## Review of Financial Result Q3 FY'17

## Financial Review

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## Key highlights : Apr-Dec FY'17 vs FY'16 results

- Number of Stores has increased to 136
- Revenue growth is $\mathbf{1 9 \%}$
- Same Store Sales growth (Apparel):
- Value is $8 \%$
- Volume is $4 \%$
- Sales per sq. feet (per month) is Rs. 815
- Contribution of segment to total revenue :
- Fashion 93\%
- Kirana 7\%
- Net profit is Rs. $\mathbf{3 4 . 5 3}$ crores

* Due to reclassification in Divisions, comparative amounts have been regrouped to make them comparable for FY17 and FY16.


## Operational Parameters : Apr-Dec FY ${ }^{\prime} 17$ vs FY ${ }^{\prime} 16$

Footfall (lakhs)


Transaction size (Rs.)


Conversion Rate (\%)


Average Selling Price (Rs)
$■$ Total ■ Apparel


## Operational Parameters : Apr-Dec FY ${ }^{\prime} 17$ vs FY ${ }^{\prime} 16$

## Sales per sq feet (per month)



Same Store Sales Growth (Apparel) (\%)


Store Count (Nos)


Same Store Volume Growth (Apparel) (\%)


## Operational Parameters : Apr-Dec FY' 17 vs FY ${ }^{\top} 16$



* Due to reclassification in Divisions, comparative amounts have been regrouped to make them comparable for FY17 and FY16.


## Key highlights : Q3 FY'17 vs FY'16 results

- Number of Stores has increased to 136
- Revenue growth is $\mathbf{2 3 \%}$
- Same Store Sales growth (Apparel):
- Value is $17 \%$
- Volume is $13 \%$
- Sales per sq. feet (per month) is Rs. 1009
- Contribution of segment to total revenue :
- Fashion 94\%
- Kirana 6\%
- Net profit is Rs. $\mathbf{2 7 . 2 1}$ crores




## Financial Revicw - Profit \& Loss Statement

| in lacs (except per share data) |  |  |
| :---: | :---: | :---: |
| Particulars | For the period ended |  |
|  | 31.12.2016 | 31.12.2015 |
|  | (Unaudited) | (Unaudited) |
| 1. Income from operations |  |  |
| (a ) Net sales/income from operations | 74,902.57 | 63,066.16 |
| (b) Other operating income | 88.32 | 70.72 |
| Total income from operations (net) | 74,990.89 | 63,136.88 |
| 2. Total expenses | 69,694.02 | 58,867.68 |
| 3. Profit/(loss) from operations before other income and finance costs (1-2) | 5,296.87 | 4,269.20 |
| 4. Other income | 232.20 | 100.30 |
| 5. Profit/(loss) from ordinary activities before finance costs (3+4) | 5,529.07 | 4,369.50 |
| 6. Finance costs | 266.45 | 240.50 |
| 7. Net profit/(loss) from ordinary activities before tax (5-6) | 5,262.62 | 4,129.00 |
| 8. Tax expense/(credit) * | 1,809.43 | 1,414.07 |
| 9. Net profit/(loss) from ordinary activites after tax (7-8) | 3,453.19 | 2,714.93 |
| 10. Extra-ordinary items (net of tax expense of `49.72 lacs) & & \\ \hline 11. Net profit/(loss) for the period (9-10) & 3,453.19 & 2,714.93 \\ \hline 12. Paid up equity share capital (Face value of ' 10 per share) & 1,806.67 & 1,805.46 \\ \hline 13. Reserves excluding revaluation reserves as per balance sheet of previous accounting year & & \\ \hline 14.i Earnings per share (before extraordinary items) (of '10 each) (not annualised) & & \\ \hline (a) Basic & 19.11 & 15.05 \\ \hline (b) Diluted & 19.11 & 15.05 \\ \hline 14.ii Earnings per share (after extraordinary items) (of`10 each) (not annualised) |  |  |
| (a) Basic | 19.11 | 15.05 |
| (b) Diluted | 19.11 | 15.05 |

\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|r|}{(All amounts in `, unless stated otherwise)} <br>
\hline \multicolumn{4}{|l|}{V-Mart Retail Limited} <br>
\hline \multicolumn{4}{|l|}{Balance Sheet as at 31 December 2016} <br>

\hline \& Notes \& | As at |
| :--- |
| 31 December 2016 | \& | As at |
| :--- |
| 31 March 2016 | <br>

\hline \multicolumn{4}{|l|}{EQUITY AND LIABILITIES} <br>
\hline \multicolumn{4}{|l|}{Shareholder's funds} <br>
\hline Share capital \& 3 \& 180,681,600 \& 180,666,960 <br>
\hline \multirow[t]{2}{*}{Reserves and surplus} \& 4 \& 2,472,558,569 \& 2,126,529,853 <br>
\hline \& \& 2,653,240,169 \& 2,307,196,813 <br>
\hline \multicolumn{4}{|l|}{Non-current liabilities} <br>
\hline Long-term borrowings \& 5 \& - \& - <br>
\hline Other non-current liabilities \& 6 \& 104,310,080 \& 83,867,723 <br>
\hline \multirow[t]{2}{*}{Long term provisions} \& 7 \& 26,684,482 \& 21,283,500 <br>
\hline \& \& 130,994,562 \& 105,151,223 <br>
\hline \multicolumn{4}{|l|}{Current liabilities} <br>
\hline Short-term borrowings \& 8 \& 245,923,185 \& 269,113,278 <br>
\hline \multicolumn{4}{|l|}{Trade payables} <br>
\hline - Total outstanding dues of ME\&SE \& 9A \& - \& - <br>
\hline - Total outstanding dues of creditors other than ME\&SE \& 9 B \& 691,671,765 \& 956,465,835 <br>
\hline Other current liabilities \& 10 \& 148,164,159 \& 133,446,095 <br>
\hline \multirow[t]{4}{*}{Short-term provisions} \& 11 \& 175,463,216 \& 60,613,158 <br>
\hline \& \& 1,261,222,325 \& 1,419,638,366 <br>
\hline \& \& \& <br>
\hline \& \& 4,045,457,056 \& 3,831,986,402 <br>
\hline \multicolumn{4}{|l|}{ASSETS} <br>
\hline \multicolumn{4}{|l|}{Non-current assets} <br>
\hline \multicolumn{4}{|l|}{Fixed assets} <br>
\hline Tangible assets \& 12A \& 1,222,908,534 \& 1,075,532,724 <br>
\hline Intangible assets \& 13 \& 27,360,338 \& 27,478,203 <br>
\hline Capital work-in-progress \& 12B \& 4,587,845 \& 23,456,176 <br>
\hline Non-current investments \& 14 \& - \& 130,300,000 <br>
\hline Deferred tax assets \& 15 \& 61,793,199 \& 42,205,247 <br>
\hline Long term loans and advances \& 16 \& 245,857,344 \& 168,410,162 <br>
\hline \multirow[t]{2}{*}{Other non-current assets} \& 17 \& 510,640 \& 961,024 <br>
\hline \& \& 1,563,017,900 \& 1,468,343,536 <br>
\hline \multicolumn{4}{|l|}{Current assets} <br>
\hline Current investments \& 18 \& 245,523,836 \& 193,369,647 <br>
\hline Inventories \& 19 \& 2,132,242,850 \& 2,044,271,038 <br>
\hline Cash and bank balances \& 20 \& 52,359,523 \& 42,791,780 <br>
\hline Short-term loans and advances \& 21 \& 50,306,503 \& 82,265,836 <br>
\hline \multirow[t]{4}{*}{Other current assets} \& 22 \& 2,006,444 \& 944,565 <br>
\hline \& \& 2,482,439,156 \& 2,363,642,866 <br>
\hline \& \& \& <br>
\hline \& \& 4,045,457,056 \& 3,831,986,402 <br>
\hline
\end{tabular}

|  |  |  |
| :---: | :---: | :---: |
| V-Mart Retail Limited |  |  |
| Cash Flow Statement for the period ended 31 December 2016 |  |  |
|  | For the period ended | For the period ended |
|  | 31 December 2016 | 31 March 2016 |
| A. Cash flows from operating activities |  |  |
| Net profit before tax and before extra-ordinary items | 526,262,399 | 423,120,288 |
| Adjustment for: | 303,403,099 | 393,516,381 |
| Operating profit before working capital changes | 829,665,498 | 816,636,669 |
| Movements in working capital : | $(402,934,168)$ | $(154,599,105)$ |
| Cash generated from operations | 426,731,330 | 662,037,564 |
| Taxes paid | $(162,404,519)$ | $(149,016,573)$ |
| Net cash flow from operating activities | 264,326,811 | 513,020,991 |
| B. Cash flows used in investing activities |  |  |
| Net cash flow used in investing activities* | $(197,835,755)$ | $(424,205,663)$ |
| C. Cash flows from/(used in) financing activities |  |  |
| Net cash flow from/(used in) financing activities | $(54,755,919)$ | $(94,743,123)$ |
| D. Net increase/(decrease) in cash and cash equivalents | 11,735,137 | $(5,927,795)$ |
| E. Cash and cash equivalents at the beginning of the year | 20,409,023 | 26,336,818 |
| F. Cash and cash equivalents at the end of the year | 32,144,160 | 20,409,023 |
| Net increase/(decrease) in cash and cash equivalents | 11,735,137 | $(5,927,795)$ |

[^0]
## V-MART RETALL LTD.

## STORES GEOGRAPHIC SPREAD

## \& <br> SALES PROMOTIONS <br> Q3 FY'17

## V-MART RETALL LID.



## Existing Stores - Statewise Distribution

| States | Store Count <br> $\left(31^{\text {th }}\right.$ December 2016) |
| :--- | :---: |
| Delhi | 03 |
| Uttar Pradesh | 56 |
| Gujarat | 06 |
| Bihar | 29 |
| Punjab | 03 |
| Madhya Pradesh | 04 |
| Rajasthan | 04 |
| Haryana | 01 |
| Chandigarh | 01 |
| Jammu and Kashmir | 02 |
| Uttarakhand | 05 |
| West Bangal | 04 |
| Odisha | 10 |
| Jharkhand | 08 |
| Total | 136 |

New Stores
1.


|  | Store Name | Date of <br> Opening | Retail Space <br> (Sq ft) |
| :---: | :--- | :---: | :---: |
| 1. | Jamalpur | 23.10 .16 | 7488 |
| 2. | Birsa Chowk-Ranchi | 26.10 .16 | 11000 |

2. 



| Promotions - Campaigns |  |  |  |
| :---: | :---: | :---: | :---: |
| S. No. | Campaign | Launch | Location |
| 01 | Diwali | 12.10 .16 | All India |
| 02 | Winter Launch | 05.11 .16 | All India |
| 03 | Wedding Launch | 05.11 .16 | All India |
| 04 | Woolen Mela | 10.12 .16 | All India |
| 05 | Jacket Mela | 24.12 .16 | All India |

## Promotions : Diwali




Promotions : Wedding Launch



## Promotions : Jacket Mela



## Financial Revicw

## Thank you

In case of any queries, pls contact the IR Team :
Deepak Sharma - d.sharma@vmart.co.in
Girish Garg - girish.garg@vmart.co.in


[^0]:    * Investment in fixed assets is `29.18 cr . (previous year:` 31.31 cr .) in net cash flow used in investing activities

