



PRICE "LESS" FASHION

18<sup>th</sup> August, 2017

Ref. No. CS/S/L-195/2017-18

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: [cmllist@nse.co.in](mailto:cmllist@nse.co.in)

The Corporate Relationship Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai-400 001  
**Scrip code: 534976**  
Fax: 022-22723121  
Email: [corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)

**Sub: Press Release on the financial results for the quarter ended 30<sup>th</sup> June, 2017**

Sir,

Please find enclosed herewith press release on the financial results of the Company for the quarter ended 30<sup>th</sup> June, 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](mailto:info@vmart.co.in) Website : [www.vmart.co.in](http://www.vmart.co.in)  
Registered Office : 610-611, Guru Ram Dass Nagar, Main Market, Opp. SBI Bank, Laxmi Nagar, New Delhi - 110092



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**V-Mart reports increase in Revenue from operations by 39%, EBITDA by 107%, and, PAT by 139% for Q1 FY18**

**New Delhi, 18<sup>th</sup> Aug 2017:** V-Mart Retail Ltd. announced its unaudited financial results for the quarter ending 30<sup>th</sup> June 2017, which were approved by the Company's Board of Directors at its meeting held on 18<sup>th</sup> Aug 2017.

During the first quarter of FY18, V-Mart reported an increase in revenue by 39% to Rs. 3151 millions, EBITDA by 107% to Rs. 371 million, and, PAT by 139% to Rs. 224 million over the corresponding period last year.

Speaking on this occasion, Mr. Lalit Agarwal, CMD, V-Mart Retail Ltd, thanked all stakeholders for helping V-Mart achieve yet another spectacular quarter of good performance. This quarter saw a longer marriage season and preponement of EID festivities from Q2. He also acknowledged the efforts of team V-Mart for successful execution of GST and expressed his gratitude to the entire vendor base for coming on-board the GST platform. He said that V-Mart was GST Ready & compliant on Day 1 of GST rollout in addition to being IndAS compliant. He shared that V-Mart has opened eight new stores during the quarter taking its total store-count to 149 across 126 cities and expressed his happiness over V-Mart achieving same store sales growth of 23% in value terms and 27% in quantity terms. He also mentioned the new and focused marketing initiatives like EID campaign, Sankranti campaign, Rajjo campaign, Denim Fest and Kids carnival which helped increase the footfalls into V-Mart Stores to 8 million in the quarter. He also highlighted the company's efforts in reducing inventory number of days by 15 days.

#### **Outlook**

V-Mart has been investing in building capabilities and capacities. Though the upcoming quarter is the weakest quarter for the Indian retail industry, our business outlook remains positive, and, V-Mart looks forward to grow consistently, competitively and profitably towards leading and expanding the Value-retailing segment nationally.

In Q2, V-Mart's focus will revolve around increasing the depth of the business i.e. increasing the quantity and unique product options across size range besides increasing the contribution of private labels, investing in technology and building up the organization across functions to offer more value to the customers.

A new design team has been set up to ensure latest design inputs in the season color palette along with forecast and silhouettes. V-Mart hosted a successful national vendor meet "Sahyog" last month, and, we are excited to see the overwhelming support from the vendor community towards improving the product options at a store level, which hints at strong prospects for the growth of business.

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**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 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". 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:-**

**Anand Agarwal (CFO)**

+91-124-4640030, [ir\\_vmart@vmartretail.com](mailto:ir_vmart@vmartretail.com)



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