



Ref. No. CS/S/L-567/2022-23

PRICE "LESS" FASHION

25th May, 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 audited financial results of the Company for the fourth quarter and year ended 31st March, 2022.

The above presentation is also available on the Company's website: <http://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

Q4 FY'22





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To
Work.**

**INDIA
2022**

**V
MART**

Q4'22

**Key Performance Highlights
Financial Parameters
Operational Parameters**

Key Highlights: Q4 FY'22 vs. Q4 FY'21 Results



30%
Revenue Growth
Vs Q4'21

(26)
Net Profit / (loss)
Rs. Millions

84% **16%**
Revenue Contribution
V-Mart Unlimited

91% **9%**
Revenue Contribution
Fashion Kirana

307 **73**
No. of Stores
V-Mart Unlimited

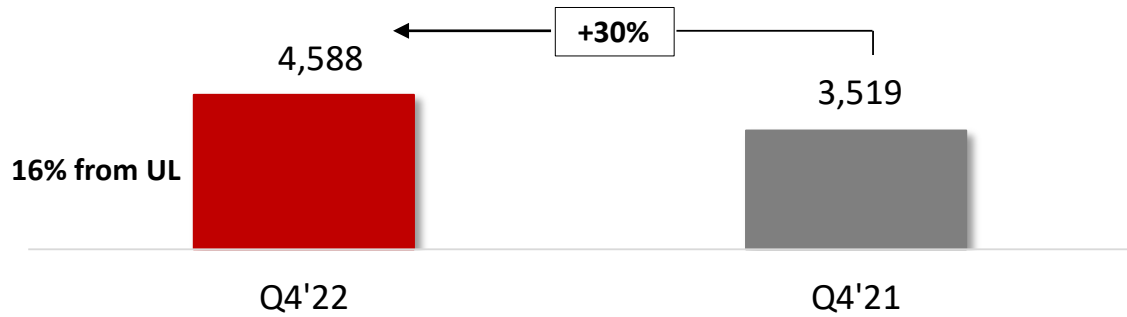
380
Number of Stores
Opened : 14 Closed : 8



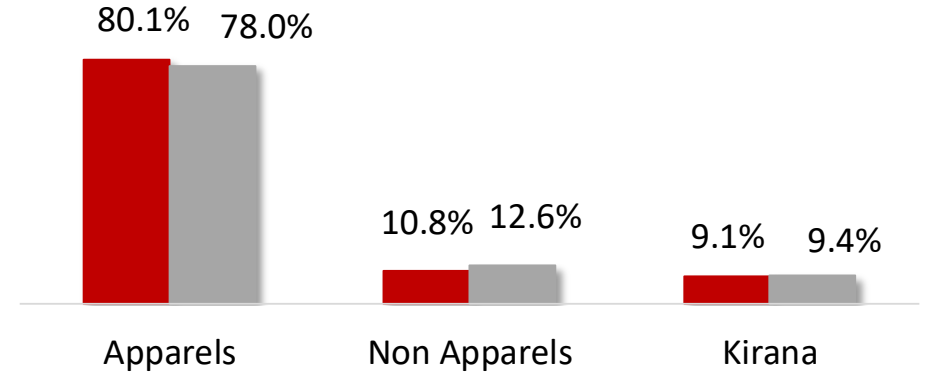
Financial Parameters



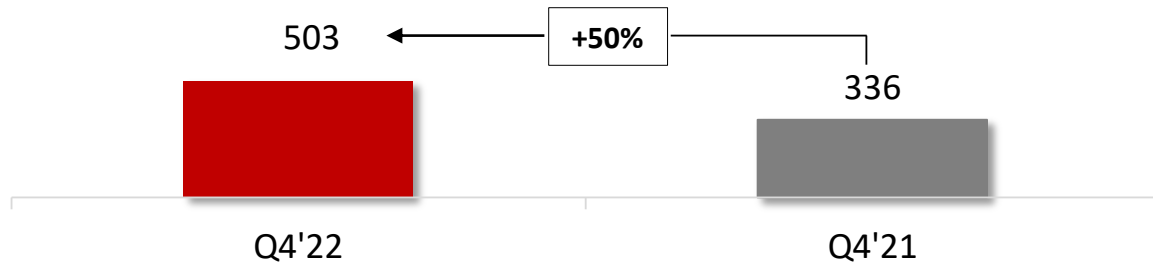
Revenue (Rs. Millions)



Sales Mix (%)



EBITDA (Rs. Millions)



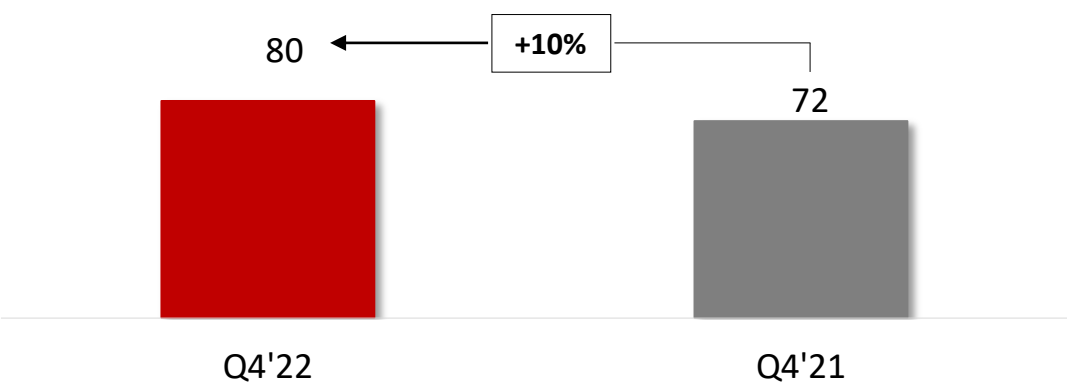
PAT (Rs. Millions)



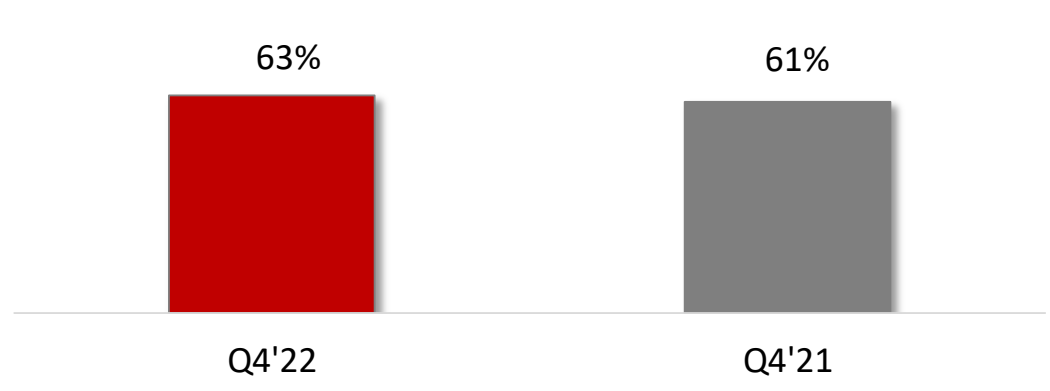
Operational Parameters



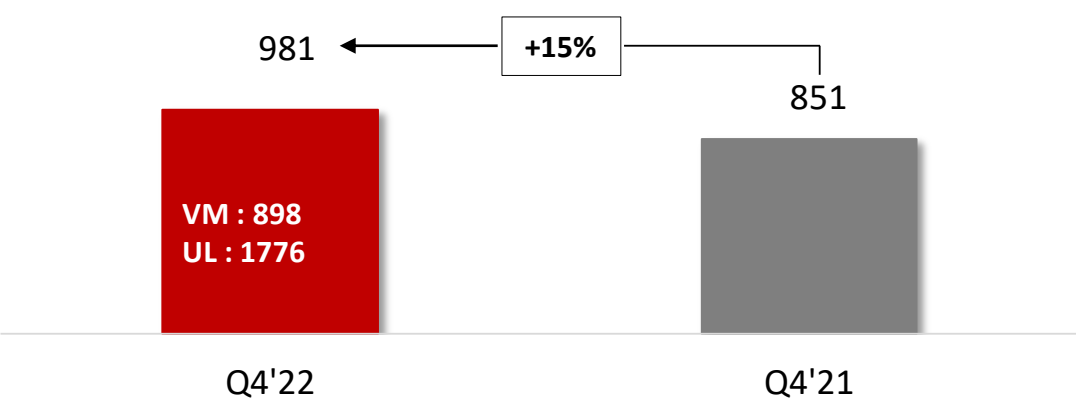
Footfall (Lacs)



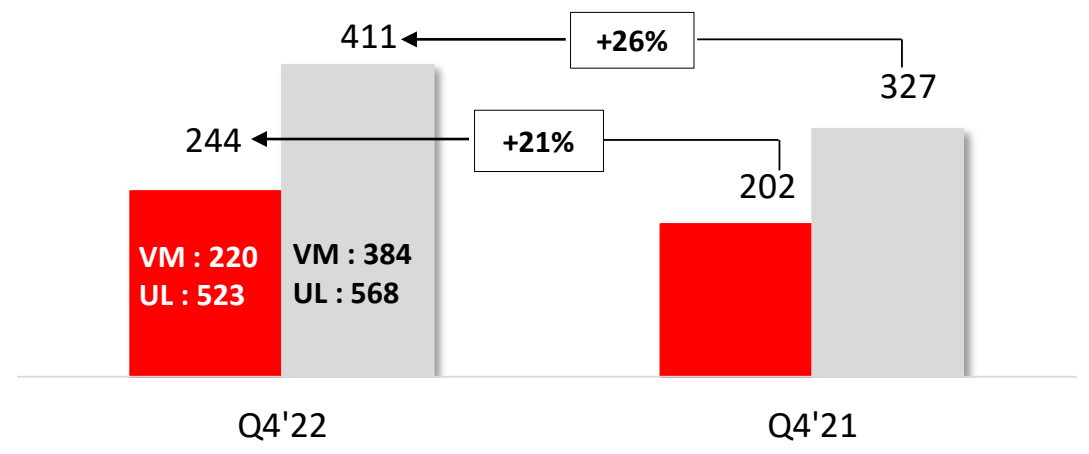
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs.)



■ Total ■ Apparel

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INDIA 2022

**V
MART**

FY'22

**Key Performance Highlights
Financial Parameters
Operational Parameters**



Key Highlights: FY'22 vs. FY'21 Results



55%

Revenue Growth

Vs FY'21

116

Net Profit / (loss)

Rs. Millions

87%

13%

Revenue Contribution

V-Mart

Unlimited*

*7 months

92%

8%

Revenue Contribution

Fashion

Kirana

307

73

No. of Stores

V-Mart

Unlimited

380

Number of Stores

Opened : 113

Closed : 12



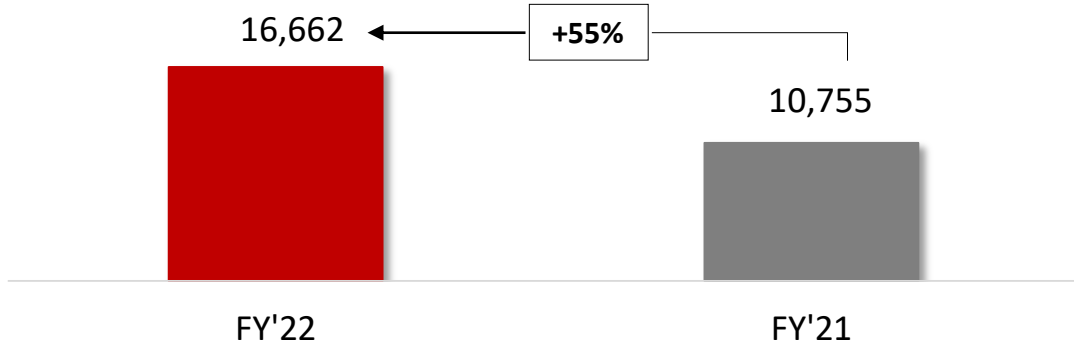


FY'22

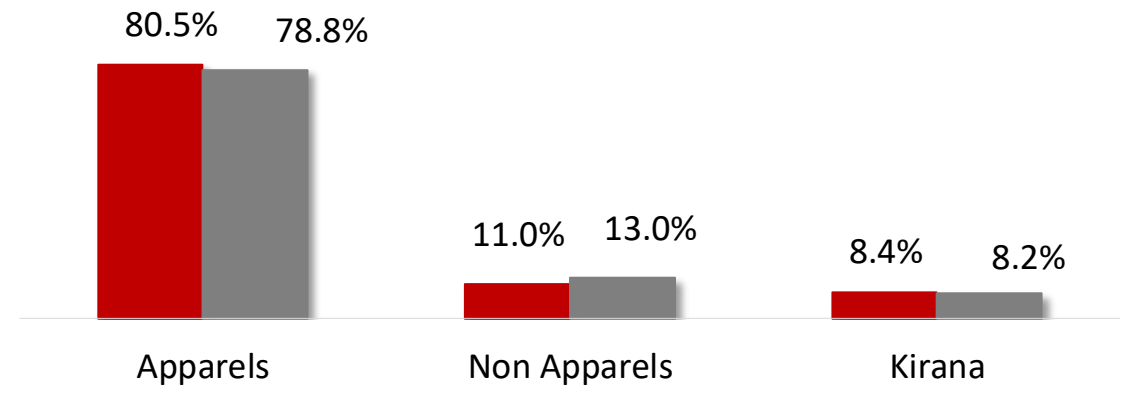
Financial Parameters



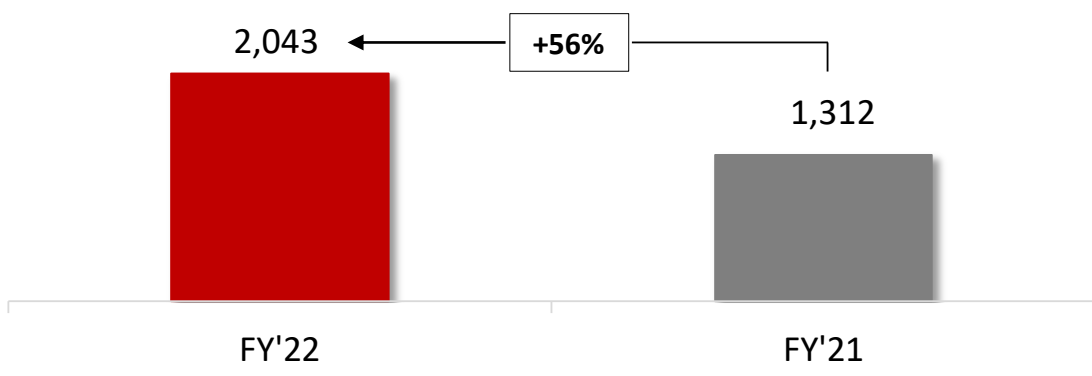
Revenue (Rs. Millions)



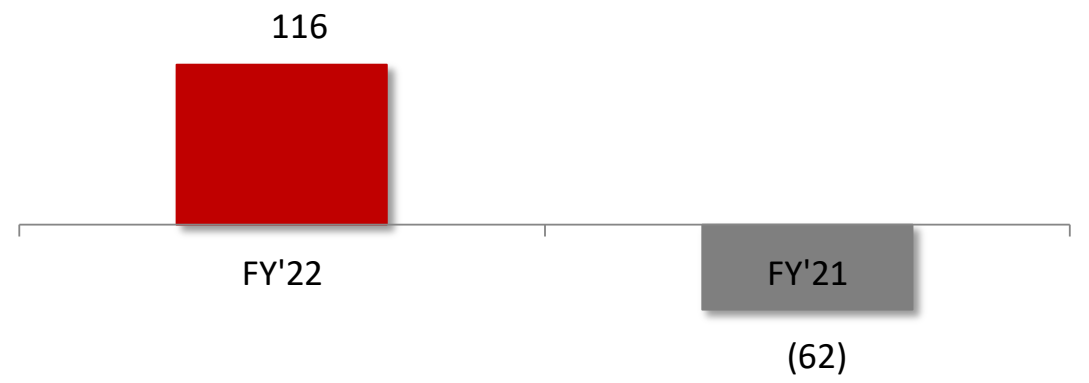
Sales Mix (%)



EBITDA (Rs. Millions)



PAT (Rs. Millions)



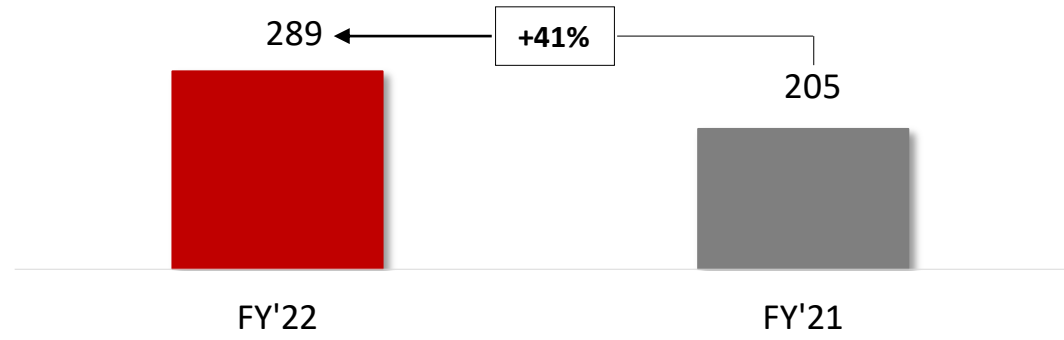


FY'22

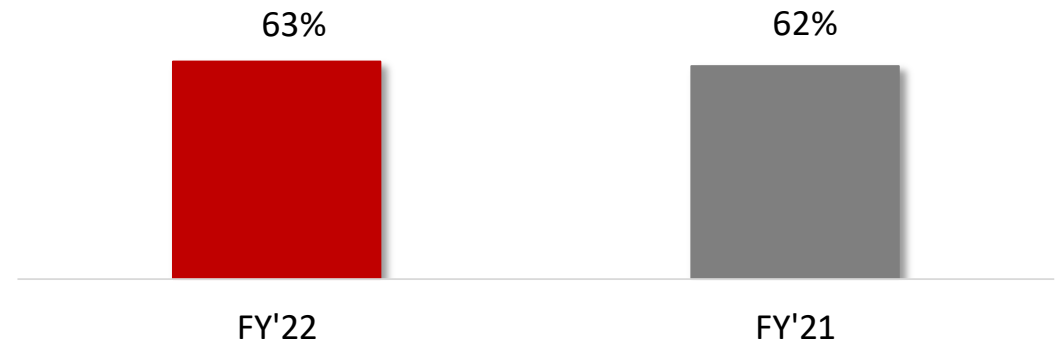
Operational Parameters



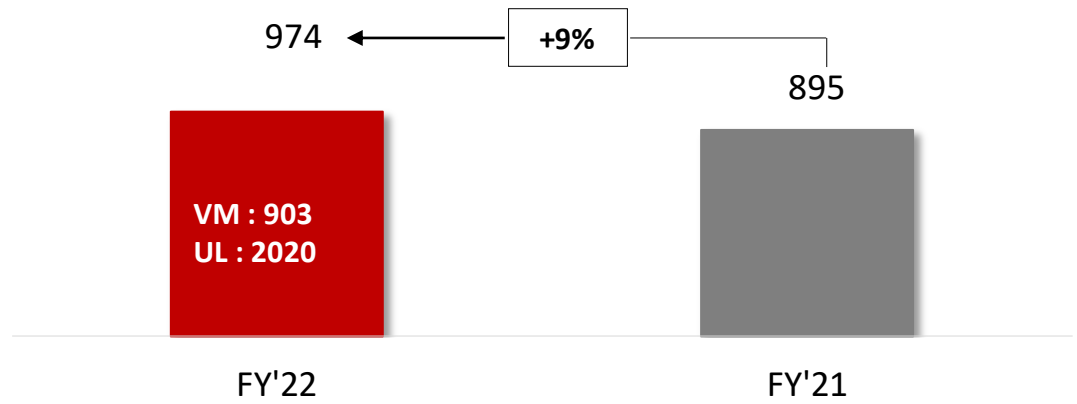
Footfall (Lacs)



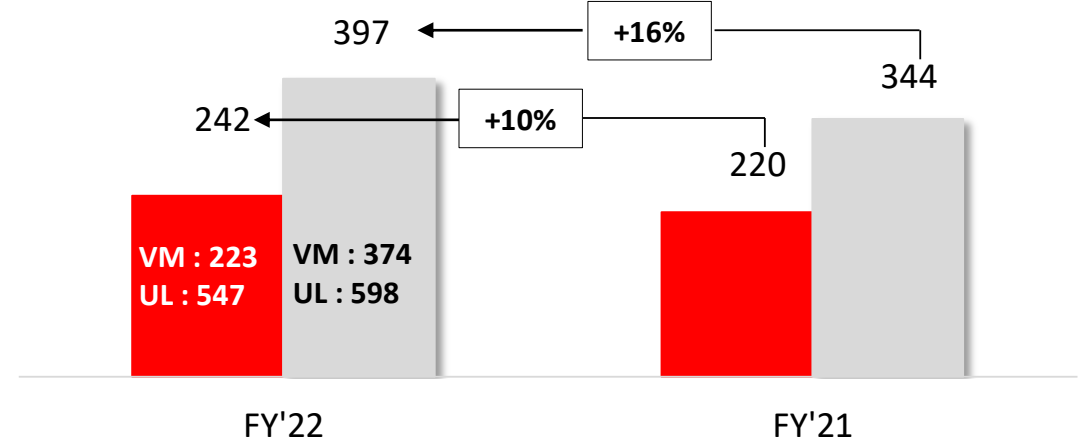
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



■ Total ■ Apparel

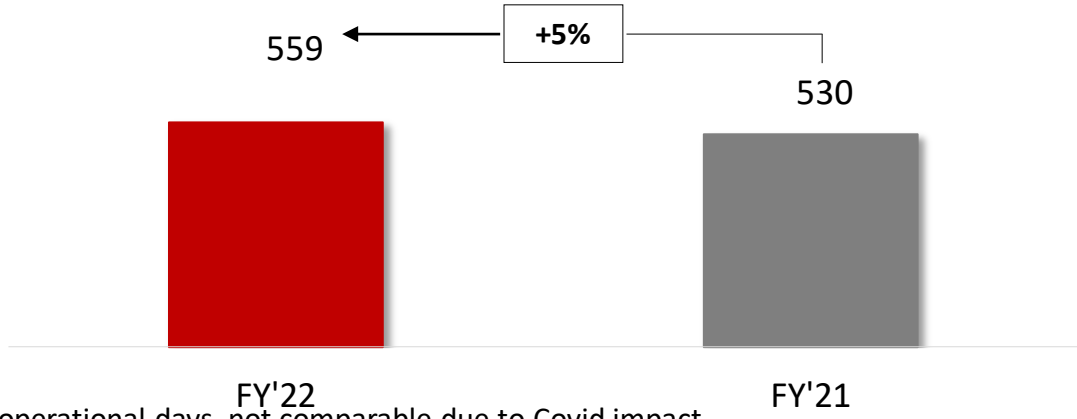


FY'22

Operational Parameters

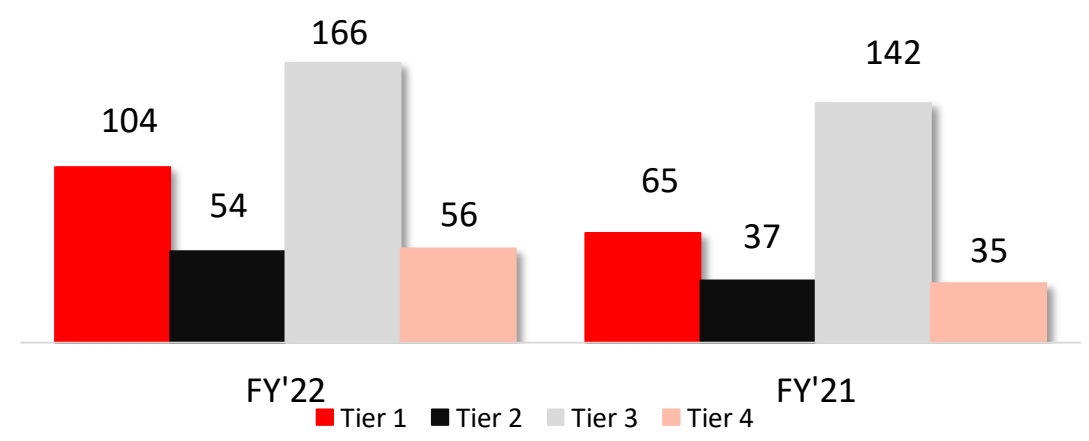


Sales per sq feet (per month)*

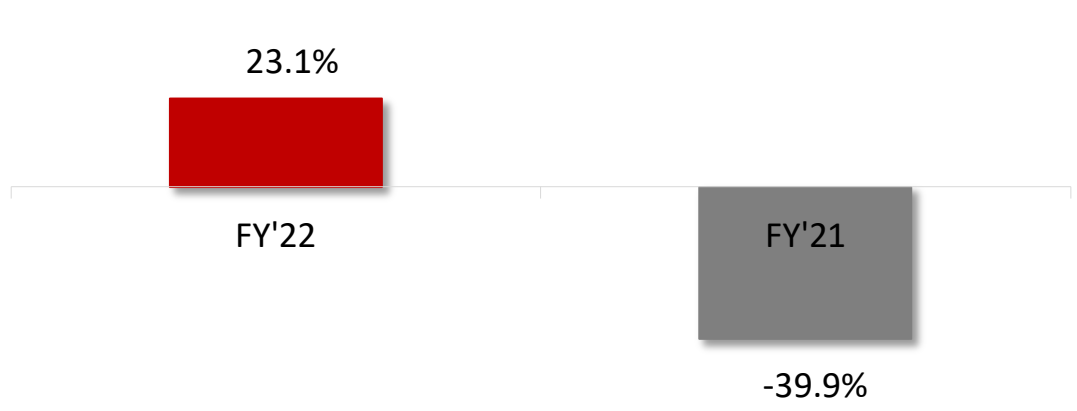


*basis operational days, not comparable due to Covid impact

Store Count (Nos)

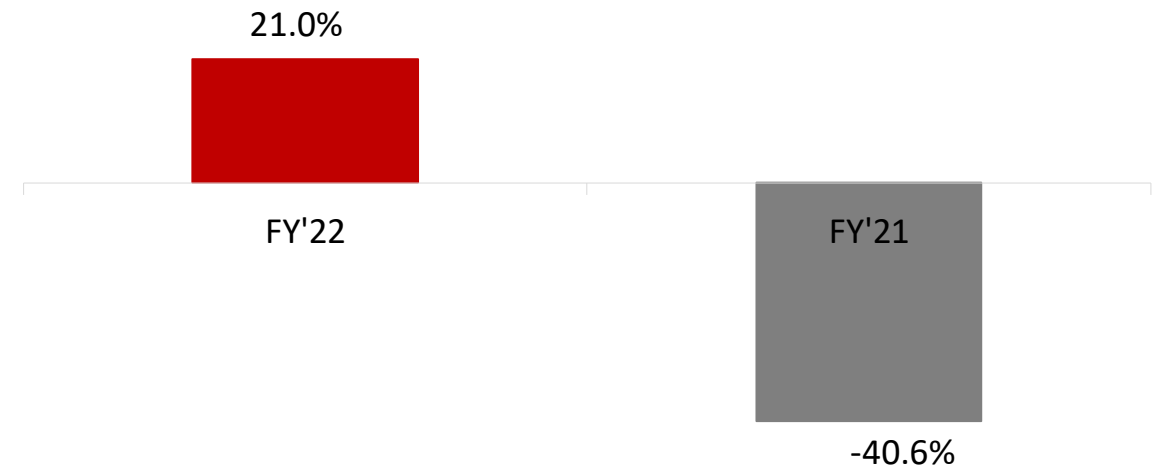


Same Store Sales Growth (%)**



**same store are stores opened till FY'19 (199 stores), not comparable due to Covid impact

Same Store Volume Growth (%)**



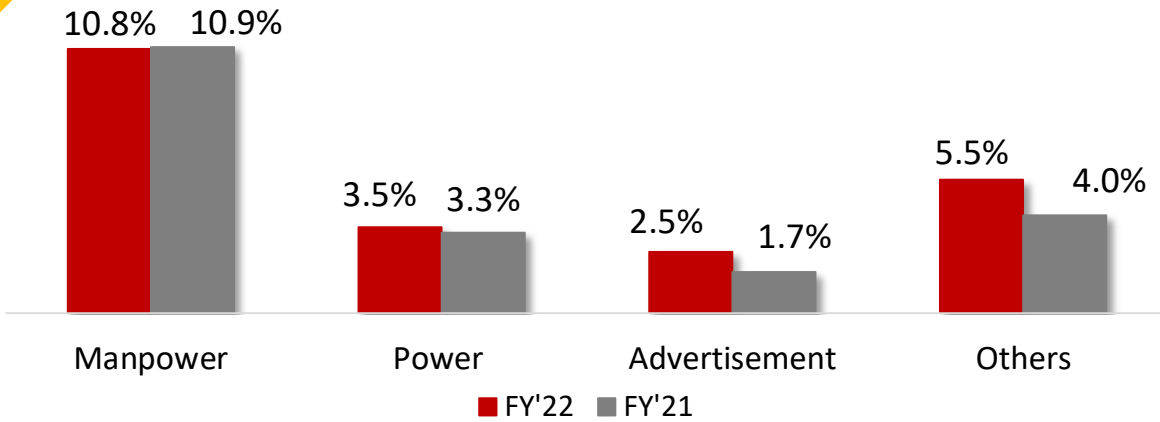


FY'22

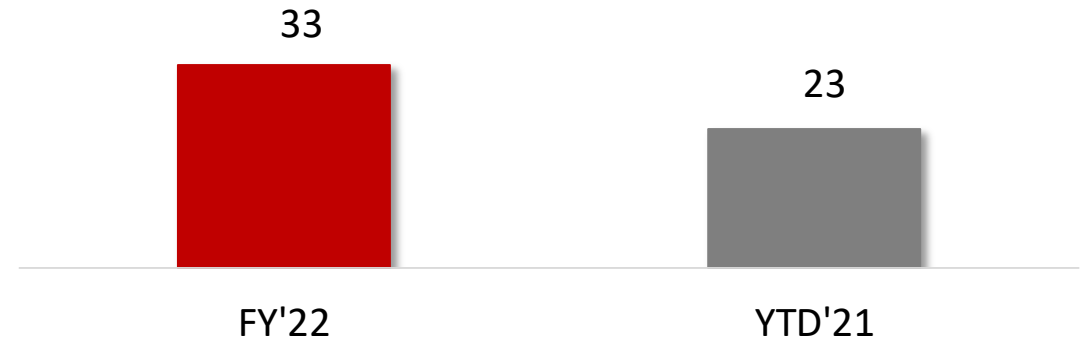
Operational Parameters



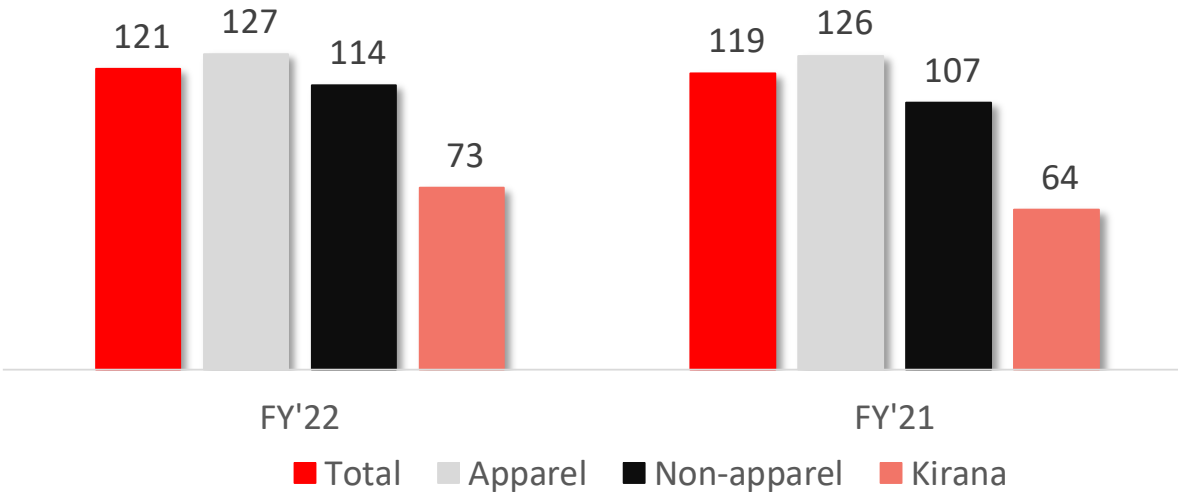
Expenses (% of Revenue)



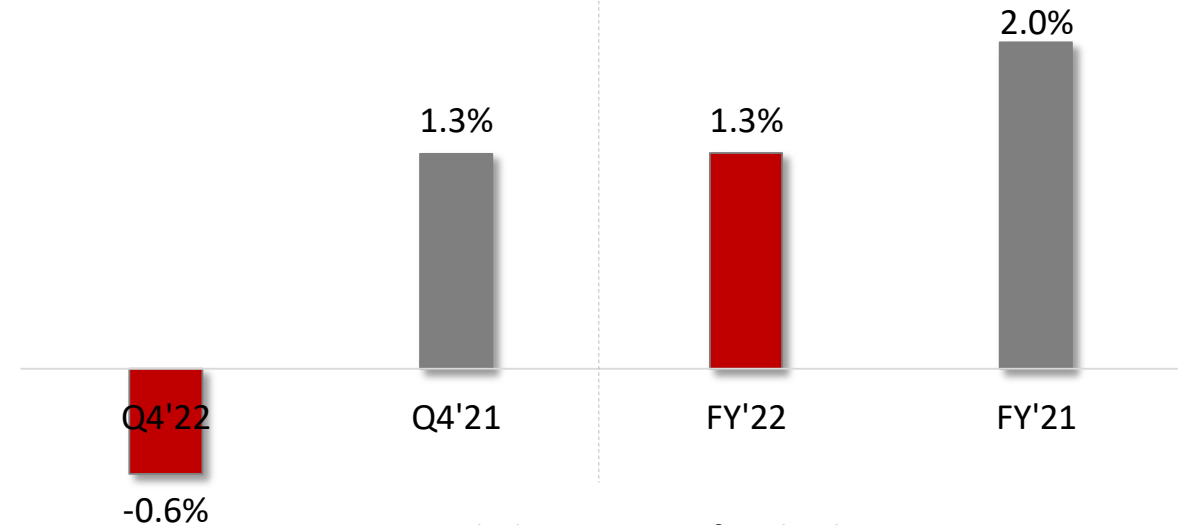
Retail Space (Lacs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Includes provision for obsolescence

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

INR Millions

Particulars (impact on PBT) – FY'22	Pre Ind-AS 116 (A)	Post Ind-AS 116 (B)	Net Impact on PBT C = (B-A)
Rent	1,341	90	(1,251)
Finance cost	5	772	767
Depreciation & Amortization	438	1,307	869
PBT Decreased By			384

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

Financial Review – Profit & Loss Statement

INR millions (except per share data)

Particulars	For the period ended	
	31.03.2022 (Audited)	31.03.2021 (Audited)
I. Revenue from operations	16,662	10,755
II. Other income	140	210
III. Total Income (I + II)	16,801	10,965
IV Total expenses (IV)	16,697	11,062
V (Loss)/profit before tax (III-IV)	104	(97)
VI Total tax expense* (VI)	(12)	(35)
VII (Loss)/profit for the year (V-VI)	116	(62)
VIII Other comprehensive (loss)/income	(19)	(3)
IX Total comprehensive (loss)/income for the period (VII+VIII)	98	(65)
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	5.90	(3.37)
(b) Diluted (Rs.)	5.88	(3.37)

* Tax expense includes deferred tax

Financial Review - Balance Sheet



INR Millions

	As At March 31, 2022	As At March 31, 2021
EQUITY AND LIABILITIES		
Equity		
Equity share capital	197	197
Other equity	8,299	8,055
Total Equity (E)	8,496	8,252
Liabilities		
Financial liabilities		
Lease liabilities	8,429	5,308
Employee benefit obligations	109	73
Non-current liabilities (F)	8,538	5,381
Financial liabilities		
Lease liabilities	593	370
Trade payables	2,906	1,917
Other Financial Liabilities	212	102
Employee benefit obligations	41	32
Liabilities for current tax (net)	116	121
Other current liabilities	93	90
Current liabilities (G)	3,961	2,632
Total Liabilities (H = F+G)	12,499	8,013
TOTAL EQUITY AND LIABILITIES (I = E+H)	20,995	16,265

	As At March 31, 2022	As At March 31, 2021
ASSETS		
Property, plant and equipment	2,795	1,758
Capital work in progress	64	22
Intangible assets	32	28
Right-of-use assets	8,283	5,180
Financial assets		
Investments	38	36
Other financial assets	370	143
Deferred tax assets (net)	386	253
Other non-current assets	44	27
Non-current Assets (A)	12,011	7,446
Inventories	6,682	4,283
Financial assets		
Investments	1,211	3,154
Loans	5	1
Cash and cash equivalents	330	238
Other financial assets	2	710
Other bank balances	20	37
Other current assets	733	398
Current Assets (A+B)	8,983	8,819
TOTAL ASSETS (C = A+B)	20,995	16,265

Financial Review - CFS



INR Millions

Cash Flow Statement for the period	For the period	
	March 31, 2022	March 31, 2021
Cash flows from operating activities		
Profit before Income Tax	104	(97)
Adjustments for :		
Operating profit before working capital changes	1,991	1,346
Changes in working capital :	(1,985)	182
Cash flow from operations	6	1,528
Taxes paid (net of refunds)	(118)	(35)
Net cash flow (used in)/from operating activities (A)	(113)	1,493
Investing activities		
Net cash flow (used in)/from investing activities (B)	1,237	(4,188)
Financing activities		
Net cash from/(used in) financing activities (C)	(1,045)	2,869
Net increase/(decrease) in cash and cash equivalent (D = A+B+C)	80	174

- Net Capex : Rs. 1,494 million (previous year: Rs. 406 million)

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INDIA 2022



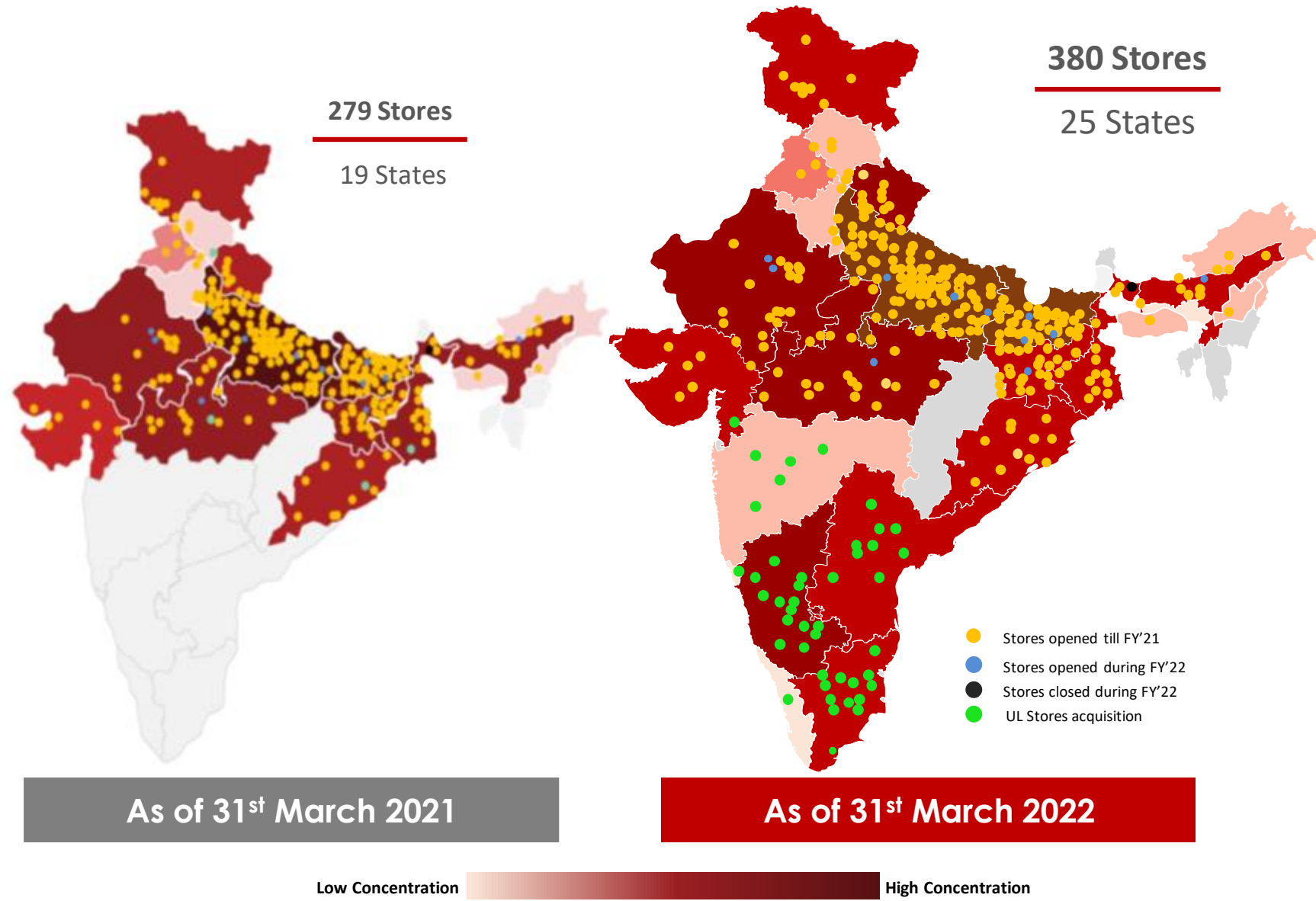
FY'22

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

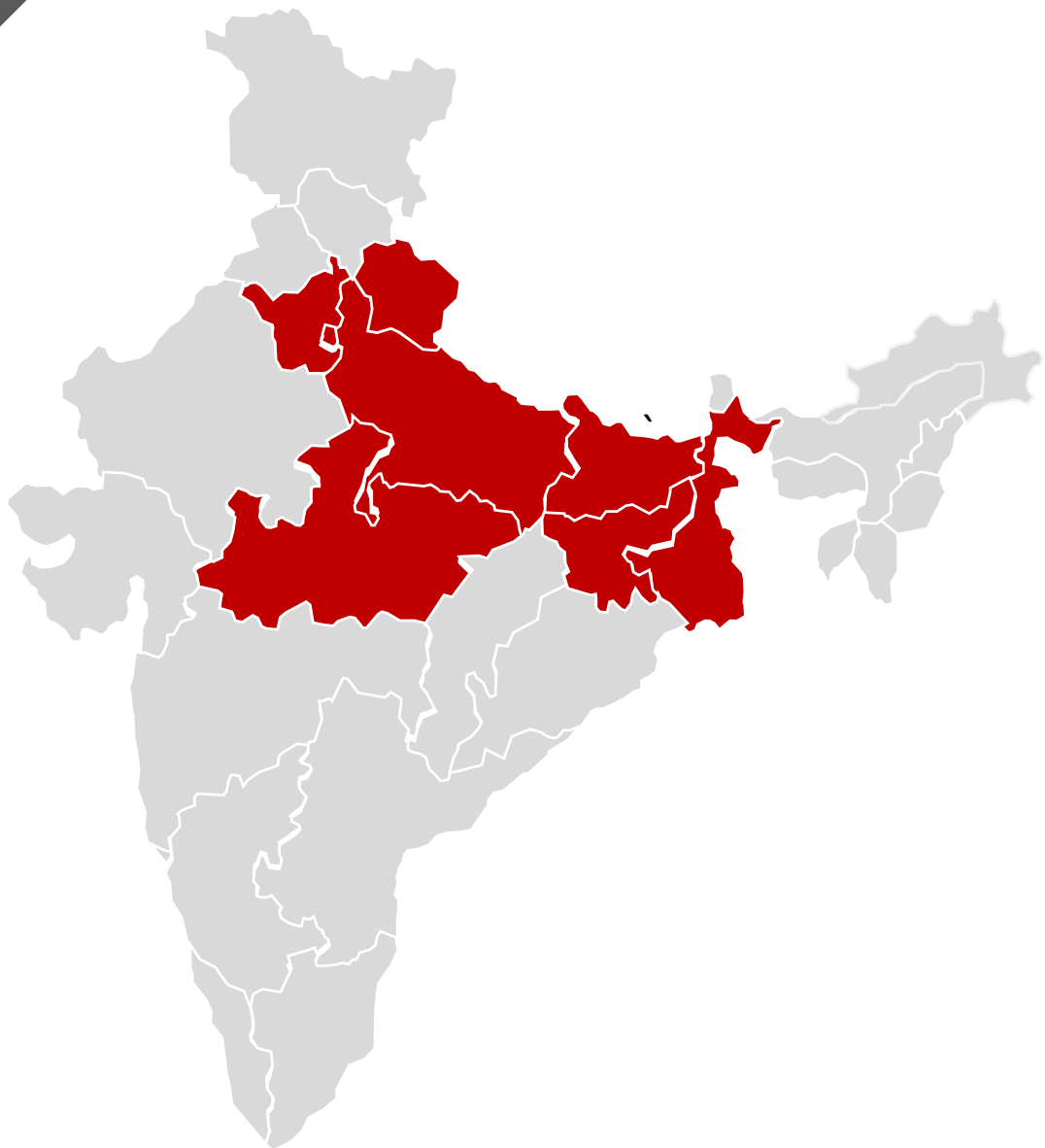


Total Stores as on March 31, 2022

States	No of Stores
Uttar Pradesh	122
Bihar	55
Jharkhand	24
Tamil Nadu	22
Karnataka	20
Rajasthan	17
West Bengal	17
Madhya Pradesh	14
Telangana	14
Uttarakhand	10
Andhra Pradesh	9
Assam	8
Jammu and Kashmir	8
Odisha	8
Gujarat	7
Delhi	6
Maharashtra	5
Punjab	5
Haryana	3
Arunachal Pradesh	1
Goa	1
Himachal Pradesh	1
Kerala	1
Meghalaya	1
Tripura	1
Total Stores	380



New Stores Addition (Q4'FY22)



State	No. of stores
Uttar Pradesh	4
Delhi	2
Bihar	2
Jharkhand	2
Haryana	1
Uttarakhand	1
Madhya Pradesh	1
West Bengal	1
Total	14

Celebrating Festivals with Fashion & Happiness – Key Campaigns



Holi Celebrations Q4' FY 22
[\(Click to View\)](#)



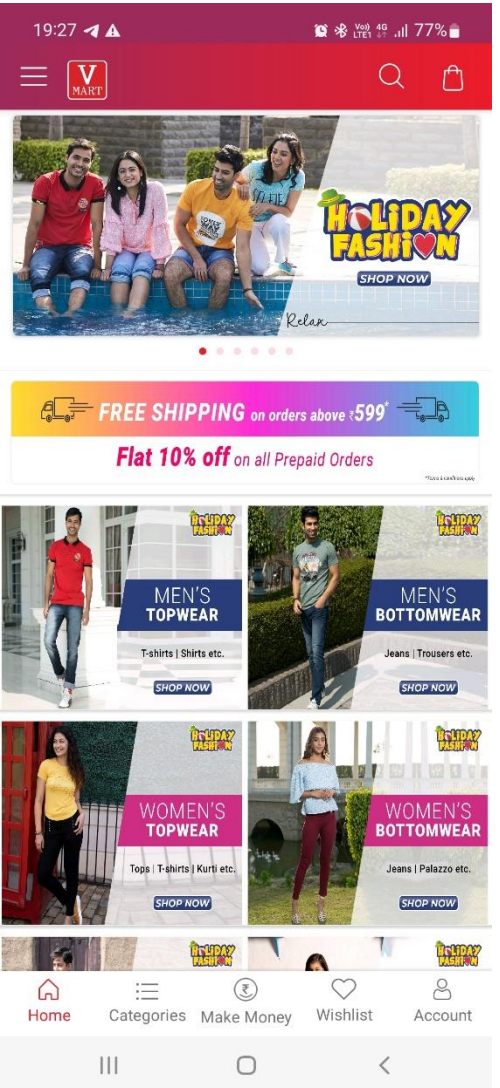
Eid Celebrations Q1' FY23
[\(Click to View\)](#)



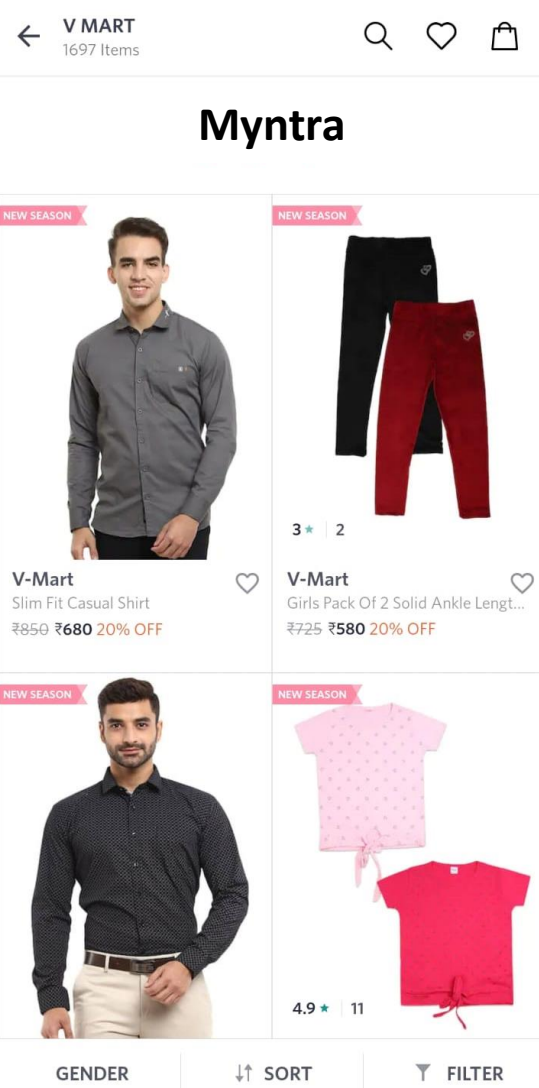
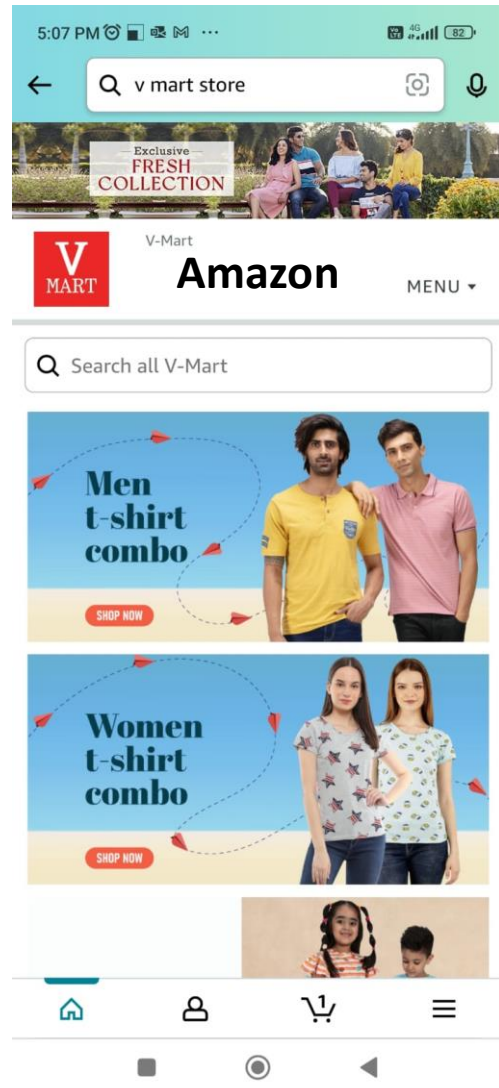
Our Journey to "Omnipresence" – Digital Business



V-Mart App



V-Mart on Marketplace



www.vmartretail.com



Other Significant Updates



Recognised as
India's Best Workplaces in Retail
2022



Recognized as
Masters of Risk- Retail & Consumer Sector
in Mid Cap category, at 8th edition of
CNBC - India Risk Management Awards 2022

Nurturing Growth with Sustainability



Launched Eco-friendly Products

Recycled Fabrics

- Environment friendly
- Yarn made from recycled fabric and fiber waste
- 95% of less water usage
- 30% of less CO2 emissions
- 30% of less energy consumption

Green Denims

- Usage of 50% renewable Energy
- 100% utilization of cotton and yarn
- Zero Solid & Liquid Discharge
- Less than 15 Liters of Water/Kilogram of Denim



Thank you!

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

