



4th May, 2017

PRICE "LESS" FASHION

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The Listing Department
**NATIONAL STOCK EXCHANGE OF
INDIA LIMITED**
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Bandra (E), Mumbai-400 051
Scrip Code: VMART
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Email: cmistat@nse.co.in

The Corporate Relationship Department
BSE Limited
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Scrip code: 534976
Fax: 022-22723121
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Sub: Press Release on the financial results for the financial year ended 31st March, 2017

Sir,

Please find enclosed herewith press release on the financial results of the Company for the year ended 31st March, 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

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

Press Release dated 3rd May, 2017

V-Mart crosses 1000 cr in revenue : up by 24%, GP by 25%, EBITDA by 33% and PAT by 43% in FY17, YoY.

New Delhi: V-Mart Retail Ltd announced its audited financial results for the year ending 31st Mar 2017, which were approved by the Company's Board of Directors at its meeting held on 3rd May, 2017.

During the year FY'17, there is an increase in revenue by 24% to Rs 1001.72 crores, EBITDA by 33% to Rs 82.58 crores and PAT by 43% to Rs 39.53 crores, YoY. During three months period ending Mar 2017, the company reported an increase in revenue by 41% to 251.82 crores, EBITDA by 160% to Rs. 13.33 crores and PAT by 934 % to Rs. 4.99 crores YoY. The Board of Directors has recommended a dividend of 12.5% for FY17. The company now runs 143 stores under the V-Mart brand across Delhi, UP, Uttarakhand, Haryana, Rajasthan, Punjab, Bihar, Jharkhand, Gujarat, Maharashtra, Madhya Pradesh, Orissa, West Bengal and J&K.

Speaking on the occasion, Mr. Lalit Agarwal, CMD, V-Mart Retail Ltd, thanked all stakeholders including investors, employees and vendors for achieving Rs 1000 crores of revenue after 13 years of long journey. He said that we have many opportunities ahead to position the company for long term growth while keeping our attention focused on operating discipline.

He contributed to the company's growth in 2016-17 to increase the Same Store Sales Growth to 13% YoY, opening of 21 new stores during the year, the smart ATM initiative launched by the company to help customers get cash from V-Mart stores during demonetization which helped gain significant new customers for the company and gaining operating efficiencies through automation in supply chain.

Outlook

For 2017-18, the company aims to further seek improvements in per square feet sales, opening of new stores, launching of new collections for festivities, target marketing for the key customer segments in rural and urban areas and improving fashion offerings at even better price points as company's key drivers for growth.

FY18 will be year for Customer Connect. V-Mart would strongly focus on enhancing customer shopping experience making it a distinguishing factor. The company's newly launched customer loyalty program – Value Club is further being expanded to offer significantly better value to the customer base.

The company feels that the upcoming changes in trade laws around GST are an area of concern and may prove to be inflationary to the value conscious customers in the transition phase. However the company is confident of the move to the new tax regime and it hopes that this should boost the economy and better the confidence level amongst the business and the consumers alike thereby increasing consumption. There has been renewed interest and increase in retail sales in the state of UP after the new government has come to power and the company anticipates higher consumption and demand after the waiver of loans for the farmers in the state. UP accounts for more than 50% of the company's revenues.

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. Primary focusing on Tier- II & Tier- III cities which are located as standalone stores in high-street areas and shopping hubs of such cities. V-Mart offers clothing, accessories, and personal care products for men, women, and children. The average size of store is 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" and is based on customer's socio economic conditions, purchasing power, demographic details and customer trends. V-Mart stores, in untapped markets, provide customers with a different 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:-

CFO 0124-4640030

