## Review of Financial Result Q1 FY'16

## Financial Review

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- Number of Stores has increased to 108 from 93 yoy.
- Revenue growth is 24\%, yoy with Same Store Sales growth (fashion) of $\mathbf{8 . 7 \%}$ 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 $\mathbf{9 2 \%}$, 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.



Operational Parameters - Q1 FY' 16 vs FY ${ }^{\prime} 15$
Sales per sq feet (per month)
Store Count (Nos)


Same Store Volume Growth (Fashion)
(\%)


## Operational Parameters - Q1 FY'16 vs FY'15

## Expenses (\% of Sales)

Q1 FY'16 ■ Q1 FY'15



Retail Space (lakhs Sq feet)


Shrinkage (\% of Sales)


| Particulars | For the period ended |  |
| :---: | :---: | :---: |
|  | 30.06.2015 | 30.06.2014 |
|  | (Unaudited) | (Unaudited) |
| Part I |  |  |
| 1. Income from operations |  |  |
| (a) Net sales/income from operations | 20,427.56 | 16,478.04 |
| (b) Other operating income | 38.59 | 25.71 |
| Total income from operations (net) | 20,466.15 | 16,503.75 |
| 2. Total expenses | 18,742.13 | 15,182.58 |
|  |  |  |
| 4. Other income | 44.75 | 133.89 |
| 5. Profit from ordinary activities before finance costs and prior period items (3+4) | 1,768.77 | 1,455.06 |
| 6. Finance costs | 50.46 | 99.02 |
| 7. Profit/(loss) from ordinary activities before tax and prior period items (5-6) | 1,718.31 | 1,356.04 |
| 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 | 1,339.55 |
| 10. Tax expense * | 583.03 | 436.58 |
| 11. Net profit/(loss) from ordinary activites after tax (9-10) | 1,119.11 | 902.97 |
| 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 | 1,795.88 |
| 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 | 5.03 |

[^0]| V-Mart Retail Limited Balance Sheet as at 30 June 2015 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Notes | As at 30 June 2015 <br> (Rs.) | As at 31 March 2015 (Rs.) |
| EQUITY AND LIABILITIES |  |  |  |
| Shareholder'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 |
| Non-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 |
| ASSETS |  |  |  |
| 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 |
|  |  | 3,337,397,531 | 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 |
| Cash and cash equivalents at the end of the year | 18,796,502 | 26,336,818 |
| Net increase/(decrease) in cash and cash equivalents | $(7,540,316)$ | 9,947,337 |

## 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 |


| 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: | 409.08 |
| Mutual funds | 4 |

## V-MART RETALL LTD.

## STORES GEOGRAPHIC SPREAD

## \& <br> SALES PROMOTIONS <br> Q1 FY'16

## V-MART RETALL LHD.

- Stores opened till FY15 108
- Stores Opened during FY16


| States | Existing | New | Total |
| :---: | :---: | :---: | :---: |
| ISK | 1 | - | 1 |
| Haryana | 1 | - | 1 |
| Dehi | 3 | - | 3 |
| Punjab | 4 | - | 4 |
| Chandigarh | 1 | - | 1 |
| UP | 50 | - | 50 |
| Bihar | 21 | - | 21 |
| MP | 4 | - | 4 |
| Raj | 4 | - | 4 |
| GLj | 7 | - | 7 |
| Utarakand | 5 | - | 5 |
| Iharkhand | 7 | - | 7 |
| Total no of Stores | $10 B$ | NL | $10 B$ |

## EXISTING STORES - Statewise Distribution

| States | Store Count <br> $(\mathbf{3 0}$ 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


## KIDS CARNIVAL



## PROMOTIONS - JUNE'15

## JEANS FESTIVAL







KIRANA BAZAAR


## Financial Review

## Thank you

In case of any querries pls contact the IR Team:
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[^0]:    * Tax expense include deferred tax.

