

Review of Financial Result Q2 – Mar'16

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Key highlights of Apr-Sep FY16 vs FY15 results

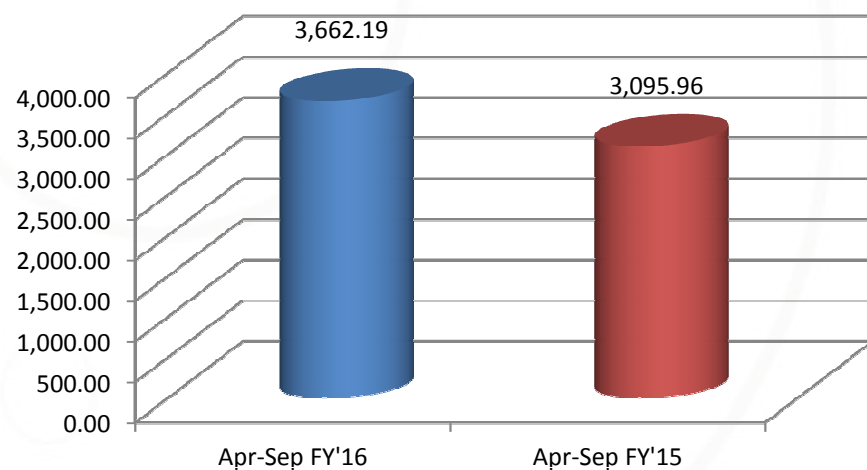


- Number of Stores has increased to 109 from 98 yoy.
- Revenue growth is 18%, yoy with Same Store Sales growth (fashion) of 4% and Same Store Volume Growth of 7%.
- Sales per sq foot (per month) has reduced to Rs. 727 from Rs. 733 with a de-growth of 1%.
- Contribution of Fashion segment to total revenues has expanded to 91%, whereas that of kirana has reduced to 9%.
- Gross Profit has improved by 22%.
- Net profit is Rs. 12.14 crores.

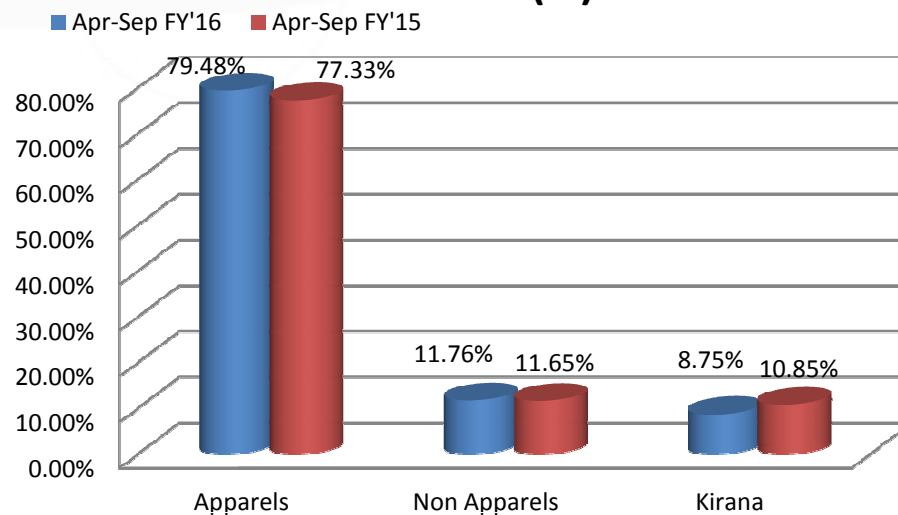
Financial Parameters – Apr-Sep FY16 vs FY15



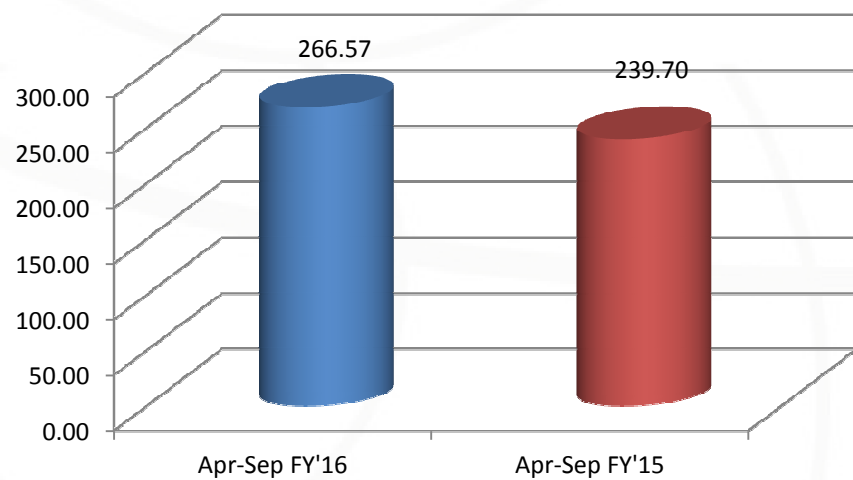
Sales (Millions)



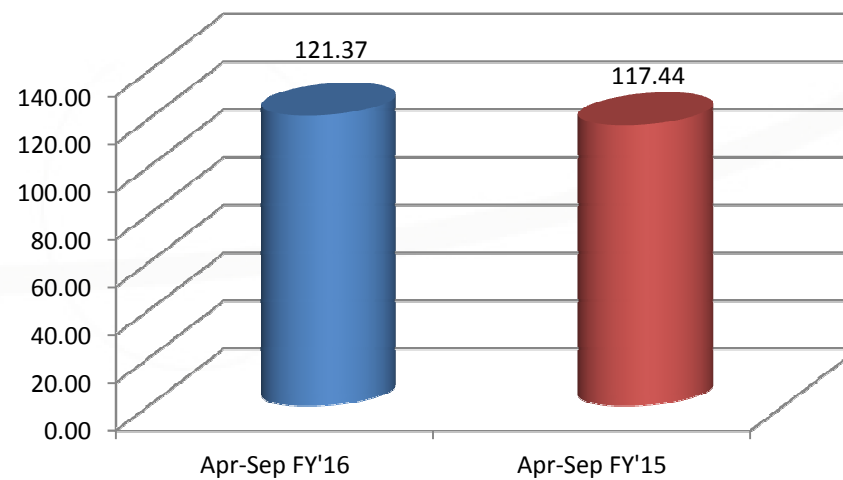
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)

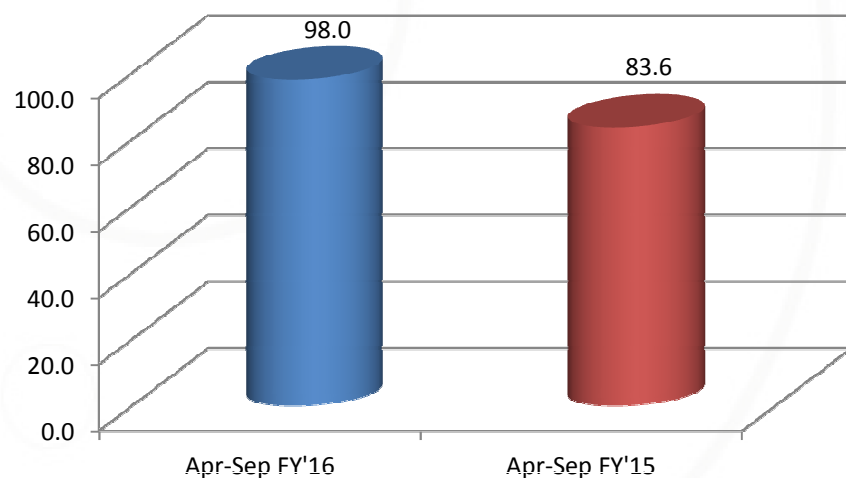


"Price Less" Fashion",

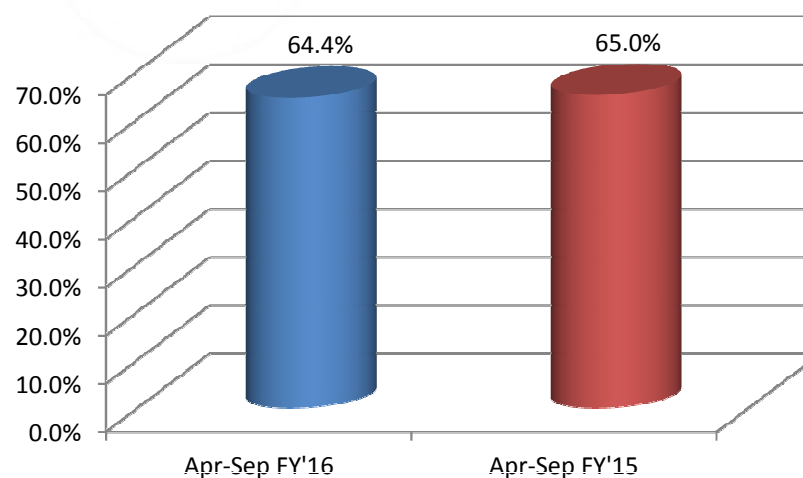
Operational Parameters – Apr-Sep FY16 vs FY15



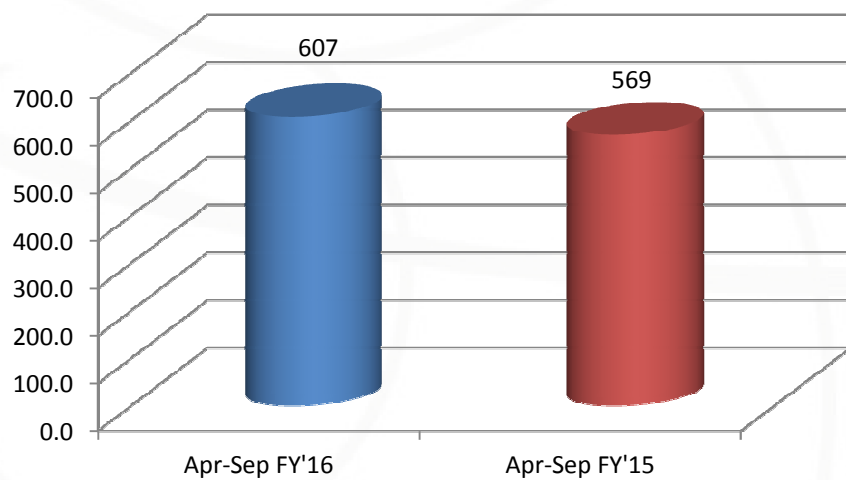
Footfall (lakhs)



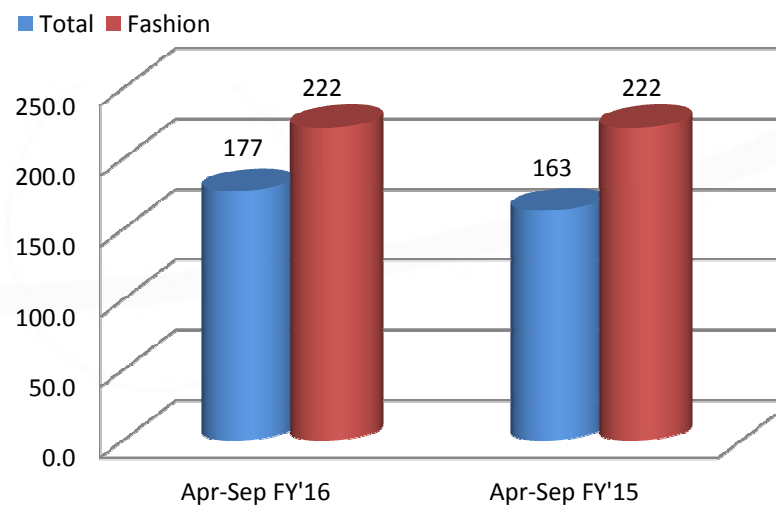
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)

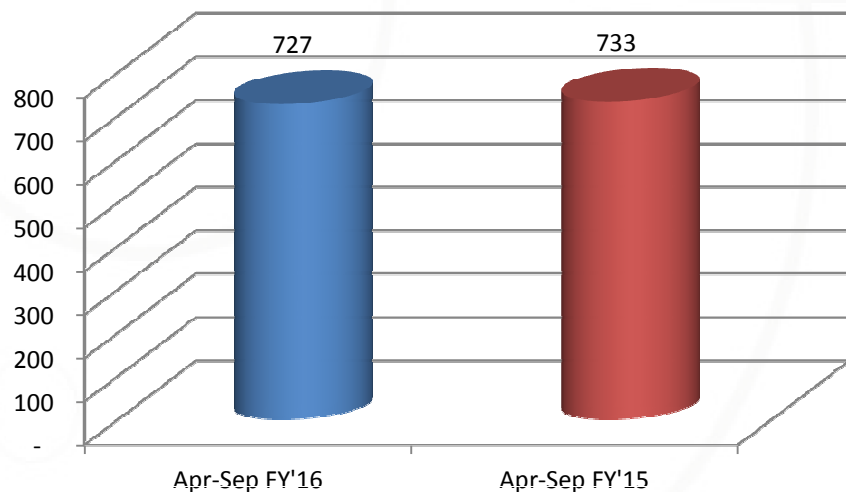


"Price Less" Fashion",

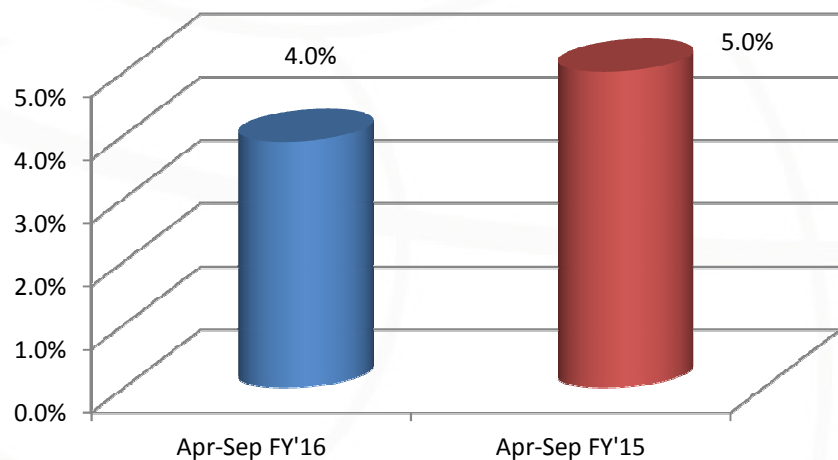
Operational Parameters – Apr-Sep FY16 vs FY15



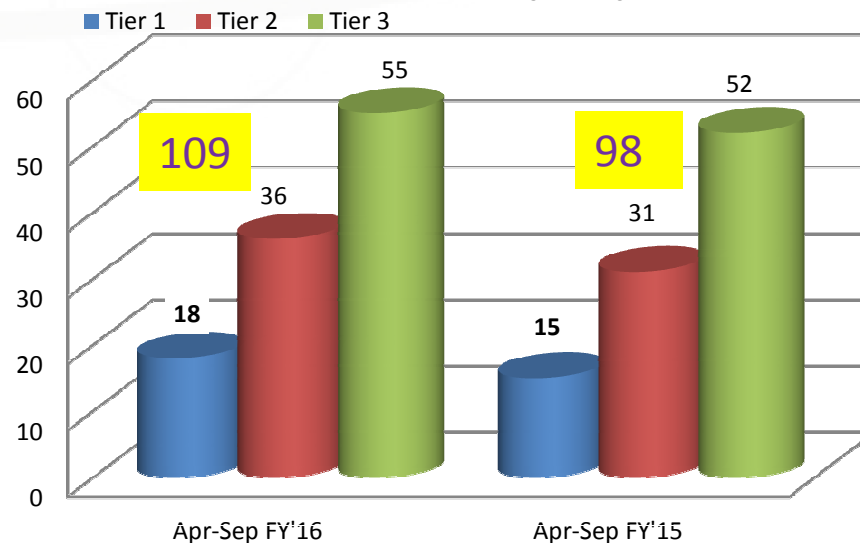
Sales per sq feet (per month)



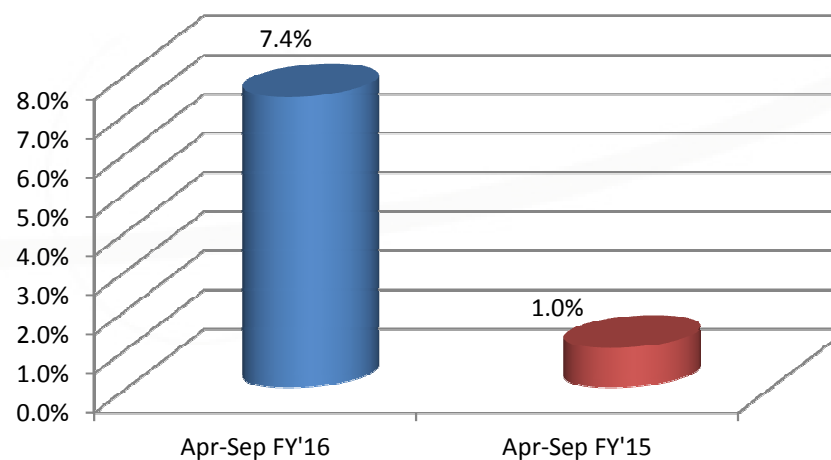
Same Store Sales Growth (Fashion) (%)



Store Count (Nos)



Same Store Volume Growth (Fashion) (%)

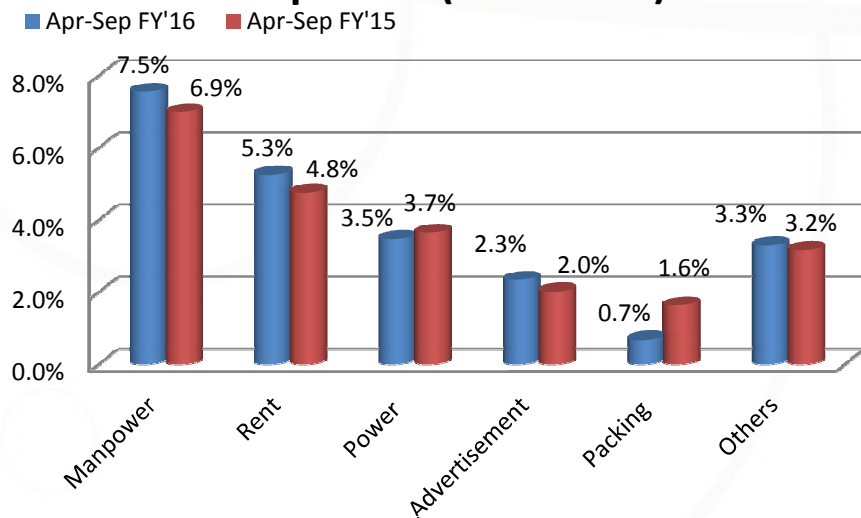


"Price Less" Fashion",

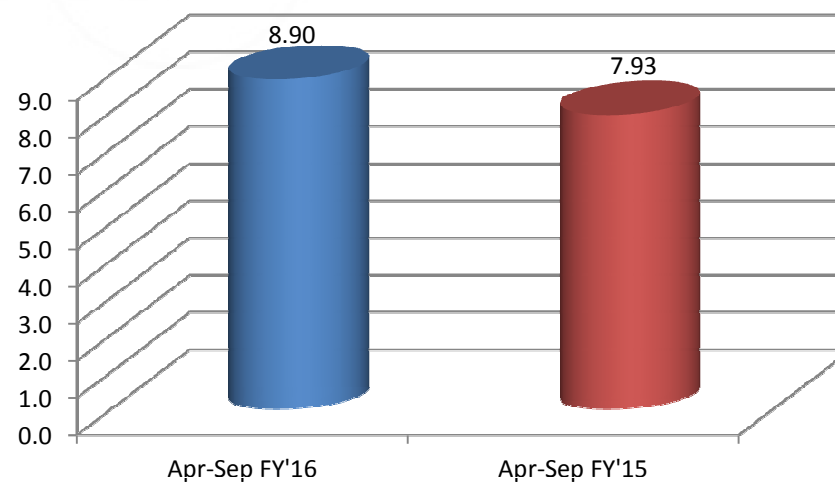
Key Parameters – Apr-Sep FY16 vs FY15



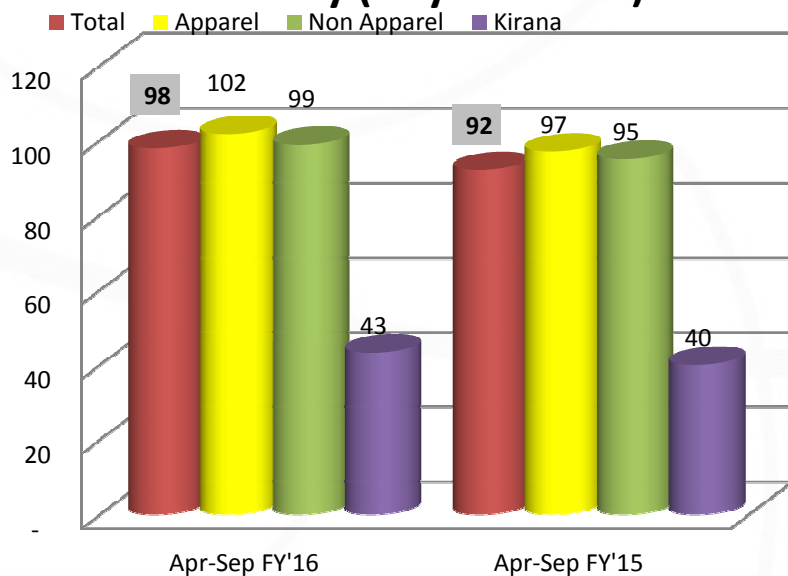
Expenses (% of Sales)



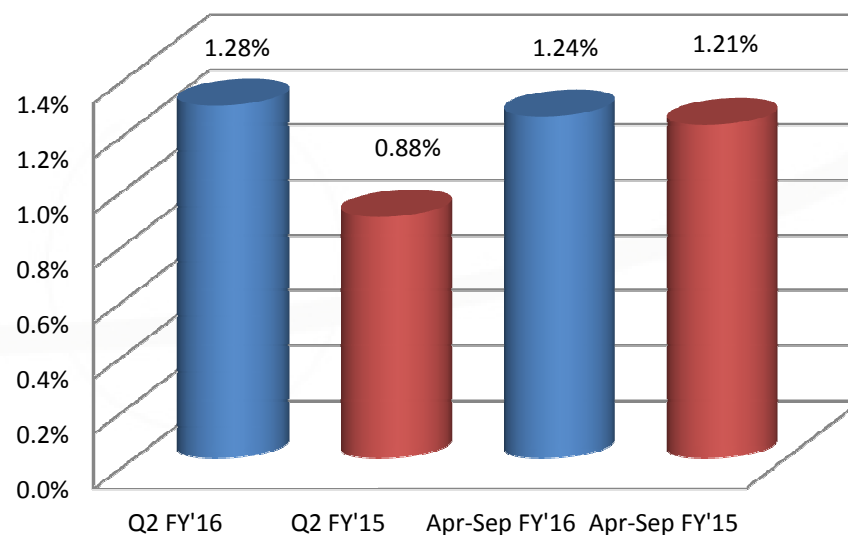
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



"Price Less" Fashion",

Key highlights of Q2 FY16 vs Q2 FY15 results

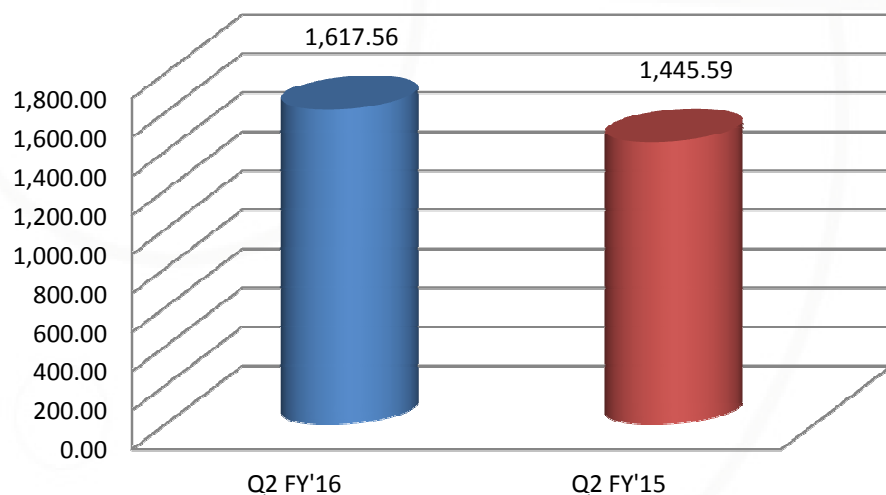


- Number of Stores has increased to 109 from 98 yoy.
- Revenue growth is 12%, yoy with Same Store Sales de-growth (fashion) of 2% and Same Store Volume growth of 1%.
- Sales per sq foot (per month) is Rs. 637 from Rs. 674 with a drop of 5%.
- Contribution of Fashion segment to total revenues has expanded to 90%, whereas that of kirana has reduced to 10%.
- Gross Profit has improved by 15%.
- Net profit is Rs. 0.95 crores.

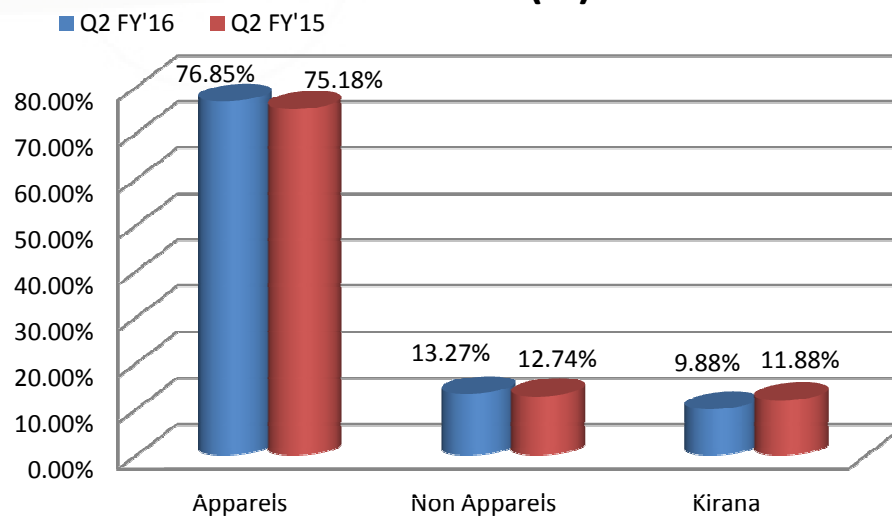
Financial Parameters – Q2 FY 16 vs FY 15



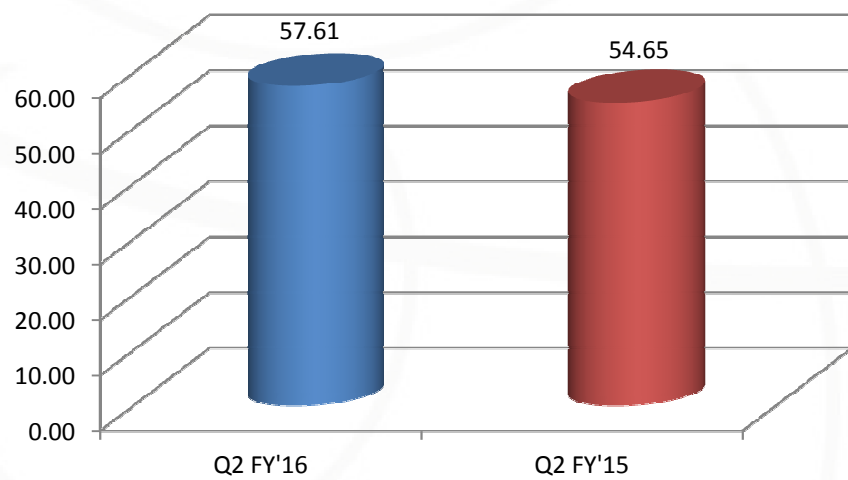
Sales (Millions)



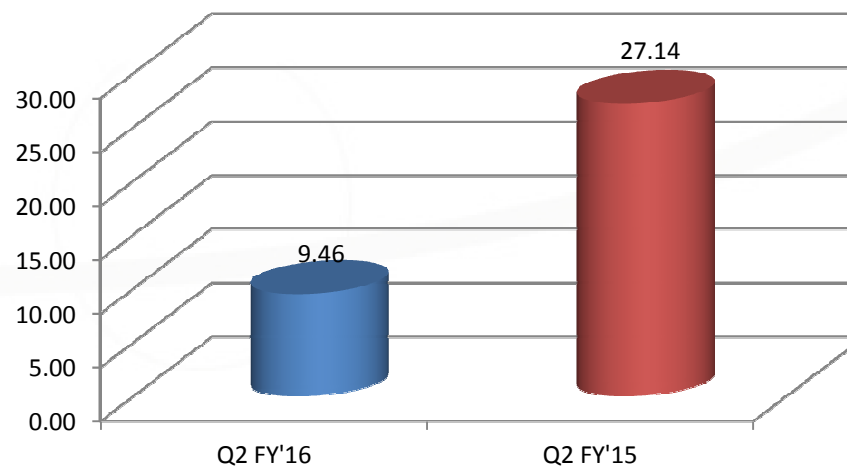
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)

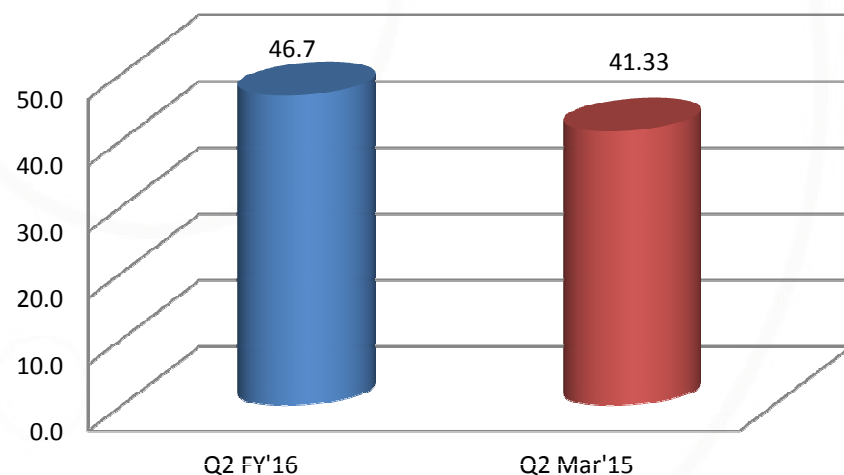


"Price Less" Fashion",

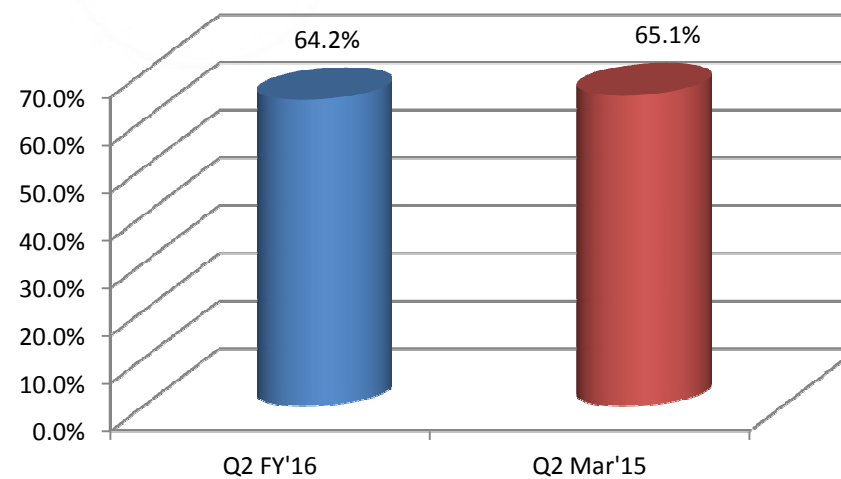
Operational Parameters – Q2 FY16 vs FY15



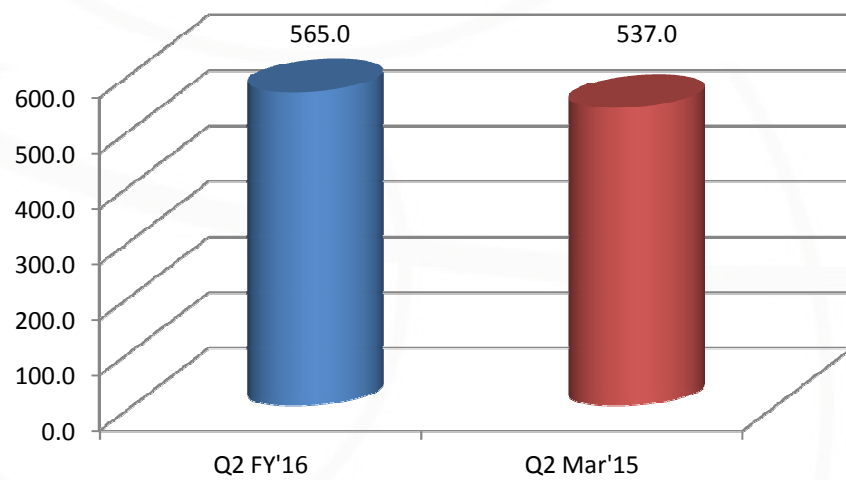
Footfall (lakhs)



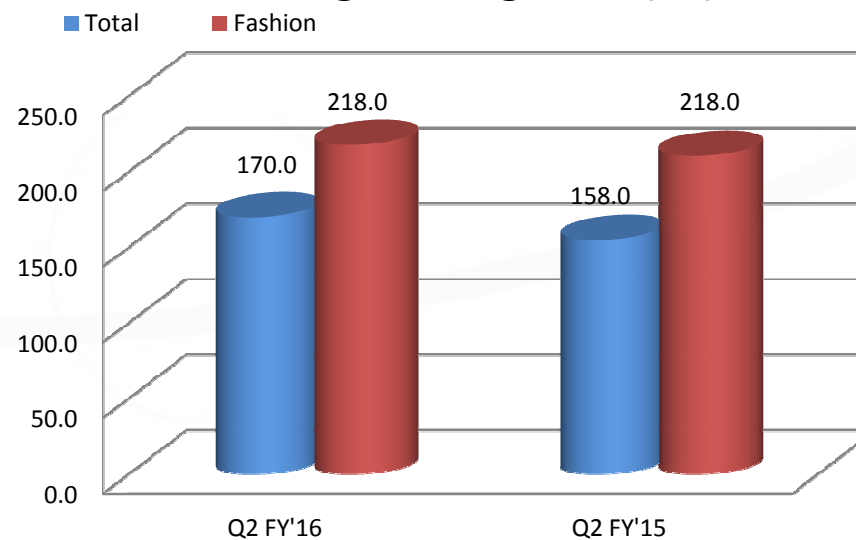
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



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Financial Review – Profit & Loss Statement



Particulars	For the period ended	
	30.09.2015	30.09.2014
	(Unaudited)	(Unaudited)
Part I		
1. Income from operations		
(a) Net sales/income from operations	36,574.33	30,905.60
(b) Other operating income	47.56	54.03
Total income from operations (net)	36,621.89	30,959.63
2. Total expenses	34,736.96	28,933.53
3. Profit from operations before other income, finance costs and prior period items (1-2)	1,884.93	2,026.10
4. Other income	78.50	182.02
5. Profit from ordinary activities before finance costs and prior period items (3+4)	1,963.43	2,208.12
6. Finance costs	114.62	291.33
7. Profit from ordinary activities after finance costs but before tax and prior period items (5-6)	1,848.81	1,916.79
8. Prior period items - income/(expense) (net)	(16.17)	(16.49)
9. Profit from ordinary activities before tax (7+8)	1,832.64	1,900.30
10. Tax expense *	618.91	617.35
11. Net profit from ordinary activities after tax (9-10)	1,213.73	1,282.95
12. Extra-ordinary items (net of tax)	-	(108.55)
13. Net profit for the period (11+12)	1,213.73	1,174.40
14. Paid up equity share capital (Face value of Rs.10 per share)	1,805.46	1,800.01
15. Reserves excluding revaluation reserves	-	-
16.i Earnings per share (before extraordinary items) (of Rs. 10 each) (not annualised)		
(a) Basic	6.73	7.14
(b) Diluted	6.73	7.14
16.ii Earnings per share (after extraordinary items) (of Rs. 10 each) (not annualised)		
(a) Basic	6.73	6.54
(b) Diluted	6.73	6.54

* Tax expense include deferred tax.

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Financial Review - Balance Sheet and CFS



V-Mart Retail Limited

Balance Sheet as at 30 September 2015

	Notes	As at 30 September 2015 (Rs.)	As at 31 March 2015 (Rs.)
EQUITY AND LIABILITIES			
Shareholder's funds			
Share capital	5	180,546,130	180,156,890
Reserves and surplus	6	1,996,598,938	1,869,233,199
		<u>2,177,145,068</u>	<u>2,049,390,089</u>
Non-current liabilities			
Long-term borrowings	7	21,171,809	15,249,514
Long term provisions	8	17,480,974	14,709,337
Other non-current liabilities	9	68,394,286	49,673,683
		<u>107,047,069</u>	<u>79,632,534</u>
Current liabilities			
Short-term borrowings	10	416,090,552	286,283,460
Trade payables		961,628,022	751,799,137
Other current liabilities	11	88,910,078	69,539,728
Short-term provisions	12	51,860,907	52,961,947
		<u>1,518,489,559</u>	<u>1,160,584,272</u>
		<u>3,802,681,696</u>	<u>3,289,606,895</u>
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	13	970,349,777	965,442,228
Intangible assets	14	15,087,060	15,210,814
Capital work-in-progress		46,835,839	7,207,558
Non-current investments	15	130,300,000	55,300,000
Deferred tax assets	16	20,189,014	6,428,131
Long term loans and advances	17	177,889,937	157,333,812
Other non-current assets	18	20,919,911	653,406
		<u>1,381,571,538</u>	<u>1,207,575,949</u>
Current assets			
Current investments	19	62,053,307	162,700,000
Inventories	20	2,211,526,000	1,832,027,476
Cash and bank balances	21	16,342,139	33,555,800
Short-term loans and advances	22	130,953,972	53,063,492
Other current assets	23	234,740	684,178
		<u>2,421,110,158</u>	<u>2,082,030,946</u>
		<u>3,802,681,696</u>	<u>3,289,606,895</u>

V-Mart Retail Limited

Cash Flow Statement for the period ended 30 September 2015

	For the period ended 30 September 2015 (Rs.)	For the period ended 31 March 2015 (Rs.)
A. Cash flows from operating activities		
Net profit before tax	183,264,115	553,301,880
Adjustment for:	136,924,330	240,212,364
Operating profit before working capital changes	320,188,445	793,514,244
Movements in working capital :	(265,287,547)	(226,692,975)
Cash generated from operations	54,900,898	566,821,269
Taxes paid	(77,016,573)	(167,378,639)
Net cash flow from operating activities	(22,115,675)	399,442,630
B. Cash flows used in investing activities		
Net cash flow used in investing activities	(124,767,634)	(190,526,695)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	134,353,071	(198,968,598)
Net increase/(decrease) in cash and cash equivalents	(12,530,238)	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	13,806,580	26,336,818
Net increase/(decrease) in cash and cash equivalents	(12,530,238)	9,947,337

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Financial Review - Utilization of IPO Funds



Means of finance for the objects of Initial Public Offering (IPO) are as under:

Particulars	(Rs. in lacs)
Proceeds from the fresh issue	5,798.10
Proceeds from Pre-IPO placement	2,625.00
Internal accruals	717.60
	9,140.70

The utilization of the aforementioned means of finance as on 30 September 2015 is as under :

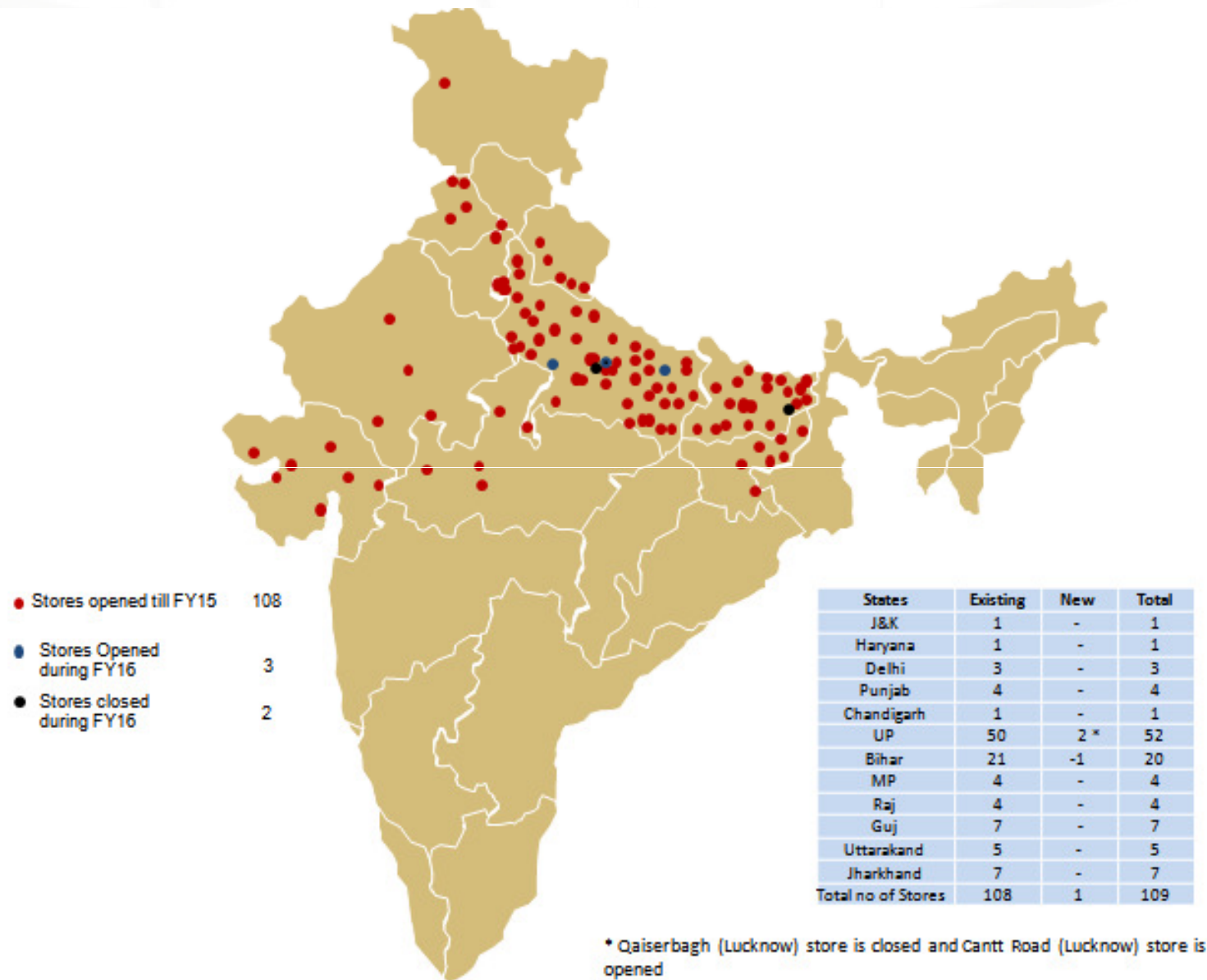
(Rs. in lacs)

Particulars	Utilization planned as per prospectus	Utilization of IPO proceeds as on 30 September 2015	Adjustments (utilization of surplus towards other objects)	Balance amount to be utilized as on 30 September 2015
To open new stores	6,970.40	(7,044.67)	74.27	-
Expansion of distribution centre	438.70	(371.03)	(67.67)*	-
Working capital	1,000.00	(1,000.00)	-	-
Share issue expenses	731.60	(725.00)	(6.60)*	-
	9,140.70	(9,140.70)	-	-

* Surplus available after actual expenses incurred has been utilized towards other objects of the issue.

**NEW STORES OPENING
AND PROMOTIONS
Q2 – Mar'16**

V-MART RETAIL LTD.



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EXISTING STORES – Statewise Distribution



States	Store Count (30 th September 2015)
Delhi	03
Uttar Pradesh	52
Gujarat	07
Bihar	20
Punjab	04
Madhya Pradesh	04
Rajasthan	04
Haryana	01
Chandigarh	01
Jammu and Kashmir	01
Uttarakhand	05
Jharkhand	07
Total	109

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New Stores



A.



	Store Name	Date of Opening	Retail Space (Sq ft)
A.	Cantt Road, Lucknow	01.07.15	8046
B.	Etawah	11.07.15	8731
C.	Padri Road, Gorakhpur	12.08.15	7000

B.



C.



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PROMOTIONS - CAMPAIGNS



S. No	Campaign	Launch	Location
1	Eid	04.07.15	All India
2	Big Sale	20.07.15	All India
3	Mahabachat ke 3 din	14.08.15	All India
4	Autumn	01.09.15	All India
5	Bakri Eid	19.09.15	All India

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PROMOTIONS – Eid



₹500/-* की बच्चों के कपड़ों की शॉपिंग FREE

ईद की खुशियों के साथ
लेटेस्ट फैशन, स्टाइल
और अनगिनत ऑफर्स की सौगात

4-18 July, 2015

*T&C Apply

Address: | 91 शहरों में 108 स्टोर्स के साथ, 8.80 लाख Sq.ft. से भी ज्यादा शॉपिंग एरिया तेजी से बढ़ती रिटेल श्रृंखला
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प्रतिमाह 20 लाख से ज्यादा संतुष्ट ग्राहक

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PROMOTIONS – Big Sale



BIG SALE

LAST CHANCE

CRAZY DISCOUNTS*

20 Jul - 11 Aug 2015

पटना: राज टॉवर, बोरिंग रोड फ्रांसिंग • SBI Bank के निकट, राजीव नगर • कसेरा टोली, पानी टंकी मोड़, पटना सिटी • **आरा:** बाबू बाजार, जैन स्कूल के निकट • **बेगूसराय:** श्याम कॉम्प्लेक्स, कचहरी रोड • **गया:** केदारनाथ मार्केट, पीर मनसूर रोड • गाँधी मैदान के सामने, नार्थ इंडिया चर्च रोड • **छपरा:** महिला कॉलेज के निकट, श्री नन्दन पथ • **औरंगाबाद:** एम. जी. रोड • **सिवान:** राजेन्द्र पथ, छपरा रोड • **सासाराम:** गोलाकक्षनी, रोहतास • **गोपालगंज:** बस स्टैंड के सामने, विजय मार्केट

92 शहरों में 109 स्टोर्स के साथ, 8.80 लाख Sq. Ft. (81055 Sq. Mt.) से भी ज्यादा शॉपिंग एरिया, तेजी से बढ़ती रिटेल श्रंखला • सम्पूर्ण वातानुकूलित स्टोर दिल्ली • चंडीगढ़ • पंजाब • हरियाणा • राजस्थान • गुजरात • मध्य प्रदेश • उत्तर प्रदेश • उत्तराखण्ड • झारखण्ड • बिहार • जम्मू कश्मीर
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*Conditions apply. Offer valid on select brands/ items product pictures are only visual representations. Valid till stock lasts. In case any dispute V-mart reserves the right to take the final decision.



प्रतिमाह 20 लाख से ज्यादा संतुष्ट ग्राहक

BIG SALE मेंस वियर

मेन्स टी-शर्ट ₹199/- onwards	मेन्स फार्मल / कैजुअल शर्ट ₹249/- onwards
मेन्स स्पोर्ट्स कुर्ता पजामा ₹349/- onwards	मेन्स डेनिम जींस ₹895/- onwards BUY 1 GET 1 FREE

BIG SALE लेडीज वियर

लेडीज जींस / जेनिंग ₹695/- onwards	लेडीज टॉप ₹199/- onwards
लेडीज कैजुअल कुर्ती ₹199/- onwards	लेडीज अनारकली सूट ₹995/- onwards

BIG SALE किड्स वियर

किड्स जींस ₹299/- onwards	बॉयज टी-शर्ट ₹199/- onwards
बॉयज इंडो-वेस्टर्न ₹1495/- onwards	गर्ल्स टॉप ₹99/- onwards

BIG SALE

फुट वियर (लेटेस्ट फैशन ट्रेंड्स) ₹395/- onwards	बेड शीट ₹999/- onwards BUY 1 GET 1 FREE
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“Price Less” Fashion”,

PROMOTIONS – Mahabachat Ke 3 Din



69 स्वतंत्रता दिवस के शुभ अवसर पर

माहा बाबा 3 दिना
14th - 16th August

V MART
PRICE "LESS" FASHION

Address: | 92 शहरों में 109 स्टोर्स के साथ, 8.80 लाख Sq.ft. से भी ज्यादा शॉपिंग एरिया तेजी से बढ़ती स्टिल भूखला
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प्रतिमाह 20 लाख
से ज्यादा संतुष्ट ग्राहक

"Price Less" Fashion,

PROMOTIONS – Autumn



मेन्स टी-शर्ट

₹149/- to
₹799/-



मेन्स स्वेट शर्ट

₹299/- to
₹1299/-



लेडीज कुर्ती
डिजाइनर / प्रिन्टेड

₹399/- to
₹1299/-



नवजात शिशु
का जैकेट

₹299/- to
₹1599/-



नवजात शिशु
का कैजुअल
बाबा सेट



स्वरूप नगर, चौधरी पेट्रोल पम्प के पास, इटावा

92 शहरों में 110 स्टोर्स के साथ, 8.80 लाख Sq. Ft. (81055 Sq. Mt.) से भी ज्यादा शॉपिंग एरिया, सम्पूर्ण वातानुकूलित शोरूम
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