V-MART RETAIL LTD.



Review of Financial Result Q1 FY'16

Financial Review



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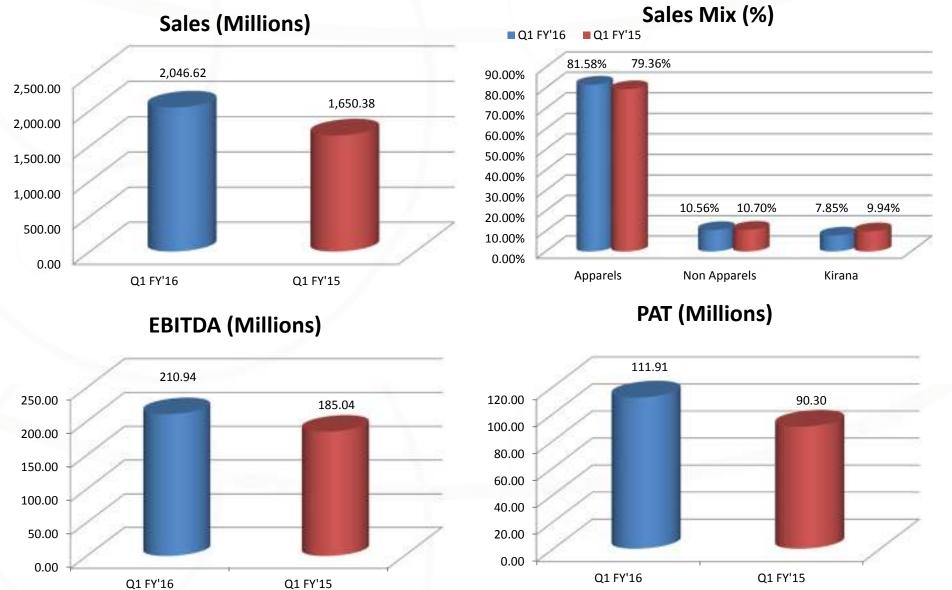
Key highlights of Q1 FY'16 vs FY'15 results



- Number of Stores has increased to 108 from 93 yoy.
- Revenue growth is 24%, yoy with Same Store Sales growth (fashion) of 8.7% and Same Store Volume Growth of 12.7%. Average selling price (Total) has improved by 3%.
- Sales per sq foot (per month) has improved to Rs. 820 from Rs. 794 with a growth of 3%.
- Contribution of Fashion segment to total revenues has expanded to 92%, whereas that of kirana has reduced to 8%.
- EBITDA has improved by 14%.
- Net profit has improved by 24%.
- Free Cash-flow Positive for Q1 FY'16.

Financial Parameters – Q1 FY'16 vs FY'15

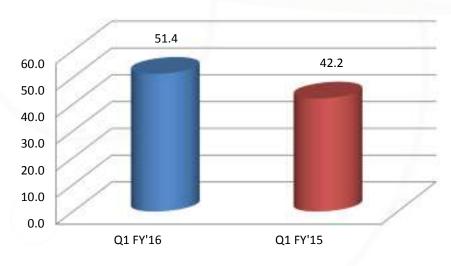




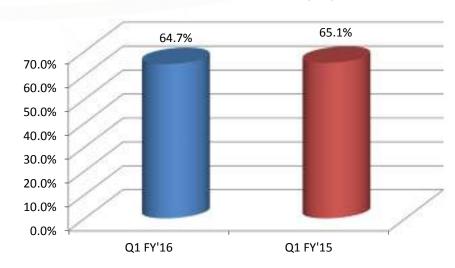
Operational Parameters – Q1 FY'16 vs FY'15



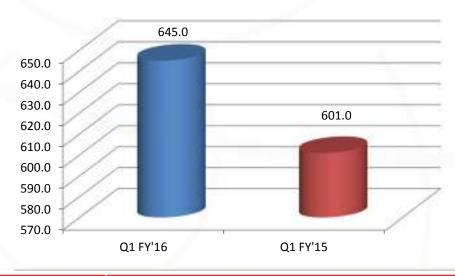
Footfall (lakhs)



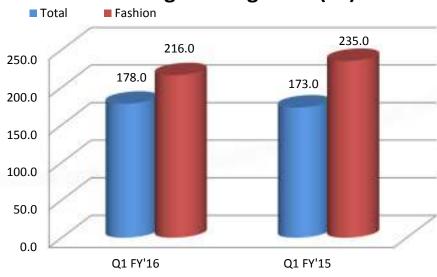
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)

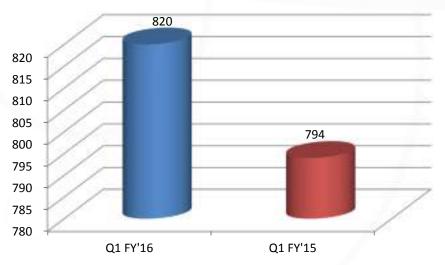


Note: Method of calculation for ASP is on Gross Sales basis

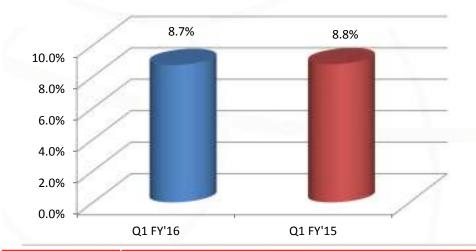
Operational Parameters – Q1 FY'16 vs FY'15



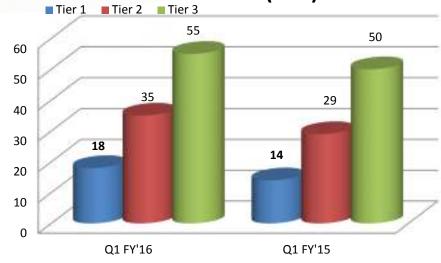
Sales per sq feet (per month)



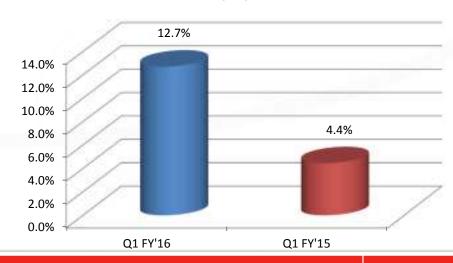
Same Store Sales Growth (Fashion) (%)



Store Count (Nos)

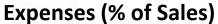


Same Store Volume Growth (Fashion) (%)



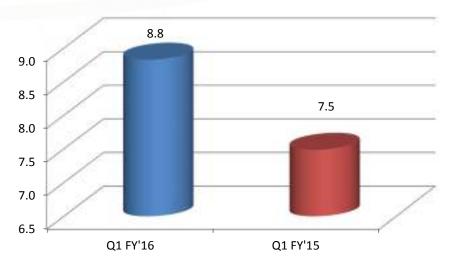
Operational Parameters – Q1 FY'16 vs FY'15





8.0% 6.7% 6.4% 6.0% 4.7% 4.4% 4.0% 3.1% 3.2% 1.8% 1.6% 2.0% 0.6% 0.0% Rathonet Rept Power Power

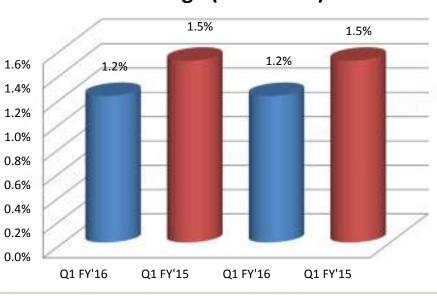
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Financial Review – Profit & Loss Statement



| | For the pe | For the period ended | | |
|---|-----------------------|----------------------|--|--|
| Particulars Particulars | 30.06.2015 | 30.06.2014 | | |
| | (Unaudited) | (Unaudited) | | |
| Part I | | | | |
| 1. Income from operations | | | | |
| (a) Net sales/income from operations | 20,427.56 | · · | | |
| (b) Other operating income | 38.59 | | | |
| Total income from operations (net) | 20,466.15 | 16,503.75 | | |
| 2. Total expenses | 18,742.13 | 15,182.58 | | |
| 3. Profit from operations before other income, finance costs and prior period items (1-2) | 1,724.02 | · • | | |
| 4. Other income | 44.75 | | | |
| 5. Profit from ordinary activities before finance costs and prior period items (3+4)6. Finance costs | 1,768.77 50.46 | · • | | |
| 7. Profit/(loss) from ordinary activities before tax and prior period items (5-6) | 1,718.31 | | | |
| 8. Prior period items - income/(expense) (net) | (16.17) | (16.49) | | |
| 9. Net profit/(loss) from ordinary activities before tax (7+8) | 1,702.14 | ` ` | | |
| 10. Tax expense * | 583.03 | • | | |
| 11. Net profit/(loss) from ordinary activites after tax (9-10) | 1,119.11 | | | |
| 12. Extra-ordinary items (net of tax) (refer note 9) | _, | | | |
| 13. Net profit/(loss) for the period (11+12) | 1,119.11 | 902.97 | | |
| 14. Paid up equity share capital (Face value of Rs.10 per share) | 1,802.99 | | | |
| 15. Reserves excluding revaluation reserves | - | _,,,,,,,, | | |
| 16. Earnings per share (of Rs. 10 each) (not annualised) | | | | |
| (a) Basic | 6.21 | 5.03 | | |
| (b) Diluted | 6.21 | | | |

^{*} Tax expense include deferred tax.

Financial Review - Balance Sheet and CFS



| | Notes | As at 30 June 2015 | As at 31 March 2015 |
|-------------------------------|-------|-----------------------|------------------------|
| | 7,000 | (Rs.) | (Rs.) |
| EQUITY AND LIABILITIES | | . , | |
| hareholder's funds | | | |
| Share capital | 5 | 180,299,260 | 180,156,890 |
| Reserves and surplus | 6 | 1,983,427,134 | 1,869,233,197 |
| | | 2,163,726,394 | 2,049,390,087 |
| Ion-current liabilities | | | |
| Long-term borrowings | 7 | 22,683,962 | 15,249,514 |
| Long term provisions | 8 | 15,320,945 | 14,709,337 |
| Other non-current liabilities | 9 | 56,824,444 | 49,673,683 |
| | | 94,829,351 | 79,632,534 |
| Current liabilities | | | |
| Short-term borrowings | 10 | 146,114,060 | 286,283,460 |
| Trade payables | | 694,220,612 | 751,799,136 |
| Other current liabilities | 11 | 118,306,933 | 69,539,728 |
| Short-term provisions | 12 | 120,200,181 | 52,961,947 |
| | | 1,078,841,786 | 1,160,584,271 |
| | | 3,337,397,531 | 3,289,606,892 |
| SSETS | | | |
| Non-current assets | | | |
| Fixed assets | | | |
| Tangible assets | 13 | 961,939,439 | 964,080,879 |
| Intangible assets | 14 | 17,270,446 | 16,572,164 |
| Capital work-in-progress | | 16,414,460 | 7,207,557 |
| Non-current investments | 15 | 180,300,000 | 55,300,000 |
| Deferred tax assets | 16 | 15,166,191 | 6,428,130 |
| Long term loans and advances | 17 | 157,865,100 | 157,333,812 |
| Other non-current assets | 18 | 1,043,331 | 653,406 |
| | | 1,349,998,967 | 1,207,575,948 |
| Current assets | | | |
| Current investments | 19 | - | 162,700,000 |
| Inventories | 20 | 1,848,281,362 | 1,832,027,476 |
| Cash and bank balances | 21 | 65,398,591 | 33,555,800 |
| Short-term loans and advances | 22 | 73,421,726 | 53,063,490 |
| Other current assets | 23 | 296,885 | 684,178 |
| | | 1,987,398,564 | 2,082,030,944 |
| | | | 3,289,606,892 |

| V-Mart Retail Limited | | |
|--|----------------------|----------------------|
| Cash Flow Statement for the period ended 30 June 2015 | | |
| | For the period ended | For the period ended |
| | 30 June 2015 | 31 March 2015 |
| | (Rs.) | (Rs.) |
| A. Cash flows from operating activities | | |
| Net profit before tax | 170,213,593 | 553,301,880 |
| Adjustment for: | 63,982,045 | 240,212,364 |
| Operating profit before working capital changes | 234,195,638 | 793,514,244 |
| Movements in working capital : | (61,682,910) | (226,692,975) |
| Cash generated from operations | 172,512,728 | 566,821,269 |
| Taxes paid | (828,221) | (167,378,639) |
| Net cash flow from operating activities | 171,684,507 | 399,442,630 |
| B. Cash flows used in investing activities | | |
| Net cash flow used in investing activities | (46,862,292) | (190,526,695) |
| C. Cash flows from/(used in) financing activities | | |
| Net cash flow from/(used in) financing activities | (132,362,531) | 198,968,598 |
| Net increase/(decrease) in cash and cash equivalents | (7,540,316) | 9,947,337 |
| | | • |
| Cash and cash equivalents at the beginning of the year | 26,336,818 | 16,389,481 |
| Ckdk | 18,796,502 | 26,336,818 |
| Cash and cash equivalents at the end of the year | | |

Financial Review - Utilization of IPO Funds



Means of finance for the objects of Initial Public Offering (IPO) are as under:

| Particulars | (Rs. in lacs) |
|---------------------------------|---------------|
| Proceeds from the fresh issue | 5,798.10 |
| Proceeds from Pre-IPO placement | 2,625.00 |
| Internal accruals | 717.60 |
| | 9,140.70 |

The utilization of the aforementioned means of finance as on 30 June 2015 is as under:

(Rs. in lacs)

| Particulars | Utilization planned as per prospectus | Utilization of IPO proceeds as on 30 June 2015 | Adjustments (utilization of surplus towards other objects) | Balance amount to be utilized as on 30 June 2015 |
|----------------------------------|---------------------------------------|---|--|--|
| To open new stores | 6,970.40 | (6,664.15) | 6.60 | 312.85 |
| Expansion of distribution centre | 438.70 | (342.47) | - | 96.23 |
| Working capital | 1,000.00 | (1,000.00) | - | - |
| Share issue expenses | 731.60 | (725.00) | (6.60)* | - |
| | 9,140.70 | (8,731.62) | - | 409.08 |

[•] Surplus available after actual expenses incurred will be utilized towards other objects of the issue.

Status of balance IPO proceeds as on 30 June 2015 is as under:

| Particulars | (Rs.in lacs) |
|------------------------------|--------------|
| Balance unutilized amount | 409.08 |
| Temporary utilized as below: | |
| Mutual funds | 409.08 |

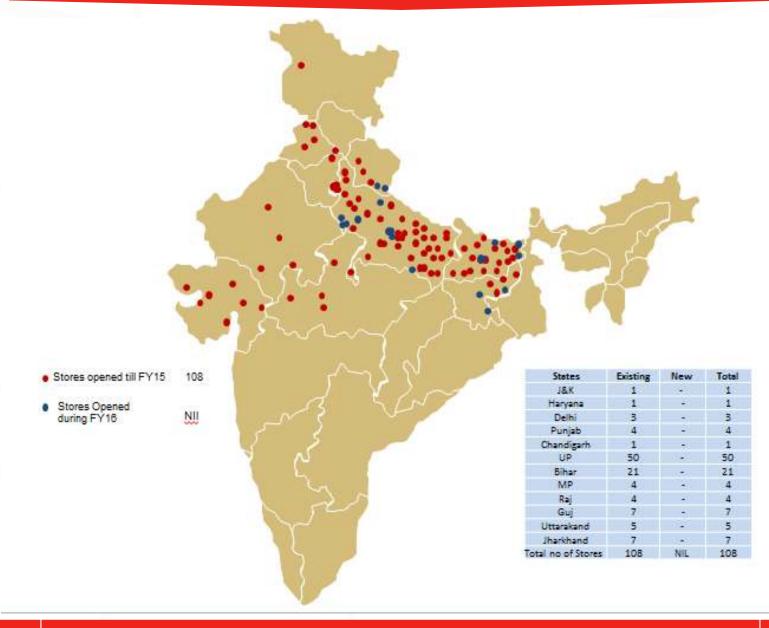
V-MART RETAIL LTD.



STORES GEOGRAPHIC SPREAD & SALES PROMOTIONS Q1 FY'16

V-MART RETAIL LTD.







EXISTING STORES – Statewise Distribution

| States | Store Count (30 th June 2015) |
|-------------------|--|
| Delhi | 03 |
| Uttar Pradesh | 50 |
| Gujarat | 07 |
| Bihar | 21 |
| Punjab | 04 |
| Madhya Pradesh | 04 |
| Rajasthan | 04 |
| Haryana | 01 |
| Chandigarh | 01 |
| Jammu and Kashmir | 01 |
| Uttarakhand | 05 |
| Jharkhand | 07 |
| Total | 108 |

PROMOTIONS – APRIL'15



VIVAH MAHOTSAV





PROMOTIONS – MAY'15



MOTHER'S DAY







PROMOTIONS – JUNE'15



JEANS FESTIVAL



108 Stores in 91 Cities, Over 8.80 Lacs Sq. Pt. (81055 Sq. Mt.) Stvapping Area, Feitlest Growing Retail Chain Defti + Chandigari + Fringsh + Repetition + Sejaral + Machine Protest + Vittar Protest + Vittarishand + Jinashand + Shor + JiK. For corporate 6--polyethetines searching in - Vittarishand with the Control of Co



KIRANA BAZAAR



Financial Review



Thank you

In case of any querries pls contact the IR Team:

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