

Review of Financial Result Q4 FY'17

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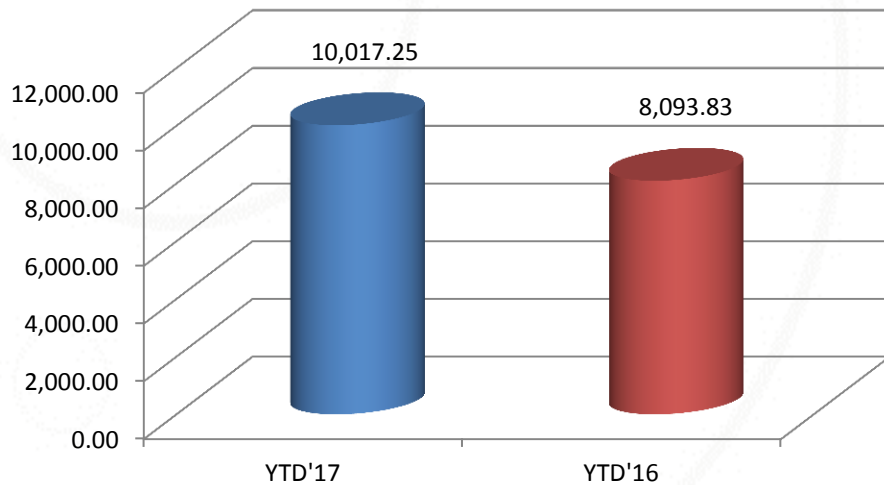
Key highlights : Apr-Mar FY'17 vs FY'16 results



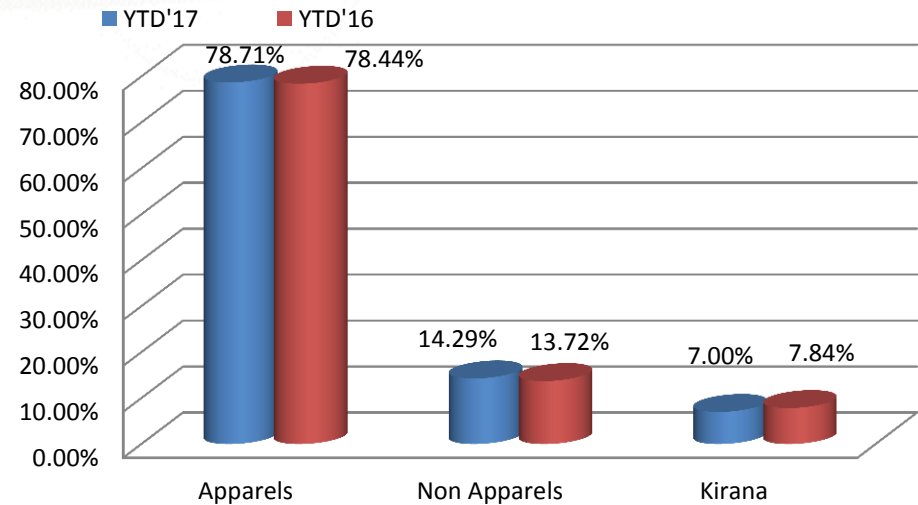
- **Number of Stores has increased to 141**
- **Revenue growth is 24%**
- **Same Store Sales growth (Apparel):**
 - **Value is 13%**
 - **Volume is 11%**
- **Sales per sq. feet (per month) is Rs. 799**
- **Contribution of segment to total revenue :**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit is Rs. 39.53 crores**

Financial Parameters : Apr-Mar FY'17 vs FY'16

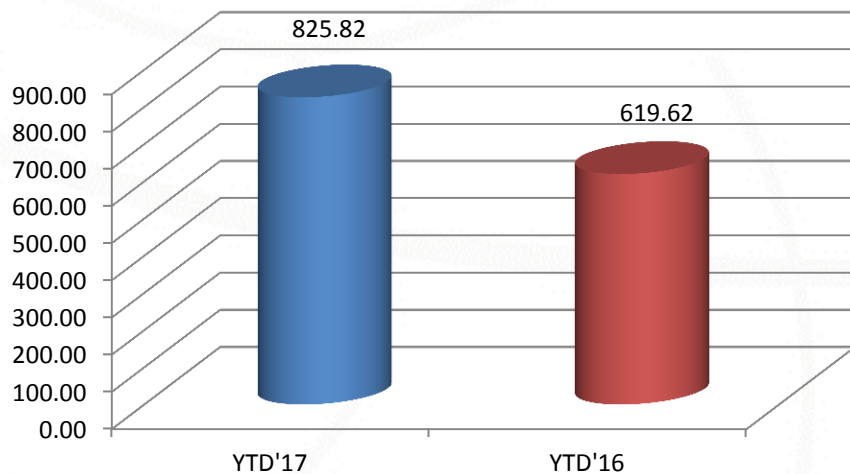
Sales (Millions)



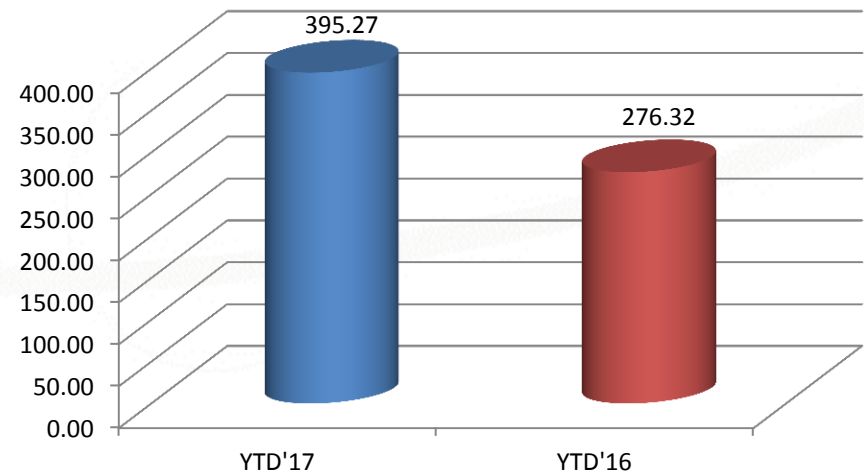
Sales Mix (%)



EBITDA (Millions)

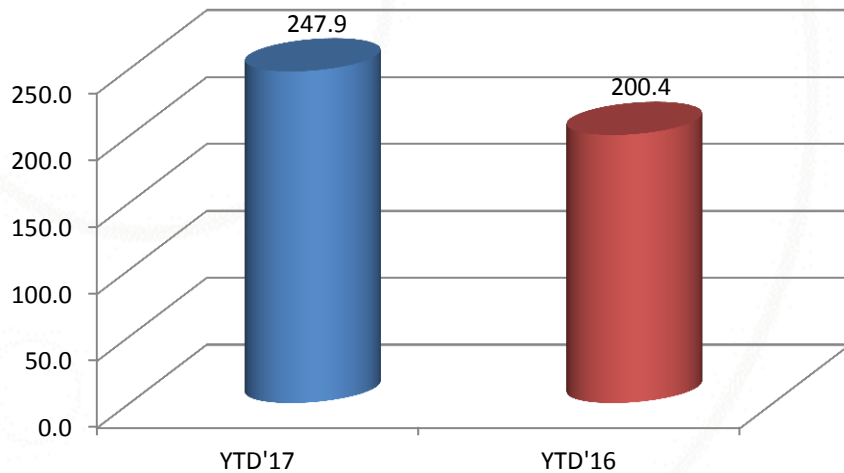


PAT (Millions)

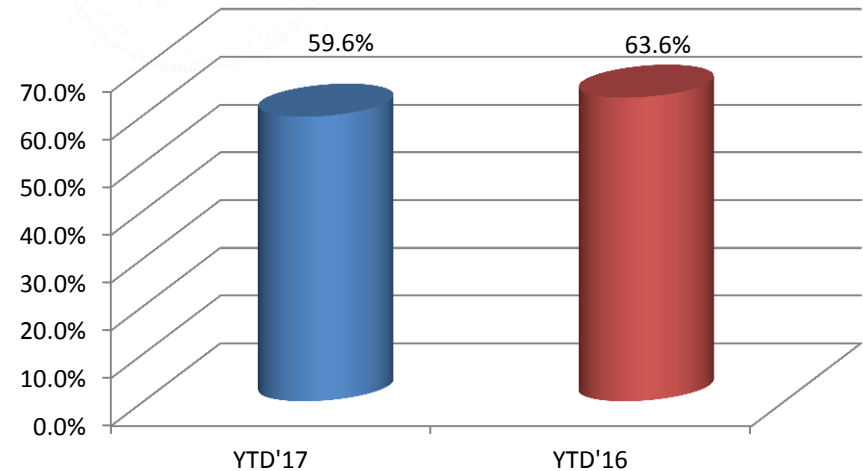


Operational Parameters : Apr-Mar FY'17 vs FY'16

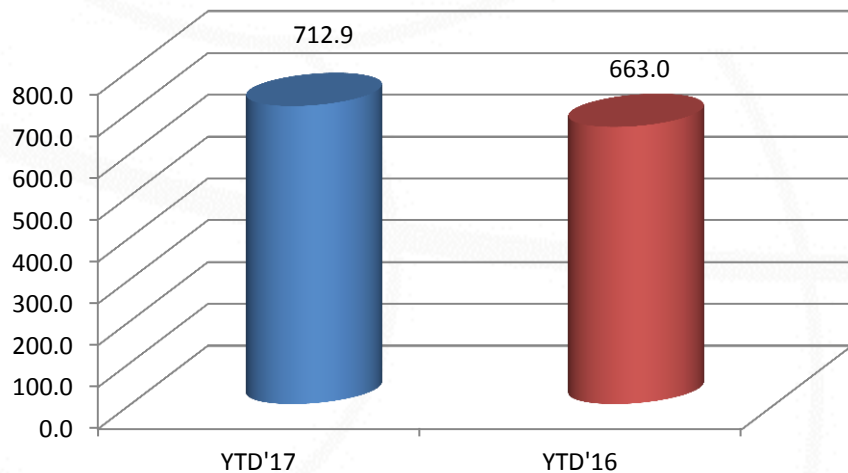
Footfall (lakhs)



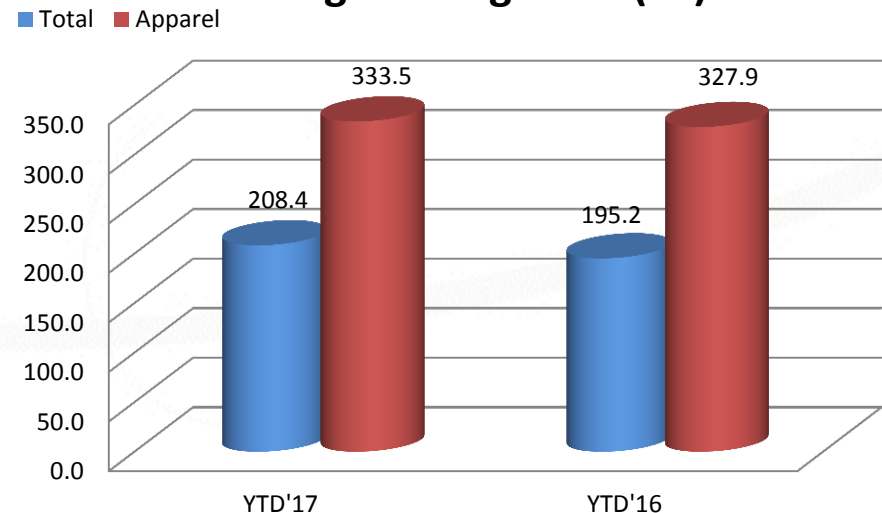
Conversion Rate (%)



Transaction size (Rs.)



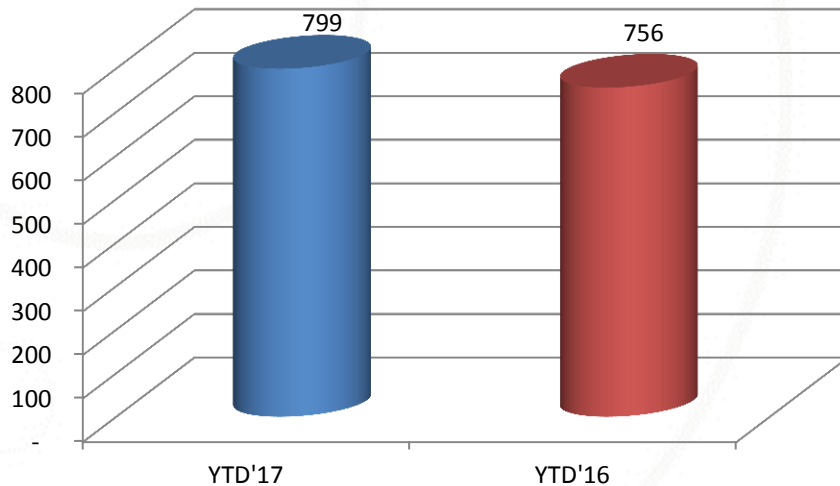
Average Selling Price (Rs)



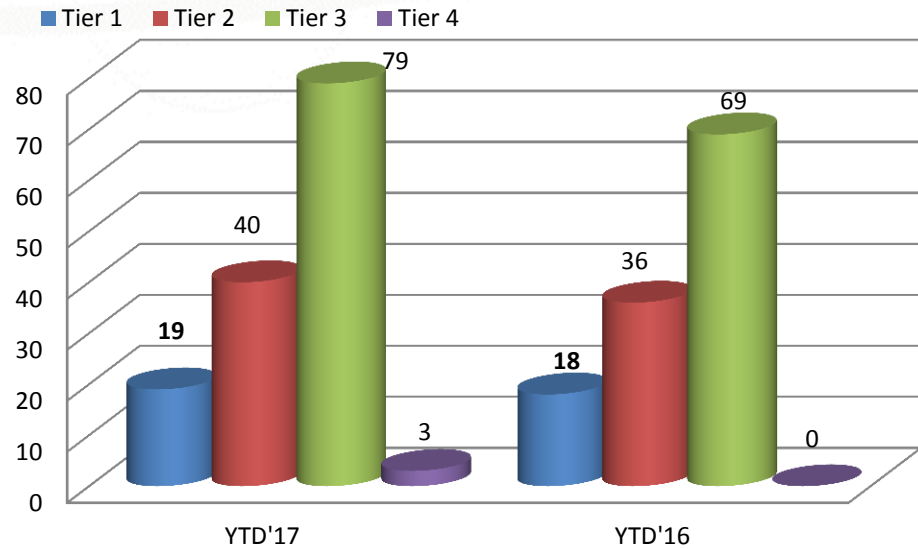
Note : Method of calculation for ASP is on Gross Sales basis

Operational Parameters : Apr-Mar FY'17 vs FY'16

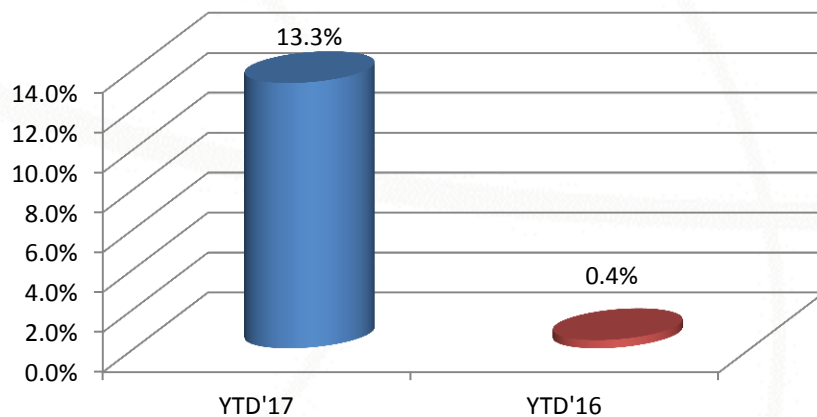
Sales per sq feet (per month)



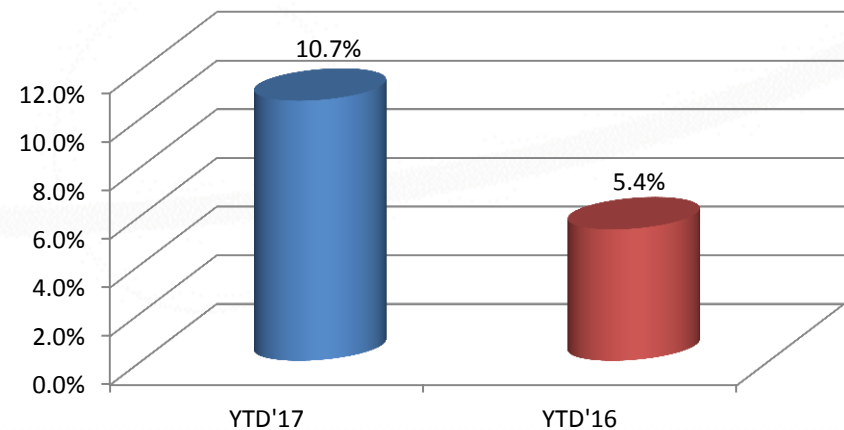
Store Count (Nos)



Same Store Sales Growth (Apparel) (%)

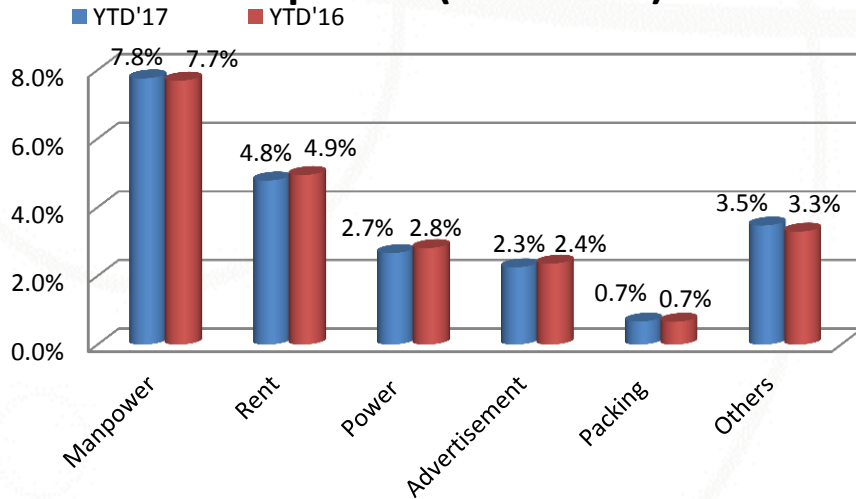


Same Store Volume Growth (Apparel) (%)

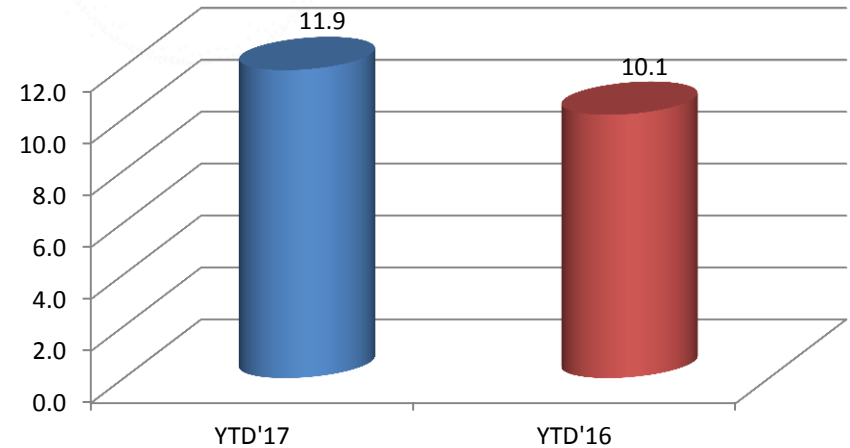


Operational Parameters : Apr-Mar FY'17 vs FY'16

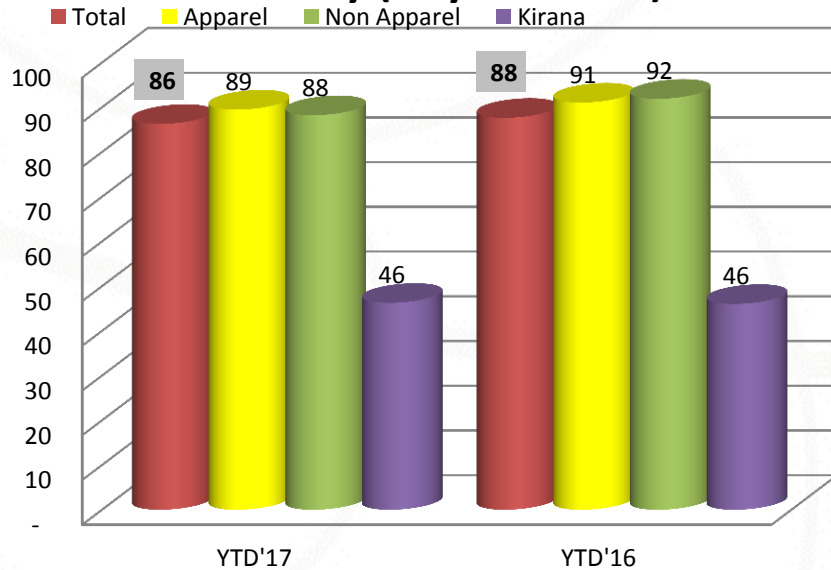
Expenses (% of Sales)



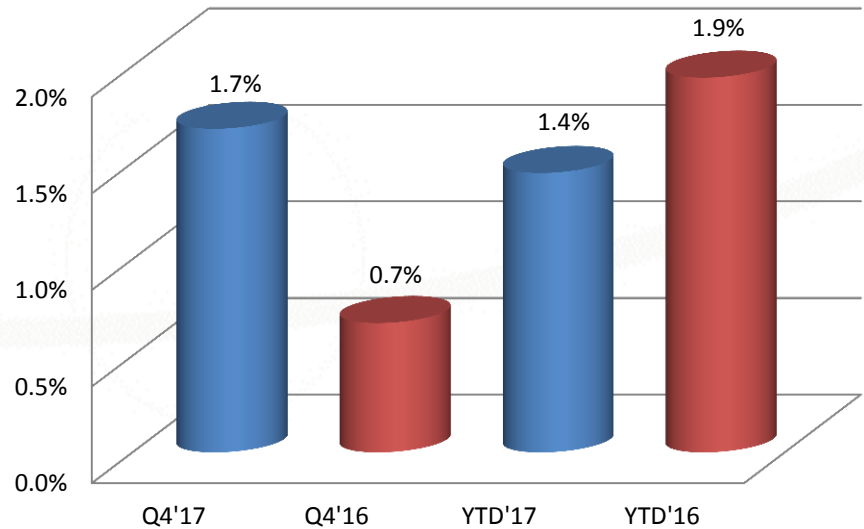
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



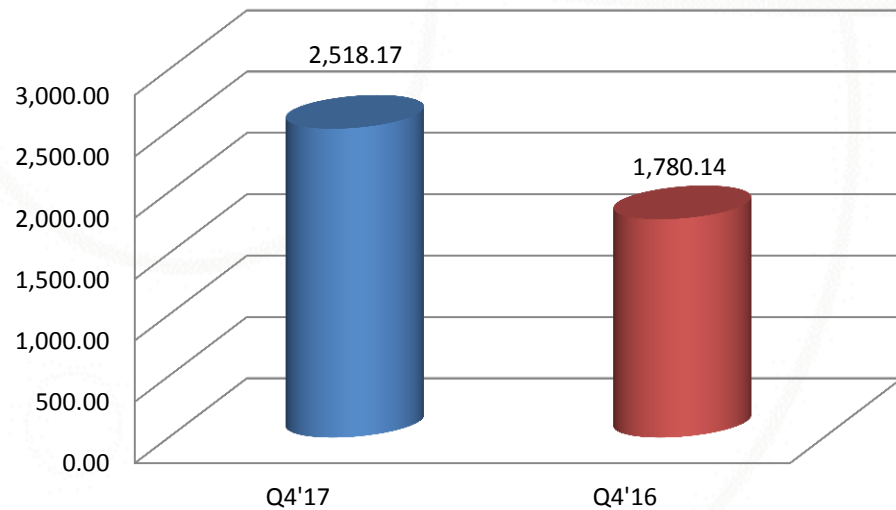
Shrinkage (% of Sales)



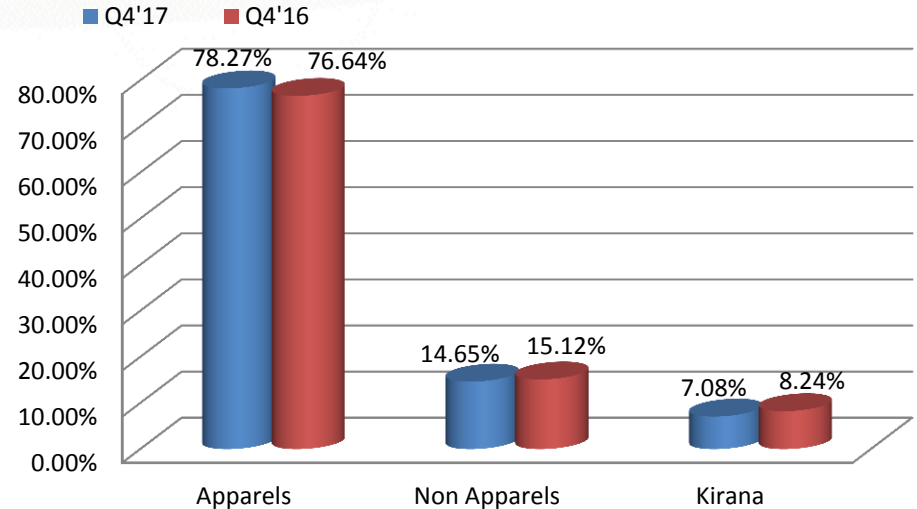
- **Number of Stores has increased to 141**
- **Revenue growth is 41%**
- **Same Store Sales growth (Apparel):**
 - **Value is 34%**
 - **Volume is 36%**
- **Sales per sq. feet (per month) is Rs. 764**
- **Contribution of segment to total revenue :**
 - **Fashion 93%**
 - **Kirana 7%**
- **Net profit is Rs. 5.00 crores**

Financial Parameters : Q4 FY'17 vs FY'16

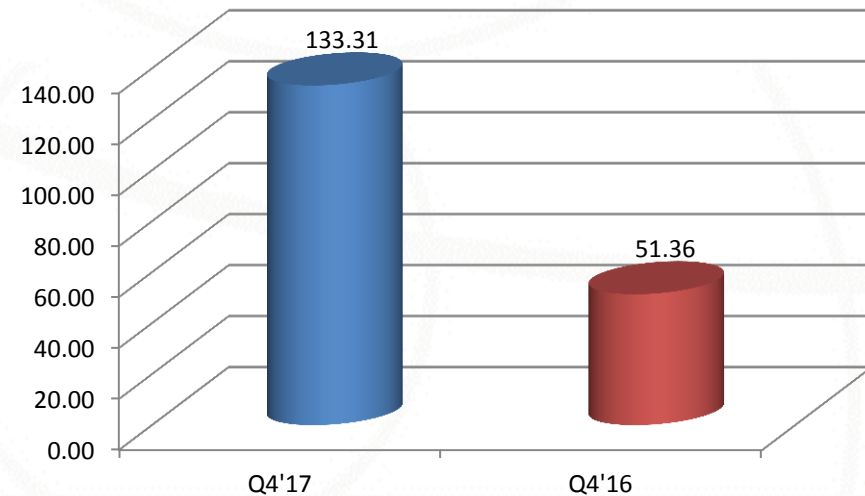
Sales (Millions)



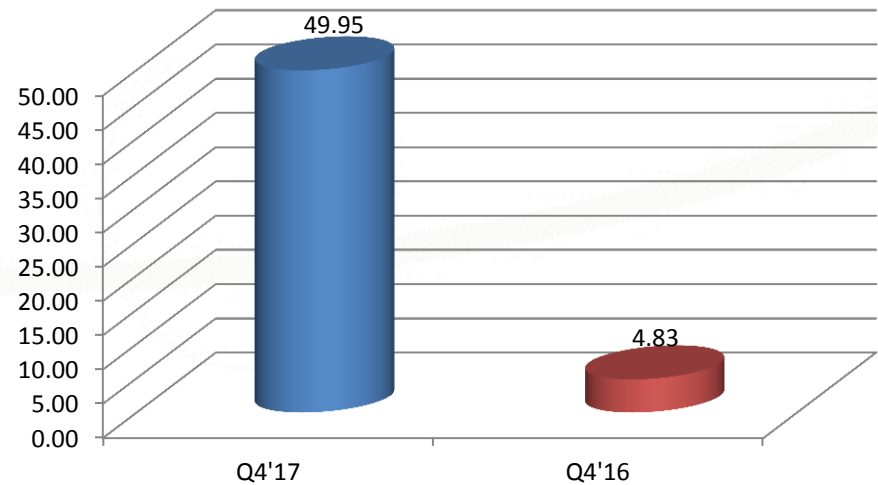
Sales Mix (%)



EBITDA (Millions)

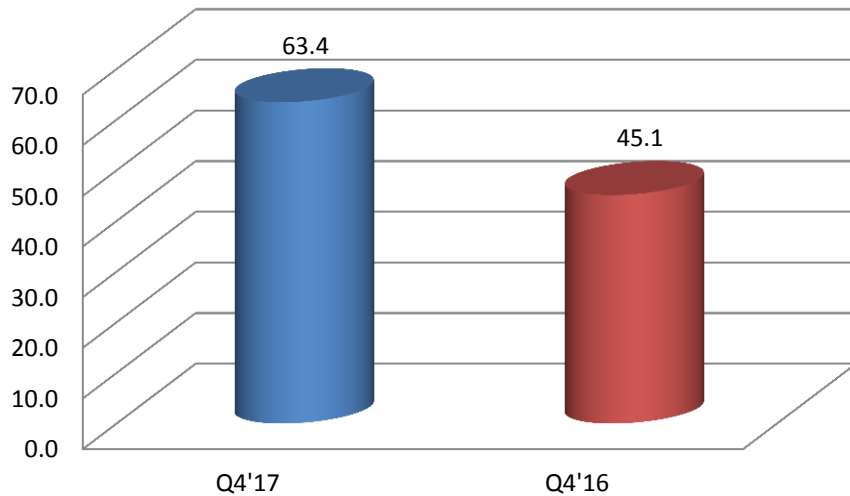


PAT (Millions)

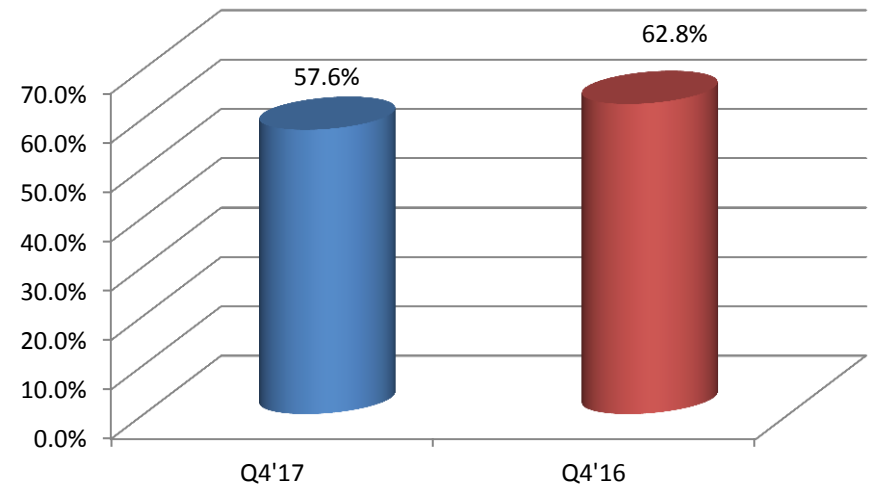


Operational Parameters : Q4 FY'17 vs FY'16

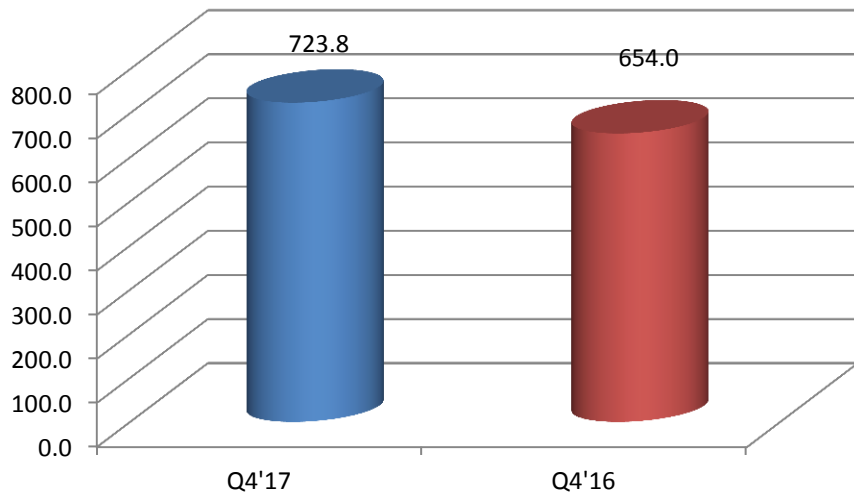
Footfall (lakhs)



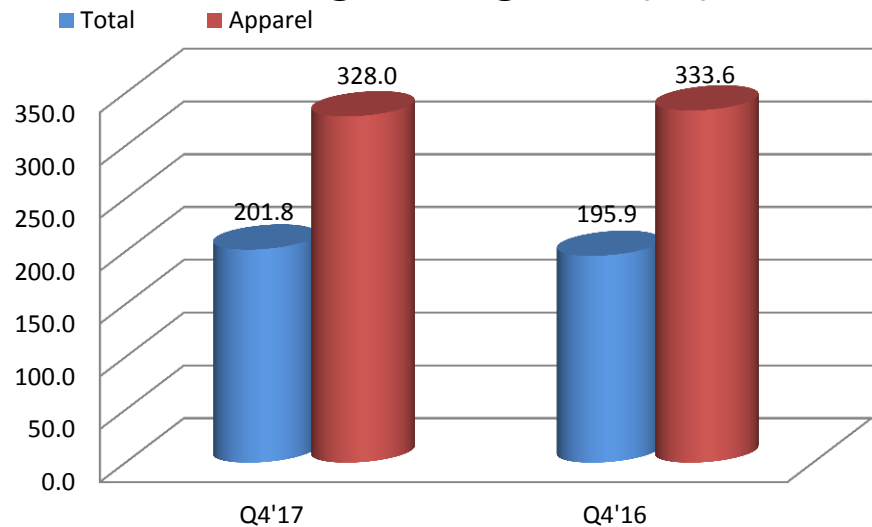
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Financial Review – Profit & Loss Statement



₹ in lacs (except per share data)

Particulars	For the period ended	
	31.03.2017	31.03.2016
	(Audited)	(Audited)
1. Income from operations		
(a) Net sales/income from operations	100,062.83	80,816.35
(b) Other operating income	109.72	109.06
Total income from operations (net)	100,172.55	80,925.41
2. Total expenses	94,116.38	76,643.51
3. Profit from operations before other income and finance costs (1-2)	6,056.17	4,281.90
4. Other income	308.99	117.13
5. Profit from ordinary activities before finance costs (3+4)	6,365.16	4,399.03
6. Finance costs	352.42	311.48
7. Net profit/(loss) from ordinary activities before tax (5-6)	6,012.74	4,087.55
8. Tax expense*	2,060.03	1,418.23
9. Net profit/(loss) from ordinary activities after tax (7-8)	3,952.71	2,669.32
10. Extra-ordinary items (net of tax expense of ₹ 49.72 lacs)	-	93.93
11. Net profit for the period (9-10)	3,952.71	2,763.25
12. Paid up equity share capital (Face value of ₹ 10 per share)	1,806.82	1,806.67
13. Reserves excluding revaluation reserves as per balance sheet of previous accounting year	25,227.07	21,265.30
14.i Earnings per share (before extraordinary items) (of ₹ 10 each) (not annualised)		
(a) Basic	21.88	14.79
(b) Diluted	21.82	14.79
14.ii Earnings per share (after extraordinary items) (of ₹ 10 each) (not annualised)		
(a) Basic	21.88	15.31
(b) Diluted	21.82	15.31

Financial Review - Balance Sheet and CFS



(All amounts in ` , unless stated otherwise)

V-Mart Retail Limited Balance Sheet as at 31 March 2017

	Notes	As at 31 March 2017	As at 31 March 2016
EQUITY AND LIABILITIES			
Shareholder's funds			
Share capital	3	180,681,600	180,666,960
Reserves and surplus	4	2,522,706,570	2,126,529,853
		<u>2,703,388,170</u>	<u>2,307,196,813</u>
Non-current liabilities			
Long-term borrowings	5	5,971,057	-
Other non-current liabilities	6	118,383,592	83,867,723
Long term provisions	7	29,211,714	21,283,500
		<u>153,566,363</u>	<u>105,151,223</u>
Current liabilities			
Short-term borrowings	8	348,703,526	269,113,278
Trade payables			
- Total outstanding dues of ME&SE	9A	-	-
- Total outstanding dues of creditors other than ME&SE	9B	1,599,028,537	956,465,835
Other current liabilities	10	139,631,480	133,446,095
Short-term provisions	11	46,004,383	60,613,158
		<u>2,133,367,926</u>	<u>1,419,638,366</u>
		<u>4,990,322,459</u>	<u>3,831,986,402</u>
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	12A	1,275,083,333	1,075,532,724
Intangible assets	13	27,418,534	27,478,203
Capital work-in-progress	12B	12,205,570	23,456,176
Non-current investments	14	57,583,644	130,300,000
Deferred tax assets	15	70,425,624	42,205,247
Long term loans and advances	16	173,540,906	168,410,162
Other non-current assets	17	291,139	961,024
		<u>1,616,548,750</u>	<u>1,468,343,536</u>
Current assets			
Current investments	18	618,586,363	193,369,647
Inventories	19	2,691,755,231	2,044,271,038
Cash and bank balances	20	29,201,845	42,791,780
Short-term loans and advances	21	34,114,118	82,265,836
Other current assets	22	116,152	944,565
		<u>3,373,773,709</u>	<u>2,363,642,866</u>
		<u>4,990,322,459</u>	<u>3,831,986,402</u>

(All amounts in ` , unless stated otherwise)

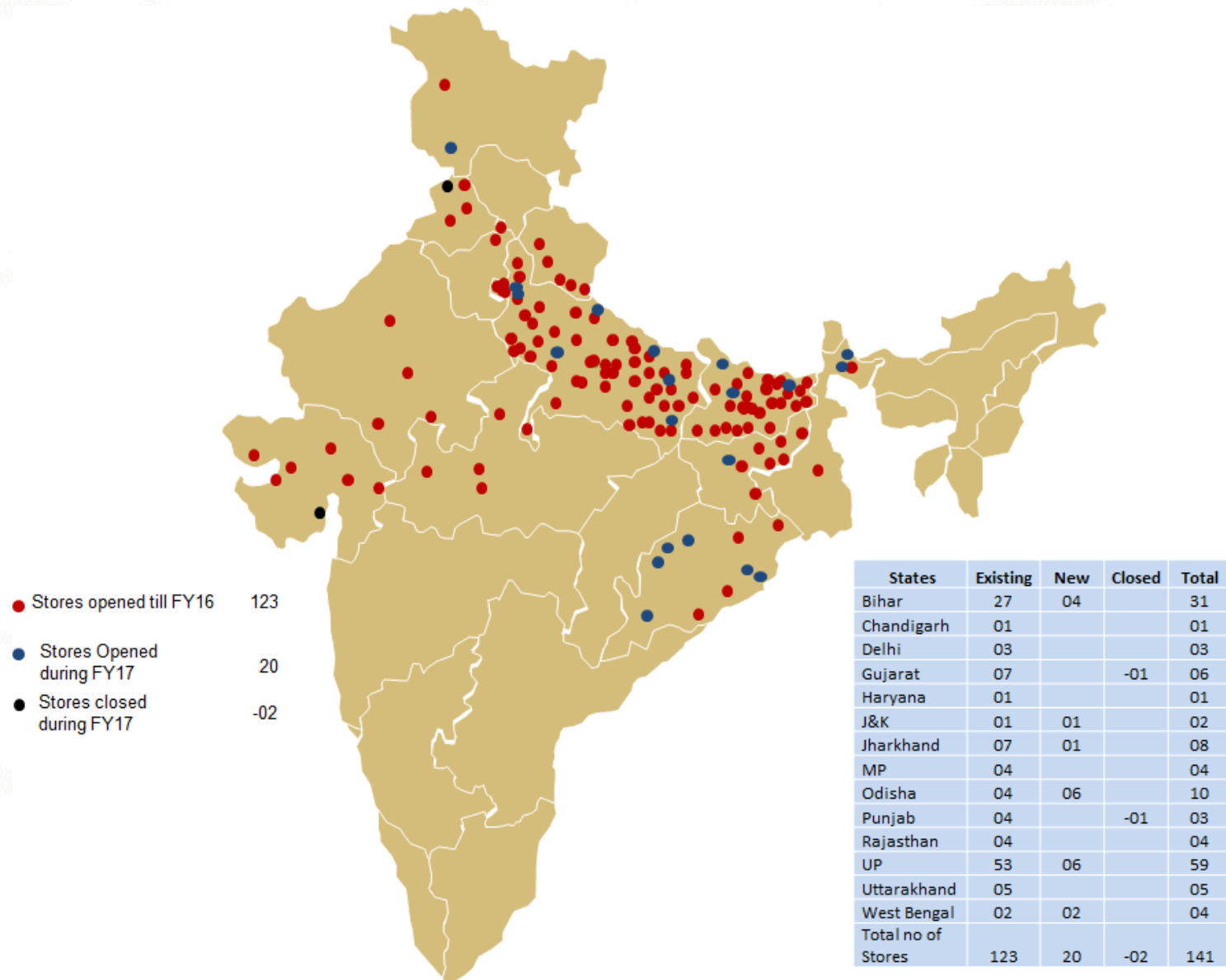
V-Mart Retail Limited

Cash Flow Statement for the period ended 31 March 2017

	For the period ended 31 March 2017	For the period ended 31 March 2016
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	601,273,615	423,120,288
Adjustment for:	424,165,156	393,516,381
Operating profit before working capital changes	1,025,438,771	816,636,669
Movements in working capital :	(100,424,257)	(154,599,105)
Cash generated from operations	925,014,514	662,037,564
Taxes paid	(242,517,279)	(149,016,573)
Net cash flow from operating activities	<u>682,497,235</u>	<u>513,020,991</u>
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	<u>(720,575,345)</u>	<u>(424,205,663)</u>
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	<u>46,298,802</u>	<u>(94,743,123)</u>
Net increase/(decrease) in cash and cash equivalents	<u>8,220,692</u>	<u>(5,927,795)</u>
Cash and cash equivalents at the beginning of the year	20,409,023	26,336,818
Cash and cash equivalents at the end of the year	<u>28,629,715</u>	<u>20,409,023</u>
Net increase/(decrease) in cash and cash equivalents	<u>8,220,692</u>	<u>(5,927,795)</u>

* Investment in fixed assets is ` 40.71 cr. (previous year: ` 31.31 cr.) in net cash flow used in investing activities

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q4 FY'17**



Existing Stores – Statewise Distribution

States	Store Count (31 th March 2017)
Delhi	03
Uttar Pradesh	59
Gujarat	06
Bihar	31
Punjab	03
Madhya Pradesh	04
Rajasthan	04
Haryana	01
Chandigarh	01
Jammu and Kashmir	02
Uttarakhand	05
West Bangal	04
Odisha	10
Jharkhand	08
Total	141

New Stores



1.



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	22.02.17	9940
2.	Uttar Pradesh	25.02.17	10130
3.	Uttar Pradesh	03.03.17	8600

2.



3.



New Stores



4.



	State	Date of Opening	Retail Space (Sq ft)
4.	Bihar	04.03.17	9220
5.	Bihar	28.03.17	8750

5.



Promotions - Campaigns

S. No.	Campaign	Launch	Location
01	Wedding Launch	07.01.17	All India
02	Lohri/Makar Sankranti	12.01.17	All India
03	Republic Day Special	21.01.17	All India
04	Saraswati Pooja	28.01.17	Odisha
05	Summer Launch	18.02.17	All India
06	T-Shirt Mela	25.03.17	All India

Promotions : Wedding Launch



PRICE "LESS" FASHION



FREE ब्राण्डेड सूट लेंथ,
डिनर सेट
और ब्लैकेंट

T&C Apply



The poster features a golden wheat field under a bright sky with clouds. In the foreground, there is a wooden cart and a large brown drum. A large red circular graphic with a yellow border of small flames contains the text '₹200* की फ्री शॉपिंग'. Above this circle, the text 'खुशियों में मिलाये गुड़ की मिठास' is written in a curved path, followed by 'V-Mart के साथ लोहड़ी होगी और भी खास'. To the right, a large red square contains the 'V MART' logo. Below the logo, the text 'PRICE "LESS" FASHION' is written. At the bottom left, a small text line reads '*Free shopping on purchase of ₹1499.'

खुशियों में मिलाये गुड़ की मिठास
V-Mart के साथ लोहड़ी होगी और भी खास

**₹200* की
फ्री शॉपिंग**

**V
MART**

PRICE "LESS" FASHION

*Free shopping on purchase of ₹1499.

Promotions : Republic Day Special



68 वें गणतंत्र दिवस की हार्दिक शुभकामनाएँ

STORE OPEN
at **9:00 A.M.**

V MART
PRICE "LESS" FASHION

SUPER DUPER Sale

सबसे सस्ते दिन **6**

— Jan —
21st to 26th

Price "Less" Fashion

Promotions : Saraswati Pooja

UPTO
70% OFF[^]

**V
MART**
PRICE "LESS" FASHION

ଶୁଭ
ସରସ୍ୱତୀ
ପୂଜା

ସୁନିଶ୍ଚିତ
ଉପହାର*

*On purchases of ₹1,499 and above. ^on selected items.

10,000 से भी ज़्यादा स्टाइल्स में से चुनिए



PRICE "LESS" FASHION


Summer
Collection

Promotions : T-Shirt Mela



PRICE "LESS" FASHION

**T-SHIRT
MELA**

10,000*

से भी ज़्यादा स्टाइल्स

FLAT 20% off*

on 2 Pcs

*T&C Apply

Thank you

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

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Mobile - +919310799993