

VISHAL MEGA MART LIMITED

(Formerly known as Vishal Mega Mart Private Limited)

Corporate & Regd. Office: 5th Floor, Platinum Tower, Plot No. 184

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CIN: L51909HR2018PLC073282

Date: August 13, 2025

To National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Scrip Symbol: VMM	To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Scrip Code: 544307
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Dear Sir/ Madam,

Subject: Earnings Presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2025

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Earnings Presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2025.

The Earnings Presentation is also being disseminated on the Company's website at <https://aboutvishal.com/>.

You are kindly requested to take the same on record.

Thanking you.

For **Vishal Mega Mart Limited**

Rahul Luthra
Company Secretary & Compliance Officer
ICSI Membership No: F9588

Encl: As above



Vishal Mega Mart Limited

Khliehriat, Meghalaya

Performance Highlights

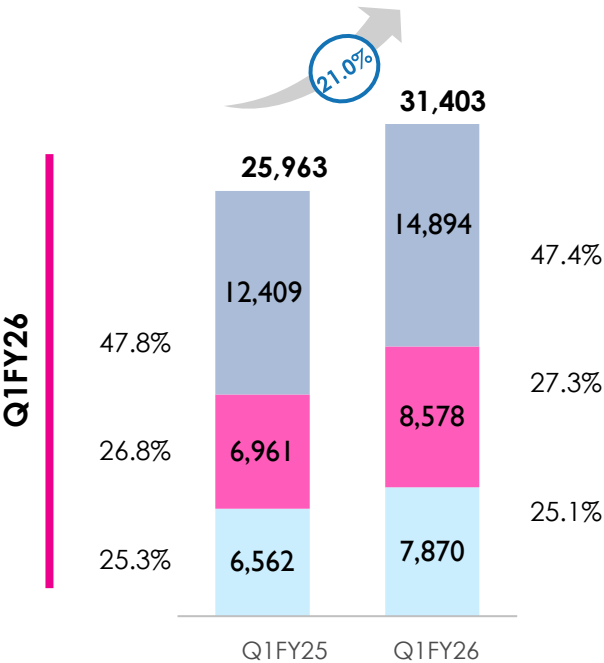
Q1FY26

Financial Highlights

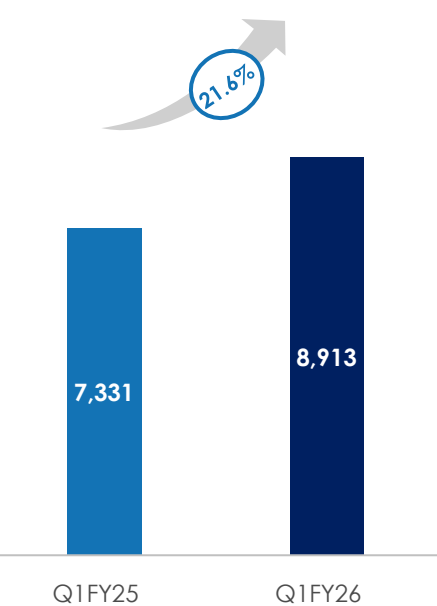
(₹m)

Revenue from Operations¹ & Revenue Contribution (%)

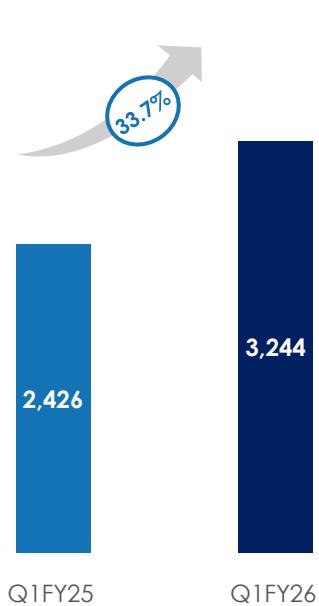
Apparel General Merchandise FMCG



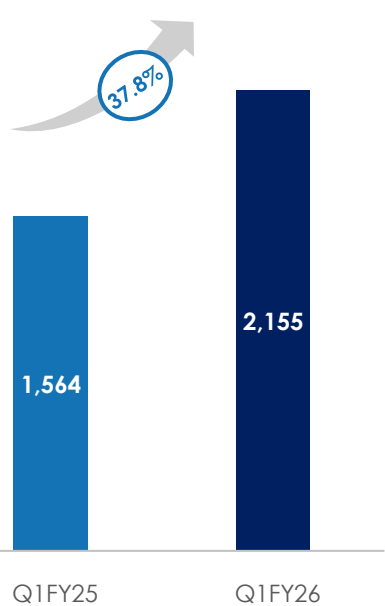
Gross Profit & Margin %



Adjusted EBITDA³ & Margin %



Adjusted PAT⁴ & Margin %



SSSG² for Q1FY26 **11.4%**

Margin - **28.2%** **28.4%**

9.3% **10.3%**

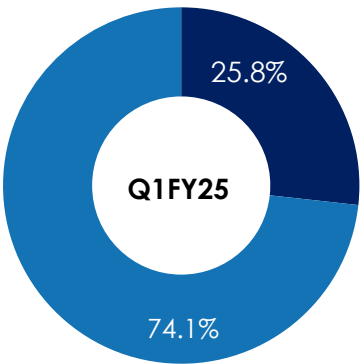
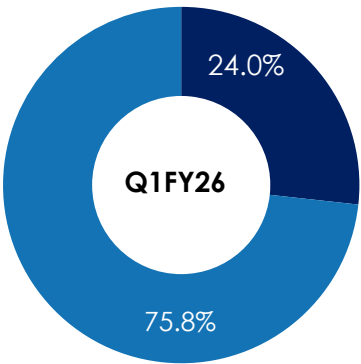
6.0% **6.9%**

Notes: Figures have been rounded to the nearest integer or one decimal place. 1. Revenue from operations; includes other operating income (not shown separately on the chart). Percentage figures in chart represent sales contribution to revenue from each category. 2. SSSG here is Adjusted SSSG calculated as the growth in net revenue of all stores that have been operational for atleast 15 months at the beginning of each quarter during the period, adjusted to exclude stores which are temporarily non-comparable with base due to refurbishment, cannibalization, area reduction, or any such event which may make it incomparable with base. 3. Adjusted EBITDA is EBITDA pre-ESOP charges and pre-INDAS 116. 4. Adjusted PAT is PAT pre-ESOP charge

Operational Highlights

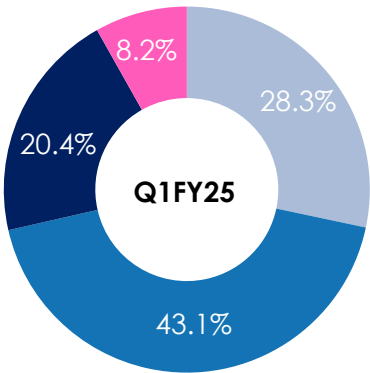
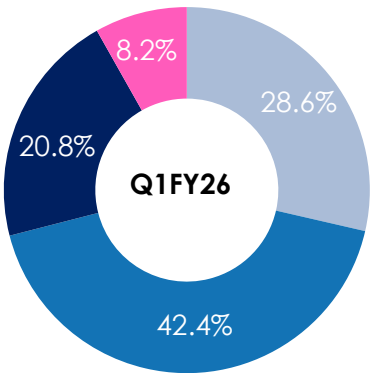
Sales of Products ¹

From Own Brands
From Third-Party Brands

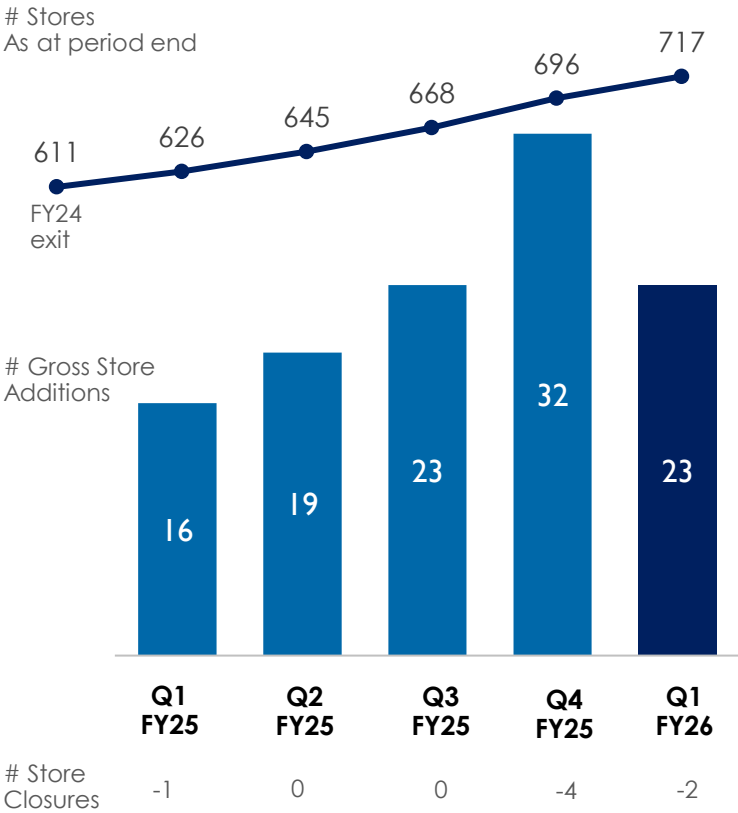


Revenue Across Region ²

East South
North West



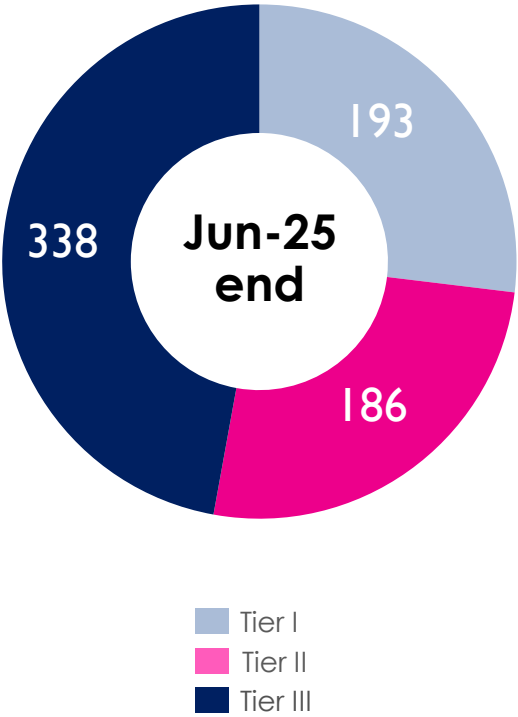
Accelerated Store Additions



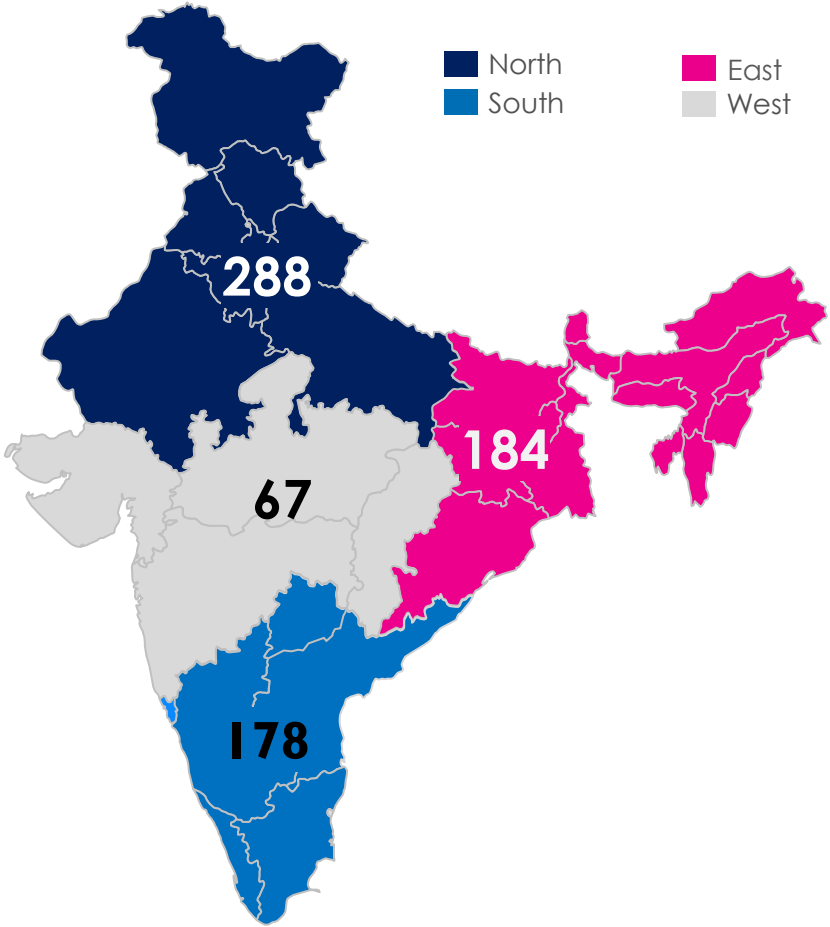
Notes: 1. Split of Revenue excludes other operating revenues which constituted 0.19% and 0.12% of total revenue from operations for Q1FY26 and Q1FY25 respectively. 2. East includes North East; West includes Central.

23 Gross¹ New stores added in Q1FY26

Tier wise Store count²



Region³ -wise Store footprint, Jun-25 end



Q1FY26

717
Stores
472
Cities
30
States / UT ⁴
12.4m
Retail sq. ft.

Notes: 1. Net New Store Addition for Q1FY26 is 21. 2. Tier 1: Cities with population greater than 1m, Tier 2: Cities with population 200k to 1m, Tier 3: Cities with population less than 200k (as per 2011 census). 3. East includes North East; West includes Central. 4. 28 States and 2 Union territories

Large and loyal consumer base

Q1FY26 & Growth YoY

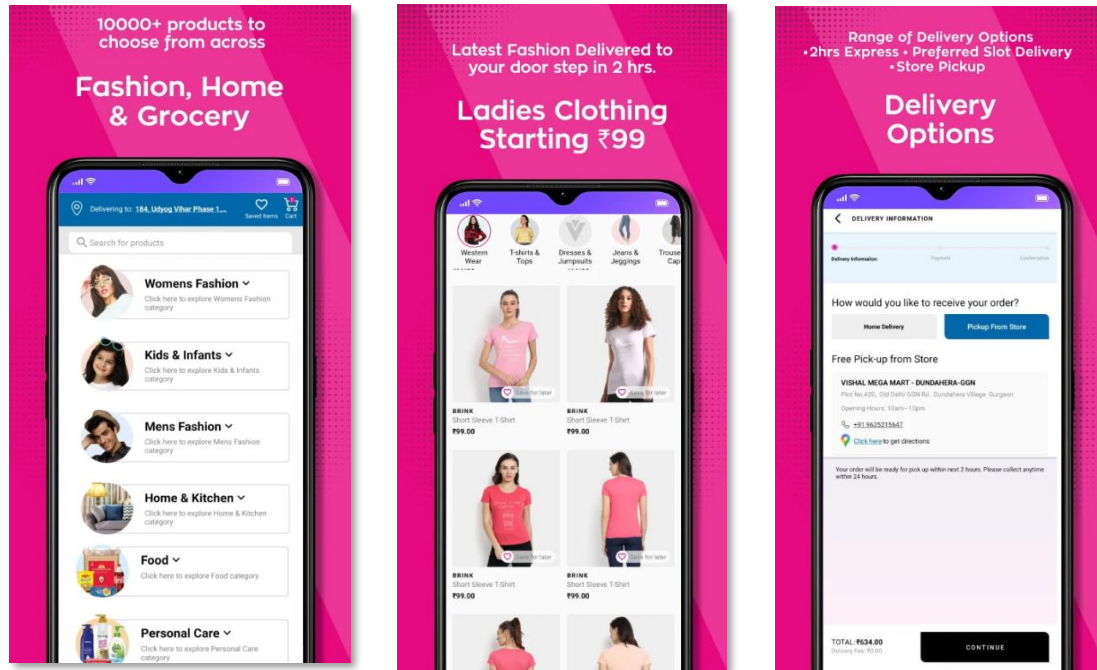
~151 m 17% ↑

Registered Loyalty¹ Customers

**~95% Revenue² from
Loyalty customers**

Consistent Progress in Quick Commerce platform

Omni-channel shopping experience offered through our website and mobile application



Q1FY26 & Growth YoY

670 **17%** ↑
Stores with hyperlocal delivery

445 **19%** ↑
Cities covered

~10 m **64%** ↑
registered users

~4 m **52%** ↑
Traffic in a Qtr

- ✓ Easy access to available products at nearest store
- ✓ Express delivery and store pickup facility available
- ✓ Flexible return and exchange policy

Q1FY26 : Consolidated Financial Performance

(₹m)

	Consolidated Profit and Loss Statement				
Profit and Loss Metrics	Q1 FY26	% to Revenue from Ops	Q1 FY25	% to Revenue from Ops	Growth vs Q1 FY25
Revenue from operations	31,403		25,963		21.0%
Adjusted SSSG	11.4%		11.6%		
Other Income	170		77		
Total Income	31,573		26,040		21.2%
Cost of Goods Sold	22,490		18,632		
Gross Profit	8,913	28.4%	7,331	28.2%	21.6%
Employee Benefit Expense	1,711		1,498		
Other Expenses	2,610		2,177		
EBITDA	4,592	14.6%	3,656	14.1%	25.6%
Depreciation & Amortization	1,591		1,383		
Finance Cost	411		342		
Profit Before Tax	2,760	8.8%	2,008	7.7%	37.4%
Profit After Tax	2,061	6.6%	1,501	5.8%	37.2%
ESOP expense	126		83		
EBITDA (pre-ESOP charges)	4,718	15.0%	3,739	14.4%	26.2%
INDAS 116 impact on EBITDA (Rent)	1,474		1,313		
Adjusted EBITDA (pre-INDAS116 and pre-ESOP charges)	3,244	10.3%	2,426	9.3%	33.7%
Adjusted Profit after tax (pre-ESOP charges)	2,155	6.9%	1,564	6.0%	37.8%

Notes: Figures have been rounded to the nearest integer or one decimal place. SSSG here is Adjusted SSSG calculated as the growth in net revenue of all stores that have been operational for atleast 15 months at the beginning of each quarter during the period, adjusted to exclude stores which are temporarily non-comparable with base due to refurbishment, cannibalization, area reduction, or any such event which may make it incomparable with base.

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Thank You

Company:



Vishal Mega Mart Limited

CIN: L51909HR2018PLC073282

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Investor Relations Advisors:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

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