



V2 Retail Limited

Date: June 10, 2017

To,

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
BandraKurla Complex, Bandra(East)
Mumbai-400051, NSE Code- V2RETAIL

BSE (Bombay Stock Exchange) Limited
25th floor, "PhirozeJeejeebhoy Tower",
Dalal Street, Narimal Point, Mumbai-400001
BSE Code-532867

Sub: Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015:- Investor Presentation June 2017

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015. Please find enclosed herewith Investor Presentation June 2017

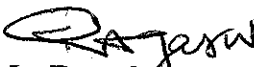
Please treat this as intimation to your exchange as per the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015.

The aforesaid intimation is also disclosed on the website of the company, www.v2retail.com.

This is for your information and record.

Yours Truly

For V2 Retail Ltd.


Mr. Ramchandra Agarwal
Chairman & Managing Director
DIN00491885



Khasra No. 919,921,926,928, Extended Lal Dora Abadi Village Kapashera Teshil Vasant Vihar,
South West Delhi -110037 Land Mark:- Fun N Food Village Amusement Park • Tel.: 011-41771850

• E-mail : customercare@vrl.net.in, cs@vrl.net.in • Website: www.v2retail.com • CIN : L74999DL2001PLC147724



V2 Retail Limited

Investor Presentation

June 2017

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Section 1: Executive Summary



एक फैशन स्टोर
पुरे परिवार के लिए

V2
Value & Variety

मेन्स वियर लेडिज वियर किड्स वियर लाइफस्टाइल

The advertisement features a central image of a family of five (two men, two women, and a child) smiling and holding a large, ornate gold photo frame. To the left of the frame is a red shopping bag icon with the white text 'V2' and 'Value & Variety' below it. The top right corner contains the text 'एक फैशन स्टोर पुरे परिवार के लिए' (A fashion store for the whole family). At the bottom, four red rectangular boxes contain the text 'मेन्स वियर', 'लेडिज वियर', 'किड्स वियर', and 'लाइफस्टाइल' respectively.

Executive Summary

Retail Industry: a high growth industry

- Indian Retail is one of the fastest growing markets in the world due to economic growth.
- Changing customer preferences leading to a rapid shift to organised retail. Growth of organised retail will further boost and help in enhance availability and drive growth.
- High disposable income leading to shift in consumer preferences to branded and premium products. Consumer expenditure estimated to be USD3.6 trillion by 2020 vis-à-vis USD1.25 trillion in 2015.
- Retail market in India to reach USD 1.3 trillion by 2020 from USD 600 billion in 2015.
- Rising number of Tier 2 & Tier 3 cities to enhance supermarket space in the country.

V2 Retail: Well entrenched to capture the growth in the Industry

- **V2 Retail** is one of the fastest growing retail company in India and enjoys strong brand equity from customers across segments.
- The Company currently operates 38 stores spread across 13 states with a total retail area in excess of 4.70 lac Sq. Ft.
- Company is focusing on Private Labels and scaling up in-house brands across all price points.
- Per sq. ft sales of more than ₹ 1100 per month for last three years, one of the best amongst apparel retailers.
- The Company caters to the ‘neo middle class’ and ‘middle class’ group of population living in small towns.
- Experienced Management with strong industry expertise with its promoters having an experience of around 25 years in the Retail Industry
- Revenue of ₹ 4,714 million and PAT of ₹ 373 million in FY2017. Revenue has been growing at CAGR of 64% during FY2012-FY2017.
- Debt reduction from ₹ 984 million to ₹ 88 million in FY2017.

Section 2: Key Strengths



Key Strengths



1

V2 Retail – one of the fastest growing retail chains in India

2

Operating in a niche segment of 'Value Retailing'. Clear focus on Apparel and General Merchandise segment

3

Consistent per square feet sale of more than ₹ 1100 per month for past 3 years, the best amongst apparel retailers

4

Focused approach on growth of same store sales and better footfall conversion for margin improvement to create further value

5

Systems & Processes are in place for Inventory Management & MIS

6

Zero working capital debt based expansion and virtually Zero Debt Company.



Section 3: Company Overview



Company Overview

- V2 Retail Limited (formerly known as Vishal Retail Limited), incorporated in the year 2001 with an objective of providing merchandise to masses at affordable price.
- The Company went Public in the year 2007.
- The brand “Vishal” was sold in the year 2011 due to operational losses. The Company was renamed V2 Retail Limited.
- It primarily operates in Tier-II and Tier-III cities, with a chain of “V2 Retail” stores offering apparels and general merchandise, catering to the entire family.
- The Company is one of the fastest growing Retail Company in India.
- The Company currently operates 38 stores spread across 13 states with a total retail area in excess of 4.70 lac Sq. Ft.
- Per sq. ft sales of more than ₹ 1100 per month for last three years, the best amongst apparel retailers.
- The Company caters to the ‘neo middle class’ and ‘middle class’ group of population living in small towns.

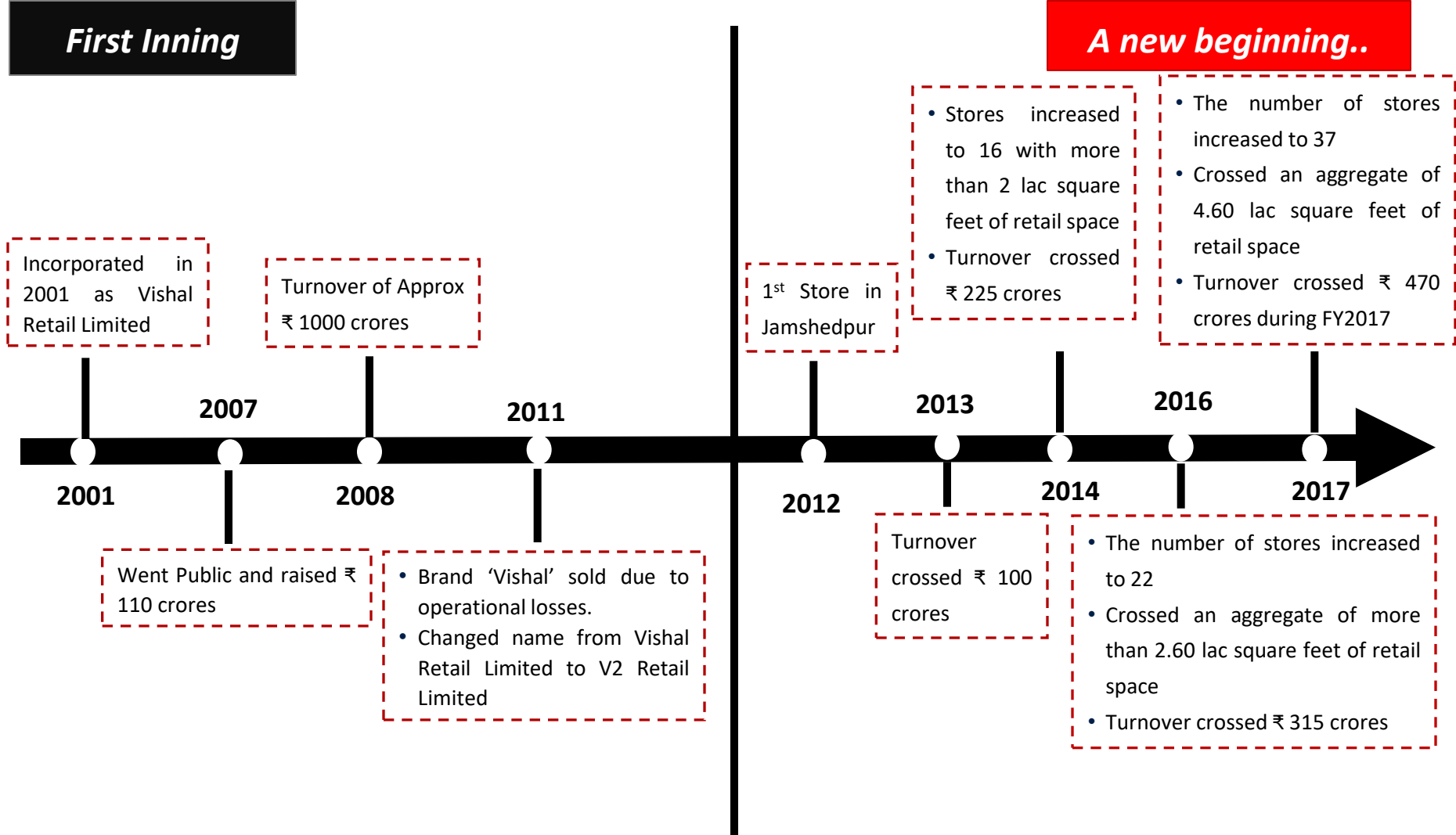
Stores	
State	No of Stores
Bihar	14
Himachal Pradesh	1
Jharkhand	1
Karnataka	1
NCR	3
North East	4
Odisha	2
Uttar Pradesh	9
Uttrakhand	2
West Bengal	1
Total	38

Operates on its key guiding principles of “Value & Variety” at reasonable price to consumers

Milestones

First Inning

A new beginning..



Business Verticals

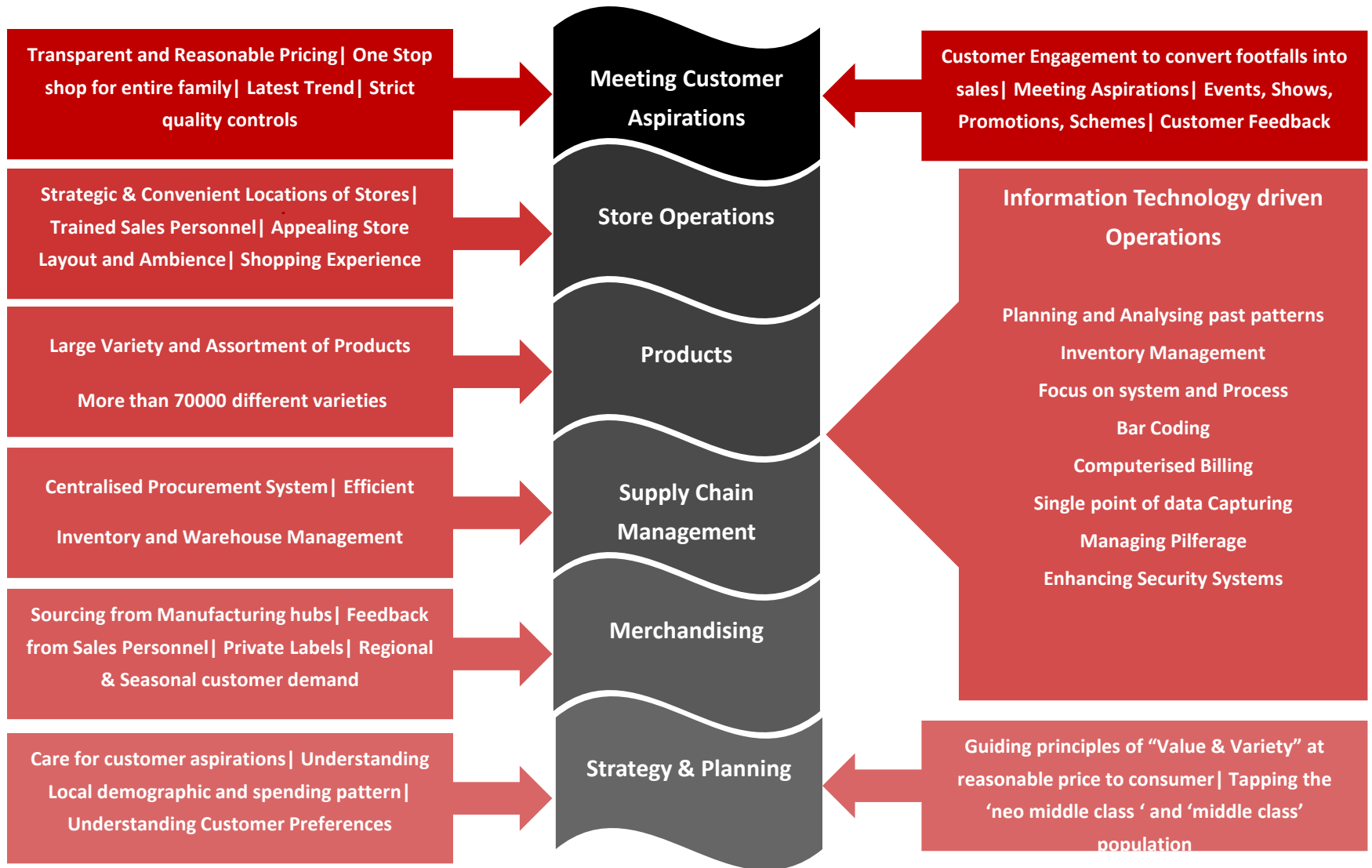
Business Verticals

- **Men’s Wear** – Upper, Lower, Occasion Wear, Winter Wear, Sportswear, Formal, Casual,
- **Ladies Wear** – Ethnic wear, Upper, Lower, Occasion Wear, Winter Wear, Sportswear
- **Kids Wear** – Boy, Girls, Infants, Winter Wear
- **Lifestyle** - Lifestyle products like Deodorants, wallets, sunglasses, ladies purse etc.

Verticals	Sales Mix
Men’s Wear	44%
Ladies Wear	27%
Kids Wear	26%
Lifestyle	3%

The key factors driving apparel business

Shopping Trigger	Triggers for apparel Shopping	Occasions Drive Purchases Festivals Weddings Birthdays Social Functions	<ul style="list-style-type: none"> • Key guiding principles of “Value & Variety” at reasonable price to consumer. • V2 Retail is a “one stop family shop” with a comprehensive portfolio of product offerings. • Range of products to suit everyone’s budget. • Shopping from an organised retail store fulfils the aspirational value of people living in small towns
	Key Aspects	Emotional Needs New Seasons New Trends Fun times Feels likes it	
		Functional needs Discount Offers Sale Replace Old	
		Price Quality of make Quality & Type of Fabrics Durability Comfort Fit	



Store Presence and Strong Product Sourcing Capabilities

Expansion of Stores with Focus on Profitability

- V2 Retail opens new stores with a clear focus on profitability. The idea is to do profitable growth than geographical based expansion.
- Currently, it owns and operates 38 stores spread out across 35 cities and 13 states amounting to approx 4.70 lac Sq. Ft.

• NCR	• Karnataka
• West Bengal	• Uttarakhand
• Bihar	• Odisha
• Uttar Pradesh	• North East
• Jharkhand	• Himachal Pradesh

- The Company has one distribution center capable of catering to 10 lakh sq. ft. of retail space.

Strong and Diversified Procurement Network

- Centralized Procurement System ensuring all the products go through rigorous Quality Parameter Check
- Timely payments to vendors to ensure seamless supply at best prices.
- The Company has a wide network of vendors and suppliers spread across the country
- The benefits of Centralized Procurement ensures right products at right time at reasonable cost to end consumer

Pleasant ambience for the aspiring class in Tier-II and Tier-III Cities



Average store sizes of 10,000 square feet



Recent Promotional Campaign



37 STORES
IN 13 STATES

Value & Variety

7 DAYS OPEN

This Summer Beat The Heat with Summer Fashion Exciting Offers

SUMMER FASHION

₹799/-
₹249/-

₹3200/-
₹1349/-

MEN'S WEAR

LADIES WEAR

KIDS WEAR

LIFESTYLE

Also available at: DELHI, FARIDABAD, BIHAR, JHARKHAND, UTTAR PRADESH, UTTARAKHAND, HIMACHAL PRADESH, KARNATAKA, ORISSA, ASSAM, KOLKATA, TRIPURA, ARUNACHAL PRADESH

Bring this Coupon Cutout at V2 Store and get ₹150 Off

COUPON
₹150/-

*This offer valid on purchase of ₹1299 & above.

Bring this Coupon Cutout at V2 Store and get ₹300 Off

COUPON
₹300/-

*This offer valid on purchase of ₹2499 & above.

Value & Variety

13 राज्यों में 38 स्टोर

ऑकेशनल वियर की रेंज अब उम्मीद से भी कम दामों पर

FLAT 25% OFF ON OCCASIONAL WEAR

AND MANY MORE EXCITING OFFERS IN THE STORE
*LIMITED PERIOD OFFER

मेन्स ओकेशनल वियर

₹2000/- से शुरू 25% OFF	₹1800/- से शुरू 25% OFF
₹200/- से शुरू 25% OFF	₹600/- से शुरू 25% OFF

लेडीज ओकेशनल वियर

₹200/- से शुरू 25% OFF	₹600/- से शुरू 25% OFF
₹300/- से शुरू 25% OFF	₹400/- से शुरू 25% OFF

किड्स ओकेशनल वियर

₹900/- से शुरू 25% OFF	₹400/- से शुरू 25% OFF
₹300/- से शुरू 25% OFF	₹400/- से शुरू 25% OFF
₹1000/- से शुरू 25% OFF	₹200/- से शुरू 25% OFF
₹500/- से शुरू 25% OFF	₹500/- से शुरू 25% OFF

मेन्स वियर

लेडीज वियर

किड्स वियर

लाइफस्टाइल

Also available at: DELHI, HARYANA, BIHAR, JHARKHAND, UTTAR PRADESH, HIMACHAL PRADESH, KARNATAKA, ORISSA, ASSAM, KOLKATA, TRIPURA, ARUNACHAL PRADESH

Recent Promotional Campaign



Value & Variety

13 राख्यों में 38 स्टोर

₹999/- की खरीद पर पायें

देरों इनाम जीतने का मौका*

बाइक, वाशिंग मशीन, रेफ्रिजरेटर, मोबाइल, जूसर मिक्सर ग्राइंडर, पावर बैंक और भी देरों इनाम

BUMPER PRIZE

WEEKLY PRIZE

DAILY PRIZE

MEN'S WEAR

LADIES WEAR

KIDS WEAR

LIFESTYLE

FESTIVE COLLECTION

MEN'S SUIT	SHERWANI	HURTA PYJAMA	WAISTCOAT	SAREE	SALWAR SUIT	LEHENGA	BOYS SUIT	PARTY WEAR/FROCK	LACHA SET
2000/-	1800/-	300/-	400/-	200/-	800/-	1000/-	500/-	500/-	500/-

...and many more exciting offers in the store | VALUE PRODUCTS | WIDE RANGE OF PRODUCTS | IRRESISTIBLE OFFERS & GREAT VALUE

विवरण: पटना: महाराजा कमेन्टर कॉम्प्लेक्स, खैबर रोड मो-0548874432 | भागलपुर: RN प्लानेट, R.B.S.S रोड मो-834032830 | अयोध्या: जयवंद कॉम्प्लेक्स, जेल रोड मो-834032850 | मुंबई: मॉडर्न क्लॉक टॉक मो-8340334873 | देहली: एच.पी. न्यू कॉम्प्लेक्स, बंकरा बाटीका रोड मो-9412300308 | बिहार: सतीश कॉम्प्लेक्स, नया रोड मो-8340322290 | पंजाब: W No. 23, न्यू लुम्पा रोड मो-8804188303 | उत्तरांचल: चिन्मय रोड मो-7781025735 | बंगाल: सुप्रिया क्लिप रोड, नयापल मो-834087991 | अयोध्या: सिटी मॉडर्न मो-9628231891 | दिल्ली: डॉ.एन.डी. रोड, चकदी मोड मो-9135929421 | दिल्ली: बार्ड मो-322 मेन मेट मो-8340331037 | गोवा: जयपुर रोड मो-7301937856 | श्रीलंका: कडी बजार, सुनर मो-7632000070

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Value & Variety

13 राख्यों में 38 स्टोर

ईद मुबारक

MRP ₹799/-
V2 offer
₹249/-
Iron Magic Sunys Dolphin
750-Watt
*This offer is applicable on bill value of ₹999 & above.

₹999/- की खरीद पर पायें

बाइक, वाशिंग मशीन, रेफ्रिजरेटर, मोबाइल, जूसर मिक्सर ग्राइंडर और पावर बैंक जीतने का मौका

BUMPER PRIZE BIKE

WEEKLY PRIZE REFRIGERATOR WASHING MACHINE & MOBILE

DAILY PRIZE JUICER MIXER GRINDER & POWER BANK

मेन्स वियर लेडीज वियर किड्स वियर लाइफस्टाइल

₹4999

या उससे अधिक की खरीद पर पायें 32 पीस ब्रैंडेड मेलामाइन डिनर सेट बिल्कुल मुफ्त

Also available at: DELHI, HARYANA, BIHAR, JHARKHAND, UTTAR PRADESH, HIMACHAL PRADESH, KARNATAKA, ORISSA, ASSAM, KOLKATA, TRIPURA, ARUNACHAL PRADESH, UTTARAKHAND



Competitive Strengths

<p>First mover advantage</p>	<ul style="list-style-type: none"> • 25 years of experience in serving the Indian Retail space • V2 Retail has a first mover advantage in various Tier-II and Tier-III cities. • It is one of the pioneers in opening stores in smaller Indian towns and Tier-II and Tier-III cities like Jaunpur, Haldwani, Arrah, Chapra etc.
<p>Per Square Feet Sales</p>	<ul style="list-style-type: none"> • One of the most efficient apparel retailer with consistently maintaining per square feet sales of more than ₹ 1100 per month for last 3 years.
<p>Centralized Procurement System & Quality Check</p>	<ul style="list-style-type: none"> • Centralized procurement and rigorous quality check • It has a wide network of registered vendors and suppliers spread across the country
<p>Efficient Supply Chain Management</p>	<ul style="list-style-type: none"> • The Company has comprehensive SCM system comprising of planning, sourcing, standardization, logistics, quality control, pilferage control, replacement and replenishment. • The Company has one distribution center capable of catering to 10 lakh sq. ft. of retail space
<p>Strong IT infrastructure, systems and processes</p>	<ul style="list-style-type: none"> • The Company uses an comprehensive ERP software (SAP) • It has a strong Management Information System (“MIS”)
<p>Pleasant ambience</p>	<ul style="list-style-type: none"> • It provides pleasant Air-Conditioned stores ambience with trial rooms and a modern shopping environment to its in Tier-II and Tier-III cities.
<p>One Stop Family Shop</p>	<ul style="list-style-type: none"> • The Company’s product range specifically caters to the demands and aspirations of ‘neo middle class’ and the ‘middle class’ group of the population with an added focus on latest fashion and trends.

Key Management Profile

Name & Designation

Brief Profile

Mr. Ram Chandra Agarwal

Chairman and Managing Director

- **Mr. Agarwal** holds a bachelor's degree in Commerce
- He has more than 25 years of entrepreneurial and business experience. He has been a member of the Board of Directors since inception. He provides strategic direction to the Company and is the driving force behind the establishment and growth of the Company.
- He is the pioneer in value retailing and brought this concept in India
- He was conferred several awards at different forums such as Ernst & Young Entrepreneur of the year award in 2008 and 4Ps Power Brand Award in 2007.

Mrs. Uma Agarwal

Whole Time Director

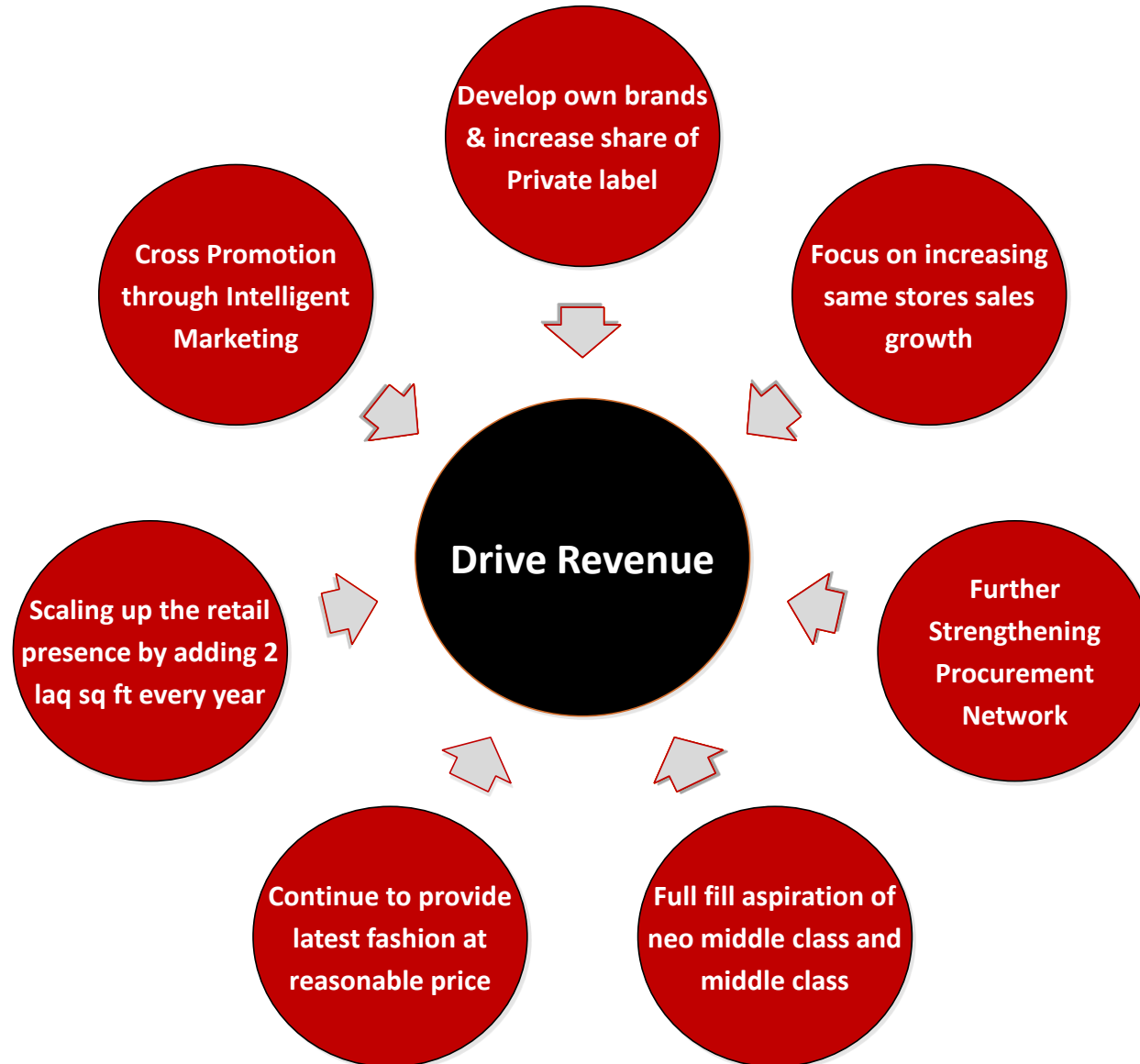
- **Mrs. Agarwal** holds a bachelor's degree in Arts
- She has more than 15 years of experience in the retail industry.
- She has been a member of the Board of Directors since inception. She oversees the marketing strategies of the Company.

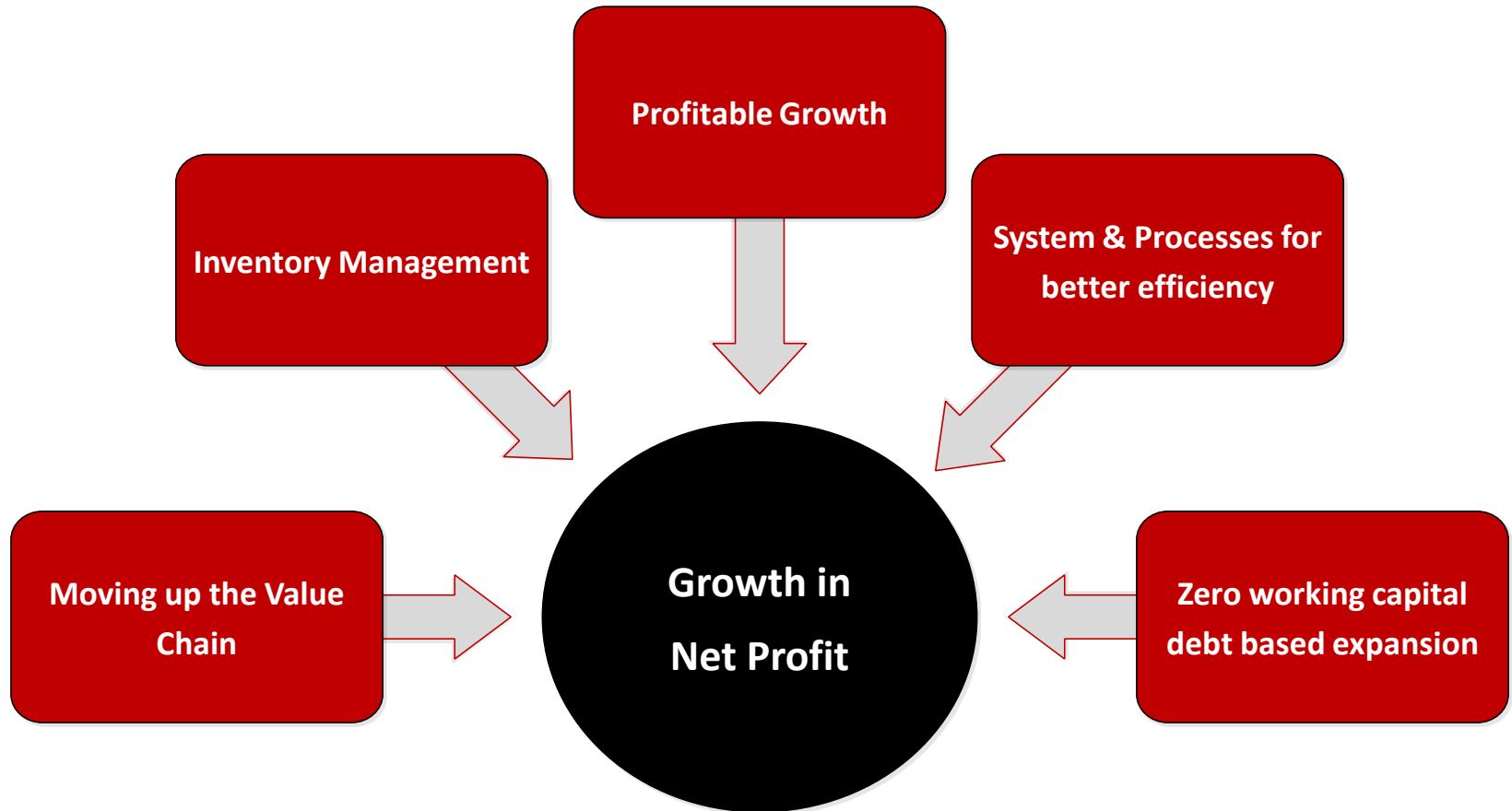
Management Team

Name & Designation	Brief Profile
<p>Mr. Akash Agarwal <i>Head - Procurement</i></p>	<ul style="list-style-type: none"> • Mr. Agarwal is a commerce Graduate • He has more than 5 years of experience in the Retail Industry
<p>Mr. Nikhil Kansal <i>Retail Head</i></p>	<ul style="list-style-type: none"> • Mr. Kansal holds a degree in Executive Management Program in Sales & Marketing from IIM Lucknow and Post Graduate Diploma in Business Management from IMT Ghaziabad • He has more than 17 years of experience in Retail Industry. Prior to join V2, he has worked with Reliance Retail Limited
<p>Mr. Pratik Adukia <i>Head – Merchandising</i></p>	<ul style="list-style-type: none"> • Mr. Adukia is commerce graduate and CA Inter. • He has more than 15 years of experience in Retail Industry
<p>Mr. Vipin Kaushik <i>Chief Financial Officer</i></p>	<ul style="list-style-type: none"> • Mr. Kaushik is a Chartered Accountant • He has more than 11 years of experience in Accounts & Finance. • Prior to join V2, he has worked with ONICRA Credit Rating Agency of India Limited and Delhivery Private Limited
<p>Mr. Abhishek Khemka <i>Head - Planning & Sourcing</i></p>	<ul style="list-style-type: none"> • Mr. Khemka is a commerce graduate • He has more than 19 years of experience in the retail industry. • Prior to join V2, he has worked with CityKart Retail Limited
<p>Mr. Gaurav Bajaj <i>GM - Merchandising</i></p>	<ul style="list-style-type: none"> • Mr. Bajaj holds a degree in PGDBM (Retail Management) and BE (Electronics) • He has more than 20 years of experience in Retail Industry • Prior to join V2, he has worked with Club Central

Section 4: Business Strategy







Section 5: Industry Overview



Indian Retail industry

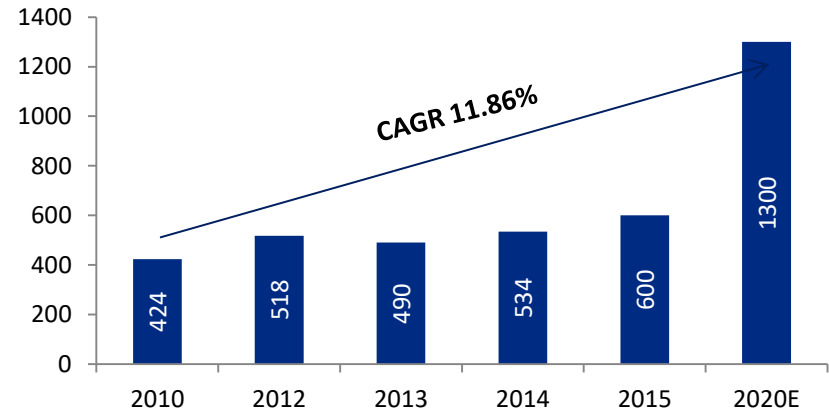
Overview

- The Indian Retail sector is emerging as one of the largest sectors in the economy.
- Retail industry is expected to grow to US\$ 1.3 trillion by 2020, registering a CAGR of 16.7% between 2015-2020.
- The organized retail penetration in India is low (8 per cent) compared with that in other countries, such as US (85%). This indicates strong growth potential for organized retail in India.
- Organized retail is expected to account for 24% of the overall retail market by 2020.
- Clothing & Footwear at 37% has the largest share of the organised retail market in FY15.
- The retail sales during FY20 to surge by 2x from the FY15 sales level aggregating USD 1300 billion during FY20 recording a CAGR of 16.72%.
- Rapid emergence of organised retail outlets, such as mega malls and hypermarkets, are augmenting the growth of organised retail in the country. Retailers have made dynamic changes in supply chain and logistics for competitive advantage and meeting consumer demands

Indian Retail Market Size

Indian Retail sales to surge by 2 times by FY20

Market Size (USD Billion)

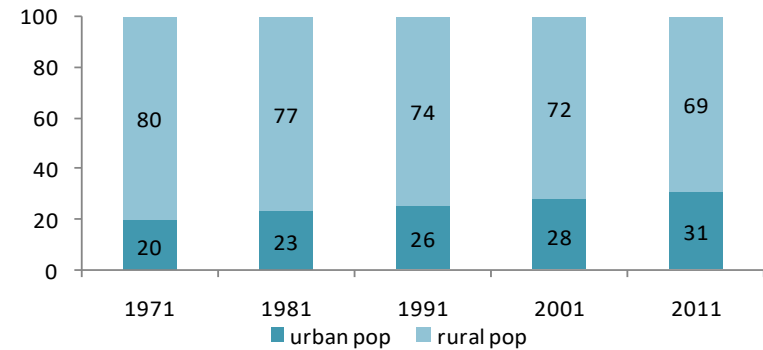


Indian Retail Industry

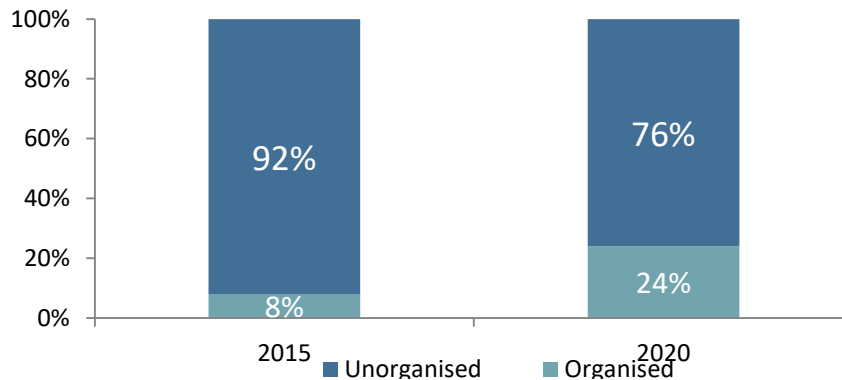
Rural - Urban Population

- The share of rural population in the total population has declined from 80.1% in 1971 to 68.8% in 2011.
- The primary reason for the higher share of unorganised retail in India emanates from the fact that rural sale comprises a major share of the total retail sales.
- Tier II and Tier III cities are a big opportunity in themselves with more than 80 cities occupied by around 90-100 million population in total

Rural - Urban Population (%)

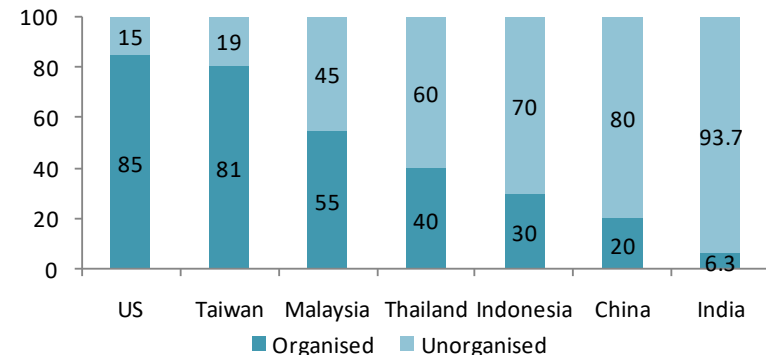


Organised Retail Market & Penetration



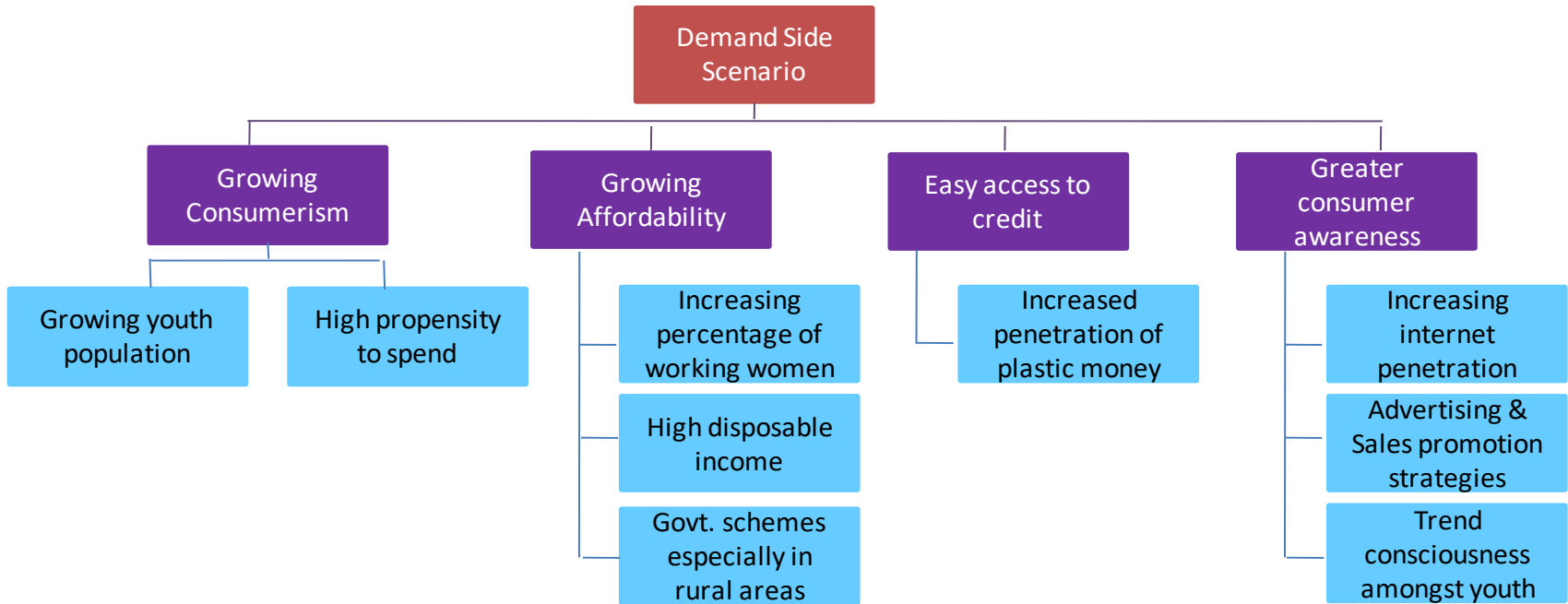
- The Indian retail sector is highly fragmented. More than ninety per cent of its business is being run by the unorganized retailers like the traditional family run stores and corner stores

Share of Unorganised Retail (%)

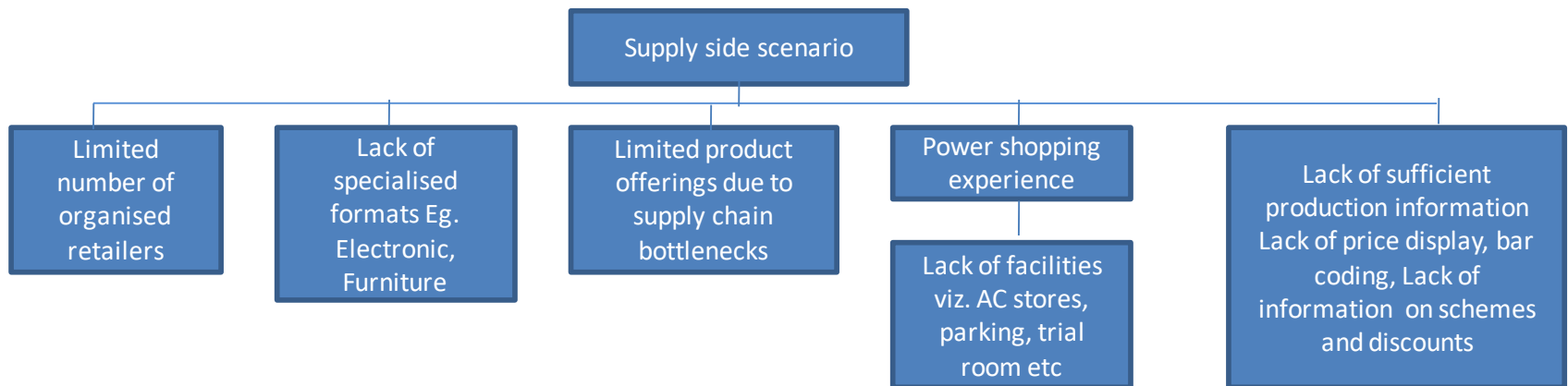


Primarily dominated by the unorganised segment, in India the unorganised retail segment's shares is quite high as compared to the unorganised retail contribution of 15-20% to the total retail sales in countries such as U.K., U.S., Taiwan

Organised Retailing – Demand Supply Gap in Tier – II and Tier – III Cities



Demand – Supply Gap in Tier II and Tier III cities



Section 6: Key Financial Indicators



Financial Highlights – Quarterly Performance (Q4FY17)

Particulars (₹ in Crores)	Q4FY17	Q4FY16	Y-o-Y	FY2017	FY2016	Y-o-Y
Revenue	107.2	79.4	35%	471.4	319.9	47%
Gross Profit	29.8	18.4	62%	138.1	95.6	45%
Gross Margin (%)	27.8%	23.1%		29.3%	29.9%	
Operational EBIDTA	2.7	1.2	129%	44.6	31.4	42%
Operational EBIDTA Margin (%)	2.5%	1.5%		9.5%	9.8%	
Profit Before Tax (Adjusted)	0.7	-2.6		31.3	16.2	93%
Profit After Tax	-1.8	-2.5		37.3	12.2	206%

Revenue:

- Revenue grew by 35% Y-o-Y in Q4FY17 from ₹ 79 crores to ₹ 107 crores. Revenue for FY17 grew at 47% Y-o-Y from ₹ 320 crores to ₹ 471 crores.
- The company has maintained sales momentum in this quarter as well led by healthy demand and new stores opening.

Gross Profit:

- Gross Profit increased from ₹ 18 crores to ₹ 30 crores in this quarter. Gross margins improved from 23.1% to 27.8%.
- For FY17, Gross Profit grew at 45% from ₹ 96 crores to ₹ 138 crores.

Operational EBIDTA:

- Operational EBIDTA grew by 129% Y-o-Y in Q4FY17 from ₹ 1.2 crores to ₹ 2.7 crores. Operational EBIDTA margins improved from 1.5% to 2.5% during the quarter.
- For FY17, Operational EBIDTA stood at ₹ 45 crores vis-à-vis ₹ 31 crores last year. An increase of 42% as compared to last year.

Financial Highlights – Quarterly Performance

- Operational EBIDTA calculated by adding one-time provision of ₹ 4.06 crores made towards modification in agreement entered for advertisement and expensed off ₹ 1.57 crores towards software implementation cost during the year, which are one off in nature.

Profit Before Tax (Adjusted):

- Adjusted Profit Before Tax (PBT) for the Quarter improved to ₹ 0.70 crores from a loss of ₹ 2.60 crores in Q4FY17.
- For FY17, Adjusted PBT increased from ₹ 16 crores to ₹ 31 crores an increase of 93% as compared to FY16.

Profit After Tax (PAT):

- Finance Cost for the quarter further reduced to ₹ 0.47 crores from ₹ 3.23 crores due to repayment of outstanding loan.
- For FY17, PAT increased by 206% from ₹ 12 crores to ₹ 37 crores.

Others:

- The company has opened 5 new stores during the quarter Q4FY17.
- Company's stores count increased from 22 Stores in FY16 to 37 stores in FY17. A Net addition of 15 stores during the year.
- The Company operates 37 stores spread across 13 states with a total retail area in excess of 4.60 lac Sq. Ft.
- During the Financial Year 2016-17, Company has substantially reduced its Borrowings / Outstanding loan from ₹ 98.44 crores to ₹ 8.76 crores.

Financial Highlights – Profit & Loss Account



₹ in Million

Particulars	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	CAGR
Revenue from Operations	402	1,057	2,289	2,868	3,199	4,714	64%
<i>Growth (%)</i>		163.1%	116.6%	25.3%	11.6%	47.3%	
Gross Profit	91	267	567	814	956	1,381	72%
<i>GP Margin (%)</i>	22.7%	25.3%	24.8%	28.4%	29.9%	29.3%	
EBIDTA	(122)	7	42	277	314	446	179%
<i>EBIDTA Margin (%)</i>	-30.5%	0.7%	1.9%	9.7%	9.8%	9.5%	
Other Income	37	21	22	25	25	20	
Depreciation	26	23	35	21	44	67	
Financial Charges	82	65	81	97	132	86	
PBT	(192)	(60)	(51)	184	163	313	
<i>PBT Margin (%)</i>	-47.9%	-5.6%	-2.2%	6.4%	5.1%	6.6%	
Exceptional Items					39	177	
PAT	(348)	(41)	(43)	97	122	373	96%
<i>PAT Margin (%)</i>	-86.6%	-3.9%	-1.9%	3.4%	3.8%	7.9%	
Extraordinary Items	-	(12)	(2)	0	(1)		
PAT after Extraordinary Items	(348)	(53)	(45)	98	122	373	

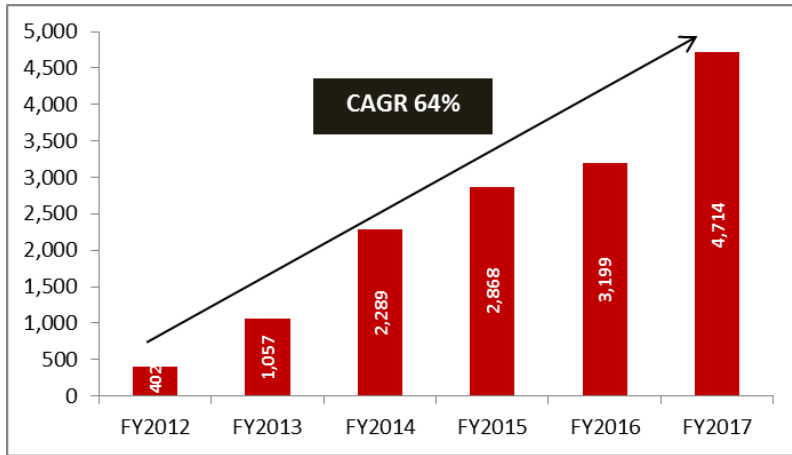
Financial Highlights – Balance Sheet

₹ in Million

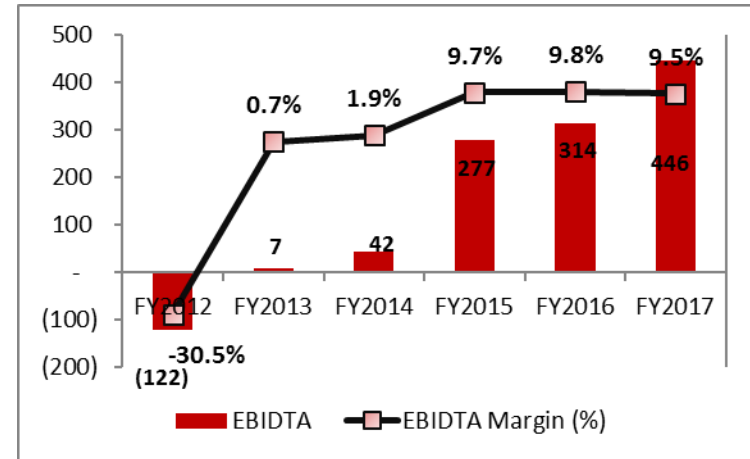
Particulars	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Equity Capital	224	224	224	236	249	309
Reserve & Surplus	2,530	2,478	2,407	2,505	2,626	3,445
Share Warrants	-	-	-	7	85	19
Deferred Tax Assets	(2,691)	(2,709)	(2,711)	(2,624)	(2,544)	(2,427)
Networth (Adjusted)	64	(7)	(80)	123	416	1,346
Loan Funds	569	704	834	693	984	88
Net Fixed Assets	66	98	144	194	329	548
Non Current Assets	372	369	380	358	408	415
Current Assets	292	497	619	871	1,208	1,284
- Inventories	160	448	555	793	1,089	1,146
- Cash and Bank	102	18	21	11	31	65
- Loans & Advances & others	29	31	42	66	88	73
Current Liabilities	97	268	388	606	544	814
- Trade Payables	76	247	282	352	366	622
- Provision & Other Liabilities	21	21	106	254	178	192

Robust Financial Performance

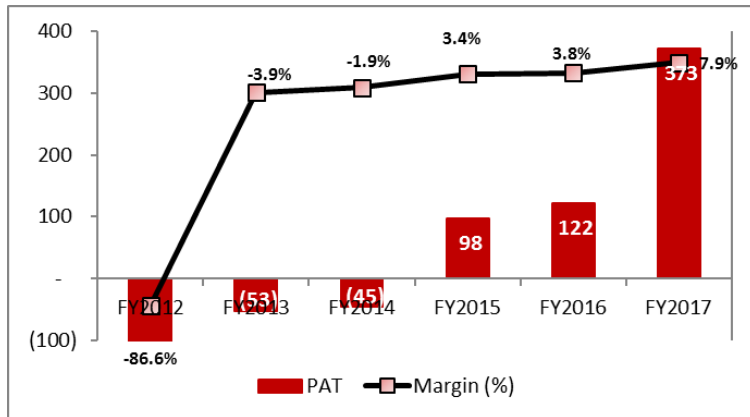
Revenue (₹ Million)



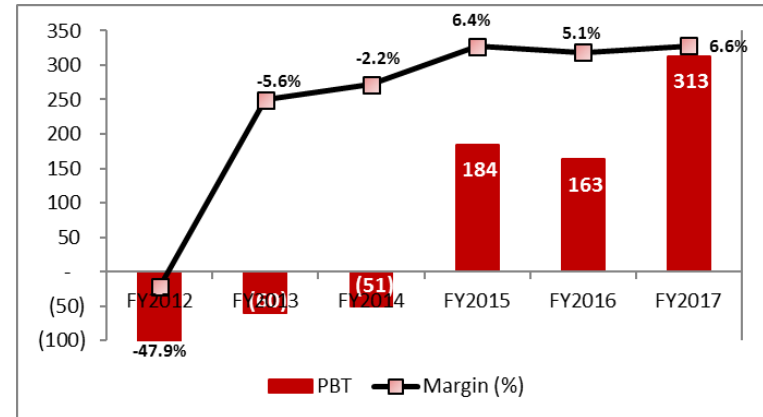
EBIDTA (₹ Million) and EBIDTA Margins



PBT (₹ Million) and PBT Margins

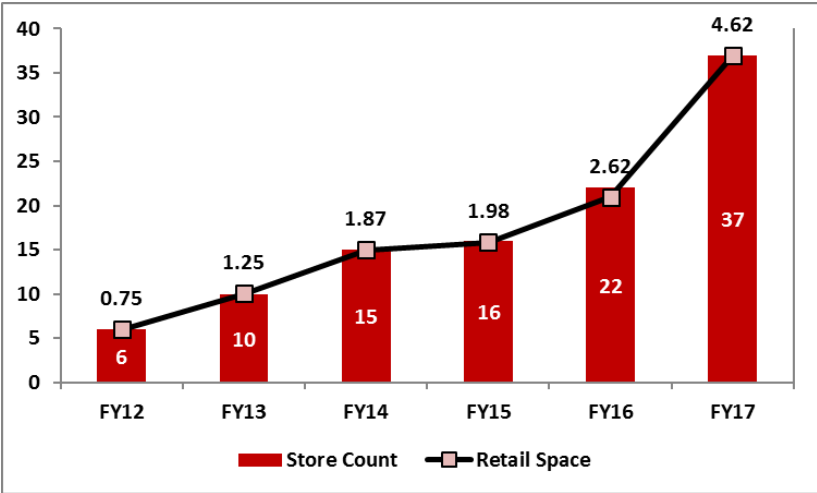


PAT (₹ Million) and PAT Margins

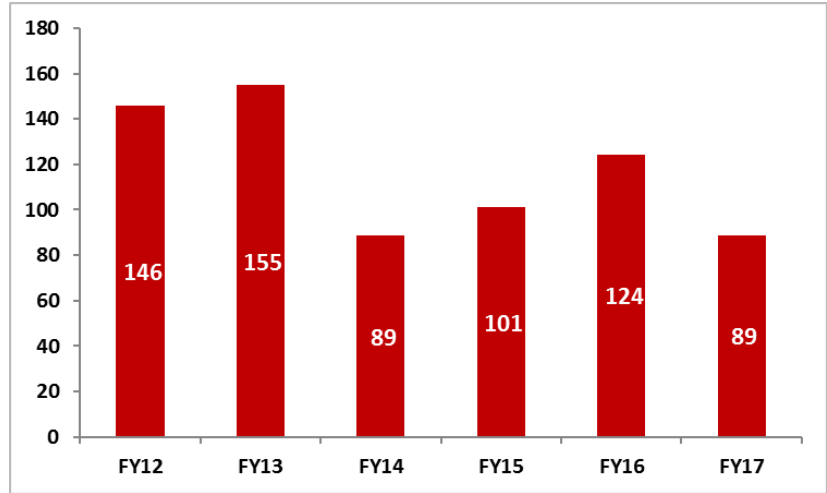


Key Operating Metrics

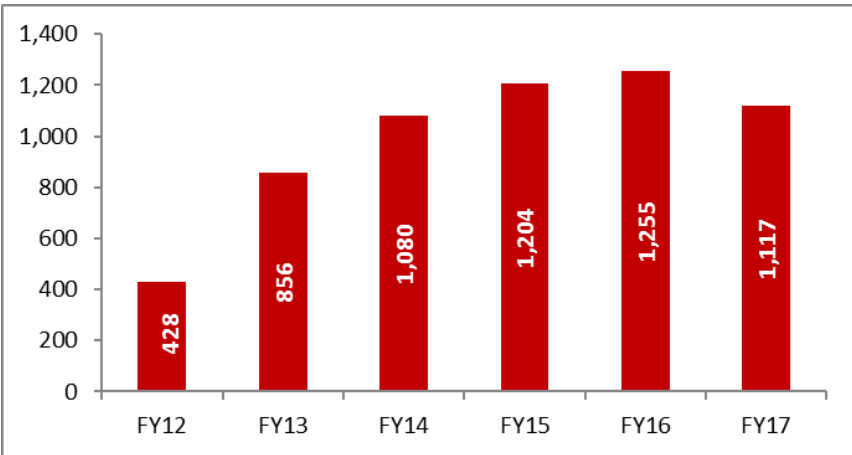
No. of Stores and Retail Space (lakh sq.ft.)



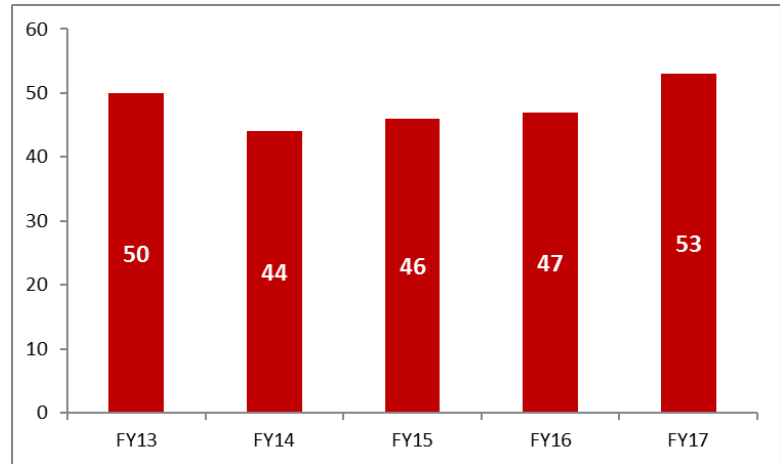
Inventory Holding Days

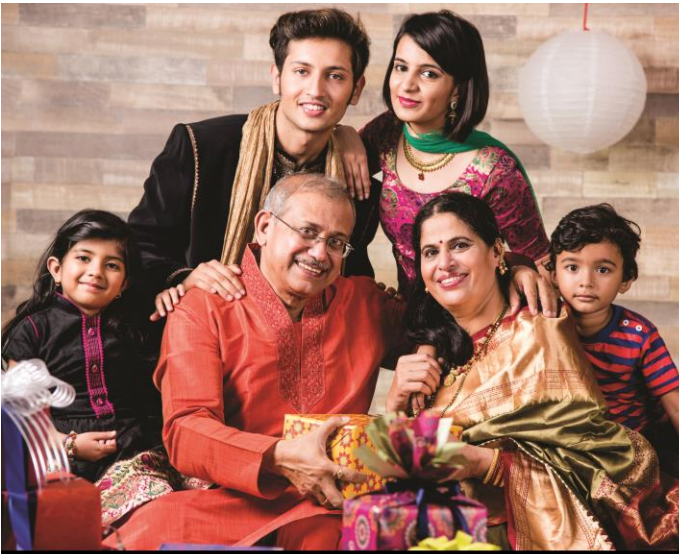


Sales per Sq.Ft. (₹ Per Month)



Rent per Sq.Ft. (₹ Per Month)





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Thank You

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