## Review of Financial Result Q4 - Mar'16

## Financial Review

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- Number of Stores has increased to 123.
- Revenue growth is $\mathbf{1 2 \%}$.
- 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. $\mathbf{2 7 . 6 3}$ crores.


## Financial Parameters - Apr-Mar FY16 vs FY15



EBITDA (Millions)


Sales Mix (\%)
■ FY Mar'16 ■ FY Mar'15


## Operational Parameters - Apr-Mar FY16 vs FY15

## Footfall (lakhs)



Transaction size (Rs.)


Conversion Rate (\%)


Average Selling Price (Rs)
■Total $\quad$ Fashion




## 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.



## Operational Parameters - Q4 FY16 vs FY15

Footfall (lakhs)


Transaction size (Rs.)


Conversion Rate (\%)


Average Selling Price (Rs)


## Financial Review - Profit \& Loss Statement

| Rs. in lacs (except per share data) |  |  |
| :---: | :---: | :---: |
| Particulars | For the period ended |  |
|  | 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.

| (All amounts in ₹, unless stated otherwise) |  |  |  |
| :---: | :---: | :---: | :---: |
| V-Mart Retail Limited <br> Balance Sheet as at 31 March 2016 |  |  |  |
|  |  |  |  |
|  | Notes | $\begin{aligned} & \text { As at } \\ & 31 \text { March } 2016 \end{aligned}$ | $\begin{gathered} \text { As at } \\ 31 \text { March } 2015 \end{gathered}$ |
| 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 | 9 A | - | - |
| -Total outstanding dues of creditors other than ME\&SE | 9 B | 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 |  |  |  |
| 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 | 3,289,613,537 |

(All amounts in ₹, unless stated otherwise)

## V-Mart Retail Limited

Cash Flow Statement for the year ended 31 March 2016

| For the year ended | For the year ended |
| :---: | :---: |
| 31 March 2016 | 31 March 2015 |
| 423,120,288 | 553,301,880 |
| 393,516,381 | 240,179,164 |
| 816,636,669 | 793,481,044 |
| $(154,599,105)$ | $(226,659,775)$ |
| 662,037,564 | 566,821,269 |
| $(149,016,573)$ | $(167,378,639)$ |
| 513,020,991 | 399,442,630 |

B. Cash flows used in investing activities

Net cash flow used in investing activities
$(424,205,663) \quad(190,526,695)$
C. Cash flows used in financing activities

Net cash used in financing activities

Net increase/(decrease) in cash and cash equivalents

| $(5,927,795)$ | $9,947,337$ |
| :--- | :--- |

Cash and cash equivalents at the beginning of the year Cash and cash equivalents at the end of the year

Net increase/(decrease) in cash and cash equivalents
16,389,481

| $20,409,023 \quad 26,336,818$ |
| :--- |

$(5,927,795) \quad 9,947,337$

## V-MART RETALL LTD.

## NEW STORES OPENING AND PROMOTIONS <br> Q4 - Mar'16

## V-MART RETALL LTD.

- Stores opened till FY15
- Stores Cpened duing FY16
- Stores closed during FY16

* Gaya [Bihar] store is closed
* Qaiserbagh (Lucknow) store is closed and relocated to Cantt Road (Lucknow


## EXISTING STORES - Statewise Distribution

| States | Store Count <br> $\left(3^{\text {th }}\right.$ 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 |



## PROMOTIONS - CAMPAIGNS

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

## PROMOTIONS - Jacket Mela


"Price Less" Fashion",

## 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, $92903 \mathrm{~m}^{2}$ ( 10 लाख ft.) से भी ज्यादा शॉपिंग एरिया
 For corporate tie-upsininstitutional sales/shop-in-shop/caraeer, call: 0124-4640030, e-mail at: infoevmart.co.in • Website: www..mmart.0ain Follow us on 5 hips $/$ /ww.tacebook.com/vmartretai


## 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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