



PRICE "LESS" FASHION

Ref: No: CS/S/L-457/2020-21

11th November, 2020

<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 LIMITED 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

Sir,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the second quarter and half year ended 30th September, 2020.

The above presentation is also available on the company's website: 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 & Compliance Officer

V-MART RETAIL LTD.

CIN-L51909DL2002PLC163727

Corporate Office : Plot No. 862, Udyog Vihar, Industrial Area Phase V, Gurugram - 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
Q2 FY'21





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April - Sep FY'21

Key Highlights
Financial Parameters
Operational Parameters

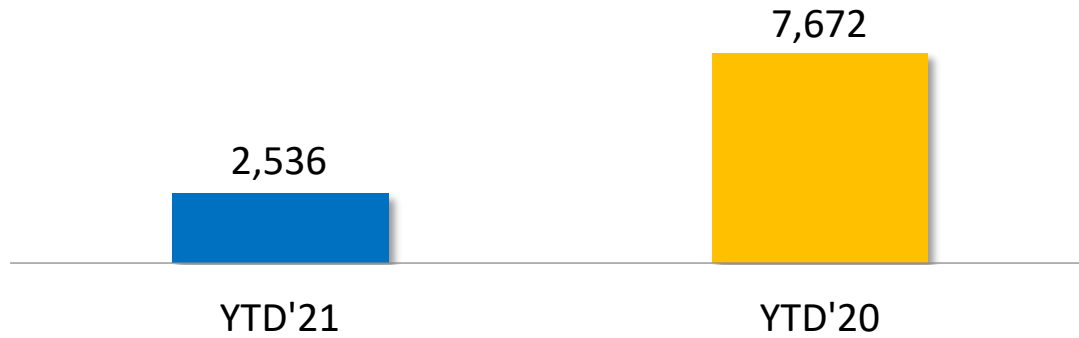
Key Highlights: April - Sep FY'21 vs. FY'20 Results

- **Number of Stores** : 264 (close : 02)
- **Revenue** 33% of YTD'21
- **Contribution** of segment to total revenue :
 - Fashion 92%
 - Kirana 8%
- **Net profit/(loss)** : Rs. (526) million

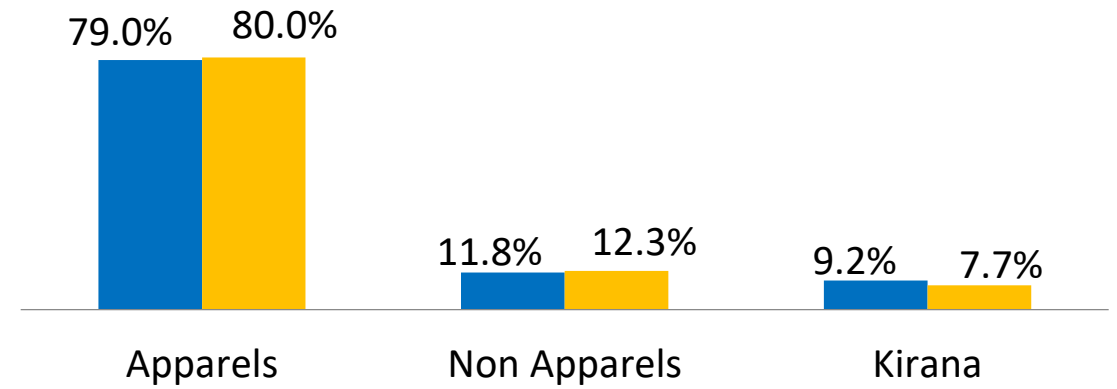
Financial Parameters : April - Sep FY'21 vs. FY'20



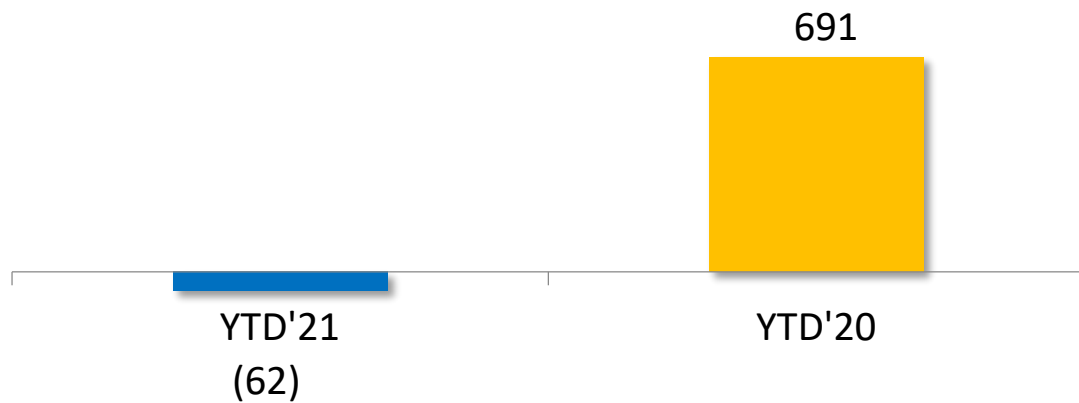
Sales (Millions)



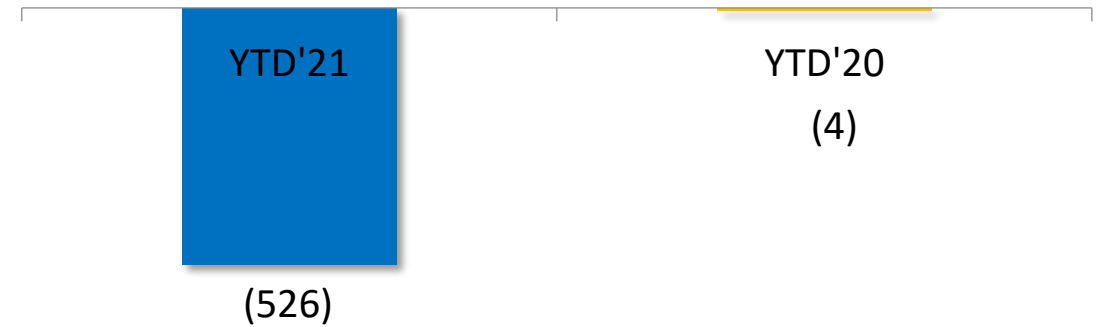
Sales Mix (%)



EBITDA (Millions)



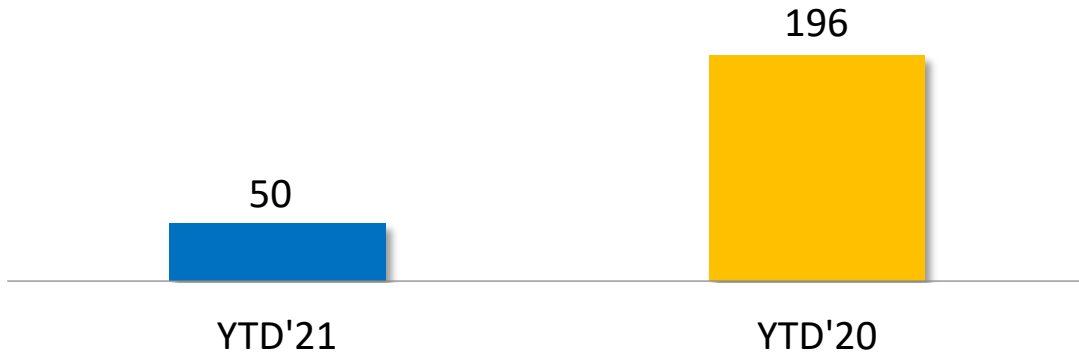
PAT (Millions)



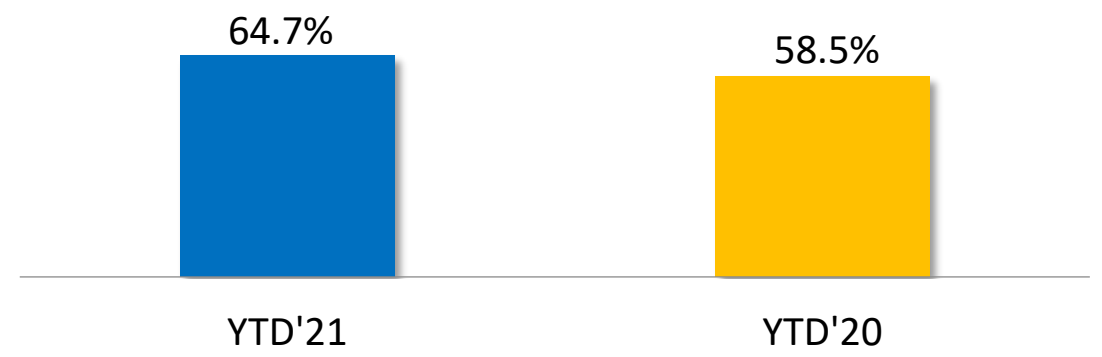
Operational Parameters : April - Sep FY'21 vs. FY'20



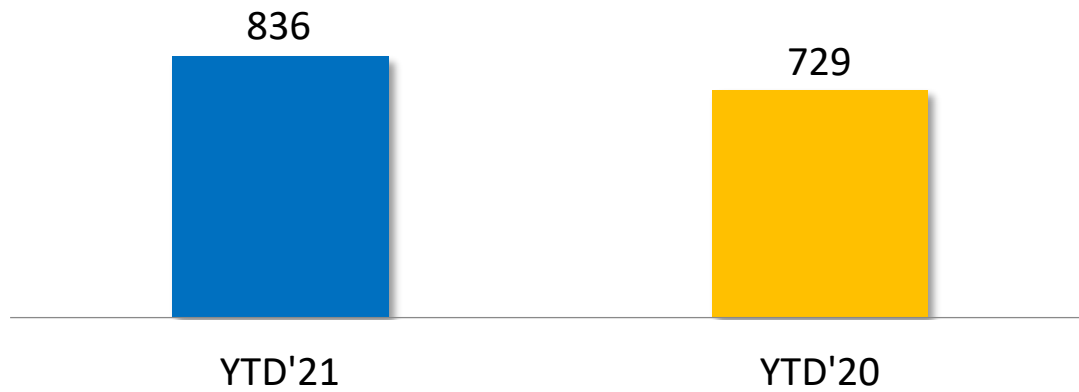
FootFall (Lacs)



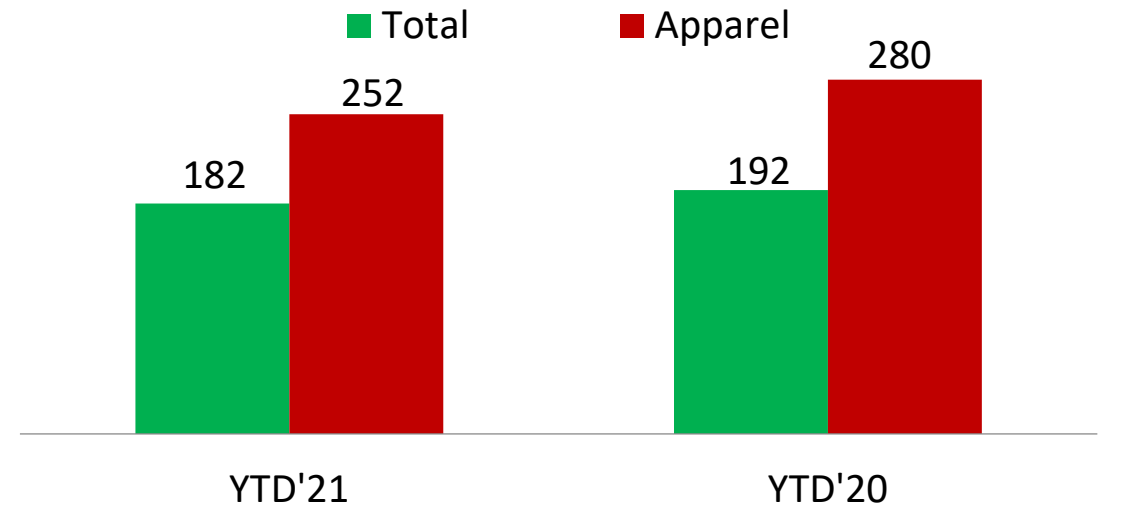
Conversion Rate (%)



Transaction size (Rs.)



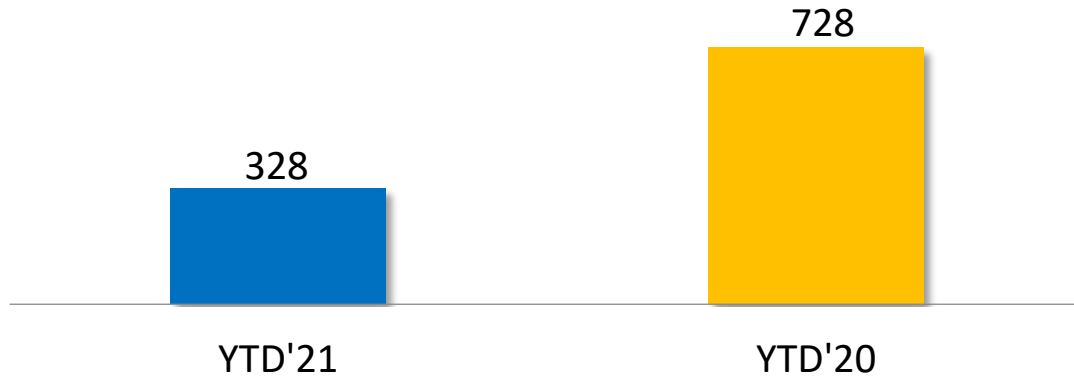
Average Selling Price (Rs)



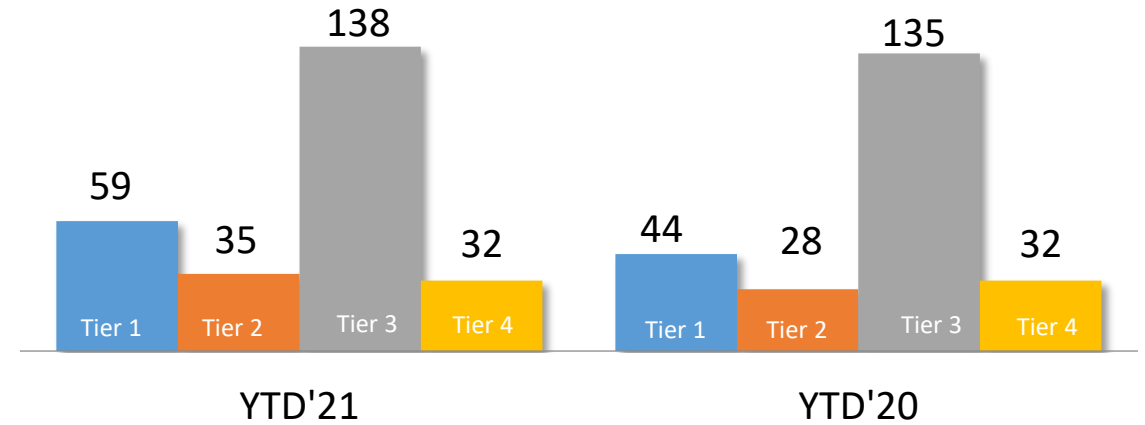
Operational Parameters : April - Sep FY'21 vs. FY'20



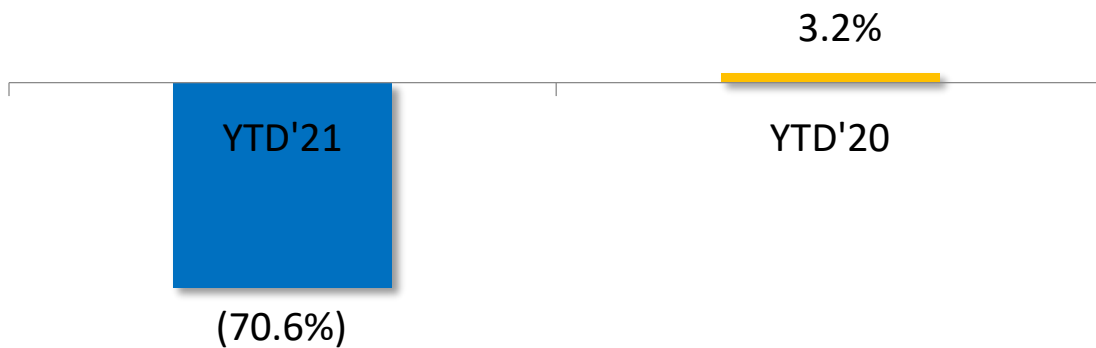
Sales per sq feet (per month)



Store Count (Nos)



Same Store Sales Growth (%)

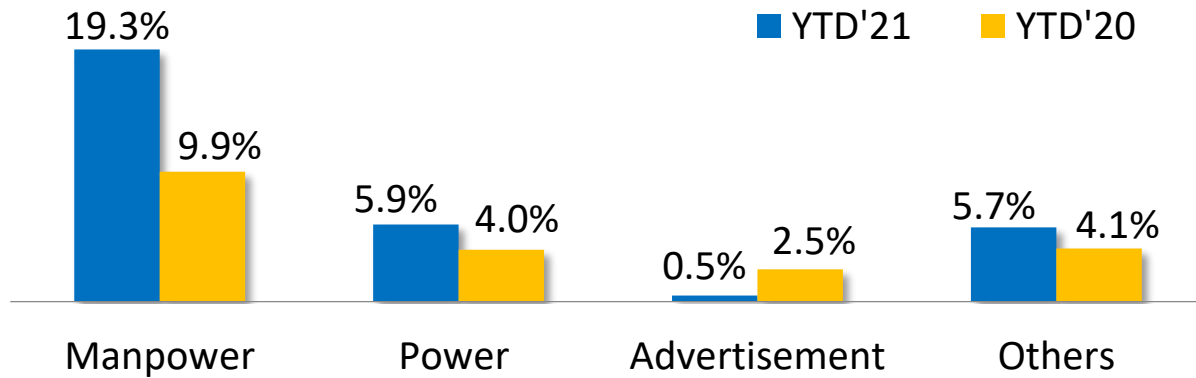


Same Store Volume Growth (%)

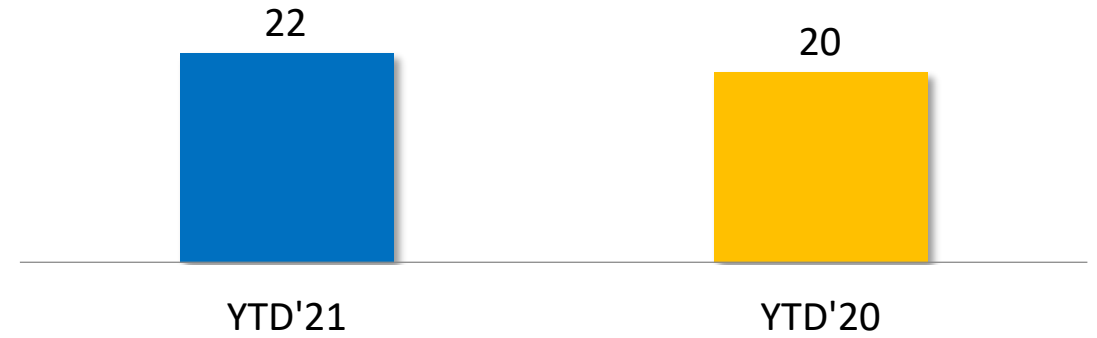


Operational Parameters : April - Sep FY'21 vs. FY'20

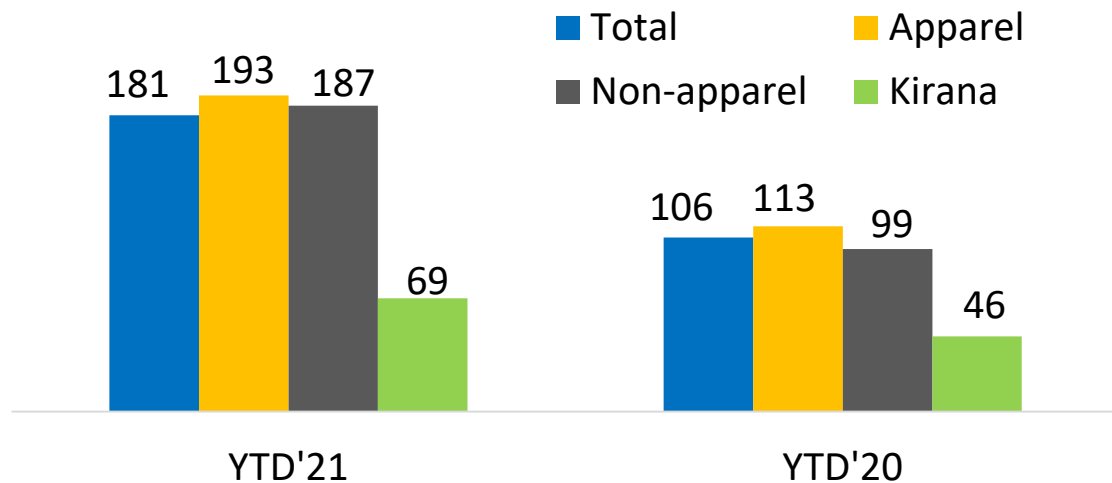
Expenses (% of Sales)



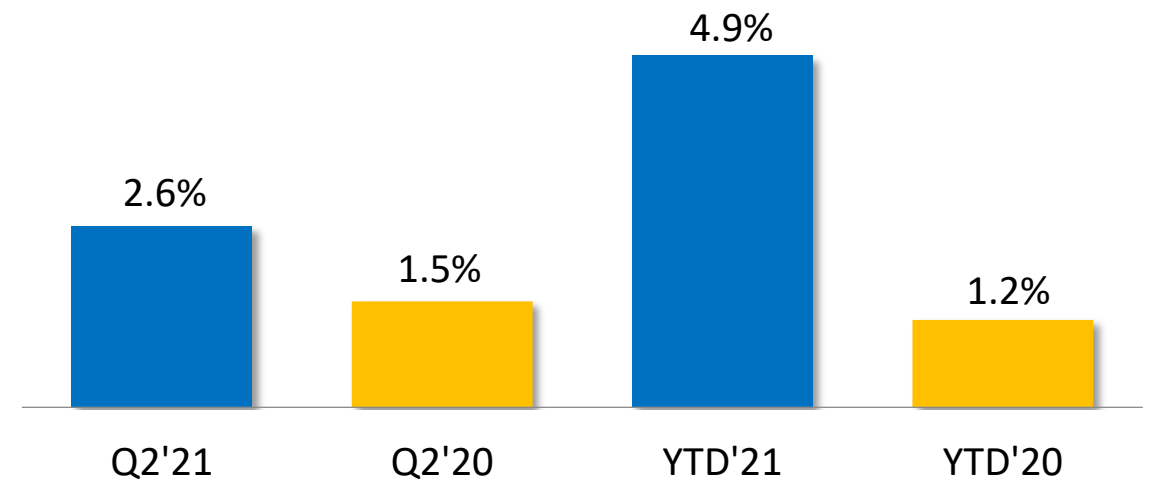
Retail Space (Lacs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



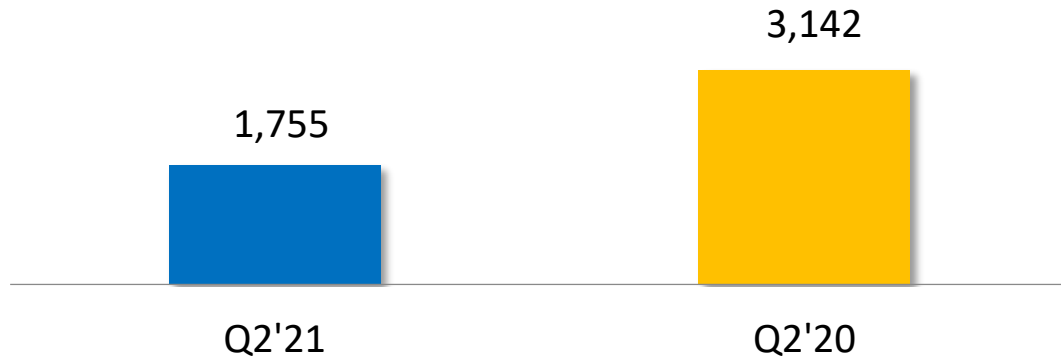
Key Highlights: Q2 FY'21 vs. FY'20 Results

- **Number of Stores** : 264 (close : 02)
- **Revenue** 56% of Q2'21
- **Contribution** of segment to total revenue :
 - Fashion 91%
 - Kirana 9%
- **Net profit/(loss)** : Rs. (190) million

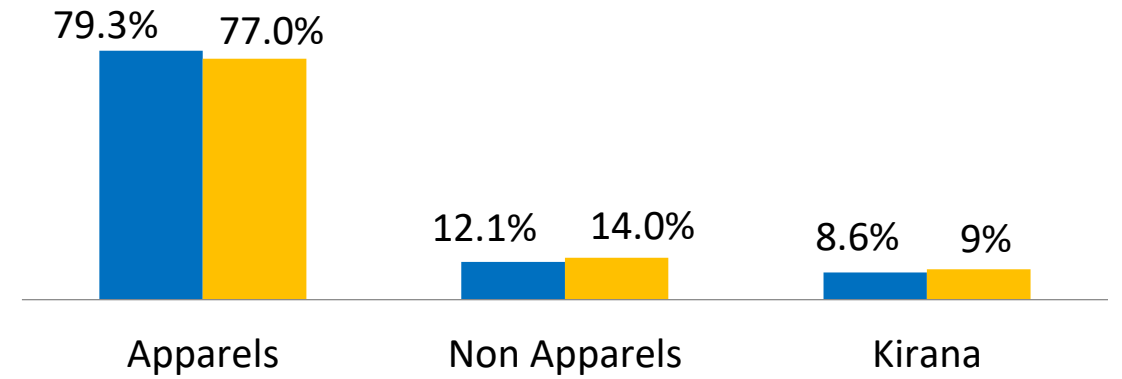
Financial Parameters : Q2 FY'21 vs. FY'20



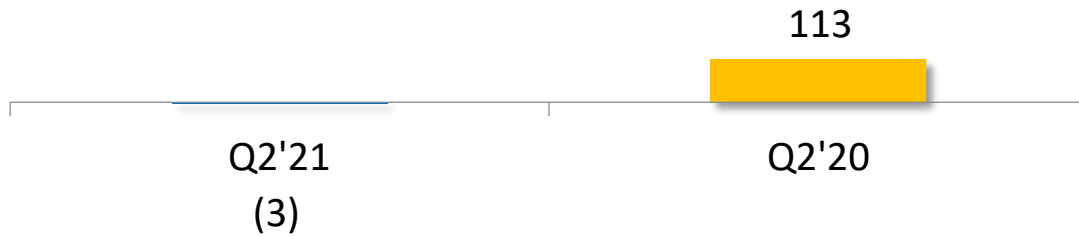
Sales (Millions)



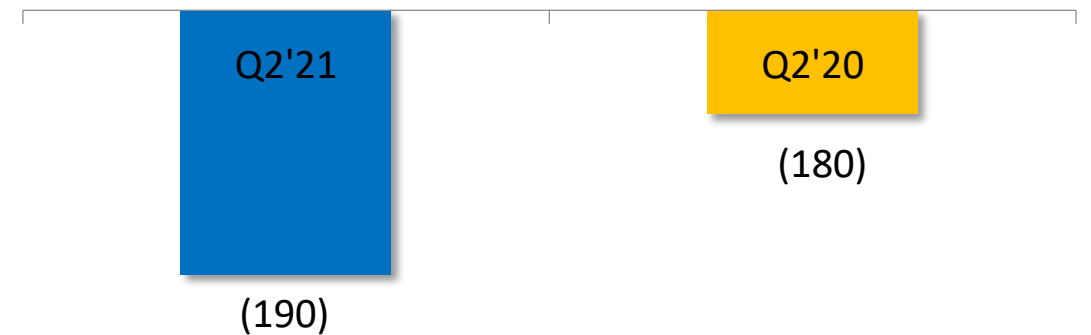
Sales Mix (%)



EBITDA (Millions)

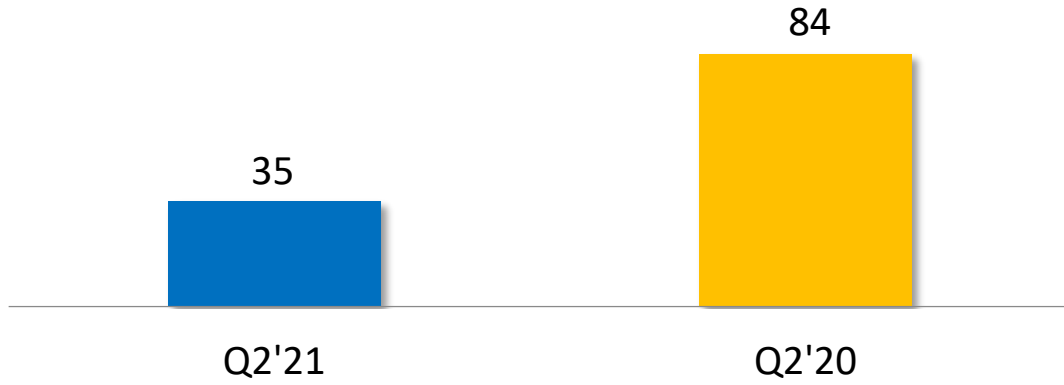


PAT (Millions)



Operational Parameters : Q2 FY'21 vs. FY'20

FootFall (Lacs)



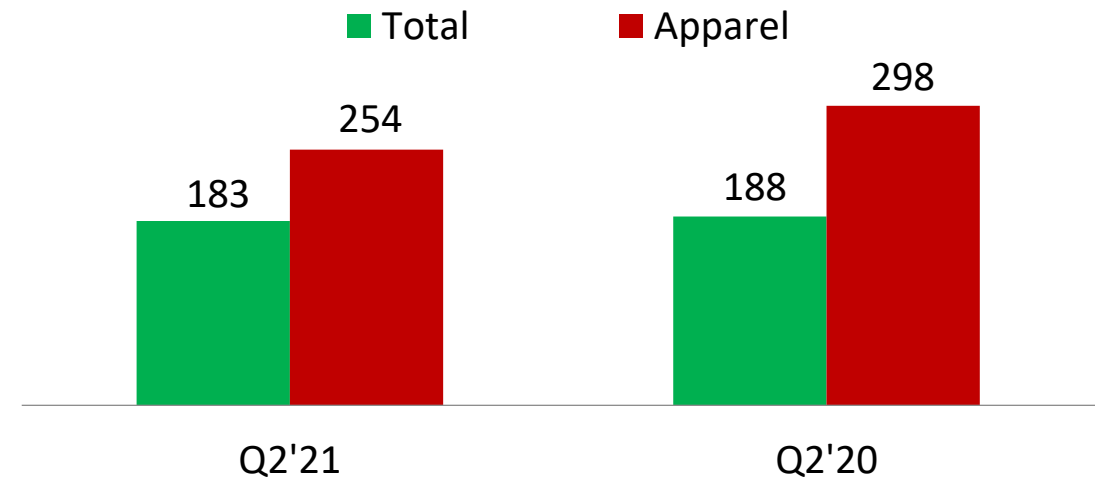
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Ind-AS 116 : P&L Impact (Q2 FY'21)

(Rs. in million, unless stated otherwise)

Particulars	Pre Ind-AS116 (A)	Post Ind-AS116 (B)	Net Impact on PBT (B-A)
Rent	(94)	(0)	94
Finance cost	(9)	(147)	(138)
Depreciation & Amortization	(93)	(257)	(164)
PBT	(196)	(404)	(208)

Financial Review – Profit & Loss Statement

Rs. In million (except per share data)

Particulars	For the period ended	
	30.09.2020	30.09.2019
	(Unaudited)	(Unaudited)
I. Revenue from operations	2,536	7,672
II. Other income	164	33
III. Total Revenue (I + II)	2,700	7,705
IV Total Expenses (IV)	3,411	7,675
V (Loss)/profit before tax (III-IV)	(711)	30
VI Total tax expense* (VI)	(185)	34
VII (Loss)/profit for the year (V-VI)	(526)	(4)
VIII Other Comprehensive Income	(1)	(3)
IX Total Comprehensive Income for the period (VII+VIII)	(527)	(7)
X (Loss)/earnings per share (of Rs. 10 each) (not annualized)		
(a) Basic (Rs.)	(28.96)	(0.24)
(b) Diluted (Rs.)	(28.96)	(0.24)

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS

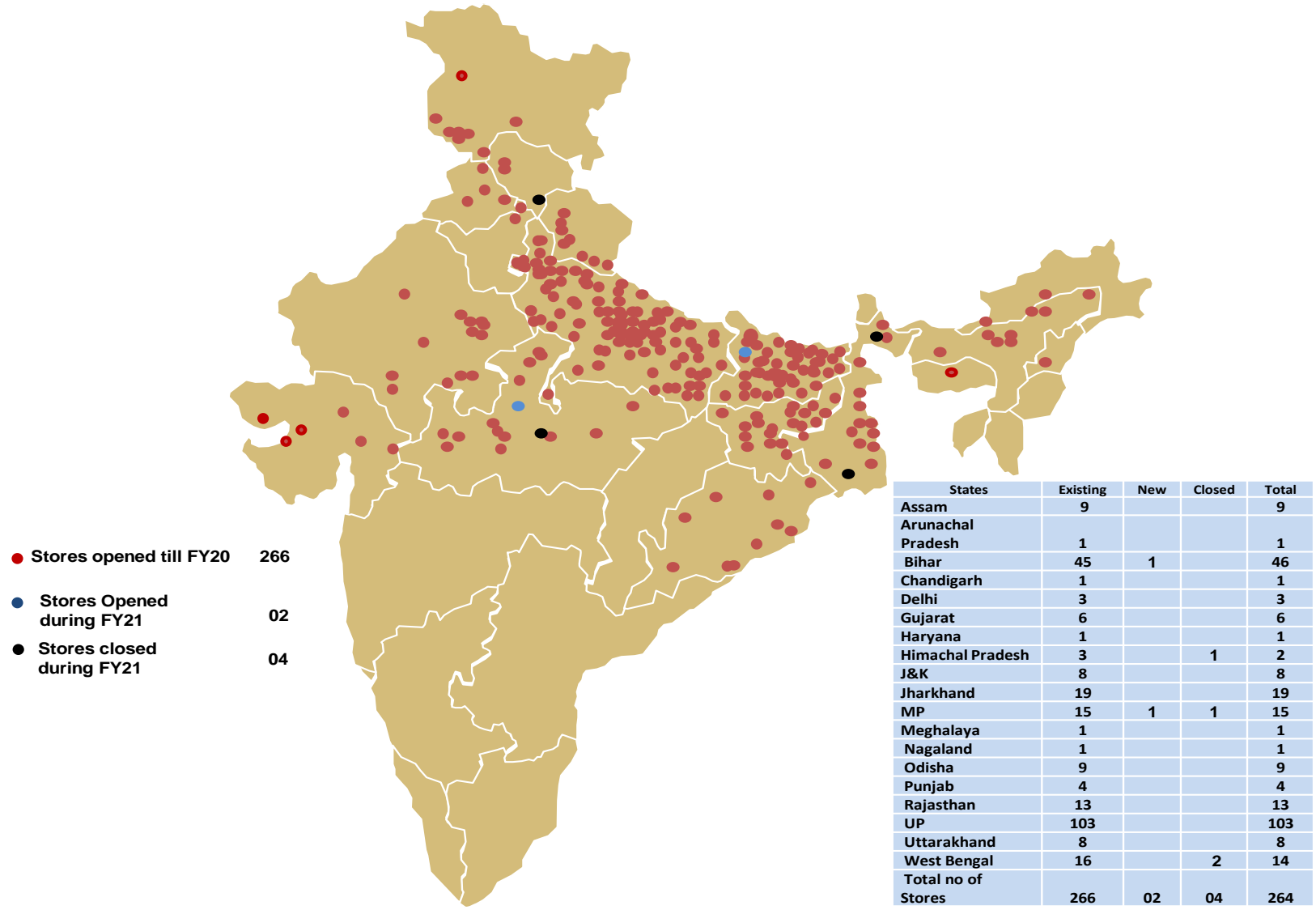
(Rs. in million, unless stated otherwise)

Particulars	As at	As at
	September 30, 2020	March 31, 2020
	(Unaudited)	(Audited)
I ASSETS		
Non-current assets		
Property, plant and equipment	1,581.81	1,712.72
Right-of-use assets	4,584.61	4,921.11
Capital work-in-progress	35.46	24.67
Intangible assets	33.28	36.59
Financial assets		
Investments	35.20	33.15
Loans	123.64	118.85
Other financial assets	13.86	12.52
Deferred tax assets (net)	345.40	160.12
Other non-current assets	32.66	40.86
	6,785.92	7,060.59
Current assets		
Inventories	3,645.94	4,779.22
Financial assets		
Investments	4.36	45.75
Loans	0.58	0.34
Cash and cash equivalents	40.16	48.96
Other bank balances	0.75	0.93
Other current assets	258.64	300.69
	3,950.43	5,175.89
Total Assets	10,736.35	12,236.48
II EQUITY AND LIABILITIES		
EQUITY		
Equity share capital	181.74	181.56
Other equity	3,893.26	4,407.76
	4,075.00	4,589.32
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Lease liability	4,525.66	4,378.38
Employee benefit obligations	67.25	61.23
	4,592.91	4,439.61
Current liabilities		
Financial liabilities		
Borrowings	474.73	10.47
Lease liability	370.43	778.25
Trade payables		
a) total outstanding dues of MSME	116.47	504.37
b) total outstanding dues of creditors other than MSME	758.32	1,463.53
Other financial liabilities	166.90	260.81
Employee benefit obligations	32.71	25.49
Liabilities for current tax (net)	96.59	96.71
Other current liabilities	52.29	67.92
	2,068.44	3,207.55
Total Equity and Liabilities	10,736.35	12,236.48

V-Mart Retail Limited		
Cash Flow Statement for the period ended September 30, 2020		
	For the period ended	For the period ended
	30 Sept 2020	31 March 2020
A. Cash flows from operating activities		
Profit before Income Tax	(711)	695
Adjustment for:	630	1,500
Operating profit before working capital changes	(81)	2,195
Movements in working capital :	10	(1091)
Cash flow from operations	(71)	1,104
Taxes paid	-	(241)
Net cash flow from operating activities	(71)	863
B. Cash flows used in investing activities		
Net cash flow from/(used in) investing activities	(60)	5
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	116	(943)
Net increase/(decrease) in cash and cash equivalents	(15)	(75)

Stores Geographic Spread & Sales Promotions Q2 FY'21

Stores Geographical Spread



Thank you....!!

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

