

# V-Mart Retail Ltd.

## Review of Financial Results

### Q2 FY'21





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April - Sep FY'21

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Key Highlights  
Financial Parameters  
Operational Parameters

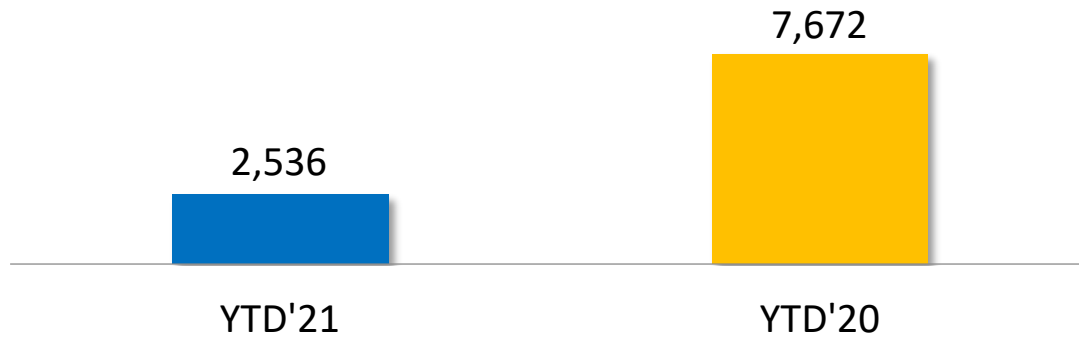
# Key Highlights: April - Sep FY'21 vs. FY'20 Results

- **Number of Stores** : 264 (close : 02)
- **Revenue** 33% of YTD'21
- **Contribution** of segment to total revenue :
  - Fashion 92%
  - Kirana 8%
- **Net profit/(loss)** : Rs. (526) million

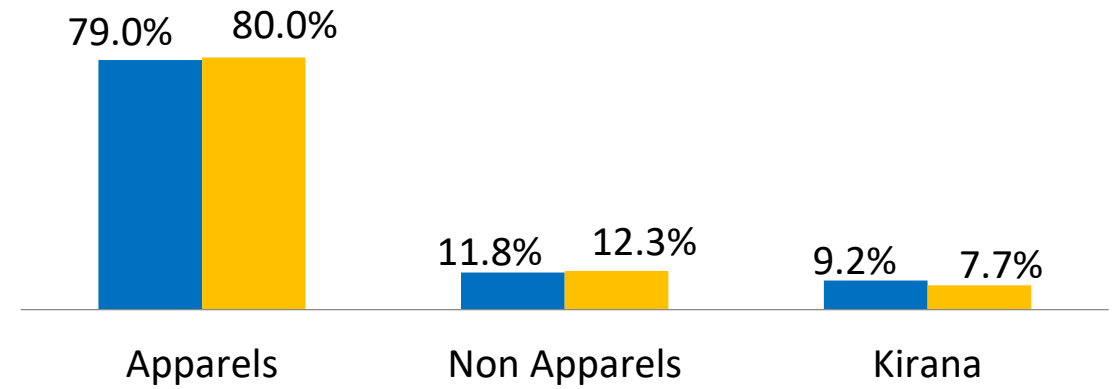
# Financial Parameters : April - Sep FY'21 vs. FY'20



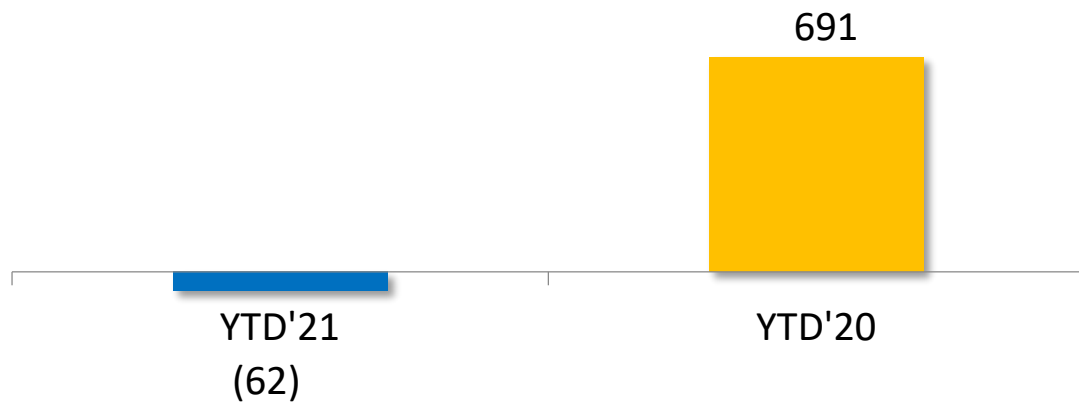
## Sales (Millions)



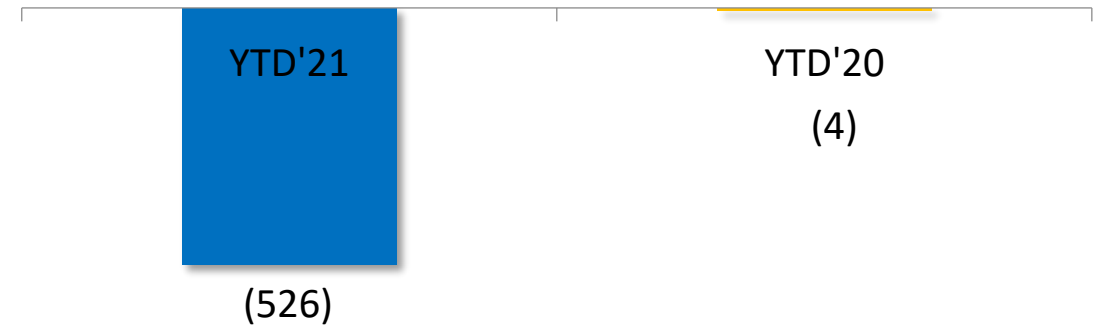
## Sales Mix (%)



## EBITDA (Millions)



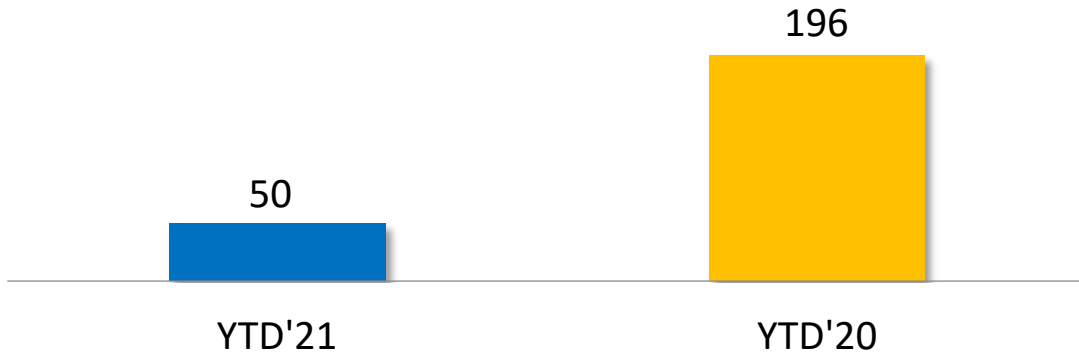
## PAT (Millions)



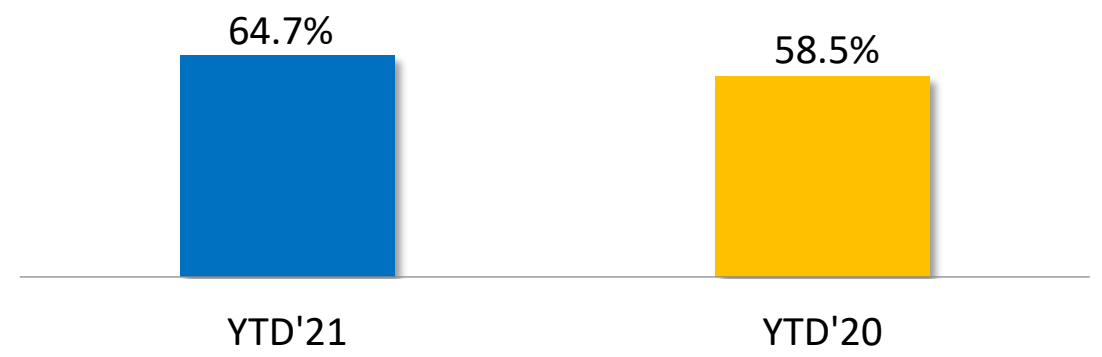
# Operational Parameters : April - Sep FY'21 vs. FY'20



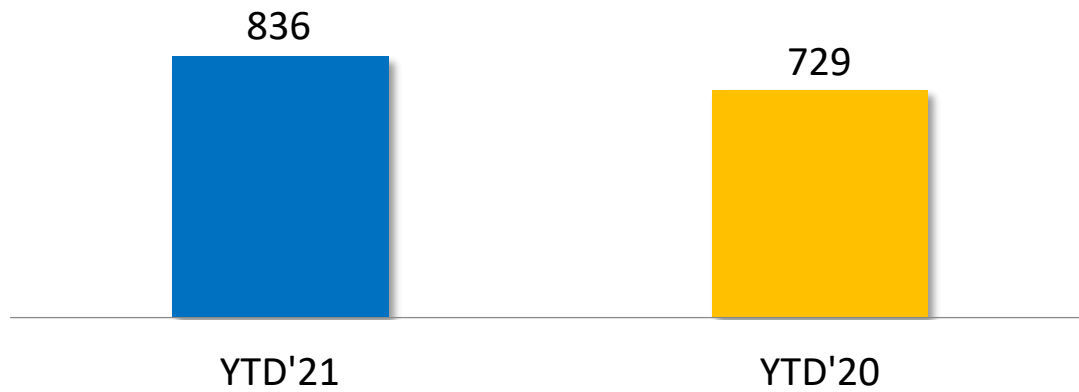
**FootFall (Lacs)**



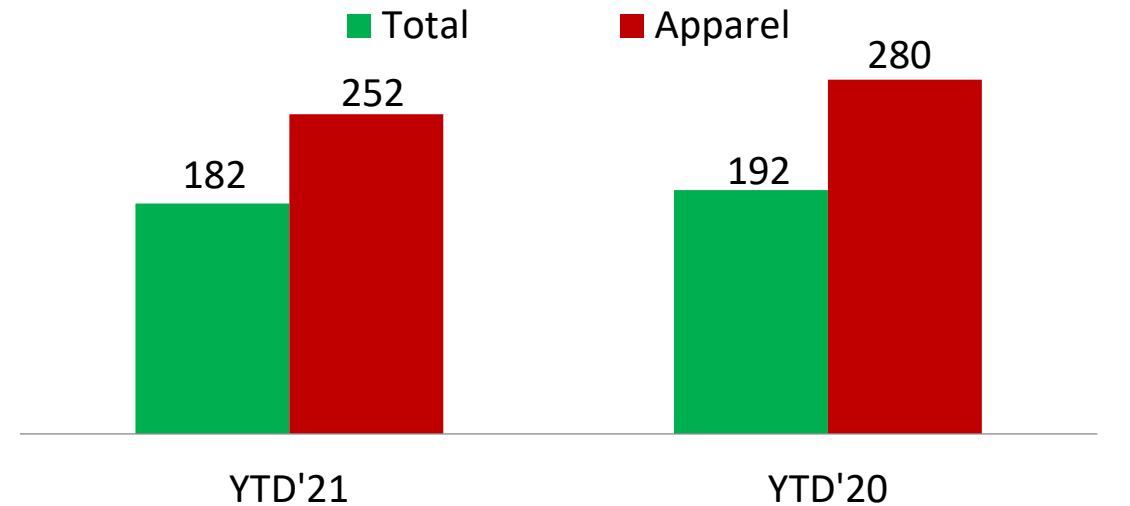
**Conversion Rate (%)**



**Transaction size (Rs.)**



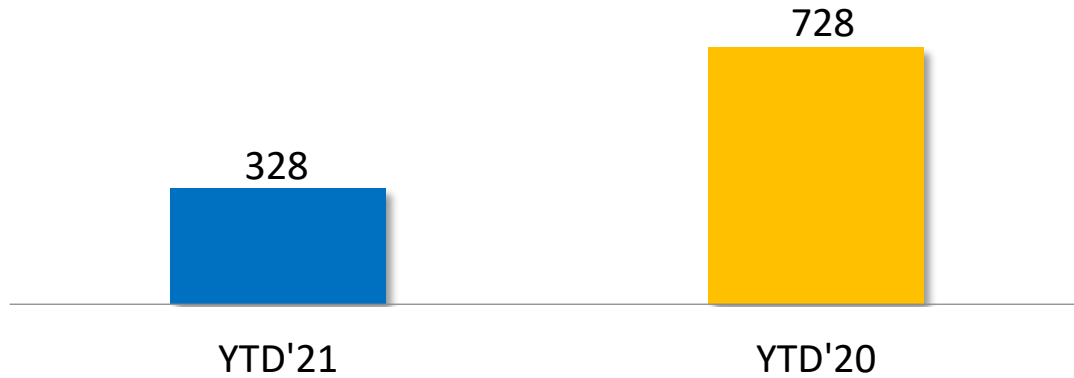
**Average Selling Price (Rs)**



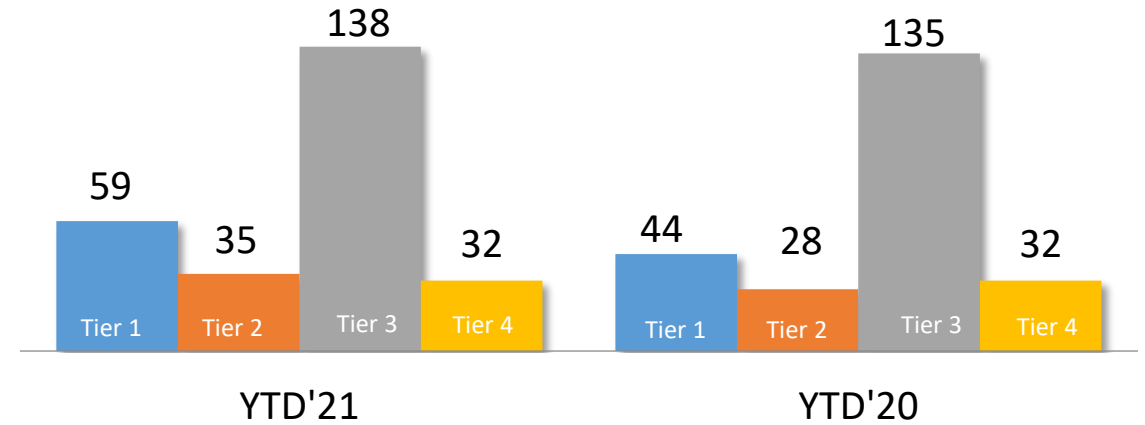
# Operational Parameters : April - Sep FY'21 vs. FY'20



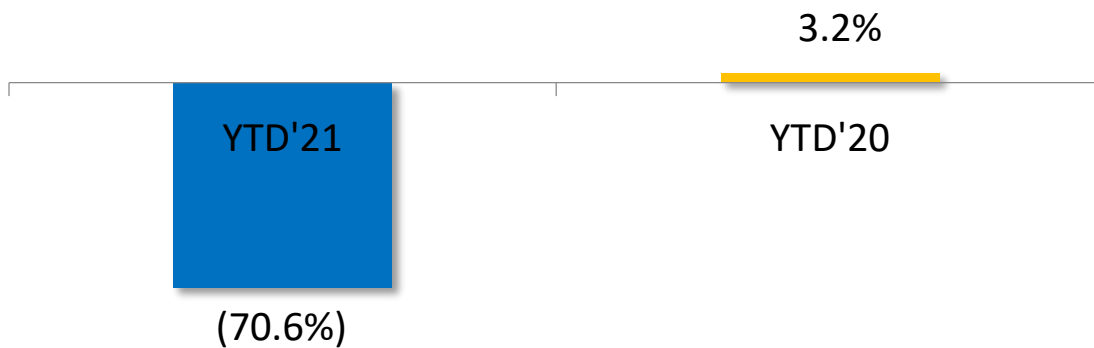
## Sales per sq feet (per month)



## Store Count (Nos)



## Same Store Sales Growth (%)

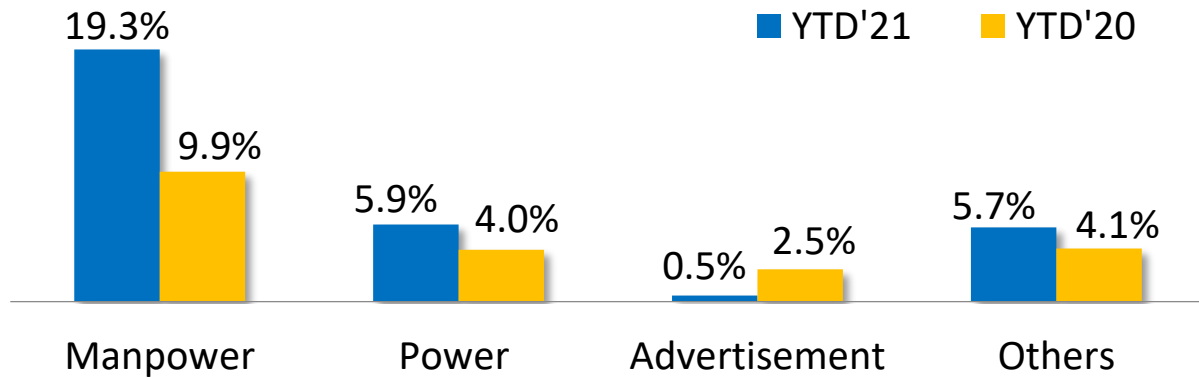


## Same Store Volume Growth (%)

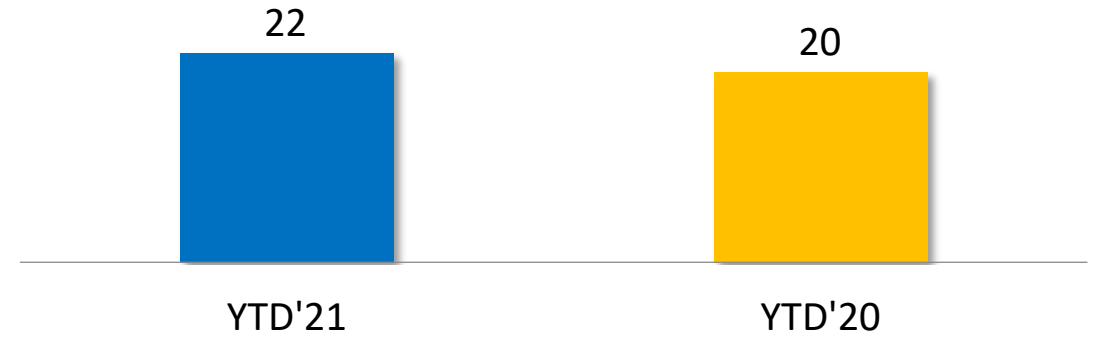


# Operational Parameters : April - Sep FY'21 vs. FY'20

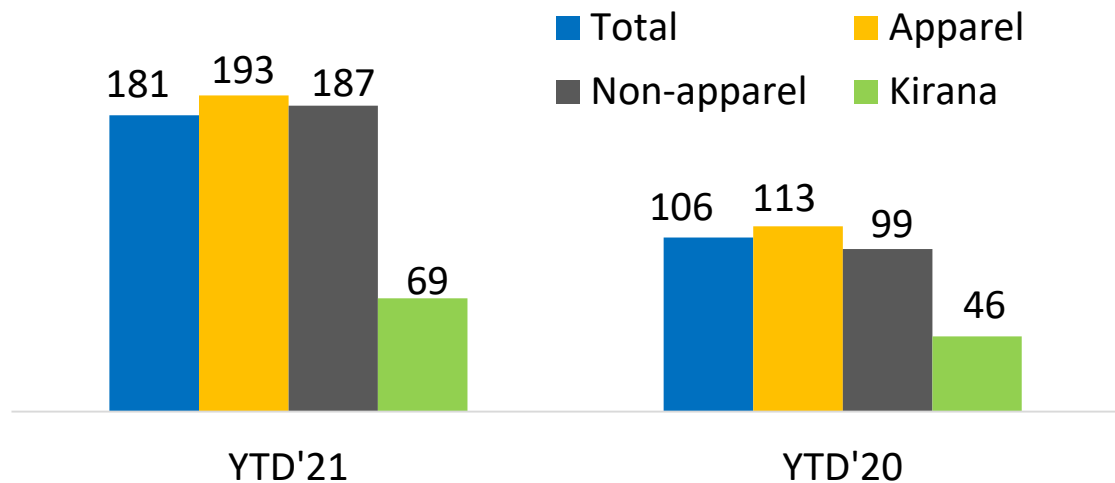
## Expenses (% of Sales)



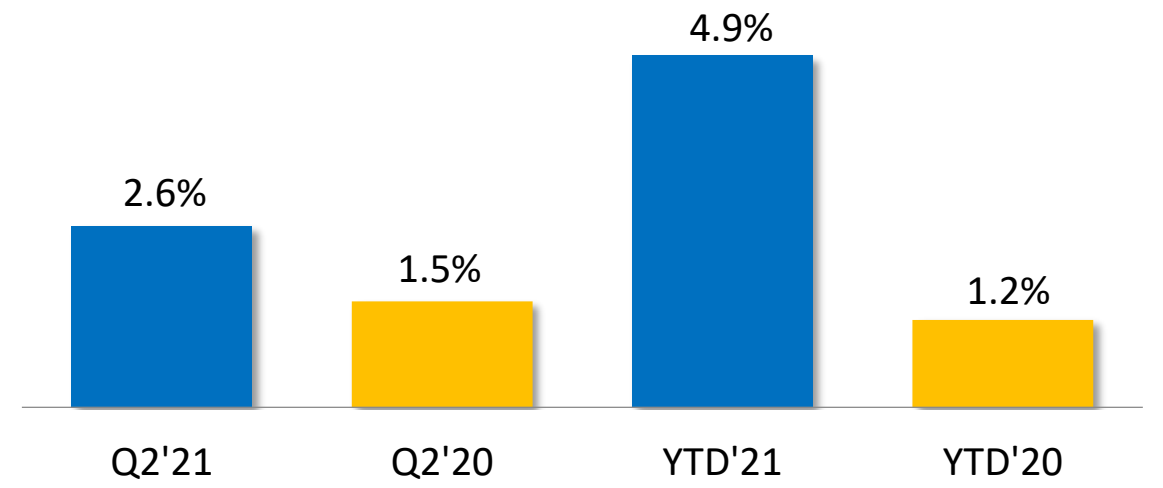
## Retail Space (Lacs Sq feet)



## Inventory (Days of Sales)



## Shrinkage (% of Sales)





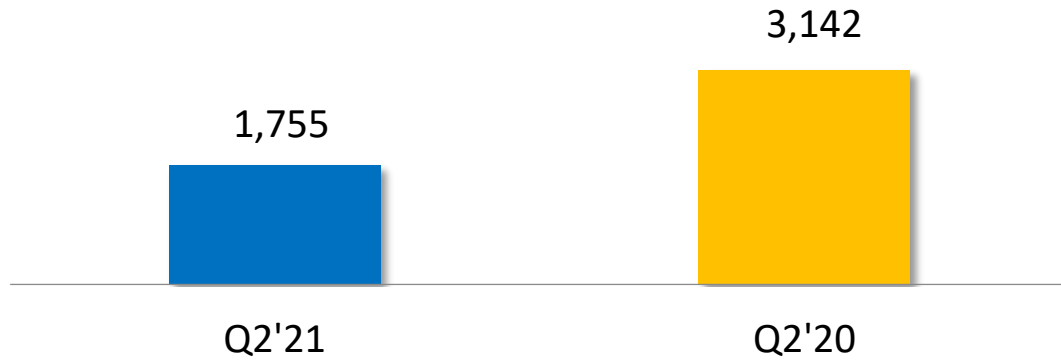
## Key Highlights: Q2 FY'21 vs. FY'20 Results

- **Number of Stores** : 264 (close : 02)
- **Revenue** 56% of Q2'21
- **Contribution** of segment to total revenue :
  - Fashion 91%
  - Kirana 9%
- **Net profit/(loss)** : Rs. (190) million

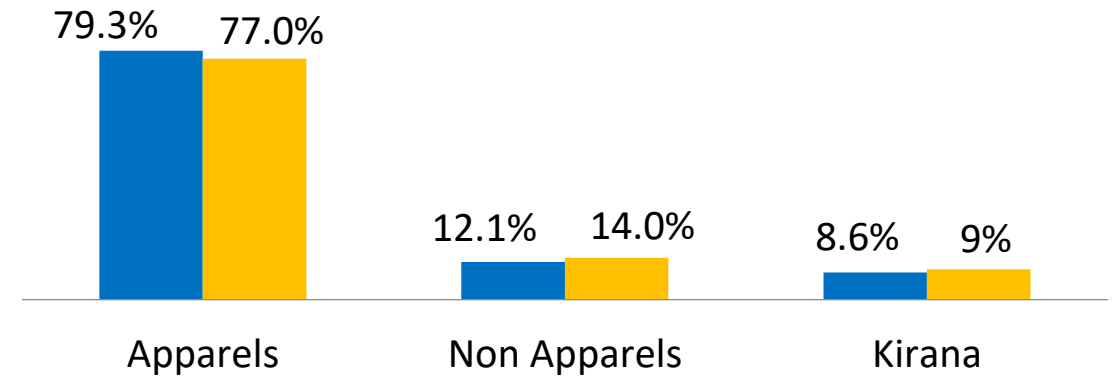
# Financial Parameters : Q2 FY'21 vs. FY'20



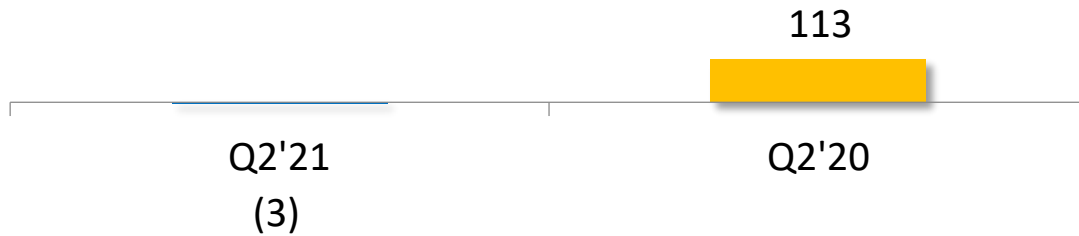
## Sales (Millions)



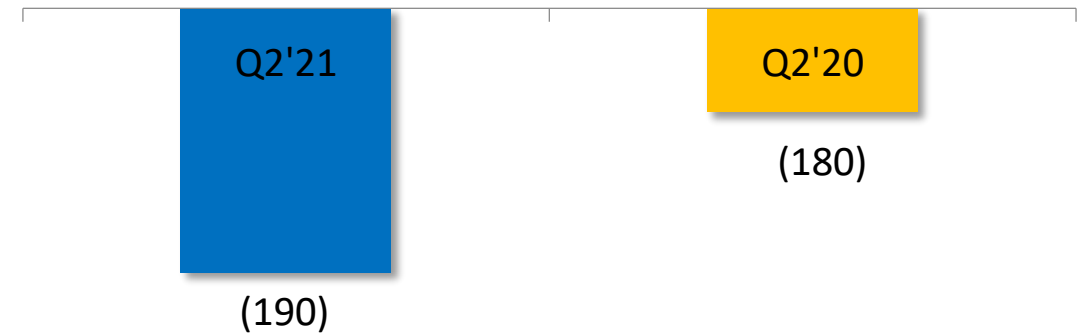
## Sales Mix (%)



## EBITDA (Millions)



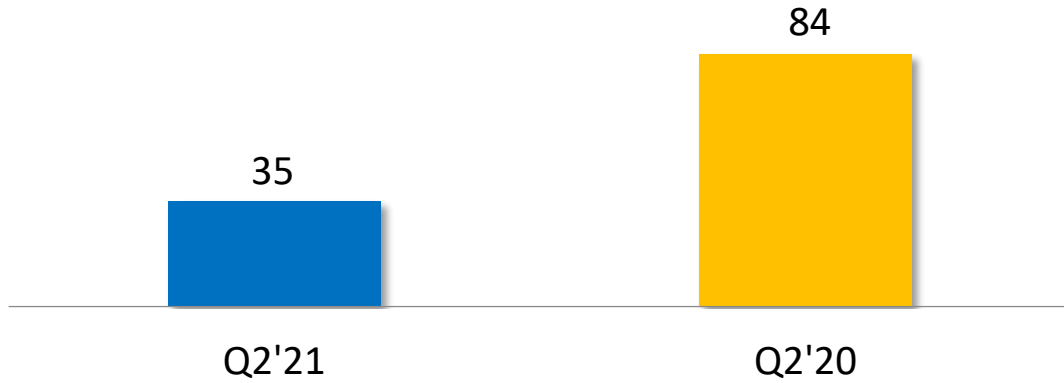
## PAT (Millions)



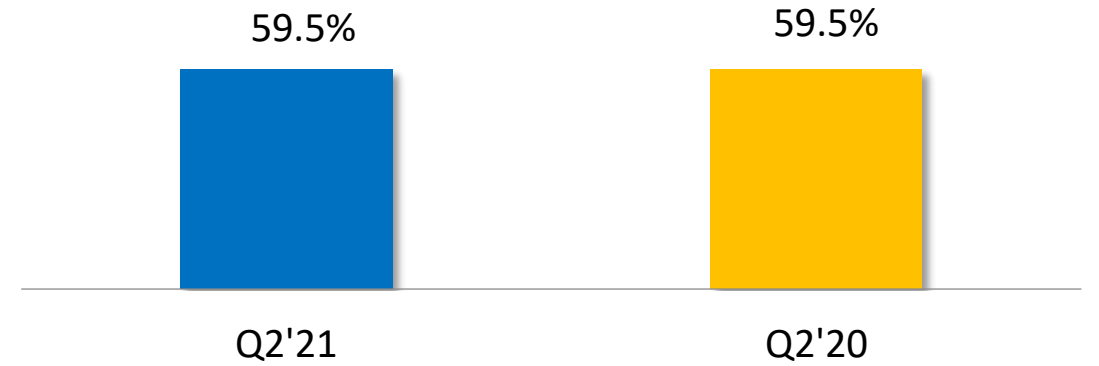
# Operational Parameters : Q2 FY'21 vs. FY'20



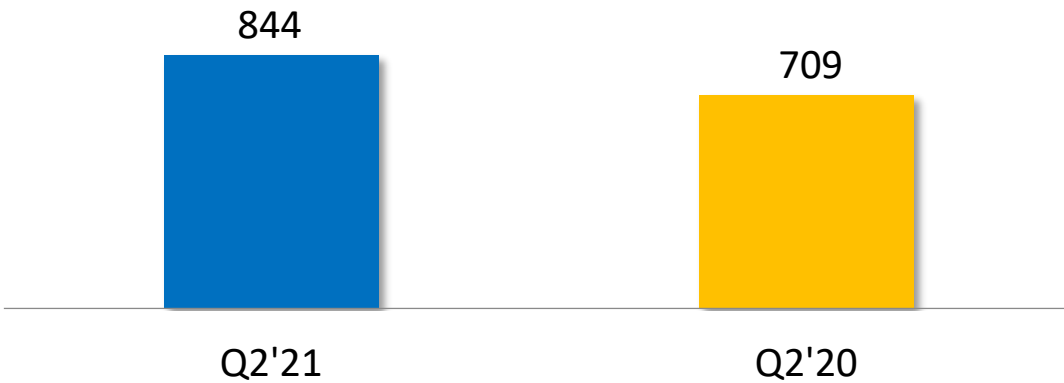
**FootFall (Lacs)**



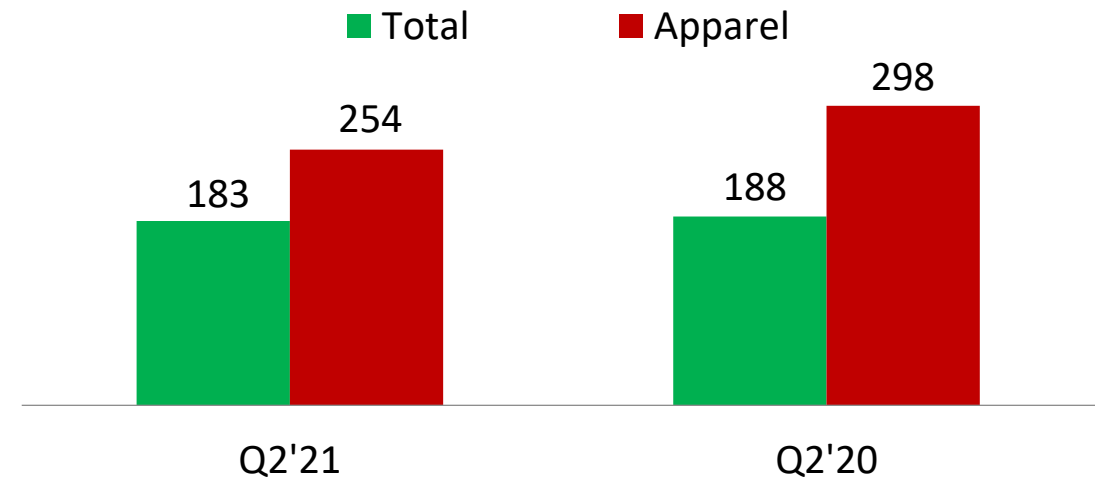
**Conversion Rate (%)**



**Transaction size (Rs.)**



**Average Selling Price (Rs)**



## Ind-AS 116 : P&amp;L Impact (Q2 FY'21)

(Rs. in million, unless stated otherwise)

| Particulars                 | Pre Ind-AS116<br>(A) | Post Ind-AS116<br>(B) | Net Impact on PBT<br>(B-A) |
|-----------------------------|----------------------|-----------------------|----------------------------|
| Rent                        | (94)                 | (0)                   | 94                         |
| Finance cost                | (9)                  | (147)                 | (138)                      |
| Depreciation & Amortization | (93)                 | (257)                 | (164)                      |
| PBT                         | (196)                | (404)                 | (208)                      |

# Financial Review – Profit & Loss Statement

Rs. In million (except per share data)

| Particulars  | For the period ended |              |
|--|----------------------|--------------|
|  | 30.09.2020           | 30.09.2019   |
|  | (Unaudited)          | (Unaudited)  |
| I. Revenue from operations   | 2,536                | 7,672        |
| II. Other income   | 164                  | 33           |
| <b>III. Total Revenue (I + II)</b>                                   | <b>2,700</b>         | <b>7,705</b> |
| <b>IV Total Expenses (IV)</b>  | <b>3,411</b>         | <b>7,675</b> |
| <b>V (Loss)/profit before tax (III-IV)</b>                           | <b>(711)</b>         | <b>30</b>    |
| VI Total tax expense* (VI)   | (185)                | 34           |
| <b>VII (Loss)/profit for the year (V-VI)</b>                         | <b>(526)</b>         | <b>(4)</b>   |
| VIII Other Comprehensive Income                                      | (1)                  | (3)          |
| <b>IX Total Comprehensive Income for the period (VII+VIII)</b>       | <b>(527)</b>         | <b>(7)</b>   |
| <b>X (Loss)/earnings per share (of Rs. 10 each) (not annualized)</b> |                      |              |
| (a) Basic (Rs.)  | (28.96)              | (0.24)       |
| (b) Diluted (Rs.)  | (28.96)              | (0.24)       |

\* Tax expense includes deferred tax

# Financial Review - Balance Sheet and CFS

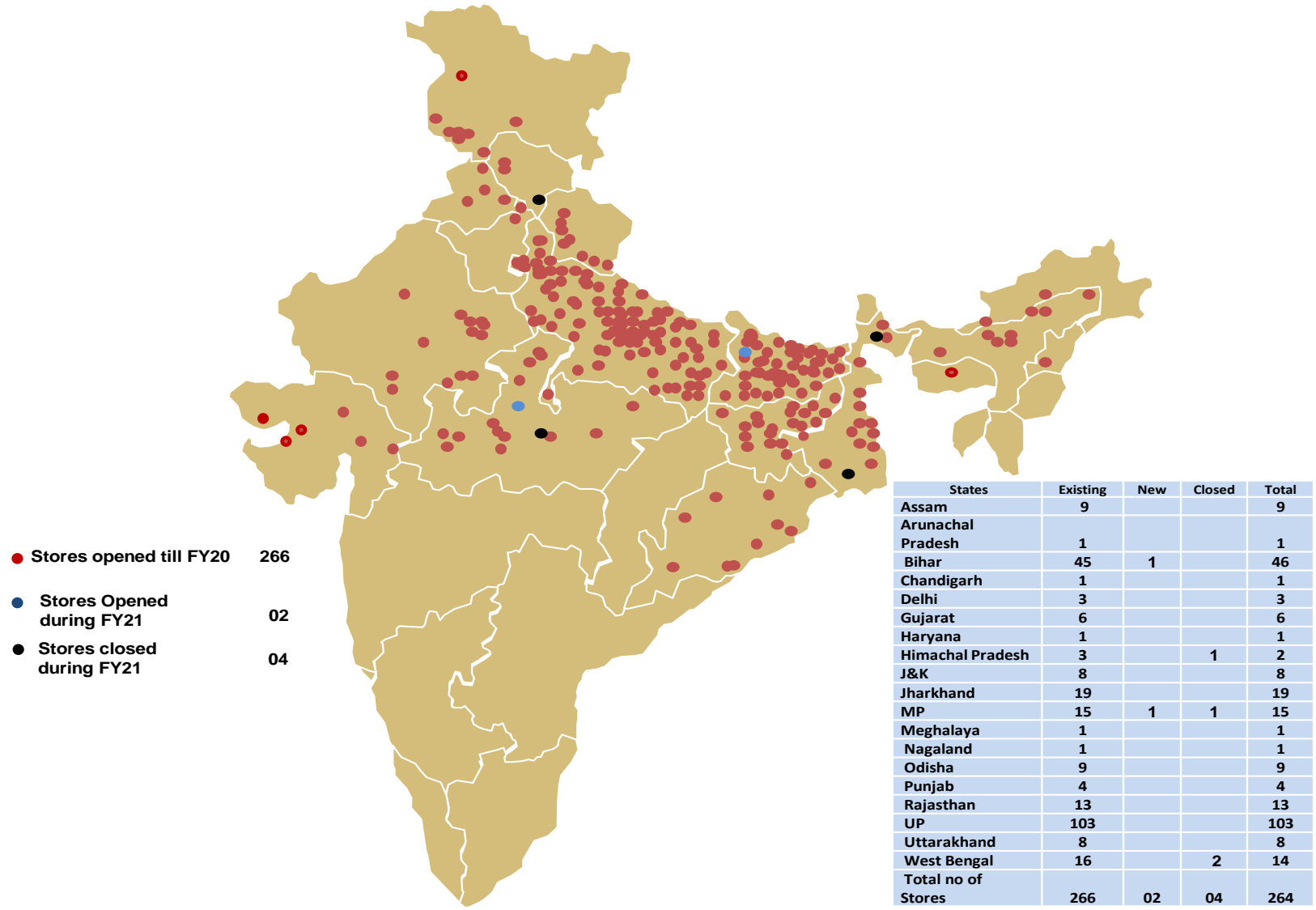
(Rs. in million, unless stated otherwise)

| Particulars  | As at              | As at            |
|--|--------------------|------------------|
|  | September 30, 2020 | March 31, 2020   |
|  | (Unaudited)        | (Audited)        |
| <b>I ASSETS</b>  |                    |                  |
| <b>Non-current assets</b>                              |                    |                  |
| Property, plant and equipment                          | 1,581.81           | 1,712.72         |
| Right-of-use assets                                    | 4,584.61           | 4,921.11         |
| Capital work-in-progress                               | 35.46              | 24.67            |
| Intangible assets                                      | 33.28              | 36.59            |
| Financial assets                                       |                    |                  |
| Investments  | 35.20              | 33.15            |
| Loans  | 123.64             | 118.85           |
| Other financial assets                                 | 13.86              | 12.52            |
| Deferred tax assets (net)                              | 345.40             | 160.12           |
| Other non-current assets                               | 32.66              | 40.86            |
|  | <b>6,785.92</b>    | <b>7,060.59</b>  |
| <b>Current assets</b>                                  |                    |                  |
| Inventories  | 3,645.94           | 4,779.22         |
| Financial assets                                       |                    |                  |
| Investments  | 4.36               | 45.75            |
| Loans  | 0.58               | 0.34             |
| Cash and cash equivalents                              | 40.16              | 48.96            |
| Other bank balances                                    | 0.75               | 0.93             |
| Other current assets                                   | 258.64             | 300.69           |
|  | <b>3,950.43</b>    | <b>5,175.89</b>  |
| <b>Total Assets</b>                                    | <b>10,736.35</b>   | <b>12,236.48</b> |
| <b>II EQUITY AND LIABILITIES</b>                       |                    |                  |
| <b>EQUITY</b>  |                    |                  |
| Equity share capital                                   | 181.74             | 181.56           |
| Other equity   | 3,893.26           | 4,407.76         |
|  | <b>4,075.00</b>    | <b>4,589.32</b>  |
| <b>LIABILITIES</b>                                     |                    |                  |
| <b>Non-current liabilities</b>                         |                    |                  |
| Financial liabilities                                  |                    |                  |
| Lease liability  | 4,525.66           | 4,378.38         |
| Employee benefit obligations                           | 67.25              | 61.23            |
|  | <b>4,592.91</b>    | <b>4,439.61</b>  |
| <b>Current liabilities</b>                             |                    |                  |
| Financial liabilities                                  |                    |                  |
| Borrowings   | 474.73             | 10.47            |
| Lease liability  | 370.43             | 778.25           |
| Trade payables   |                    |                  |
| a) total outstanding dues of MSME                      | 116.47             | 504.37           |
| b) total outstanding dues of creditors other than MSME | 758.32             | 1,463.53         |
| Other financial liabilities                            | 166.90             | 260.81           |
| Employee benefit obligations                           | 32.71              | 25.49            |
| Liabilities for current tax (net)                      | 96.59              | 96.71            |
| Other current liabilities                              | 52.29              | 67.92            |
|  | <b>2,068.44</b>    | <b>3,207.55</b>  |
| <b>Total Equity and Liabilities</b>                    | <b>10,736.35</b>   | <b>12,236.48</b> |

| V-Mart Retail Limited                                       |                      |                      |
|---|----------------------|----------------------|
| Cash Flow Statement for the period ended September 30, 2020 |                      |                      |
|   | For the period ended | For the period ended |
|   | 30 Sept 2020         | 31 March 2020        |
| <b>A. Cash flows from operating activities</b>              |                      |                      |
| Profit before Income Tax                                    | (711)                | 695                  |
| Adjustment for:   | 630                  | 1,500                |
| Operating profit before working capital changes             | (81)                 | 2,195                |
| Movements in working capital :                              | 10                   | (1091)               |
| Cash flow from operations                                   | (71)                 | 1,104                |
| Taxes paid  | -                    | (241)                |
| Net cash flow from operating activities                     | (71)                 | 863                  |
| <b>B. Cash flows used in investing activities</b>           |                      |                      |
| Net cash flow from/(used in) investing activities           | (60)                 | 5                    |
| <b>C. Cash flows from/(used in) financing activities</b>    |                      |                      |
| Net cash flow from/(used in) financing activities           | 116                  | (943)                |
| Net increase/(decrease) in cash and cash equivalents        | (15)                 | (75)                 |

# Stores Geographic Spread & Sales Promotions Q2 FY'21

# Stores Geographical Spread





# Thank you....!!

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