V-MART RETAIL LTD



Review of Financial Result Q4 – Mar'16

Financial Review



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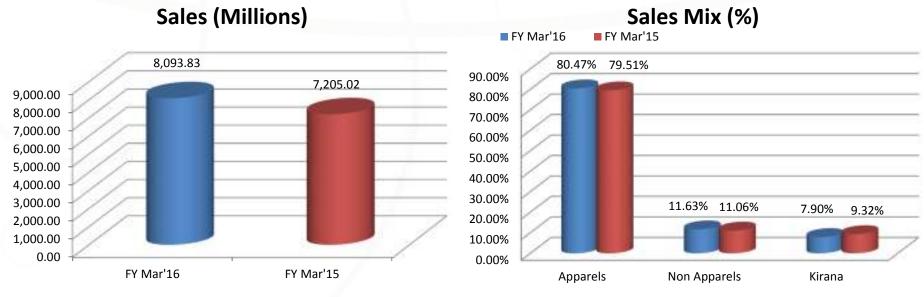
Key highlights of Apr-Mar FY16 vs FY15 results



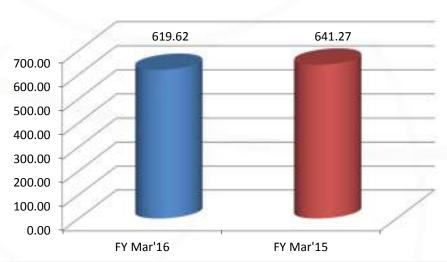
- Number of Stores has increased to 123.
- Revenue growth is 12%.
- Same Store Sales growth (fashion):
 - Value is -1%
 - Volume is 1%
- Sales per sq foot (per month) is of Rs. 756.
- Contribution of segment to total revenue :
 - Fashion 92%
 - Kirana 8%
- Net profit is Rs. 27.63 crores.

Financial Parameters – Apr-Mar FY16 vs FY15

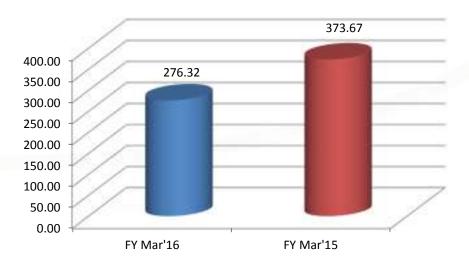




EBITDA (Millions)



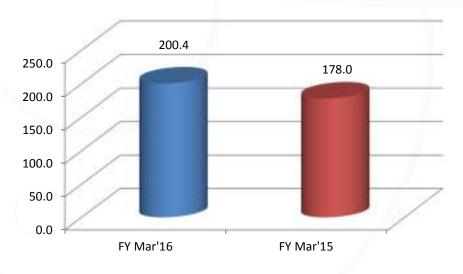
PAT (Millions)



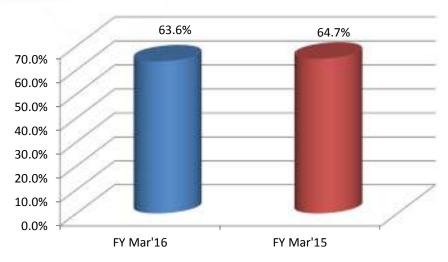
Operational Parameters – Apr-Mar FY16 vs FY15



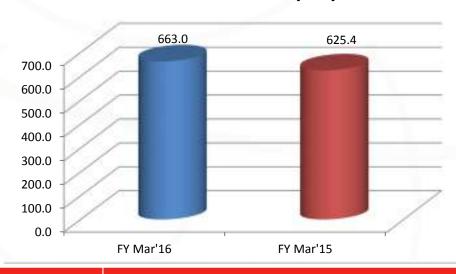




Conversion Rate (%)



Transaction size (Rs.)



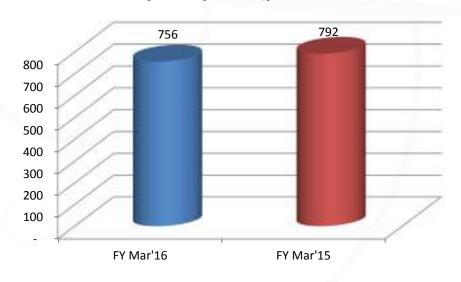
Average Selling Price (Rs)



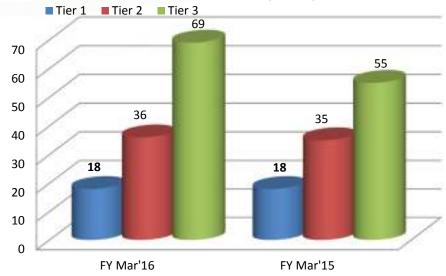
Operational Parameters – Apr-Mar FY16 vs FY15



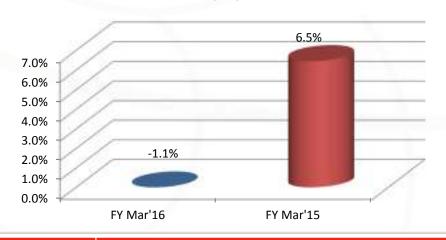
Sales per sq feet (per month)



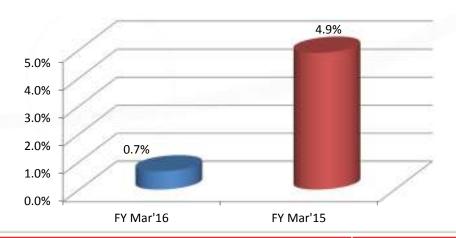
Store Count (Nos)



Same Store Sales Growth (Fashion)
(%)

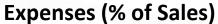


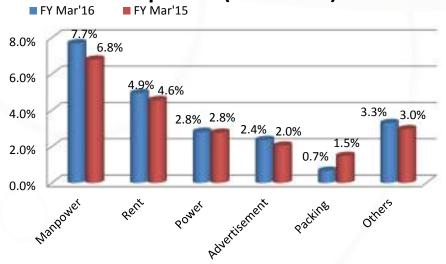
Same Store Volume Growth (Fashion) (%)



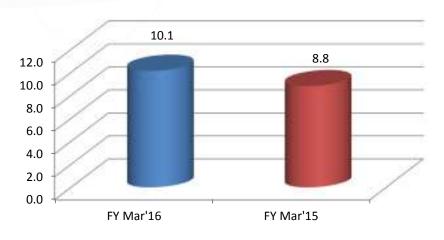
Key Parameters – Apr-Mar FY16 vs FY15

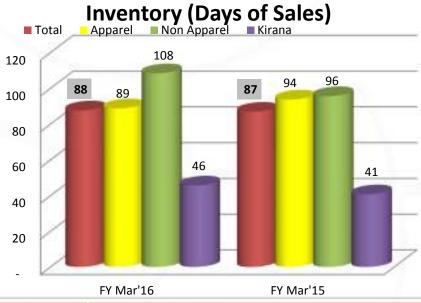




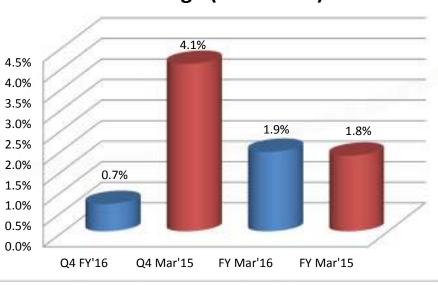


Retail Space (lakhs Sq feet)





Shrinkage (% of Sales)



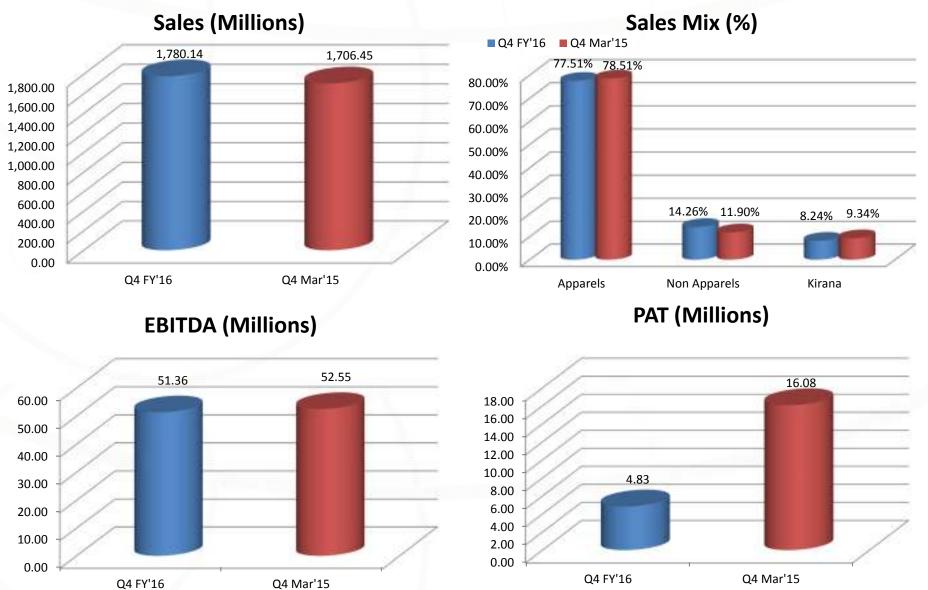
Key highlights of Q4 FY16 vs Q4 FY15 results



- Number of Stores has increased to 123.
- Revenue growth is 4%.
- Same Store Sales growth (fashion):
 - Value is -7.5%
 - Volume is -8.6%
- Sales per sq foot (per month) is of Rs. 620.
- Contribution of segment to total revenue
 - Fashion 92%
 - Kirana 8%
- Net profit is Rs. 48 Lacs.

Financial Parameters – Q4 FY 16 vs FY 15

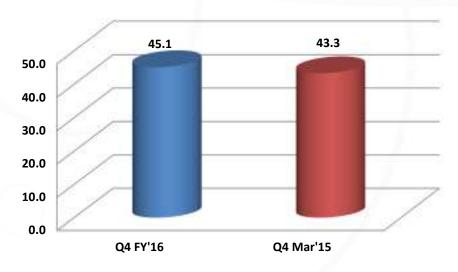




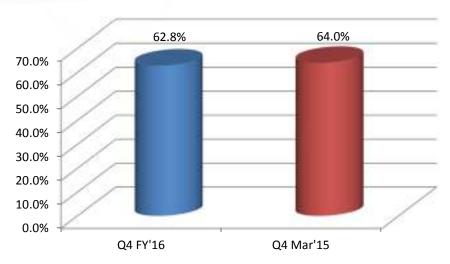
Operational Parameters – Q4 FY16 vs FY15



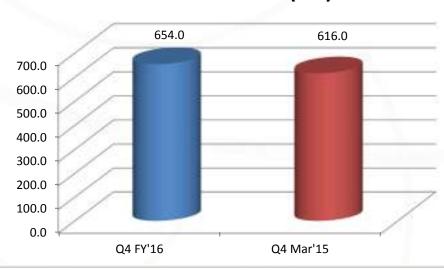




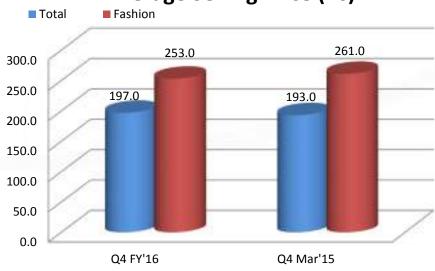
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Financial Review – Profit & Loss Statement



Rs. in lacs (except per share data)

	For the per	riod ended	
Particulars	31.03.2016	31.03.2015	
	(Audited)	(Audited)	
1. Income from operations			
(a) Net sales/income from operations	80,816.35	71,897.73	
(b) Other operating income	121.92	121.88	
Total income from operations (net)	80,938.27	72,019.61	
2. Total expenses	76,624.05	66,115.77	
3. Profit from operations before other income, finance costs and prior period items (1-2)	4,314.22	5,903.84	
4. Other income	104.27	220.23	
5. Profit from ordinary activities before finance costs and prior period items (3+4)	4,418.49	6,124.07	
6. Finance costs	311.48	416.68	
7. Profit from ordinary activities after finance costs but before tax and prior period items (5-6)	4,107.01	5,707.39	
8. Prior period items - income/(expense) (net)	(19.46)	7.38	
9. Net profit from ordinary activities before tax (7+8)	4,087.55	5,714.77	
10. Tax expense *	1,418.23	1,858.09	
11. Net profit from ordinary activites after tax (9-10)	2,669.32	3,856.68	
12. Extra-ordinary item (net of tax)	93.93	(119.98)	
13. Net profit for the period (11+12)	2,763.25	3,736.70	
14. Paid up equity share capital (Face value of Rs.10 per share)	1,806.67	1,801.57	
15. Reserves excluding revaluation reserves	21,265.30	18,692.33	
16.i Earnings per share (before extraordinary items) (of Rs. 10 each) (not annualised)			
(a) Basic	14.79	21.45	
(b) Diluted	14.79	21.45	
16.ii Earnings per share (after extraordinary items) (of Rs. 10 each) (not annualised)			
(a) Basic	15.31	20.78	
(b) Diluted	15.31	20.78	

^{*} Tax expense include deferred tax.

Financial Review - Balance Sheet and CFS



(All amounts in ₹, unless stated otherwise)

(All amounts in ₹, unless stated otherwise)

V-Mart Retail Limited			
Balance Sheet as at 31 March 2016			
	Notes	As at 31 March 2016	As at 31 March 2015
EQUITY AND LIABILITIES			
Shareholder's funds			
Share capital	3	180,666,960	180,156,890
Reserves and surplus	4	2,126,529,854	1,869,233,199
	_	2,307,196,814	2,049,390,089
Non-current liabilities			
Long-term borrowings	5	-	15,249,514
Other non-current liabilities	6	83,867,722	49,673,683
Long term provisions	7 _	21,283,500	14,709,337
	_	105,151,222	79,632,534
Current liabilities			
Short-term borrowings	8	269,113,278	286,283,460
Trade payables			
-Total outstanding dues of ME&SE	9A	-	-
-Total outstanding dues of creditors other than ME&SE	9B	956,465,835	751,799,137
Other current liabilities	10	133,446,095	69,546,370
Short-term provisions	11 _	60,613,158	52,961,947
	-	1,419,638,366	1,160,590,914
	-	3,831,986,402	3,289,613,537
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	12A	1,075,532,724	965,442,228
Intangible assets	13	27,478,203	15,210,814
Capital work-in-progress	12B	23,456,176	7,207,558
Non-current investments	14	130,300,000	55,300,000
Deferred tax assets (net)	15	42,205,247	6,428,131
Long term loans and advances	16	168,410,162	157,333,812
Other non-current assets	17 _	961,024	653,406
	-	1,468,343,536	1,207,575,949
Current assets	4.0	102.252.5:=	460 700 055
Current investments	18	193,369,647	162,700,000
Inventories	19	2,044,271,038	1,832,027,476
Cash and bank balances	20	42,791,780	33,562,442
Short-term loans and advances	21	82,265,836	53,063,492
Other current assets	22 _	944,565	684,178
	-	2,363,642,866	2,082,037,588
	-	3,831,986,402	3 280 612 527
	=	3,031,900,402	3,289,613,537

V-	Mart Retail Limited			
Ca	Cash Flow Statement for the year ended 31 March 2016			
		For the year ended	For the year ended	
		31 March 2016	31 March 2015	
A.	Cash flows from operating activities			
	Net profit before tax	423,120,288	553,301,880	
	Adjustment for:	393,516,381	240,179,164	
	Operating profit before working capital changes	816,636,669	793,481,044	
	Movements in working capital:	(154,599,105)	(226,659,775)	
	Cash generated from operations	662,037,564	566,821,269	
	Taxes paid	(149,016,573)	(167,378,639)	
	Net cash flow from operating activities	513,020,991	399,442,630	
В.	Cash flows used in investing activities			
	Net cash flow used in investing activities	(424,205,663)	(190,526,695)	
C.	Cash flows used in financing activities			
	Net cash used in financing activities	(94,743,123)	(198,968,598)	
	Net increase/(decrease) in cash and cash equivalents	(5,927,795)	9,947,337	
	Cash and cash equivalents at the beginning of the year	26,336,818	16,389,481	
	Cash and cash equivalents at the end of the year	20,409,023	26,336,818	
	Net increase/(decrease) in cash and cash equivalents	(5,927,795)	9,947,337	

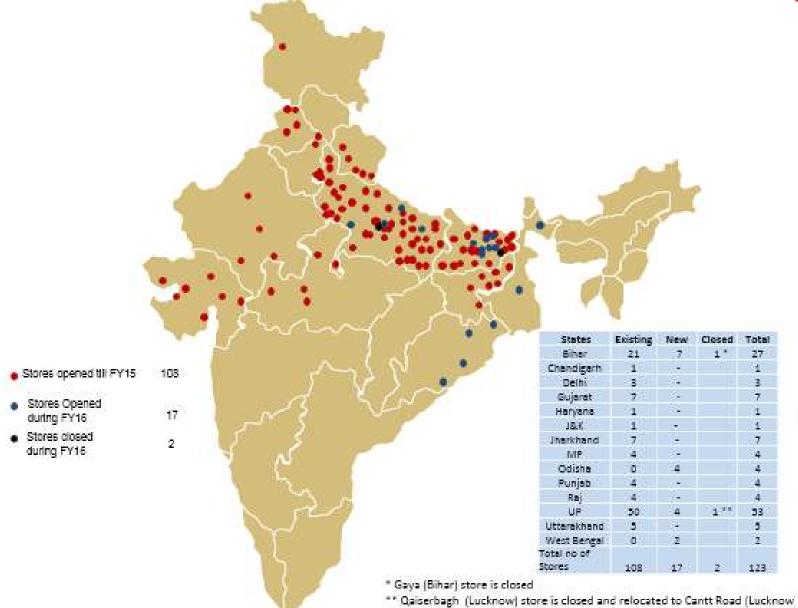
V-MART RETAIL LTD.



NEW STORES OPENING AND PROMOTIONS Q4 – Mar'16

V-MART RETAIL LTD.







EXISTING STORES – Statewise Distribution

States	Store Count (31 th March 2016)
Delhi	03
Uttar Pradesh	53
Gujarat	07
Bihar	27
Punjab	04
Madhya Pradesh	04
Rajasthan	04
Haryana	01
Chandigarh	01
Jammu and Kashmir	01
Odisha	04
West Bengal	02
Uttarakhand	05
Jharkhand	07
Total	123

New Stores



1.



	Store Name	Date of Opening	Retail Space (Sq ft)
1.	Nawada	17.03.16	8721

PROMOTIONS - CAMPAIGNS



S. No.	Campaign	Launch	Location
01	Jacket Mela	02 nd January 2016	All India
02	Makar Sakranti	08 th January 2016	All India
03	End of Session Sale	28 th January 2016	All India
04	Valentine's Day	13 th February 2016	All India
05	Summer Launch	12 th March 2016	All India

PROMOTIONS – Jacket Mela





PROMOTIONS – Makar Sakranti





• देश विदेश के प्रसिद्ध उत्पादकों के 50,000 से भी ज़्यादा डिज़ाईन्स में से चुनिए पूरे देश के 100 से भी ज़्यादा शहरों में 122 स्टोर्स के साथ, 92903 m² (10 लाख ft.²) से भी ज्यादा शॉपिंग एरिया दिल्ली | चंडीगढ़ | पंजाब | हरियाणा | राजस्थान | गुजरात | मध्य प्रदेश | उत्तर प्रदेश | उत्तराखण्ड | झारखण्ड | बिहार | जम्मु कश्मीर | उड़ीसा | पश्चिम बंगाल For corporate tie-ups/institutional sales/shop-in-shop/career, call: 0124-4640030, e-mail at: info@vmart.co.in • Website: www.vmart.co.in FOLLOW US ON What Fashion "Conditions apply, Offer valid on select brands" terms product pictures are only visual representations. Wild till stock lasts. In case any dispute V-mart reserves the right to take the first decision.

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PROMOTIONS – End of Session Sale





PROMOTIONS – Valentine's Day





PROMOTIONS – Summer Launch





Financial Review



Thank you

In case of any querries pls contact the IR Team:

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