



PRICE "LESS" FASHION

5<sup>th</sup> February, 2020

Ref. No. CS/S/L-400/2019-20

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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](mailto: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](mailto:corp.relations@bseindia.com)

**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 third quarter ended 31<sup>st</sup> December, 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  
Memb: no. A35532

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](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

### Q3 FY'20





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Apr-Dec FY'20 (YTD)

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Key Highlights  
Financial Parameters  
Operational Parameters

# Key Highlights: Apr-Dec FY'20 vs. FY'19 Results

- **Number of Stores increases** to 257 (add : 46, close : 03)
- **Revenue grows** by 22%
- **Same Store Sales growth** : Company 2%, Volume (1%)
- **Sales per sq. feet (per month)** : Rs. 804
- **Contribution** of segment to total revenue :
  - Fashion 93%
  - Kirana 7%
- **Net profit** of Rs. 578 million
- **Ind-AS 116 adoption implemented** w.e.f. April 1, 2019
- **Net impact on PBT higher than rental value** as notional interest cost accrued on notional RoU liability created (Rs. 226 Mn.)

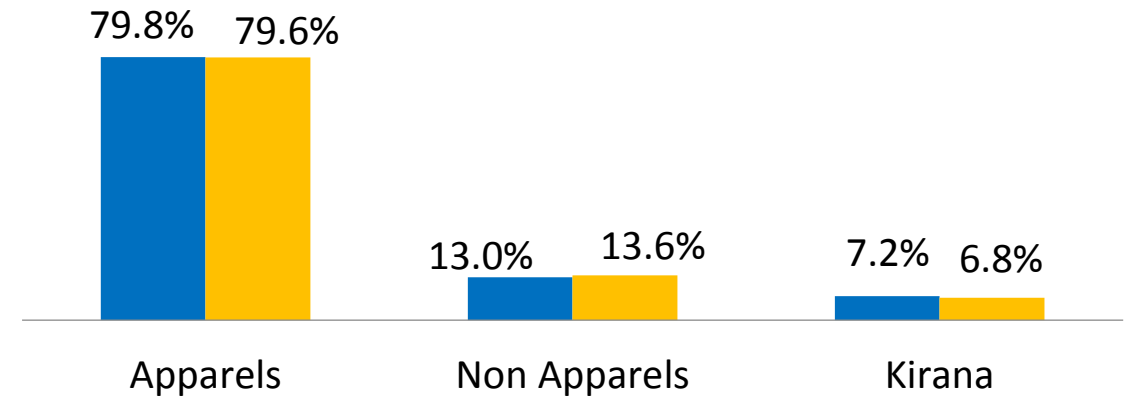
# Financial Parameters : Apr-Dec FY'20 vs FY'19



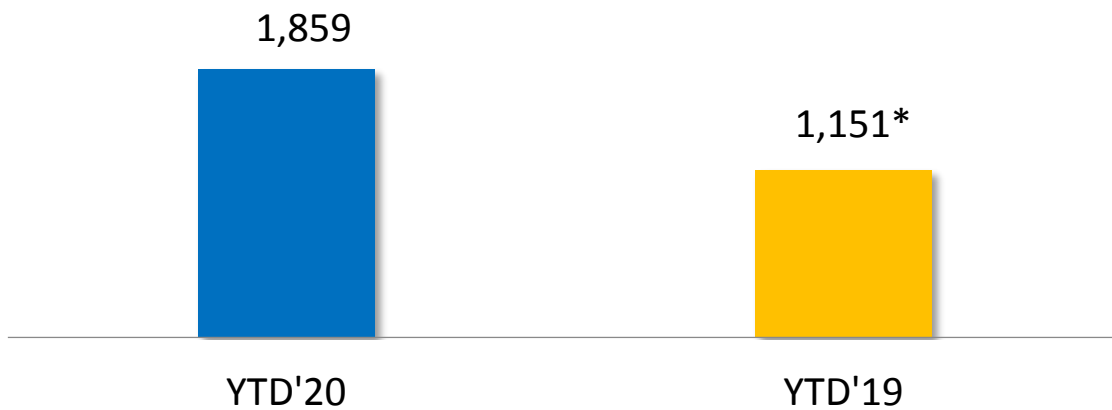
## Sales (Millions)



## Sales Mix (%)



## EBITDA (Millions)



## PAT (Millions)

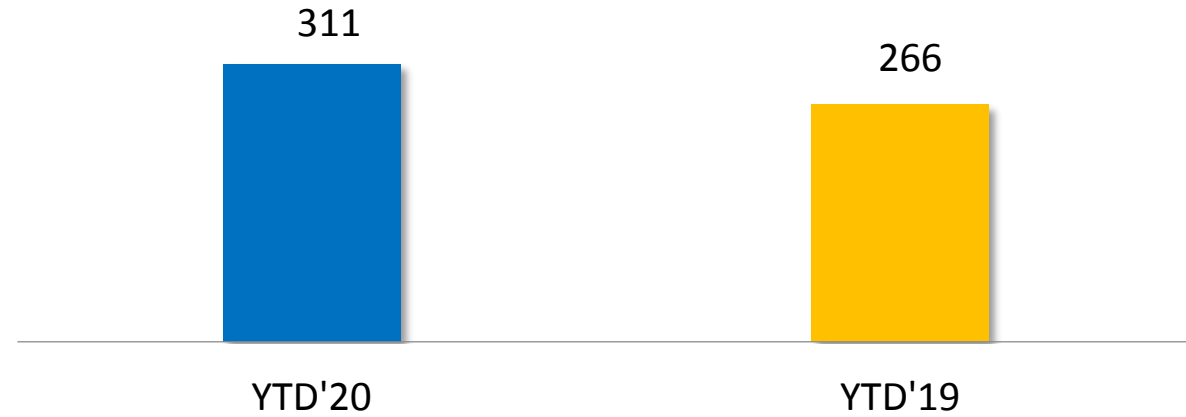


Note : FY'20 numbers are adjusted on account of IND-AS 116

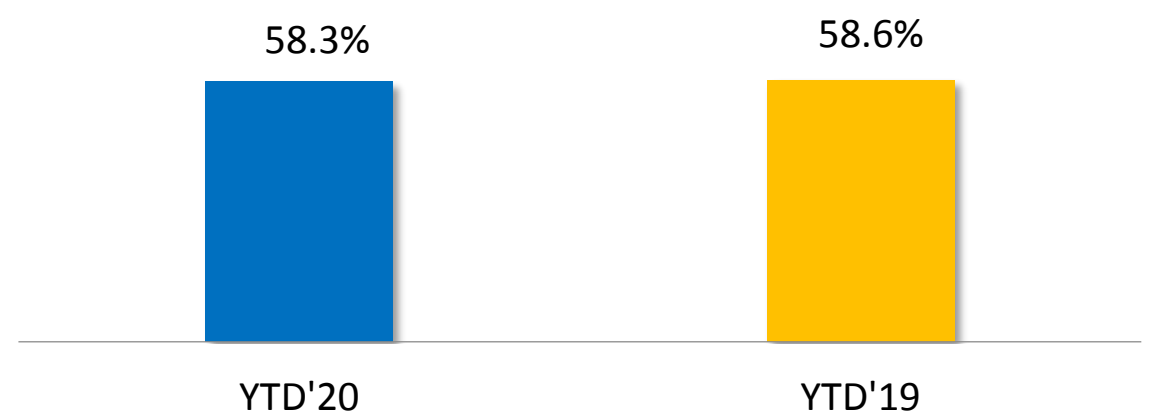
\*FY'19 EBITDA reclassified on account of exceptional items

# Operational Parameters : Apr-Dec FY'20 vs FY'19

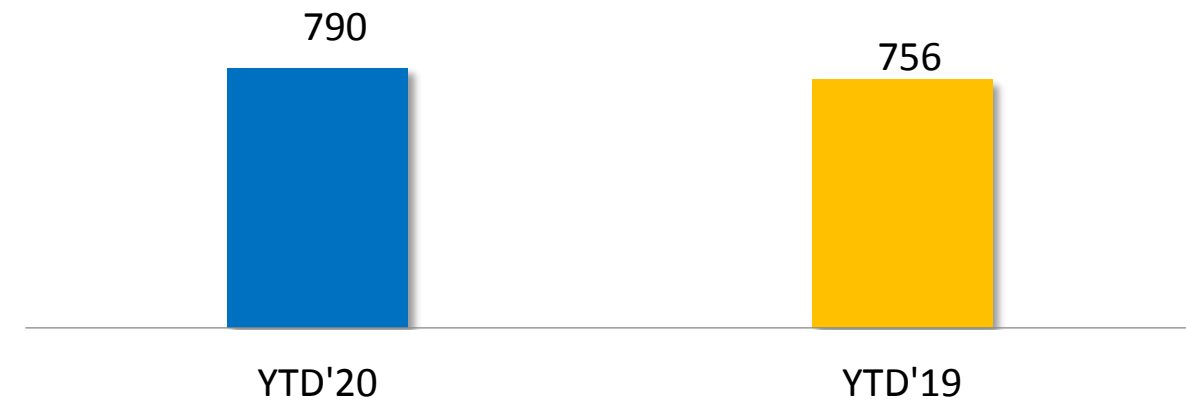
## FootFall (Lacs)



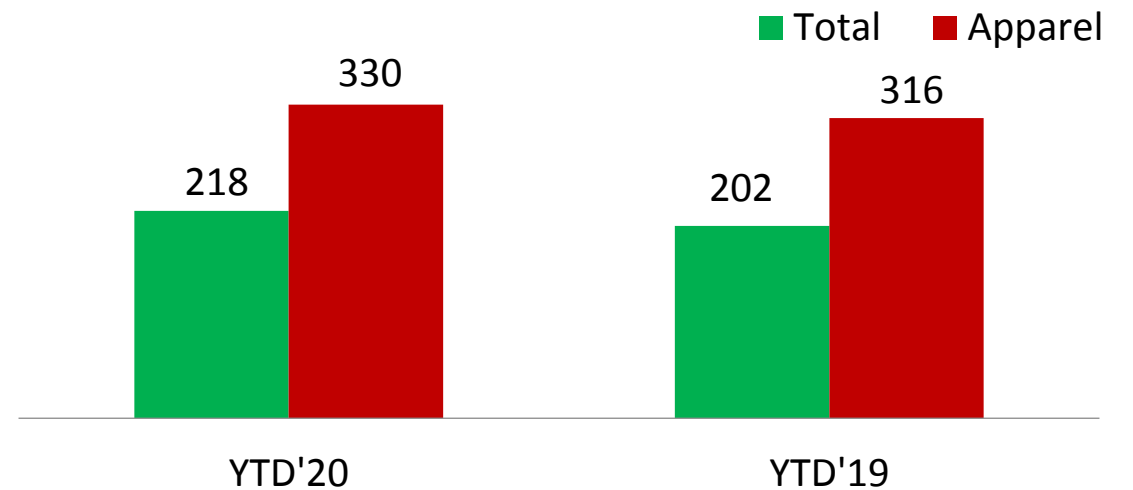
## Conversion Rate (%)



## Transaction size (Rs.)



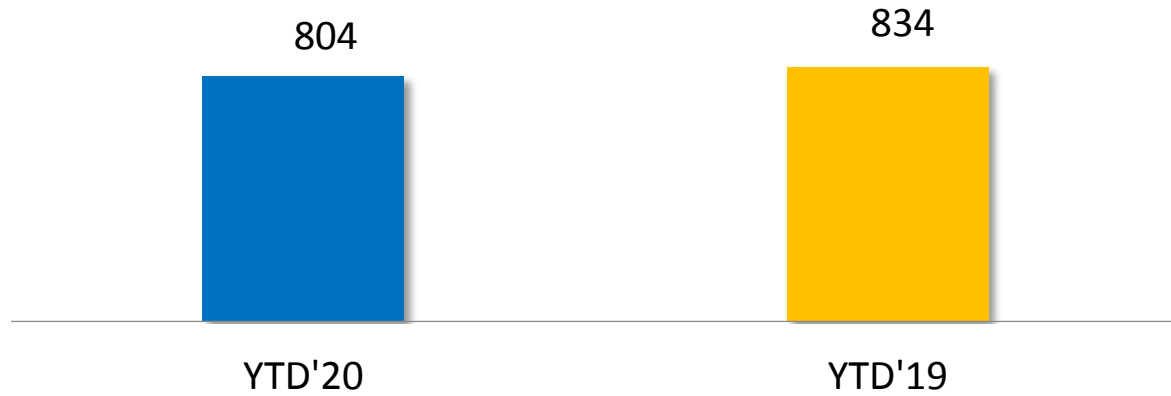
## Average Selling Price (Rs)



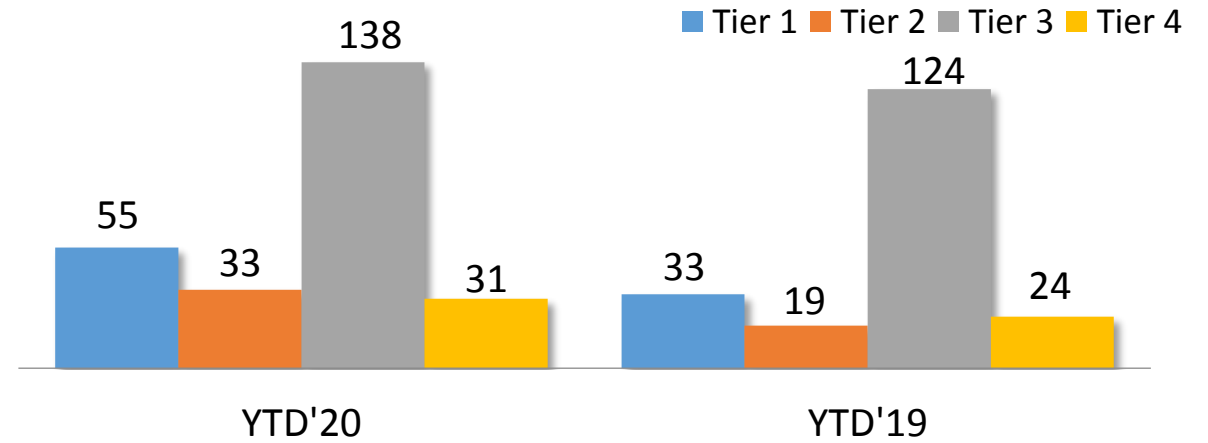


# Operational Parameters : Apr-Dec FY'20 vs FY'19

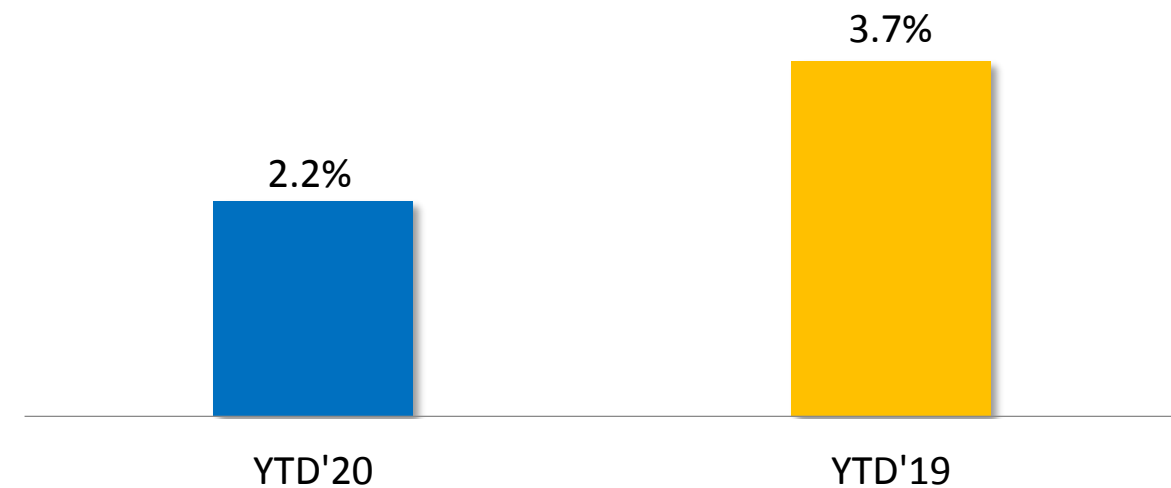
## Sales per sq feet (per month)



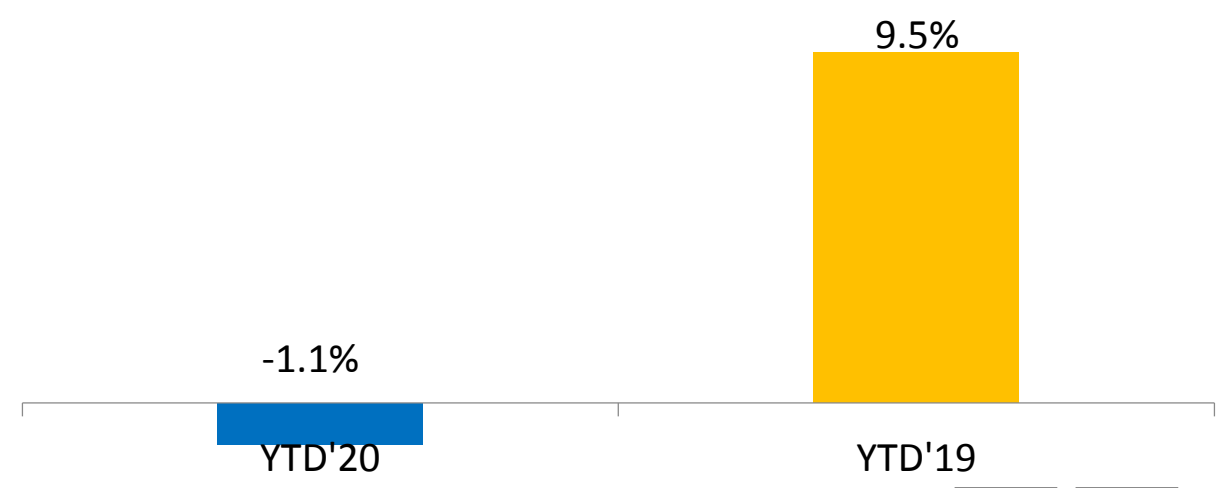
## Store Count (Nos)



## Same Store Sales Growth (%)



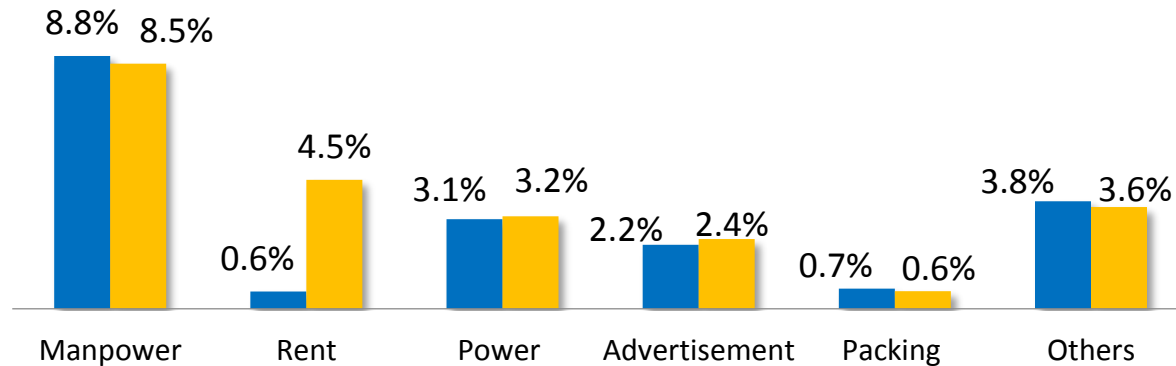
## Same Store Volume Growth (%)



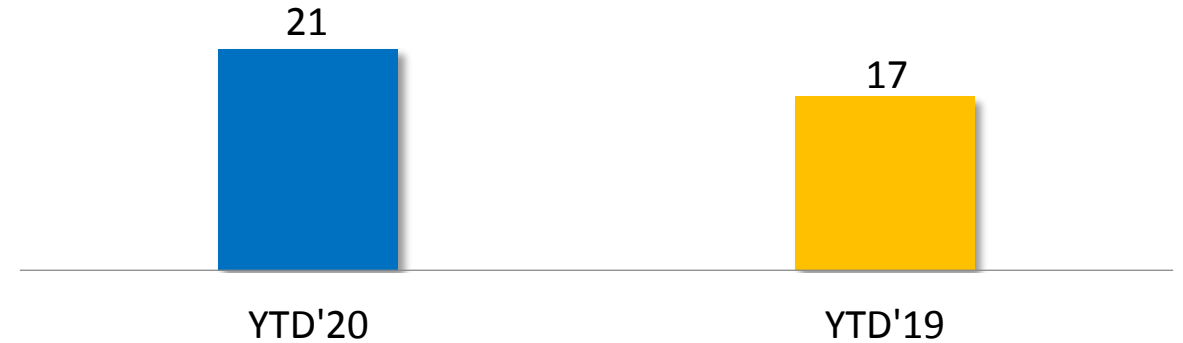


# Operational Parameters : Apr-Dec FY'20 vs FY'19

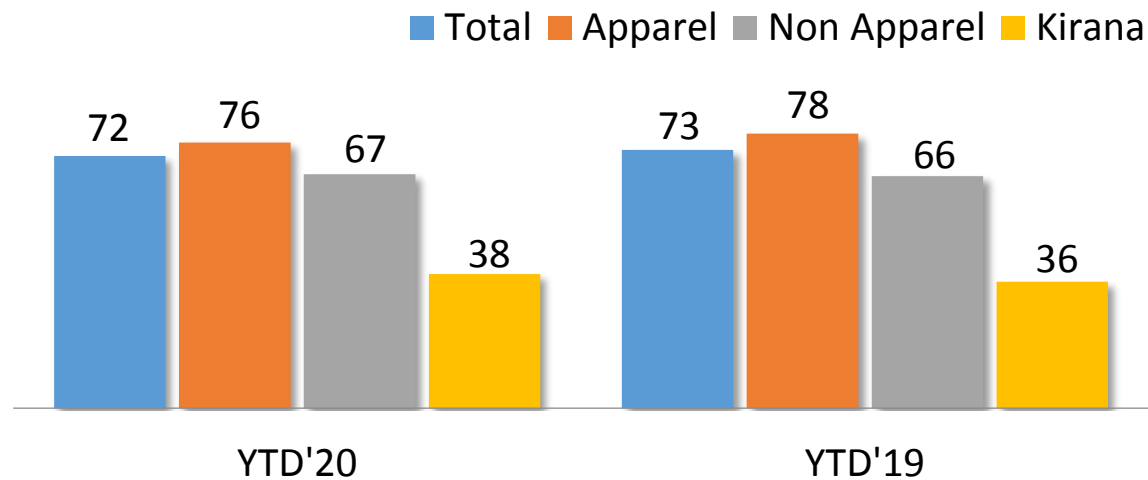
## Expenses (% of Sales)



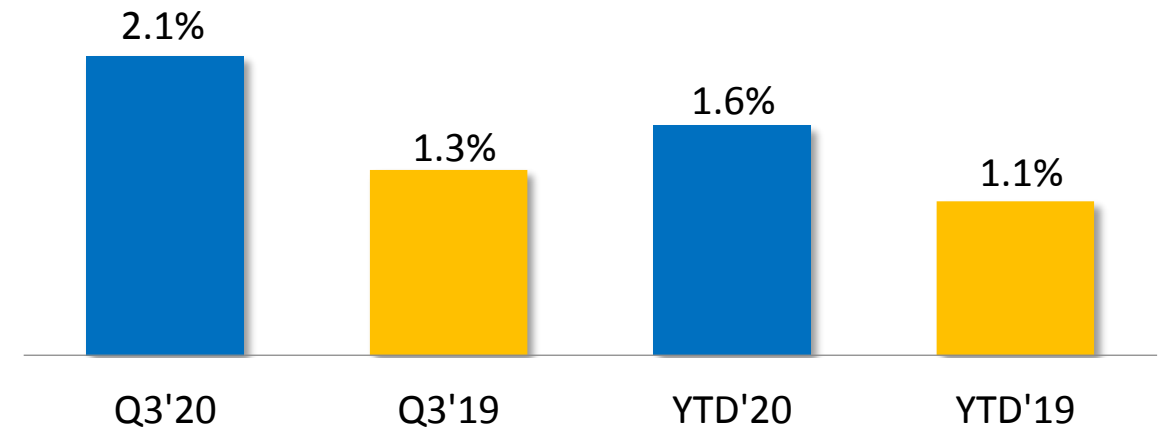
## Retail Space (Lacs Sq feet)



## Inventory (Days of Sales)



## Shrinkage (% of Sales)



Q3 FY'20 (QTR)

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Key Highlights  
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