#### V-MART RETAIL LTD



## Review of Financial Result Q3 – Mar'16

#### **Financial Review**



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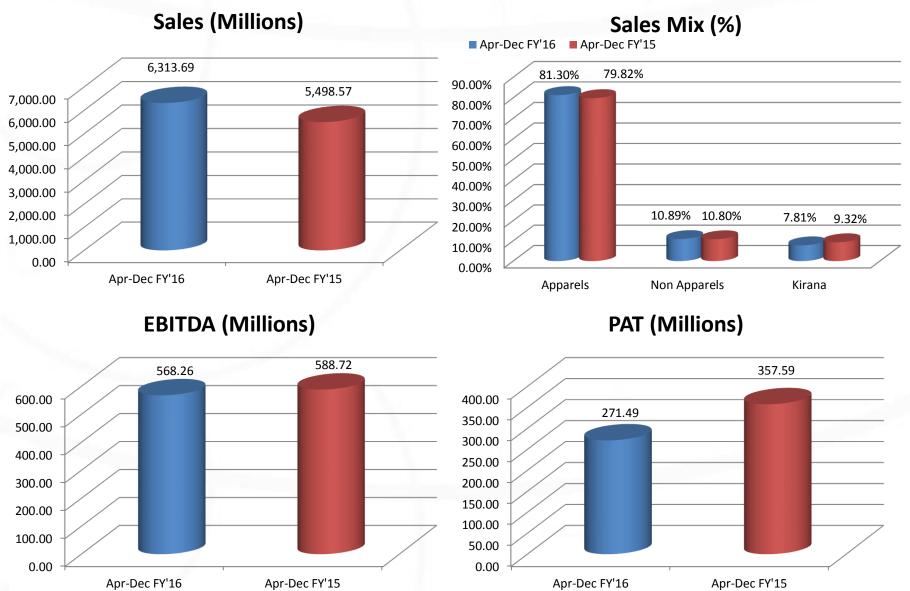
#### **Key highlights of Apr-Dec FY16 vs FY15 results**



- Number of Stores has increased to 122 from 107 yoy.
- Revenue growth is 15%, yoy with Same Store Sales growth (fashion) of
   0.5% and Same Store Volume growth (fashion) of 3%.
- Sales per sq foot (per month) has reduced to Rs. 809 from Rs. 830 with a de-growth of 3%.
- Contribution of Fashion segment to total revenues has expanded to 92%, whereas that of kirana has reduced to 8%.
- Gross Profit has improved by 12%.
- Net profit is Rs. 27.15 crores.

#### Financial Parameters – Apr-Dec FY16 vs FY15

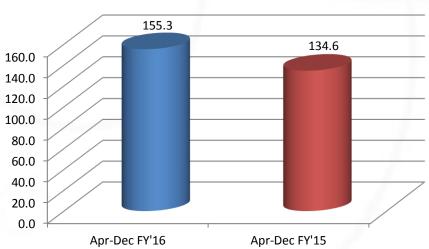




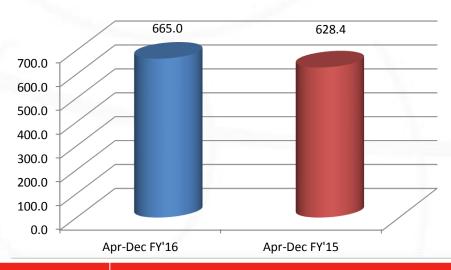
#### **Operational Parameters – Apr-Dec FY16 vs FY15**



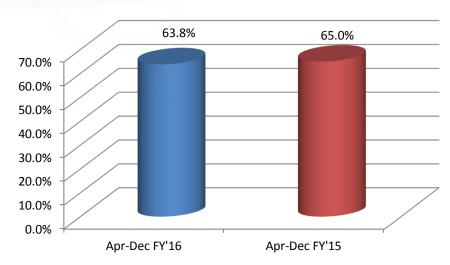




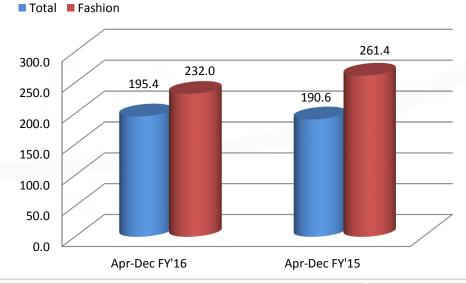
**Transaction size (Rs.)** 



#### **Conversion Rate (%)**



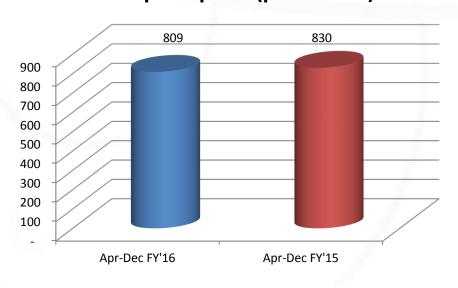
#### **Average Selling Price (Rs)**



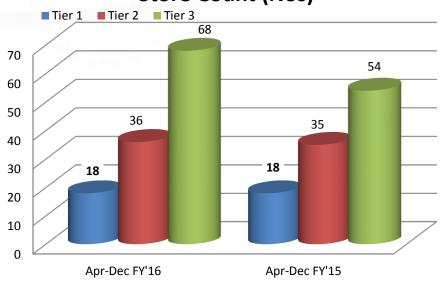
#### **Operational Parameters – Apr-Dec FY16 vs FY15**



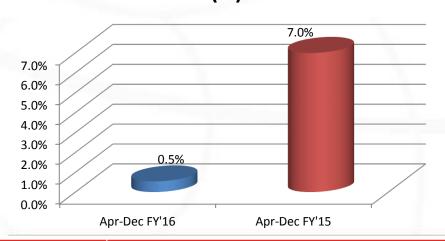
#### Sales per sq feet (per month)



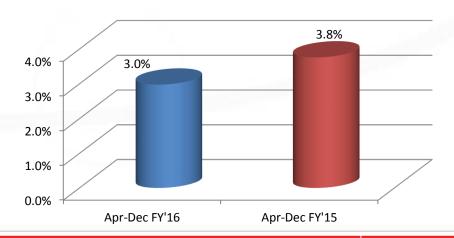
#### **Store Count (Nos)**



## Same Store Sales Growth (Fashion) (%)



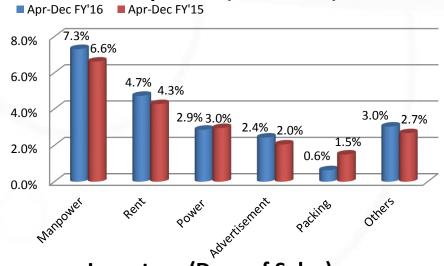
### Same Store Volume Growth (Fashion) (%)



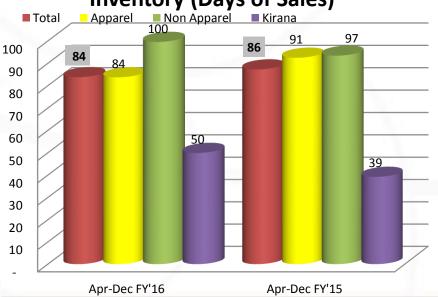
#### **Key Parameters – Apr-Dec FY16 vs FY15**



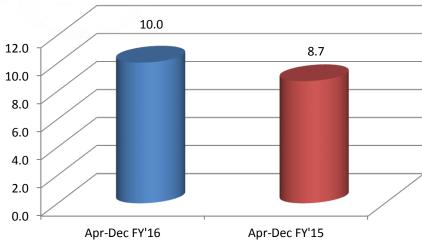
#### **Expenses (% of Sales)**



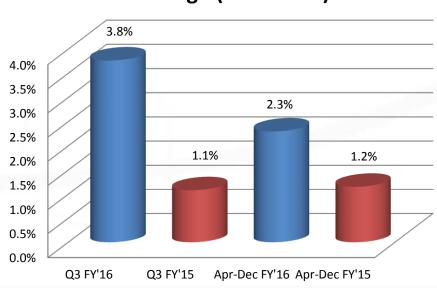
#### **Inventory (Days of Sales)**



#### **Retail Space (lakhs Sq feet)**



#### Shrinkage (% of Sales)



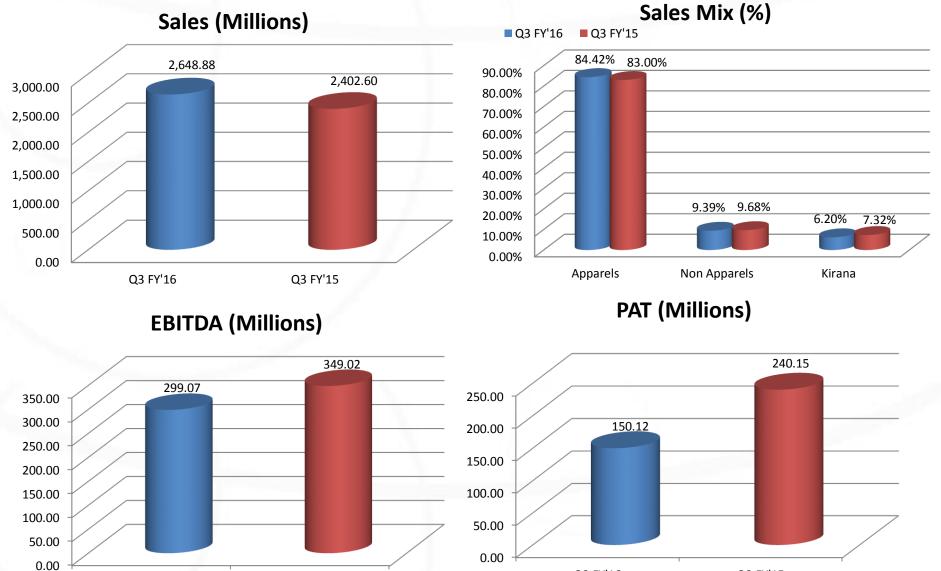
#### Key highlights of Q3 FY16 vs Q3 FY15 results



- Number of Stores has increased to 122 from 107 yoy.
- Revenue growth is 10%, yoy with Same Store Sales de-growth (fashion)
   of 4% and Same Store Volume de-growth of 5%.
- Sales per sq foot (per month) is Rs. 950 from Rs. 1005 with a drop of 5%.
- Contribution of Fashion segment to total revenues has expanded to 94%, whereas that of kirana has reduced to 6%.
- Gross Profit has improved by 5%.
- Net profit is Rs. 15.01 crores.

#### Financial Parameters – Q3 FY 16 vs FY 15





Q3 FY'16

Q3 FY'15

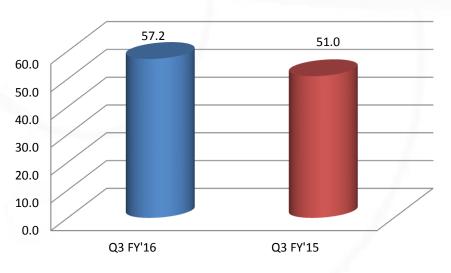
Q3 FY'16

Q3 FY'15

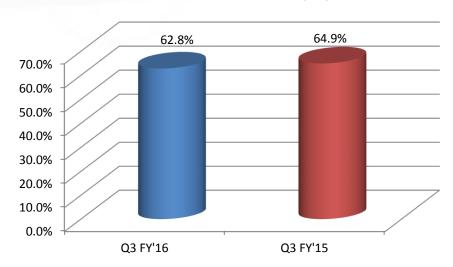
#### Operational Parameters – Q3 FY16 vs FY15



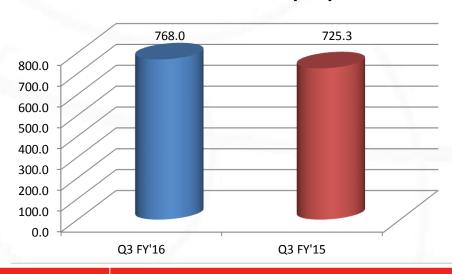




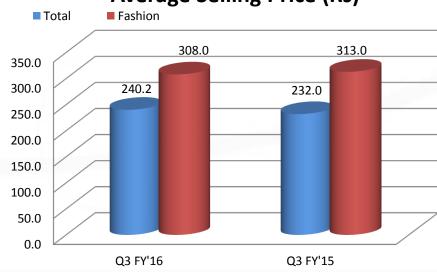
#### **Conversion Rate (%)**



#### Transaction size (Rs.)



#### **Average Selling Price (Rs)**



#### Financial Review – Profit & Loss Statement



	For the pe	riod ended
Particulars Particulars Particulars Particulars Particulars Particulars Particulars Particulars Particular Par	31.12.2015	31.12.2014
	(Unaudited)	(Unaudited)
Part I		
1. Income from operations		
(a ) Net sales/income from operations	63,066.16	54,876.27
(b) Other operating income	70.72	81.37
Total income from operations (net)	63,136.88	54,957.64
2. Total expenses	58,851.50	49,261.37
3. Profit from operations before other income, finance costs and prior period items (1-2)	4,285.38	5,696.27
4. Other income	100.30	212.68
5. Profit from ordinary activities before finance costs and prior period items (3+4)	4,385.68	5,908.95
6. Finance costs	240.50	342.57
7. Profit from ordinary activities after finance costs but before tax and prior period items (5-6)	4,145.18	5,566.38
8. Prior period items - income/(expense) (net)	(16.17)	7.38
9. Profit from ordinary activities before tax (7+8)	4,129.01	5,573.76
10. Tax expense *	1,414.07	1877.90
11. Net profit from ordinary activites after tax (9-10)	2,714.94	3,695.86
12. Extra-ordinary items (net of tax)	-	(119.98)
13. Net profit for the period (11+12)	2,714.94	3,575.88
14. Paid up equity share capital (Face value of Rs.10 per share)	1,805.46	1,800.01
15. Reserves excluding revaluation reserves	_	-
16.i Earnings per share (before extraordinary items) (of Rs. 10 each) (not annualised)		
(a) Basic	15.05	20.56
(b) Diluted	15.05	20.56
16.ii Earnings per share (after extraordinary items) (of Rs. 10 each) (not annualised)		
(a) Basic	15.05	19.90
(b) Diluted	15.05	19.90

<sup>\*</sup> Tax expense include deferred tax.

#### Financial Review - Balance Sheet and CFS



V-Mart Retail Limited			
Balance Sheet as at 31 Decen	nber 2015		
	Notes	As at 31 December 2015	As at 31 March 2015
EOUITY AND LIABILITIES		(Rs.)	(Rs.)
Shareholder's funds			
	5	190 546 130	190 157 900
Share capital Reserves and surplus	6	180,546,130	180,156,890
Reserves and surplus	O	2,147,017,165 2,327,563,295	1,869,233,199 2,049,390,089
		2,327,303,293	2,049,390,089
Non-current liabilities			
Long-term borrowings	7	20,655,396	15,249,514
Long term provisions	8	18,530,974	14,709,337
Other non-current liabilities	9	79,326,238	49,673,683
Other non current madmites		118,512,608	79,632,534
		110,512,000	77,032,334
Current liabilities			
Short-term borrowings	10	382,031,701	286,283,460
Trade payables		597,422,215	751,799,137
Other current liabilities	11	161,031,283	69,539,728
Short-term provisions	12	113,518,455	52,961,947
P		1,254,003,654	1,160,584,272
		3,700,079,557	3,289,606,895
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	13	1,069,016,100	965,442,228
Intangible assets	14	23,574,771	15,210,814
Capital work-in-progress		12,355,843	7,207,558
Non-current investments	15	130,300,000	55,300,000
Deferred tax assets	16	33,433,058	6,428,131
Long term loans and advances	17	226,490,626	157,333,812
Other non-current assets	18	21,222,903	653,406
		1,516,393,302	1,207,575,949
Current assets			
Current investments	19	50,000,000	162,700,000
Inventories	20	1,999,198,258	1,832,027,476
Cash and bank balances	21	25,708,380	33,555,800
Short-term loans and advances	22	108,536,494	53,063,492
Other current assets	23	243,123	684,178
		2,183,686,255	2,082,030,946
		3,700,079,557	3,289,606,895

	Cash Flow Statement for the period ended 31 December 2015				
	For the period ended 31 December 2015 (Rs.)	For the period ended 31 March 2015			
A. Cash flows from operating activities	(10.)	(15),			
Net profit before tax	412,899,166	553,301,880			
Adjustment for:	313,417,256	240,212,364			
Operating profit before working capital changes	726,316,422	793,514,244			
Movements in working capital:	(418,095,764)	(226,692,975			
Cash generated from operations	308,220,658	566,821,269			
Taxes paid	(134,516,573)	(167,378,639			
Net cash flow from operating activities	173,704,085	399,442,630			
B. Cash flows used in investing activities					
Net cash flow used in investing activities	(234,115,612)	(190,526,695			
C. Cash flows from/(used in) financing activities					
Net cash flow from/(used in) financing activities	57,219,096	(198,968,598			
Net increase/(decrease) in cash and cash equivalents	(3,192,431)	9,947,337			
Cont'd					
Net increase/(decrease) in cash and cash equivalents					
Cash and cash equivalents at the beginning of the year	26,336,817	16,389,481			
Cash and cash equivalents at the end of the year	23,144,386	26,336,818			
	(3,192,431)	9,947,337			

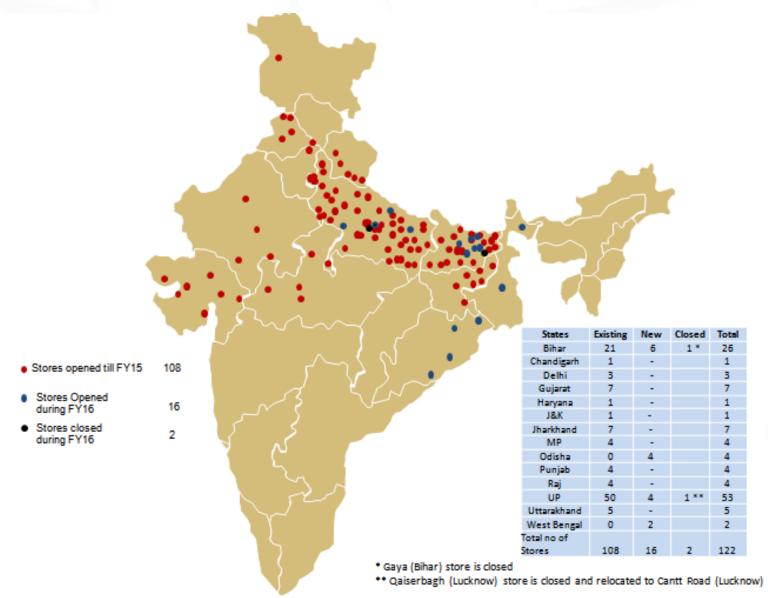
#### V-MART RETAIL LTD.



# NEW STORES OPENING AND PROMOTIONS Q3 – Mar'16

#### V-MART RETAIL LTD.









States	Store Count (31 <sup>th</sup> December 2015)
Delhi	03
Uttar Pradesh	53
Gujarat	07
Bihar	26
Punjab	04
Madhya Pradesh	04
Rajasthan	04
Haryana	01
Chandigarh	01
Jammu and Kashmir	01
Odisha	04
West Bengal	02
Uttarakhand	05
Jharkhand	07
Total	122



1.



	Store Name	Date of Opening	Retail Space (Sq ft)
1.	Berhampur	04.10.15	12274
2.	Burdwan	12.10.15	9049
3.	Hajipur	13.10.15	7727

2.







4.



	Store Name	Date of Opening	Retail Space (Sq ft)
4.	Sitamarhi	13.10.15	10350
5.	Bhadrak	13.10.15	10500
6.	Cooch Behar	19.10.15	8759

5.







7.



	Store Name	Date of Opening	Retail Space (Sq ft)
7.	Baripada	26.10.15	8065
8.	Keonjhar	31.10.15	5897
9.	Khalilabad	31.10.15	6669

8.





10.



	Store Name	Date of Opening	Retail Space (Sq ft)
10.	Munger	31.10.15	9729
11.	Jamui	03.11.15	8139
12.	Daud Nagar	09.11.15	6595

11.









	Store Name	Date of Opening	Retail Space (Sq ft)
13.	Muzaffarpur	10.11.15	10248

#### **PROMOTIONS - CAMPAIGNS**



S. No	Campaign	Launch	Location
1	Durga Pooja (Fashion Karega Roshan)	10.10.15 to 22.10.15	All India
2	Diwali Dhamaka	30.10.15 to 11.11.15	All India
3	Chhath Pooja	12.11.15 to 17.11.15	All India
4	Winter Launch	20.11.15 to 04.12.15	All India
5	Wedding Launch	01.12.15 to 31.12.15	All India

#### **PROMOTIONS - CAMPAIGNS**



S. No	Campaign	Launch	Location
6	Woolen Mela	05.12.15 to 18.12.15	All India
7	Fun Carnival	19.12.15 to 31.12.15	All India

#### PROMOTIONS – Durga Pooja (Fashion Karega Roshan)





#### PROMOTIONS – Diwali Dhamaka





पूरे देश में 10 लाख Sq.ft. (92903 sq. mt.) से भी ज्यादा शॉपिगं एरिया में, तेज़ी से बढ़ती रिटेल श्रृंखला

#### PROMOTIONS – Chhath Pooja





#### **PROMOTIONS – Winter Launch**







• देश विदेश के प्रसिद्ध उत्पादकों के 50,000 से भी ज़्यादा डिज़ाईन्स में से चुनिए • 35 लाख से ज़्यादा संतुष्ट ग्राहक • 8,000 — 10,000 FL²(743 — 929 M.²) में फैला हुआ आधुनिक शोरूम



#### PROMOTIONS – Wedding Launch





#### PROMOTIONS – Woolen Mela







#### PROMOTIONS – Fun Carnival







#### **Financial Review**



## Thank you

In case of any querries pls contact the IR Team:

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