



PRICE "LESS" FASHION

Date: 25th May 2018

Ref. No. CS/S/L-260/2018-19

To,

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 LIMITED
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400 001
Scrip code: 534976
Fax: 022-22723121
Email: corp.relations@bseindia.com

Sub : Presentation to Analysts/Investors

Sir,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the quarter and year ended 31st March, 2018.

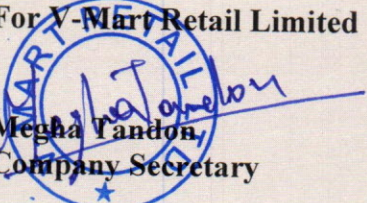
The above presentation is also available on the company's website: <http://www.vmart.co.in>.

Request you to kindly take the same on record.

Thanking you,

Yours truly,

For ~~V-Mart~~ Retail Limited


Megha Tandon,
Company Secretary

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

Review of Financial Result Q4 FY'18

Disclaimer

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Key highlights : Apr-Mar FY'18 vs FY'17 results



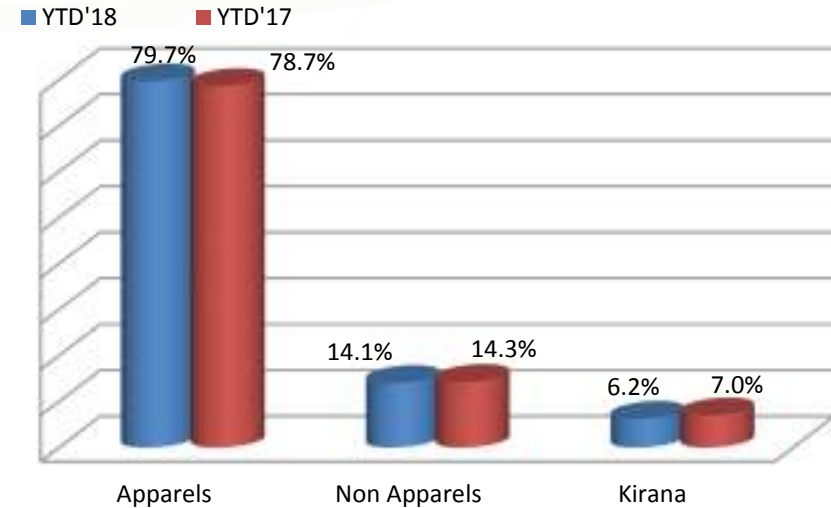
- **Number of Stores increases to 171 (add : 31, close : 1)**
- **Revenue grows by 22%**
- **Same Store Sales growth : Value 9%, Volume 13%**
- **Sales per sq. feet (per month) : Rs. 823, growth of 3%**
- **Contribution of segment to total revenue :**
 - **Fashion 94%**
 - **Kirana 6%**
- **Net profit increases by 77% to Rs. 777 millions**

Financial Parameters : Apr-Mar FY'18 vs FY'17

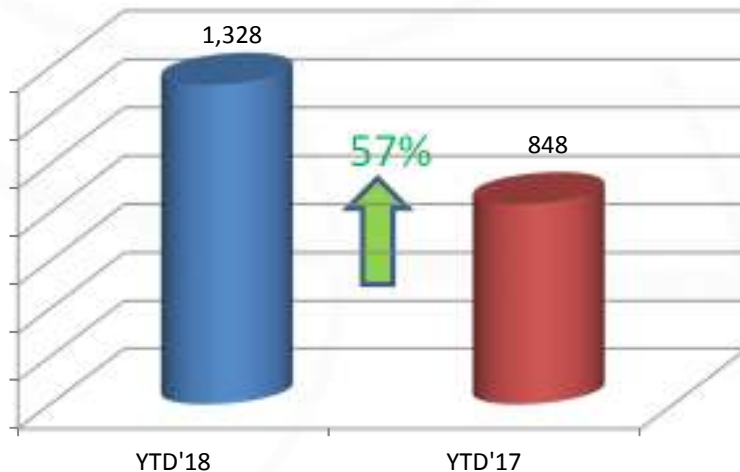
Sales (Millions)



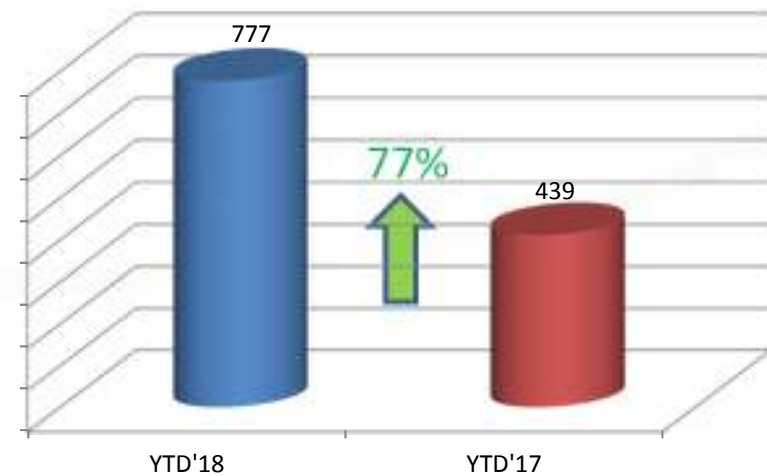
Sales Mix (%)



EBITDA (Millions)



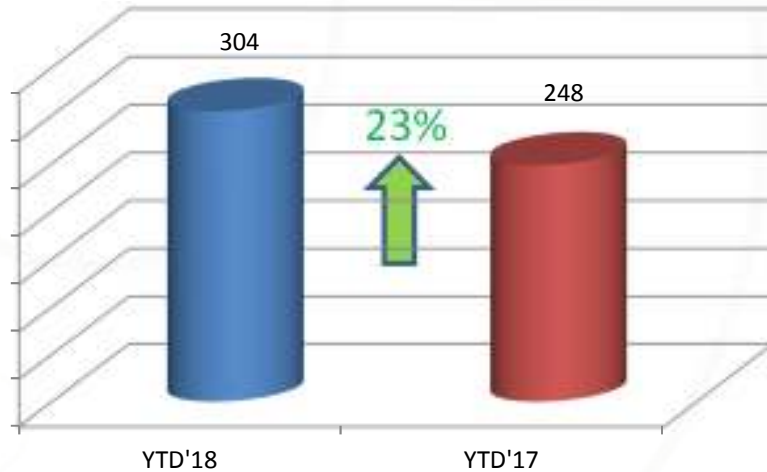
PAT (Millions)



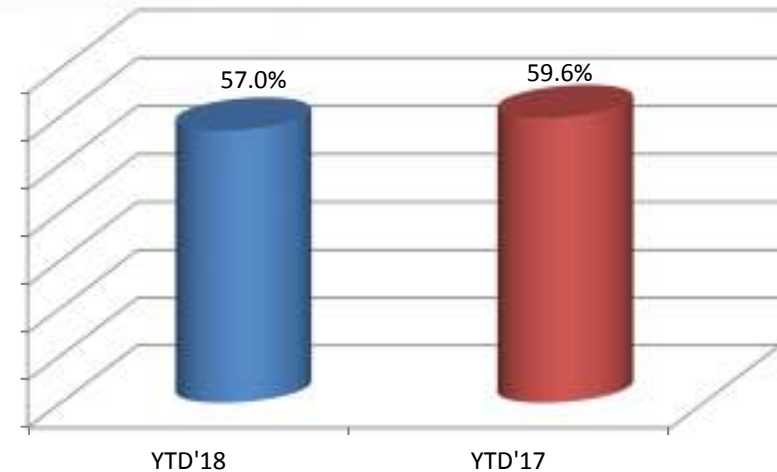
Note : Previous year numbers adjusted on account of Ind-AS adoption

Operational Parameters : Apr-Mar FY'18 vs FY'17

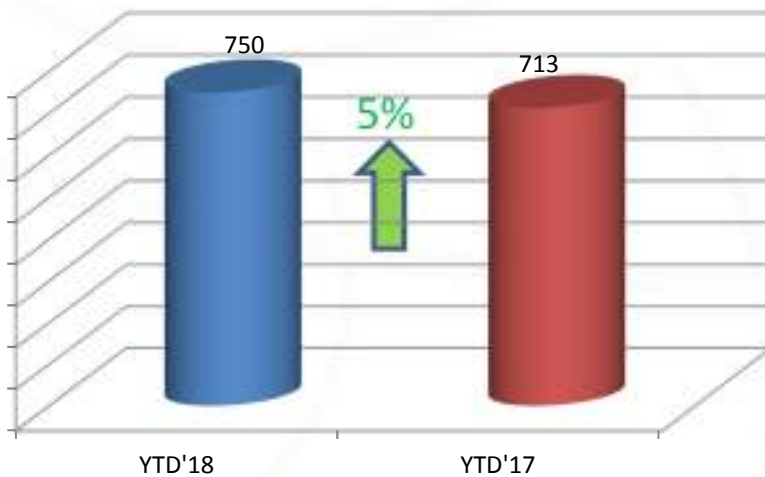
Footfall (lakhs)



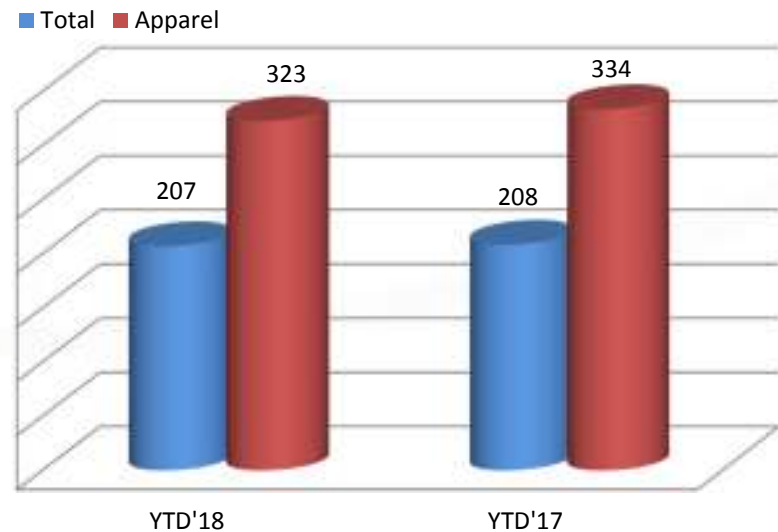
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)

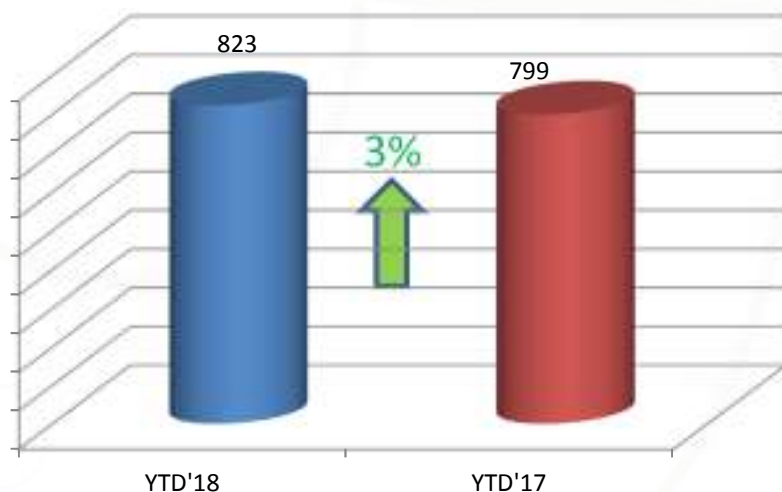


Note : Method of calculation for ASP is on Gross Sales basis

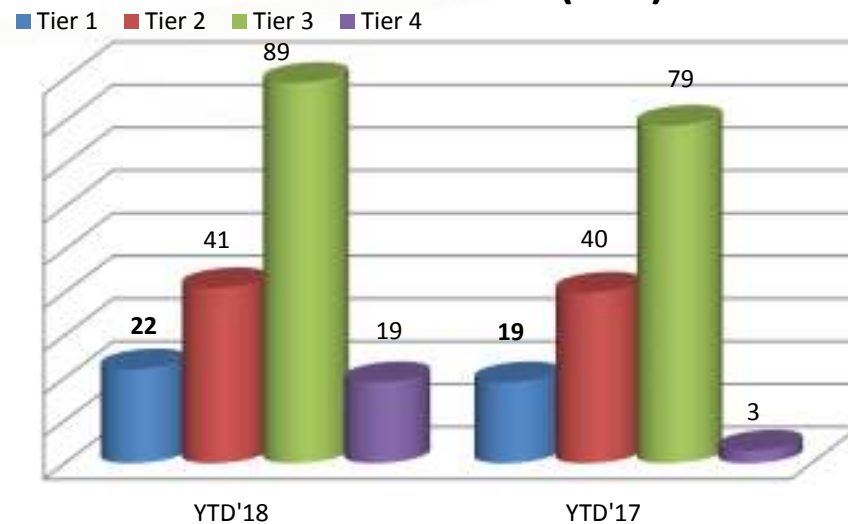
Operational Parameters : Apr-Mar FY'18 vs FY'17



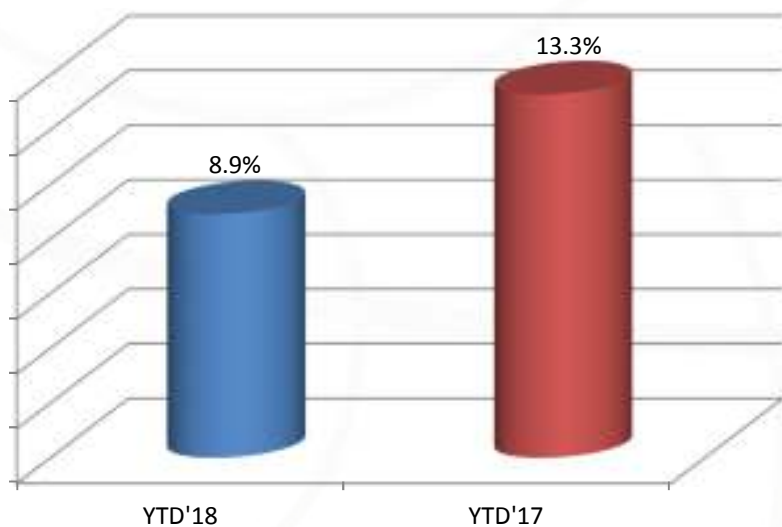
Sales per sq feet (per month)



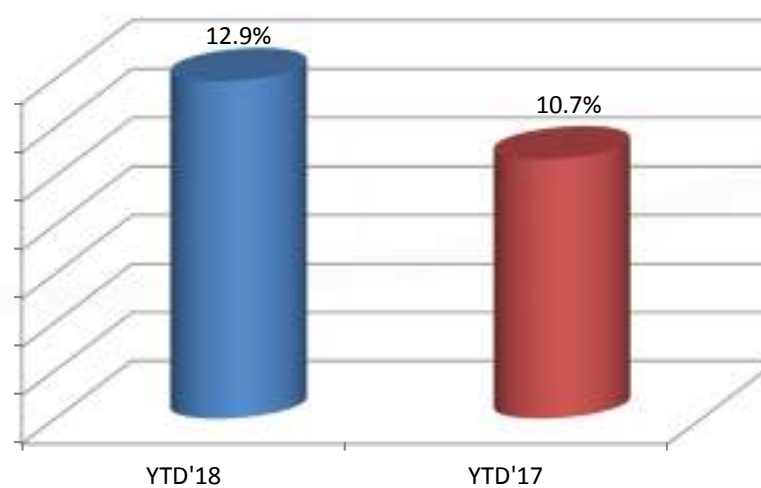
Store Count (Nos)



Same Store Sales Growth (%)



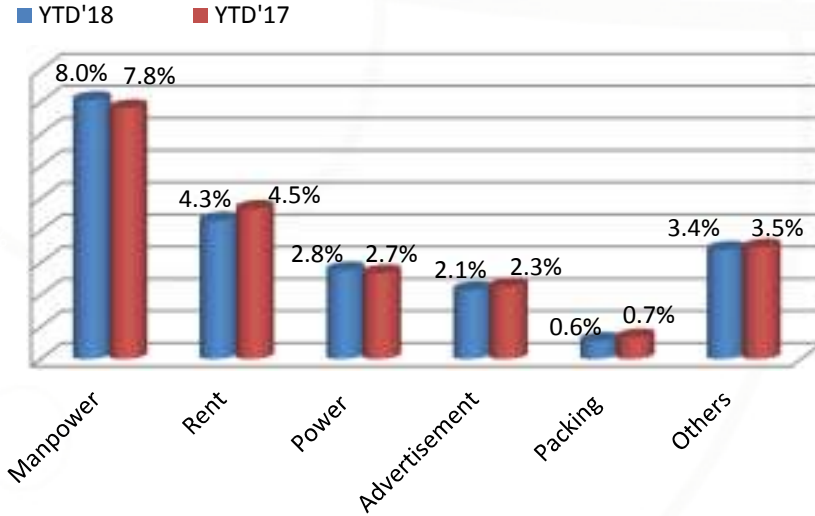
Same Store Volume Growth (%)



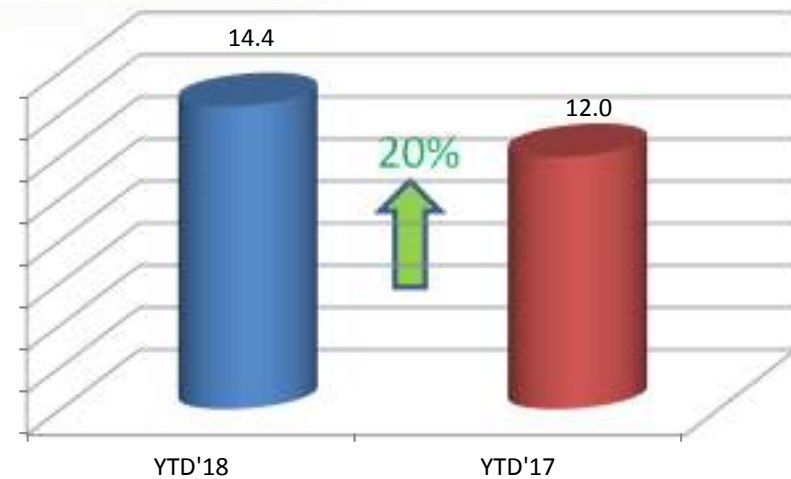
Price "Less" Fashion

Operational Parameters : Apr-Mar FY'18 vs FY'17

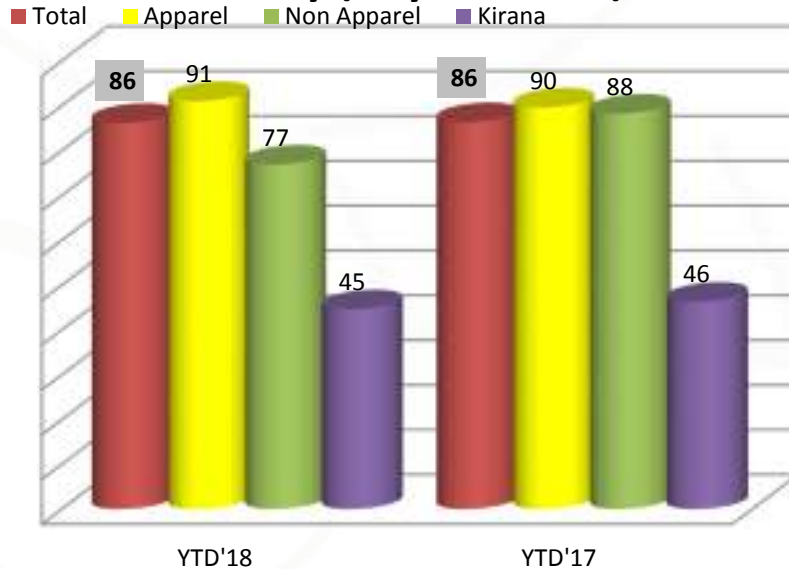
Expenses (% of Sales)



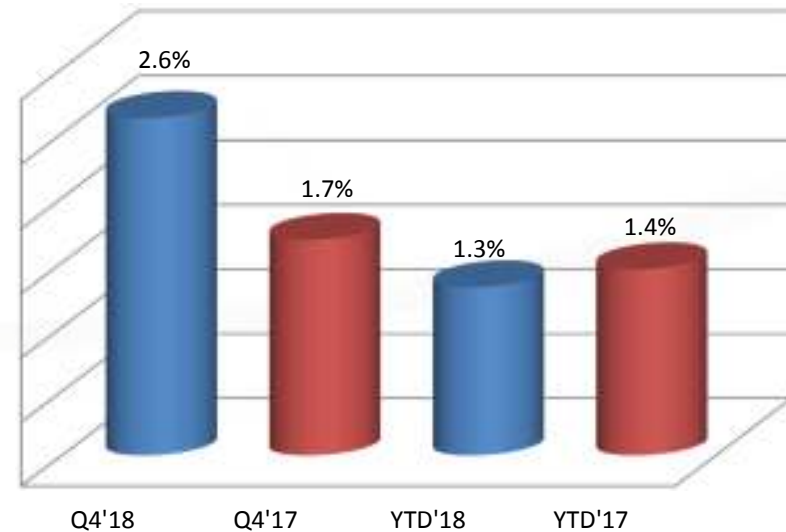
Retail Space (lakhs Sq feet)



Inventory (Days of Sales)



Shrinkage (% of Sales)



Key highlights of Q4 FY'18 vs FY'17 results



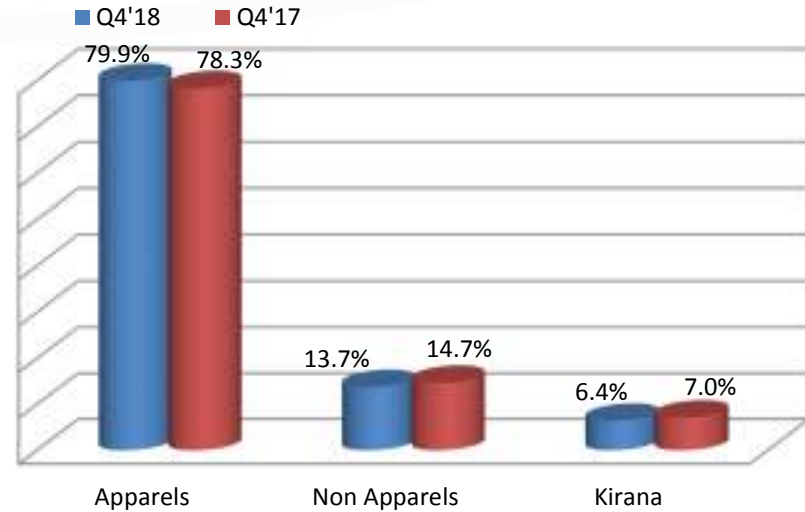
- **Revenue growth : 18%**
- **Same Store Sales growth (Apparel) : Value 7%, Volume 11%**
- **Sales per sq. feet (per month) : Rs. 748**
- **Stores count increases to 171**
- **Contribution of segment to total revenue**
 - **Fashion 94%**
 - **Kirana 6%**
- **Net profit increases by 147% to Rs. 159 millions**

Financial Parameters – Q4 FY'18 vs FY'17

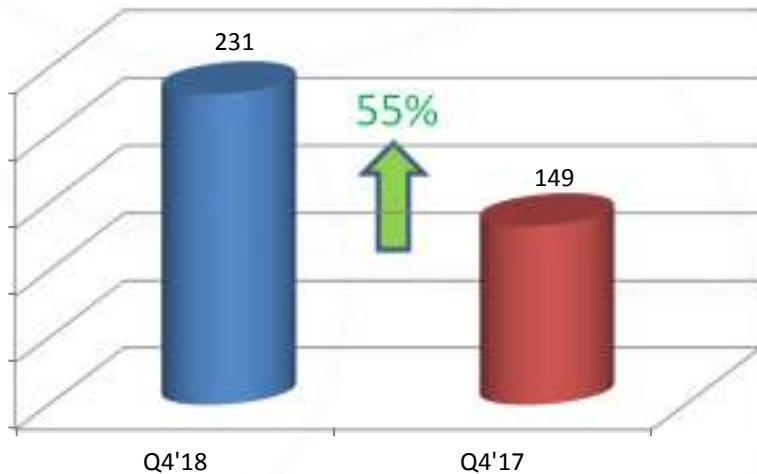
Sales (Millions)



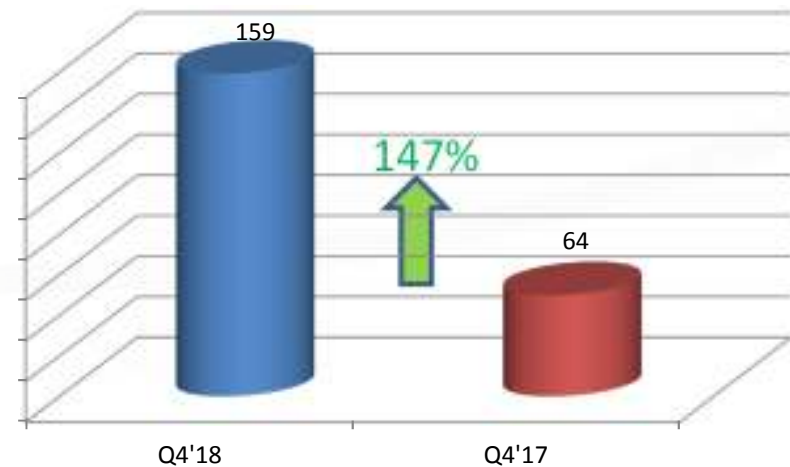
Sales Mix (%)



EBITDA (Millions)



PAT (Millions)

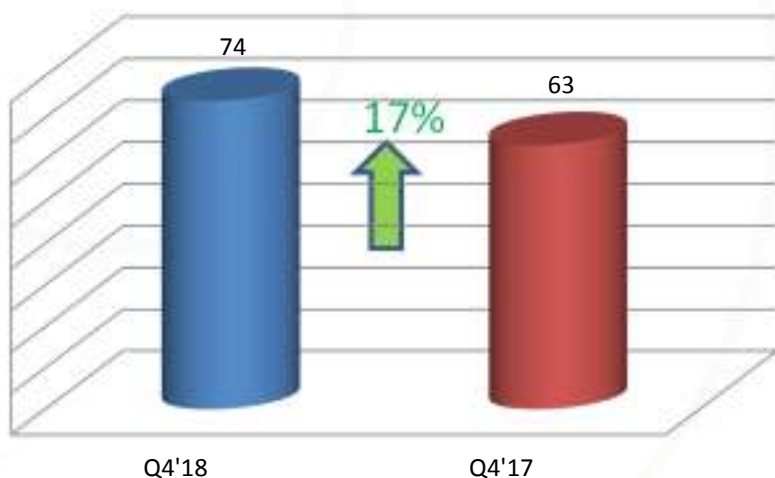


Note : Previous year numbers adjusted on account of Ind-AS adoption

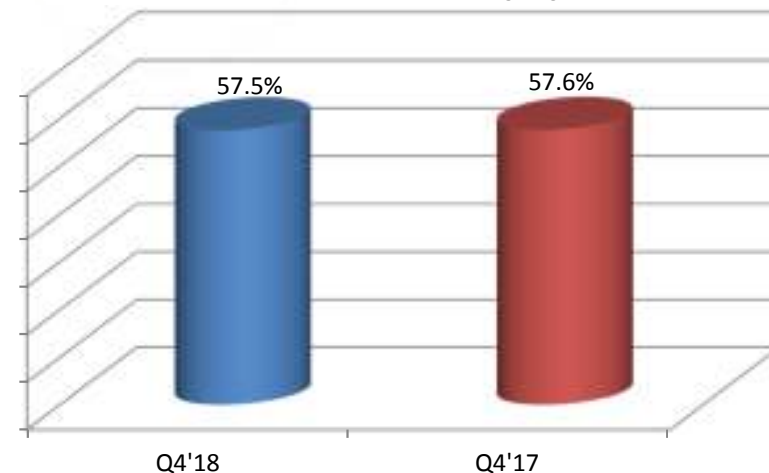
Operational Parameters – Q4 FY'18 vs FY'17



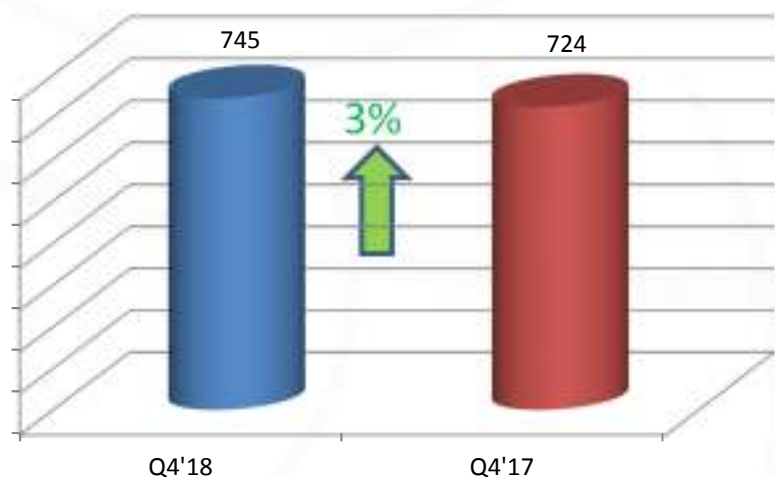
Footfall (lakhs)



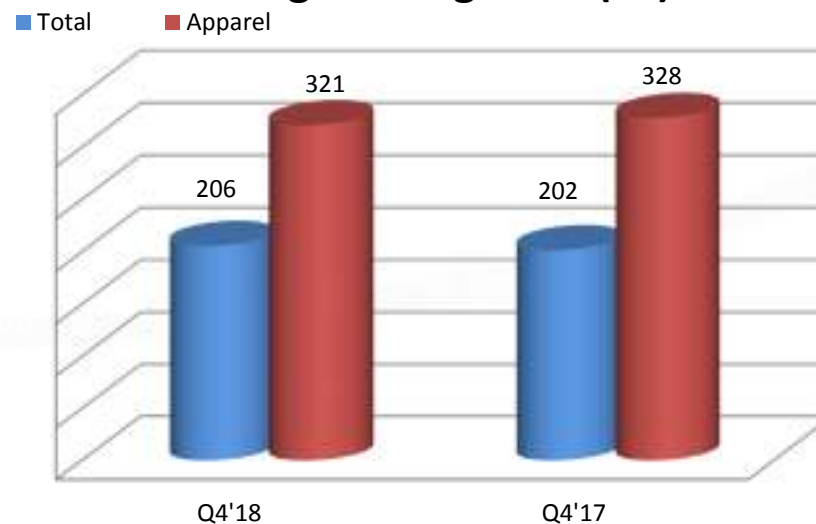
Conversion Rate (%)



Transaction size (Rs.)



Average Selling Price (Rs)



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

Financial Review – Profit & Loss Statement



₹ in million (except per share data)

Particulars	For the period ended	
	31.03.2018	31.03.2017
	(Audited)	(Audited)
I. Revenue from operations	12,224	10,017
II. Other income	41	41
III. Total Revenue (I + II)	12,265	10,058
IV Total Expenses (IV)	11,140	9,390
V Profit before tax (III-IV)	1,125	668
VI Total tax expense* (VI)	348	229
VII Profit for the year (V-VI)	777	439
VIII Other Comprehensive Income	3	2
IX Total Comprehensive Income for the period (VII+VIII)	780	441
X Earnings per share (before extraordinary items) (of ₹10 each) (not annualized)		
(a) Basic	42.94	24.30
(b) Diluted	42.79	24.22

* Tax expense includes deferred tax

Note : Previous year numbers adjusted on account of Ind-AS adoption

Price “Less” Fashion

Financial Review - Balance Sheet and CFS



(₹ in million, unless stated otherwise)

V-Mart Retail Limited				
Balance Sheet as at 31 March 2018				
(All amounts in ₹ lacs, unless stated otherwise)				
	Notes	As at 31 March 2018	As at 31 March 2017	As at 1 April 2016
ASSETS				
Non-current assets				
Property, plant and equipment	3(a)	1,412.27	1,145.64	913.26
Capital work in progress		35.10	11.61	22.08
Other intangible assets	3(b)	35.20	27.41	27.47
Financial assets				
Investments	4(a)	63.42	58.49	157.33
Loans	5(a)	71.95	61.70	53.41
Other financial asset	5(b)	0.50	0.29	0.96
Deferred tax assets (net)	6	92.01	78.60	74.42
Non-current tax assets (net)	7	7.39	-	-
Other non current assets	8	94.81	102.83	107.12
		1,812.66	1,486.57	1,356.03
Current assets				
Inventories	9	3,071.12	2,691.76	2,044.27
Financial assets				
Investments	4(b)	276.91	659.86	202.35
Cash and cash equivalents	10	137.37	28.63	20.41
Bank balances other than above	11	58.51	0.57	22.38
Loans	12(a)	0.77	0.89	3.03
Other financial assets	12(b)	11.19	8.62	6.76
Other current assets	13	130.51	30.17	78.33
		3,686.38	3,420.49	2,377.53
		5,499.04	4,907.06	3,733.56
EQUITY AND LIABILITIES				
Equity				
Equity share capital	14	180.97	180.68	180.67
Other equity	15	3,293.44	2,519.70	2,077.13
		3,474.41	2,700.38	2,257.79
Liabilities				
Non-current liabilities				
Financial liabilities				
Borrowings	15	3.22	5.97	-
Provisions	16	39.06	29.21	21.28
		42.29	35.18	21.28
Current liabilities				
Financial liabilities				
Borrowings	17	-	348.70	269.11
Trade payables	18	1,717.38	1,642.71	995.51
Other financial liabilities	19	145.04	78.75	94.57
Other current liabilities	20	93.28	50.07	34.48
Provisions	21	2.95	1.66	5.80
Current tax liabilities (net)	22	23.69	49.62	55.00
		1,982.34	2,171.50	1,454.48
		5,499.04	4,907.06	3,733.56

Note : Previous year numbers adjusted on account of Ind-AS adoption

V-Mart Retail Limited

Cash Flow Statement for the period ended 31 March 2018

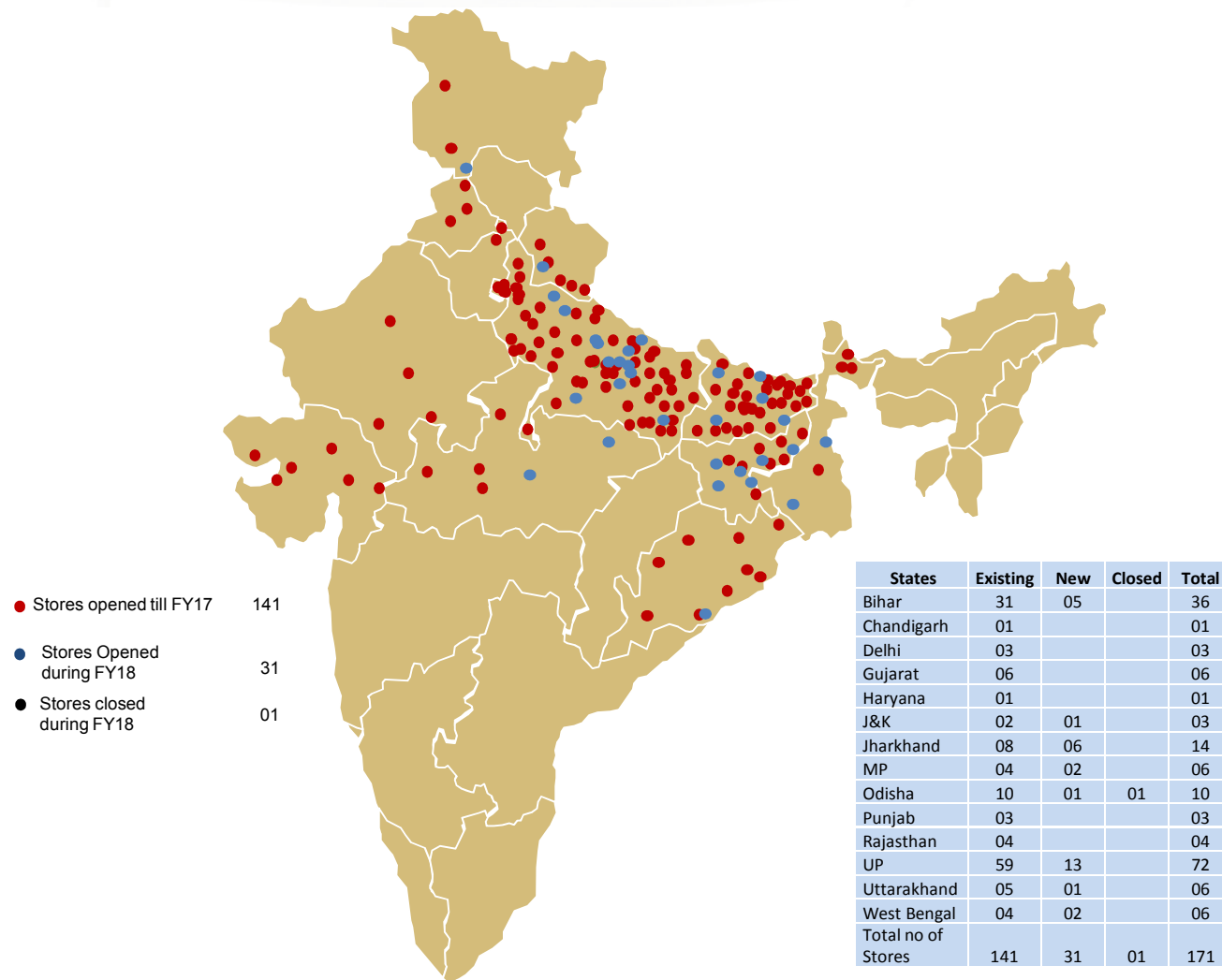
	For the period ended 31 March 2018	For the period ended 31 March 2017
A. Cash flows from operating activities		
Net profit before tax and before extra-ordinary items	1,125	668
Adjustment for:	245	352
Operating profit before working capital changes	1,370	1,020
Movements in working capital :	(5)	(90)
Cash generated from operations	1,365	930
Taxes paid	(399)	(243)
Net cash flow from operating activities	966	687
B. Cash flows used in investing activities		
Net cash flow used in investing activities*	(473)	(728)
C. Cash flows from/(used in) financing activities		
Net cash flow from/(used in) financing activities	(66)	49
Net increase/(decrease) in cash and cash equivalents	427	8

* Investment in fixed assets is ₹532 million (previous year: ₹416 million) in net cash flow used in investing activities

Price "Less" Fashion

**STORES GEOGRAPHIC SPREAD
&
SALES PROMOTIONS
Q4 FY'18**

V-MART RETAIL LTD.



Price "Less" Fashion

New Stores



1.



	State	Date of Opening	Retail Space (Sq ft)
1.	Uttar Pradesh	03.01.18	8209
2.	Uttar Pradesh	22.02.18	6853
3.	Uttar Pradesh	26.02.18	6339

2.



3.



Price "Less" Fashion

New Stores



4.



	State	Date of Opening	Retail Space (Sq ft)
4.	Bihar	27.02.18	8346
5.	Uttar Pradesh	08.03.18	9196

5.



Price "Less" Fashion

PROMOTIONS – CAMPAIGNS – Q3



S. No.	Campaign	Launch	Location
01	EOSS	6 th January 2018	All India
02	Lohri/Pangal/Makarsankranti	10 th January 2018	All India
03	Republic Day	20 th January 2018	All India
04	Summer Launch	16 th February 2018	All India
05	Weeding	06 th February 2018	All India
06	Holi	16 th February 2018	All India
07	T-Shirt Mela	23 th March 2018	All India
08	URS	23 th March 2018	All India

Price “Less” Fashion

मेषा लॉन्ग स्लिट आप 50% बचत 	मेषा कुर्ताब्रेस आप 50% बचत 	मेषा लॉन्गस्लीव कुर्ताब्रेस आप 50% बचत 	मेषा कुर्ताब्रेस टी-शर्ट आप 30% बचत 	मेषा लॉन्गस्लीव स्लिट आप 50% बचत 
मेषा टीशर्ट स्लिट आप 30% बचत 	मेषा लॉन्गस्लीव पजामा आप 30% बचत 	मेषा लॉन्गस्लीव पजामा आप 30% बचत 	लॉन्गस्लीव कुर्ताब्रेस आप 50% बचत 	लॉन्गस्लीव स्लिट आप 50% बचत 
लॉन्गस्लीव लॉन्गस्लीव आप 50% बचत 	लॉन्गस्लीव लॉन्गस्लीव कुर्ती आप 30% बचत 	लॉन्गस्लीव लॉन्गस्लीव लॉन्गस्लीव आप 30% बचत 	लॉन्गस्लीव लॉन्गस्लीव टी-शर्ट आप 30% बचत 	लॉन्गस्लीव लॉन्गस्लीव आप 50% बचत 
लॉन्गस्लीव लॉन्गस्लीव पजामा आप 30% बचत 	लॉन्गस्लीव लॉन्गस्लीव लॉन्गस्लीव आप 50% बचत 	लॉन्गस्लीव लॉन्गस्लीव लॉन्गस्लीव आप 30% बचत 	लॉन्गस्लीव लॉन्गस्लीव आप 50% बचत 	लॉन्गस्लीव लॉन्गस्लीव पजामा आप 30% बचत 
लॉन्गस्लीव लॉन्गस्लीव पजामा आप 30% बचत 	लॉन्गस्लीव लॉन्गस्लीव लॉन्गस्लीव आप 35% बचत 	लॉन्गस्लीव लॉन्गस्लीव लॉन्गस्लीव Buy 1 Get 1 FREE 	लॉन्गस्लीव लॉन्गस्लीव आप 50% बचत 	लॉन्गस्लीव लॉन्गस्लीव लॉन्गस्लीव आप 50% बचत 

Price “Less” Fashion

PROMOTIONS – LOHRI/MAKARSANKRANTI



V MART
PRICE "LESS" FASHION

FREE SHOPPING OF ₹200*

खुशियों के पतंग उड़ाएं, अपने फैशन का रंग जमाएं
वी-मार्ट की ओर से मकर संक्रान्ति की शुभकामनाएं।

V MART Exclusive brands available only @V-Mart

paytm Accepted Here Shop For ₹2000 And Above **₹150 CASHBACK**

*Conditions apply. Products in the visual are for representation only & may vary from the original. Valid till stock last. In case of any dispute, V-Mart has the right to take the final decision. Offer valid on purchase of ₹1499.

PRINCESS **Kuligan** **twist** **twist** **Charmel** **रंगस रोज** **FLICK** **Jash**

www.vmart.co.in
+91 90270 57057
customercare@vmart.co.in
VMart_Fashion
<https://www.facebook.com/vmartretail>

"Price Less" Fashion",

PROMOTIONS – REPUBLIC DAY



69 वें गणतंत्र दिवस की
खुशियां मनाएं।

V MART
PRICE "LESS" FASHION

महा बचत SALE
UP TO **70% OFF**
सबसे सस्ते दिन
20 से 26 जनवरी

STORE OPENS at 9:00 A.M.

199 (UP TO ₹400-700)
50% OFF (UP TO ₹500-900)
399 (UP TO ₹500-900)
BUY 2 GET 1 FREE
50% OFF (UP TO ₹500-900)

50% OFF (UP TO ₹500-900)
50% OFF (UP TO ₹500-900)
70% OFF (UP TO ₹500-900)
30% OFF (UP TO ₹500-900)
BUY 2 GET 1 FREE (UP TO ₹500-900)

paytm Accepted Here ▶ Shop for ₹2000 and above ▶ **₹150 Cash Back**

Excludes brands available only at V-Mart. *Conditions apply. Products in the image are for representation only & may vary from the original used to put out in store of any place. V-Mart has the right to take the final decision. Follow us on V-Mart Fashion <https://www.facebook.com/vmartretail>

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+91 00270 57337

"Price Less" Fashion,

Range हज़ार, Fashion देखभाल

सूट -
₹999

₹299
₹299
₹499
₹399

₹599

₹899
₹799

₹79

₹49
₹59
₹99
₹59

₹99
₹399

₹249

₹249

“Price Less” Fashion,

PROMOTIONS – WEDDING



शुभ मंगल
कलेक्शन

FREE
U.S. POLO BAG
WORTH ₹11,000
₹19,999 की खरीद पर



"Price Less" Fashion,



"Price Less" Fashion,

PROMOTIONS – T-SHIRT MELA



The banner is divided into two main sections. The top section features a group of five models (three men and two women) posing in various styles of t-shirts. Above them, the text reads 'सबसे FASHIONABLE टी-शर्ट के साथ डिज़ाई Thoda Hatke' and 'T-SHIRT MELA BUY 1 GET 1 FREE'. The bottom section displays four featured t-shirt products with their respective prices:

Product Description	Price
Men's Striped T-shirt	₹79/-
Men's Printed T-shirt	₹79/-
Men's Printed T-shirt	₹49/-
Men's Printed T-shirt	₹39/-

"Price Less" Fashion",

PROMOTIONS – URS



उर्स के पावन अवसर पर
अजमेर में आपका स्वागत है

**उर्स की
खुशियां मनाएं,
वी-मार्ट
के साथ**



**V
MART**

PRICE "LESS" FASHION

सुनिश्चित उपहार*

₹1499 की खरीद पर

*T&C apply

"Price Less" Fashion",

Thank you

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

Anand Agarwal – anand.agarwal@vmart.co.in

Girish Garg – girish.garg@vmart.co.in

Mobile - +91-9310799993