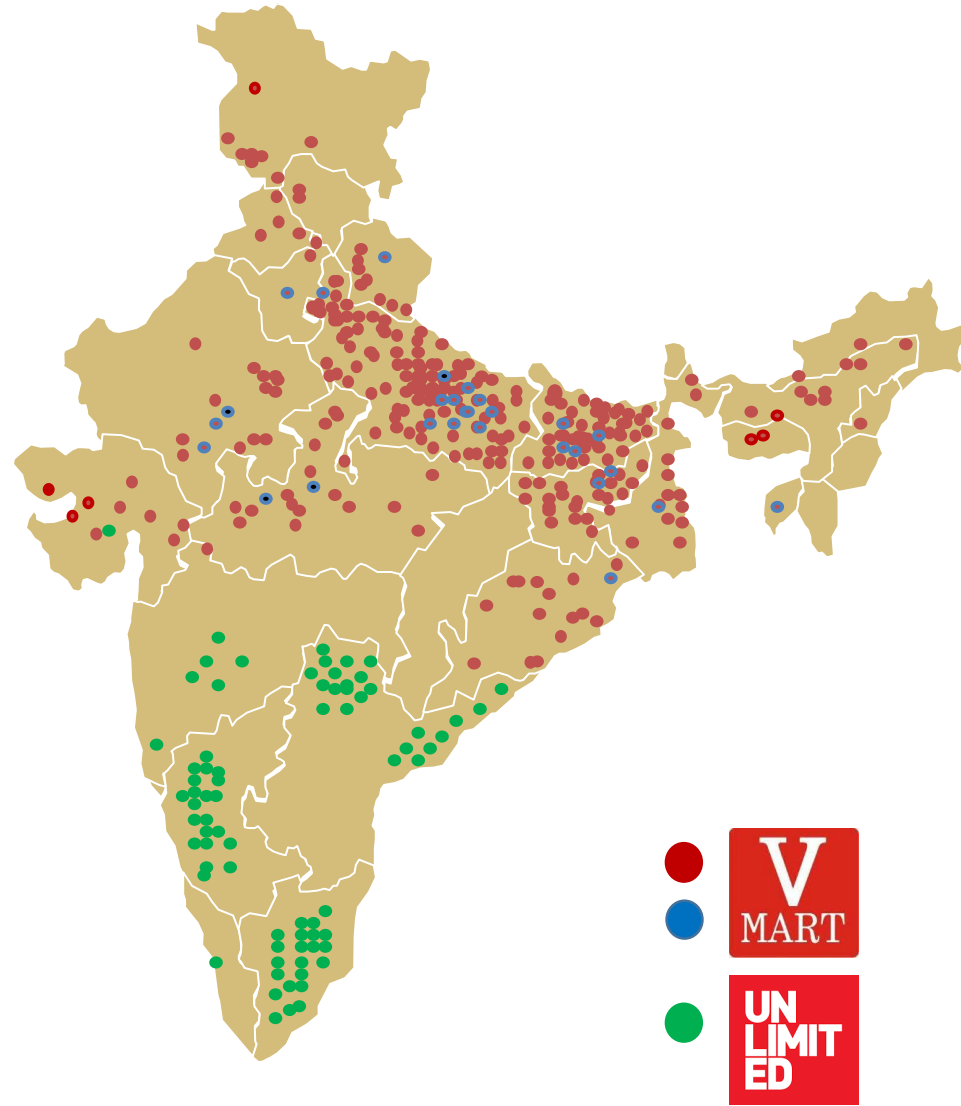
V-Mart Retail Limited Cash Flow Statement for the period ended December 31, 2021		
	For the period ended Dec 31, 2021	For the period ended March 31, 2021
A. Cash flows from operating activities		
Profit before Income Tax	184	(97)
Adjustment for:	1,283	1,443
Operating profit before working capital changes	1,467	1,346
Changes in working capital :	(947)	182
Cash flow from operations	520	1,528
Taxes paid (net of refunds)	(51)	(35)
Net cash flow from operating activities (A)	469	1,493
B. Investing activities		
Net cash flow (used in)/from investing activities (B)	164	(4,188)
C. Financing activities		
Net cash from/(used in) financing activities (C)	(805)	2,869
D. Net increase/(decrease) in cash and cash equivalents (A+B+C)		
	(172)	174

- Net Capex : Rs. 1,250 million (previous year: Rs. 406 million)
- Free Cash Flows : Rs. -781 million (previous year: Rs. 1,087 million)



Stores Geographic Spread YTD FY'22

Stores Geographical Spread



States	Existing*	New*	Closed*	Total
Assam	9	-	-	9
Arunachal Pradesh	1	-	-	1
Andhra Pradesh	-	9	-	9
Bihar	51	5	-	56
Chandigarh	1	-	-	1
Delhi	3	1	-	4
Goa	-	1	-	1
Gujarat	6	1	-	7
Haryana	1	1	-	2
Himachal Pradesh	2	-	-	2
Jammu & Kashmir	8	-	-	8
Jharkhand	20	2	-	22
Karnataka	-	21	-	21
Kerala	-	1	-	1
Madhya Pradesh	15	-	2	13
Maharashtra	-	5	-	5
Meghalaya	1	-	-	1
Nagaland	1	-	-	1
Odisha	8	1	-	9
Punjab	4	-	-	4
Rajasthan	16	2	1	17
Uttar Pradesh	110	10	1	119
Uttarakhand	8	1	-	9
West Bengal	14	1	-	15
Tamil Nadu	-	22	-	22
Telangana	-	14	-	14
Tripura	-	1	-	1
Total no. of stores	279	99	4	374

Thank you....!!

In case of any queries, please contact the IR Team:
ir@vmart.co.in

