

Review of Financial Result Q1 FY'17

Disclaimer

This investor presentation has been prepared by V-Mart Retail Limited (“V-Mart”) and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of V-Mart, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to risks with respect to its hair care, its healthcare business and its skin care business.

V-Mart may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of V-Mart. This presentation is strictly confidential.

Key highlights of Q1 FY'17 vs FY'16 results

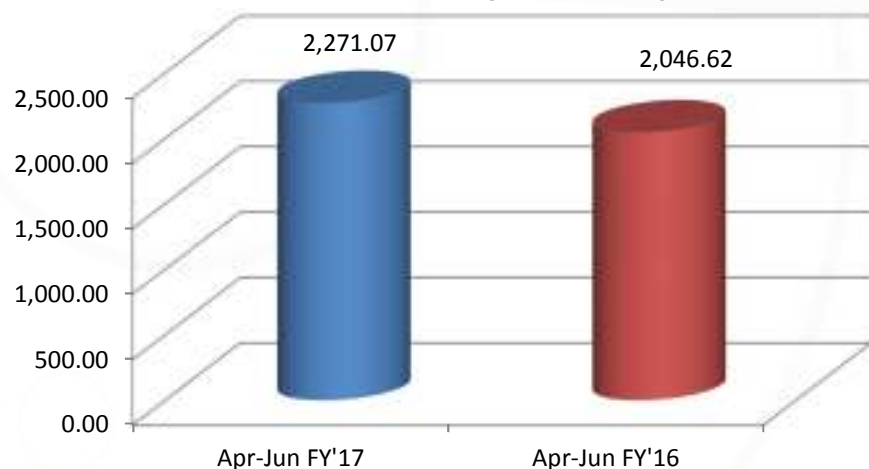


- **Number of Stores has increased to 127.**
- **Revenue growth is 11%.**
- **Same Store Sales growth (fashion):**
 - **Value is -4%**
 - **Volume is -5%**
- **Sales per sq. feet (per month) is Rs. 806.**
- **Contribution of segment to total revenue :**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit is Rs. 9.15 crores.**

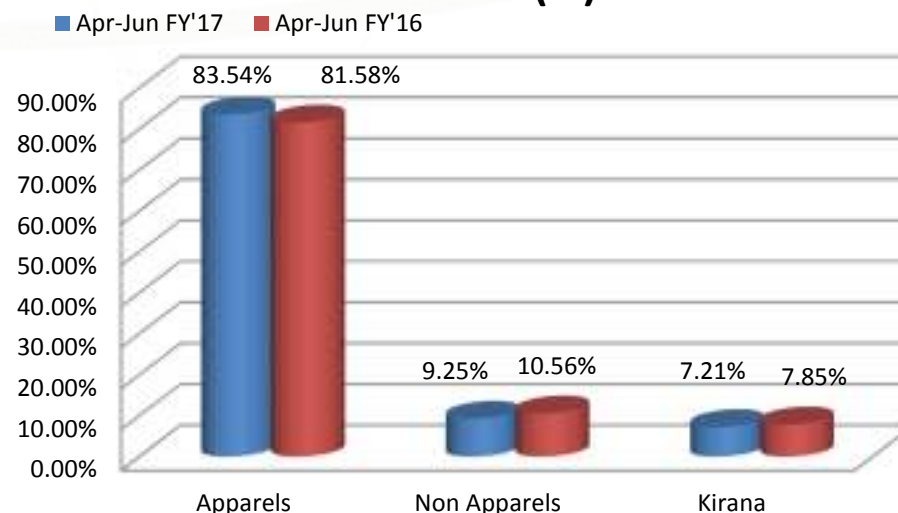
Financial Parameters – Q1 FY'17 vs FY'16



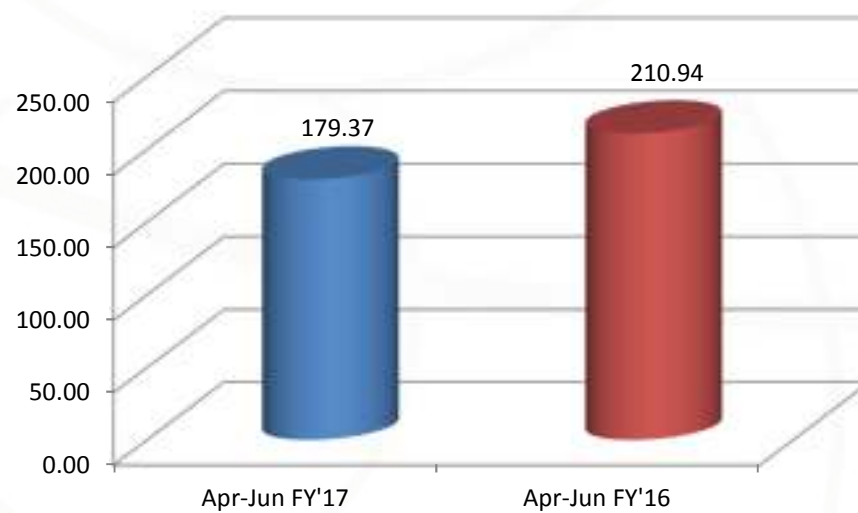
Sales (Millions)



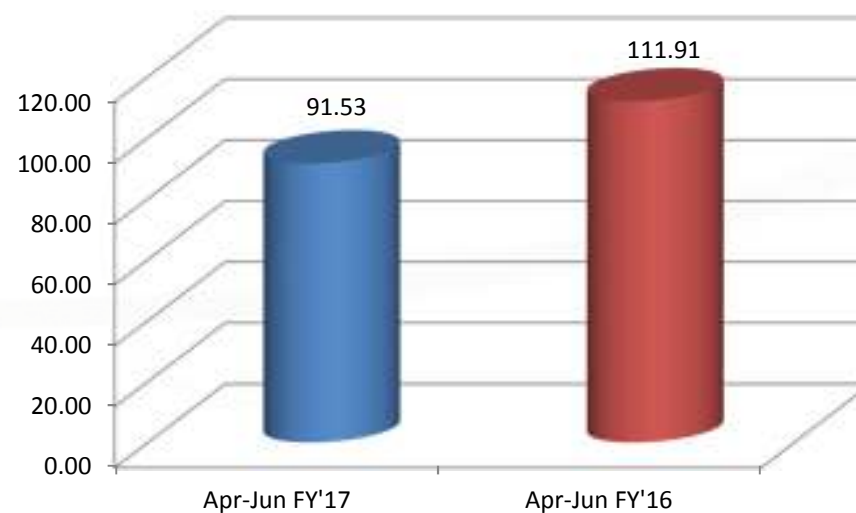
Sales Mix (%)



EBITDA (Millions)



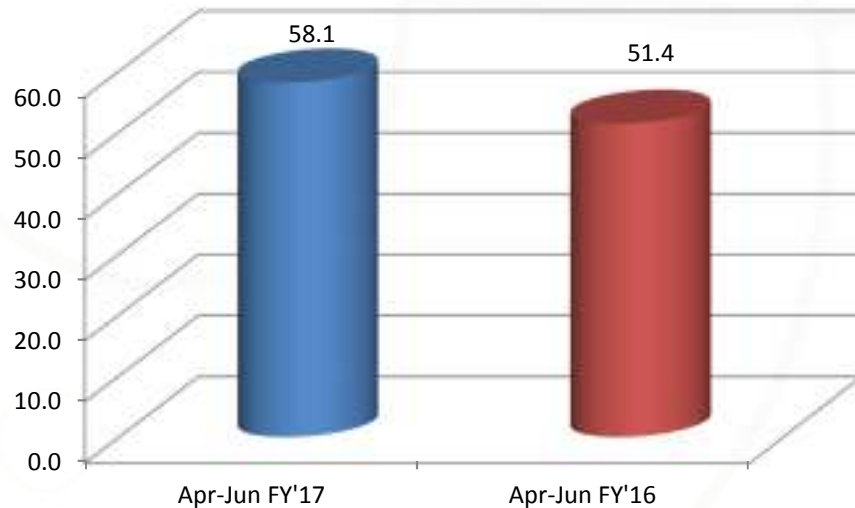
PAT (Millions)



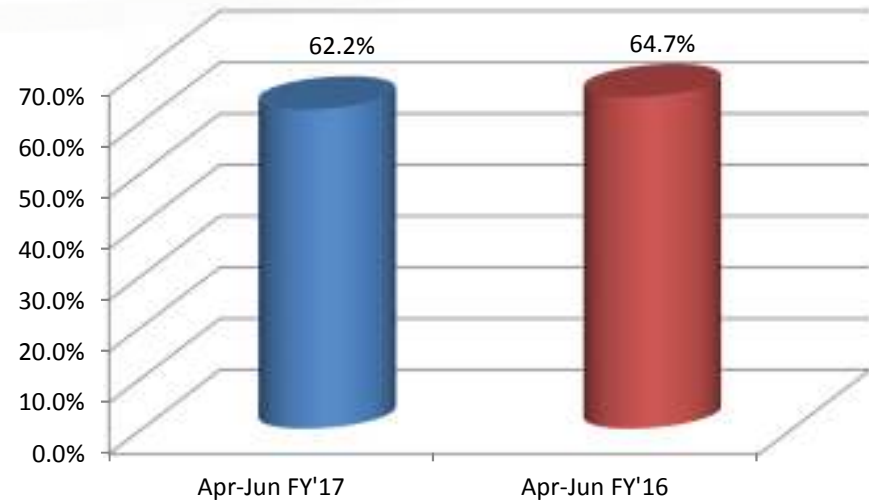
Price "Less" Fashion

Operational Parameters – Q1 FY'17 vs FY'16

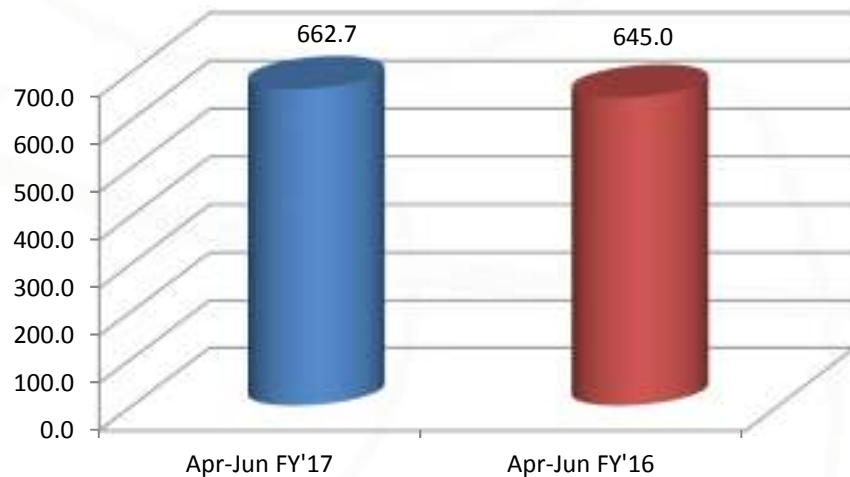
Footfall (lakhs)



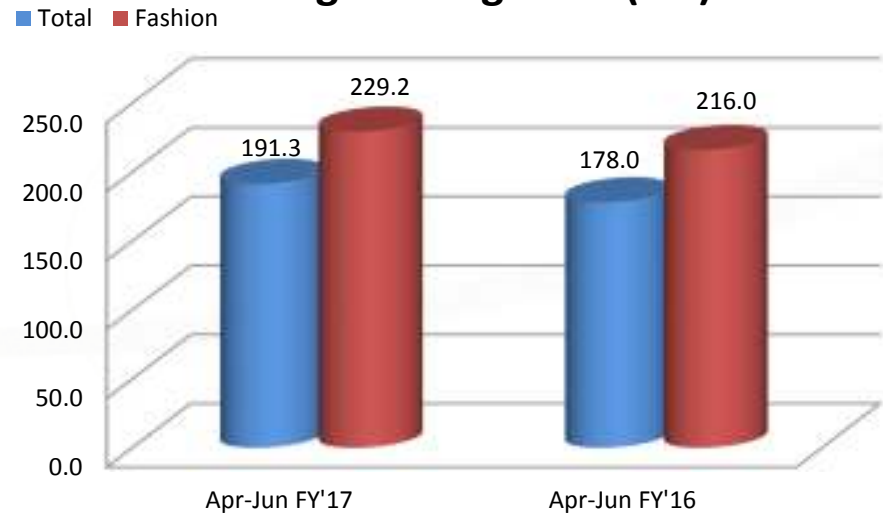
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs.)



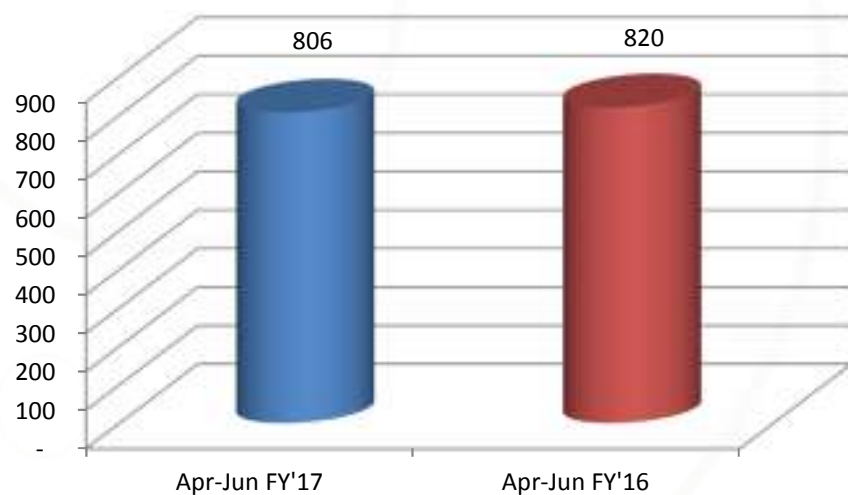
Note : Method of calculation for ASP is on Gross Sales basis

Price "Less" Fashion

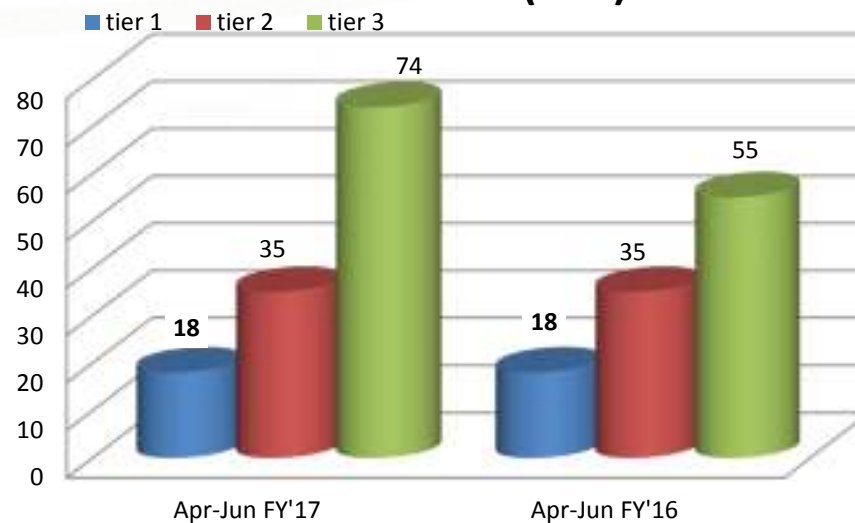
Operational Parameters – Q1 FY'17 vs FY'16



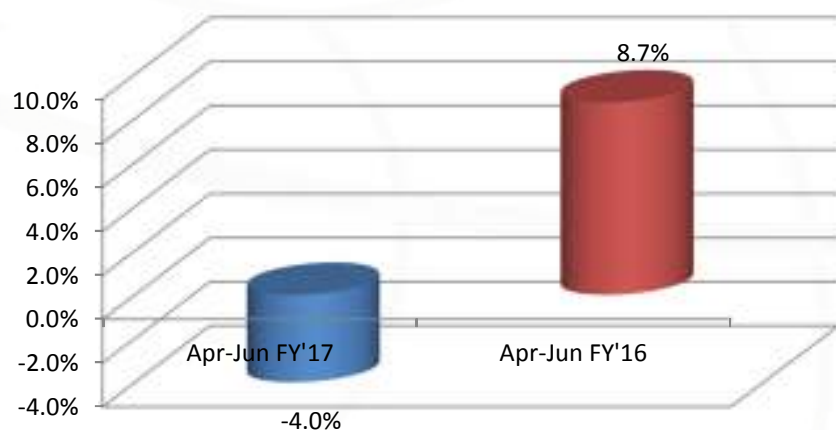
Sales per sq feet (per month)



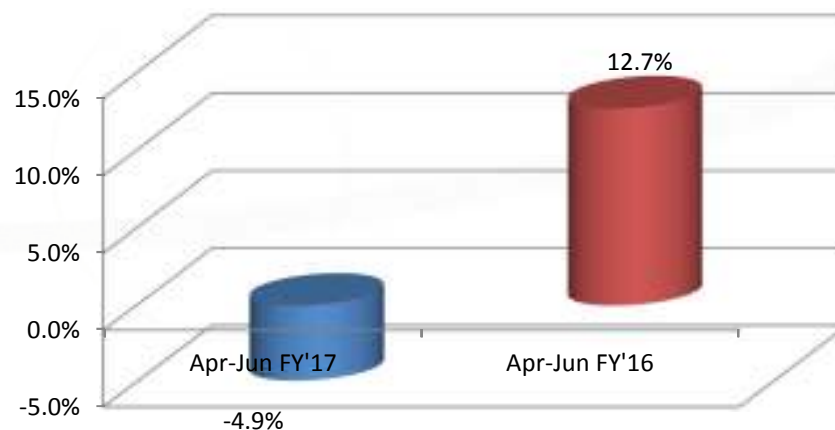
Store Count (Nos)



Same Store Sales Growth (Fashion) (%)



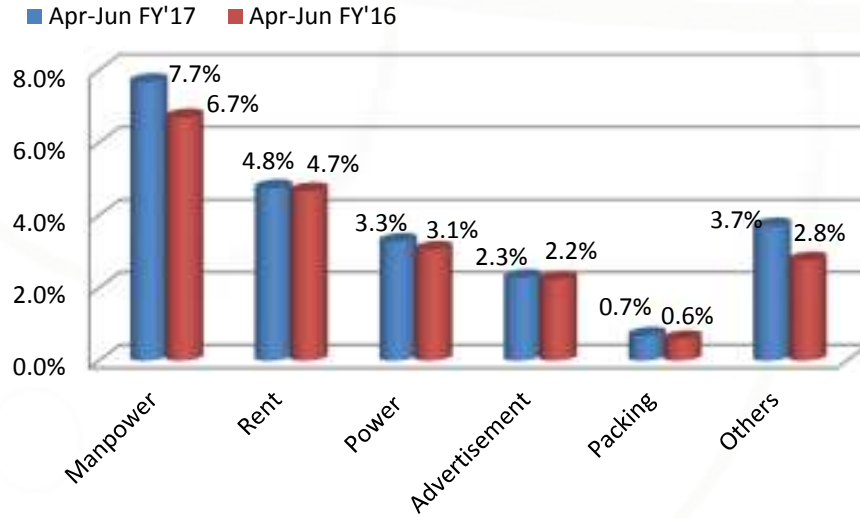
Same Store Volume Growth (Fashion) (%)



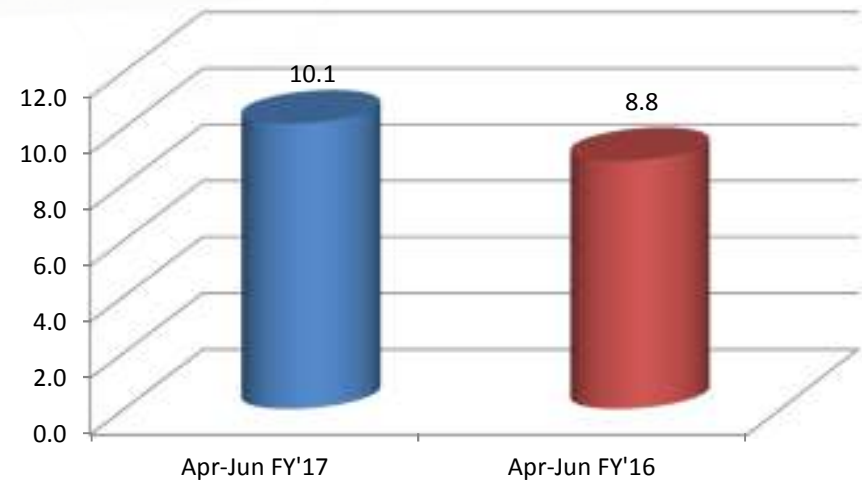
Price "Less" Fashion

Operational Parameters – Q1 FY'17 vs FY'16

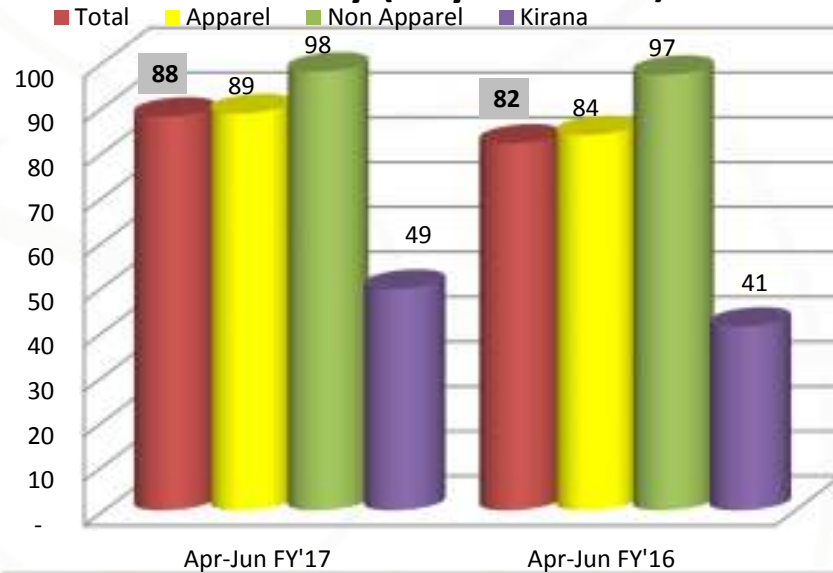
Expenses (% of Sales)



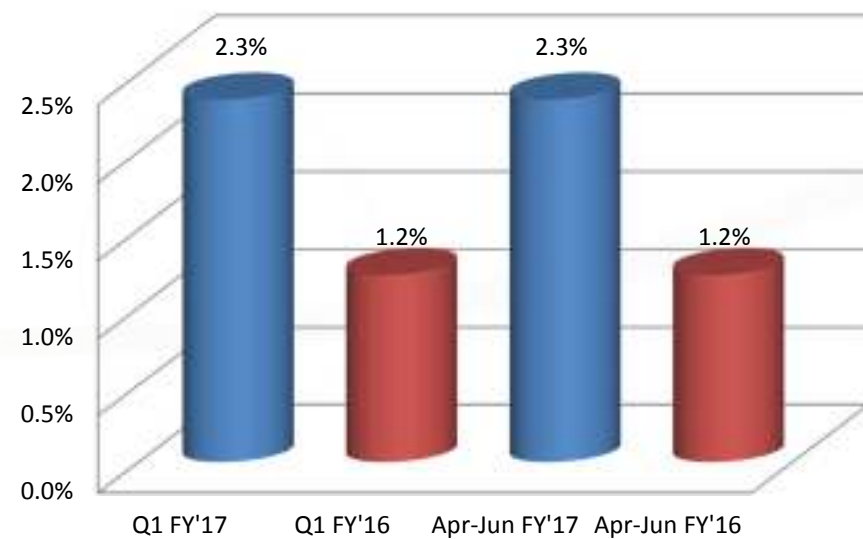
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Financial Review – Profit & Loss Statement



₹ in lacs (except per share data)

Particulars	For the period ended	
	30.06.2016	30.06.2015
	(Unaudited)	(Unaudited)
1. Income from operations		
(a) Net sales/income from operations	22,681.91	20,427.56
(b) Other operating income	28.75	38.59
Total income from operations (net)	22,710.66	20,466.15
2. Total expenses	21,435.03	18,758.30
3. Profit from operations before other income and finance costs (1-2)	1,275.63	1,707.85
4. Other income	187.31	44.75
5. Profit from ordinary activities before finance costs (3+4)	1,462.94	1,752.60
6. Finance costs	70.39	50.46
7. Net profit/(loss) from ordinary activities before tax (5-6)	1,392.55	1,702.14
8. Tax expense *	477.26	583.03
9. Net profit/(loss) from ordinary activities after tax (7-8)	915.29	1,119.11
10. Extra-ordinary items (net of tax expense of ₹49.72 lacs)	-	-
11. Net profit for the period (10+11)	915.29	1,119.11
12. Paid up equity share capital (Face value of ₹10 per share)	1,806.67	1,802.99
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	5.07	6.21
(b) Diluted	5.07	6.21
14.ii Earnings per share (after extraordinary items) (of ₹10 each) (not annualised)		
(a) Basic	5.07	6.21
(b) Diluted	5.07	6.21

* Tax expense includes deferred tax

Price “Less” Fashion

Financial Review - Balance Sheet and CFS



(All amounts in ₹, unless stated otherwise)

V-Mart Retail Limited Balance Sheet as at 30 June 2016			
	Notes	As at 30 June 2016	As at 31 March 2016
EQUITY AND LIABILITIES			
Shareholder's funds			
Share capital	3	180,666,960	180,666,960
Reserves and surplus	4	2,218,224,797	2,126,529,853
		<u>2,398,891,757</u>	<u>2,307,196,813</u>
Non-current liabilities			
Long-term borrowings	5	-	-
Other non-current liabilities	6	88,679,014	83,867,723
Long term provisions	7	21,903,500	21,283,500
		<u>110,582,514</u>	<u>105,151,223</u>
Current liabilities			
Short-term borrowings	8	122,996,197	269,113,278
Trade payables			
- Total outstanding dues of ME&SE	9A	-	-
- Total outstanding dues of creditors other than ME&SE	9B	1,109,177,409	956,465,835
Other current liabilities	10	190,722,106	133,446,095
Short-term provisions	11	59,248,856	60,613,158
		<u>1,482,144,568</u>	<u>1,419,638,366</u>
		<u>3,991,618,839</u>	<u>3,831,986,402</u>
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	12A	1,107,045,119	1,075,532,724
Intangible assets	13	26,645,573	27,478,203
Capital work-in-progress	12B	25,172,852	23,456,176
Non-current investments	14	130,300,000	130,300,000
Deferred tax assets	15	55,428,430	42,205,247
Long term loans and advances	16	173,266,159	168,410,162
Other non-current assets	17	952,667	961,024
		<u>1,518,810,800</u>	<u>1,468,343,536</u>
Current assets			
Current investments	18	-	193,369,647
Inventories	19	2,339,987,287	2,044,271,038
Cash and bank balances	20	58,937,263	42,791,780
Short-term loans and advances	21	72,672,451	82,265,836
Other current assets	22	1,211,038	944,565
		<u>2,472,808,039</u>	<u>2,363,642,866</u>
		<u>3,991,618,839</u>	<u>3,831,986,402</u>

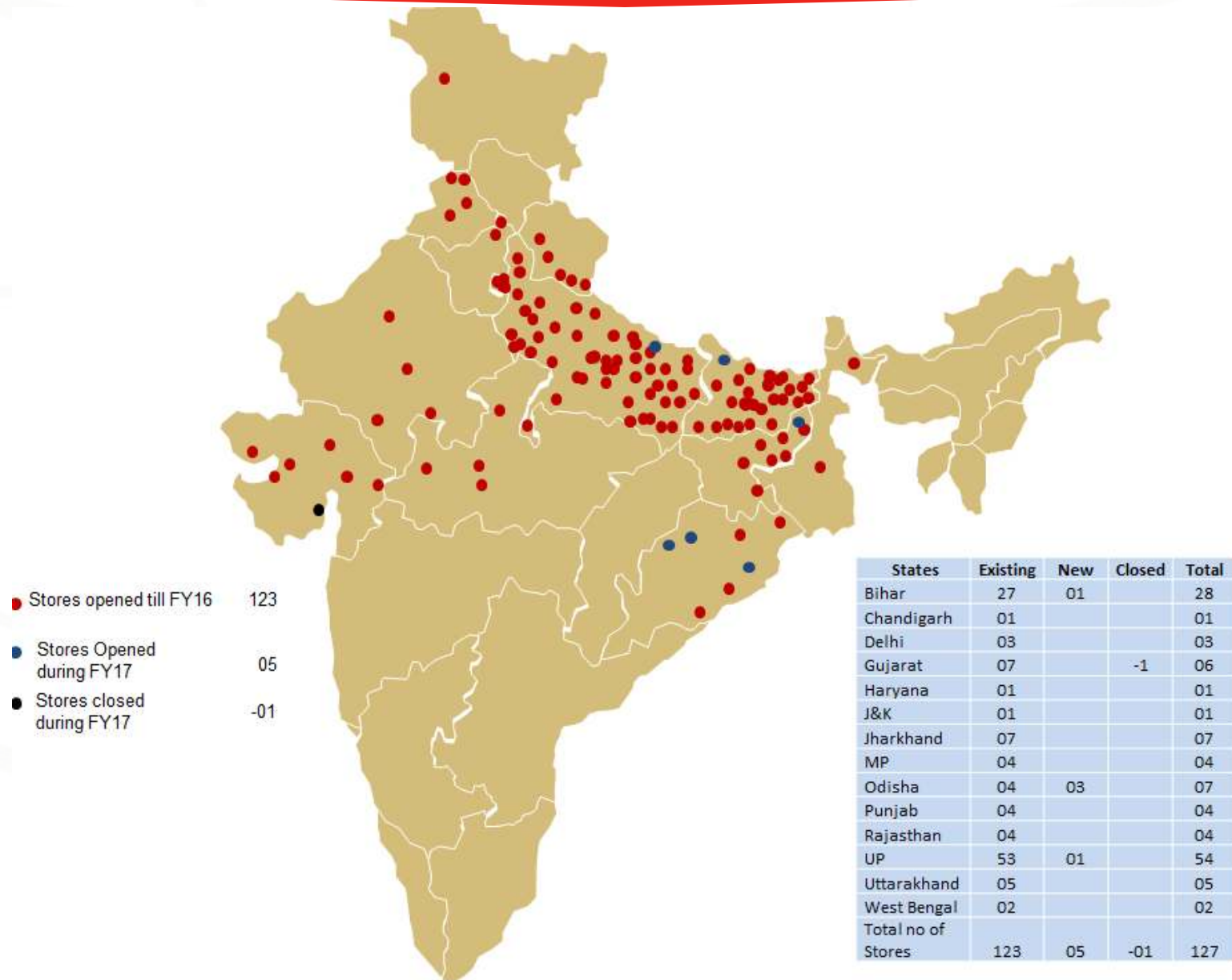
(All amounts in ₹, unless stated otherwise)

V-Mart Retail Limited Cash Flow Statement for the period ended 30 June 2016			
		For the period ended 30 June 2016	For the period ended 31 March 2016
A. Cash flows from operating activities			
Net profit before tax and before extra-ordinary items		139,253,620	423,120,287
Adjustment for:		<u>101,934,158</u>	<u>393,516,382</u>
Operating profit before working capital changes		241,187,778	816,636,669
Movements in working capital :		<u>(123,925,862)</u>	<u>(154,599,105)</u>
Cash generated from operations		117,261,916	662,037,564
Taxes paid		<u>(59,679,978)</u>	<u>(149,016,573)</u>
Net cash flow from operating activities		<u>57,581,938</u>	<u>513,020,991</u>
B. Cash flows used in investing activities			
Net cash flow used in investing activities*		<u>116,944,751</u>	<u>(424,205,663)</u>
C. Cash flows from/(used in) financing activities			
Net cash flow from/(used in) financing activities		<u>(158,568,616)</u>	<u>(94,743,123)</u>
Net increase/(decrease) in cash and cash equivalents		<u>15,958,073</u>	<u>(5,927,795)</u>
Cash and cash equivalents at the beginning of the year		20,409,023	26,336,818
Cash and cash equivalents at the end of the year		<u>36,367,096</u>	<u>20,409,023</u>
Net increase/(decrease) in cash and cash equivalents		<u>15,958,073</u>	<u>(5,927,795)</u>
* Investment in fixed assets is ₹8.82 cr. (previous year: ₹31.31 cr.) in net cash flow used in investing activities			

Price "Less" Fashion

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q1 FY'17**

V-MART RETAIL LTD.



Price "Less" Fashion

EXISTING STORES – Statewise Distribution



States	Store Count (30 th June 2016)
Delhi	03
Uttar Pradesh	54
Gujarat	06
Bihar	28
Punjab	04
Madhya Pradesh	04
Rajasthan	04
Haryana	01
Chandigarh	01
Jammu and Kashmir	01
Uttarakhand	05
West Bangal	02
Odisha	07
Jharkhand	07
Total	127

New Stores



1.



	Store Name	Date of Opening	Retail Space (Sq ft)
1.	Padrauna	11.04.16	6154
2.	Raxual	25.04.16	7765
3.	Jharsuguda	21.05.16	10103

2.



3.



Price "Less" Fashion

New Stores



4.



	Store Name	Date of Opening	Retail Space (Sq ft)
4.	Sambalpur	04.06.16	10400
5.	Dhenkenal	12.06.16	9180

5.



Price "Less" Fashion

PROMOTIONS - CAMPAIGNS



S. No.	Campaign	Launch	Location
01	T-shirt Mela	2 nd April 2016	All India
02	URS	2 nd April 2016	All India
03	Chaitra Sale	2 nd April 2016	All India
04	Baisakhi	10 th April 2016	All India
05	Shubh Lagna Collection	20 th April 2016	All India
06	Kids Carnival	1 st May 2016	All India
07	Mother's Day	7 th May 2016	All India

Price "Less" Fashion

PROMOTIONS - CAMPAIGNS



S. No.	Campaign	Launch	Location
08	Jeans Festival	1 st June 2016	All India
09	Jamai Shasthi	4 th June 2016	All India
10	Rajo Dhamaka	4 th June 2016	All India
11	EID	25 th June 2016	All India

PROMOTIONS – T-SHIRT MELA



V MART
PRICE "LESS" FASHION

T-Shirt Mela
2nd - 15th April

BUY 3 Tees @ ₹299/-*

Choose from 10,000+ International Tee Designs

*T&C Apply

Address..... | 107 शहरों में 124 स्टोर्स के साथ देश की सबसे तेज़ी से बढ़ती रिटेल श्रृंखला

Price "Less" Fashion

PROMOTIONS – URS



उर्स के पावन अवसर पर अजमेर में आपका स्वागत है

V MART
PRICE "LESS" FASHION

FREE
डफल बैग
₹1999/-
की शॉपिंग पर

देश के 107 शहरों में 124 स्टोर्स के साथ, 93417 m² (10 लाख ft.²) से भी ज्यादा शॉपिंग एरिया

Price "Less" Fashion

PROMOTIONS – CHAITRA SALE



A promotional advertisement for V MART's Chaitra Sale. The background is a vibrant red with a subtle floral pattern. On the left, a woman in a traditional white and red saree with gold jewelry and a bindi has her hands in a prayer position. On the right, the V MART logo is at the top, followed by the tagline 'PRICE "LESS" FASHION'. Below this, 'CHAITRA SALE' is written in large white letters. A decorative flourish leads to 'Get upto' in yellow, followed by a large '60% OFF' in yellow. The dates 'FROM 2nd - 15th APRIL 2016' are printed below. At the bottom left, the word 'Address' is followed by a dotted line. At the bottom right, it says 'With 124 Stores in 107 Cities India's Fastest Growing Retail Chain'. A small vertical text '© 2016 V-Mart' is on the far left.

V MART
PRICE "LESS" FASHION

CHAITRA SALE

Get upto
60% OFF

FROM 2nd - 15th APRIL 2016

Address..... | With 124 Stores in 107 Cities India's Fastest Growing Retail Chain

© 2016 V-Mart

Price "Less" Fashion

PROMOTIONS – BAISAKHI



V MART
PRICE "LESS" FASHION

की तरफ से
बैसाखी
की हार्दिक शुभकामनाएं

₹200/- की शॉपिंग
FREE *₹1500/- की खरीद पर

FROM 10th - 13th APRIL 2016

पूरे देश के 107 से भी ज्यादा शहरों में 124 स्टोर्स के साथ, 93714 m² (10 लाख ft.²) से भी ज्यादा शॉपिंग एरिया

*T&C Apply

Price "Less" Fashion

PROMOTIONS – SHUBH LAGNA COLLECTION



V MART
PRICE "LESS" FASHION

शुभ लगन कलैवशन

₹1595/-*
This Look for

₹2499/-*
This Look for

₹1495/-*
This Look for

₹1999/-*
This Look for

₹2000/- CASHBACK
on purchase above ₹15000/-

₹1100/- CASHBACK
on purchase above ₹10000/-

₹500/- CASHBACK
on purchase above ₹5000/-

देश के 108 शहरों में 125 स्टोर्स के साथ, 93417 m² (10 लाख ft.²) से भी ज्यादा शॉपिंग एरिया

Price "Less" Fashion

PROMOTIONS – KIDS CARNIVAL



KIDS CARNIVAL
1st – 20th May

V MART
PRICE "LESS" FASHION

₹300/-
Free Shopping
Kids Accessories
₹1000/- की खरीद पर

STAR CHILD
of V-Mart
बनने का मौका

Address.....
108 शहरों में 125 स्टोर्स के साथ देश की सबसे तेजी से बढ़ती रिटेल श्रृंखला

The poster features five children standing in a row against a blue background with confetti. The child in the center is wearing a red sash that says 'STAR CHILD of V-Mart'.

Price "Less" Fashion

PROMOTIONS – MOTHER'S DAY



MOTHER'S DAY

V MART
PRICE "LESS" FASHION

₹300/- FREE SHOPPING

₹1999/- और अधिक की खरीद पर
केवल लेडीज सेक्शन पर

108 शहरों में 125 स्टोर्स के साथ, 93417 m² (10 लाख ft.²) से भी ज्यादा शॉपिंग एरिया

Price "Less" Fashion

PROMOTIONS – JEANS FESTIVAL



Men's:
Buy 2 @ ₹599/-*

Ladies:
Get 30% Off*

**COLLECTION
OF 3000
DESIGNS
FOR MEN
LADIES & KIDS**

**V
MART**
PRICE JUST HADON
**JEANS
FESTIVAL**
28TH MAY-17TH JUNE

Address..... | 108 शहरों में 125 स्टोर्स के साथ देश की सबसे तेजी से बढ़ती रिटेल श्रृंखला

40x10

Price "Less" Fashion

PROMOTIONS – JAMAI SHASTHI



V MART
PRICE "LESS" FASHION

Jamai Shasthi

FROM 4th-12th JUNE 2016

अपने दामाद को गिफ्ट करें
₹1999/-* की घड़ी
₹1999/-* की खरीद पर

Address..... | 108 शहरों में 125 स्टोर्स के साथ देश की सबसे तेजी से बढ़ती स्टेल श्रृंखला

Price "Less" Fashion

PROMOTIONS – RAJO DHAMAKA



RAJO DHAMAKA

4th-15th JUNE 2016

SHOP & WIN
Lucky Draw on purchase of ₹349/-

ASSURED GIFT
₹1999/- WATCH
on every purchase of ₹1999/-

V MART
PRICE "LESS" FASHION

Address.....

108 शहरों में 125 स्टोर्स के साथ देश की सबसे तेजी से बढ़ती रिटेल श्रृंखला

Price "Less" Fashion

PROMOTIONS – EID



V MART
PRICE "LESS" FASHION

Win
₹500/- + DUBAI TRIP*
की फ्री शॉपिंग*
Lucky Draw
₹399/- की खरीद पर

From 25th June to 8th July 2016

₹3000/- की खरीद पर

Address.....
110 शहरों में 127 स्टोर्स के साथ देश की तेजी से बढ़ती रिटेल श्रृंखला

40x20 ft

Price "Less" Fashion

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

Mobile - +919310799993