#### V-MART RETAIL LTD.



## Review of Financial Result Q3 FY'17

#### **Financial Review**



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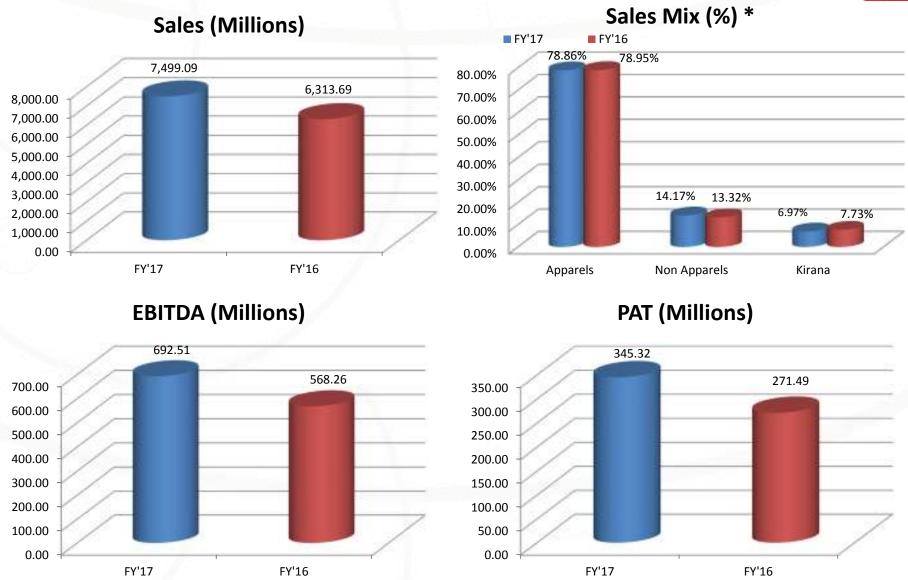
#### **Key highlights: Apr-Dec FY'17 vs FY'16 results**



- Number of Stores has increased to 136
- Revenue growth is 19%
- 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. 34.53 crores

#### Financial Parameters: Apr-Dec FY'17 vs FY'16



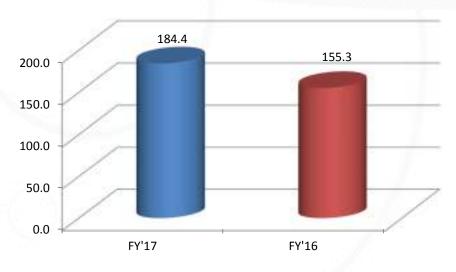


<sup>\*</sup> Due to reclassification in Divisions, comparative amounts have been regrouped to make them comparable for FY17 and FY16.

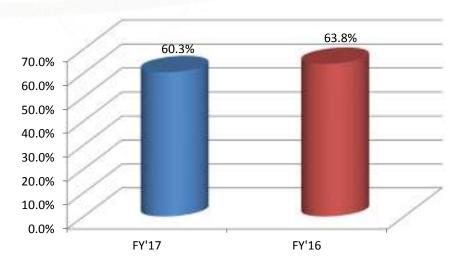
#### Operational Parameters: Apr-Dec FY'17 vs FY'16



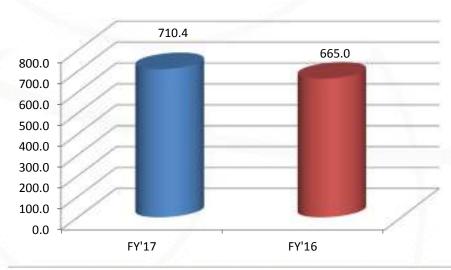




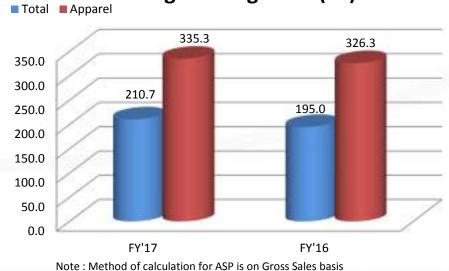
#### **Conversion Rate (%)**



#### Transaction size (Rs.)



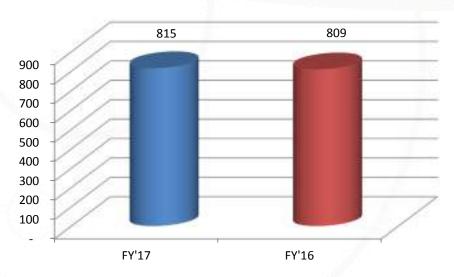
#### **Average Selling Price (Rs)**



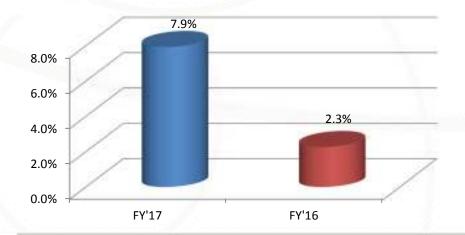
#### **Operational Parameters : Apr-Dec FY'17 vs FY'16**



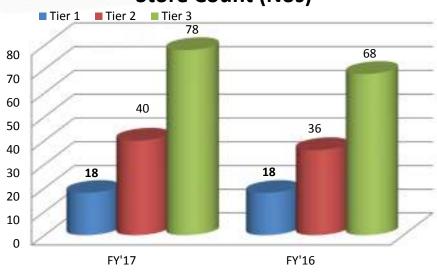
#### Sales per sq feet (per month)



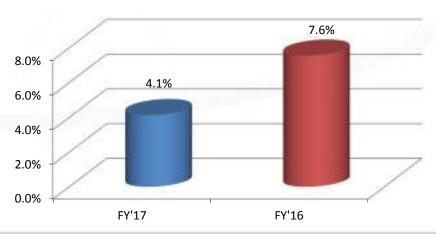
Same Store Sales Growth (Apparel) (%)



**Store Count (Nos)** 

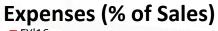


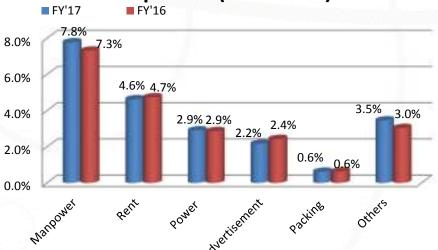
Same Store Volume Growth (Apparel) (%)



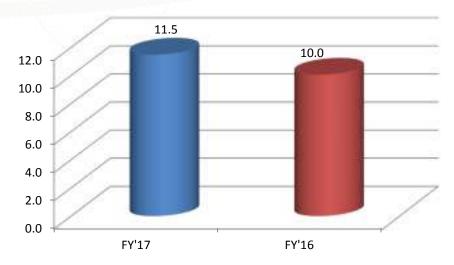
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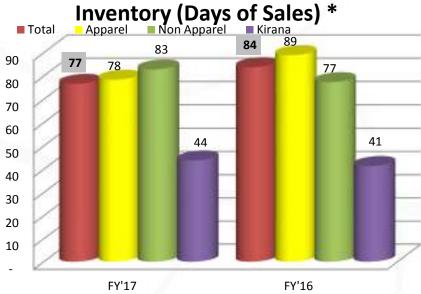




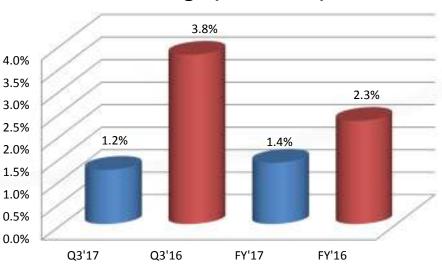


#### Retail Space (lakhs Sq feet)





#### **Shrinkage (% of Sales)**



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

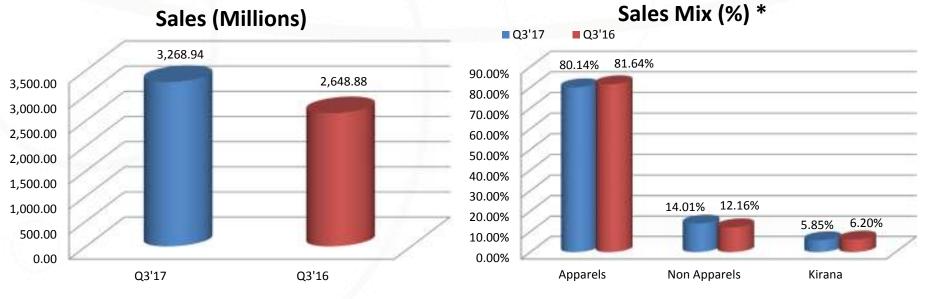
#### Key highlights: Q3 FY'17 vs FY'16 results



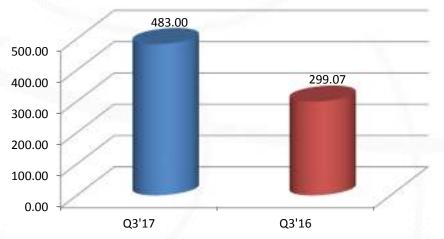
- Number of Stores has increased to 136
- Revenue growth is 23%
- Same Store Sales growth (Apparel):
  - Value is 17%
  - Volume is 13%
- Sales per sq. feet (per month) is Rs. 1009
- Contribution of segment to total revenue :
  - Fashion 94%
  - Kirana 6%
- Net profit is Rs. 27.21 crores

#### Financial Parameters: Q3 FY'17 vs FY'16

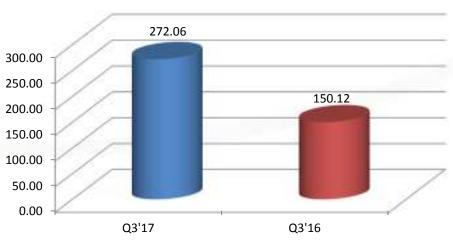




#### **EBITDA (Millions)**



#### PAT (Millions)

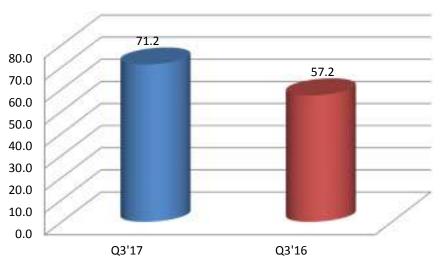


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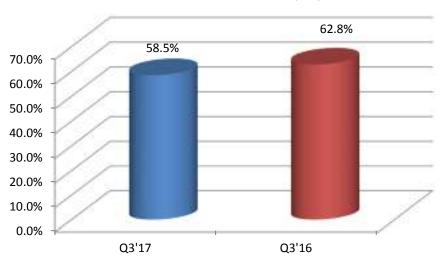
#### Operational Parameters: Q3 FY'17 vs FY'16



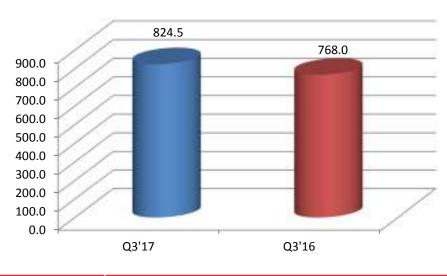




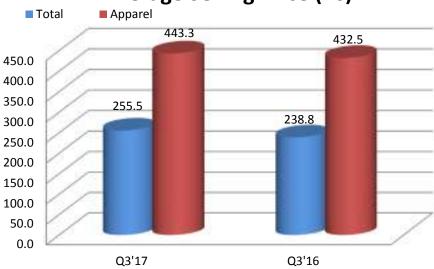
#### **Conversion Rate (%)**



#### Transaction size (Rs.)



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



#### Financial Review – Profit & Loss Statement



`in lacs (except per share data)

in lacs (except per share data)			
	For the per	For the period ended	
Particulars Particulars	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)	-	-	
11. Net profit/(loss) for the period (9-10)	3,453.19	2,714.93	
12. Paid up equity share capital (Face value of `10 per share)	1,806.67	1,805.46	
13. Reserves excluding revaluation reserves as per balance sheet of previous accounting year	-	-	
14.i Earnings per share (before extraordinary items) (of `10 each) (not annualised)			
(a) Basic	19.11	15.05	
(b) Diluted	19.11	15.05	
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	

#### Financial Review - Balance Sheet and CFS



(All amounts in `, unless stated otherwise)

)			(All amounts in `, unless	s stated otherwise)
1	V-I	Mart Retail Limited		
	Ca	sh Flow Statement for the period ended 31 December 2016	5	
			For the period ended	For the period ended
			31 December 2016	31 March 2016
1	Α.	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
1	В.	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)
1				
	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)
4				
1		* Investment in fixed assets is `29.18 cr. (previous year: `3	31.31 cr.) in net cash flo	ow used in

Notes	As at 31 December 2016	As at 31 March 2016
3	180,681,600	180,666,960
4	2,472,558,569	2,126,529,853
	2,653,240,169	2,307,196,813
5	-	-
6	104,310,080	83,867,723
7	26,684,482	21,283,500
	130,994,562	105,151,223
8	245,923,185	269,113,278
9A	-	-
9B	691,671,765	956,465,835
10	148,164,159	133,446,095
11	175,463,216	60,613,158
	1,261,222,325	1,419,638,366
	4,045,457,056	3,831,986,402
12A	1,222,908,534	1,075,532,724
13	27,360,338	27,478,203
12B	4,587,845	23,456,176
14	-	130,300,000
15	61,793,199	42,205,247
16	245,857,344	168,410,162
17	510,640	961,024
	1,563,017,900	1,468,343,536
18	245,523,836	193,369,647
19	2,132,242,850	2,044,271,038
20	52,359,523	42,791,780
21	50,306,503	82,265,836
22	2,006,444	944,565
22		
22	2,482,439,156	2,363,642,866
22		
	3 4 5 6 7 8 9A 9B 10 11 11 12 12 A 13 12 B 14 15 16 17 18 19 20 21	3 180,681,600 4 2,472,558,569 2,653,240,169  5 - 6 104,310,080 7 26,684,482 130,994,562  8 245,923,185  9A - 9B 691,671,765 10 148,164,159 11 175,463,216 1,261,222,325 4,045,457,056  12A 1,222,908,534 13 27,360,338 12B 4,587,845 14 - 15 61,793,199 16 245,857,344 17 510,640 1,563,017,900  18 245,523,836 19 2,132,242,850 20 52,359,523 21 50,306,503

investing activities

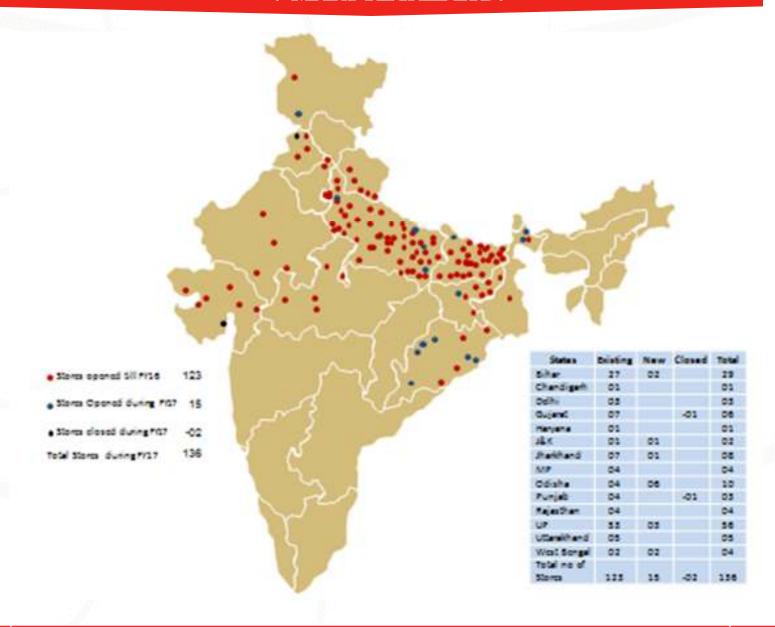
#### V-MART RETAIL LTD.



# STORES GEOGRAPHIC SPREAD & SALES PROMOTIONS Q3 FY'17

#### V-MART RETAIL LTD.







#### **Existing Stores – Statewise Distribution**

States	Store Count (31 <sup>th</sup> 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**





	Store Name	Date of Opening	Retail Space (Sq ft)
1.	Jamalpur	23.10.16	7488
2.	Birsa Chowk–Ranchi	26.10.16	11000









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: Winter Launch**





136 स्टोर्स • 116 शहर • 1148447 **m (11.5** लाख **ft.)** से भी ज्यादा शापिंग एरिया • देश की सबसे तेज़ी से बढ़ती रिटेल श्रृंखला Address

#### **Promotions: Wedding Launch**







#### **Promotions: Woolen Mela**





136 स्टोर्स • 116 शहर • 1148447 **m (11.5** लाख **ft.)** से भी ज्यादा शापिंग एरिया • देश की सबसे तेज़ी से बढ़ती रिटेल श्रृंखला Address

#### Promotions: Jacket Mela





#### **Financial Review**



### Thank you

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

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Girish Garg – <u>girish.garg@vmart.co.in</u>
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