

Review of Financial Result Q3 FY'18

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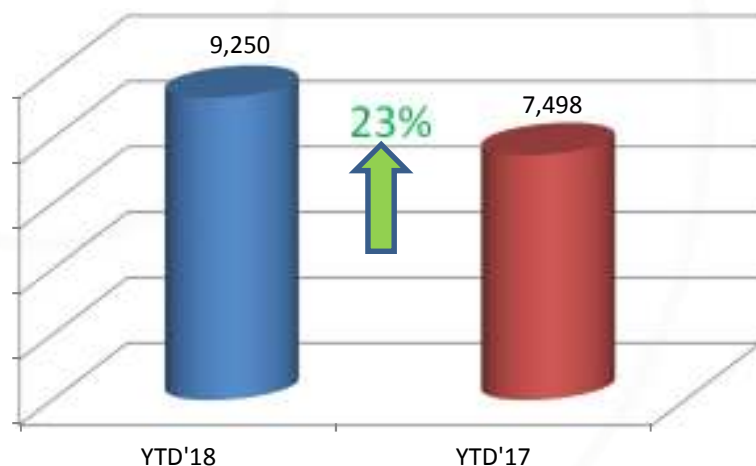
Key highlights : Apr-Dec FY'18 vs FY'17 results



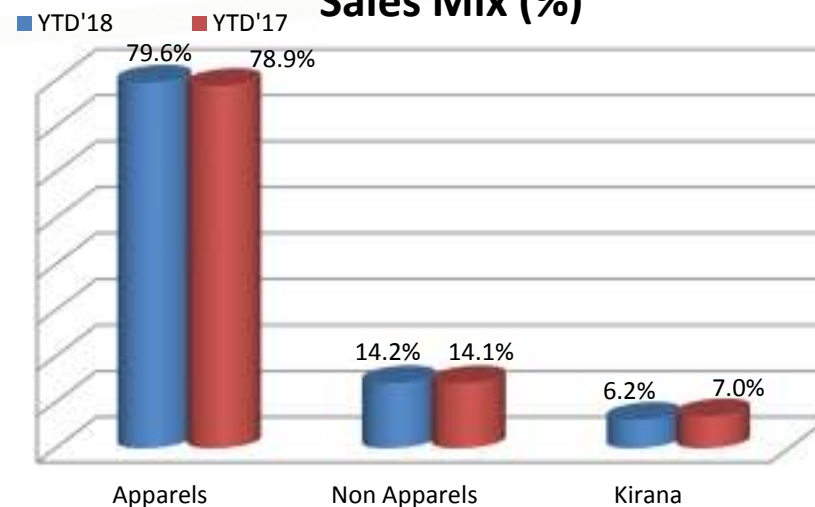
- **Number of Stores has increased to 167**
- **Revenue growth is 23%**
- **Same Store Sales growth (Apparel):**
 - **Value is 10%**
 - **Volume is 15%**
- **Sales per sq. feet (per month) is Rs. 851**
- **Contribution of segment to total revenue :**
 - **Fashion 94%**
 - **Kirana 6%**
- **Net profit increases by 65% to Rs. 618 millions**

Financial Parameters : Apr-Dec FY'18 vs FY'17

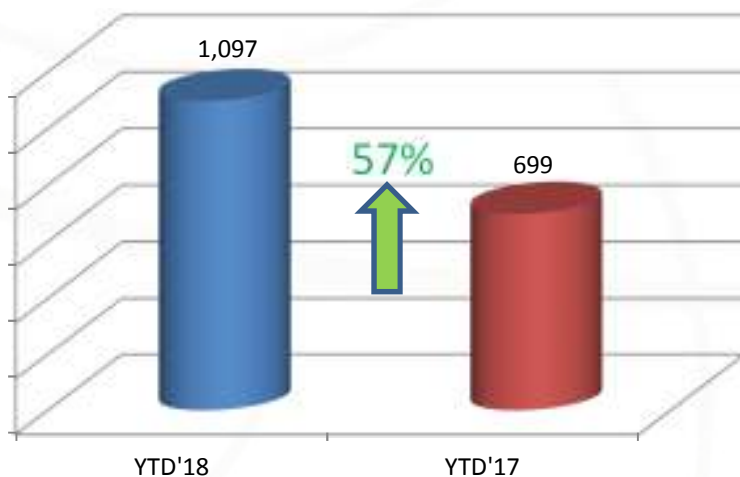
Sales (Millions)



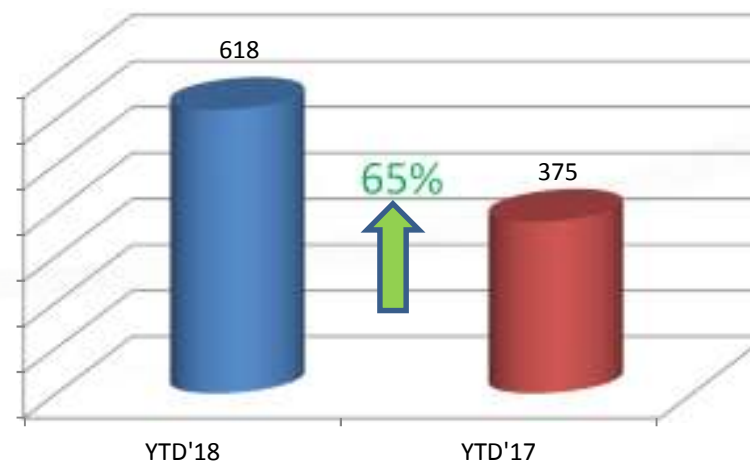
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)



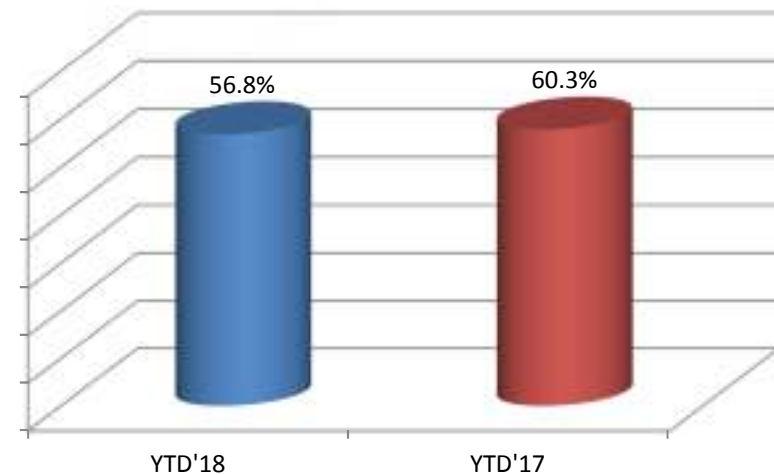
Note : Previous year numbers adjusted on account of Ind-AS adoption

Operational Parameters : Apr-Dec FY'18 vs FY'17

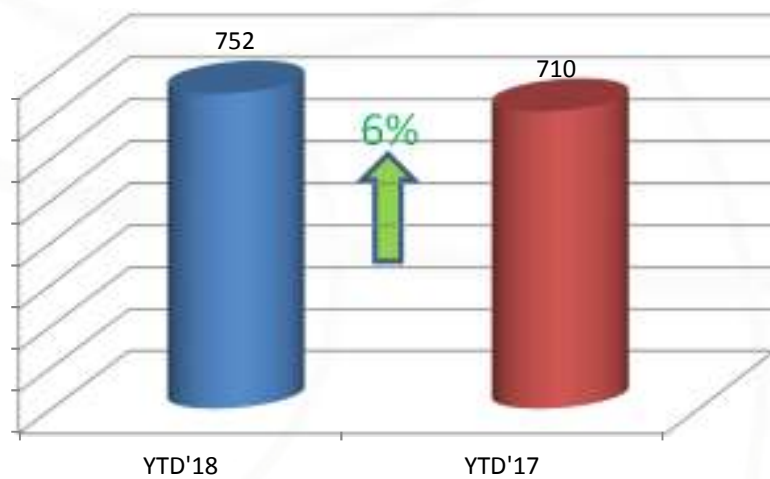
Footfall (lakhs)



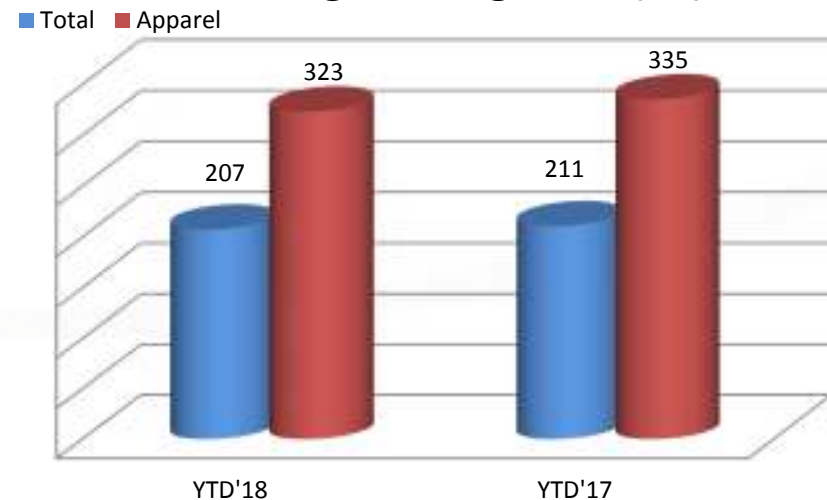
Conversion Rate (%)



Transaction size (Rs.)



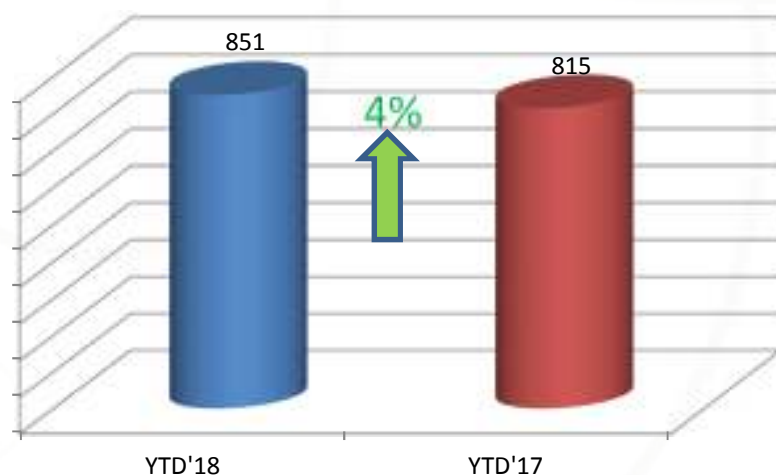
Average Selling Price (Rs)



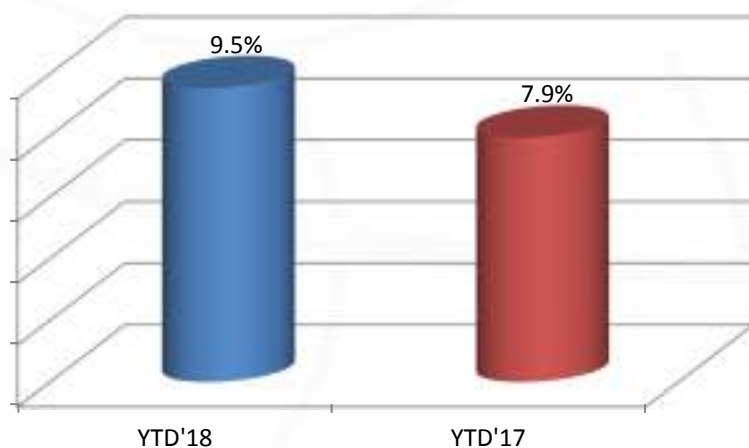
Operational Parameters : Apr-Dec FY'18 vs FY'17



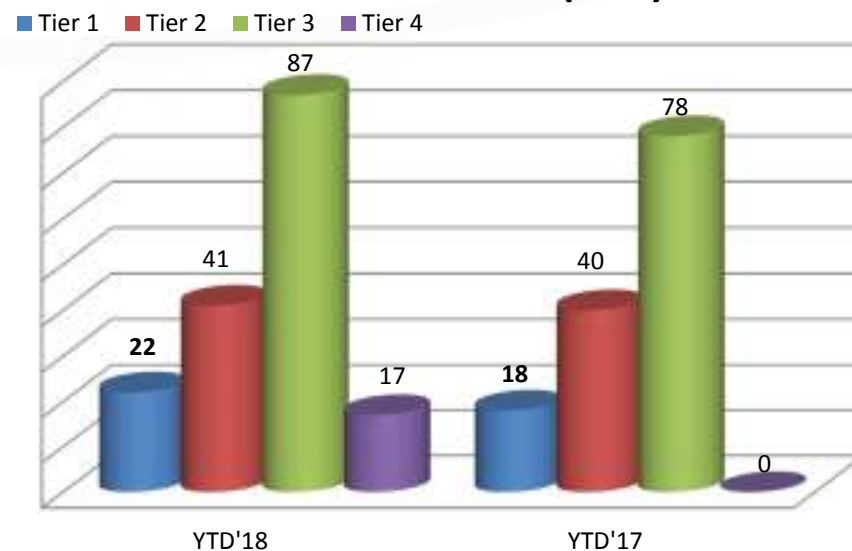
Sales per sq feet (per month)



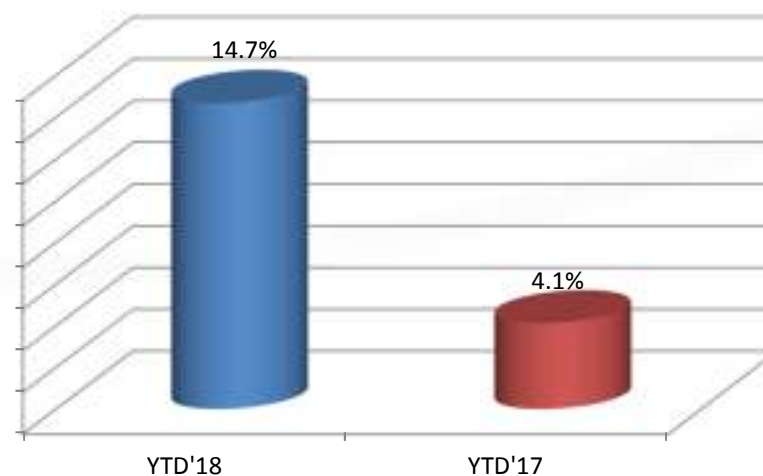
Same Store Sales Growth (Apparel) (%)



Store Count (Nos)

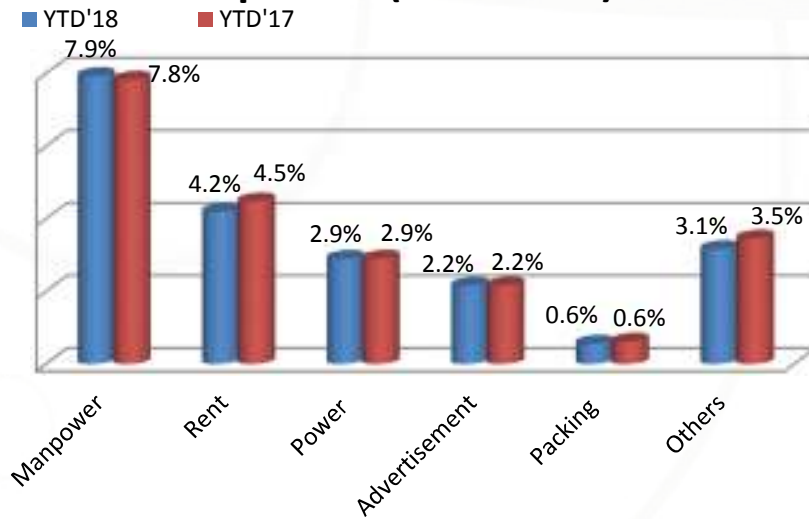


Same Store Volume Growth (Apparel) (%)

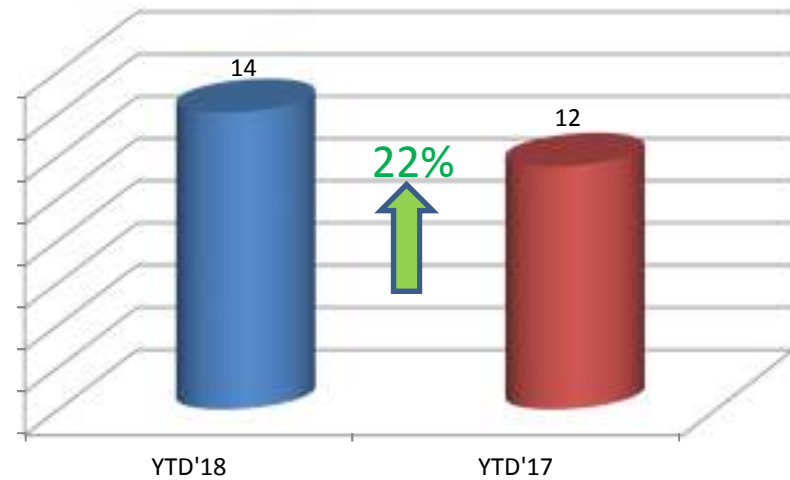


Operational Parameters : Apr-Dec FY'18 vs FY'17

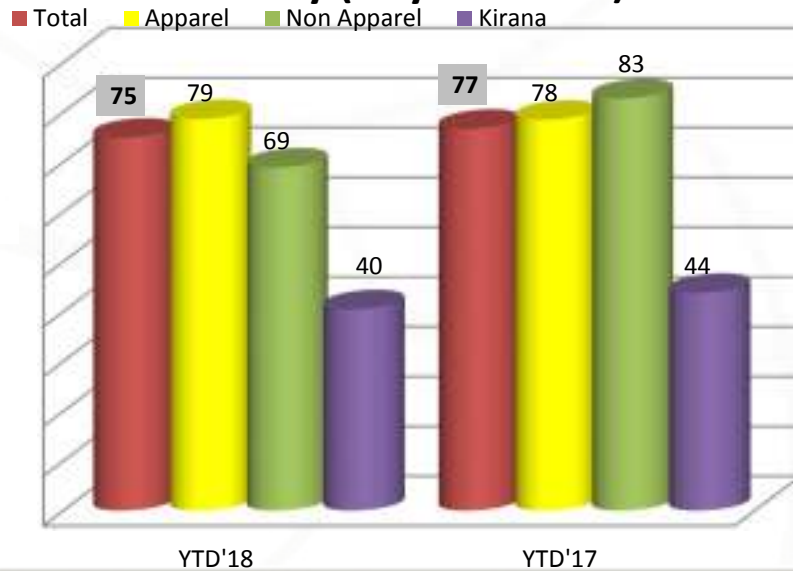
Expenses (% of Sales)



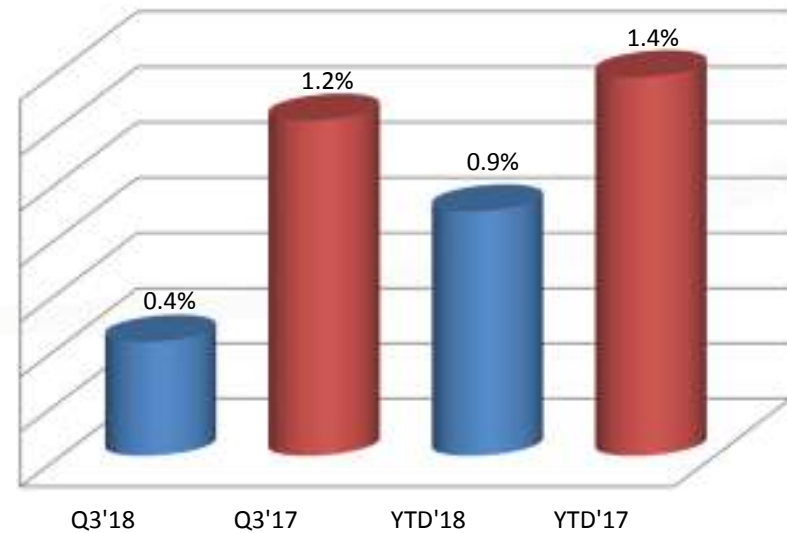
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



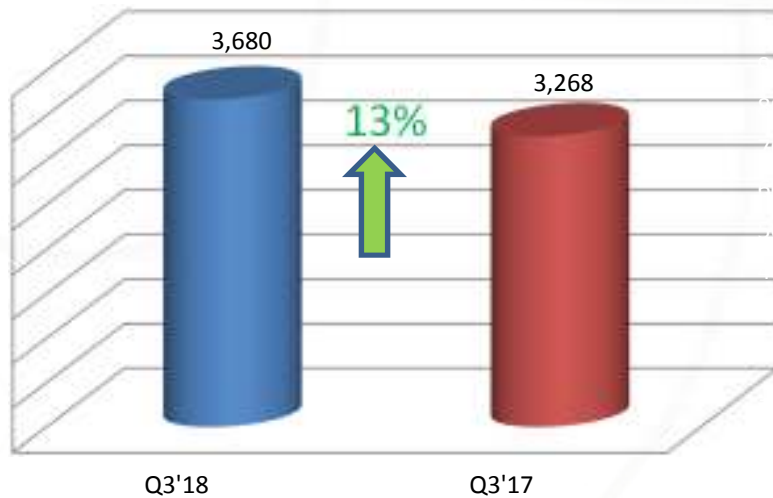
Key highlights of Q3 FY'18 vs FY'17 results



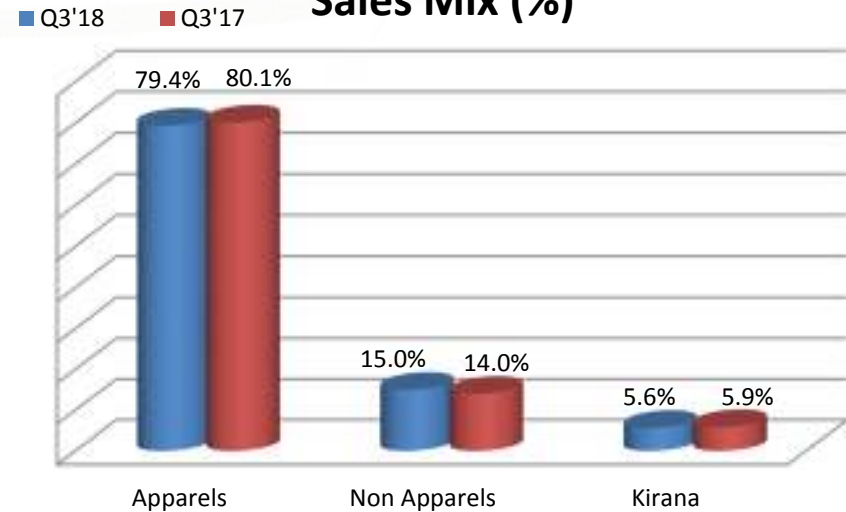
- **Number of Stores has increased to 167**
- **Revenue growth : 13%**
- **Same Store Sales growth (Apparel):**
 - **By Value 0%**
 - **By Volume 0%**
- **Sales per sq. feet (per month) is Rs. 957**
- **Contribution of segment to total revenue**
 - **Fashion 94%**
 - **Kirana 6%**
- **Net profit increases by 27% to Rs. 367 millions**

Financial Parameters – Q3 FY'18 vs FY'17

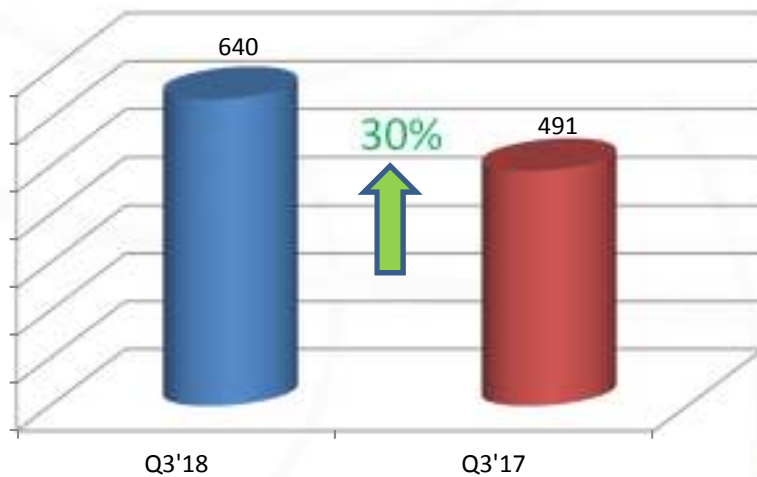
Sales (Millions)



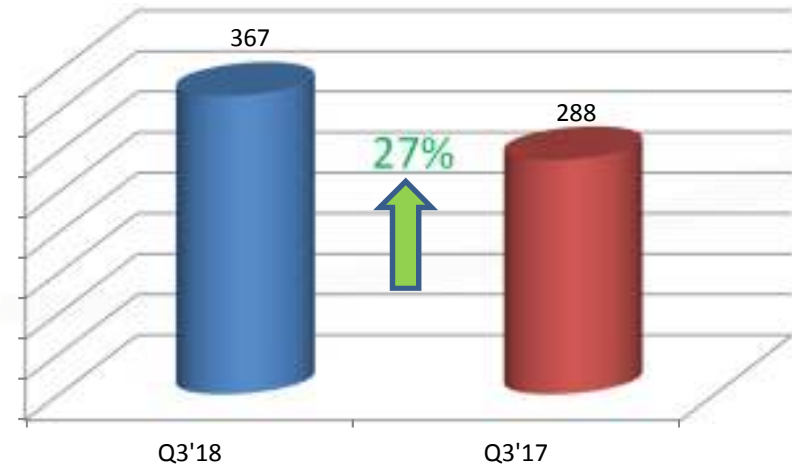
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)

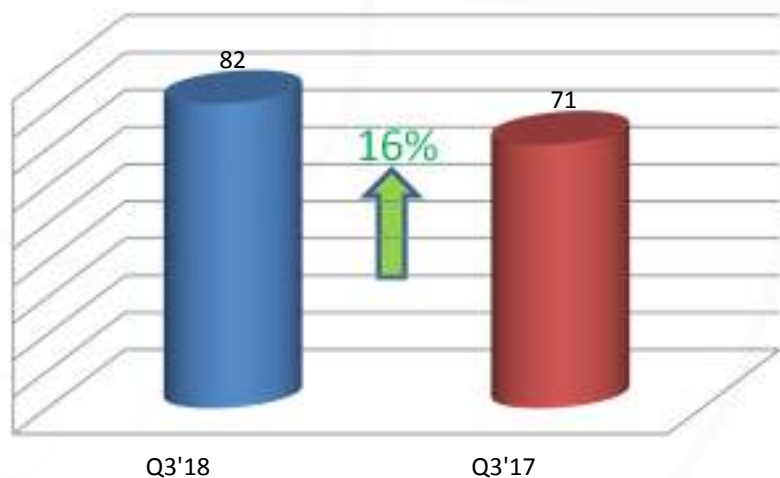


Note : Previous year numbers adjusted on account of Ind-AS adoption

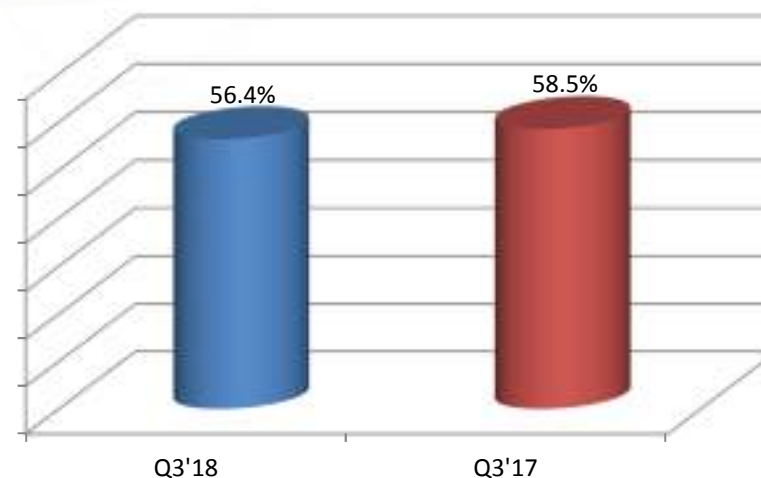
Operational Parameters – Q3 FY'18 vs FY'17



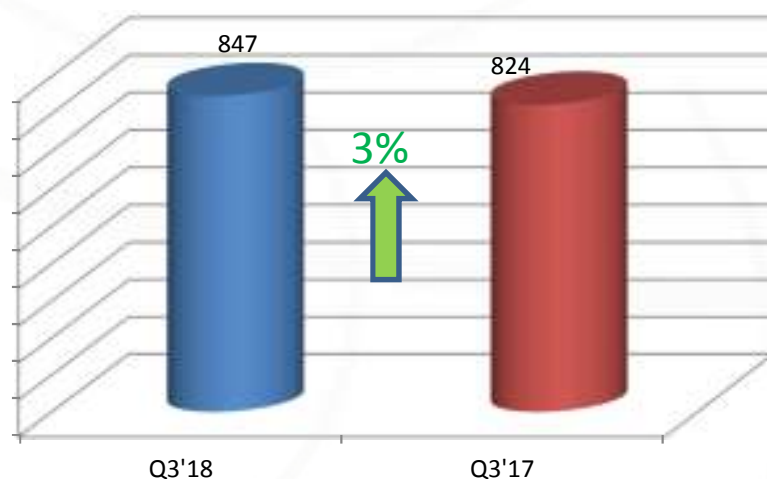
Footfall (lakhs)



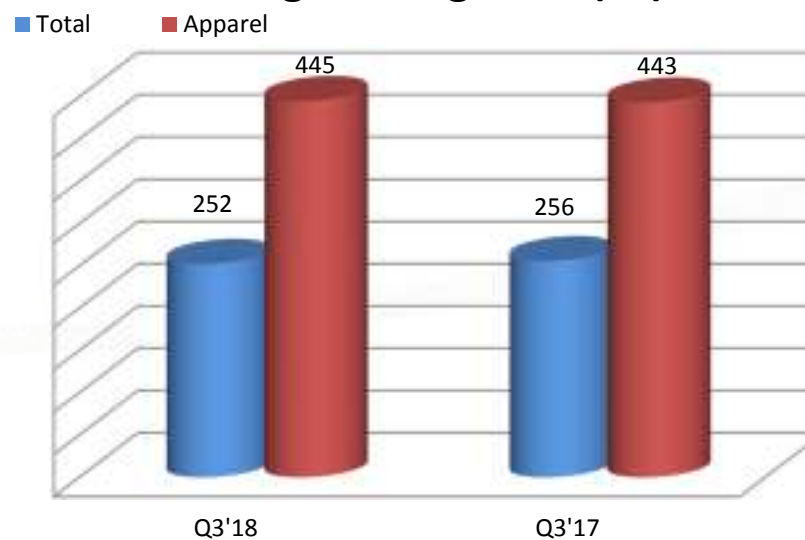
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Financial Review – Profit & Loss Statement



Particulars	₹ in million (except per share data)	
	For the period ended	
	31.12.2017 (Unaudited)	31.12.2016 (Unaudited)
I. Revenue from operations	9,250	7,498
II. Other income	29	29
III. Total Revenue (I + II)	9,279	7,527
IV Total Expenses (IV)	8,329	6,956
V Profit before tax (III-IV)	950	571
VI Total tax expense* (VI)	332	196
VII Profit for the year (V-VI)	618	375
VIII Total other comprehensive income/(loss) (VIII)	-2	1
IX Total comprehensive income for the period (VII+VIII)	616	376
X Earnings/(loss) per share (of ₹10 each) (not annualised)		
(a) Basic	34.05	20.81
(b) Diluted	33.95	20.78

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS



(₹ in million, unless stated otherwise)

V-Mart Retail Limited

Balance Sheet as at 31 December 2017

	Note No.	As at December 31, 2017	As at March 31, 2017
Assets			
Non-current assets			
a) Property, plant and equipment	3(a)	1,306.14	1,101.96
b) Capital work in progress	3(b)	35.33	11.61
c) Other intangible assets	3(c)	28.96	27.42
d) Intangible assets under development	3(d)		
e) Financial assets			
i) Investments	4(a)	61.75	98.86
ii) Loans	4(b)	69.72	61.70
iii) Other financial assets	4(b)	0.50	0.29
f) Other non current assets	5	100.64	102.94
g) Deferred tax asset (net)	6	86.77	78.59
		-	-
Total non-current assets		1,689.82	1,483.37
Current assets			
a) Inventories	7	2,735.63	2,691.75
b) Financial assets			
i) Investments	8(a)	390.65	619.51
ii) Trade receivables			
iii) Cash & cash equivalent	8(b)	92.96	28.63
iv) Bank balances other than (iii) above	8(c)	0.42	0.69
vi) Other financial assets	8(c)	0.66	6.38
c) Current tax assets (net)			
d) Other current assets	9	94.91	33.07
Total current assets		3,315.23	3,380.04
Total assets		5,005.05	4,863.41
Equity and liabilities			
Equity			
a) Equity share capital	10	180.97	180.68
b) Other equity			
i) Reserve & surplus	11(a)	2,190.76	1,600.09
ii) Other reserves	11(b)	936.07	919.64
Total equity		3,307.80	2,700.40
Liabilities			
Non-current liabilities			
a) Financial liabilities			
i) Borrowings	12	4.04	5.97
ii) Other financial liabilities		-	-
b) Provisions	13	37.19	29.21
Total non-current liabilities		41.22	35.18
Current liabilities			
a) Financial liabilities			
i) Borrowings	14(a)	7.58	348.70
ii) Trade payables	14(b)	1,378.09	1,599.03
iii) Other financial liabilities	14(c)	126.57	76.61
b) Other current liabilities	15	51.11	57.48
c) Provisions	16	5.98	46.00
d) Current tax liabilities (net)	17	86.71	-
Total current liabilities		1,656.04	2,127.82
Total equity & liabilities		5,005.05	4,863.41

V-Mart Retail Limited

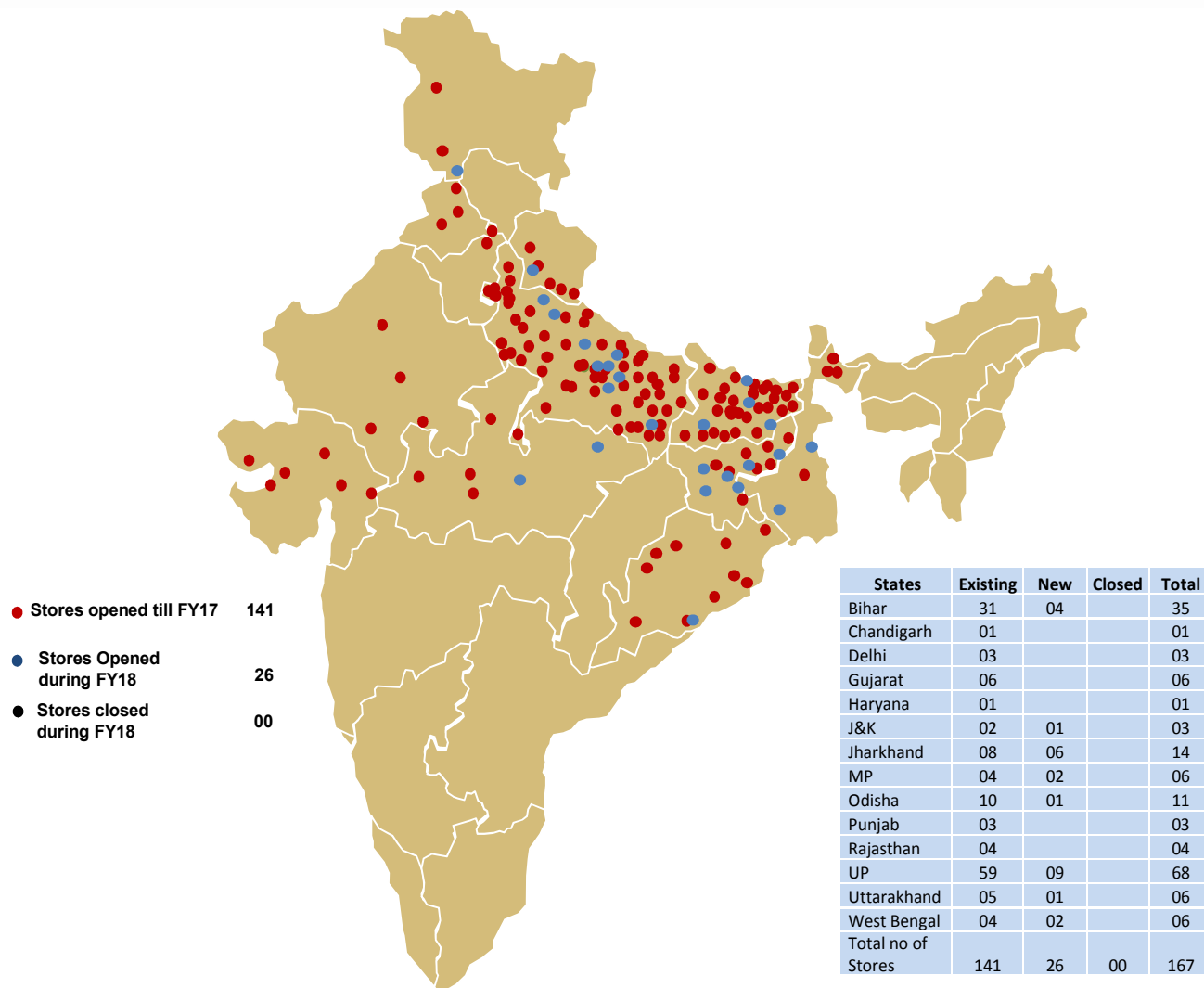
Cash Flow Statement for the period ended 31 December 2017

	For the period ended 31 Dec. 2017	For the period ended 31 March 2017
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	950	601
Adjustment for:	244	418
Operating profit before working capital changes	1,194	1,019
Movements in working capital :	(356)	(90)
Cash generated from operations	838	929
Taxes paid	(297)	(243)
Net cash flow from operating activities	541	686
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	(104)	(728)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	(373)	49
Net increase/(decrease) in cash and cash equivalents	64	7

* Investment in fixed assets is ₹392 million (previous year: ₹416 million) in net cash flow used in investing activities

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q3 FY'18**

V-MART RETAIL LTD.



New Stores

1.



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	13.10.17	7860
2.	Odisha	15.10.17	9162
3.	Bihar	21.10.17	8532

2.



3.



New Stores

4.



	State	Date of Opening	Retail Space (Sq ft)
4.	Bihar	25.10.17	7108
5.	Jharkhand	26.10.17	7000
6.	Uttar Pradesh	08.11.17	10622

5.



6.



New Stores

7.



	State	Date of Opening	Retail Space (Sq ft)
7.	Uttarakhand	18.11.17	7402
8.	Uttar Pradesh	06.12.17	7871
9.	Uttar Pradesh	22.12.17	7400

8.



9.



New Stores

10.



	State	Date of Opening	Retail Space (Sq ft)
10.	Jharkhand	31.12.17	6867

PROMOTIONS – CAMPAIGNS – Q3

S. No.	Campaign	Launch	Location
01	Diwali	1 st October 2017	All India
02	Chath	20 th October 2017	Bihar/Jharkhand
03	Winter & Wedding Launch	29 th October 2017	All India
04	Woolen Mela	25 th November 2017	All India
05	Prathmashtmi	04 th November 2017	Odisha
06	Jacket Mela	16 th December 2017	All India

PROMOTIONS – DIWALI



A festive Diwali advertisement for V Mart featuring a family of five in traditional Indian attire. The background is a dark red with bokeh light effects. The V Mart logo is in the top right corner with the tagline 'PRICE "LESS" FASHION'. Various clothing items are labeled with prices, and a 'LUCKY DRAW' section shows prizes like a car, bike, and LED TV.

V MART
PRICE "LESS" FASHION

GET INTO THE FESTIVE SPIRIT

ASSURED GIFTS
A.C. Refrigerator, LED, 15-litre Dinner Set, Blanket, wrist watch, Toy car, Hand Churner

LUCKY DRAW
BIKE, LED, CAR

FESTIVAL LADIES DRESS
₹599*

GIRLS SALWAR SUIT
₹599*

HEIDI JACKET
₹799

BLUETA PYJAMA
₹749

LEHNGA
₹799*

*T&C apply

PROMOTIONS – CHATH

www.vmart.co.in

PROMOTIONS – WINTER & WEDDING LAUNCH



PRICE "LESS" FASHION



PROMOTIONS – WOOLEN MELA



A promotional banner for 'Woollen Mela' featuring a central graphic of a wool ball made of colorful yarn. The text 'FLAT 30% OFF*' is prominently displayed in the center. Below this, the 'Woollen Mela' logo is shown in a green banner. At the bottom, four price points are listed for different items: 'स्वेट शर्ट' (Sweatshirt) at ₹199, 'स्वेटर्स' (Sweaters) at ₹299, 'कार्डिगन' (Cardigan) at ₹399, and 'जैकेट' (Jacket) at ₹499. Each price is followed by 'से शुरु' (Starting from). The banner also mentions '3,000 लेटेस्ट Designs आकर्षक Price' (3,000 latest designs, attractive prices).

FLAT
30%
OFF*

Woollen Mela

स्वेट शर्ट
₹ **199**
से शुरु

स्वेटर्स
₹ **299**
से शुरु

कार्डिगन
₹ **399**
से शुरु

जैकेट
₹ **499**
से शुरु

3,000 लेटेस्ट *Designs* आकर्षक *Price*

PROMOTIONS – PARTHMASHTMI



V MART
PRICE 'LESS' FASHION



Utsav Khushiyon ka

FLAT 30% OFF

MEN'S WOMENS APPARELS KIDS



Full Sleeve Tee ₹199* **₹139*** ₹ 80

Casual shirt ₹499* **₹349*** ₹ 20

Green Dress ₹499* **₹349*** ₹ 20

Blue Casual shirt ₹699* **₹489*** ₹ 20



Trendy Full Sleeve shirt ₹499* **₹349*** ₹ 20

Casual shirt ₹249* **₹174*** ₹ 10

Blue Casual shirt ₹499* **₹349*** ₹ 20

Blue Casual shirt ₹149* **₹104*** ₹ 10

दिल्ली | रायचूर | पंजाब | हरियाणा | राजस्थान | गुजरात | मध्य प्रदेश | उत्तर प्रदेश | उत्तराखण्ड | झारखण्ड
बिहार | जम्मू-काश्मीर | चंडीगढ़ | पश्चिम बंगाल

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Hooded t-shirt
₹299 + GST

Digital Print t-shirt
₹599 + GST

Formal wear
₹1699 + GST

Men's Jacket
₹899 + GST

Newborns New Look
₹1299 + GST

Men's Leggings
₹299 + GST

Winter Sherwanis
₹799 + GST

Smart Casuals
₹99 + GST

Smart Casuals
₹999 + GST

Men's Blazer
₹1499 + GST

Party Wear set
₹1499 + GST

Two Piece set
₹1999 + GST

Trunks set
₹499 + GST

Wine Blazer
₹1499 + GST

Smoking wear
₹999 + GST

V MART

*Conditions apply. Products in the window are for representation only & may vary from the original. Visit all stores to see if any specific V-Mart has the right to take the final decision.

PROMOTIONS – JACKET MELA



**JACKET
MELA**

FLAT 30% OFF*

ON SELECTED ITEMS

3,000 लेटेस्ट *Designs*, आकर्षक *Price*

मेन्स जैकेट ₹ 599 से शुरू	लेडीज़ जैकेट ₹ 599 से शुरू	किड्स जैकेट ₹ 299 से शुरू	एक्सेसरीज़ ₹ 49 से शुरू
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*Up to 30% off on selected items. Offer valid on selected items only. Excludes taxes and shipping charges.

Thank you

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

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Girish Garg – girish.garg@vmart.co.in

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