

Review of Financial Result Q1 FY'20

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Key highlights : April-June FY'20 vs FY'19 results

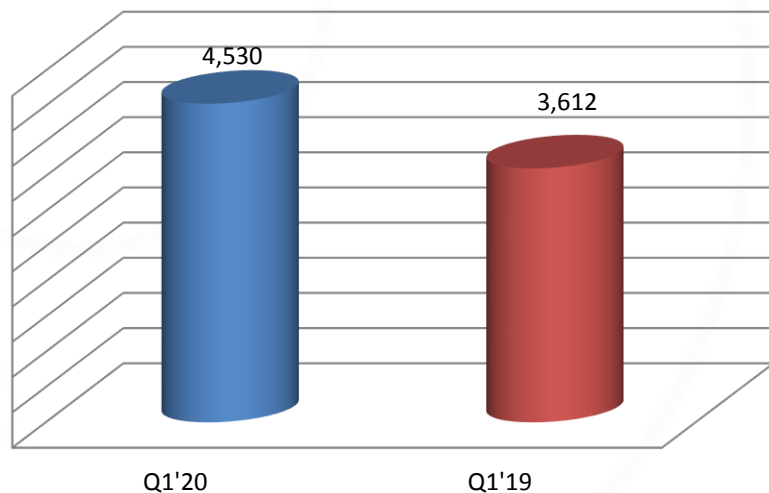


- **Number of Stores increases to 227**
- **Revenue grows by 25%**
- **Same Store Sales growth : Company 5%, Volume 6%**
- **Sales per sq. feet (per month) : Rs. 874**
- **Contribution of segment to total revenue :**
 - **Fashion 94%**
 - **Kirana 6%**
- **Net profit of Rs. 176 millions**
- **Ind-AS 116 adoption implemented w.e.f. April 1, 2019**

Financial Parameters : Q1 FY'20 vs FY'19

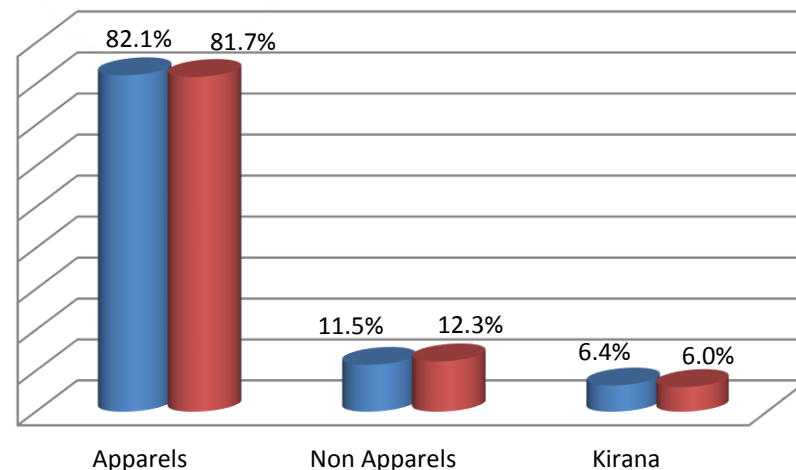


Sales (Rs. Mn)

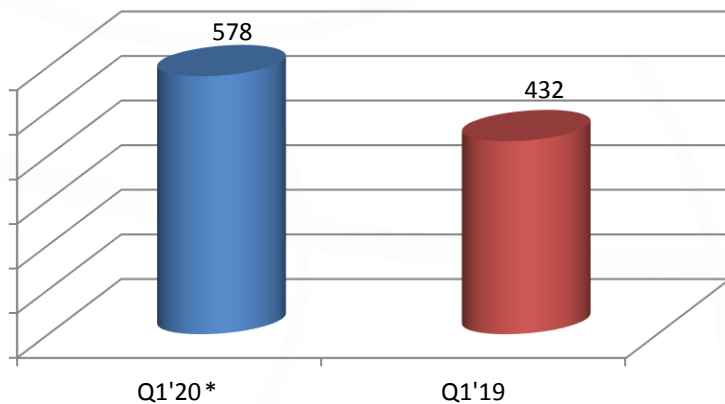


Sales Mix (%)

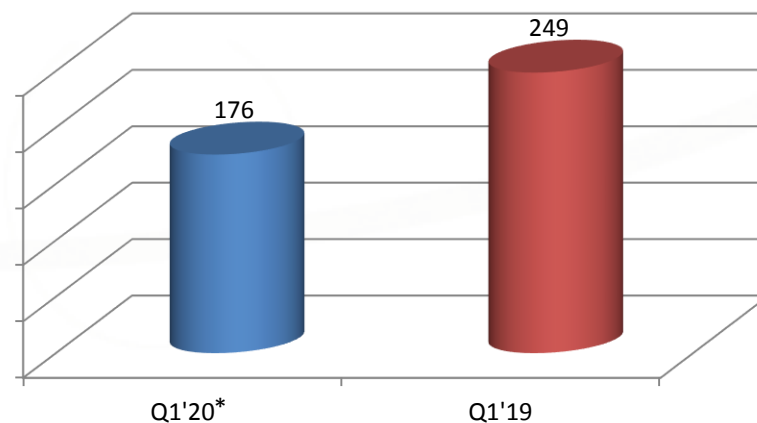
■ Q1'20 ■ Q1'19



EBITDA (Rs. Mn)



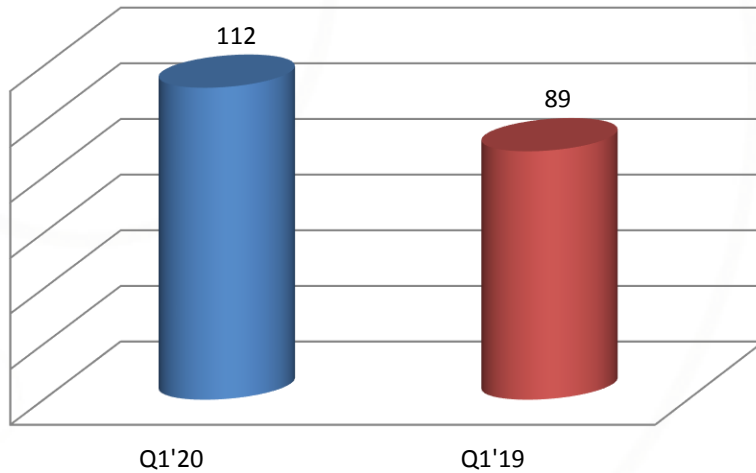
PAT (Rs. Mn)



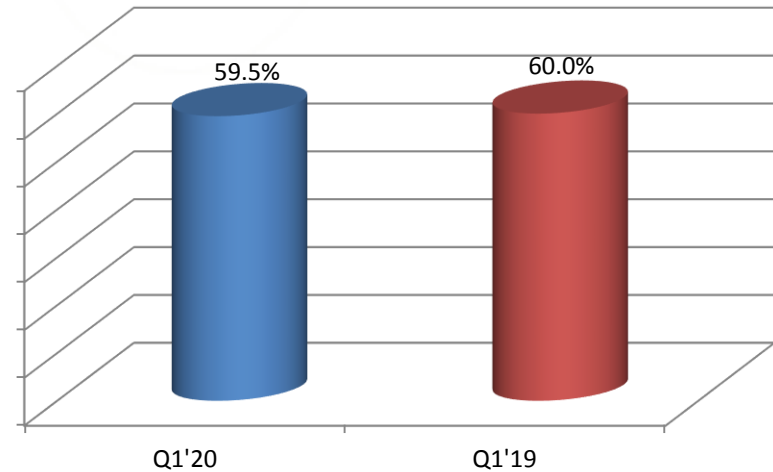
*Q1'20 numbers are adjusted on account of IND-AS 116

Operational Parameters : Q1 FY'20 vs FY'19

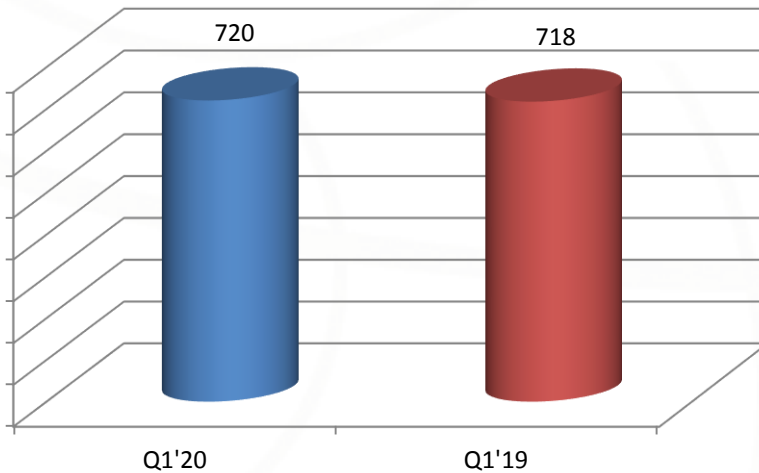
Footfall (lakhs)



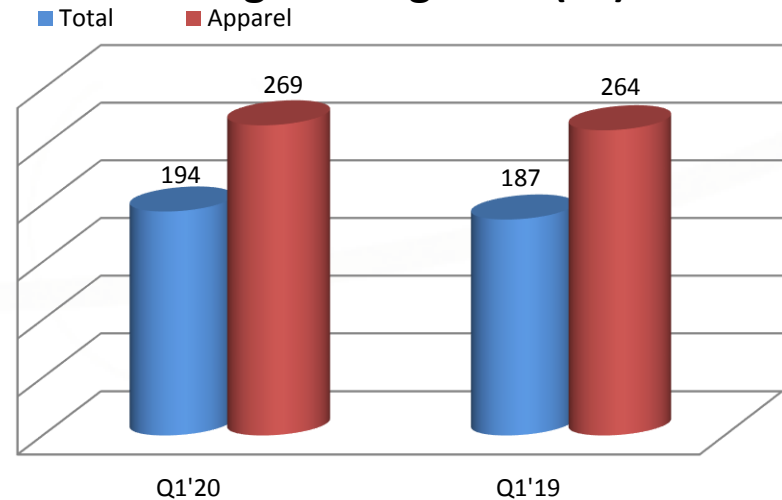
Conversion Rate (%)



Transaction size (Rs.)



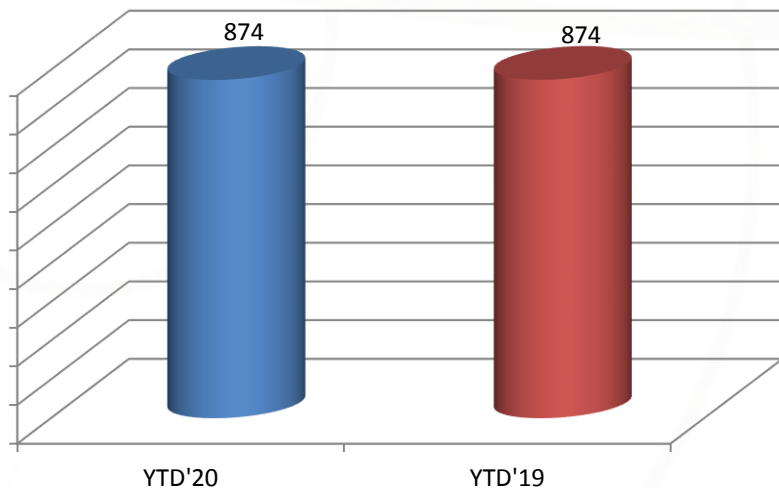
Average Selling Price (Rs)



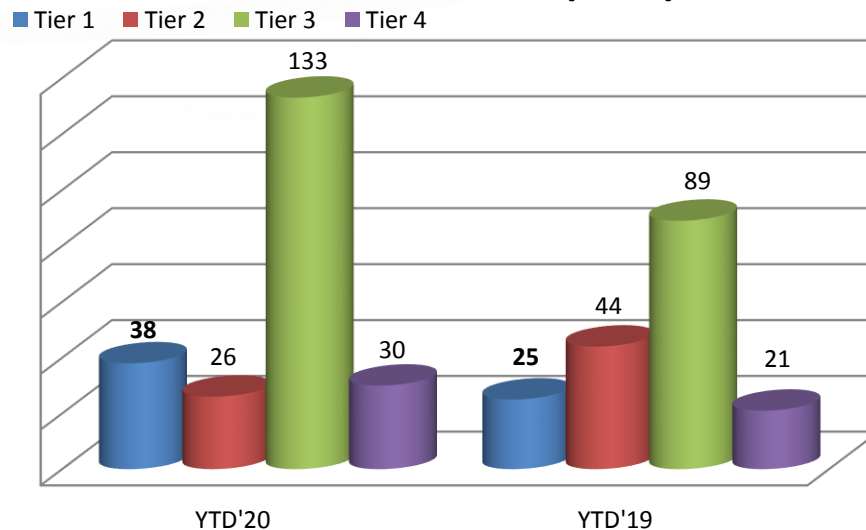
Operational Parameters : April-June FY'20 vs FY'19



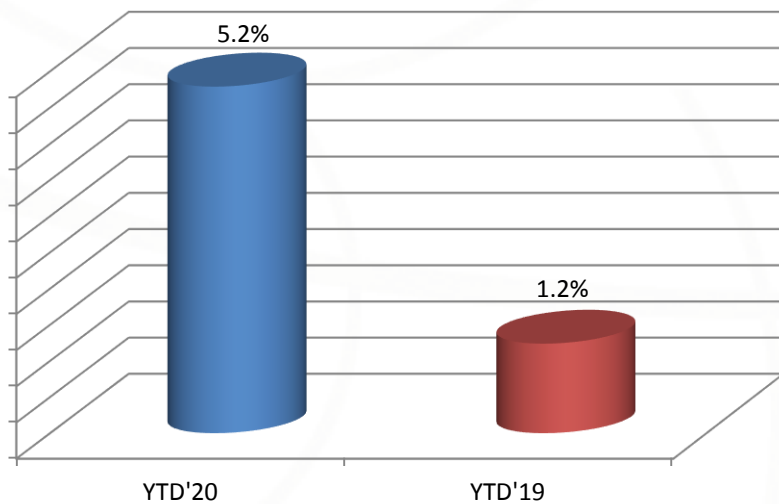
Sales per sq feet (per month)



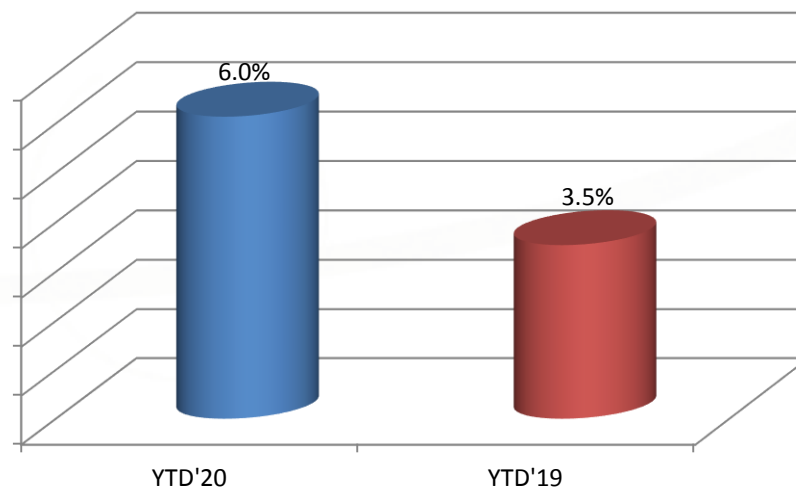
Store Count (No's)



Same Store Sales Growth (%)

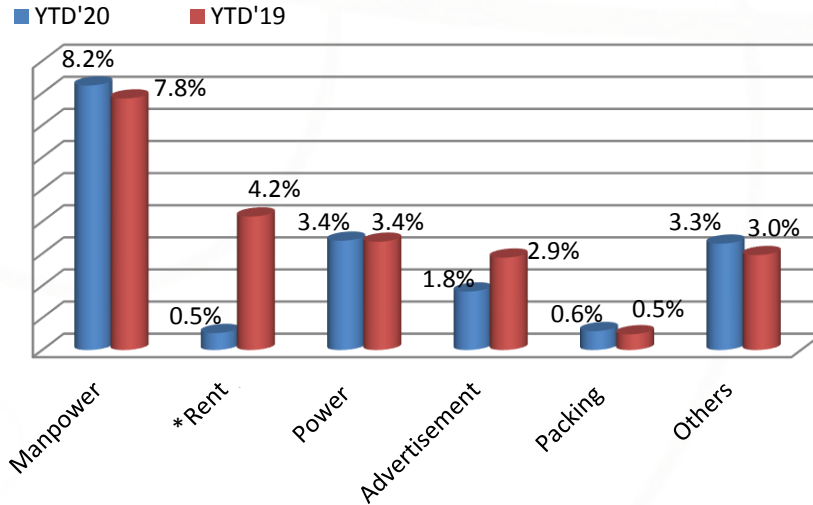


Same Store Volume Growth (%)

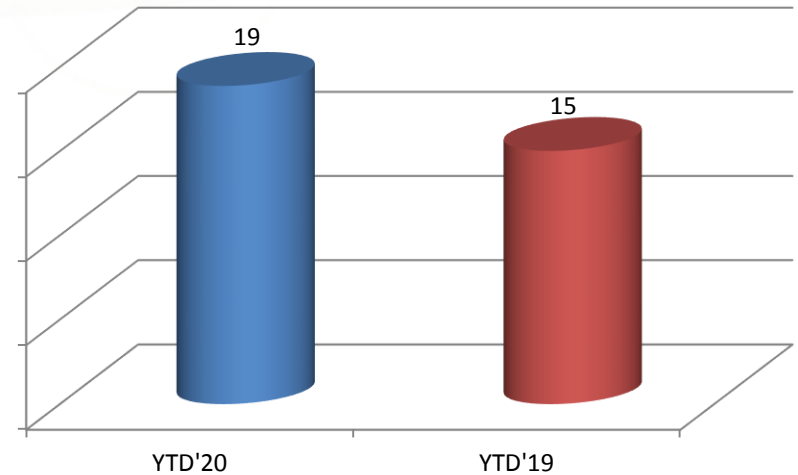


Operational Parameters : April-June FY'20 vs FY'19

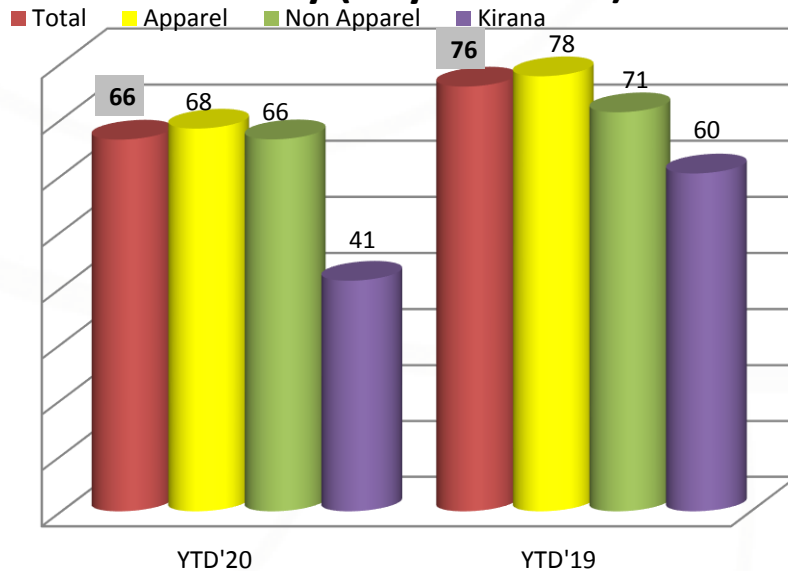
Expenses (% of Sales)



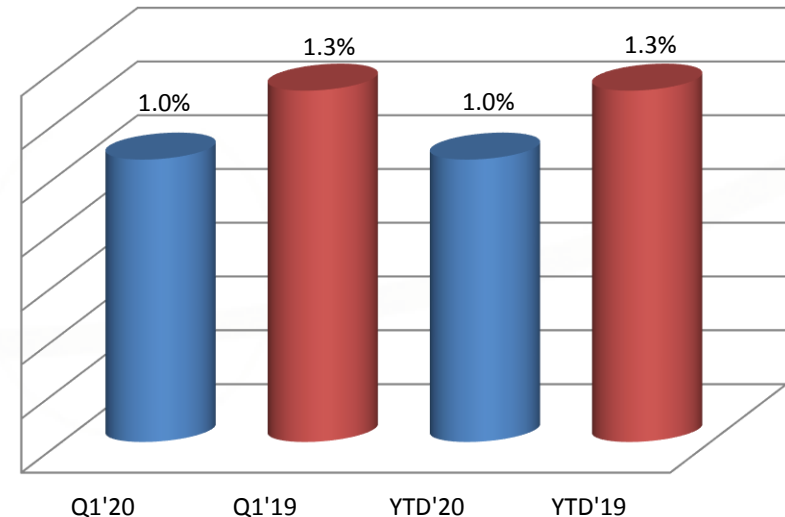
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



*Rent YTD'20 adjusted on account of Ind-AS 116

Ind-AS 116 – Leases

Introduction

MCA has mandated a new Accounting Standard IND-AS 116 for Accounting for Leases with effect from April 1, 2019

Impact

- Requires lessee to recognize leases on Balance Sheet measured at present value of minimum lease payments to be made over the lease period, as Right of Use Asset (ROU)
- Interest is added, payments are reduced from lease liability for the future period
- ROU is depreciated over the lease period on SLM basis
- **Rentals are replaced by Depreciation & Interest expense**, thereby:
 - increasing EBITDA (to the extent of rentals),
 - increasing Depreciation (future rentals depreciated on SLM) and
 - increasing Interest Expense (for interest on future rental liability)

Ind-AS 116 : P&L Impact

(Rs. in million)

Adjustments to increase / (decrease) in PAT	Reported Q1'20	Ind-AS 116 adj.	Comparable Q1'20
Revenues	4,531	(2)	4,533
Rent	21	(186)	207
Total Other expenses (incl. Rent)	437	(187)	624
Finance cost	120	118	2
Depreciation & Amortization	220	140	80
PBT	259	(74)	333
Reconciliation			
Revenues	4,531	(2)	4,533
EBITDA	578	187	391
PBT	259	(74)	333
EBITDA margin (%)	13%		9%
PBT margin (%)	6%		7%

Financial Review – Profit & Loss Statement



Rs. in million (except per share data)

Particulars	For the period ended	
	30.06.2019	30.06.2018
	(Unaudited)	(Unaudited)
I. Revenue from operations	4,530	3,612
II. Other income	21	9
III. Total Revenue (I + II)	4,551	3,621
IV Total Expenses (IV)	4,292	3,247
V Profit before tax (III-IV)	259	374
VI Total tax expense* (VI)	83	125
VII Profit for the year (V-VI)	176	249
VIII Other Comprehensive Income	-1	0
IX Total Comprehensive Income for the period (VII+VIII)	175	249
X Earnings per share (before extraordinary items) (of ` 10 each) (not annualized)		
(a) Basic	9.70	13.72
(b) Diluted	9.69	13.68

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS



Rs. in million (unless stated otherwise)

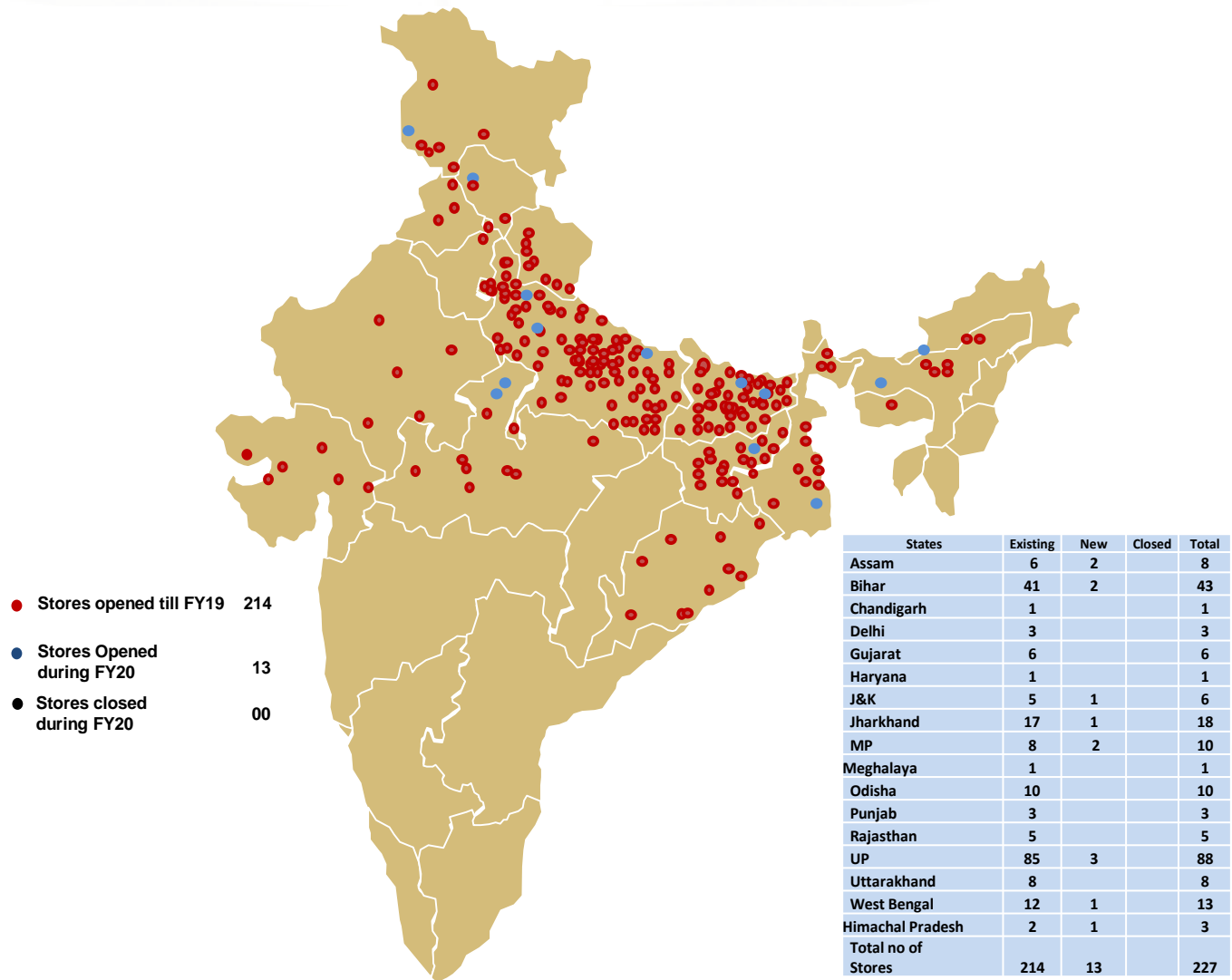
V-Mart Retail Limited Balance Sheet as at June 30, 2019		
	As at 30 June, 2019	As at 31 March, 2019
ASSETS		
Non-current assets		
Property, plant and equipment	1,665.97	1,622.08
Right to use	4,153.39	-
Capital work in progress	22.21	40.10
Intangible assets	33.45	32.87
Financial assets		
Investments	98.49	98.25
Loans	99.71	96.02
Other financial assets	13.78	11.77
Deferred tax assets (net)	157.20	118.30
Other non-current assets	79.30	83.21
	6,323.50	2,102.60
Current assets		
Inventories	3,319.28	3,289.84
Financial assets		
Investments	777.65	508.53
Loans	0.55	0.56
Cash and cash equivalents	140.69	123.17
Other bank balances	25.93	42.69
Other financial assets	16.54	25.70
Other current assets	241.07	225.32
	4,521.71	4,215.81
	10,845.21	6,318.41
EQUITY AND LIABILITIES		
Equity		
Equity share capital	181.53	181.30
Other equity		
Security premium	945.85	934.51
Amalgamation reserve	15.48	15.48
Other reserves	3,145.62	2,961.42
	4,288.48	4,092.71
Liabilities		
Non-current liabilities		
Financial liabilities		
Borrowings	-	0.26
Other financial liabilities	4,281.27	59.95
Employee benefit obligations	54.52	51.08
	4,335.79	111.29
Current liabilities		
Financial liabilities		
Trade payables		
a) total outstanding dues of micro enterprises and small enterprises	202.59	236.26
b) total outstanding dues of creditors other than micro enterprises and small enterprises	1,287.65	1,246.34
Other financial liabilities	471.82	423.40
Employee benefit obligations	27.85	21.16
Short term provision	158.60	97.18
Other current liabilities	72.43	90.07
	2,220.94	2,114.41
	10,845.21	6,318.41

V-Mart Retail Limited

Cash Flow Statement for the period ended June 30, 2019

	For the period ended 30 June 2019	For the period ended 31 March 2019
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	258	993
Adjustment for:	413	373
Operating profit before working capital changes	671	1,366
Movements in working capital :	59	(270)
Cash generated from operations	730	1,096
Taxes paid	(60)	(332)
Net cash flow from operating activities	670	764
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	(543)	(734)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	(109)	(44)
Net increase/(decrease) in cash and cash equivalents	18	(14)
* Investment in fixed assets is `129 million (previous year: `407 million) in net cash flow used in investing activities		

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q1 FY'20**

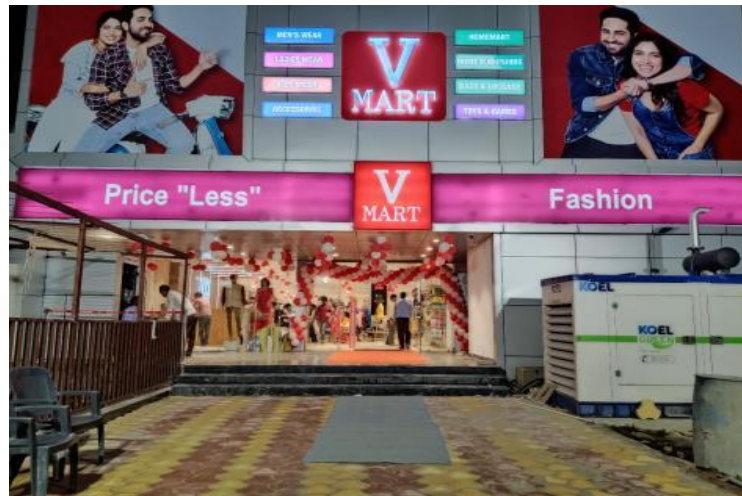


New Stores



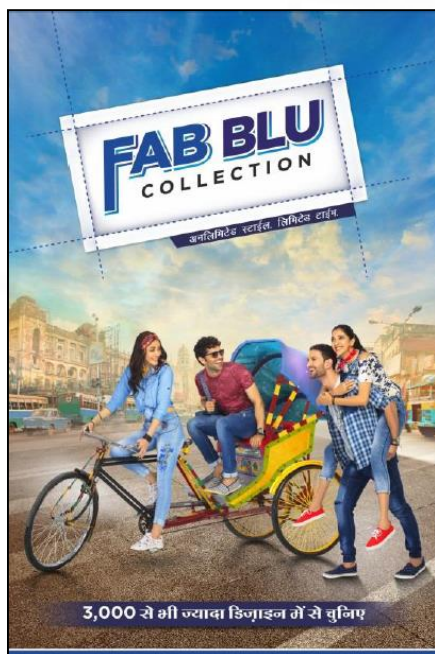
S. No.	State	Retail Space (Sq ft)
1.	J & K	9,800
2.	Bihar	6,481
3.	West Bengal	6,139
4.	Uttar Pradesh	7,629
5.	Himachal Pradesh	8,400
6.	Assam	5,721
7.	Uttar Pradesh	5,793

New Stores



S. No.	State	Retail Space (Sq ft)
8.	Madhya Pradesh	7,441
9.	Jharkhand	10,405
10.	Assam	6,019
11.	Uttar Pradesh	8,626
12.	Bihar	8,527
13.	Madhya Pradesh	8,717

PROMOTIONS – CAMPAIGNS – Q1



Campaign	Period
<i>Pana Sankarant</i>	April
<i>Indigo</i>	April
<i>Eid Ready</i>	May
<i>Jamai Shashti</i>	May
<i>Savitri Amavasya</i>	May
<i>Rajjo Sankaranti</i>	June
<i>EOSS</i>	June

Thank you

In case of any queries, pls contact the IR Team :

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