## Review of Financial Result Q1 FY'19

## Financial Review

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## Key highlights : Q1 FY'19 vs FY'18 results

- Number of Stores increases to 179 (add : 8, close : 0)
- Revenue grows by $\mathbf{1 5 \%}$
- Same Store Sales growth : Value 1\%, Volume 4\%
- Sales per sq. feet (per month) : Rs. 874
- Contribution of segment to total revenue :
- Fashion 94\%
- Kirana 6\%
- Net profit increases by $\mathbf{1 1 \%}$ to Rs. 249 millions


## Financial Parameters - Q1 FY'19 vs FY'18



Operational Parameters - Q1 FY'19 vs FY'18

Footfall (lakhs)


Transaction size (Rs.)


Conversion Rate (\%)


Average Selling Price (Rs)
■ Apparel


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

## Operational Parameters : Apr-June FY'19 vs FY'18

Sales per sq feet (per month)


Same Store Sales Growth (\%)


Store Count (Nos)


Same Store Volume Growth (\%)


-Total Apparel Non Apparel ■ Kirana


Retail Space (lakhs Sq feet)


Shrinkage (\% of Sales)


## Financial Review - Profit \& Loss Statement



[^0]
## Financial Review - Balance Sheet and CFS

| $\begin{array}{l}\text { V-Mart Retail Limited } \\ \text { Balance Sheet as at June 30, } 2018\end{array}$ |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Notes | $\begin{array}{r} \text { As at } \\ \text { 30 June } 2018 \\ \hline \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { 31 March } 2018 \\ \hline \end{array}$ |
| ASSETS |  |  |  |
| Non-current assets |  |  |  |
| Property, plant and equipment | 3(a) | 1,428 | 1,412 |
| Capital work in progress |  | 23 | 35 |
| Intangible assets | 3(b) | 33 | 35 |
| Financial assets |  |  |  |
| Investments | 4(a) | 64 | 64 |
| Loans | 5(a) | 72 | 72 |
| Other financial assets | 5(b) | 1 | 1 |
| Deferred tax assets (net) | 6 | 100 | 92 |
| Non-current tax assets (net) | 7 | - | 7 |
| Other non-current assets | 8 | 107 | 95 |
|  |  | 1,828 | 1,813 |
| Current assets |  |  |  |
| Inventories | 9 | 2,945 | 3,071 |
| Financial assets 2, 2, |  |  |  |
| Investments | 4(b) | 389 | 276 |
| Cash and cash equivalents | 10 | 33 | 137 |
| Other bank balances | 11 | 64 | 59 |
| Loans | 12(a) | 1 | 1 |
| Other financial assets | 12(b) | 13 | 11 |
| Other current assets | 13 | 196 | 131 |
|  |  | 3,641 | 3,686 |
|  |  | 5,469 | 5,499 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity |  |  |  |
| Equity share capital | 14 | 181 | 181 |
| Other equity | 15 | 3,515 | 3,293 |
|  |  | 3,696 | 3,474 |
| Liabilities |  |  |  |
| Non-current liabilities |  |  |  |
| Financial liabilities |  |  |  |
| Borrowings | 16 |  | 3 |
| Other financial liabilities | 17 | 52 | 42 |
| Provisions | 18 | 39 | 39 |
|  |  | 94 | 84 |
| Current liabilities |  |  |  |
| Financial liabilities |  |  |  |
| Borrowings | 19 | 58 | - |
| Trade payables | 20 | 1,253 | 1,668 |
| Other financial liabilities | 21 | 167 | 153 |
| Other current liabilities | 22 | 82 | 93 |
| Provisions | 23 | 14 | 3 |
| Current tax liabilities (net) | 24 | 105 | 24 |
|  |  | 1,679 | 1,941 |
|  |  | 5,469 | 5,499 |


| V-Mart Retail Limited |  |  |
| :---: | :---: | :---: |
| Cash Flow Statement for the period ended 30 June 2018 |  |  |
|  | For the period ended <br> 30 June 2018 | For the period ended <br> 31 March 2018 |
| A. Cash flows from operating activities |  |  |
| Net profit before tax and before extra-ordinary items | 374 | 1,125 |
| Adjustment for: | 64 | 245 |
| Operating profit before working capital changes | 438 | 1,370 |
| Movements in working capital : | (298) | (345) |
| Cash generated from operations | 140 | 1025 |
| Taxes paid | (45) | (381) |
| Net cash flow from operating activities | 95 | 644 |
| B. Cash flows used in investing activities |  |  |
| Net cash flow used in investing activities* | (226) | (151) |
| C. Cash flows from/(used in) financing activities |  |  |
| Net cash flow from/(used in) financing activities | 27 | (384) |
| Net increase/(decrease) in cash and cash equivalents | (104) | 109 |
| * Investment in fixed assets is ₹116 million (previous year: ₹479 million) in net cash flow used in investing activities |  |  |

## V-MART RETALL LTD.

## STORES GEOGRAPHIC SPREAD

## \& <br> SALES PROMOTIONS <br> Q1 FY'19

## V-MART RETALL LTD.

- Stores opened till FY18
- Stores Opened during FY19
- Stores closed during FY19



## New Stores

1. 


2.


|  | State | Date of <br> Opening | Retail <br> Space (Sq <br> ft) |
| :--- | :--- | :---: | :---: |
| 1. | Uttar Pradesh | April 2018 | 5848 |
| 2. | West Bengal | April 2018 | 8287 |
| 3. Jammu \& Kashmir | April 2018 | 9581 |  |

3. 


New Stores
4.

5.


|  | State | Date of <br> Opening | Retail Space <br> (Sq ft) |
| :--- | :--- | :---: | :---: |
| 4. | Bihar | April 2018 | 6900 |
| 5. | Bihar | May 2018 | 7050 |
| 6. | Uttarakhand | May 2018 | 9833 |

6. 




## PROMOTIONS - CAMPAIGNS - Q1

| S. No. | Campaign | Launch |
| :---: | :---: | :---: |
| 01 | Baisakhi | April 2018 |
| 02 | Denim Mela | April 2018 |
| 03 | Savitri Amavasya | May 2018 |
| 04 | Kids Carnival | May 2018 |
| 05 | Rajjo Sankranti | June 2018 |
| 06 | Jamai Shahshti | June 2018 |

## PROMOTIONS - BAISAKHI



## PROMOTIONS - DENIM MELA



## PROMOTIONS - SAVITRI AMAVASYA


"Price Less" Fashion",

## PROMOTIONS - KIDS CARNIVAL


"Price Less"Fashion",

## PROMOTIONS - RAJJO SANKRANTI



## PROMOTIONS - JAMAI SHAHSHITI


"Price Less" Fashion",

## Financial Review

## Thank you

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[^0]:    * Tax expense includes deferred tax

