



Ref. No. CS/S/L-493/2021-22

31st May, 2021

<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, 2021.

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**

ANAND Digitally signed by
ANAND AGARWAL
AGARWAL Date: 2021.05.30
09:23:57 +05'30'

**Anand Agarwal
Chief Financial Officer**

Encl: As below

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

Q4 FY'21





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April - March FY'21

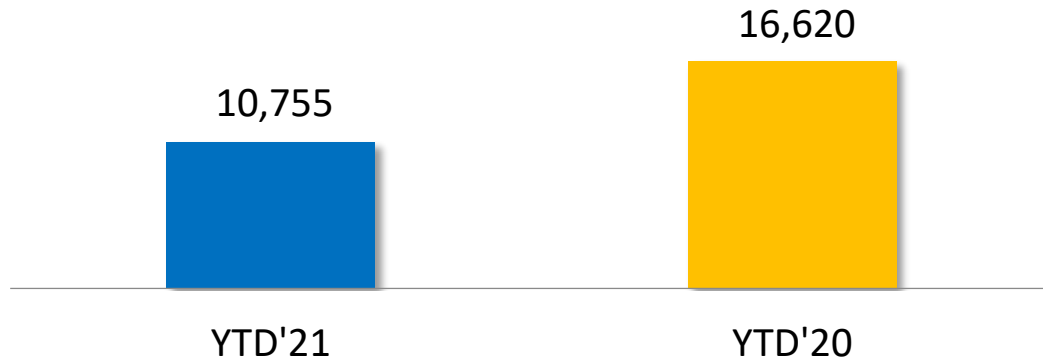
Key Highlights
Financial Parameters
Operational Parameters

Key Highlights: April - March FY'21 vs. FY'20 Results

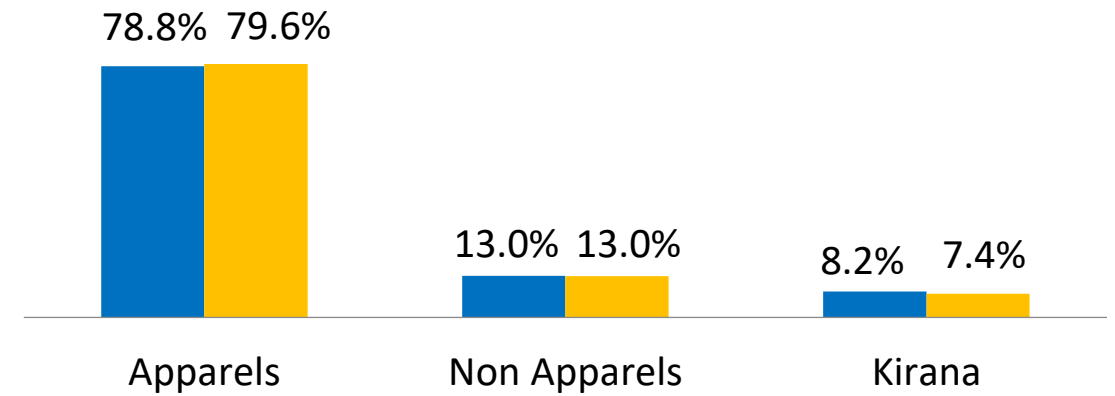
- **Number of Stores** : 279 (opened : 20, closed : 7)
- **Revenue** 65% of FY'20
- **Contribution** of segment to total revenue :
 - Fashion 92%
 - Kirana 8%
- **Net profit/(loss)** : Rs. (62) million

Financial Parameters : April - March FY'21 vs. FY'20

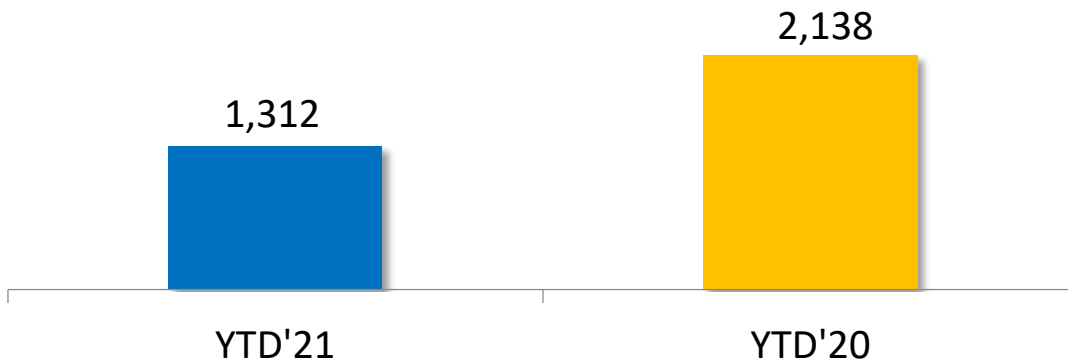
Sales (Millions)



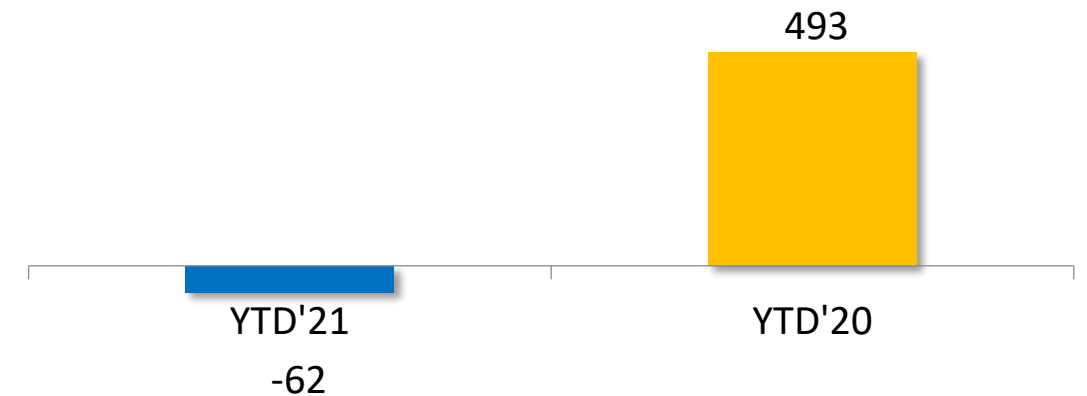
Sales Mix (%)



EBITDA (Millions)

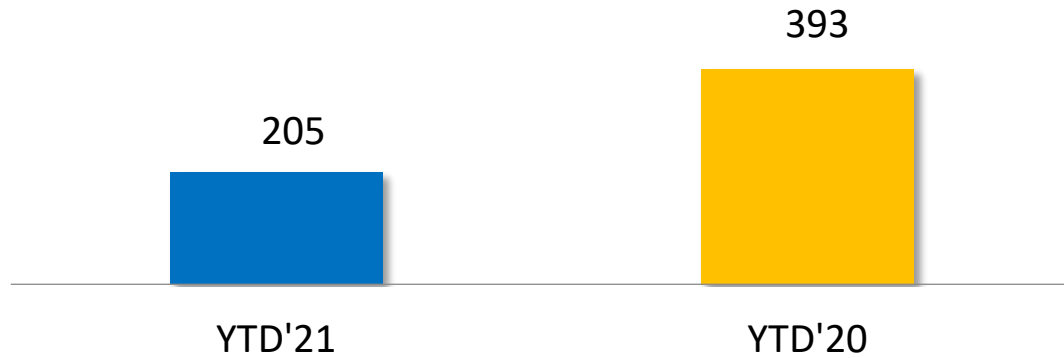


PAT (Millions)



Operational Parameters : April - March FY'21 vs. FY'20

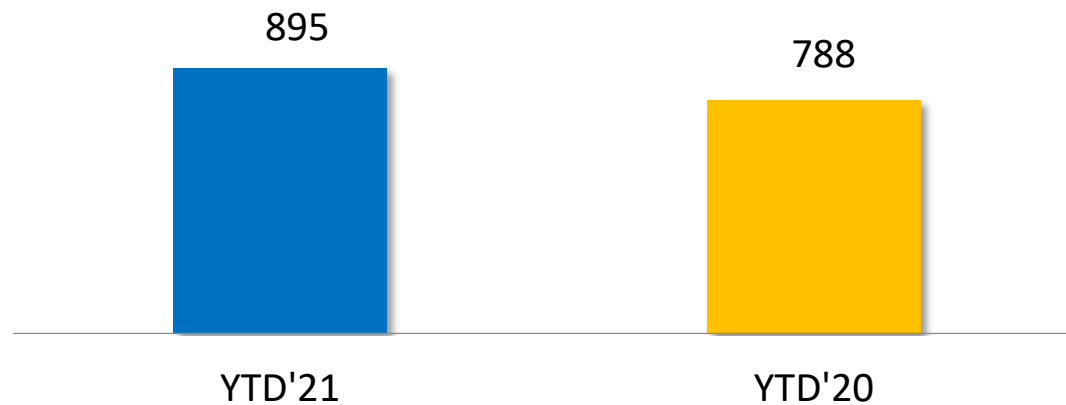
FootFall (Lacs)



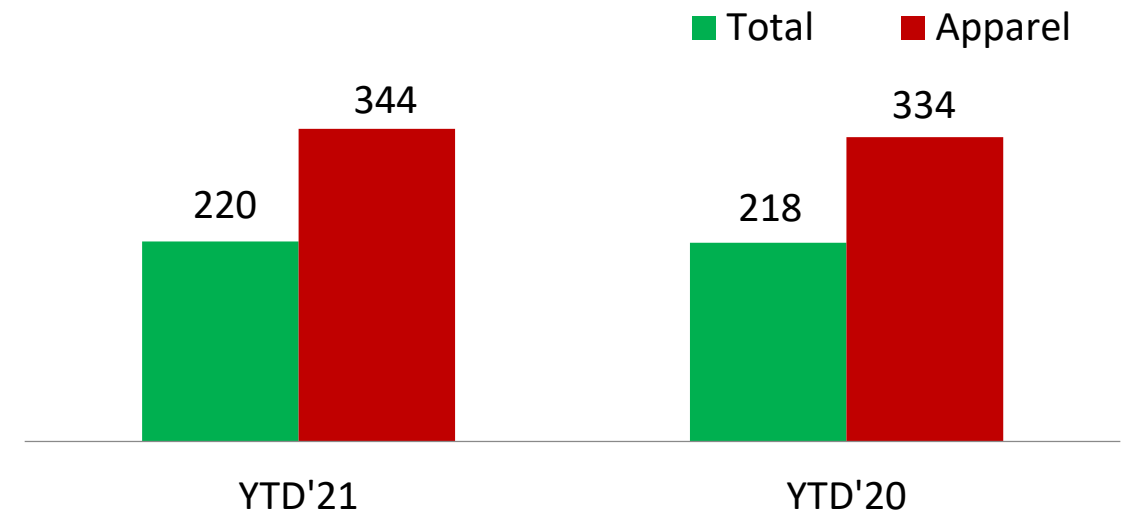
Conversion Rate (%)



Transaction size (Rs.)

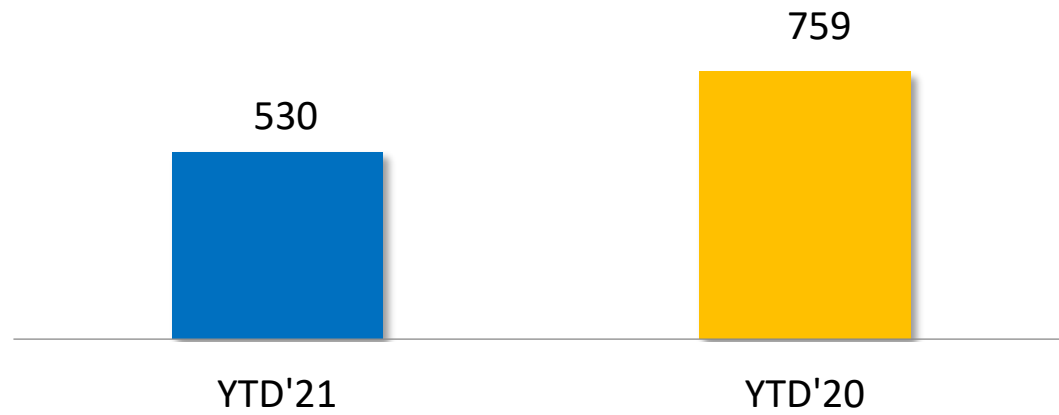


Average Selling Price (Rs)

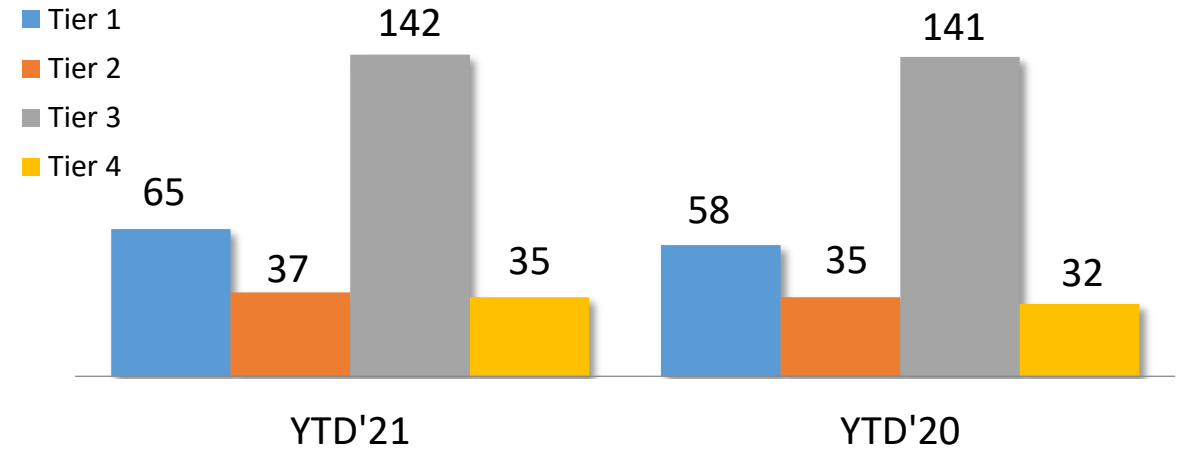


Operational Parameters : April - March FY'21 vs. FY'20

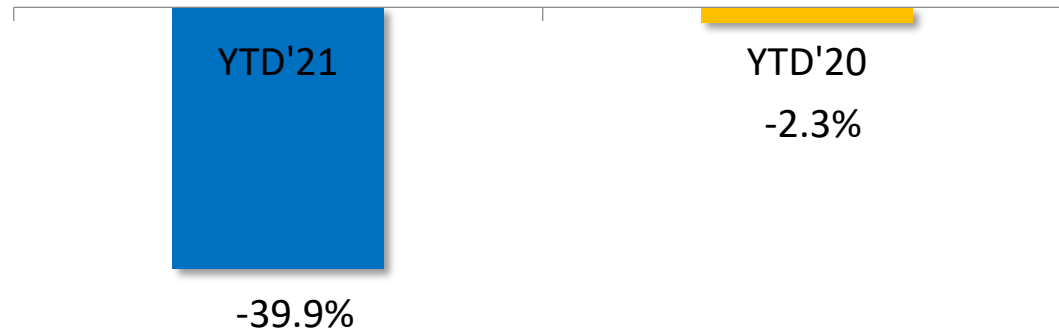
Sales per sq feet (per month)



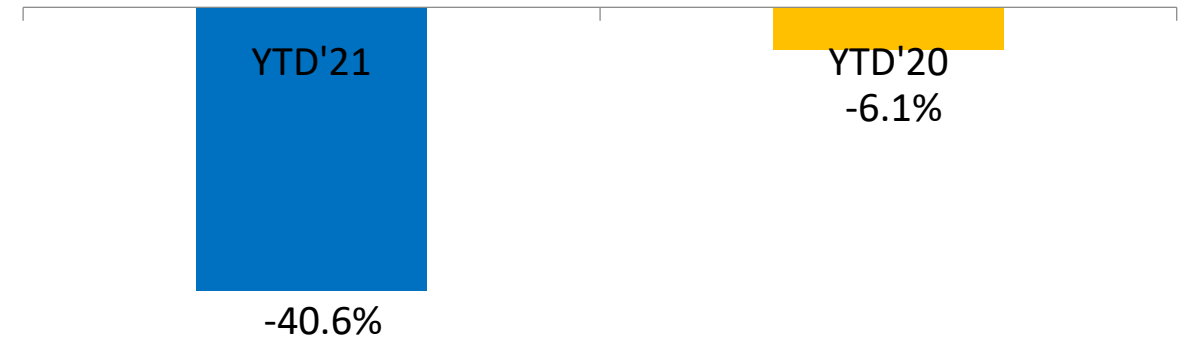
Store Count (Nos)



Same Store Sales Growth (%)

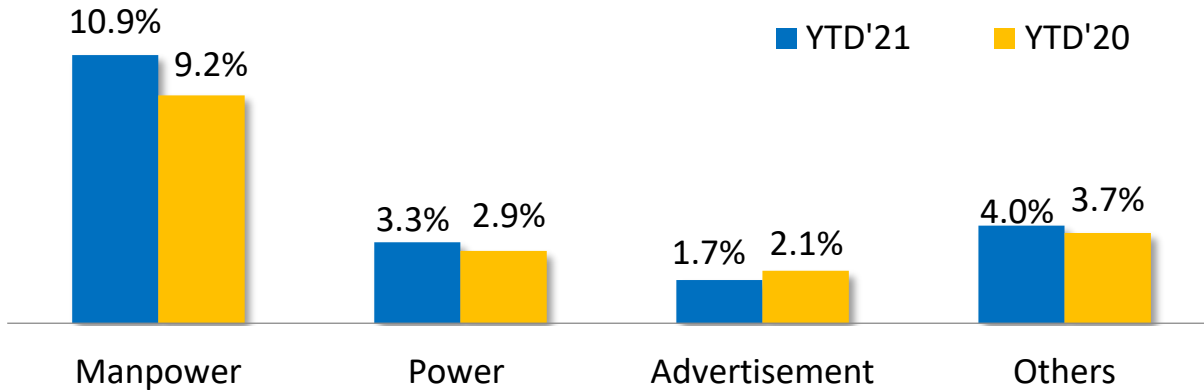


Same Store Volume Growth (%)

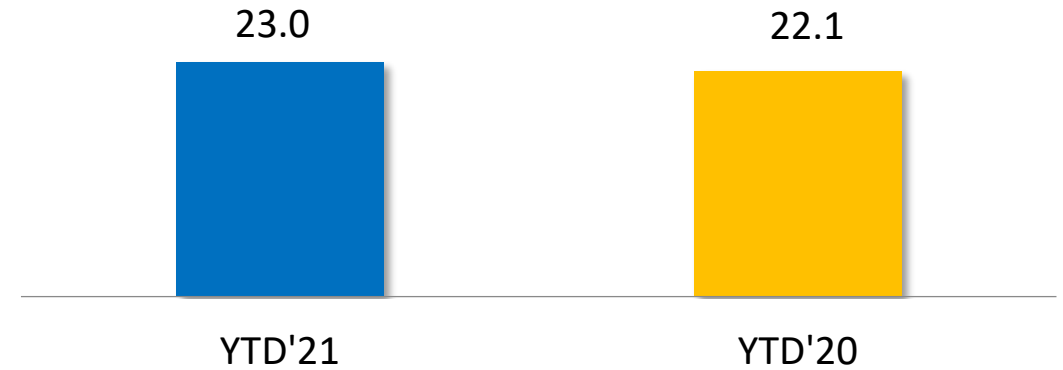


Operational Parameters : April - March FY'21 vs. FY'20

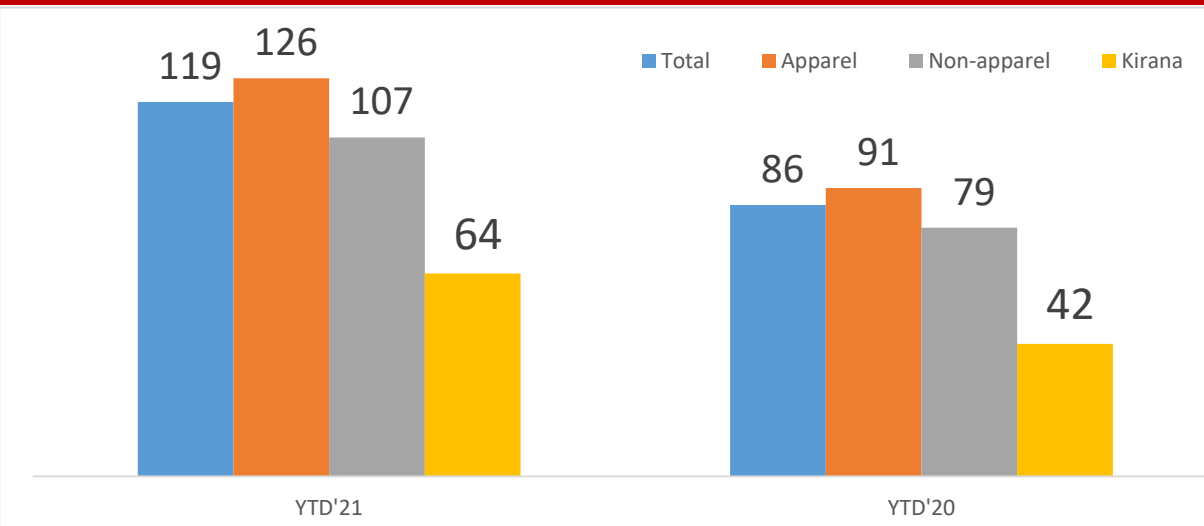
Expenses (% of Sales)



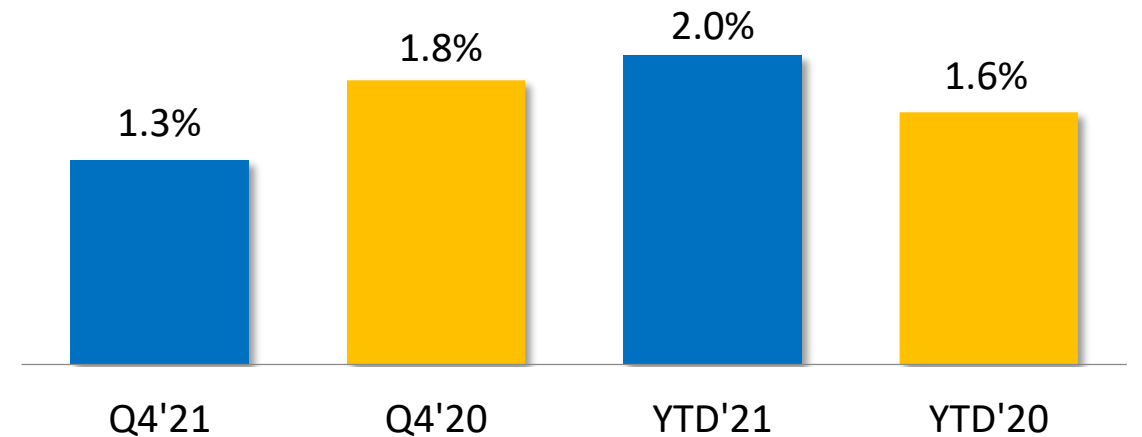
Retail Space (Lacs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



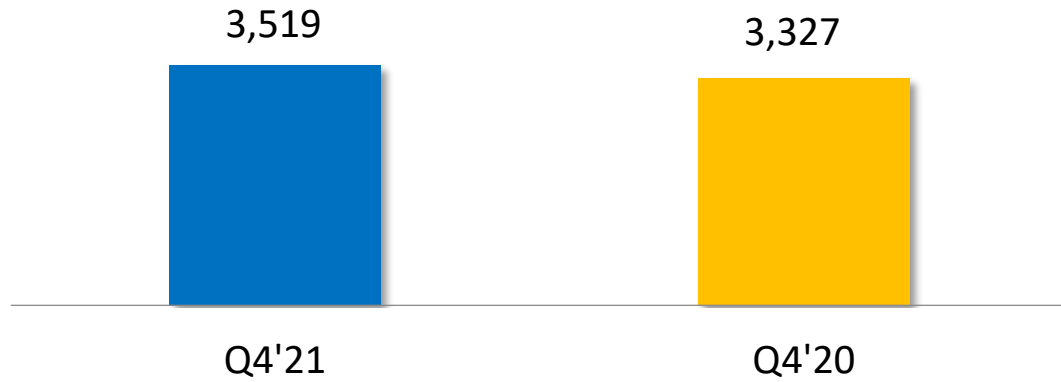
Key Highlights: Q4 FY'21 vs. FY'20 Results

- **Number of Stores** : 279 (opened : 07, closed : 02)
- **Revenue** 106% of Q4'20
- **Contribution** of segment to total revenue :
 - Fashion 91%
 - Kirana 9%
- **Net profit/(loss)** : Rs. (15) million

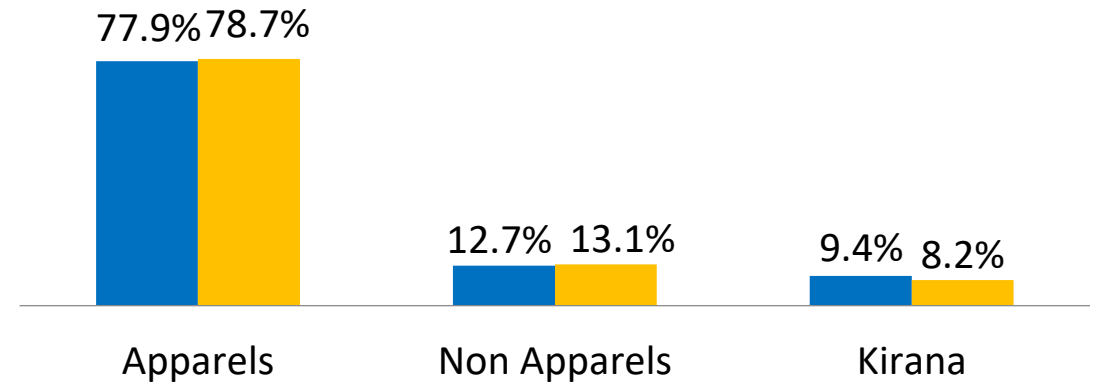
Financial Parameters : Q4 FY'21 vs. FY'20



Sales (Millions)



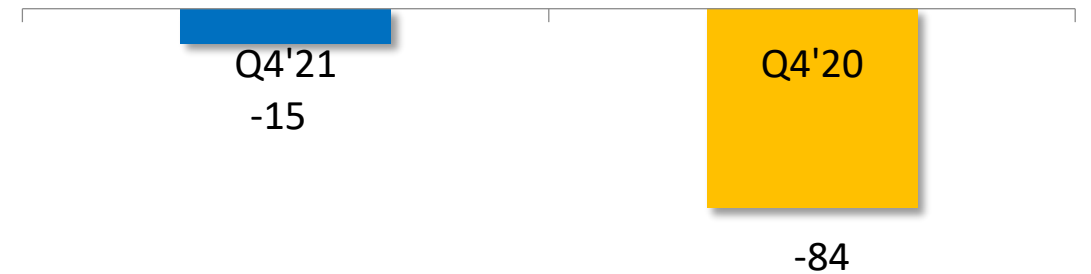
Sales Mix (%)



EBITDA (Millions)

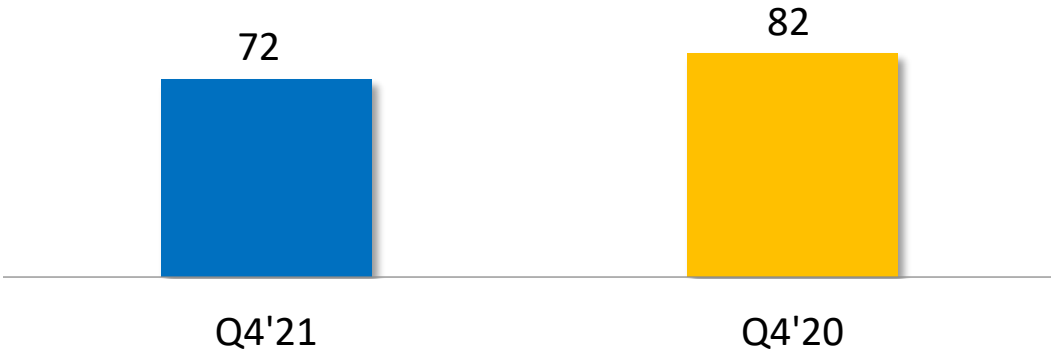


PAT (Millions)



Operational Parameters : Q4 FY'21 vs. FY'20

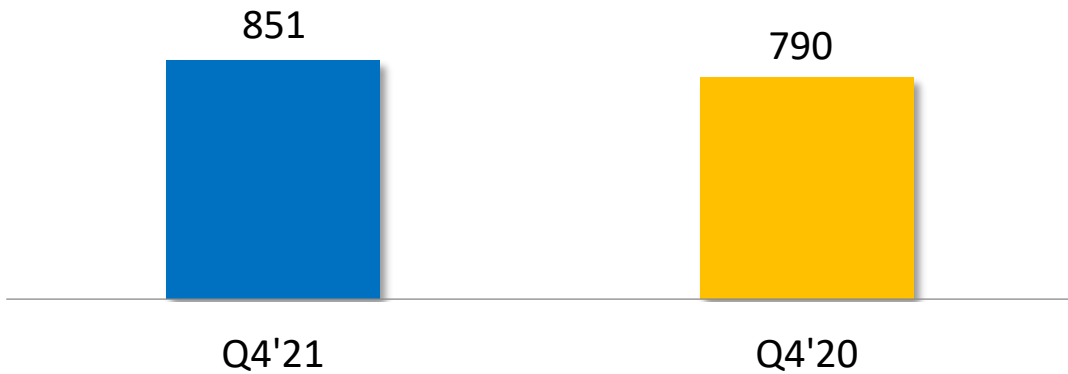
FootFall (Lacs)



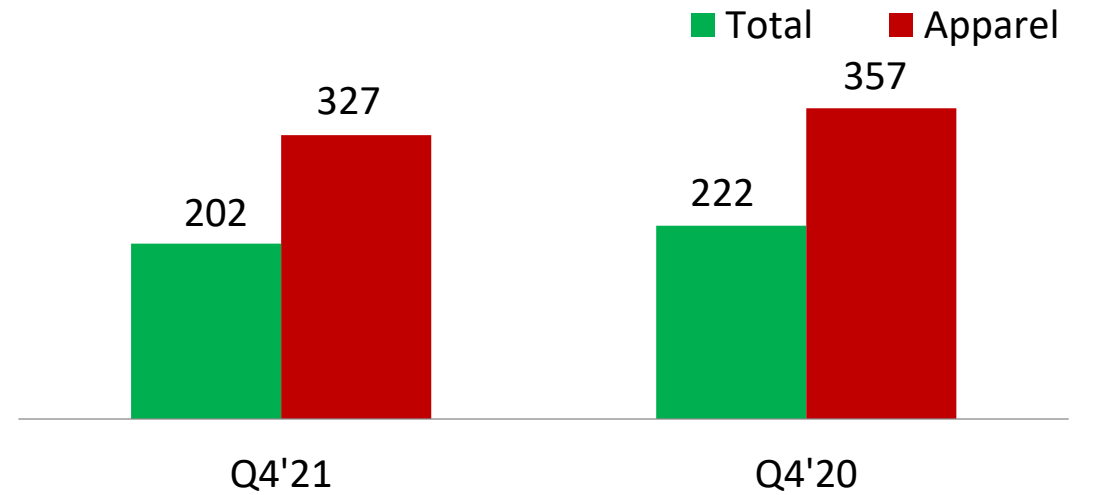
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Ind-AS 116 : P&L Impact (FY'21)

(Rs. in million)

Particulars (impact on PBT)	Pre Ind-AS116 (A)	Post Ind-AS116 (B)	Net Impact on PBT (B-A)
Rent	(944)	(0)	944
Finance cost	(23)	(589)	(566)
Depreciation & Amortization	(366)	(1030)	(664)
PBT			(286)

Rent concession Accounting as per MCA guidelines	Amount (in Rs.Cr)	Remarks
Total Rent concession received during the year	26	
Net off from rent	10	To the extent rent expense available for set-off
Balance : Other Income	16	

Financial Review – Profit & Loss Statement

Rs. in million (except per share data)

Particulars	For the period ended	
	31.03.2021	31.03.2020
	(Audited)	(Audited)
I. Revenue from operations	10,755	16,620
II. Other income	210	45
III. Total Income (I + II)	10,965	16,665
IV Total expenses (IV)	11,062	15,970
V (Loss)/profit before tax (III-IV)	(97)	695
VI Total tax expense* (VI)	(35)	202
VII (Loss)/profit for the year (V-VI)	(62)	493
VIII Other comprehensive (loss)/income	(3)	(0)
IX Total comprehensive (loss)/income for the period (VII+VIII)	(65)	493
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	(3.37)	27.18
(b) Diluted (Rs.)	(3.37)	27.17

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS



V-Mart Retail Limited
Statement of Assets and Liabilities:

Particulars	As at	As at
	March 31, 2021	March 31, 2020
	(Audited)	(Audited)
I ASSETS		
Non-current assets		
Property, plant and equipment	1,757.86	1,712.72
Right-of-use assets	5,179.99	4,921.11
Capital work-in-progress	21.90	24.67
Intangible assets	27.57	36.59
Financial assets		
Investments	36.20	33.15
Loans	128.34	118.85
Other financial assets	14.30	12.52
Deferred tax assets (net)	252.72	160.12
Other non-current assets	27.26	40.86
	7,446.14	7,060.59
Current assets		
Inventories	4,283.07	4,779.22
Financial assets		
Investments	3,153.64	45.75
Loans	5.41	0.34
Cash and cash equivalents	238.00	48.96
Other financial assets	704.91	-
Other bank balances	36.73	0.93
Other current assets	397.52	300.69
	8,819.28	5,175.89
Total Assets	16,265.42	12,236.48
II EQUITY AND LIABILITIES		
EQUITY		
Equity share capital	197.06	181.56
Other equity	8,055.21	4,407.76
	8,252.27	4,589.32
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Lease liability	5,307.84	4,378.37
Employee benefit obligations	73.43	61.23
	5,381.27	4,439.60
Current liabilities		
Financial liabilities		
Borrowings	-	10.47
Lease liability	370.19	778.26
Trade payables		
a) total outstanding dues of ME and SE	558.87	504.37
b) total outstanding dues other than ME and SE	1,357.95	1,463.53
Other financial liabilities	102.03	260.81
Employee benefit obligations	32.07	25.49
Liabilities for current tax (net)	121.18	96.71
Other current liabilities	89.59	67.92
	2,631.88	3,207.56
Total Equity and Liabilities	16,265.42	12,236.48

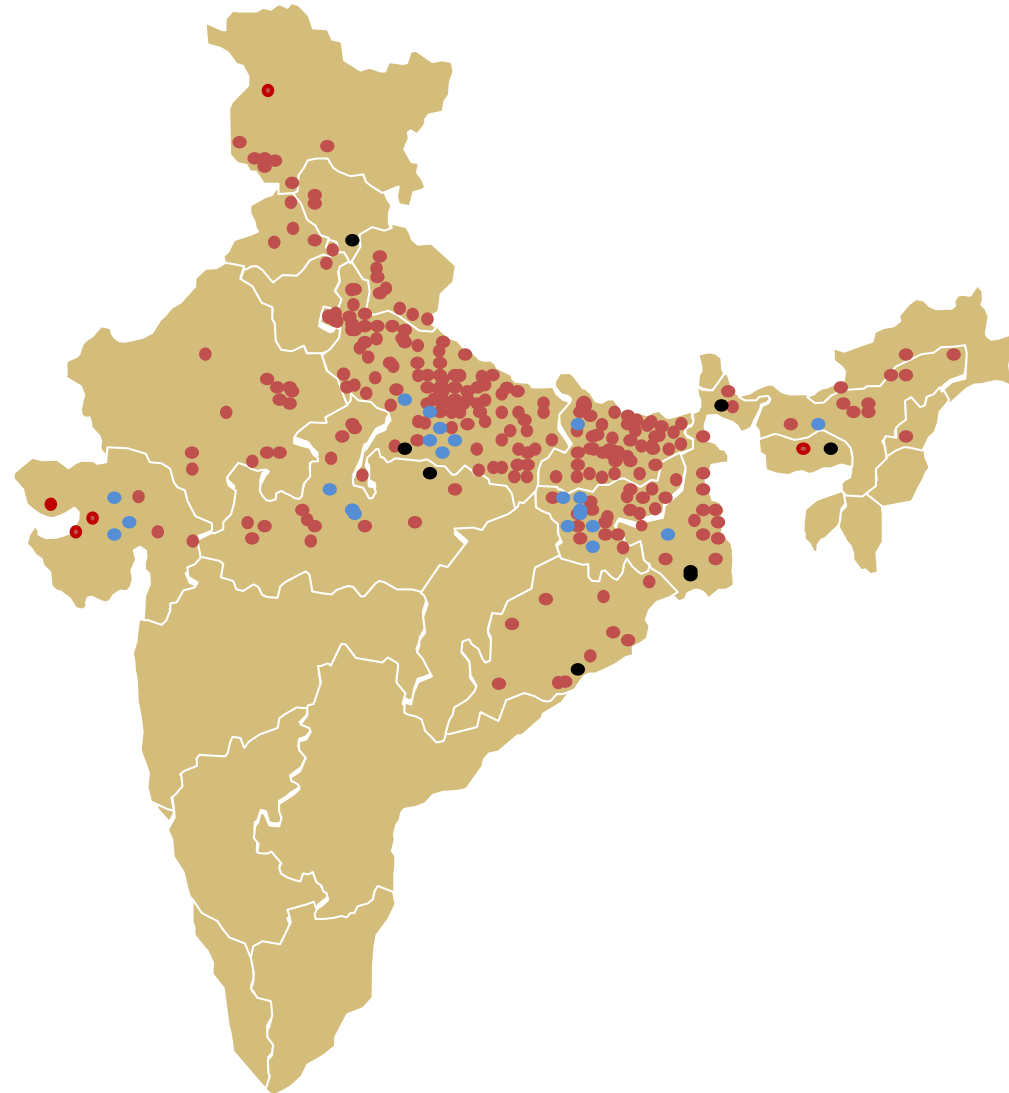
(Rs. in million)

V-Mart Retail Limited		
Cash Flow Statement for the year ended March 31, 2021		
	For the year ended	For the year ended
	March 31, 2021	March 31, 2020
A. Cash flows from operating activities		
Profit before Income Tax	(97)	695
Adjustment for:	1443	1,500
Operating profit before working capital changes	1346	2,195
Changes in working capital :	182	(1091)
Cash flow from operations	1528	1,104
Taxes paid (net of refunds)	(35)	(241)
Net cash flow from operating activities (A)	1493	863
B. Investing activities		
Net cash flow (used in)/from investing activities (B)	(4188)	5
C. Financing activities		
Net cash from/(used in) financing activities (C)	2869	(943)
D. Net increase/(decrease) in cash and cash equivalents (A+B+C)	174	(75)
• Net Capex : Rs. 406 million (previous year: Rs. 546 million)		
• Free Cash Flows : Rs. 1087 million (previous year: Rs. 317 million)		



Stores Geographic Spread Q4 FY'21

Stores Geographical Spread



- Stores opened till FY20 266
- Stores opened during FY21 20
- Stores closed during FY21 07

States`	Existing	New	Closed	Total
Assam	9	1	1	09
Arunachal Pradesh	1			1
Bihar	45	6		51
Chandigarh	1			1
Delhi	3			3
Gujarat	6			6
Haryana	1			1
Himachal Pradesh	3		1	2
J&K	8			8
Jharkhand	19	1		20
MP	15	1	1	15
Meghalaya	1			1
Nagaland	1			1
Odisha	9		1	8
Punjab	4			4
Rajasthan	13	3		16
UP	103	8	1	110
Uttarakhand	8			8
West Bengal	16		2	14
Total no of Stores	266	20	7	279

Thank you....!!

In case of any queries, please contact the IR Team:
Girish Garg - girish.garg@vmart.co.in

