



Date: May 31, 2018

To,

<b><u>National Stock Exchange of India Limited</u></b> Exchange Plaza, Plot No. C/1, G Block, BandraKurla Complex, Bandra(East) Mumbai-400051, <b>NSE Code- V2RETAIL</b>	<b><u>BSE Limited</u></b> 25 <sup>th</sup> floor, "PhirozeJeejeebhoy Tower", Dalal Street, Narimal Point, Mumbai-400001 <b>BSE Code-532867</b>
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**Sub: Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015:- Q4 FY18 Result Update**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, Please find enclosed herewith **Q4 FY18 Result Update**.

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

This is for your information and record.

Yours Truly

For V2 Retail Limited

  
**Umesh Kumar**  
Company Secretary & Compliance Officer

# Q4 FY18 Result Update

May 2018



## V2 Retail Limited

This presentation and the accompanying slides (the “Presentation”), which have been prepared by V2 Retail Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

## Q4 FY18 & FY18 Highlights

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## REVENUE

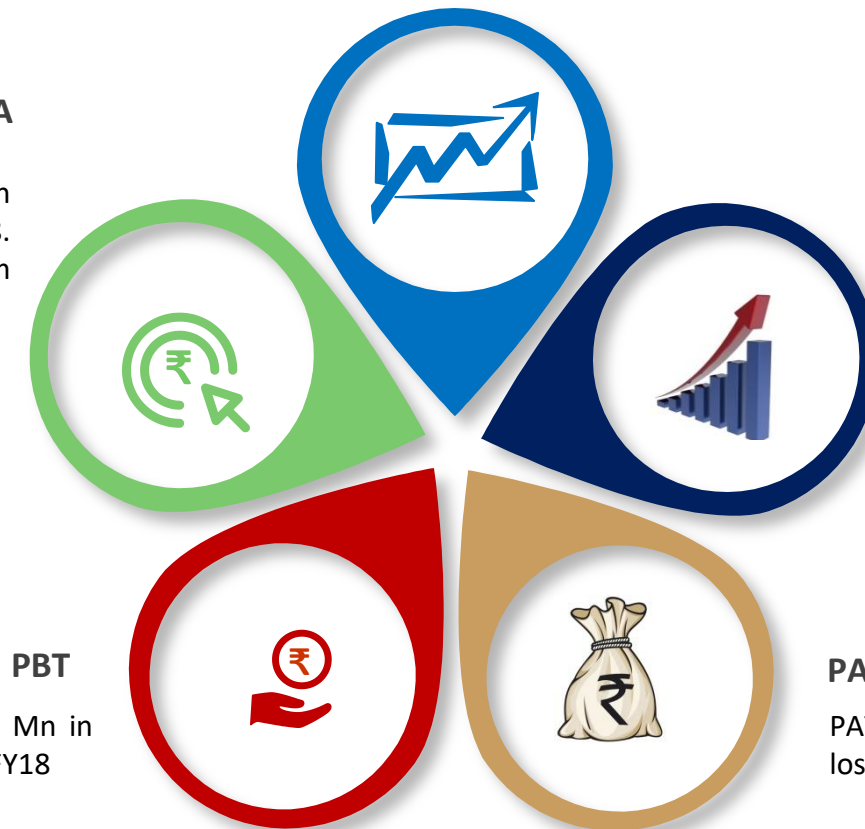
Revenue for Q4 FY18 at ₹ 1,266 Mn as against ₹ 1,074 Mn for Q4 FY17

## EBIDTA

Growth of 28% from ₹ 40 Mn in Q4 FY17 to ₹ 51 Mn in Q4 FY18. EBIDTA margin improved from 3.7% to 4.1 % during the period

## GROSS PROFIT

Growth of 28% from ₹ 299 Mn in Q4 FY17 to ₹ 384 Mn in Q4 FY18. Gross margin improved from 27.9% to 30.3% during the period



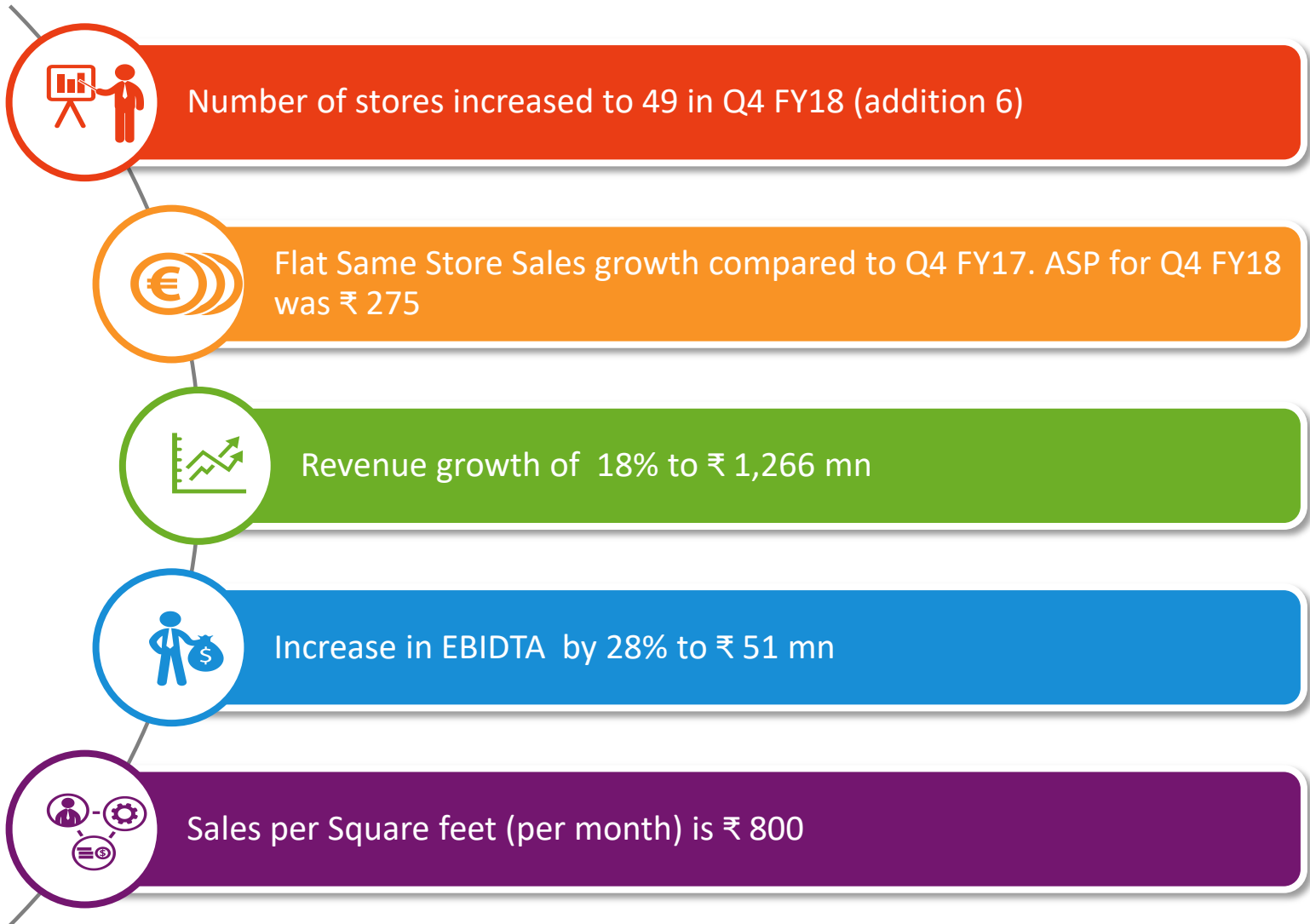
## PBT

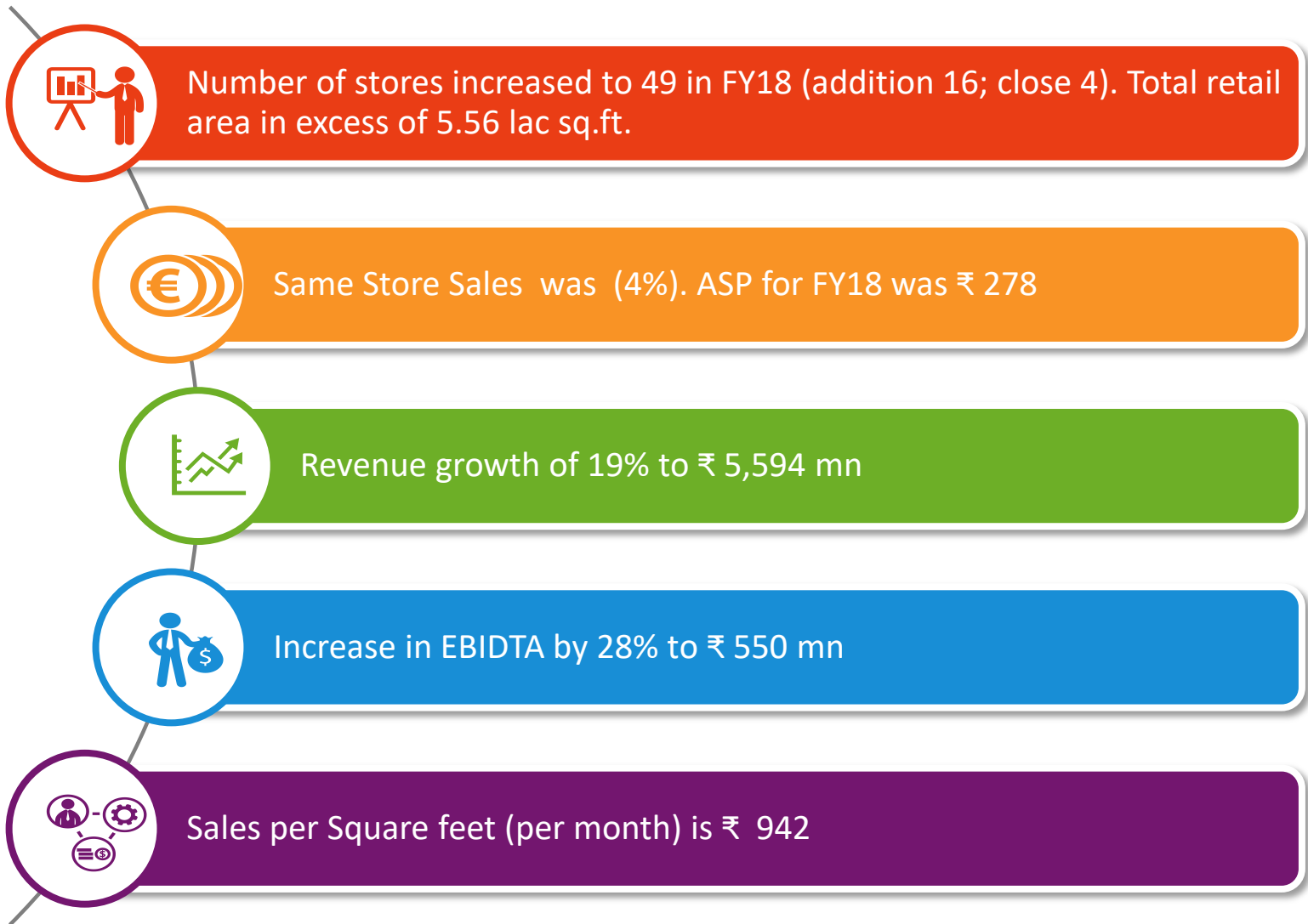
Growth of 50% from ₹ 18 Mn in Q4 FY17 to ₹ 28 Mn in Q4 FY18

## PAT

PAT for Q4 FY18 at ₹ 37 Mn as against loss of ₹ 10 Mn for Q4 FY 17

# Highlights Q4 FY18

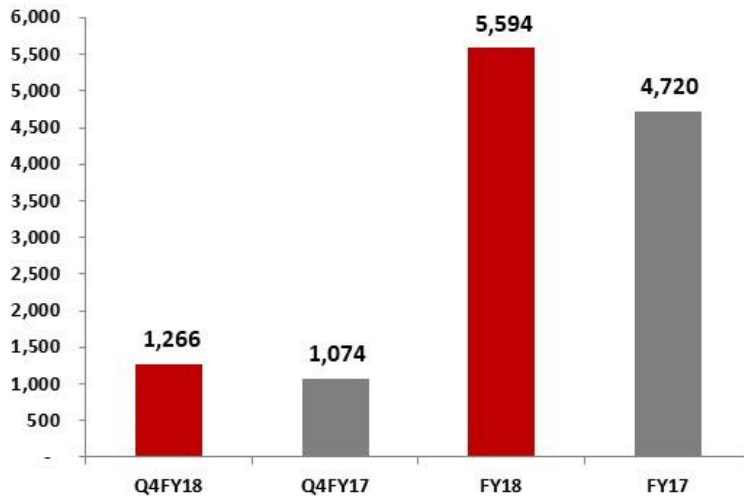




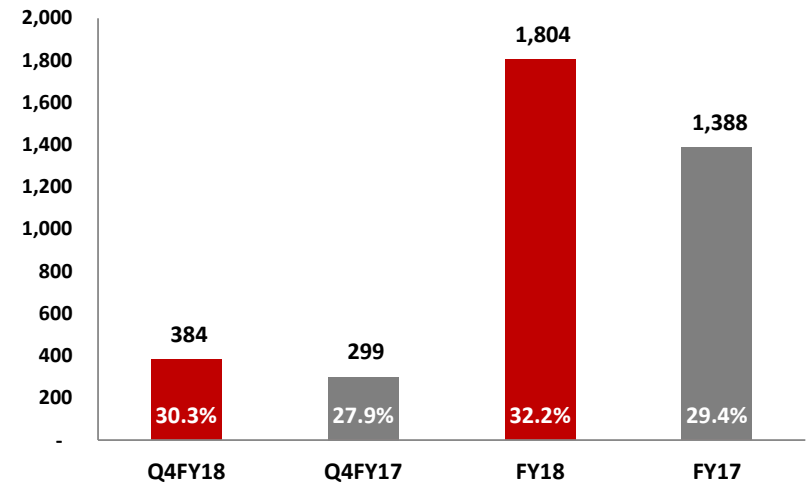
# Financial Highlights Q4 FY18 & FY18



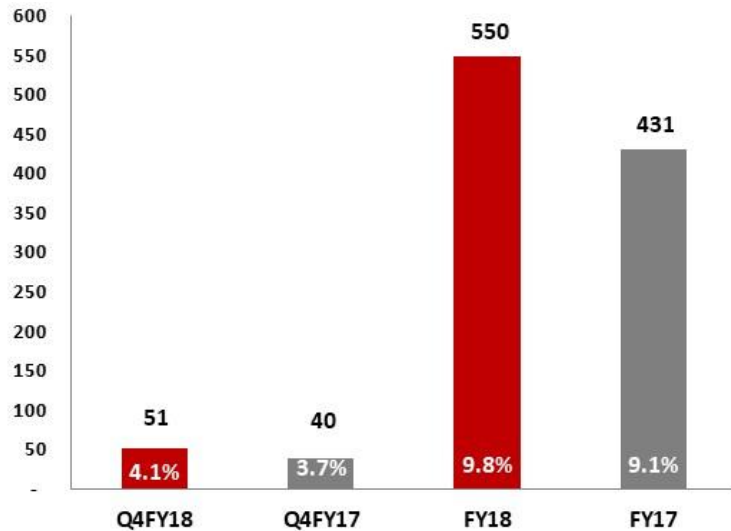
## Revenue (₹ Million)



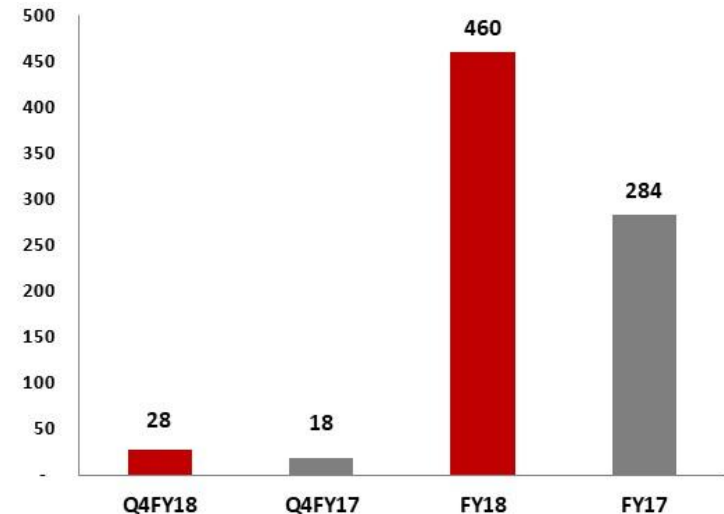
## Gross Profit (₹ Million) and Gross Profit Margins



## EBIDTA (₹ Million) and EBIDTA Margins



## PBT (₹ Million)





## Financial Q4 FY18 & FY18



Particulars (₹ million)	Q4 FY18	Q3 FY18	Q4 FY17	FY 18	FY 17
Revenue from Operations	1,266	1,524	1,074	5,594	4,720
Other Income	21	9	1	33	16
<b>Total Revenue</b>	<b>1,287</b>	<b>1,533</b>	<b>1,075</b>	<b>5,627</b>	<b>4,736</b>
<b>Total Expenses</b>	<b>1,259</b>	<b>1,319</b>	<b>1,057</b>	<b>5,167</b>	<b>4,453</b>
<b>Profit before tax and Exceptional Items</b>	<b>28</b>	<b>214</b>	<b>18</b>	<b>460</b>	<b>284</b>
Exceptional Items	-	-	-	-	233
<b>Profit before Tax</b>	<b>28</b>	<b>214</b>	<b>18</b>	<b>460</b>	<b>517</b>
Total Tax Expense	(10)	77	28	149	126
<b>Profit for the period</b>	<b>37</b>	<b>137</b>	<b>(10)</b>	<b>311</b>	<b>390</b>
<b>EPS Basic (₹ per share)^</b>	<b>1.16</b>	<b>4.30</b>	<b>(0.37)</b>	<b>9.62</b>	<b>14.57</b>
<b>EPS Diluted (₹ per share)^</b>	<b>1.16</b>	<b>4.29</b>	<b>(0.35)</b>	<b>9.62</b>	<b>13.94</b>

<sup>^</sup>Not Annualised

## Balance Sheet as at March 31 2018 (Ind AS)

Particulars	₹ million	
	FY 2018	FY 2017
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, Plant & Equipment	624	506
Capital Work in Progress	7	
Other Intangible Assets	1	2
Intangible Assets under development	59	40
Financial Assets		
<i>Loans</i>	34	22
<i>Other financial assets</i>	8	7
Deferred tax assets (net)	48	196
Other non current assets	212	200
Income tax assets (net)	39	35
<b>Current Assets</b>		
Inventories	1,602	1,146
Financial Assets		
<i>Investments</i>	897	
<i>Trade Receivables</i>	-	0
<i>Cash and cash equivalents</i>	48	62
<i>Other financial assets</i>	6	5
Other Current Assets	184	50
Assets classified as held for sale	124	124
<b>Total Assets</b>	<b>3,894</b>	<b>2,397</b>

Particulars	₹ million	
	FY 2018	FY 2017
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share capital	339	309
Other Equity	2,400	1,254
Money received against share warrants		19
<b>Non-Current liabilities</b>		
Financial Liabilities	1	1
Provisions	12	7
Other non-current liabilities	21	21
<b>Current liabilities</b>		
Financial Liabilities		
<i>Borrowings</i>	-	86
<i>Trade payables</i>	1,003	651
<i>Other Financial Liabilities</i>	28	13
Provisions	7	5
Other current liabilities	83	30
<b>Total Equity &amp; Liabilities</b>	<b>3,894</b>	<b>2,397</b>

# New Stores additions during Q4 FY18

KULLU, HIMACHAL PRADESH



HARIDWAR, UTTARAKHAND





# New Stores additions during Q4 FY18

## MAU, UTTAR PRADESH



## JABALPUR, MADHYA PRADESH



# New Stores additions during Q4 FY18

KATHUA, JAMMU & KASHMIR



DEOGARH, JHARKHAND





15 राज्यों में 46 स्टोर्स

7 DAYS OPEN

FRESH ARRIVAL  
SUMMER COLLECTION NOW IN STORE

**GREAT INDIAN RE PUBLIC DHAMAKA**

# Flat 50% OFF

ON WINTER & PRE WINTER ITEMS

Offer Applicable on purchase of ₹4000 and above

कटेस्ट कलैक्शन

मेन्स वियर    लेडीज वियर    किड्स वियर    लाइफस्टाइल

EXCEPT JACKET

डिस्काउंट: 12% तक कीटिलीकॉन के साथ 4000 रुपये के खरीद पर 2-4% तक का डिस्काउंट !! डिस्काउंट केवल काले रंग के कपड़े के लिए।  
 2-4% तक का डिस्काउंट !! डिस्काउंट केवल काले रंग के कपड़े के लिए।  
 डिस्काउंट केवल काले रंग के कपड़े के लिए।  
 डिस्काउंट केवल काले रंग के कपड़े के लिए।

**NEW STORE LOCATION**  
 V2 RETAIL LTD. IS LOOKING FOR A SUITABLE PROPERTY/ PLOT FOR NEW STORE  
 OPENING IN ALL OVER INDIA ON RENTAL BASIS. MINIMUM REQUIREMENT OF 5000  
 SQ FEET IN PRIME MARKET LOCATION. PLEASE CONTACT: 8447465678/011-41771850 | E-MAIL: BD@V2RETAIL.NET/IN

15 राज्यों में 46 स्टोर्स

**होली फैशन मेला**

इस बार होली के रंगों के साथ पाइयें लेटेस्ट फैशन और देरों इनाम

**₹1999**  
या उससे अधिक की खरीद पर पायें **₹200** का एल. ई. डी. बल्ब बिल्कुल मुफ्त

**₹3499**  
या उससे अधिक की खरीद पर पायें **₹1500** का डिनर सेट बिल्कुल मुफ्त

**₹4999**  
या उससे अधिक की खरीद पर पायें **₹2950** का जूसर मिक्सर ग्राइंडर बिल्कुल मुफ्त

मेन्स वियर

लेडीज वियर

किड्स वियर

लाइफस्टाइल

स्टोर्स नेटवर्क: दिल्ली, हरियाणा, बिहार, झारखण्ड, उत्तरप्रदेश, हिमाचलप्रदेश, कर्नाटक, ओडिशा, असम, कोलकाता, त्रिपुरा, अरुणाचलप्रदेश, उत्तराखण्ड, मध्यप्रदेश, जम्मू और कश्मीर

CARRY THIS COUPON AND GET **₹51/- OFF** ON PURCHASE OF ₹999 AND ABOVE

THIS OFFER IS VALID ON APPARELS ONLY AND CANNOT BE CLUBBED WITH ANY EXISTING OFFER

\*Terms & Conditions strictly apply. Offer valid till stock last. Prices/Offers are subject to change and can be withdrawn without prior notice. Quantity Restrictions apply. Product pictures are indicative of the offers only and may not match with the actual products. Offers for retail customer only. Offers may vary as per location. In case of any dispute V2 reserves the right to take the final decision. All major credit cards accepted.



# Promotions – Campaigns Q4



Value & Variety

## SUMMER FASHION MELA

**70% तक की भारी छूट**  
कम से कम 10% की छूट गारंटीड

मेन्स फॉर्मल शर्ट / सेमि-फॉर्मल शर्ट / बलब वियर शर्ट / लेडीज़ सलवार सूट / किड्स गर्ल्स सलवार सूट / लावा सेट पर

15 राज्यों में 49 स्टोर्स

₹999 या उससे अधिक की खरीद पर पायें लकी ड्रॉ कूपन

ओर कार, बाइक, LED TV, रेफ्रिजरेटर, वॉशिंग मशीन, गोल्ड कोइन ओर भी बहुत कुछ जीतने का मौका!

**LUCKY DRAW**

मेन्स वियर
लेडीज वियर
किड्स वियर
लाइफस्टाइल

Value & Variety

15 राज्यों में 49 स्टोर्स

साडी, जीन्स या टॉप अब जो चाहें खरीदें सभी लेडीज ड्राइटम्स पर

**2 के साथ 1 मुफ्त**

अभी नहीं तो कभी नहीं ऑफर

₹999 या उससे अधिक की खरीद पर पायें लकी ड्रॉ कूपन

ओर कार, बाइक, LED TV, रेफ्रिजरेटर, वॉशिंग मशीन, गोल्ड कोइन ओर भी बहुत कुछ जीतने का मौका!

मेन्स वियर
लेडीज वियर
किड्स वियर
लाइफस्टाइल

दोस्तें नोकरी: दिल्ली, हरियाणा, बिहार, झारखण्ड, उत्तराखण्ड, हिमाचल प्रदेश, कर्नाटक, ओडिशा, असम, कोलकाता, सिक्किम, अरुणाचल प्रदेश, उत्तरांचल प्रदेश, मेघालय, जम्मू और कश्मीर

\*Terms & Conditions apply. Offer valid till stock last. Prices/Offer are subject to change and can be withdrawn without prior notice. Quantity Restrictions apply. Please contact the retailer for details of the offer only and may not apply with the original products. Offer for retail customer only. Offer may vary as per location. In case of any dispute V2 reserves the right to take the final decision. All major credit cards accepted.

15 राज्यों में 46 स्टोर्स

Value & Variety

## शुभ लगन

नए रिश्तों की शुरुआत Value & Variety के साथ

तक की\* भारी छूट

# 70%

नए वैडिंग कलेक्शन पर

कम से कम 15% की छूट सभी ड्राइटम्स पर\*

मेन्स वियर
लेडीज वियर
किड्स वियर
लाइफस्टाइल

मेन्स सूट | शेरवाही | वेस्ट कोट | साडी | सलवार सूट | लकड़ा | बॉयज सूट | बॉयज कुर्ता सेट | गर्लस सलवार सूट | ब्राचा सेट

# Promotions – Campaigns Q4

15 राज्यों में 46 स्टोर्स

## GREAT INDIAN REPUBLIC DHAMAKA

# Flat 50% OFF

### ON ALL WINTER & PRE-WINTER ITEMS

Pre Winter Items: Men's T-shirt (Full Sleeves), Ladies Top (Full Sleeves), Boys T-Shirt (Full Sleeves), Girls Top (Full Sleeves), Baba Suit (Full Sleeves), Night Suit (Full Sleeves) and more...

TERMS & CONDITIONS APPLY

\*Offer Applicable on purchase of ₹4000 and above \*Offer not Applicable on Jackets.

मेन्स वियर

लेडीज वियर

किड्स वियर

लाइफस्टाइल

## होली फैशन मेला

15 राज्यों में 49 स्टोर्स

इस बार होली के रंगों के साथ पाइयें लेटेस्ट फैशन और देरें इनाम

**₹9999** या उससे अधिक की खरीद पर पायें **₹5000** का **ब्रैंडेड मोबाइल फोन** बिल्कुल **मुफ्त**

\*OFFER VALID TILL STOCK LAST

TERMS & CONDITIONS APPLY

मेन्स वियर

लेडीज वियर

किड्स वियर

लाइफस्टाइल





# Thank You

For further information please contact:

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**Mr. Vipin Kaushik (CFO)**  
V2 Retail Limited  
Tel : +91-11-41771850  
Email : [vipin.kaushik@vrl.net.in](mailto:vipin.kaushik@vrl.net.in)