



Ref. No. CS/S/L-619/2022-23

12th November, 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: cmli@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 the unaudited financial results of the Company for the second quarter and half year ended 30th September, 2022.

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 and 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.

Financial Results & Analysis

Q2 FY'23





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Q2 FY'23

Key Performance Highlights
Financial Parameters
Operational Parameters



Key Highlights: Q2 FY23 vs. Q2 FY22 Results

50%

Revenue Growth

v/s Q1 FY22

79% 21%

Revenue Contribution

V-Mart

Unlimited

326 79

Store Count (Nos)

V-Mart

Unlimited

-113

Net Profit/(Loss)

₹ Millions

88% 12%

Revenue Contribution

Fashion

Kirana

405

Number of Stores

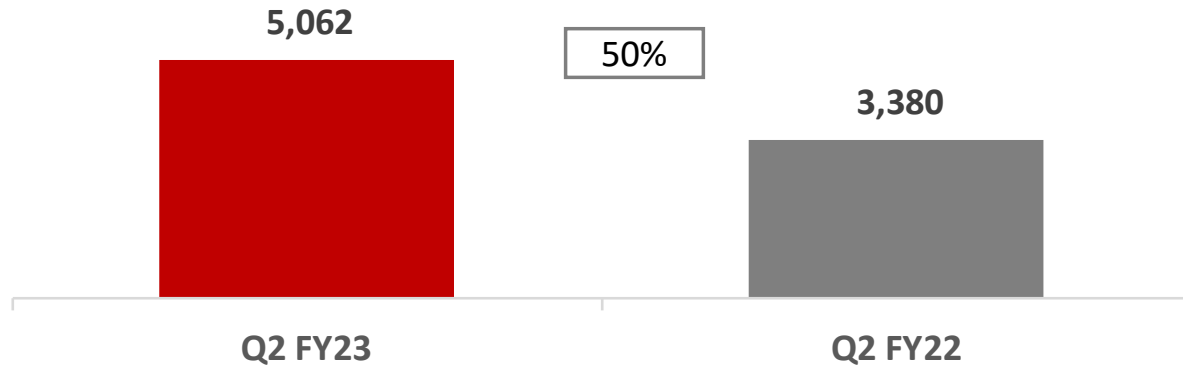
Opened: 16

Closed: 2

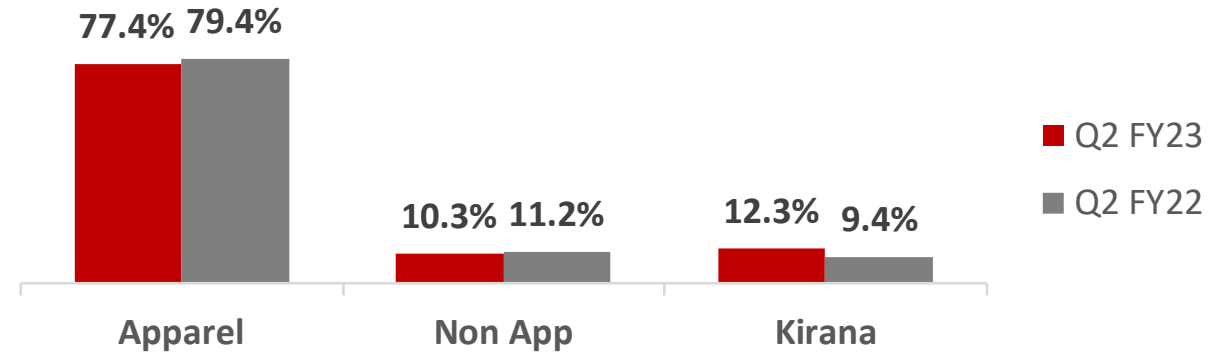


Financial Parameters

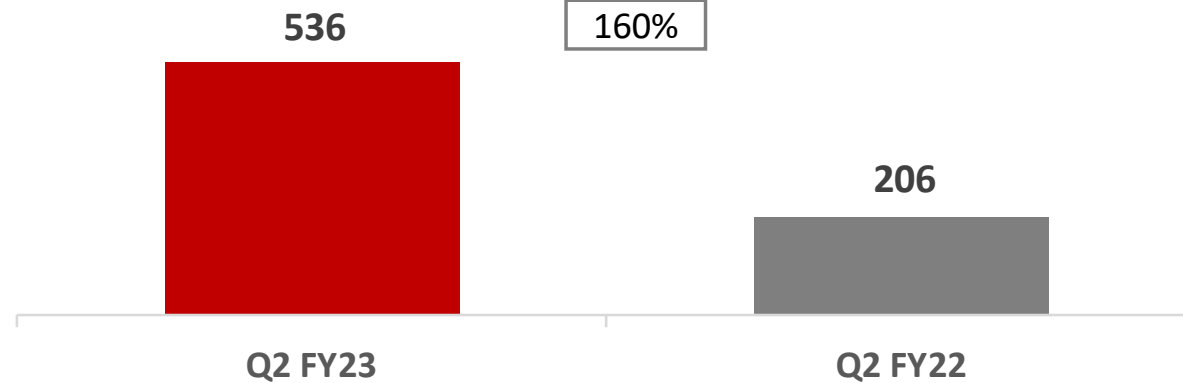
Revenue (₹ Millions)



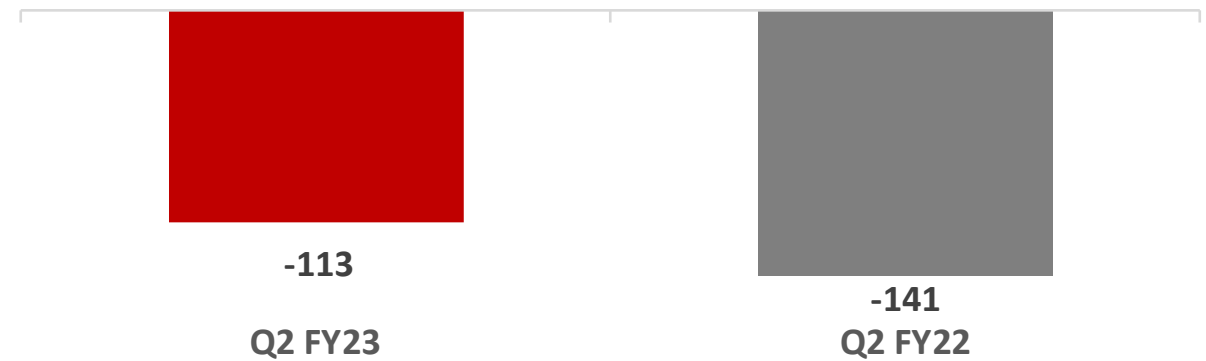
Revenue Mix (%)



EBITDA (₹ Millions)

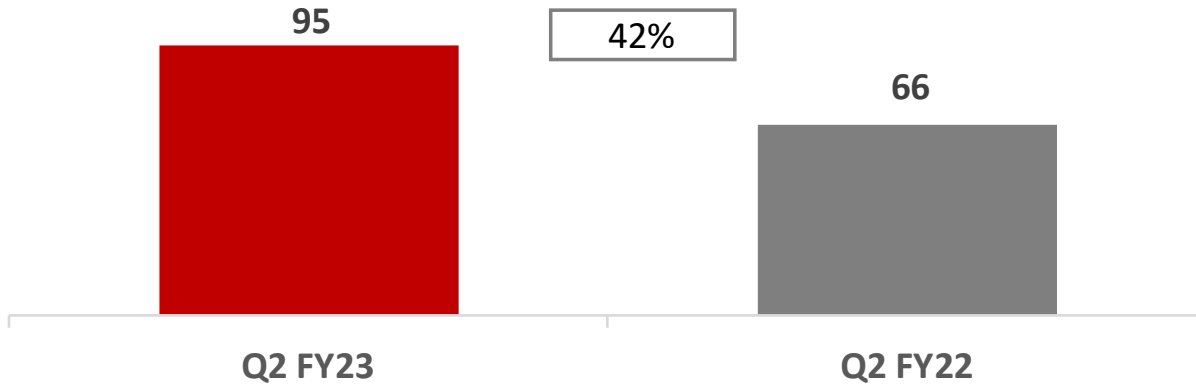


PAT (₹ Millions)

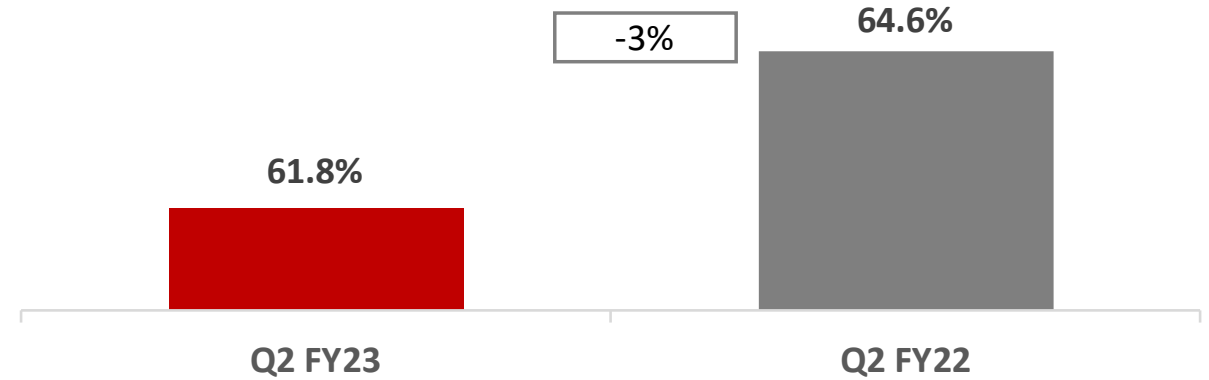


Operational Parameters

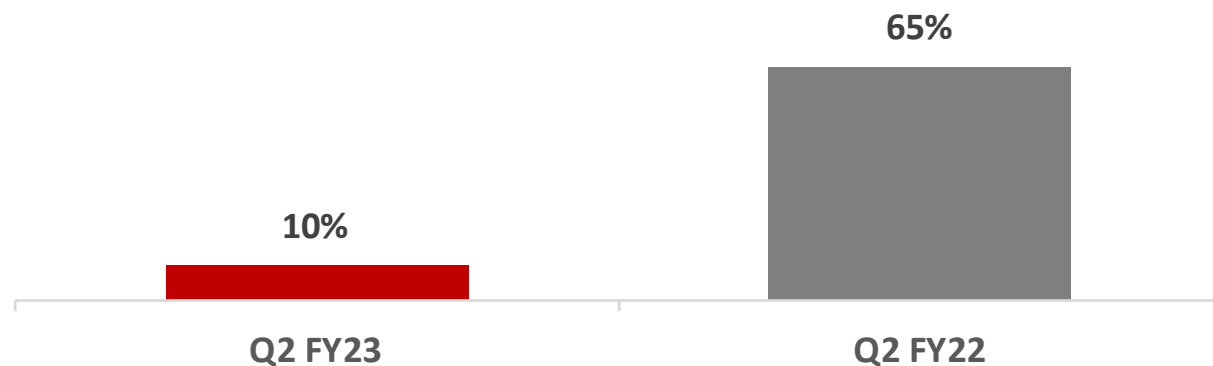
Footfall (Lakhs)



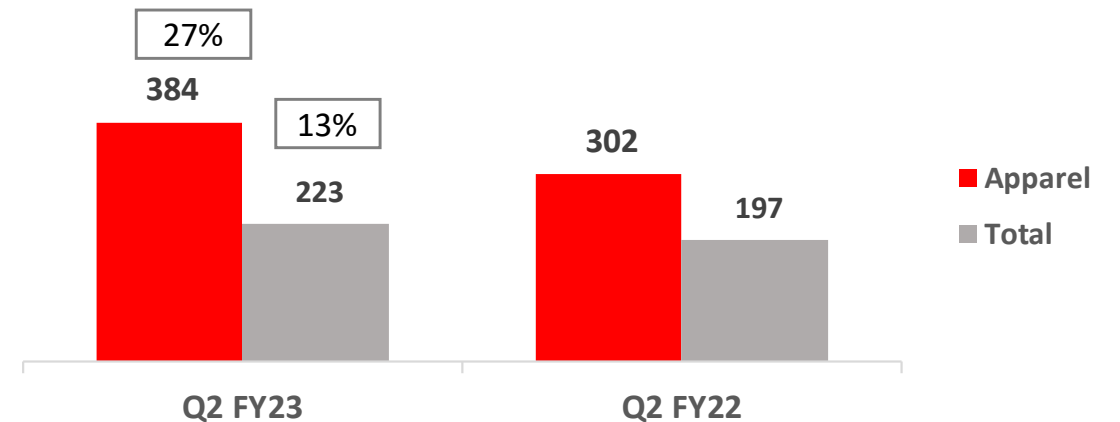
Conversion Rate (%)



Same Store Sales Growth (%)**



Average Selling Price (Rs)



■ Apparel
■ Total

**same store growth is for stores opened till FY19, FY20 and onward stores not taken due to covid impact

Apr - Sep FY23

Key Performance Highlights
Financial Parameters
Operational Parameters



Key Highlights: April – Sep FY23 vs. FY22 Results

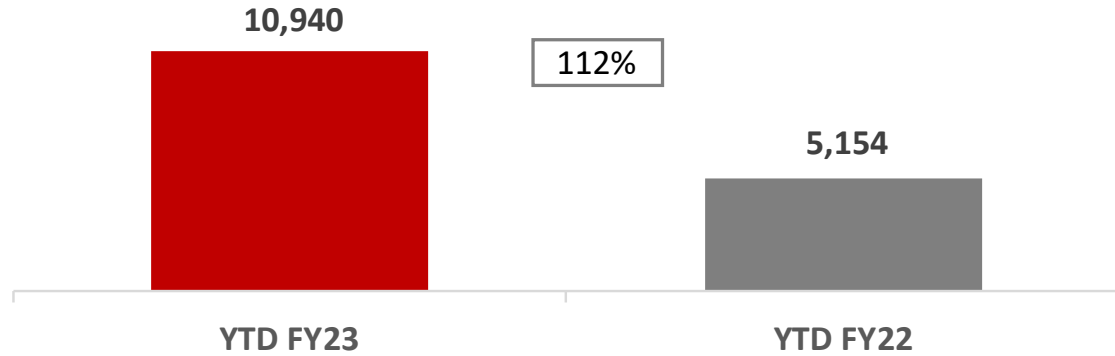
112%		91	
Revenue Growth		Net Profit/(Loss)	
v/s YTD FY22		₹ Millions	
80%	20%	89%	11%
Revenue Contribution		Revenue Contribution	
V-Mart	Unlimited	Fashion	Kirana
326	79	405	
Store Count (Nos)		# Stores	
V-Mart	Unlimited	Opened: 27	Closed: 2

YTD FY23

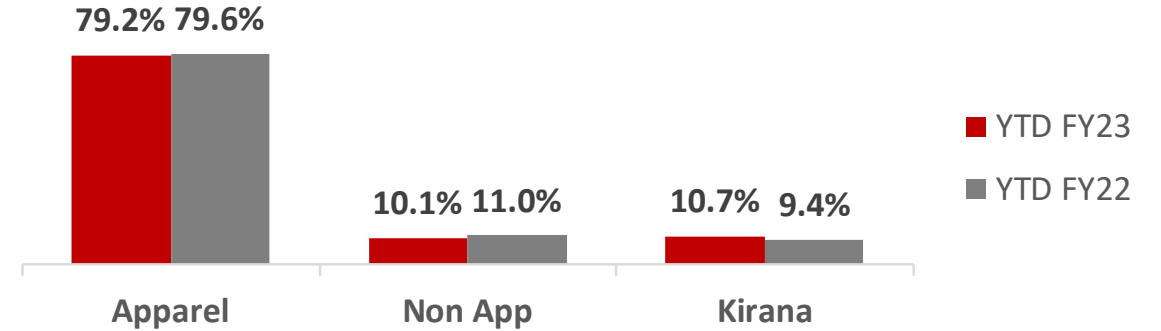


Financial Parameters

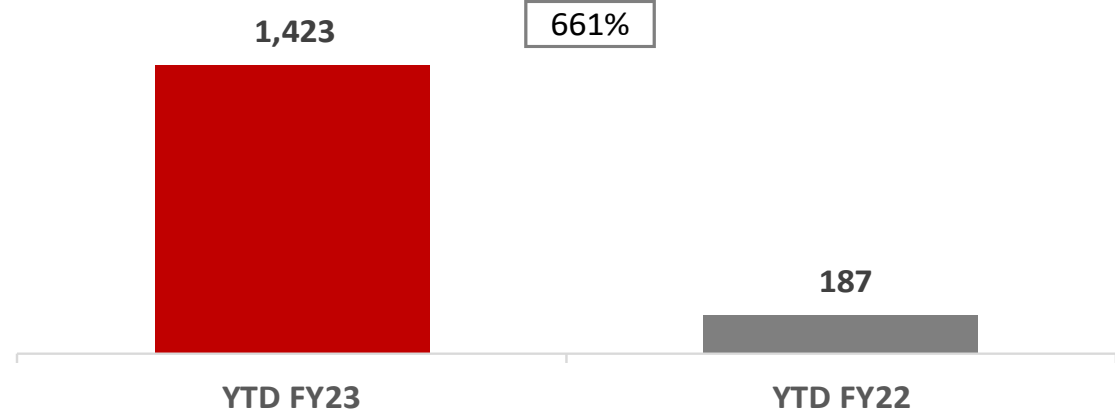
Revenue (₹ Millions)



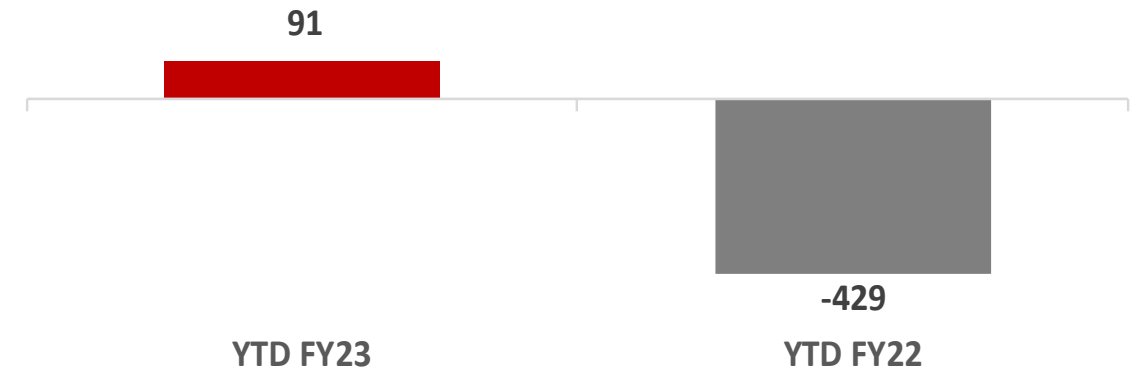
Revenue Mix (%)



EBITDA (₹ Millions)

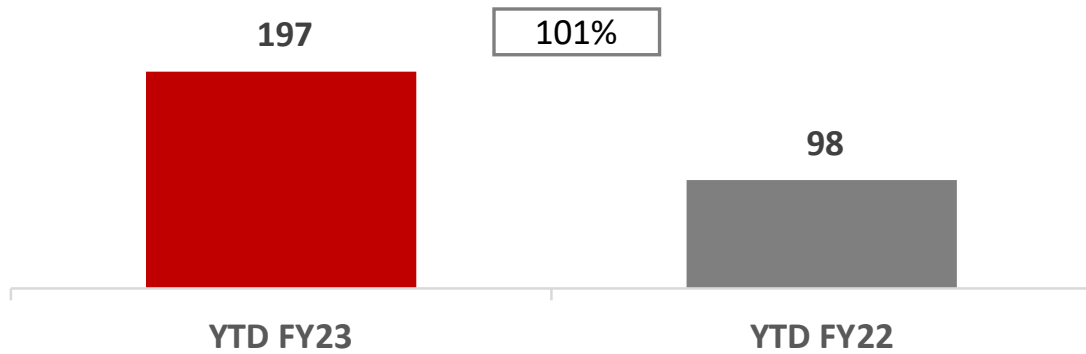


PAT (₹ Millions)

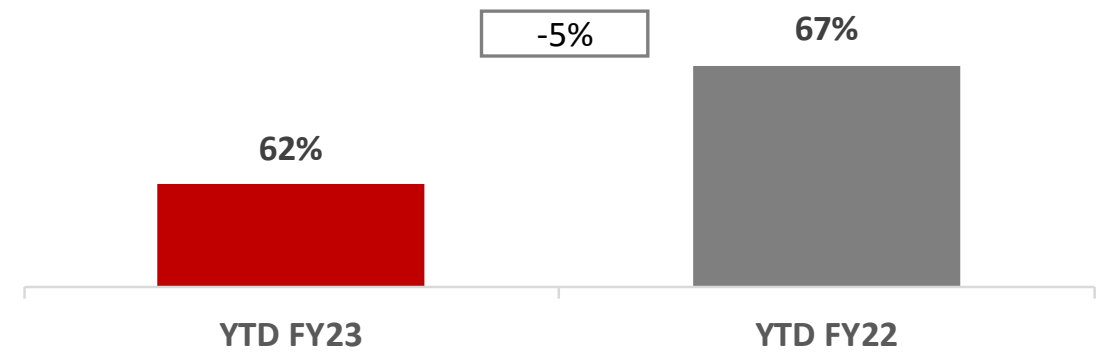


Operational Parameters

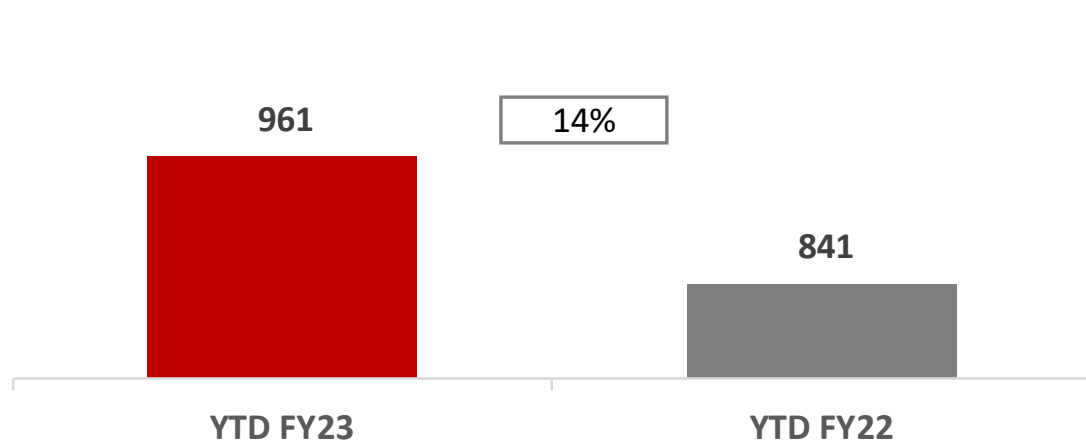
Footfall (Lakhs)



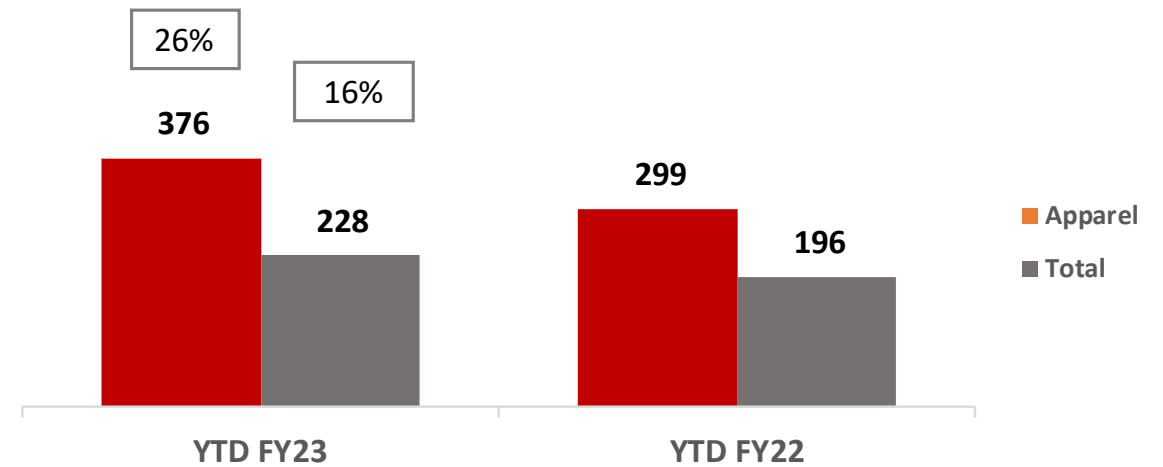
Conversion Rate (%)



Transaction size (Rs.)

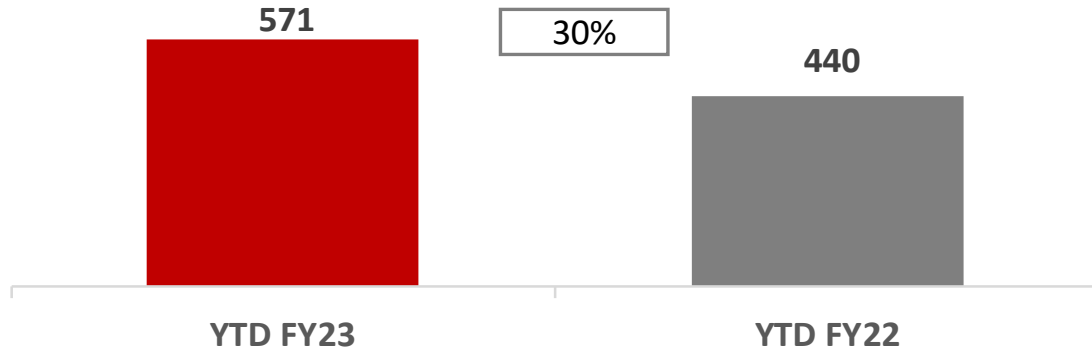


Average Selling Price (Rs)

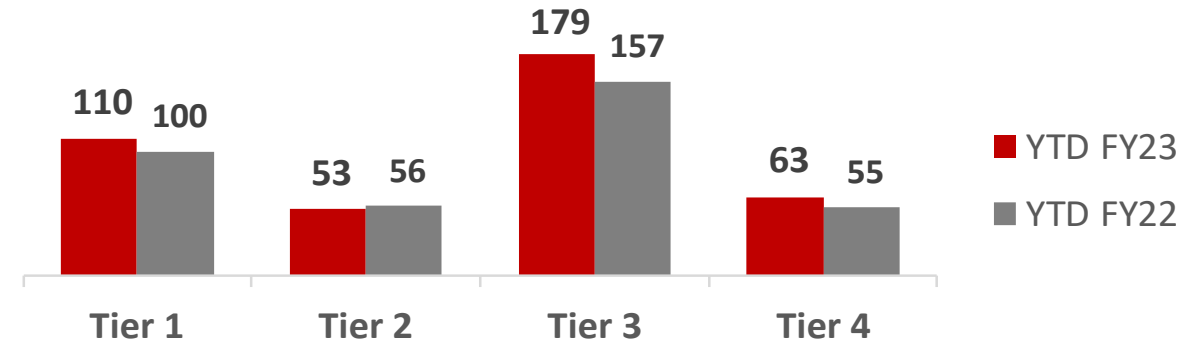


Operational Parameters

Sales per sq feet (per month)*

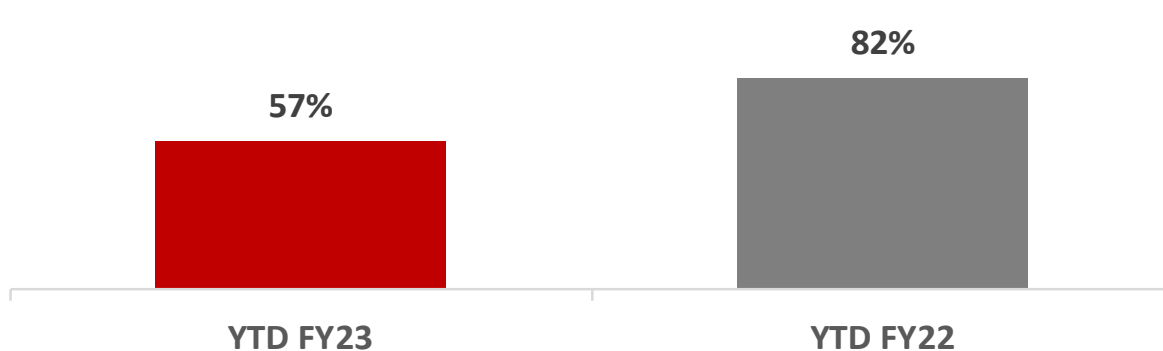


Store Count (Nos)

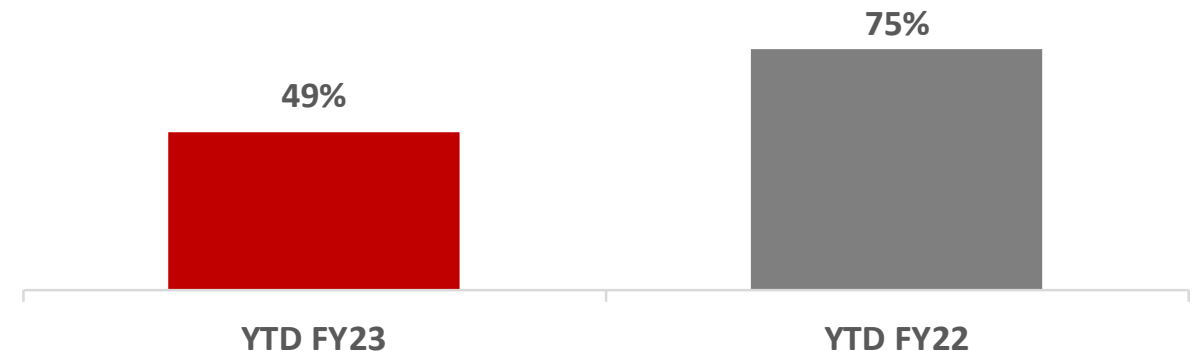


*basis operational days

Same Store Sales Growth (%)**



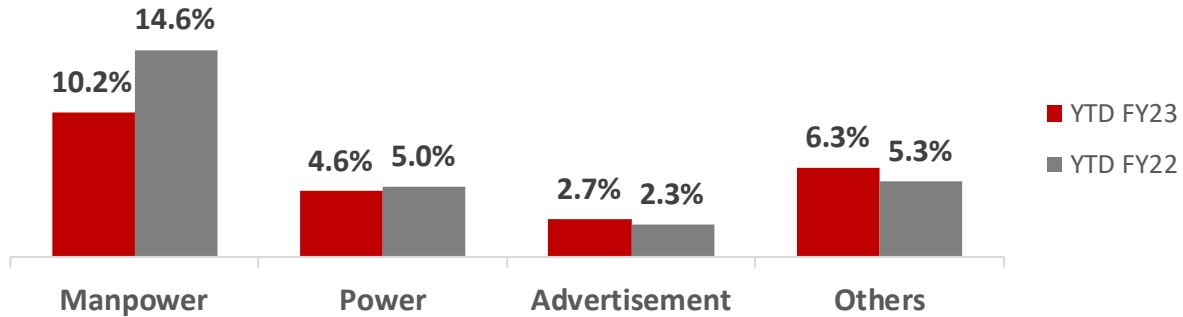
Same Store Volume Growth (%)**



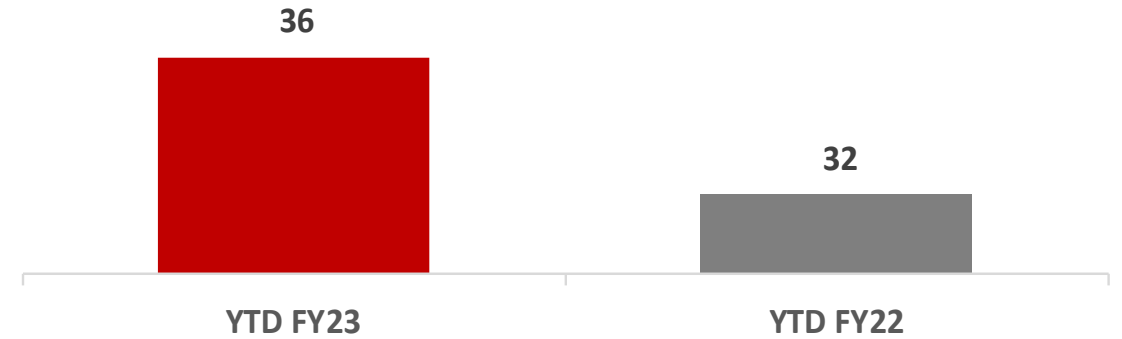
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Operational Parameters

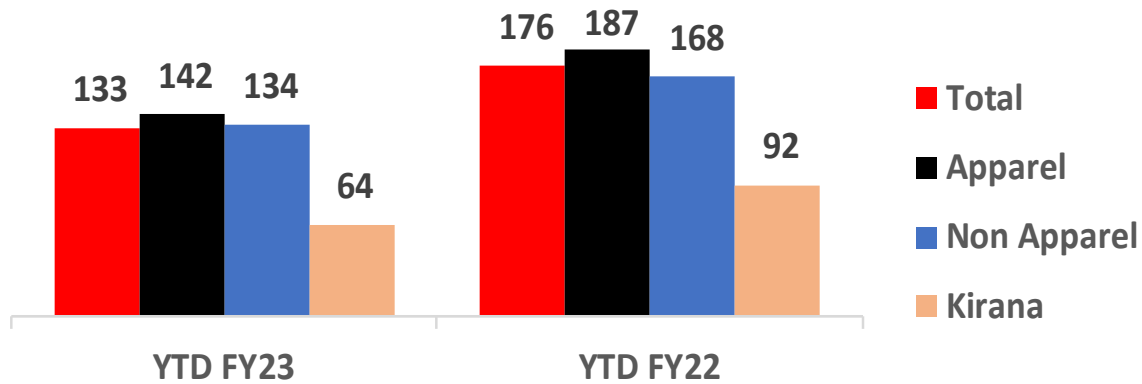
Expenses (% of Revenue)



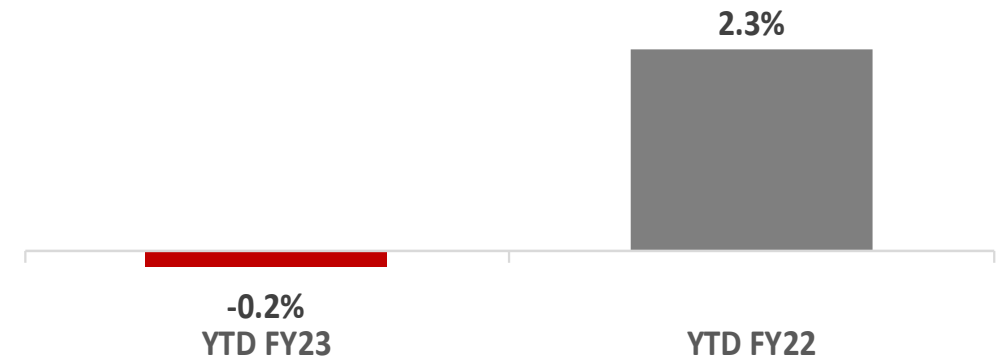
Retail Space (Lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Revenue)



Financial Review – Profit & Loss Statement

INR millions (except per share data)

Particulars	For the period ended	
	30.09.2022 (Unaudited)	30.09.2021 (Unaudited)
I Revenue from operations	10,940	5,154
II Other income	67	86
III Total Income (I + II)	11,008	5,240
IV Total expenses	10,886	5,819
V (Loss)/profit before tax (III-IV)	122	(580)
VI Total tax expense*	30	(151)
VII (Loss)/profit for the year (V-VI)	91	(429)
VIII Other comprehensive (loss)/income	6	(8)
IX Total comprehensive (loss)/income for the period (VII+VIII)	97	(436)
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	4.62	(21.62)
(b) Diluted (Rs.)	4.61	(21.62)

* Tax expense includes deferred tax

Ind-AS 116 : P&L Impact (Q2 FY23)

INR Millions

Particulars (impact on PBT) – FY23	Pre Ind-AS 116 (A)	Post Ind-AS 116 (B)	Net Impact on PBT C = (B-A)
Rent	973	137	(836)
Finance cost	8	526	518
Depreciation & Amortization	255	843	588
PBT decreased by			270

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

Financial Review - Balance Sheet

INR Millions

Particulars	As At	
	September 30, 2022	March 31, 2022
	(Unaudited)	(Audited)
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	198	197
Other Equity	8,404	8,299
Total Equity (D)	8,601	8,496
Liabilities		
Financial liabilities		
Lease liabilities	10,168	8,429
Employee benefit obligations	109	109
Non-current liabilities (E)	10,276	8,538
Financial liabilities		
Borrowings	1,177	0
Lease liabilities	678	593
Trade payables	3,625	2,906
Other financial liabilities	373	212
Employee benefit obligations	38	41
Liabilities for current tax (net)	144	116
Other current liabilities	75	93
Current liabilities (F)	6,110	3,961
Total Liabilities	16,386	12,499
TOTAL EQUITY LIABILITIES (G = D+E+F)	24,988	20,995

Particulars	As At	
	September 30, 2022	March 31, 2022
	(Unaudited)	(Audited)
ASSETS		
Property, plant and equipment	2,980	2,795
Capital work in progress	306	64
Intangible assets	32	32
Right-of-use assets	9,887	8,283
Financial assets		
Investments	0	38
Other financial assets	403	370
Deferred tax assets (net)	459	386
Other non-current assets	169	44
Non-current assets (A)	14,235	12,011
Inventories	9,171	6,682
Financial assets		
Investments	261	1,211
Loans	2	5
Cash and cash equivalents	115	330
Other bank balances	80	20
Other financial assets	82	2
Other current assets	1,043	733
Current assets (B)	10,753	8,983
TOTAL ASSETS (C = A+B)	24,988	20,995

Financial Review - CFS

INR Millions

Cash Flow Statement for the period	For the period ending	
	September 30, 2022	September 30, 2021
	(Unaudited)	(Unaudited)
(A) Cash flows from operating activities		
Profit before Income Tax	122	(580)
Adjustments to reconcile profit before tax to net cash flows	1,316	716
Operating profit before working capital changes	1,437	136
Changes in working capital	(2,297)	(1,347)
Cash flow from operations	(860)	(1,211)
Taxes paid (net of refunds)	(77)	(50)
Net cash flow from operating activities (A)	(937)	(1,261)
(B) Investing activities		
Net cash flow (used in)/from investing activities (B)	214	1,597
(C) Financing activities		
Net cash from/(used in) financing activities (C)	361	(419)
Net increase/(decrease) in cash and cash equivalent (D = A+B+C)	(361)	(83)

Net Capex : Rs. 735 million (previous year: Rs. 970 million)

Free Cash Flows: Rs. -1,671 million (previous year: Rs. -2,231 million)

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To
Work.**

**INDIA
2022**

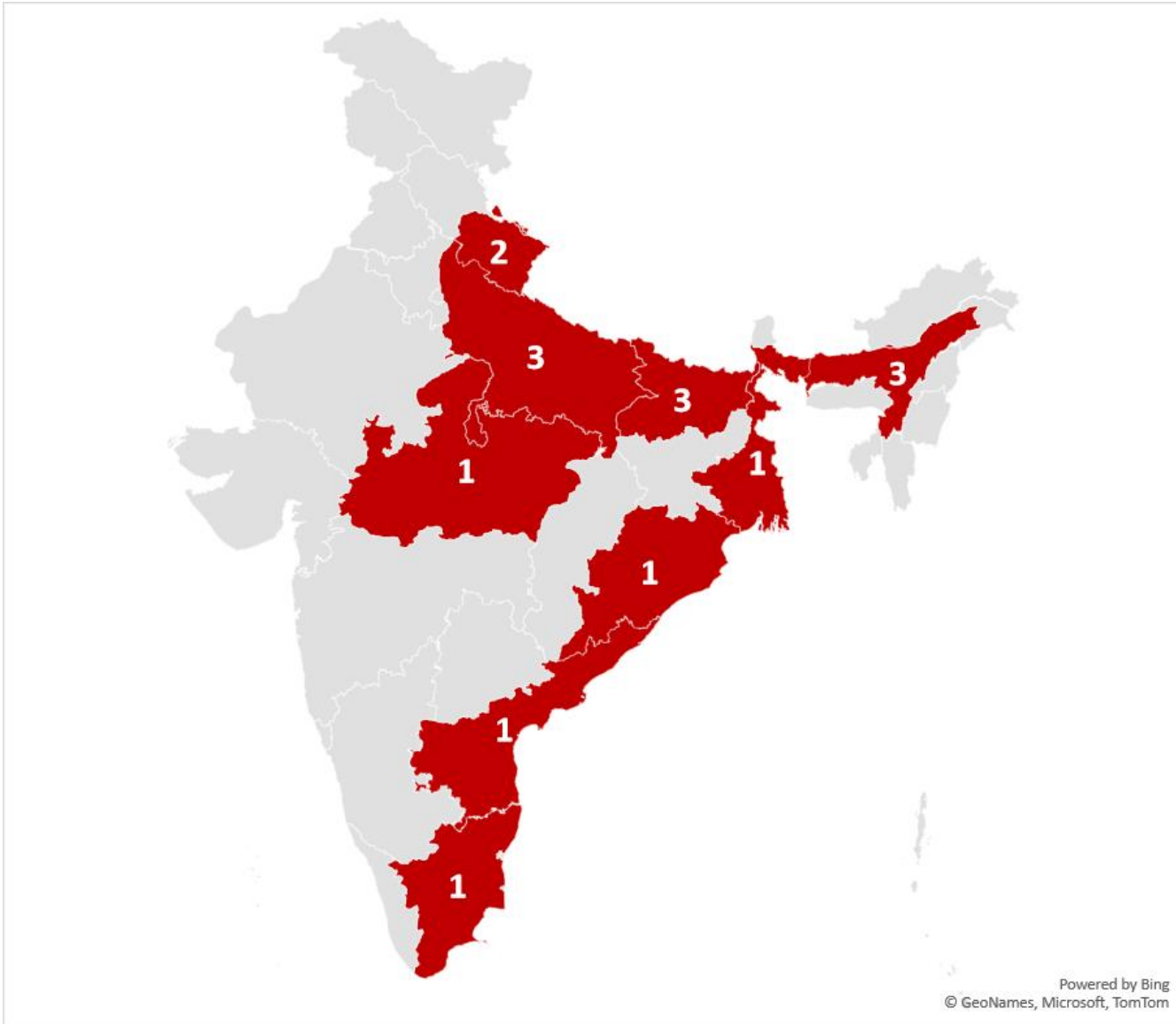
**V
MART**

Apr - Sep FY23

**Store Geographical Spread
Recent Campaigns
Our Journey to “Omnipresence”
Other Significant Updates**

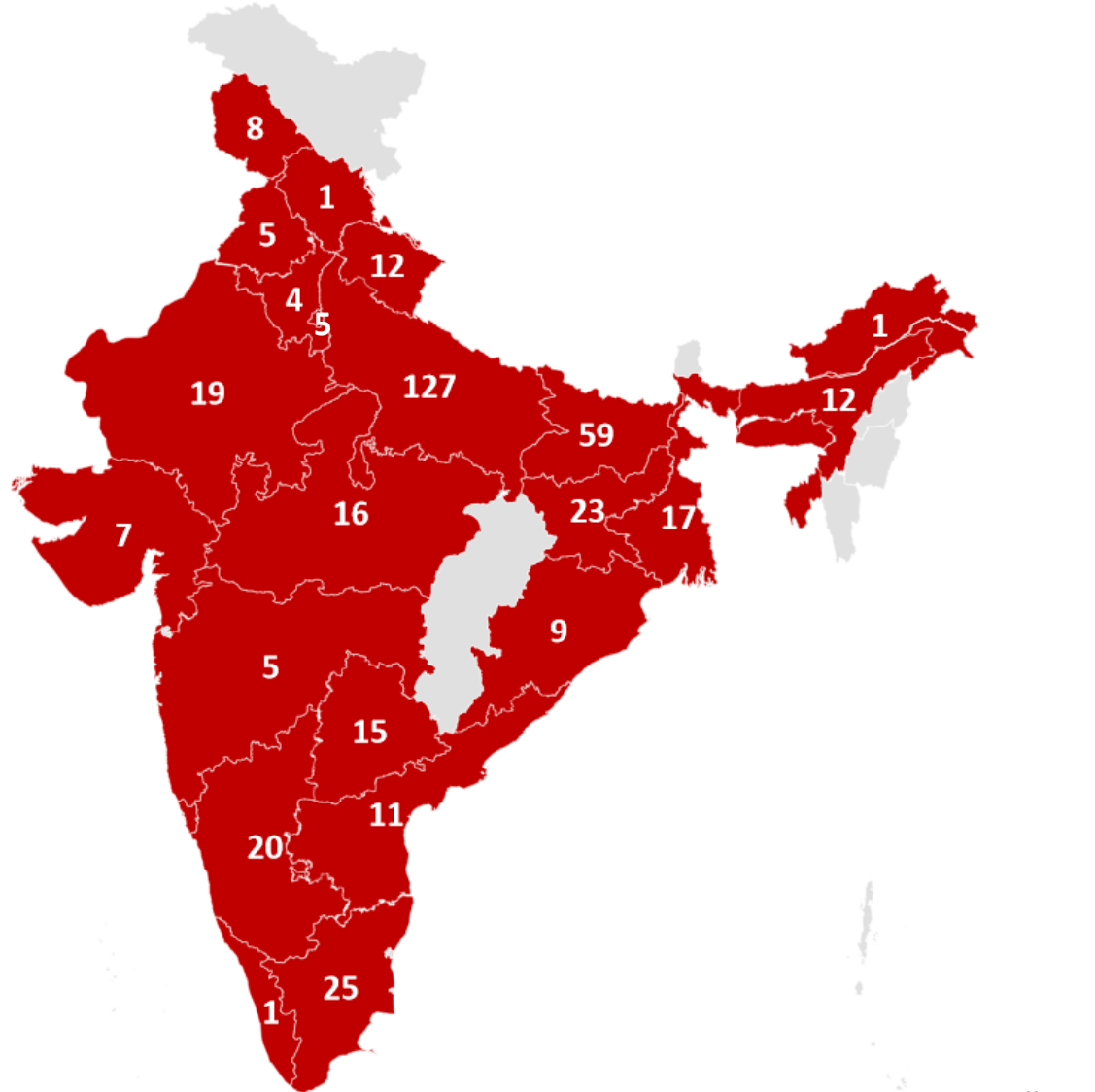


New Stores Addition (Q2 FY23)



STATE	Store Count
ANDHRA PRADESH	1
ASSAM	3
BIHAR	3
MADHYA PRADESH	1
ORISSA	1
TAMIL NADU	1
UTTAR PRADESH	3
UTTARAKHAND	2
WEST BENGAL	1

Total Stores as on September 30, 2022



STATE	CY	LY
ANDHRA PRADESH	11	9
ARUNACHAL PRADESH	1	1
ASSAM	12	9
BIHAR	59	54
GOA	1	1
GUJARAT	7	7
HARYANA	4	1
HIMACHAL PRADESH	1	2
JAMMU AND KASHMIR	8	8
JHARKHAND	23	22
KARNATAKA	20	21
KERALA	1	1
MADHYA PRADESH	16	15
MAHARASHTRA	5	5
MEGHALAYA	1	1
NEW DELHI	5	4
ORISSA	9	9
PUNJAB	5	5
RAJASTHAN	19	17
TAMIL NADU	25	22
TELANGANA	15	14
TRIPURA	1	1
UTTAR PRADESH	127	115
UTTRAKHAND	12	8
WEST BENGAL	17	15
NAGALAND	0	1
Total	405	368



Ganesh Chaturthi Celebrations



Fashion & Celebration

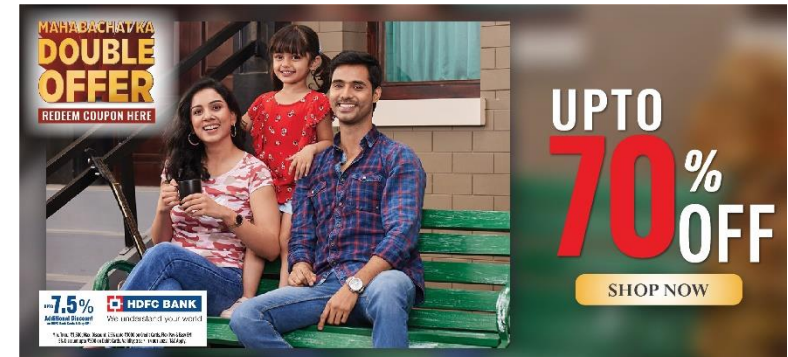
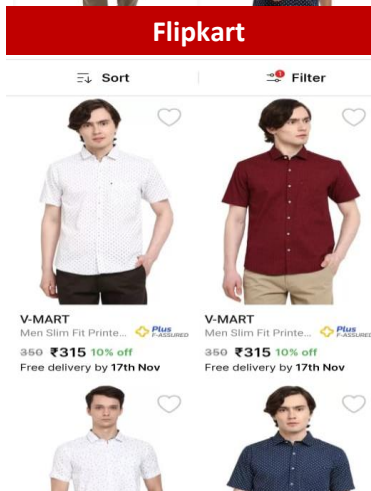
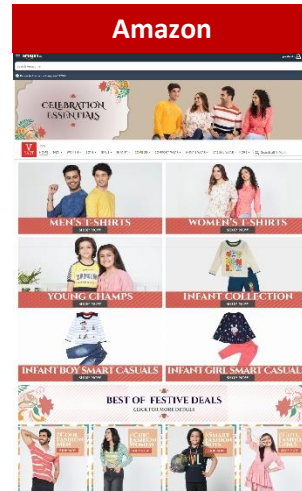
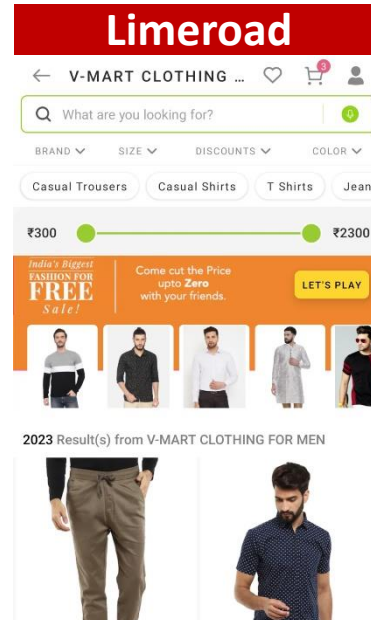
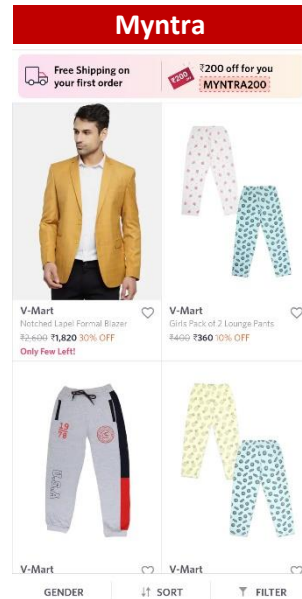


Pujo Leaflets

Store Facade



Our Journey to “Omnipresence” – Digital Business Campaigns



V-Mart App

V-Mart on Marketplace

www.vmartretail.com

Thank you!

In case of any queries, please contact the IR Team:
ir_vmart@vmartretail.com

