#### V-MART RETAIL LTD.



## Review of Financial Result Q1 FY'19

#### **Financial Review**



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

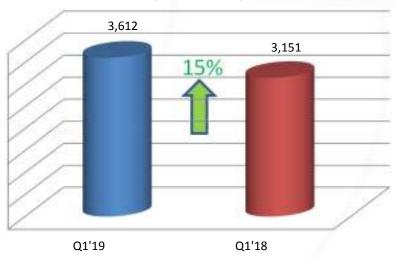


- Number of Stores increases to 179 (add: 8, close: 0)
- Revenue grows by 15%
- Same Store Sales growth : Value 1%, Volume 4%
- Sales per sq. feet (per month): Rs. 874
- Contribution of segment to total revenue :
  - Fashion 94%
  - Kirana 6%
- Net profit increases by 11% to Rs. 249 millions

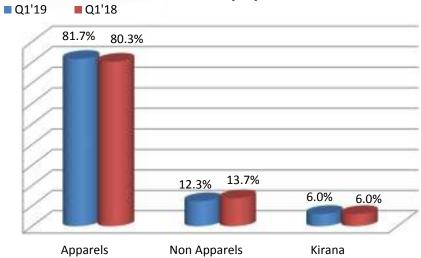
#### Financial Parameters – Q1 FY'19 vs FY'18



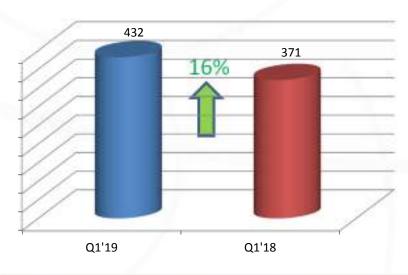




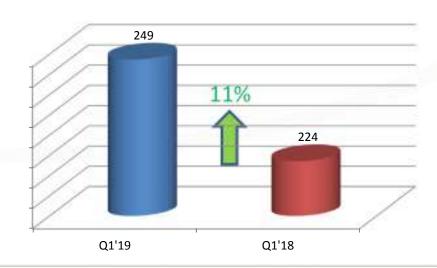
#### Sales Mix (%)



#### **EBITDA (Millions)**



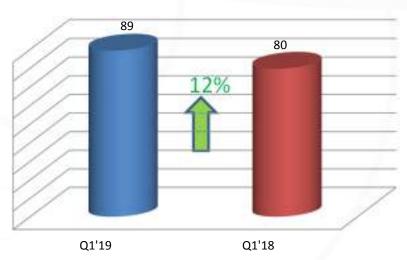
#### PAT (Millions)



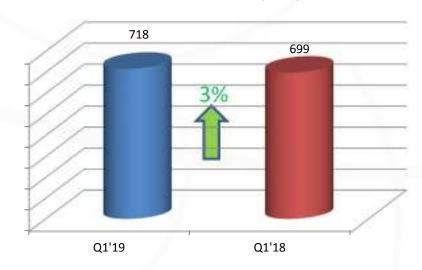
#### Operational Parameters – Q1 FY'19 vs FY'18



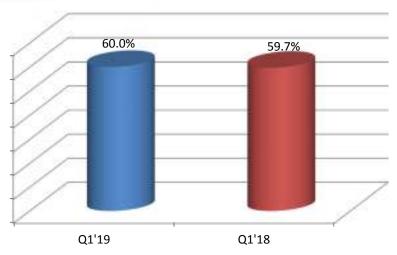
#### Footfall (lakhs)



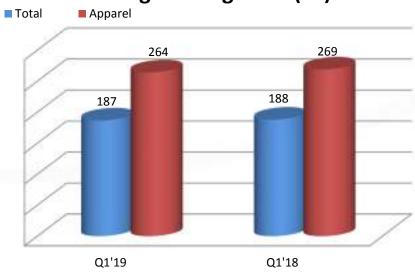
#### **Transaction size (Rs.)**



#### **Conversion Rate (%)**



#### **Average Selling Price (Rs)**

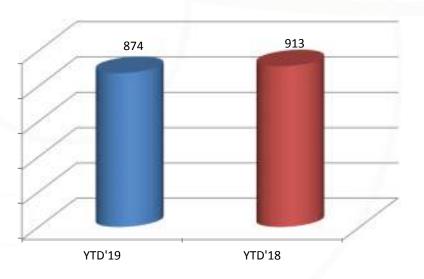


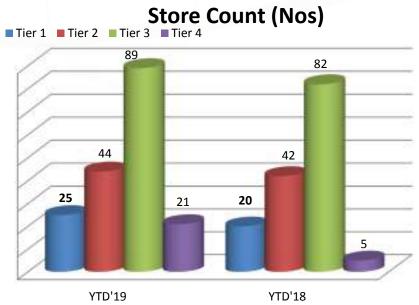
Note: Method of calculation for ASP is on Gross Sales basis

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

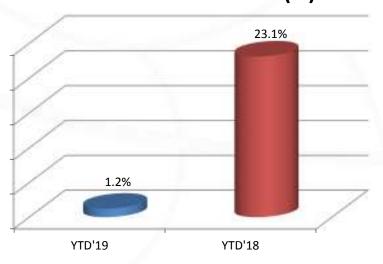


#### Sales per sq feet (per month)

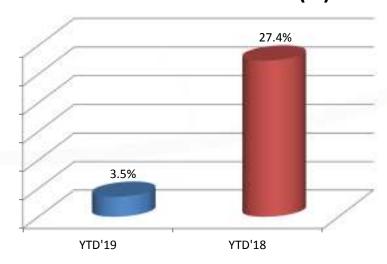




**Same Store Sales Growth (%)** 

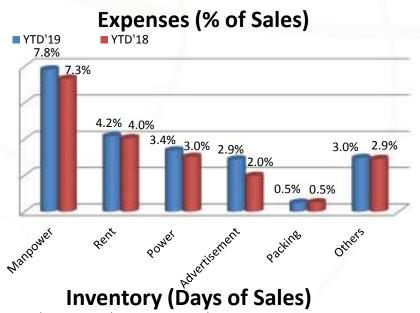


**Same Store Volume Growth (%)** 

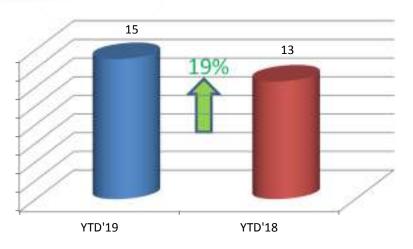


#### **Operational Parameters : Apr-June FY'19 vs FY'18**



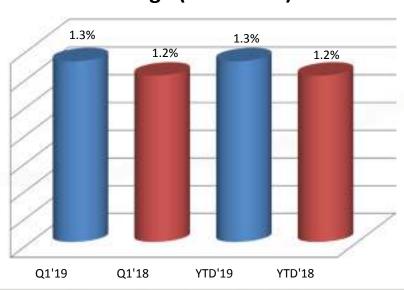


#### **Retail Space (lakhs Sq feet)**





#### **Shrinkage (% of Sales)**



#### Financial Review – Profit & Loss Statement



₹ in million (except per share data)

	For the per	For the period ended	
Particulars	30.06.2018	30.06.2017	
	(Unaudited)	(Unaudited)	
I. Revenue from operations	3,612	3,151	
II. Other income	9	11	
III. Total Revenue (I + II)	3,621	3,162	
IV Total Expenses (IV)	3,247	2,839	
V Profit before tax (III-IV)	374	323	
VI Total tax expense* (VI)	125	99	
VII Profit for the year (V-VI)	249	224	
VIII Other Comprehensive Income	0	0	
IX Total Comprehensive Income for the period (VII+VIII)	249	224	
X Earnings per share (before extraordinary items) (of ₹10 each) (not annualized)			
(a) Basic	13.72	12.34	
(b) Diluted	13.68	12.32	

<sup>\*</sup> Tax expense includes deferred tax

#### Financial Review - Balance Sheet and CFS



	Notes	As at	As a
		30 June 2018	31 March 201
ASSETS			
Non-current assets			
Property, plant and equipment	3(a)	1,428	1,412
Capital work in progress		23	3
Intangible assets	3(b)	33	3
Financial assets			
Investments	4(a)	64	6
Loans	5(a)	72	7
Other financial assets	5(b)	1	
Deferred tax assets (net)	6	100	9:
Non-current tax assets (net)	7	-	
Other non-current assets	8	107	9.
		1,828	1,81
Current assets			
Inventories	9	2,945	3,07
Financial assets		, ,	-,
Investments	4(b)	389	27
Cash and cash equivalents	10	33	13
Other bank balances	11	64	5
Loans	12(a)	1	
Other financial assets	12(b)	13	1
Other current assets	13	196	13
		3,641	3,68
		5,469	5,49
EQUITY AND LIABILITIES			
Equity			
Equity share capital	14	181	18
Other equity	15	3,515	3,29
ouer equity		3,696	3,47
Liabilities			
Non-current liabilities			
Financial liabilities			
Borrowings	16	3	
Other financial liabilities	17	52	4
Provisions	18	39	3
		94	8
Current liabilities			
Financial liabilities			
Borrowings	19	58	-
Trade payables	20	1,253	1,66
Other financial liabilities	21	167	15
Other current liabilities	22	82	9
Provisions	23	14	
Current tax liabilities (net)	24	105	2
		1,679	1,94

		(₹ in million, unless s	tated otherwise)
V-	Mart Retail Limited		
Cā	sh Flow Statement for the period ended 30 June 2018		
		For the period ended	For the period ended
		30 June 2018	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
В.	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 yused in investing activities	year: ₹479 million) in n	et cash flow

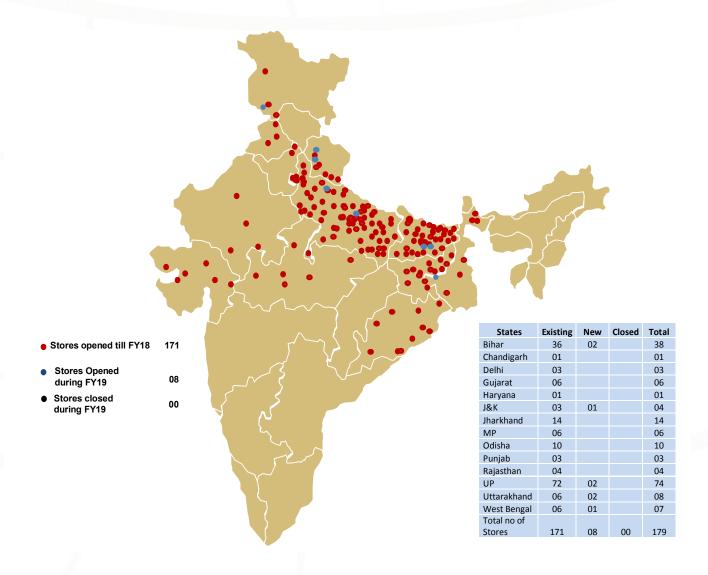
#### V-MART RETAIL LTD.



# STORES GEOGRAPHIC SPREAD & SALES PROMOTIONS Q1 FY'19

#### V-MART RETAIL LTD.





#### **New Stores**



1.



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	April 2018	5848
2.	West Bengal	April 2018	8287
3.	Jammu & Kashmir	April 2018	9581

2.







#### **New Stores**



4.



	State	Date of Opening	Retail Space (Sq ft)
4.	Bihar	April 2018	6900
5.	Bihar	May 2018	7050
6.	Uttarakhand	May 2018	9833

5.





#### **New Stores**





	State	Date of Opening	Retail Space (Sq ft)
7.	Uttar Pradesh	June 2018	10250
8.	Uttarakhand	June 2018	7593



8.





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





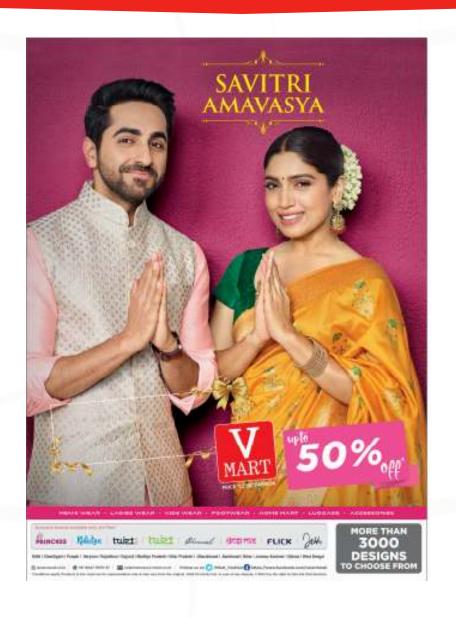
#### PROMOTIONS – DENIM MELA





#### PROMOTIONS – SAVITRI AMAVASYA





#### PROMOTIONS – KIDS CARNIVAL





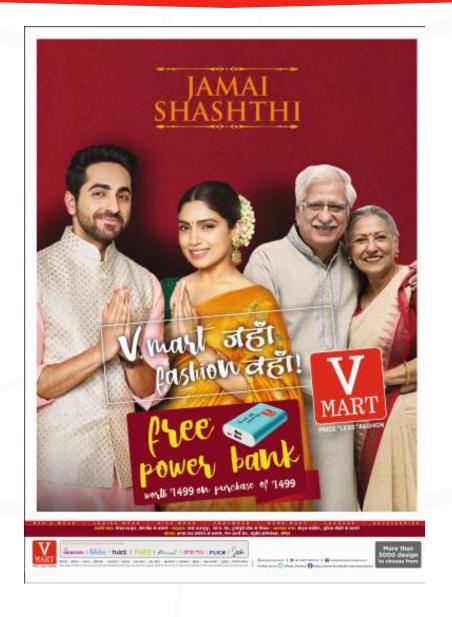
#### PROMOTIONS – RAJJO SANKRANTI





#### PROMOTIONS – JAMAI SHAHSHTI





#### **Financial Review**



### Thank you

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