



PRICE "LESS" FASHION

Date: 03 November 2018

Ref. No. CS/S/L-305/2018-19

To,

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 LIMITED
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400 001
Scrip code: 534976
Fax: 022-22723121
Email: corp.relations@bseindia.com

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 30 September, 2018.

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

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

Review of Financial Result Q2 FY'19

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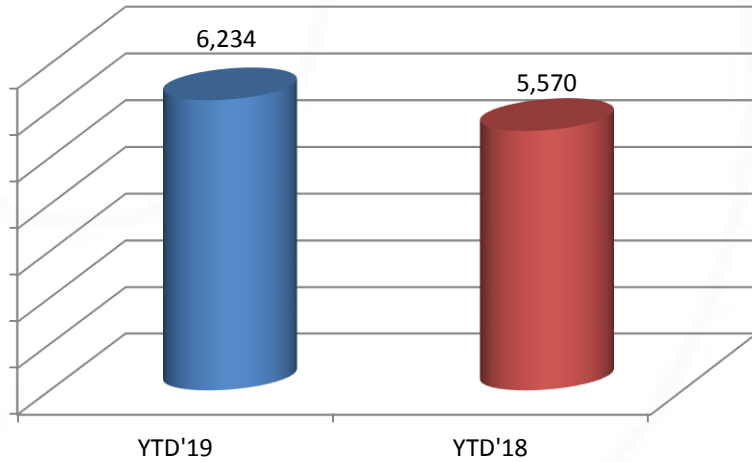
Key highlights : Apr-Sep FY'19 vs FY'18 results



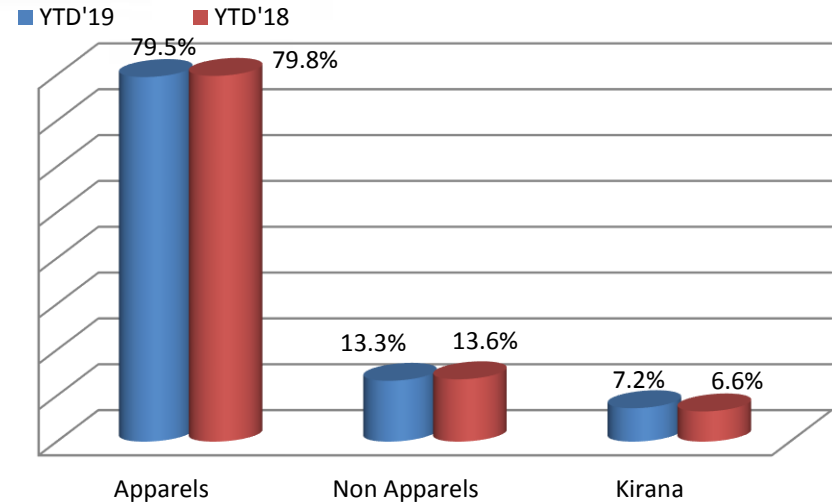
- **Number of Stores increases to 190 (+19)**
- **Revenue grows by 12%**
- **Same Store Sales growth : Value 1%, Volume 9%**
- **Sales per sq. feet (per month) : Rs. 740**
- **Contribution of segment to total revenue :**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit of Rs. 208 millions**

Financial Parameters : Apr-Sep FY'19 vs FY'18

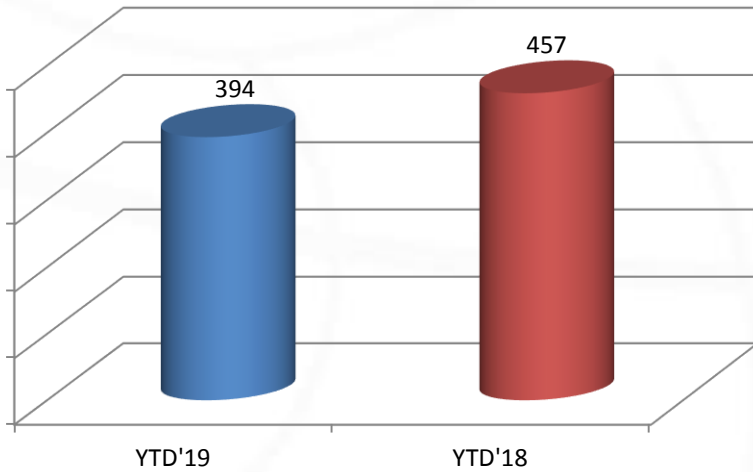
Sales (Millions)



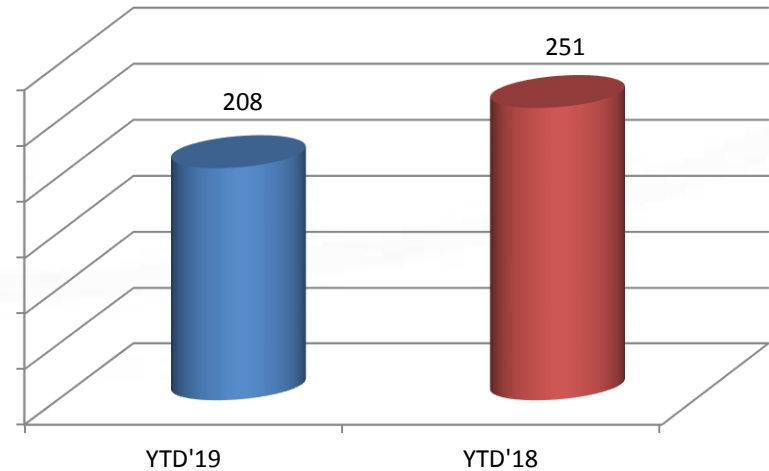
Sales Mix (%)



EBITDA (Millions)

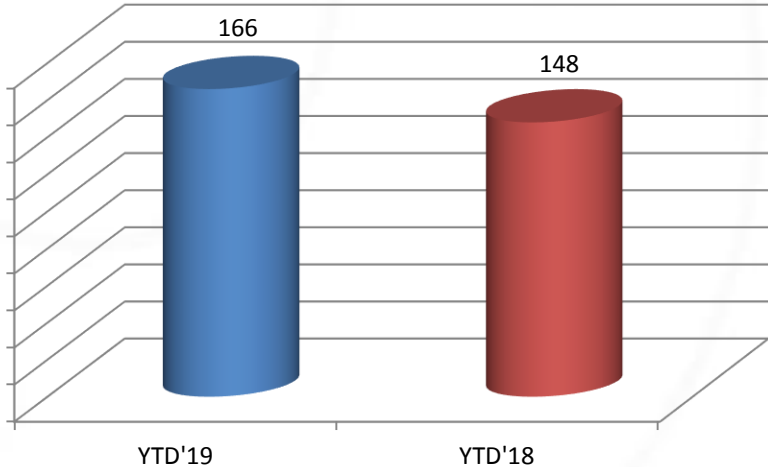


PAT (Millions)

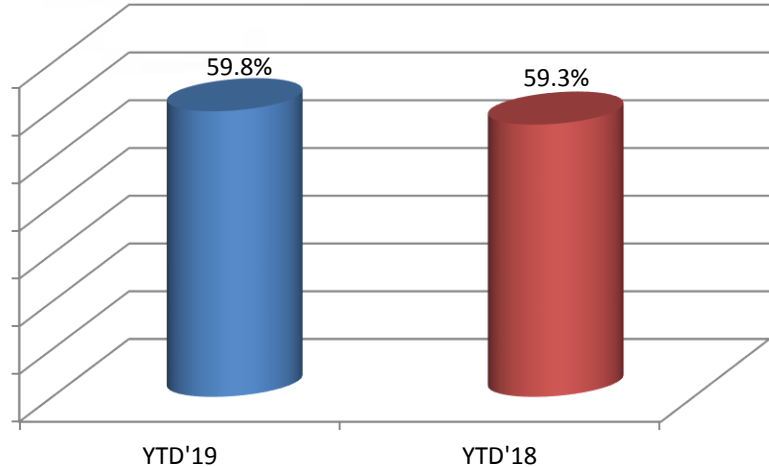


Operational Parameters : Apr-Sep FY'19 vs FY'18

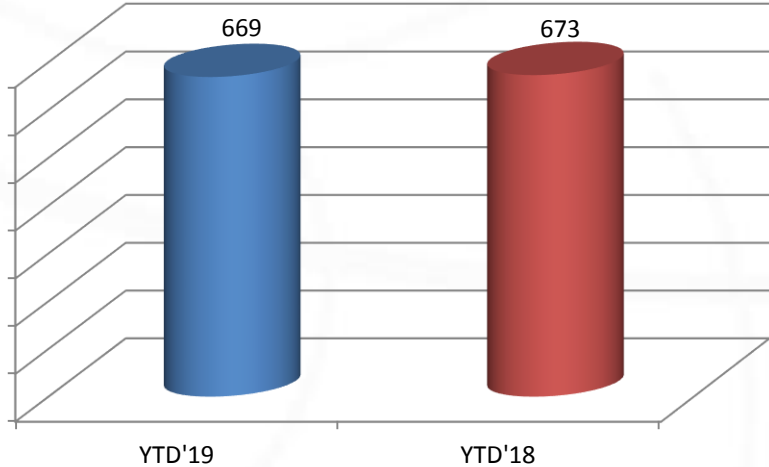
Footfall (lakhs)



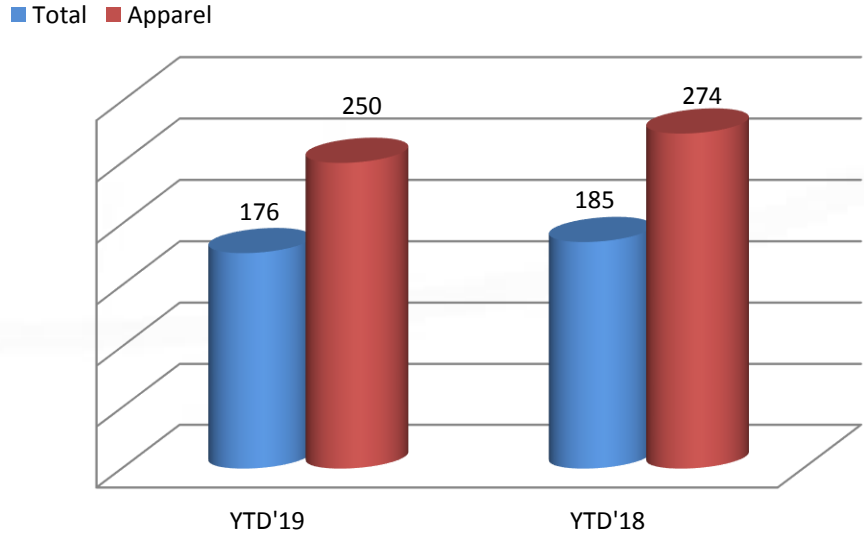
Conversion Rate (%)



Transaction size (Rs.)



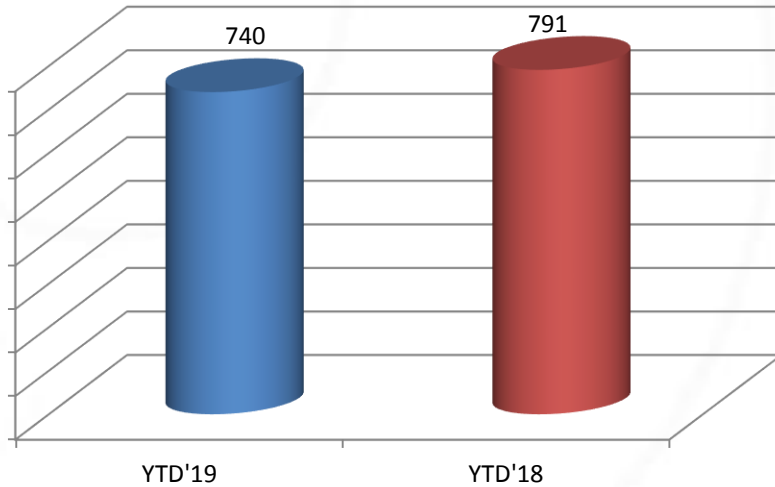
Average Selling Price (Rs)



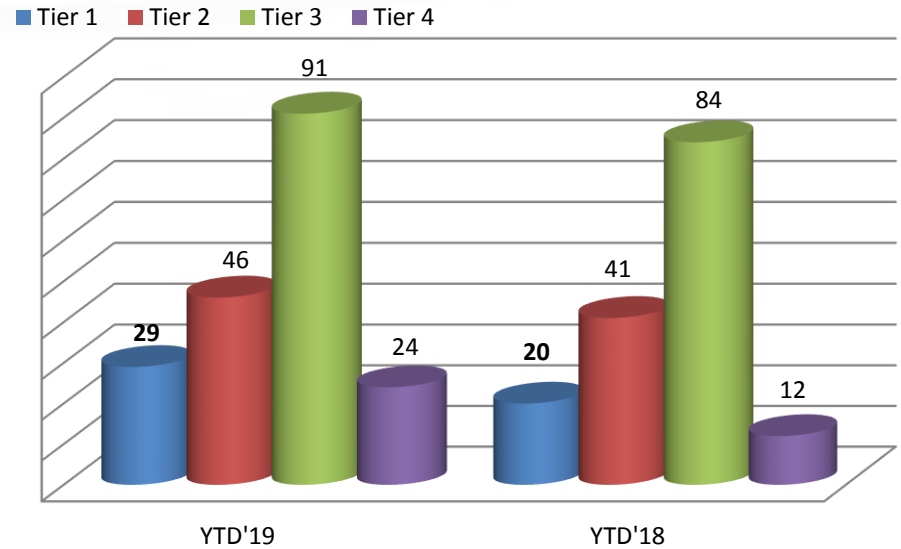
Operational Parameters : Apr-Sep FY'19 vs FY'18



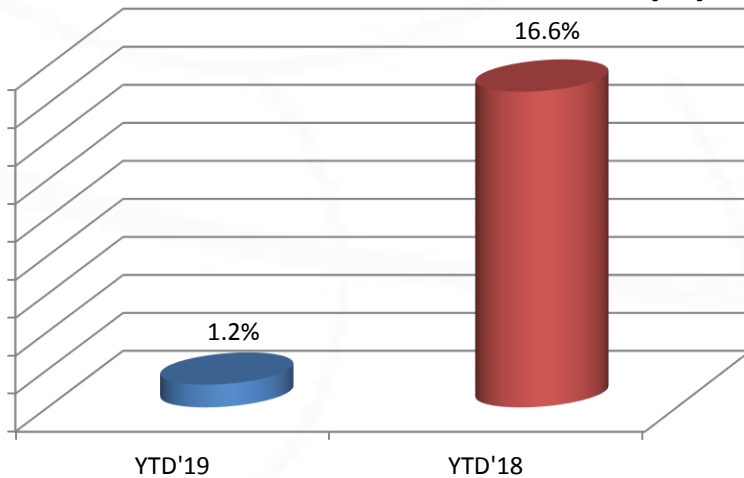
Sales per sq feet (per month)



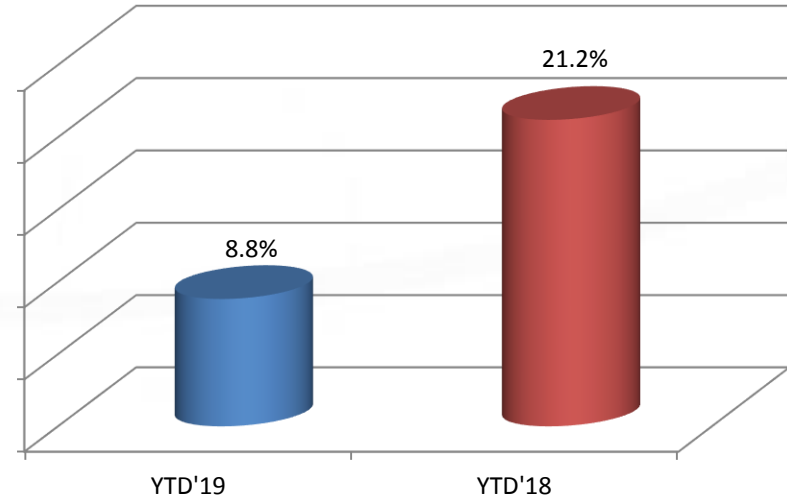
Store Count (Nos)



Same Store Sales Growth (%)

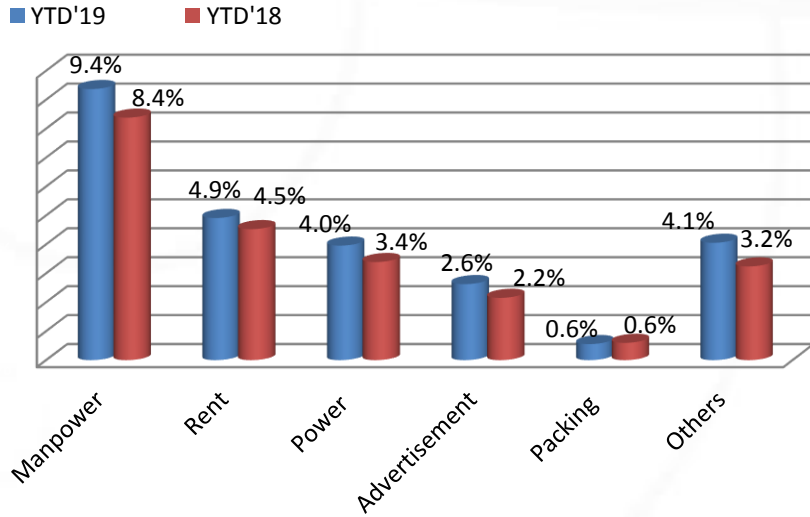


Same Store Volume Growth (%)

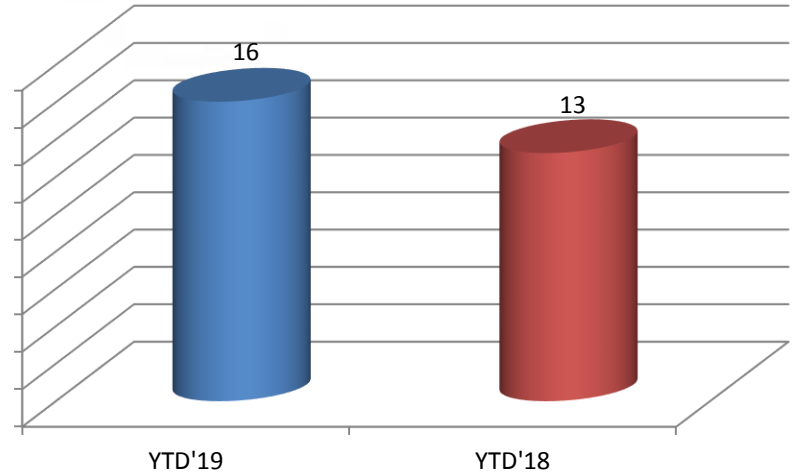


Operational Parameters : Apr-Sep FY'19 vs FY'18

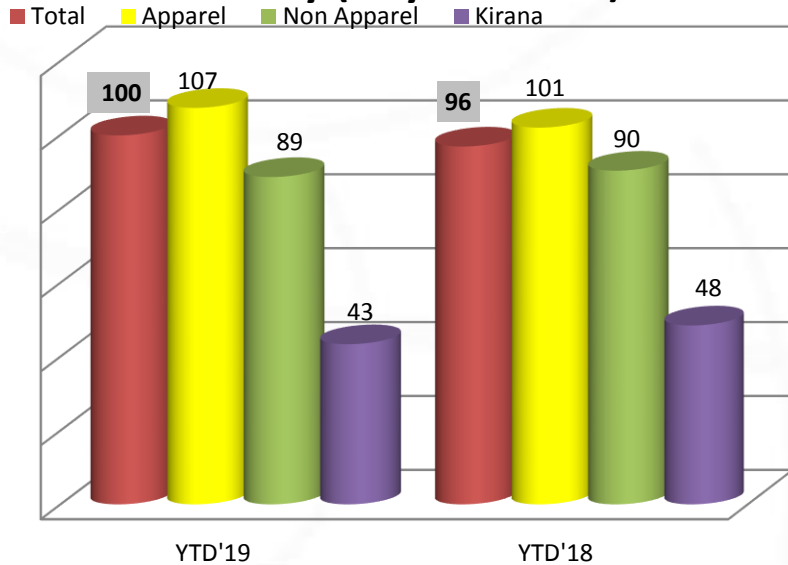
Expenses (% of Sales)



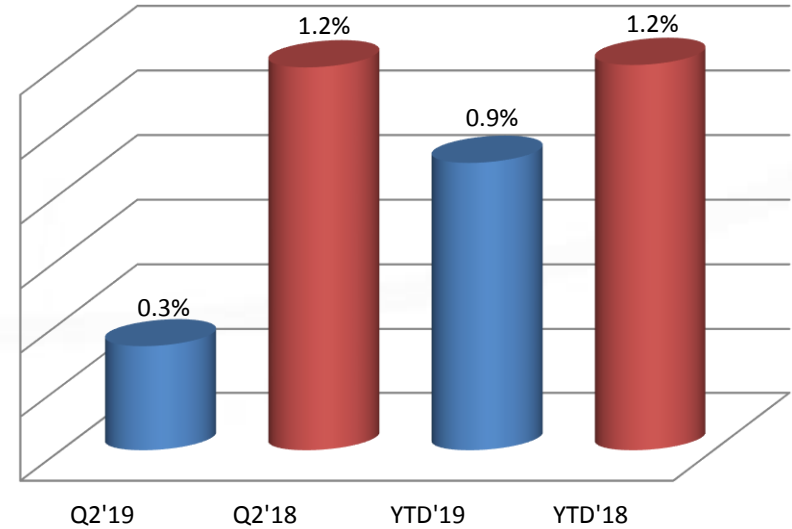
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



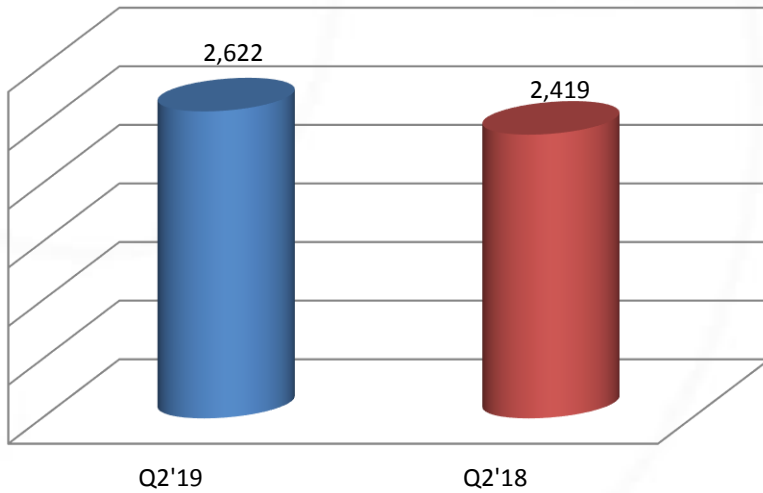
Key highlights of Q2 FY'19 vs FY'18 results



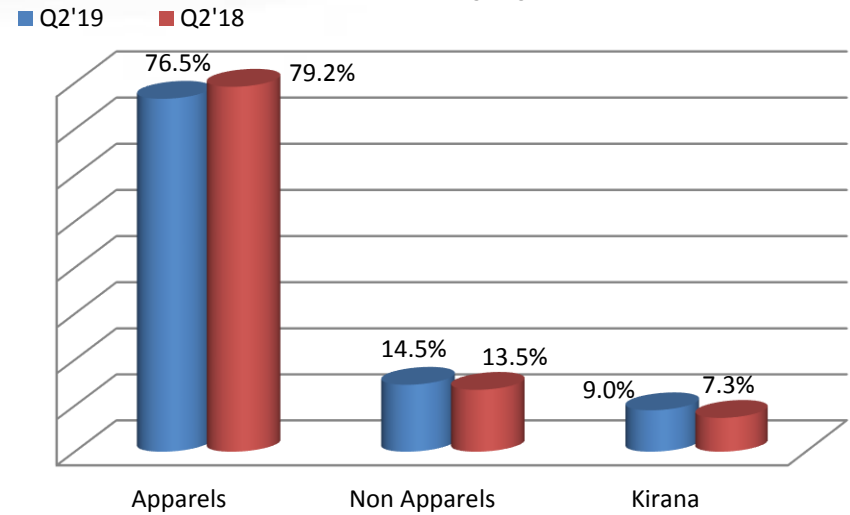
- **Revenue grows by 8%**
- **Same Store Sales growth : Value 0%, Volume 12%**
- **Sales per sq. feet (per month) : Rs. 611**
- **Stores count increases to 190 (+ 11)**
- **Contribution of segment to total revenue**
 - **Fashion 91%**
 - **Kirana 9%**
- **Net profit/(loss) of Rs. (40) millions**

Financial Parameters – Q2 FY'19 vs FY'18

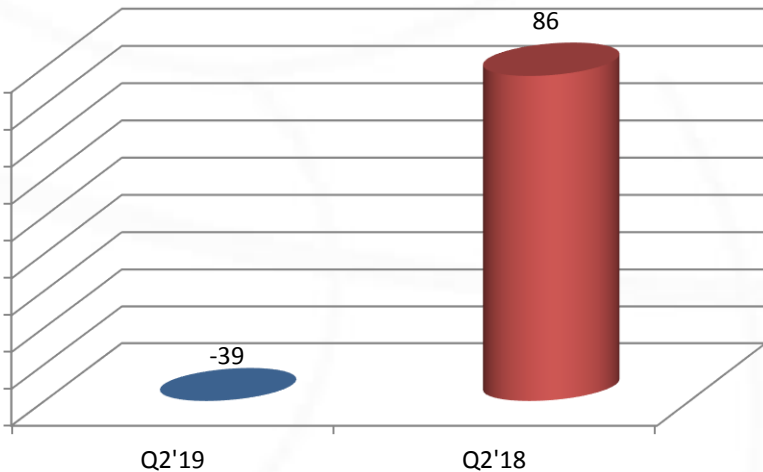
Sales (Millions)



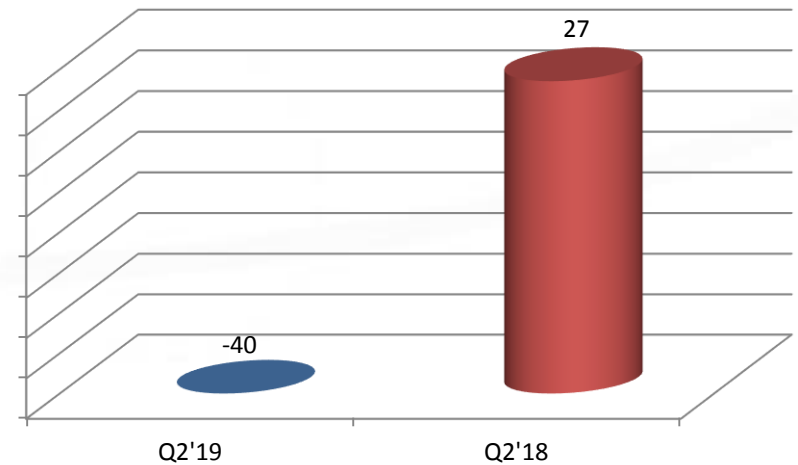
Sales Mix (%)



EBITDA (Millions)

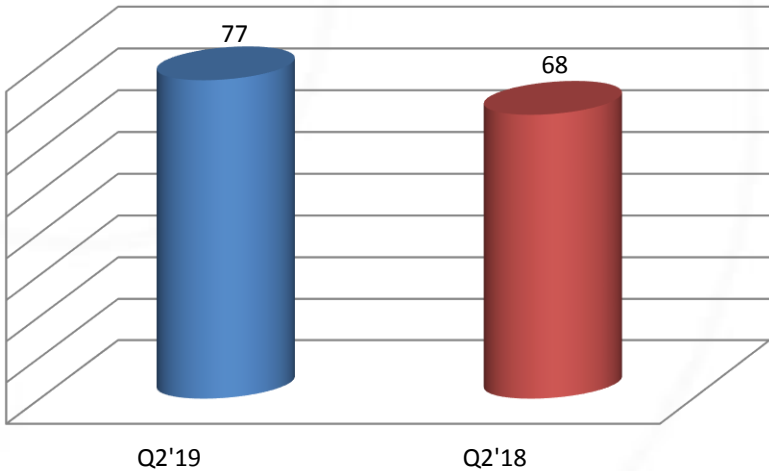


PAT (Millions)

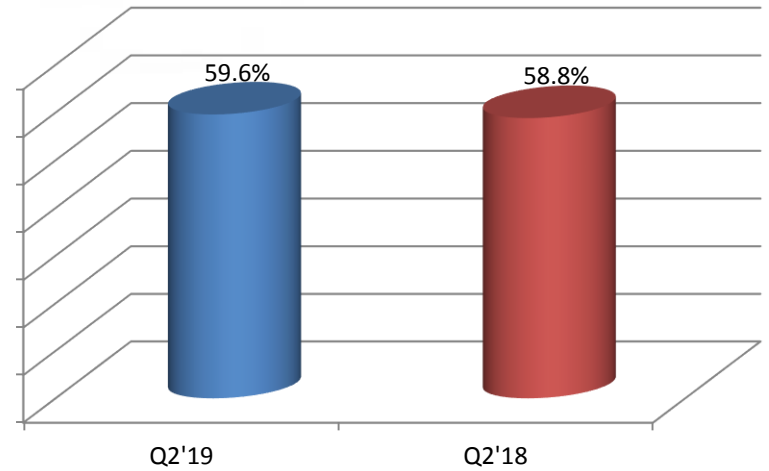


Operational Parameters – Q2 FY'19 vs FY'18

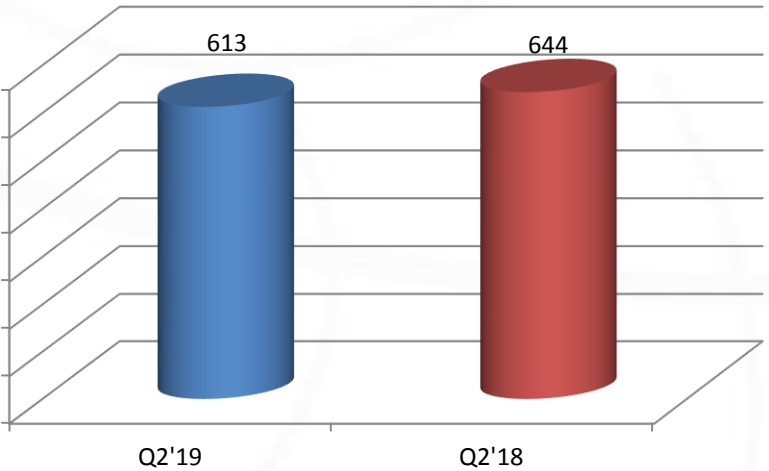
Footfall (lakhs)



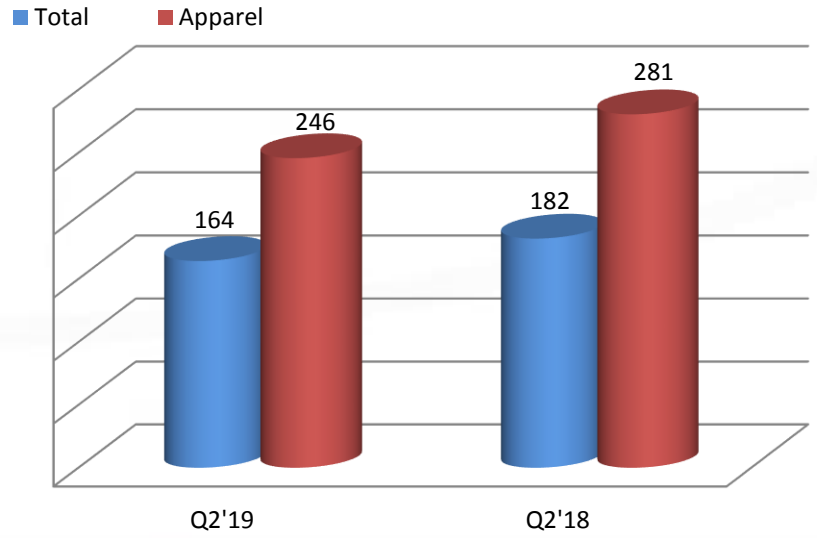
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Financial Review – Profit & Loss Statement



₹ in million (except per share data)

Particulars	For the period ended	
	30.09.2018	30.09.2017
	(Unaudited)	(Unaudited)
I. Revenue from operations	6,234	5,571
II. Other income	19	19
III. Total Revenue (I + II)	6,253	5,590
IV Total Expenses (IV)	5,976	5,228
V Profit before tax (III-IV)	277	362
VI Total tax expense* (VI)	68	111
VII Profit for the year (V-VI)	209	251
VIII Other Comprehensive Income	3	-1
IX Total Comprehensive Income for the period (VII+VIII)	212	250
X Earnings per share (before extraordinary items) (of ₹10 each) (not annualized)		
(a) Basic	11.50	13.83
(b) Diluted	11.46	13.79

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS



V-Mart Retail Limited		
Balance Sheet as at September 30, 2018		
	As at September 30, 2018	As at March 31, 2018
ASSETS		
Non-current assets		
Property, plant and equipment	1,472.02	1,412.28
Capital work-in-progress	46.24	35.10
Intangible assets	32.71	35.20
Financial assets		
Investments	64.88	63.42
Loans	85.85	71.95
Other financial assets	2.08	0.50
Deferred tax assets (net)	111.37	92.01
Non-current tax assets (net)	7.22	7.39
Other non-current assets	111.53	94.81
	1,933.90	1,812.66
Current assets		
Inventories	3,724.12	3,071.12
Financial assets		
Investments	470.23	276.91
Cash and cash equivalents	69.17	137.37
Other bank balances	49.51	58.51
Loans	6.19	0.77
Other financial assets	17.67	11.19
Other current assets	330.21	130.51
	4,667.10	3,686.38
	6,601.00	5,499.04
EQUITY AND LIABILITIES		
EQUITY		
Equity share capital	181.27	180.97
Other equity	3,491.62	3,293.44
	3,672.89	3,474.41
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	1.78	3.22
Other financial liabilities	52.48	41.67
Provisions	37.67	35.69
	91.93	80.58
Current liabilities		
Financial liabilities		
Borrowings	454.27	-
Trade payables		
a) total outstanding dues of MESE	-	-
b) total outstanding dues of creditors other than MESE	2,080.70	1,667.82
Other financial liabilities	193.10	152.93
Other current liabilities	79.97	93.28
Provisions	10.08	6.33
Current tax liabilities (net)	18.06	23.69
	2,836.18	1,944.05
	6,601.00	5,499.04

(` in million, unless stated otherwise)

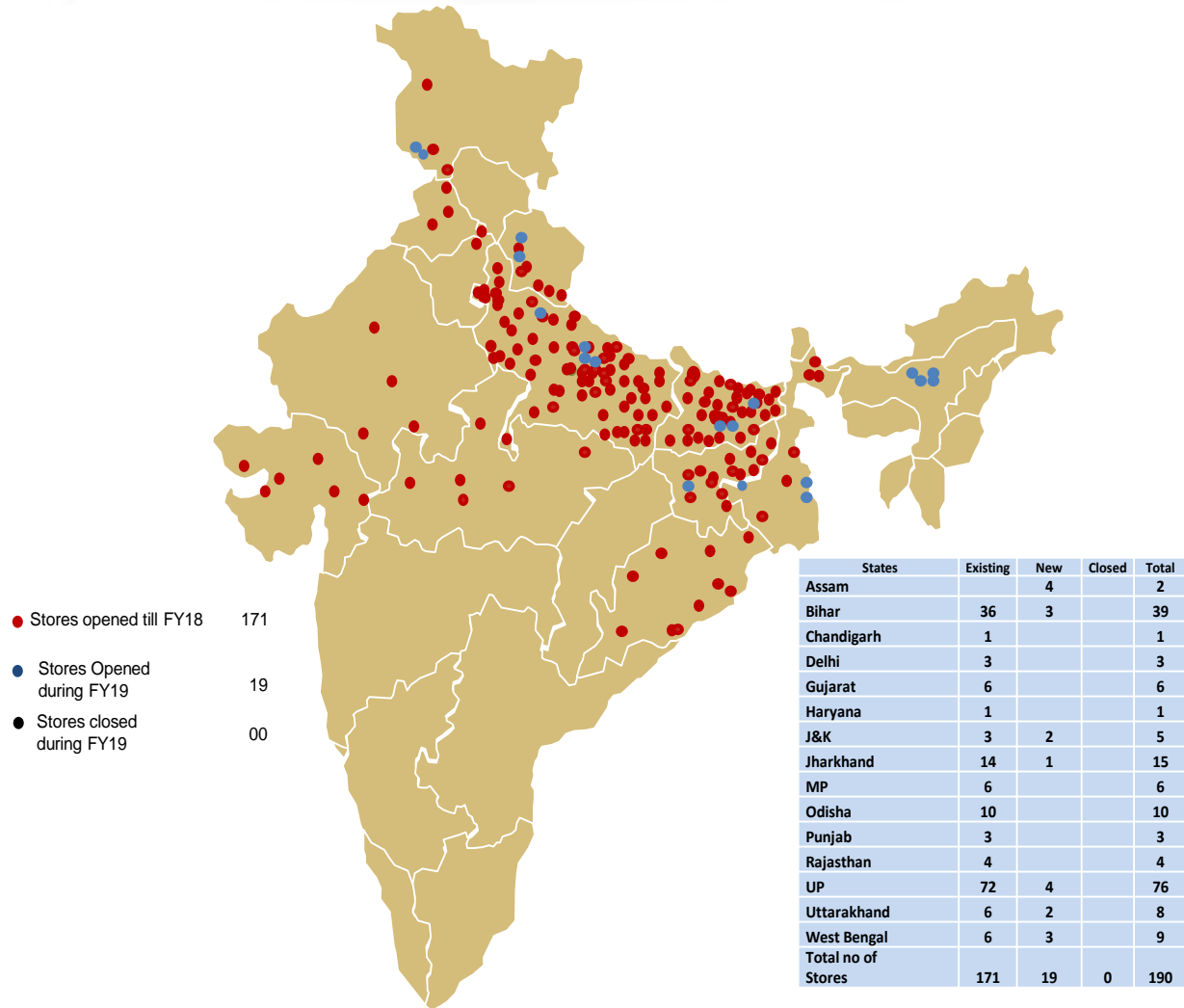
V-Mart Retail Limited

Cash Flow Statement for the period ended September 30, 2018

	For the period ended 30 Sept 2018	For the period ended 31 March 2018
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	282	1,125
Adjustment for:	134	245
Operating profit before working capital changes	416	1,370
Movements in working capital :	(462)	(346)
Cash generated from operations	(46)	1,024
Taxes paid	(95)	(381)
Net cash flow from operating activities	(141)	643
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	(367)	(151)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	419	(384)
Net increase/(decrease) in cash and cash equivalents	(89)	108

* Investment in fixed assets is `192 million (previous year: `479 million) in net cash flow used in investing activities

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q2 FY'18**



New Stores



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	6-Aug-18	9990
2.	Jharkhand	11-Aug-18	9381
3.	Assam	31-Aug-18	10231



	State	Date of Opening	Retail Space (Sq ft)
4.	Assam	31-Aug-18	11700
5.	Bihar	28-Aug-18	8463
6.	Assam	2-Sep-18	8229

New Stores



	State	Date of Opening	Retail Space (Sq ft)
7.	Assam	2-Sep-18	9110
8.	Uttar Pradesh	8-Sep-18	8500
9.	West Bengal	21-Sep-18	7516



	State	Date of Opening	Retail Space (Sq ft)
10.	Jammu & Kashmir	22-Sep-18	9761
11.	West Bengal	27-Sep-18	8280

PROMOTIONS – CAMPAIGNS – Q2



S. NO.	CAMPAIGN	LAUNCH	LOCATION
01	EID	19 May - 15 June	Pan India
02	EOSS	21 July - 10 Aug	Pan India
03	Independence Day	10-19 Aug	Pan India
04	Ganesh Puja	1-13 Sept	Odisha

PROMOTIONS – JASHN-E-EID



MEN'S WEAR • LADIES WEAR • KIDS WEAR • FOOTWEAR • HOME MART • LUGGAGE • ACCESSORIES

"Price Less" Fashion,

PROMOTIONS – END OF SEASON SALE

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MART

END OF
SEASON
SALE

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fashion वहाँ!

V
MART

PRICE "LESS" FASHION

upto **50%** off*

*T&C

More than 50,000 discounted products

Price "Less" Fashion

PROMOTIONS – THE GREAT INDIAN FASHION SALE

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MART

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हार्दिक शुभकामनाएं

**BUY ONE
GET 1%
OFF***
ON THE 2ND PIECE

50,000 से भी ज्यादा प्रोडक्ट्स पर ऑफर उपलब्ध!

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MART

PRICE "LESS" FASHION

THE
GREAT
INDIAN
FASHION
SALE

सबसे सस्ते 6 दिन

10th - 15th August

T&C Apply

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PROMOTIONS – GANESH CHATURTHI



गणेश उत्सव

V MART
PRICE "LESS" FASHION

₹ 1000
SHOP FOR
AND GET MERCHANDISE WORTH
₹ 1000
FREE*

BUMPER LUCKY DRAW ▶ **Bike, LED & Refrigerator**
on purchase of ₹399 or more...

MEN'S WEAR • LADIES WEAR • KIDS WEAR • FOOTWEAR • HOME MART • LUGGAGE • ACCESSORIES

"Price Less" Fashion,

Thank you

In case of any queries, pls contact the IR Team :

Anand Agarwal – anand.agarwal@vmart.co.in

Girish Garg – girish.garg@vmart.co.in

Mobile - +91-9899560707