



Ref. No. CS/S/L-533/2021-22

8th November, 2021

To: The Listing Department NATIONAL STOCK EXCHANGE OF INDIA LIMITED "Exchange Plaza" Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Scrip Code: VMART Fax: 022-26598120 Email: cmlist@nse.co.in	To: The Corporate Relationship Department THE BSE LTD Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 534976 Fax: 022-22723121 Email: corp.relations@bseindia.com
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Sub: Presentation to Analysts/Investors

Dear Sir/Madam,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the second quarter and half year ended 30st September, 2021.

The above presentation is also available on the company's website: <http://www.vmart.co.in>.

We request you to kindly take the above information on record.

Thanking you,

Yours Truly
For V-Mart Retail Limited

MEGHA Digitally signed by
MEGHA TANDON
TANDON Date: 2021.11.08
14:16:18 +05'30'

Megha Tandon
Company Secretary & Compliance Officer

Encl: As above

V-MART RETAIL LTD.

CIN- L51909DL2002PLC163727

Corporate Office : Plot No. 862, Udyog Vihar, Industrial Area Phase V, Gurgaon - 122 016 (Haryana)
Tel. : 0124-4640030, Fax No. : 0124-4640046 Email : info@vmart.co.in Website : www.vmart.co.in
Registered Office : 610-611, Guru Ram Dass Nagar, Main Market, Opp. SBI Bank, Laxmi Nagar, New Delhi - 110092

V-Mart Retail Ltd.

Review of Financial Results

Q2 FY'22





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April - Sep FY'22

Key Highlights
Financial Parameters
Operational Parameters

Key Highlights: April – Sep FY'22 vs. FY'21 Results

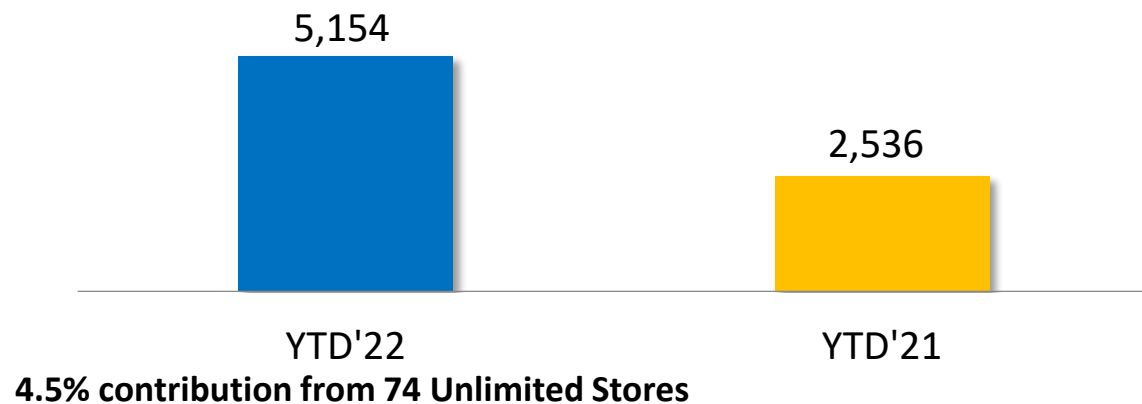
- **Number of Stores** : 368 (opened : 90, closed : 1)

Includes 74 Unlimited stores acquired and integrated w.e.f 1st September 2021

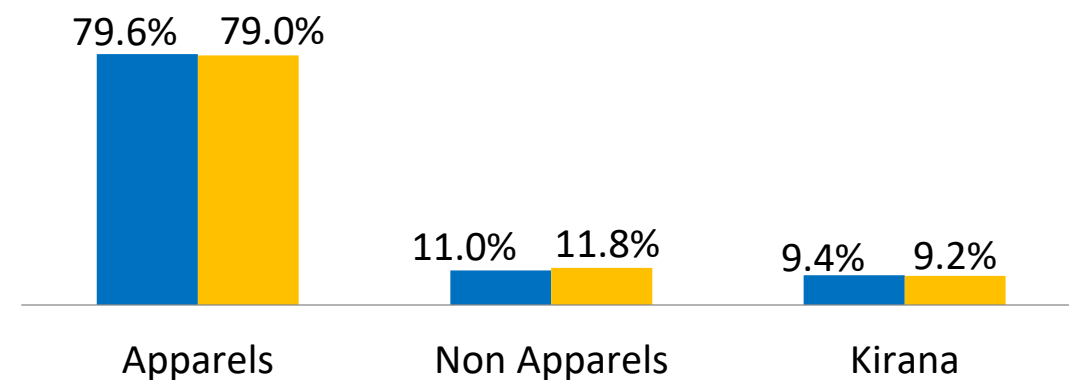
- **Revenue growth** : 103% vs. FY'21
- **Contribution** of segment to total revenue :
 - Fashion 91%
 - Kirana 9%
- **Net profit/(loss)** : Rs. (429) million

Financial Parameters : April - Sep FY'22 vs. FY'21

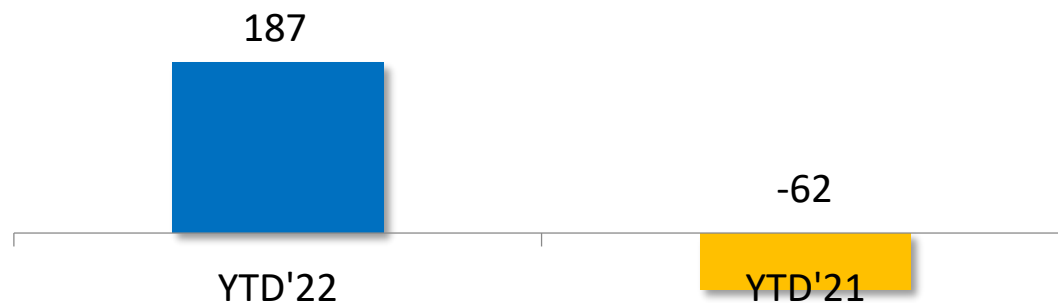
Sales (Millions)



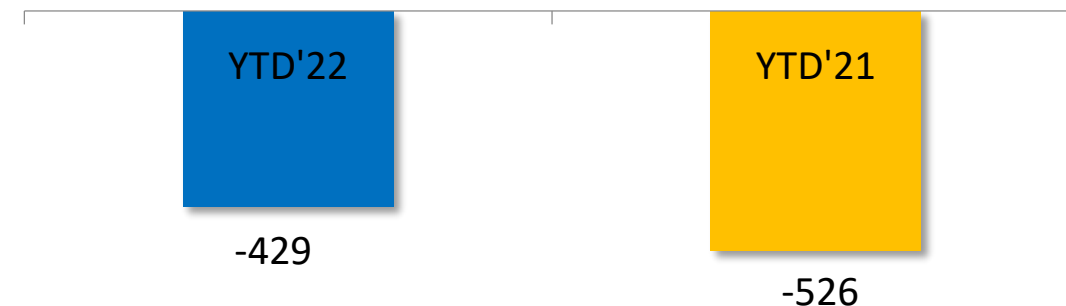
Sales Mix (%)



EBITDA (Millions)

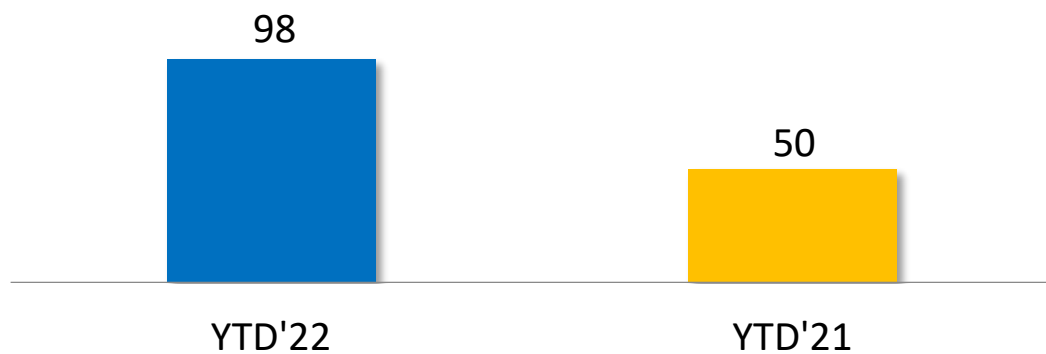


PAT (Millions)

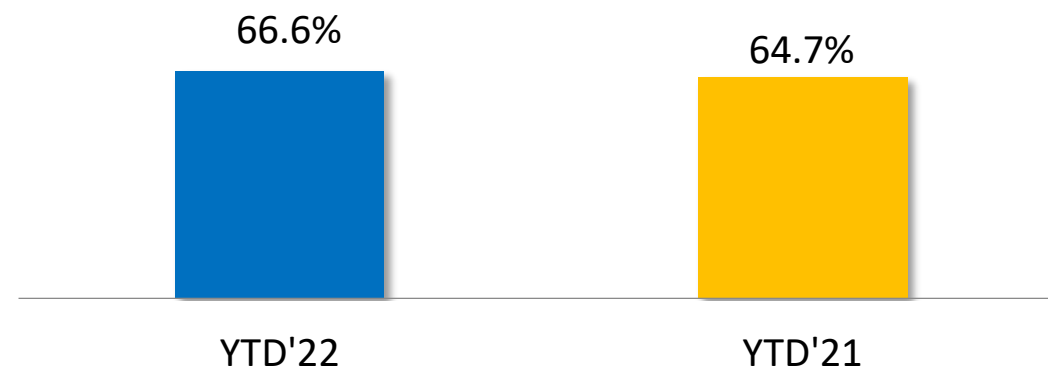


Operational Parameters : April - Sep FY'22 vs. FY'21

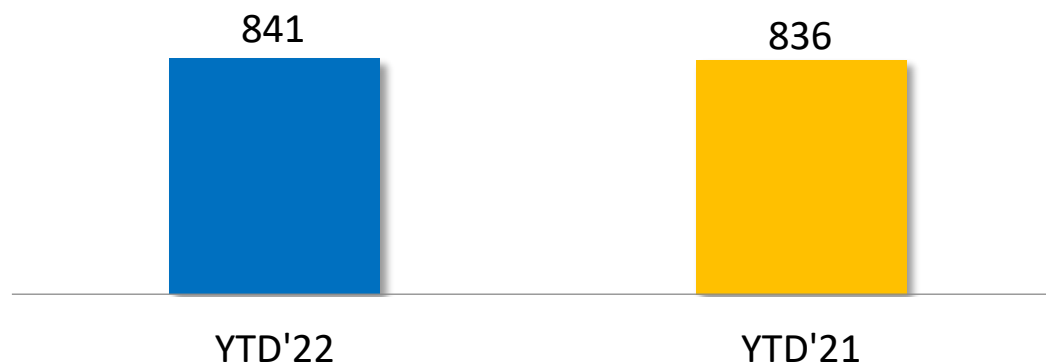
Footfall (Lakhs)



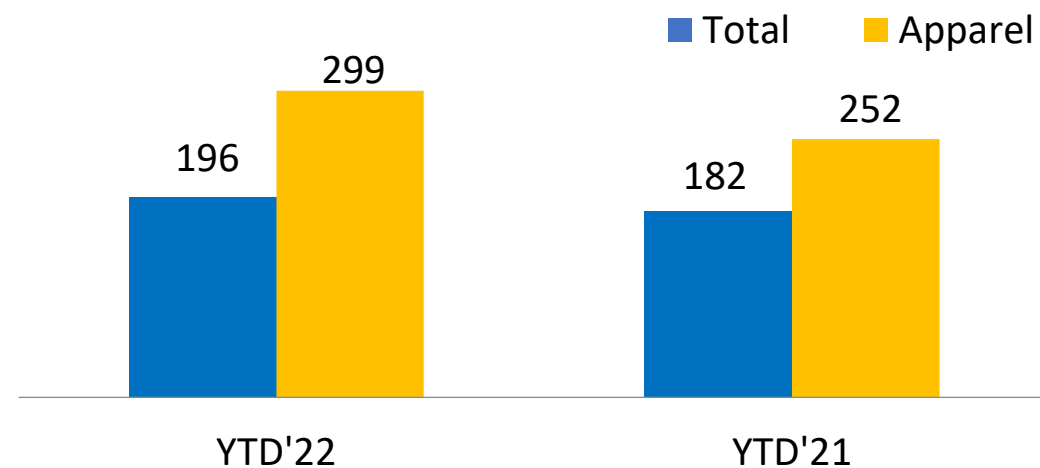
Conversion Rate (%)



Transaction size (Rs.)

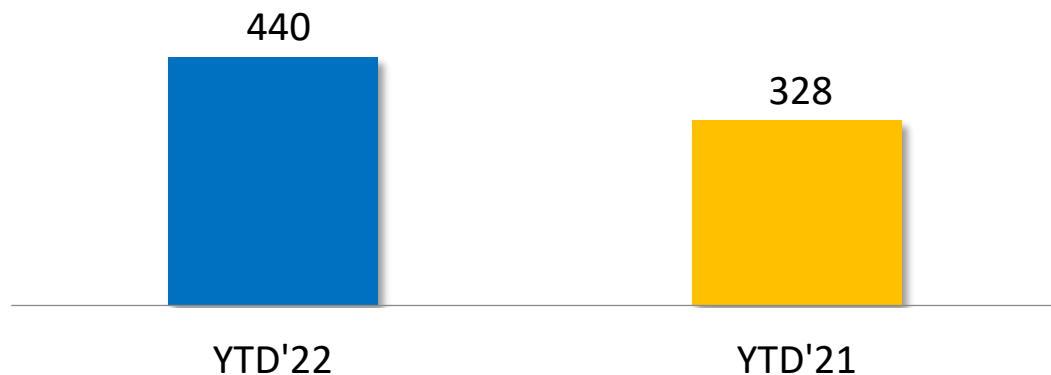


Average Selling Price (Rs)

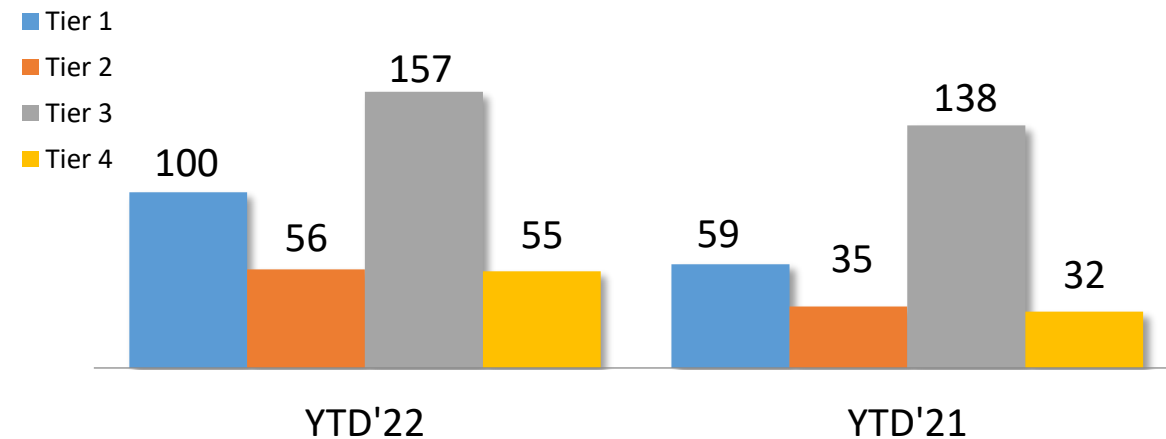


Operational Parameters : April - Sep FY'22 vs. FY'21

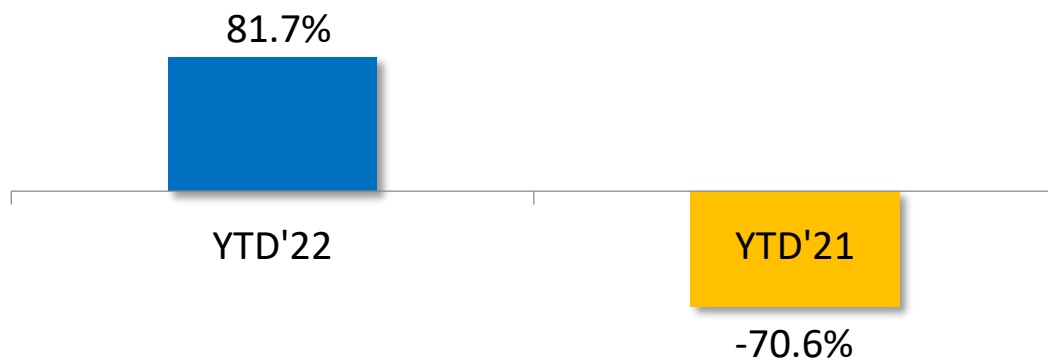
Sales per sq feet (per month)



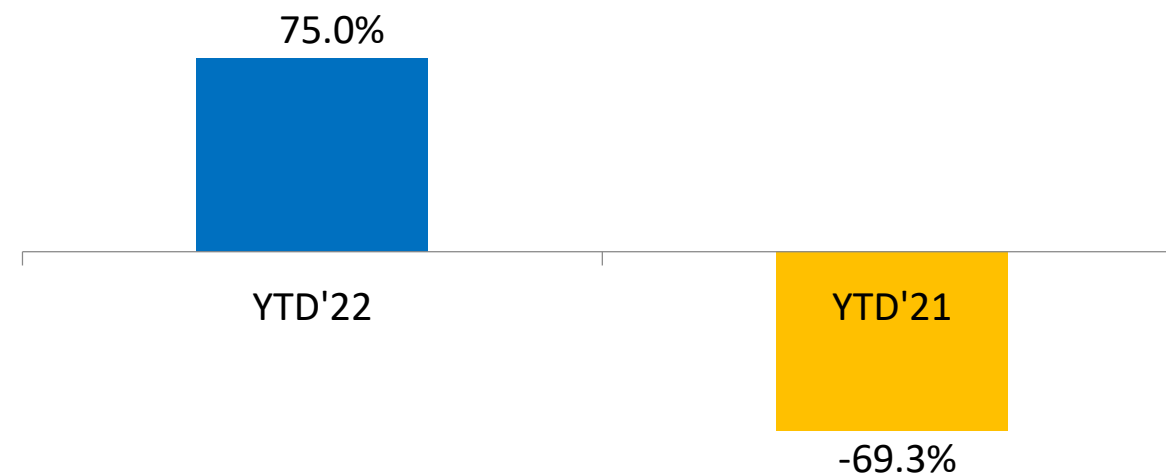
Store Count (Nos)



Same Store Sales Growth (%)

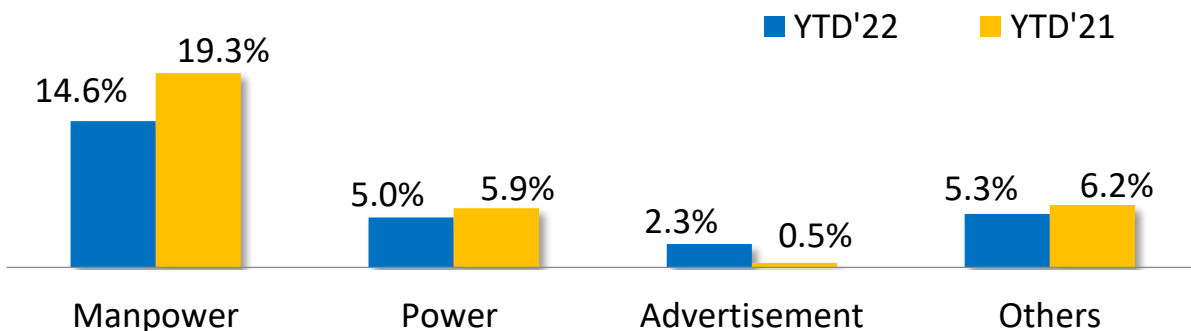


Same Store Volume Growth (%)

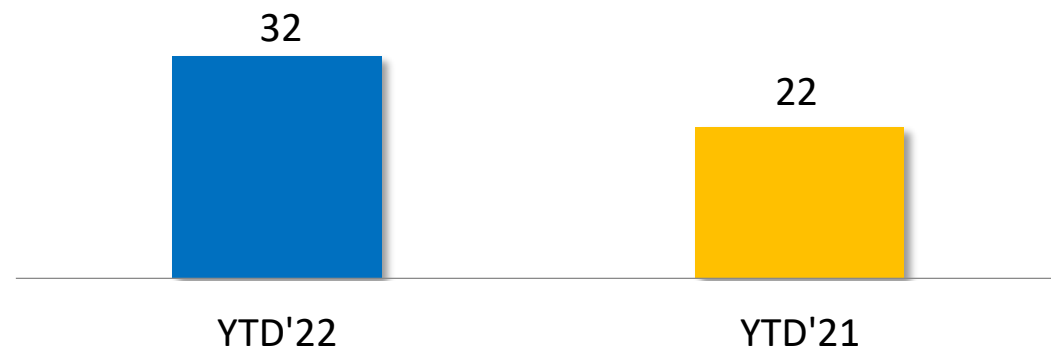


Operational Parameters : April - Sep FY'22 vs. FY'21

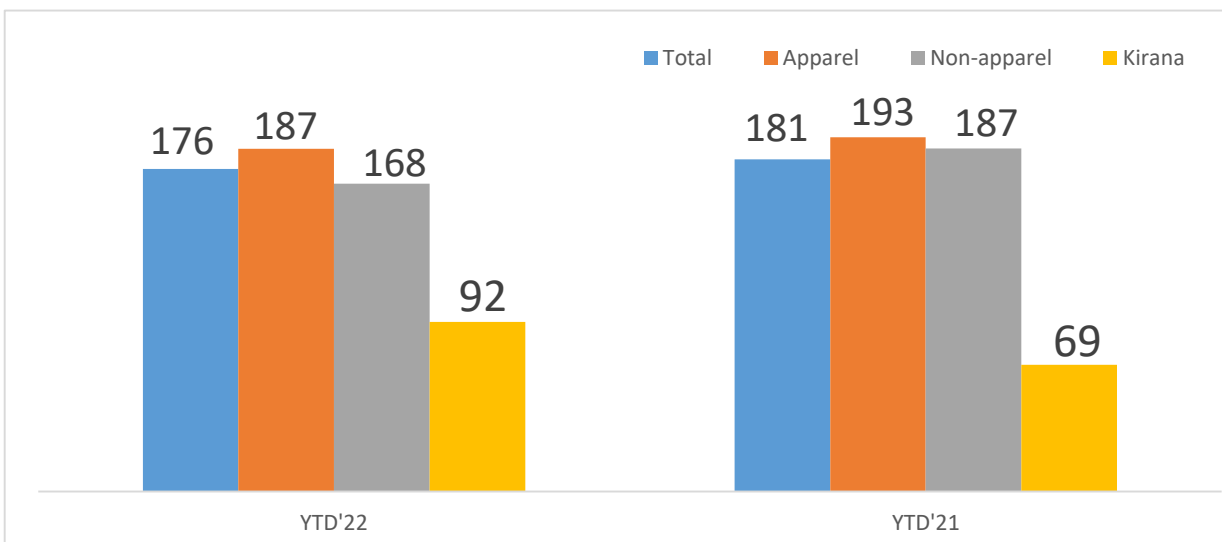
Expenses (% of Sales)



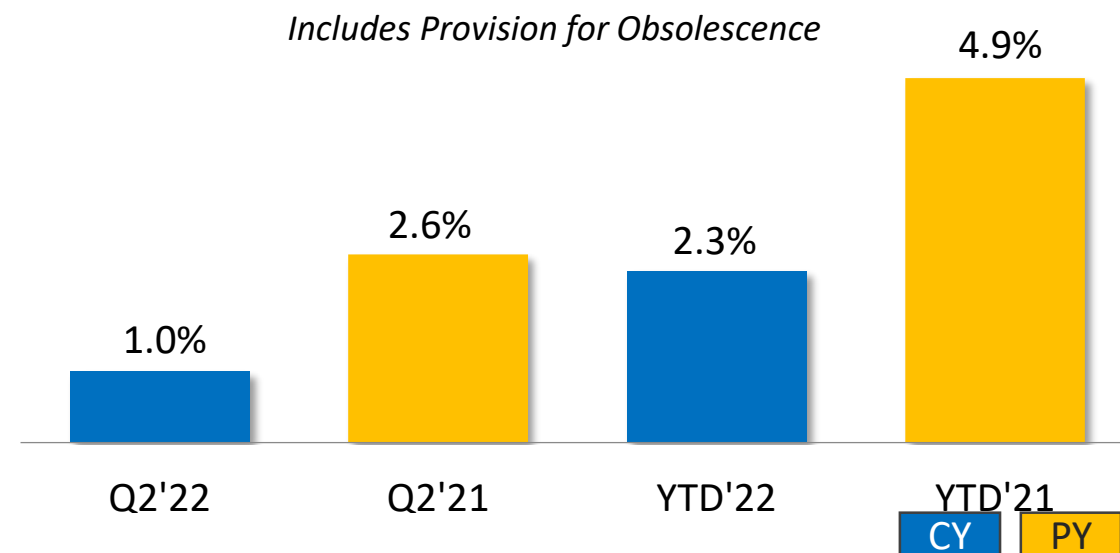
Retail Space (Lacs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Key Highlights: Q2 FY'22 vs. FY'21 Results

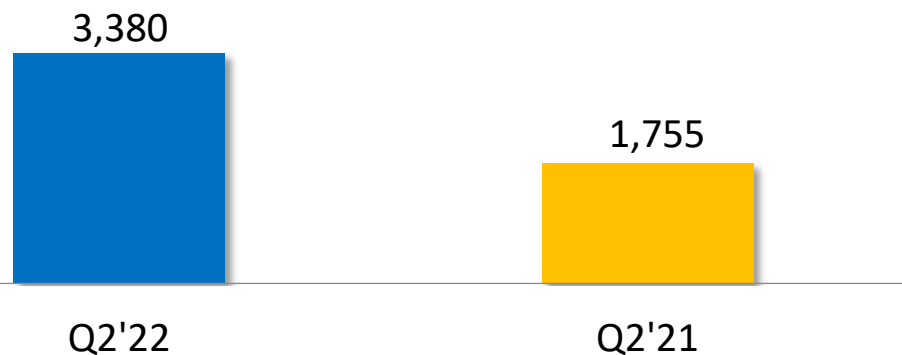
- **Number of Stores** : 368 (opened : 87, closed : 01)

Includes 74 Unlimited stores acquired and integrated w.e.f 1st September 2021

- **Revenue growth** : 93% vs. Q2'21
- **Contribution** of segment to total revenue :
 - Fashion 91%
 - Kirana 9%
- **Net profit/(loss)** : Rs. (141) million

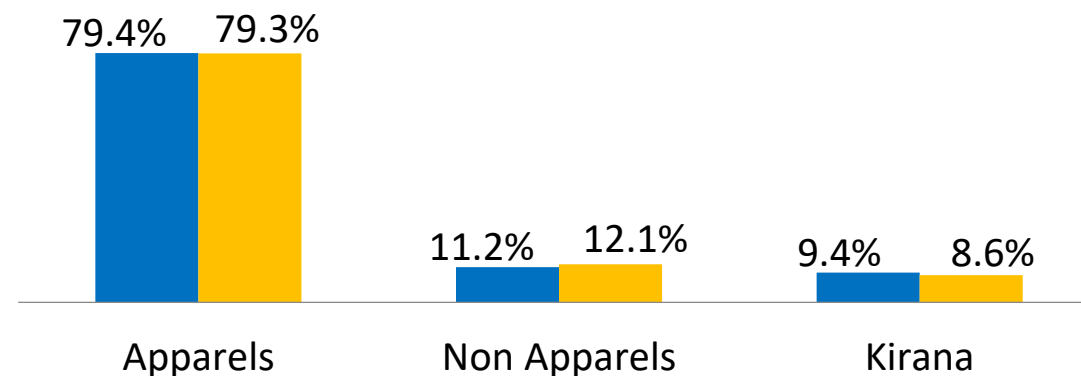
Financial Parameters : Q2 FY'22 vs. FY'21

Sales (Millions)

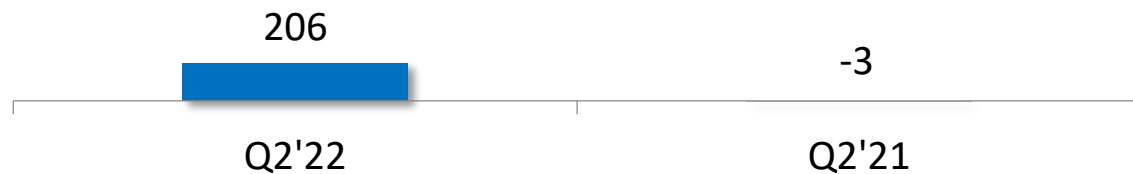


6.9 % contribution from 74 Unlimited Stores

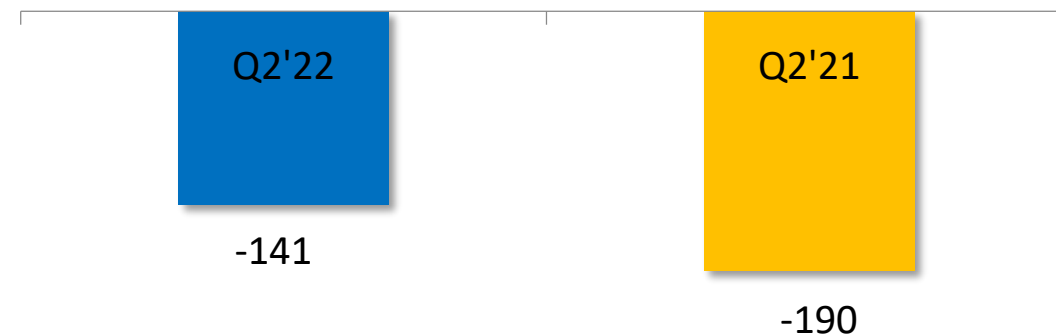
Sales Mix (%)



EBITDA (Millions)

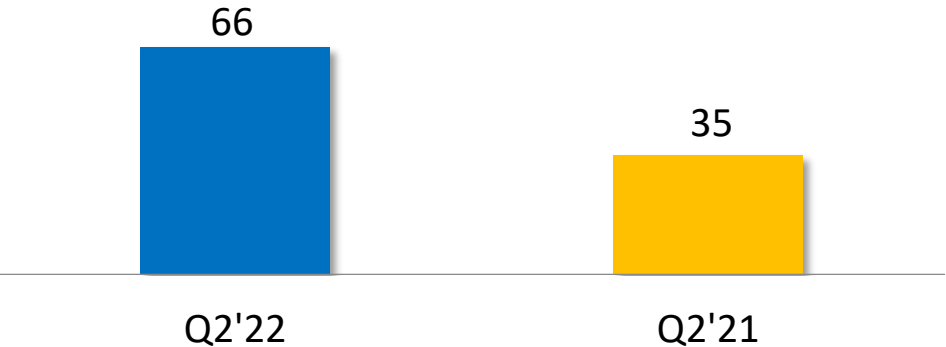


PAT (Millions)



Operational Parameters : Q2 FY'22 vs. FY'21

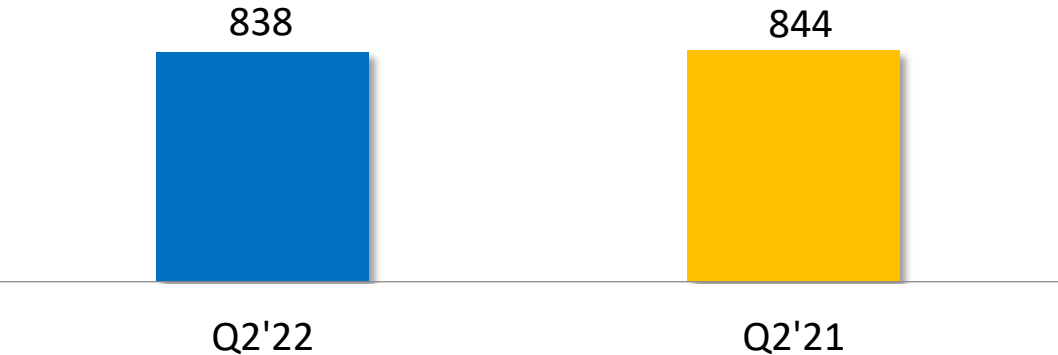
Footfall (Lakhs)



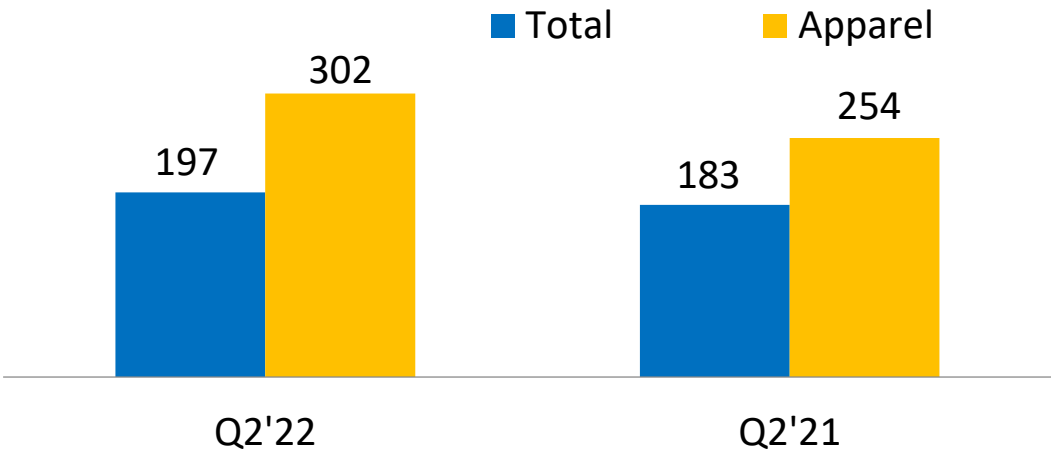
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



Ind-AS 116 : P&L Impact (YTD - FY'22)

(Rs. in million)

Particulars (impact on PBT) - YTD	Pre Ind-AS116 (A)	Post Ind-AS116 (B)	Net Impact on PBT C=(B-A)
Rent	517	8	(509)
Finance cost	2	325	323
Depreciation & Amortization	190	527	337
PBT decreased by			152

"Changes due to Ind-AS 116 (increase) / decrease on PBT"

Financial Review – Profit & Loss Statement

Rs. in million (except per share data)

Particulars	For the period ended	
	30.09.2021	30.09.2020
	(Unaudited)	(Unaudited)
I. Revenue from operations	5,154	2,536
II. Other income	86	164
III. Total Income (I + II)	5,240	2,700
IV Total expenses (IV)	5,819	3,411
V (Loss)/profit before tax (III-IV)	(579)	(711)
VI Total tax expense* (VI)	(151)	(185)
VII (Loss)/profit for the year (V-VI)	(428)	(526)
VIII Other comprehensive (loss)/income	(8)	(1)
IX Total comprehensive (loss)/income for the period (VII+VIII)	(436)	(527)
X (Loss)/Earning per share (Nominal value of Rs. 10 each)		
(a) Basic (Rs.)	(21.62)	(28.96)
(b) Diluted (Rs.)	(21.62)	(28.96)

* Tax expense includes deferred tax

Financial Review - Balance Sheet and CFS

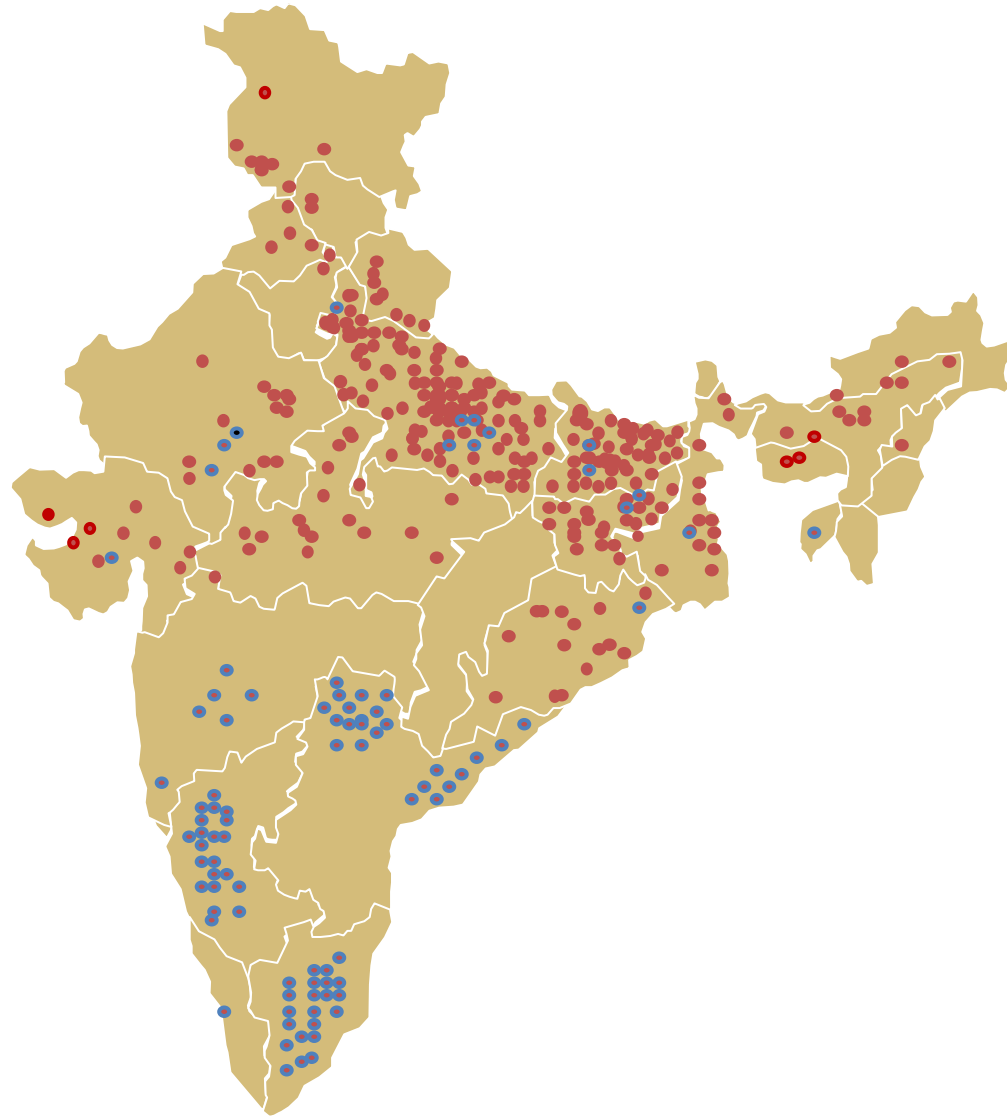
V-Mart Retail Limited		
Statement of un-audited Assets and Liabilities:		
Particulars	As at September 30, 2021	As at March 31, 2021
	(Unaudited)	(Audited)
I ASSETS		
Non-current assets		
Property, plant and equipment	2,593.01	1,757.86
Right-of-use assets	6,547.30	5,179.99
Capital work-in-progress	60.12	21.90
Intangible assets	34.08	27.57
Financial assets		
Investments	39.51	36.20
Other financial assets	429.30	142.64
Deferred tax assets (net)	406.43	252.72
Other non-current assets	57.01	27.26
	10,166.76	7,446.14
Current assets		
Inventories	5,601.36	4,283.07
Financial assets		
Investments	641.38	3,153.64
Loans	2.84	0.67
Cash and cash equivalents	157.34	238.00
Other financial assets	727.58	709.65
Other bank balances	28.25	36.73
Other current assets	570.85	397.52
	7,729.60	8,819.28
Total Assets	17,896.36	16,265.42
II EQUITY AND LIABILITIES		
EQUITY		
Equity share capital	197.33	197.06
Other equity	7,702.87	8,055.21
	7,900.20	8,252.27
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Lease liability	6,694.18	5,307.84
Employee benefit obligations	93.04	73.43
	6,787.22	5,381.27
Current liabilities		
Financial liabilities		
Borrowings	0.02	-
Lease liability	448.81	370.19
Trade payables		
a) total outstanding dues of ME and SE	465.17	558.87
b) total outstanding dues of creditors other than ME and SE	1,727.55	1,357.95
Other financial liabilities	371.43	102.03
Employee benefit obligations	36.84	32.07
Liabilities for current tax (net)	74.03	121.18
Other current liabilities	85.09	89.59
	3,208.94	2,631.88
Total Equity and Liabilities	17,896.36	16,265.42

(Rs. in million)

V-Mart Retail Limited		
Cash Flow Statement for the period ended September 30, 2021		
	For the period ended Sept 30, 2021	For the period ended March 31, 2021
A. Cash flows from operating activities		
Profit before Income Tax	(580)	(97)
Adjustment for:	716	1,443
Operating profit before working capital changes	136	1,346
Changes in working capital :	(1,347)	182
Cash flow from operations	(1,211)	1,528
Taxes paid (net of refunds)	(50)	(35)
Net cash flow from operating activities (A)	(1,261)	1,493
B. Investing activities		
Net cash flow (used in)/from investing activities (B)	1,597	(4,188)
C. Financing activities		
Net cash from/(used in) financing activities (C)	(419)	2,869
D. Net increase/(decrease) in cash and cash equivalents (A+B+C)	(83)	174
<ul style="list-style-type: none"> Net Capex : Rs. 970 million (previous year: Rs. 406 million) Free Cash Flows : Rs. -2,231 million (previous year: Rs. 1,087 million) 		

Stores Geographic Spread Q2 FY'22

Stores Geographical Spread



States	Existing*	New*	Closed*	Total
Assam	9	-	-	9
Arunachal Pradesh	1	-	-	1
Andhra Pradesh	-	9	-	9
Bihar	51	3	-	54
Chandigarh	1	-	-	1
Delhi	3	1	-	4
Goa	-	1	-	1
Gujarat	6	1	-	7
Haryana	1	-	-	1
Himachal Pradesh	2	-	-	2
Jammu & Kashmir	8	-	-	8
Jharkhand	20	2	-	22
Karnataka	-	21	-	21
Kerala	-	1	-	1
Madhya Pradesh	15	-	-	15
Maharashtra	-	5	-	5
Meghalaya	1	-	-	1
Nagaland	1	-	-	1
Odisha	8	1	-	9
Punjab	4	-	-	4
Rajasthan	16	2	1	17
Uttar Pradesh	110	5	-	115
Uttarakhand	8	-	-	8
West Bengal	14	1	-	15
Tamil Nadu	-	22	-	22
Telangana	-	14	-	14
Tripura	-	1	-	1
Total no. of stores	279	90	1	368

Thank you....!!

In case of any queries, please contact the IR Team:
ir@vmart.co.in

