



PRICE "LESS" FASHION

09th November, 2017

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The Listing Department
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Sub: Press Release on the financial results for the quarter ended 30th September, 2017

Sir,

Please find enclosed herewith press release on the financial results of the Company for the quarter ended 30th September, 2017.

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

Thanking you,

Yours truly,
For V-Mart Retail Ltd.,


Megha Tandon
Company Secretary

(Encl.- As above)

V-MART RETAIL LTD.

CIN- L51909DL2002PLC163727

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V-Mart reports increase in Revenue from operations by 32%, EBITDA by 120%, and, PAT by 190% for H1 FY18

New Delhi, 9th Nov 2017: V-Mart Retail Ltd. announced its unaudited financial results for the quarter ending 30th Sep 2017, which were approved by the Company's Board of Directors at its meeting held on 9th Nov 2017.

During the first half of FY17-18, V-Mart reported an increase in revenue by 32% Y-o-Y to Rs.5570 Millions, EBITDA by 120% Y-o-Y to Rs.456 Million, PAT by 190% Y-o-Y to Rs.251 million and Same Store Sales Growth (Apparel) of 17%.

For the Q2 FY18, V-Mart reported an increase in revenue by 23% Q-o-Q to Rs.2419 Millions, EBITDA by 207% to Rs.858 Million, PAT by 494% to Rs.27 million and same store sales growth of 8%. The company also reported complete eco-system of its vendors and ERP system fully on board & functional with GST.

8 new Stores were opened during Q2 FY18 out of which 4 were in Jharkhand, 2 in West Bengal, 1 in Bihar & 1 in UP. As at the end of the quarter, total retail area increased to 13.27 Lakh Sq.ft. The company also reported an increase in the mix of private label contributed sales to 54% in Q2, FY 18.

Outlook

Historically Q3 is the biggest quarter for the year and the company looks forward to a continued growth for the season. Delay in onset of winters around Diwali may reflect a weaker consumer sentiment.

The company aims to remain focused on increasing the contribution of sale from private labels such as Flick, Twist, Desi Mix, Charcoal and J White which have been doing quite well in the past. The company is further improving its range management and assortment planning systems in the next quarter to further augment its technology led growth strategy.

For the wedding season, V-Mart is geared up with a very rich range of men's Sherwani & Latest bridal Lehngas. Men's winter casual range is full of latest fabrics & designs, from Sports Sweatshirts to Jacquard Sweaters & Stylish Jackets. Women's Range has the latest Print & Elegant Embroidered Sarees & Dress Material on silk, chanderi & jacquard fabrics. Kids wear has a special focus on style quotient with Leather jackets for both boys & girls, stylish patchwork sweatshirts in fabrics like color mélange & scuba fabrics.

About V-Mart Retail Limited:

V-Mart is a medium-sized hypermarket format retail chain based in New Delhi. It is a multi-brand family retail store offering apparels, general merchandise and kirana. Primarily focusing on Tier- II & Tier- III cities which are located as standalone stores in high-street areas and shopping hubs. V-Mart offers clothing, accessories, and personal care products for men, women, and children with an average store size of approximately 8,000 Sq. Ft. The company follows the concept of "value retailing" to target the strata of the population belonging to the expanding "aspiring class" and "middle class". V-Mart stores, in untapped markets, provide customers with an enhanced shopping experience, comprising of a vast range of value retail products under a modern ambience and feel of a large retail mall.

For More Information:-

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