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PRICE "LESS" FASHION

10th August, 2021

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	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
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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 first quarter ended 30st June, 2021.

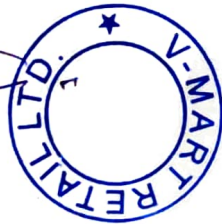
The above presentation is also available on the company's website: <http://www.vmart.co.in>.

We request you to kindly take the above information on record.

Thanking you,

Yours Truly
For V-Mart Retail Limited


Anand Agarwal
Chief Financial 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)
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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

Q1 FY'22





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April - June FY'22

Key Highlights
Financial Parameters
Operational Parameters

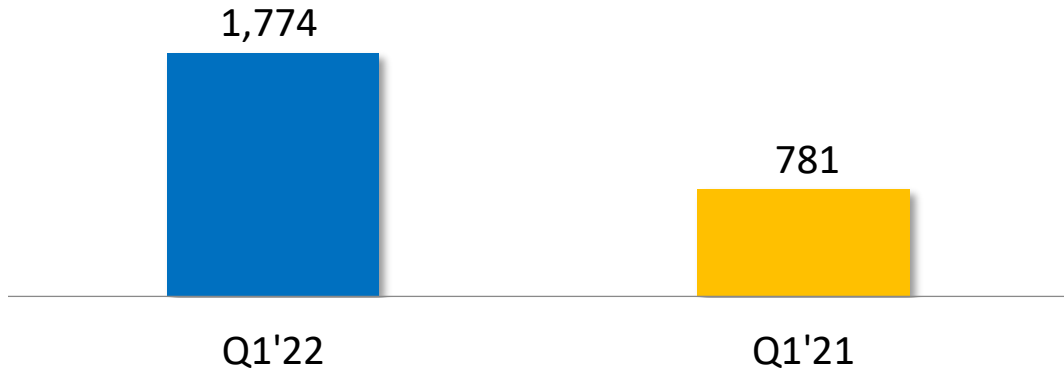
Key Highlights: April - June FY'22 vs. FY'21

- **Number of Stores** : 282 (opened : 3)
- **Revenue grows by 127%**
- **Contribution** of segment to total revenue :
 - Fashion 91%
 - Kirana 9%
- **Net profit/(loss)** : Rs. (287) million

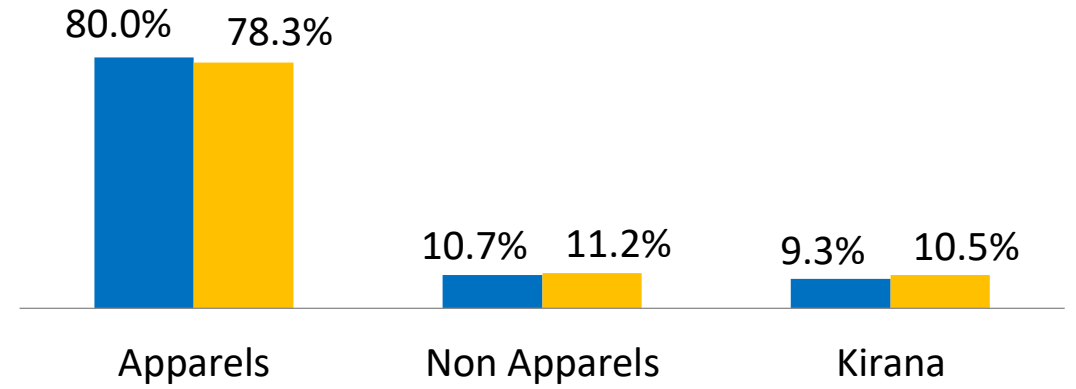
Financial Parameters : April - June FY'22 vs. FY'21



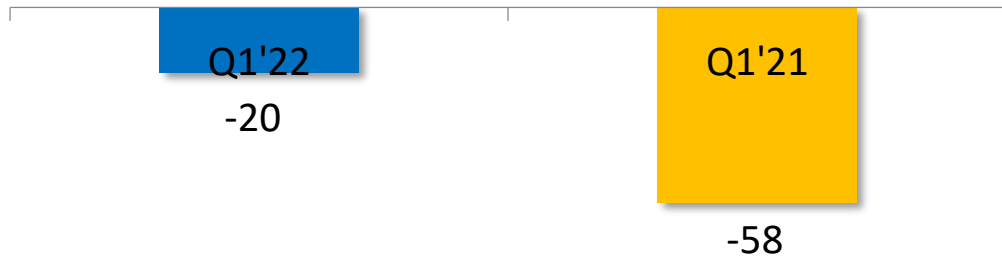
Sales (Millions)



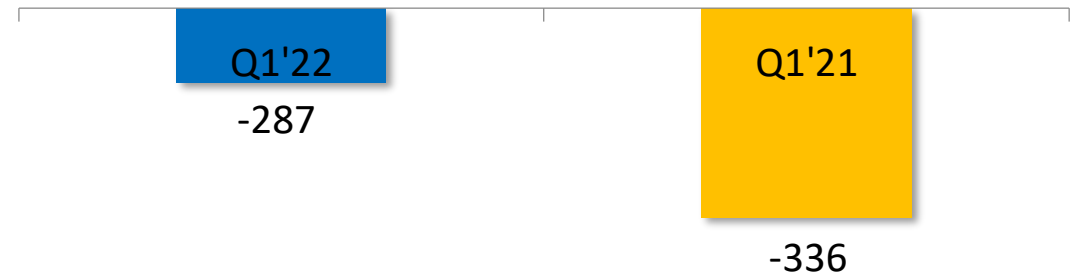
Sales Mix (%)



EBITDA (Millions)

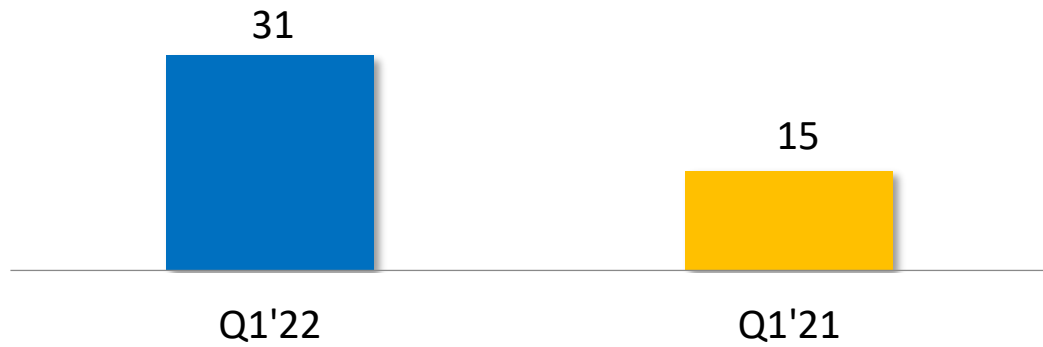


PAT (Millions)

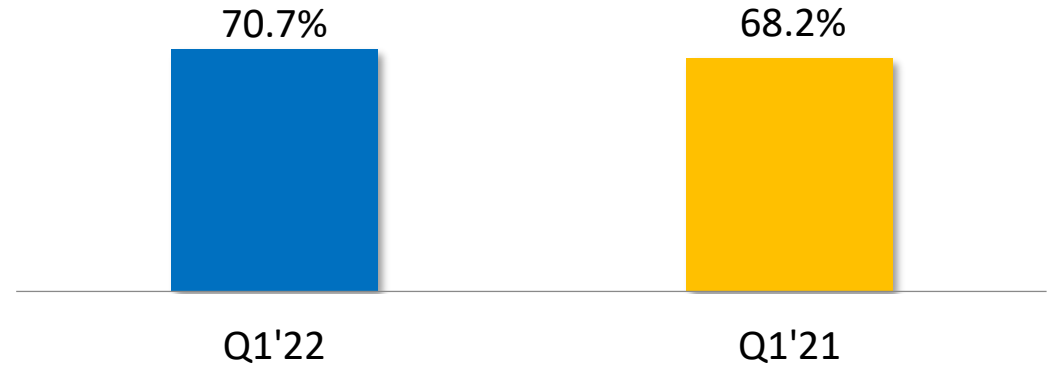


Operational Parameters : April - June FY'22 vs. FY'21

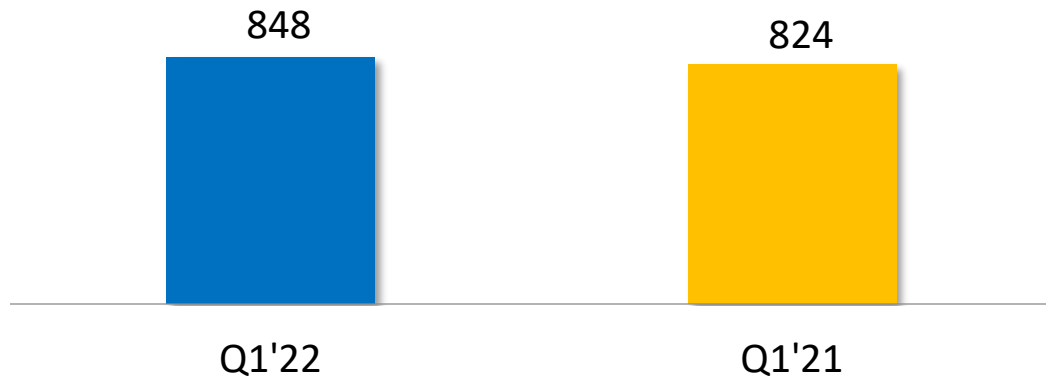
FootFall (Lacs)



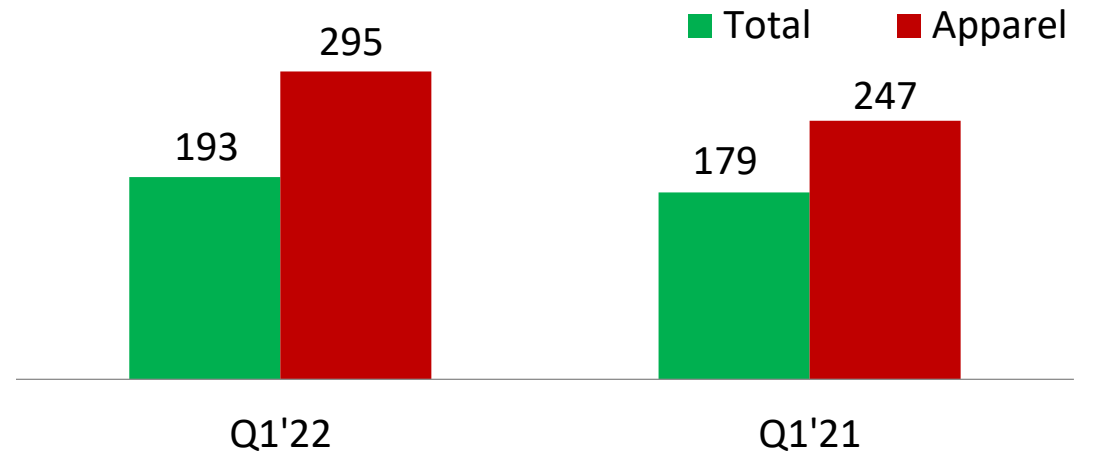
Conversion Rate (%)



Transaction size (Rs.)

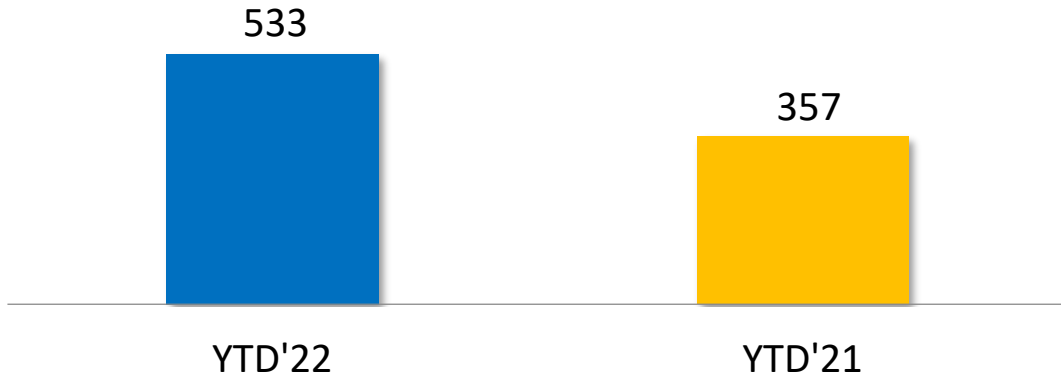


Average Selling Price (Rs)

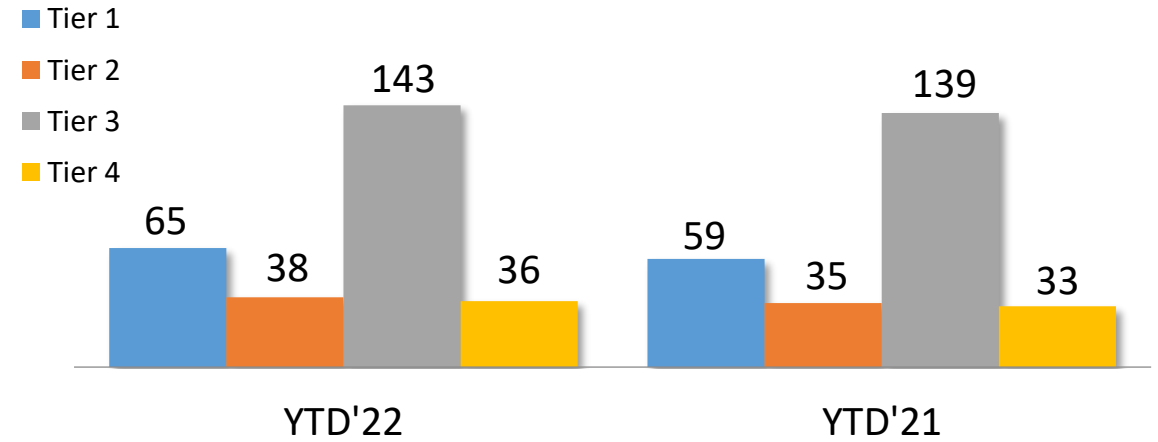


Operational Parameters : April - June FY'22 vs. FY'21

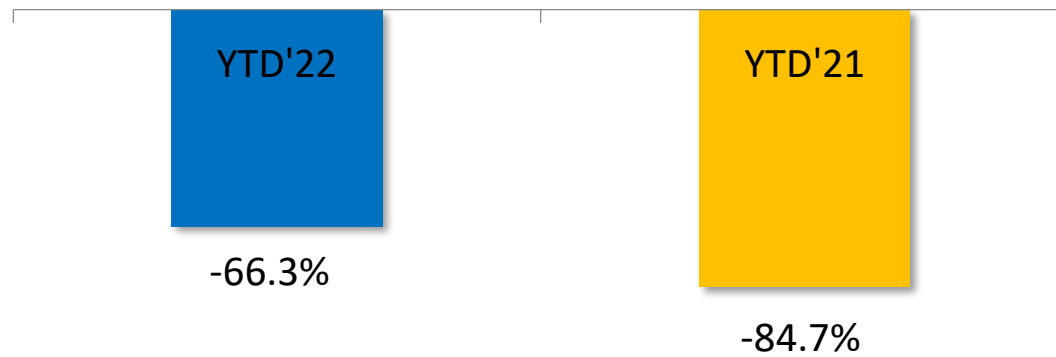
Sales per sq feet (per month)



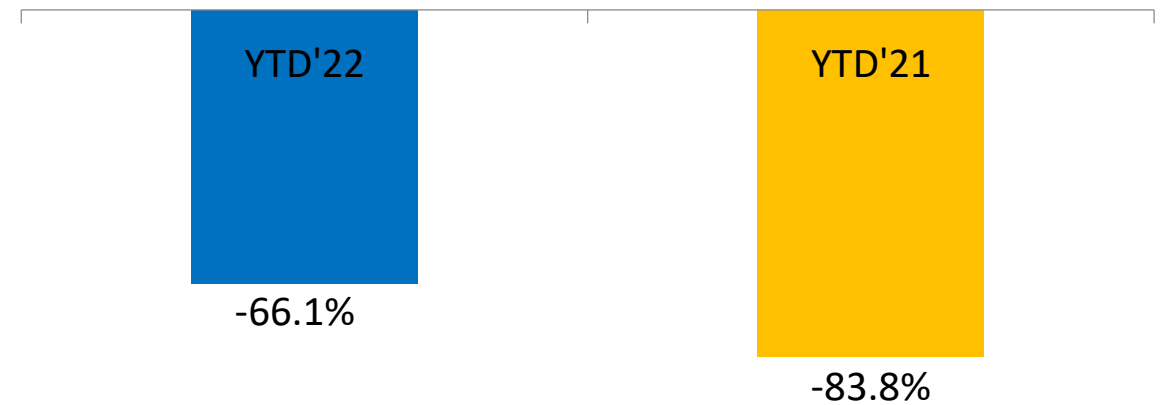
Store Count (Nos)



Same Store Sales Growth (%)

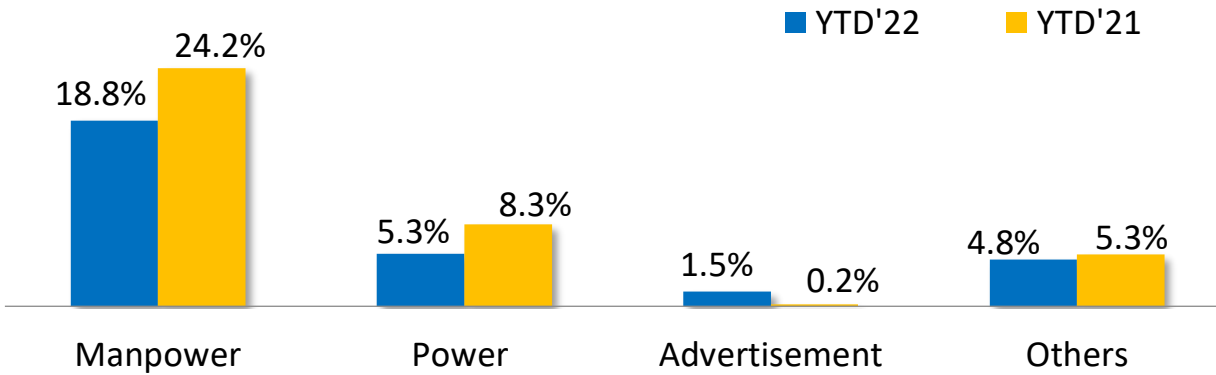


Same Store Volume Growth (%)

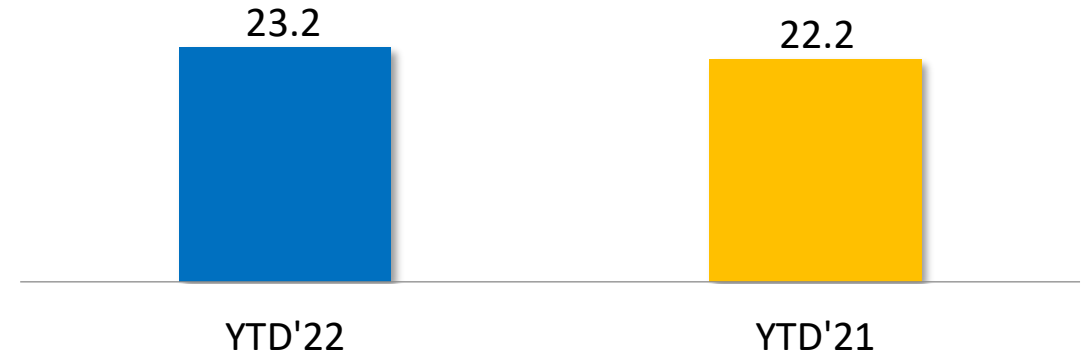


Operational Parameters : April - June FY'22 vs. FY'21

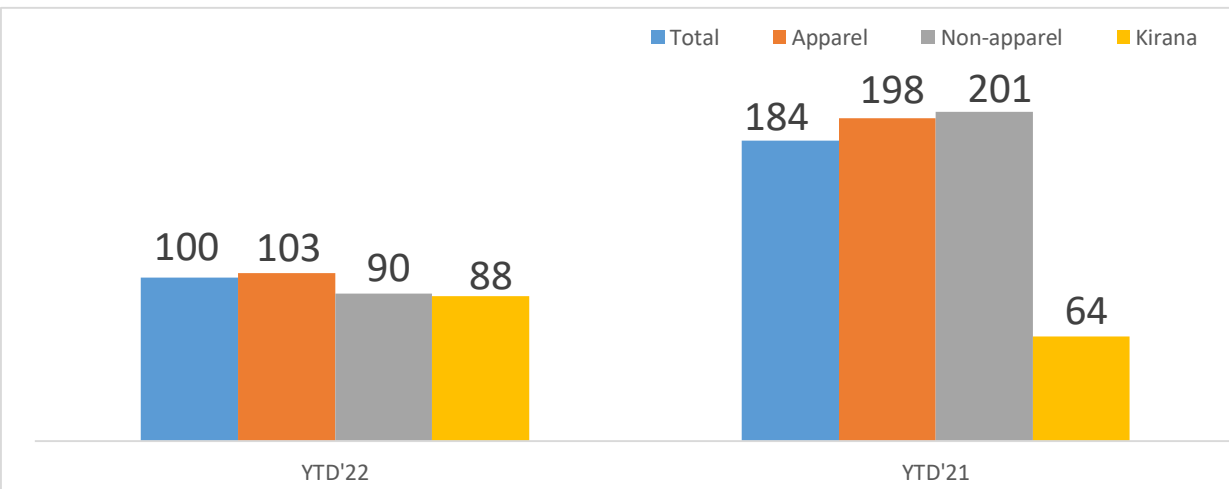
Expenses (% of Sales)



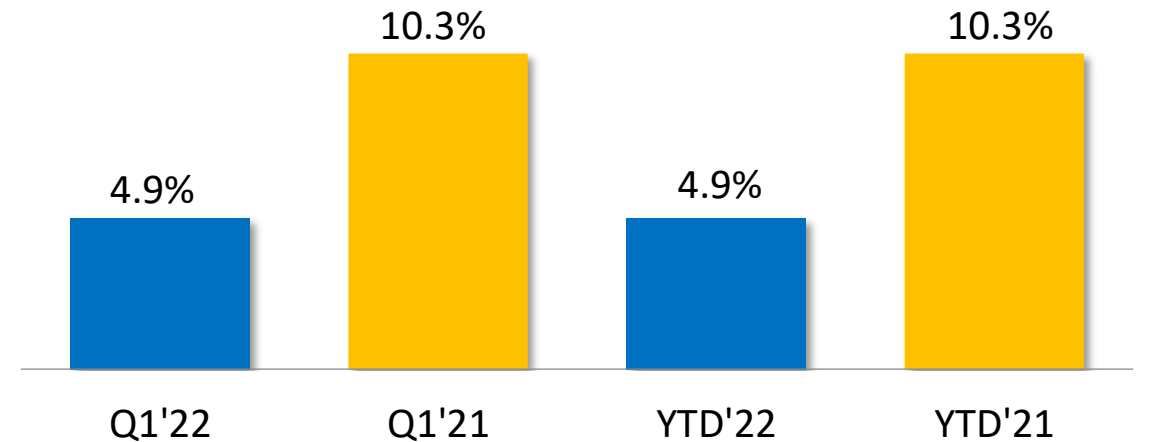
Retail Space (Lacs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



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

(Rs. in million)

Particulars (impact on PBT)	Pre Ind-AS116 (A)	Post Ind-AS116 (B)	Net Impact on PBT (B-A)
Rent	261.37	15.57	(245.80)
Finance cost	1.00	155.90	154.90
Depreciation & Amortization	86.76	254.73	167.97
PBT			77.10

Rs. in million (except per share data)

Particulars	For the period ended	
	30.06.2021	30.06.2020
	(Unaudited)	(Unaudited)
I. Revenue from operations	1,774	781
II. Other income	45	14
III. Total Income (I + II)	1,819	795
IV Total expenses (IV)	2,204	1,248
V (Loss)/profit before tax (III-IV)	(385)	(453)
VI Total tax expense* (VI)	(98)	(117)
VII (Loss)/profit for the year (V-VI)	(287)	(336)
VIII Other comprehensive (loss)/income	(1)	(1)
IX Total comprehensive (loss)/income for the period (VII+VIII)	(288)	(337)
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	(14.57)	(18.52)
(b) Diluted (Rs.)	(14.57)	(18.52)

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS

(Rs. in million)

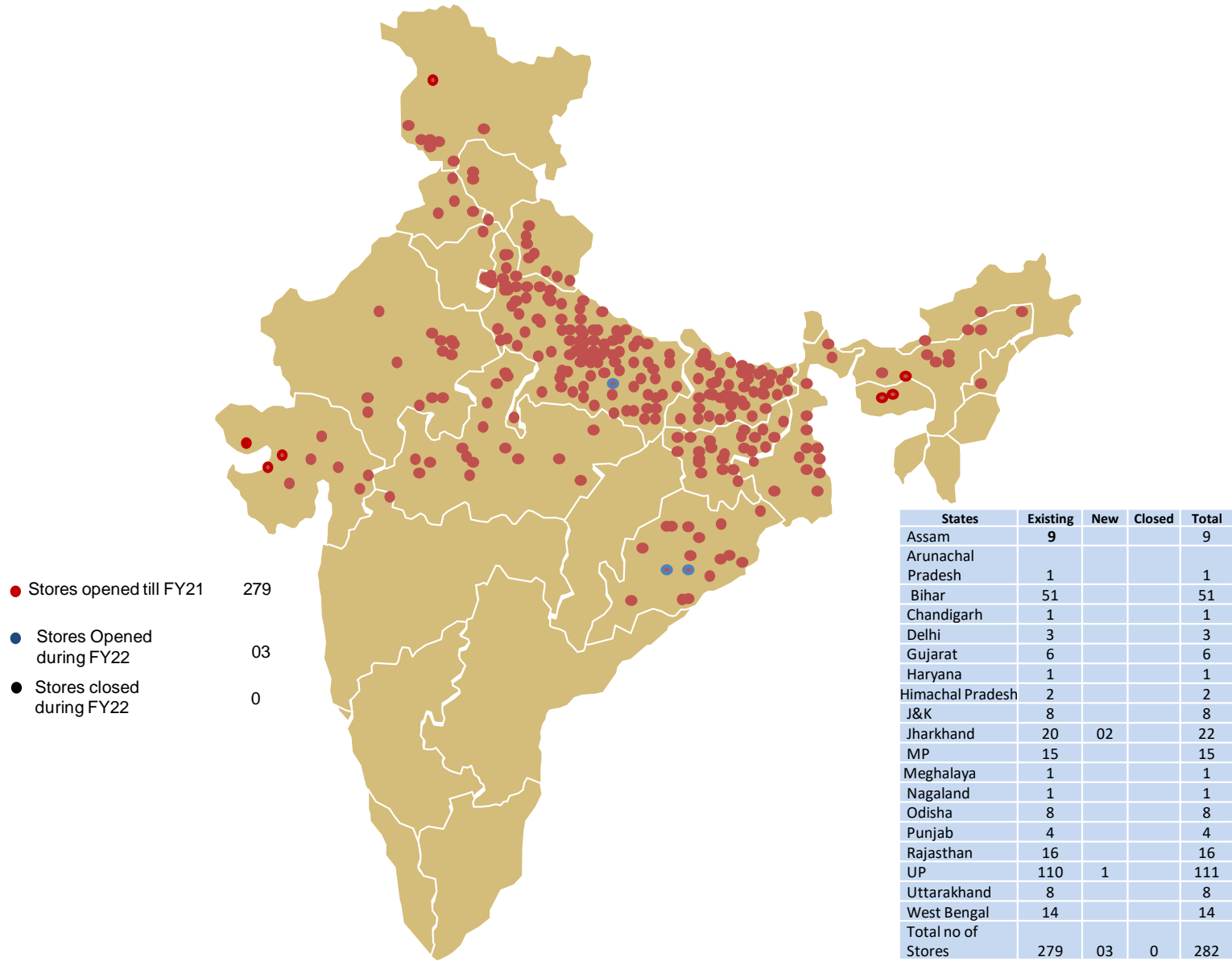
V-Mart Retail Limited Balance Sheet as at June 30, 2021		
Particulars	As at June 30, 2021	As at March 31, 2021
ASSETS		
Non-current assets		
Property, plant and equipment	1,976.28	1,757.86
Right-of-use assets	5,090.47	5,179.99
Capital work in progress	32.77	21.90
Intangible assets	25.07	27.57
Financial assets		
Investments	36.65	36.20
Loans	131.53	128.34
Other financial assets	14.48	14.30
Deferred tax assets (net)	350.97	252.72
Other non-current assets	48.90	27.26
	<u>7,707.12</u>	<u>7,446.14</u>
Current assets		
Inventories	3,650.79	4,283.07
Financial assets		
Investments	2,535.92	3,153.64
Loans	7.15	5.41
Cash and cash equivalents	44.54	238.00
Other bank balances	33.21	36.73
Other financial assets	713.98	704.91
Other current assets	368.52	397.52
	<u>7,354.11</u>	<u>8,819.28</u>
	<u>15,061.23</u>	<u>16,265.42</u>
EQUITY AND LIABILITIES		
Equity		
Equity share capital	197.11	197.06
Other equity	7,795.09	8,055.21
	<u>7,992.20</u>	<u>8,252.27</u>
Liabilities		
Non-current liabilities		
Financial liabilities		
Borrowings	-	-
Lease liabilities	5,276.05	5,307.84
Employee benefit obligations	78.68	73.43
	<u>5,354.73</u>	<u>5,381.27</u>
Current liabilities		
Financial liabilities		
Borrowings	22.46	-
Lease liabilities	384.69	370.19
Trade payables		
a) total outstanding dues of MSME	191.11	558.87
b) total outstanding dues of other than MSME	850.49	1,357.95
Other financial liabilities	93.13	102.03
Employee benefit obligations	30.60	32.07
Liabilities for current tax (net)	74.15	121.18
Other current liabilities	67.67	89.59
	<u>1,714.30</u>	<u>2,631.88</u>
	<u>15,061.23</u>	<u>16,265.42</u>

V-Mart Retail Limited Cash Flow Statement for the period ended June 30, 2021		
	For the period ended June 30, 2021	For the period ended March 31, 2021
A. Cash flows from operating activities		
Profit before Income Tax	(385)	(97)
Adjustment for:	392	1443
Operating profit before working capital changes	7	1346
Changes in working capital :	(207)	182
Cash flow from operations	(200)	1528
Taxes paid (net of refunds)	(49)	(35)
Net cash flow from operating activities (A)	(249)	1493
B. Investing activities		
Net cash flow (used in)/from investing activities (B)	279	(4188)
C. Financing activities		
Net cash from/(used in) financing activities (C)	(222)	2869
D. Net increase/(decrease) in cash and cash equivalents (A+B+C)		
	(192)	174
• Net Capex : Rs. 366 million (previous year: Rs. 406 million)		
• Free Cash Flows : Rs. -615 million (previous year: Rs. 1,087 million)		



Stores Geographic Spread Q1 FY'22

Stores Geographical Spread



Thank you....!!

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

