

Review of Financial Result Q1 FY'18

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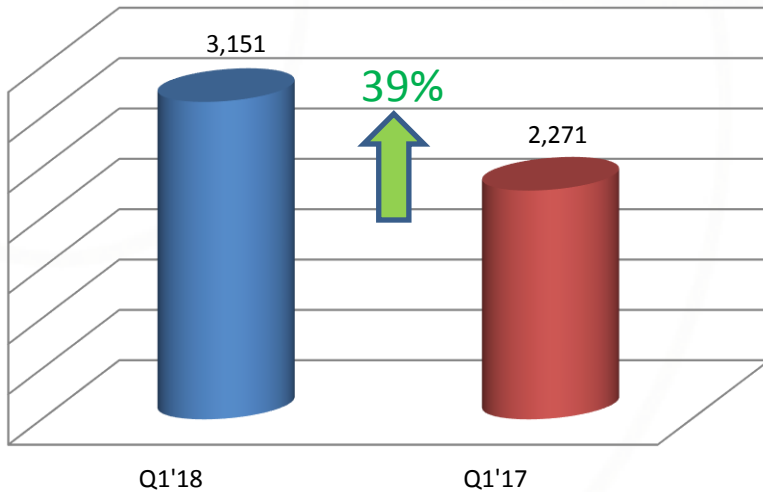
Key highlights of Q1 FY'18 vs FY'17 results



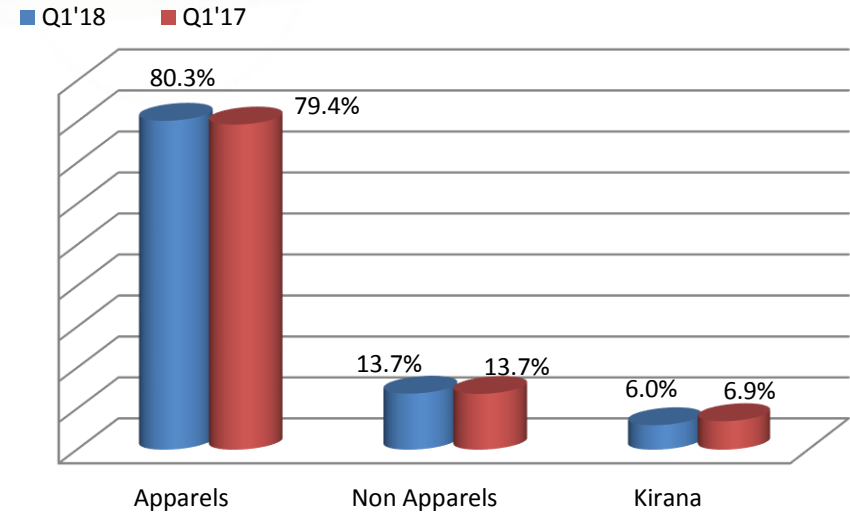
- **Revenue growth : 39%**
- **Same Store Sales growth (fashion)**
 - **By Value 23%**
 - **By Volume 27%**
- **Sales per sq. feet (per month) increases by 14% to Rs. 913 YoY**
- **Stores count increases to 149**
- **Contribution of segment to total revenue**
 - **Fashion 94%**
 - **Kirana 6%**
- **Net profit increases by 139% to Rs. 224 millions**

Financial Parameters – Q1 FY'18 vs FY'17

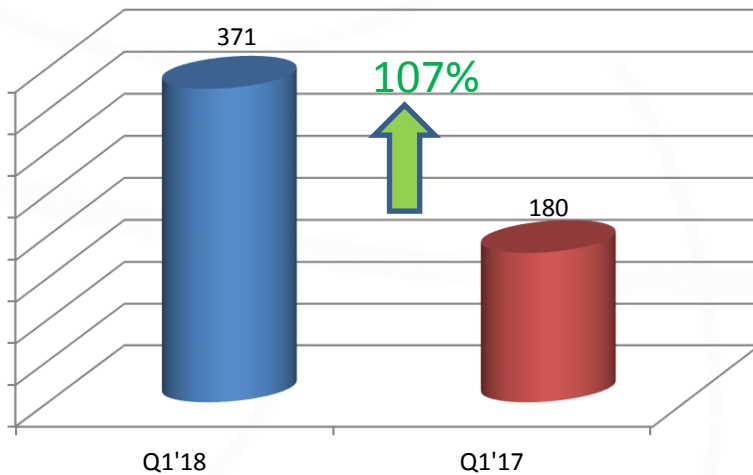
Sales (Millions)



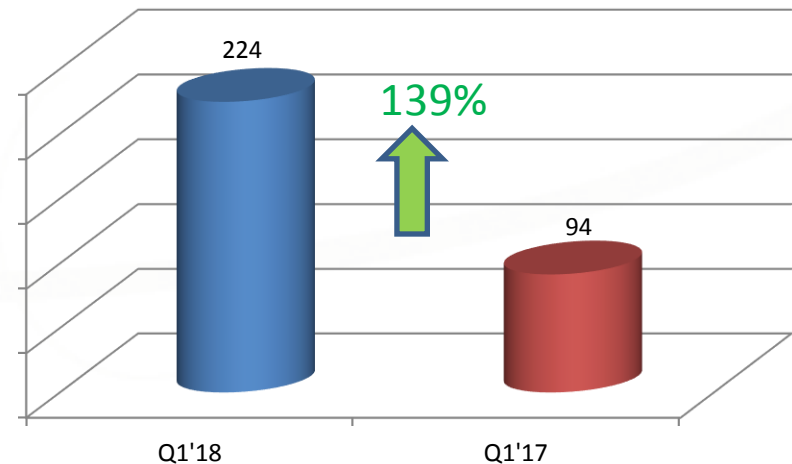
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)

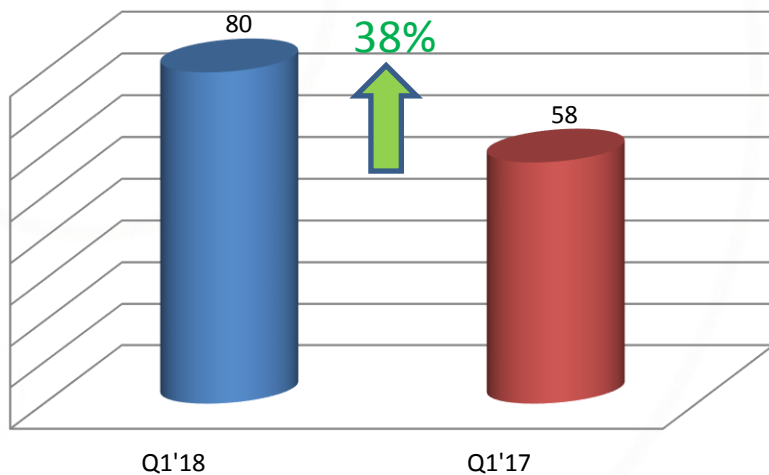


Note : Previous year numbers adjusted on account of Ind-AS adoption

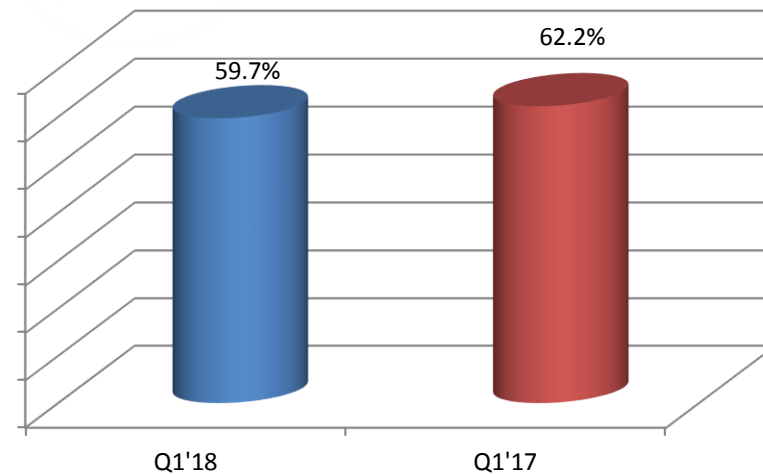
Operational Parameters – Q1 FY'18 vs FY'17



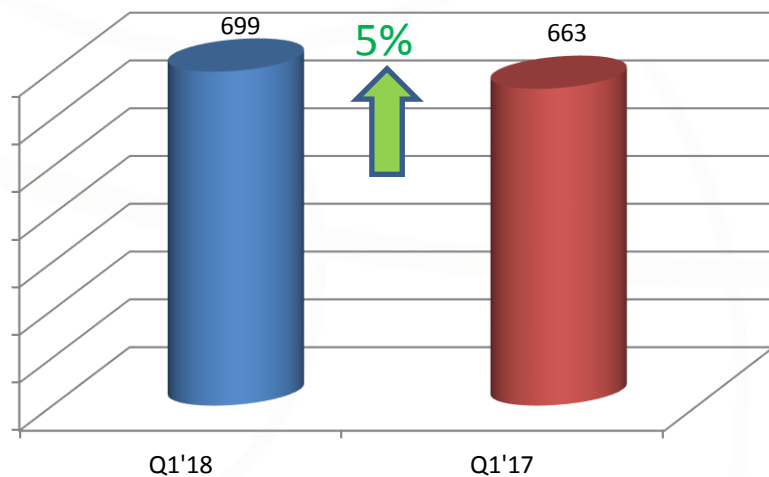
Footfall (lakhs)



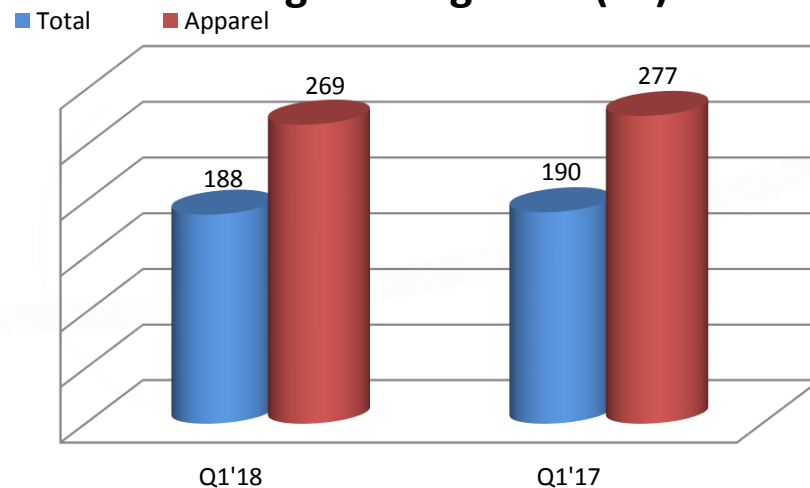
Conversion Rate (%)



Transaction size (Rs.)



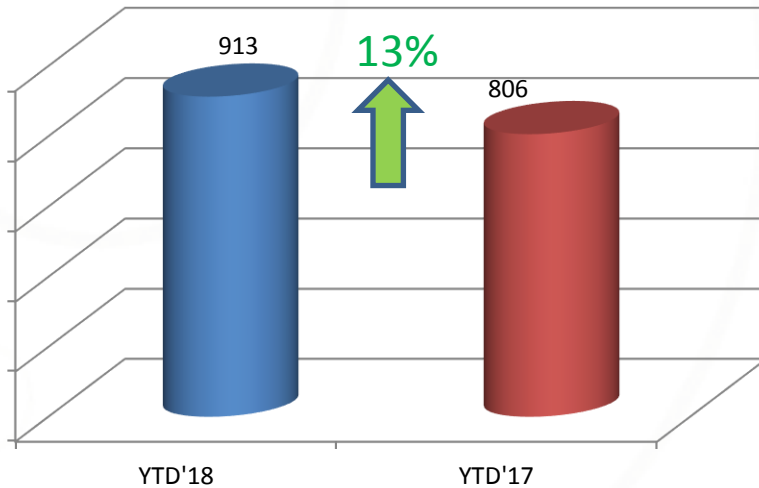
Average Selling Price (Rs)



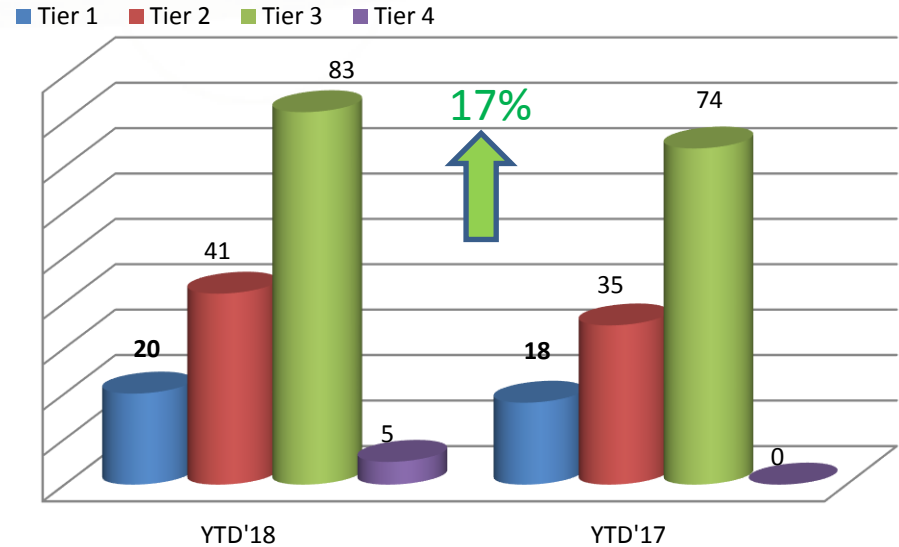
Note : Method of calculation for ASP is on Gross Sales basis

Operational Parameters – Q1 FY'18 vs FY'17

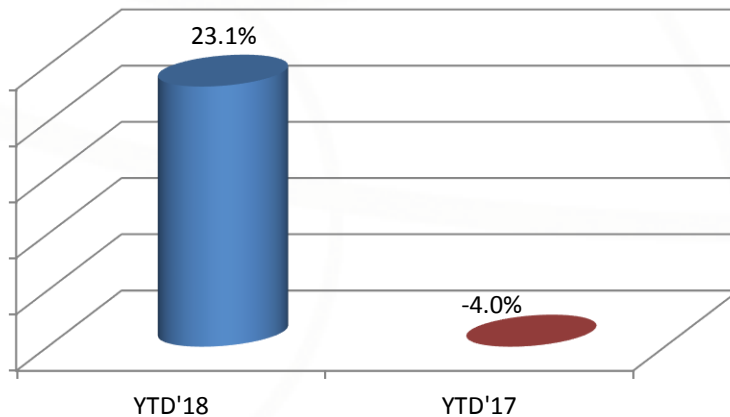
Sales per sq feet (per month)



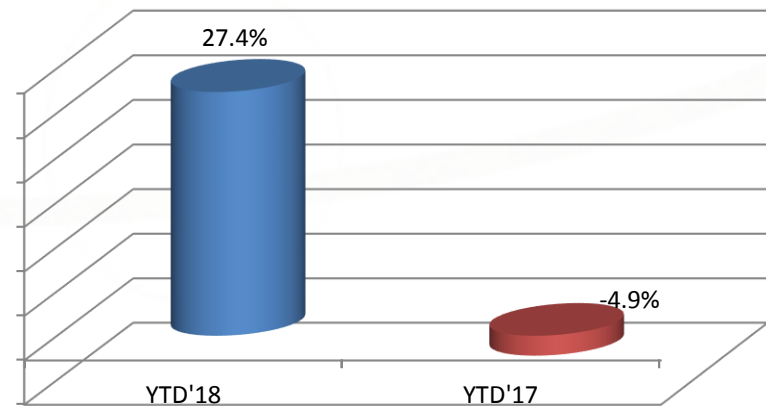
Store Count (Nos)



Same Store Sales Growth (Apparel) (%)

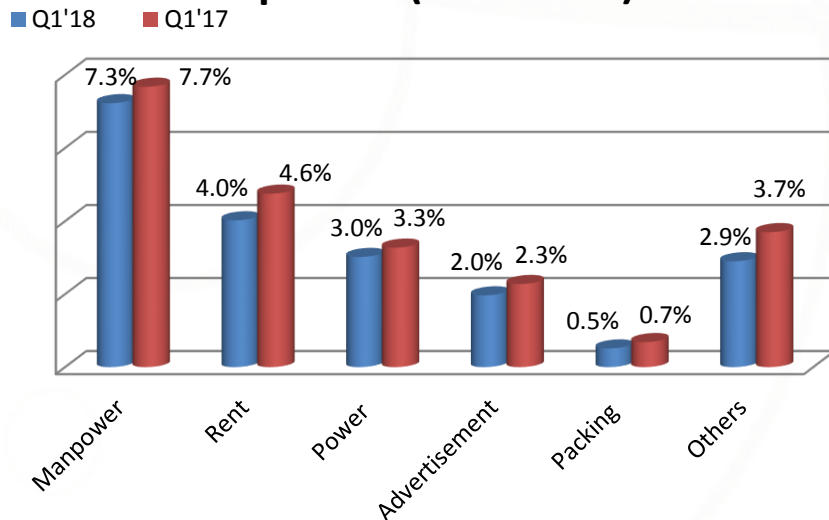


Same Store Volume Growth (Apparel) (%)

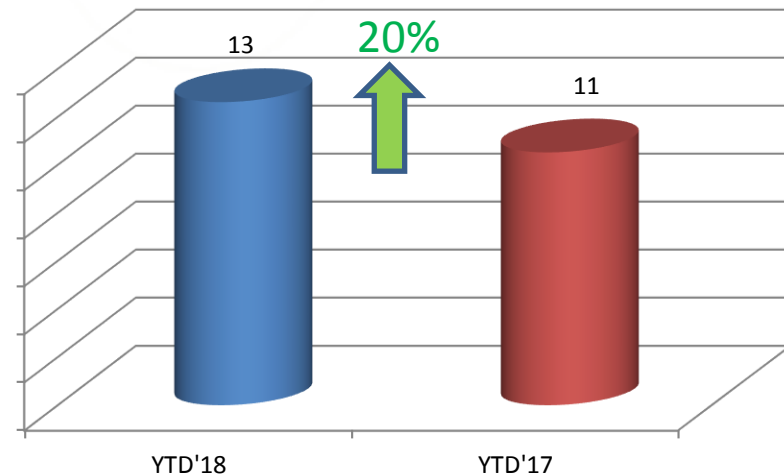


Operational Parameters – Q1 FY'18 vs FY'17

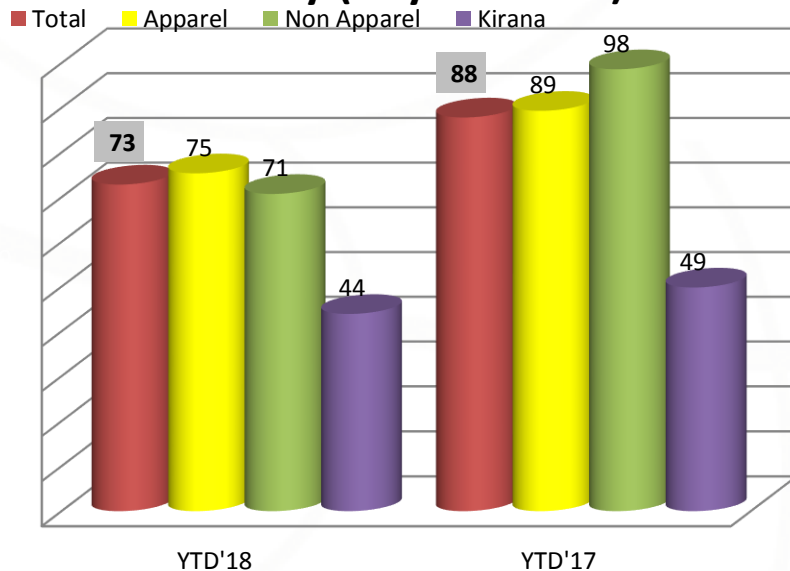
Expenses (% of Sales)



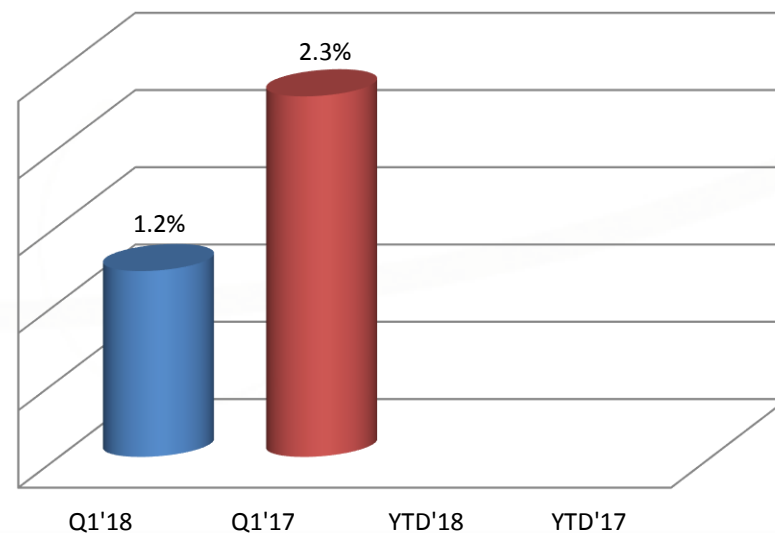
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Financial Review – Profit & Loss Statement



₹ in million (except per share data)

Particulars	For the period ended	
	30.06.2017	30.06.2016
	(Unaudited)	(Unaudited)
I. Revenue from operations	3,151	2,271
II. Other income	11	15
III. Total Revenue (I + II)	3,162	2,286
IV Total Expenses (IV)	2,839	2,143
V Profit before tax (III-IV)	323	143
VI Total tax expense* (VI)	100	49
VII Profit for the year (V-VI)	223	94
VIII Other Comprehensive Income	0	0
IX Total Comprehensive Income for the period (VII+VIII)	223	94
X Earnings per share (before extraordinary items) (of ₹ 10 each) (not annualised)		
(a) Basic	12.34	5.18
(b) Diluted	12.32	5.18

* Tax expense includes deferred tax

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

Financial Review - Balance Sheet and CFS



(` in million, unless stated otherwise)

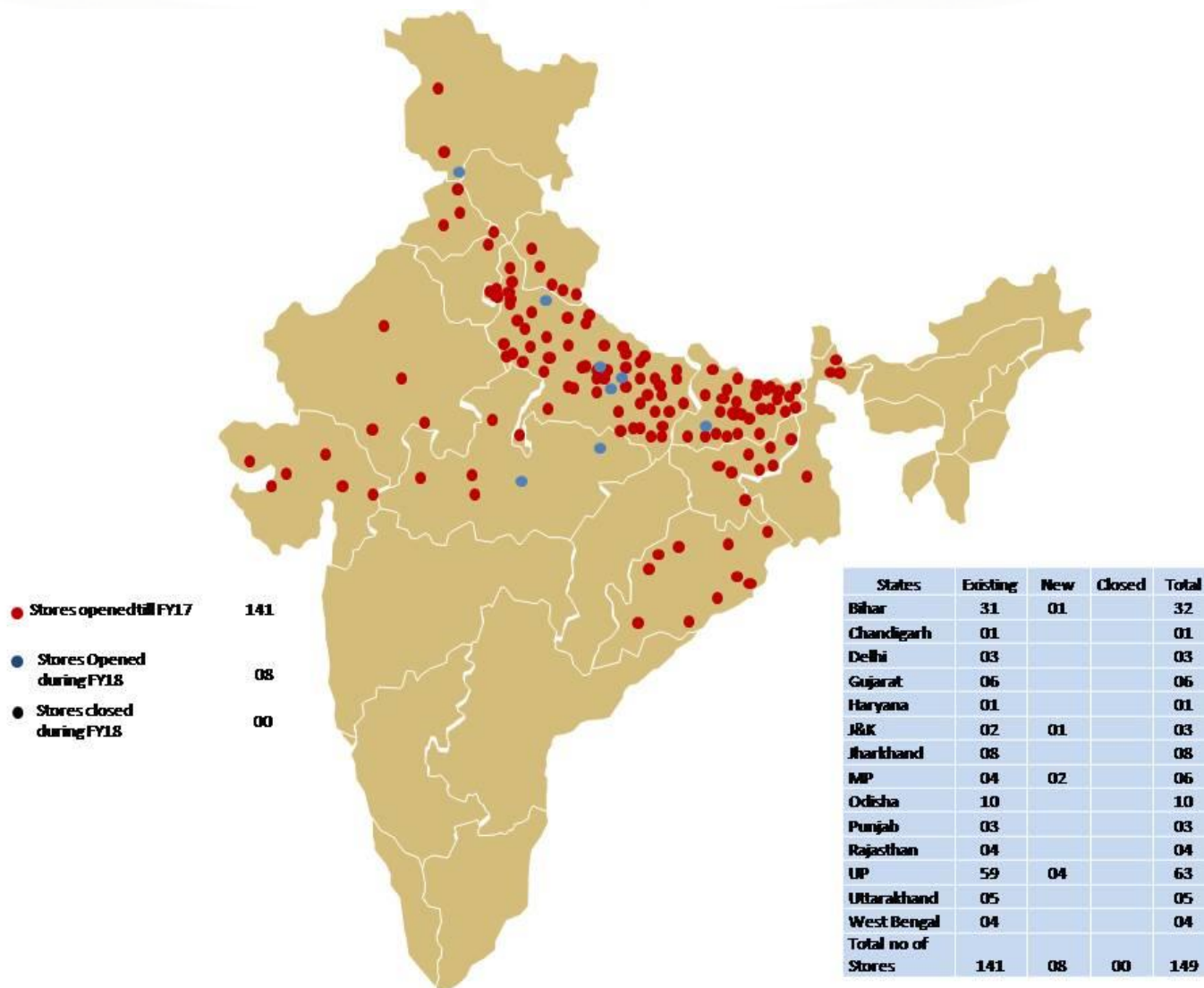
V-Mart Retail Limited Balance Sheet as at June 30, 2017			
	Note No	As at June 30, 2017	As at March 31, 2017
Assets			
Non-current assets			
a) Property, plant and equipment	3(a)	1,228	1,169
b) Capital work in progress	3(b)	23	12
c) Other intangible assets	3(c)	31	27
d) Financial assets			
i) Investments	4(a)	60	58
ii) Loans	4(b)	5	4
iii) Other financial assets	4(c)	70	66
e) Other non current assets	5	92	100
f) Deferred tax asset (net)	6	74	57
Total non-current assets		1,583	1,4943
Current assets			
a) Inventories	7	2,353	2,692
b) Financial assets			
i) Investments	8(a)	683	660
ii) Trade receivables		-	-
iii) Cash & cash equivalent	8(b)	53	29
iv) Bank balances other than (ii) above		-	-
v) Loans		-	-
vi) Other financial assets	8(c)	51	7
c) Other current assets	9	34	28
Total current assets		3,174	3,416
Total assets		4,757	4,909
Equity and liabilities			
Equity			
a) Equity share capital	10	181	181
b) Other equity			
i) Reserve & surplus	11(a)	1,869	1,645
ii) Other reserves	11(b)	932	920
Total equity		2,982	2,746
Non-current liabilities			
a) Financial liabilities			
i) Long term borrowings	12	5	6
ii) Other financial liabilities		-	-
b) Provisions	13	29	29
c) Deferred tax liabilities (net)		-	-
Total non-current liabilities		34	35
Current liabilities			
a) Financial liabilities			
i) Short term borrowings	14(a)	357	349
ii) Trade payables	14(b)	1,066	1,599
iii) Other financial liabilities	14(c)	155	77
b) Short-term provisions	15	73	46
c) Other current liabilities	16	90	57
Total current liabilities		1,741	2,128
Total equity & liabilities		4,757	4,909

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

(` in million, unless stated otherwise)

V-Mart Retail Limited Cash Flow Statement for the period ended 30 June 2017		
	For the period ended 30 June 2017	For the period ended 31 March 2017
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	356	601
Adjustment for:	84	424
Operating profit before working capital changes	440	1,025
Movements in working capital :	(131)	(106)
Cash generated from operations	309	919
Taxes paid	(92)	(243)
Net cash flow from operating activities	217	676
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	(205)	(721)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	12	52
Net increase/(decrease) in cash and cash equivalents	24	7
* Investment in fixed assets is `130 million (previous year: `416 million) in net cash flow used in investing activities		

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q1 FY'18**



New Stores



1.



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	16.04.17	7289
2.	Uttar Pradesh	23.04.17	6299
3.	Jammu & Kashmir	22.05.17	6861

2.



3.



Price "Less" Fashion

New Stores



4.



	State	Date of Opening	Retail Space (Sq ft)
4.	Madhya Pradesh	13.06.17	8254
5.	Bihar	17.06.17	6248
6.	Uttar Pradesh	20.06.17	8908

5.



6.



Price "Less" Fashion

New Stores



7.



	State	Date of Opening	Retail Space (Sq ft)
7.	Madhya Pradesh	21.06.17	6424
8.	Uttar Pradesh	24.06.17	5455

8.



PROMOTIONS – CAMPAIGNS - Q1



S. No.	Campaign	Launch	Location
01	Denim Fest	5 th May 2017	All India
02	Kids Carnival	27 th May 2017	All India
03	Rajo Sankranti	2 nd June 2017	All India
04	EID	10 th June 2017	All India

PROMOTIONS – DENIM FESTIVAL



DENIM FEST

— UP TO —
50%
OFF*



PRICE "LESS" FASHION

*T&C Apply

FREE*

T-Shirt/Top

On Purchase of Jeans
Worth ₹999/*-

Address.....

Price "Less" Fashion

PROMOTIONS – KIDS CARNIVAL

V
MART



KIDS CARNIVAL



PRICE "LESS" FASHION

FREE SHOPPING OF ₹300

ON PURCHASE OF ₹1199*
FROM KIDS SECTION



Address.....

*T&C Apply

Price "Less" Fashion

PROMOTIONS – RAJO SANKRANTI

V
MART



RAJO DHAMAKA

02nd -17th June

V
MART

PRICE "LESS" FASHION

LUCKY
DRAW

on purchase of
₹399/-



ASSURED
GIFT



couple wrist watch on purchase of ₹1499/-

*T&C Apply

Address.....

"Price Less" Fashion",

PROMOTIONS – EID



ईद की ईदी

V MART
PRICE "LESS" FASHION

WIN DUBAI COUPLE TRIP
LUCKY DRAW ₹399/- की खरीद पर

+ फ्री शॉपिंग ₹500*
₹2,999/- की खरीद पर।

On Kids & Home Mart Section

Address.....

*T&C Apply

"Price Less" Fashion",

Thank you

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