



# MRVL

MANDHANA RETAIL VENTURES LTD.

Registered Office : Plot No. E -132, M.I.D.C., Tarapur Industrial Area, Boisar, Dist : Palghar - 401506

CIN L52300MH2011PLC213349

16<sup>th</sup> February, 2018

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400023

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C-1,  
G Block, Bandra Kurla Complex,  
Bandra (E), Mumbai - 400051

Dear Sir/Madam,

**Sub:** Presentation on the results for the quarter and nine months ended  
31<sup>st</sup> December, 2017

**Ref:** BSE- 540210; NSE - TMRVL

Please find enclosed herewith, presentation on the results of the Company for the  
quarter and nine months ended 31<sup>st</sup> December, 2017.

Kindly take the above on your records and oblige.

Yours faithfully,  
for **THE MANDHANA RETAIL VENTURES LIMITED**

  
**MANISH MANDHANA**  
(Chief Executive Officers)



Encl.: As above

**THE** MANDHANA RETAIL VENTURES LIMITED

Corporate Office: 006-008, Peninsula Centre, Dr. S.S Rao Road, Parel, Mumbai 400012.

Tel: 91-22-43539191 Fax: 91-22-43539216/17/18 Email: info@mandhanaretail.com Website: www.mandhanaretail.com

(Formerly Mandhana Retail Ventures Limited)



Being human



**MRVL**

MANDHANA RETAIL VENTURES LIMITED

Earnings Presentation

Q 3 F Y 1 8

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# Q3FY18: Operational Highlights

## Operational Highlights

- **Significant pick up in export sales during the quarter**
  - Export Sales higher at 24% Y-o-Y
- **Strong sales pick up in Q3**
  - Sales of INR 165 million on Brand Ambassador's B'day
- **Expanding PoS**
  - 3 new domestic stores opened during the quarter
  - Expect to open 3 new PoS in Q4
- **Strong and growing loyalty base**
  - Over 5.90 lakh customers under loyalty programme
- **Initiated development of "Core" Product Line**
  - To be launched in Autumn/Fall 2018

## FY18 Priorities

Higher Full Price Sales Volume

Better Margins

Deeper Penetration

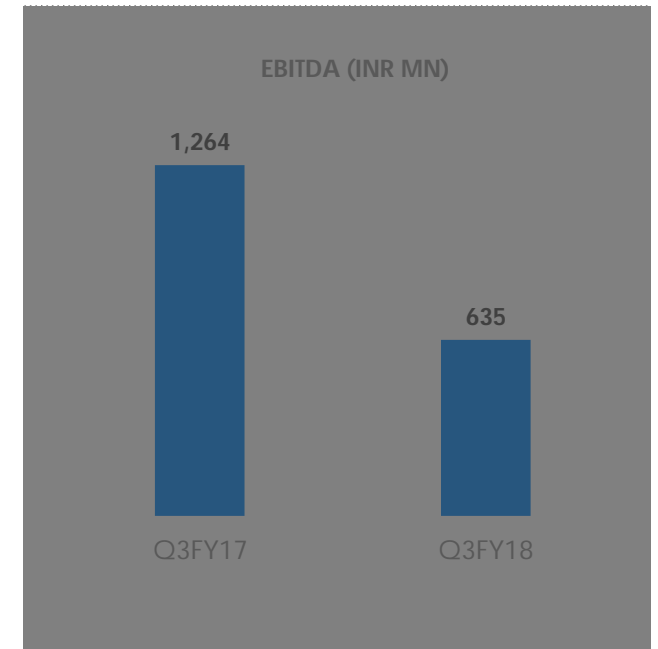
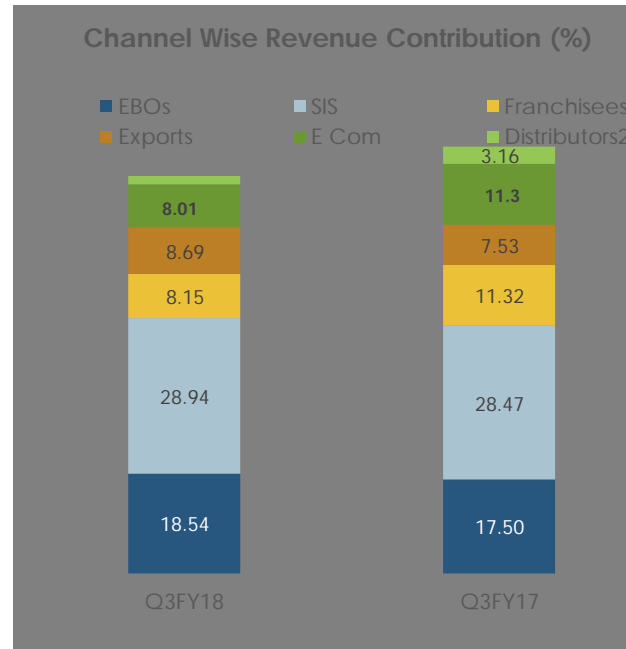
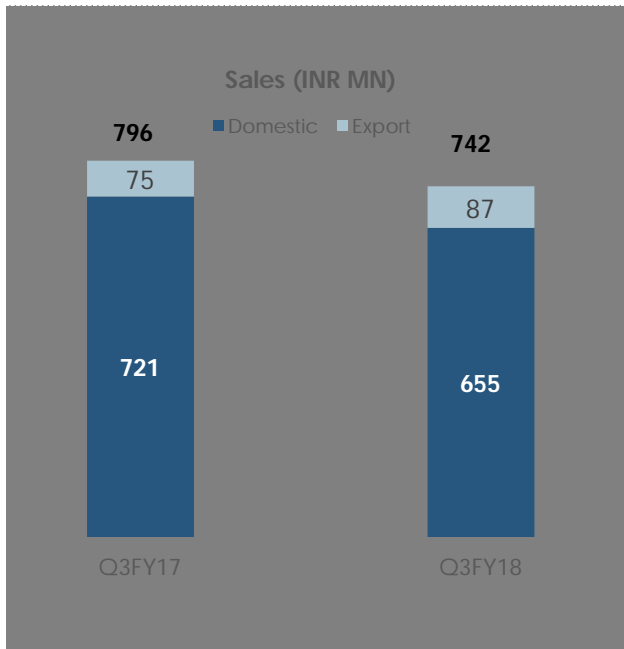
# Growing Domestic Distribution Network

Focussed on creating an Asset Light Business Model; Faster Penetration in Tier 2 and 3

Points of Sales	As on 31st March 2017	Stores opened in QTR 1	Stores opened in QTR 2	Stores opened in QTR 3	As on 31 December 2017
EBO	29	(+1)	(+1,-1)	(+1)	31
SS	351	(+3)	(+6)	(+14)	374
Franchisee	24	(+1)	(+1)	(+2)	28
Distributors	10	(-3)		0	7
E- Commerce	4			(-1)	3
<b>Total Domestic POS</b>	<b>418</b>	<b>2</b>	<b>7</b>	<b>16</b>	<b>443</b>

- 3 new stores to be opened on Q4FY18,
  - Coimbatore, Jaipur, Chennai
- FY18 Domestic POS – 440+

# Q3FY18: Financial Highlights



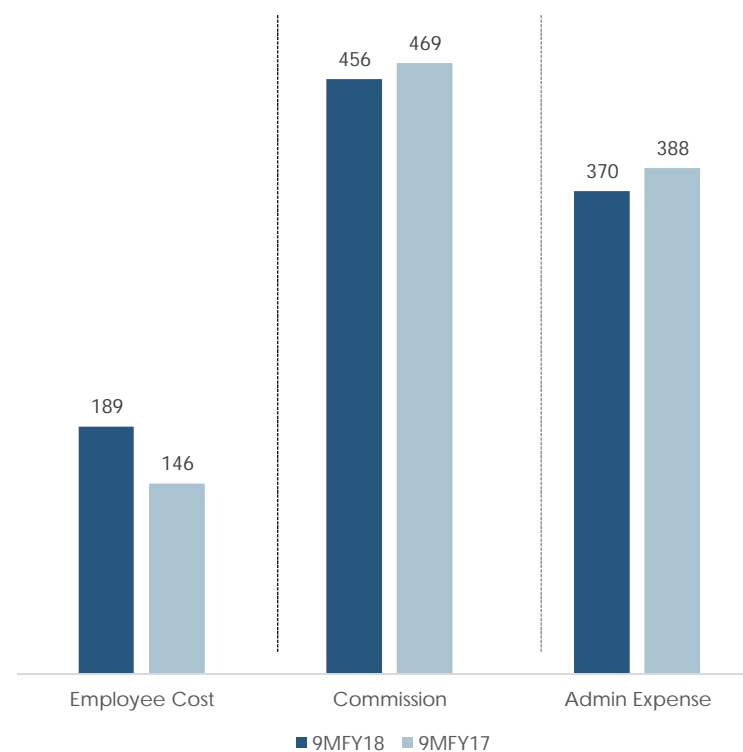
- Revenues and profitability were impacted due to the early start of end of season sale.
- For the period under review, sales commenced on 16 December 2017 compared to 27th December 2016 in the corresponding prior period.

# Financial Performance & Overhead Analysis

INR MN except as stated	Q3FY18	Q3FY17
<b>Revenue</b>	<b>739</b>	<b>793</b>
<b>EBITDA</b>	<b>63</b>	<b>126</b>
<i>EBITDA Margin</i>	8.6%	15.9%
<b>PAT</b>	<b>32</b>	<b>75</b>
PAT Margin	4.26%	9.5%
EPS (Rs/Share)	1.43	3.40

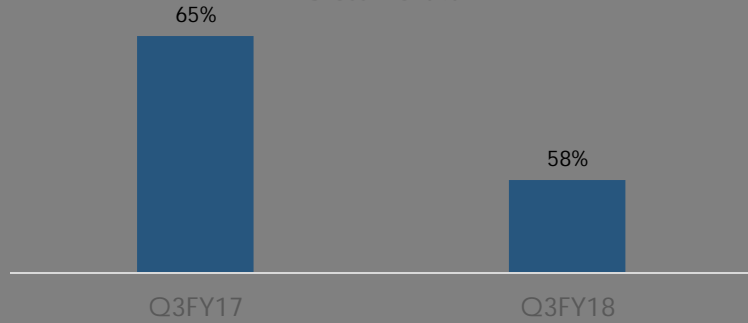
INR MN except as stated	9MFY18	9MFY17
<b>Revenue</b>	<b>2,025</b>	<b>2,095</b>
<b>EBITDA</b>	<b>184</b>	<b>333</b>
<i>EBITDA Margin</i>	9.1%	15.9%
<b>PAT</b>	<b>95</b>	<b>192</b>
PAT Margin	4.7%	9.2%
EPS (Rs/Share)	4.28	8.67

## Overheads Analysis



# Key Performance Indicators

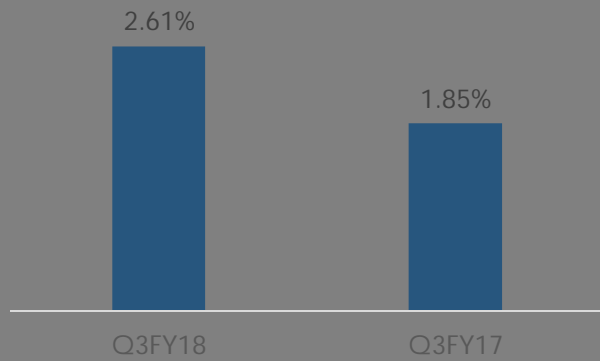
Gross Profit %



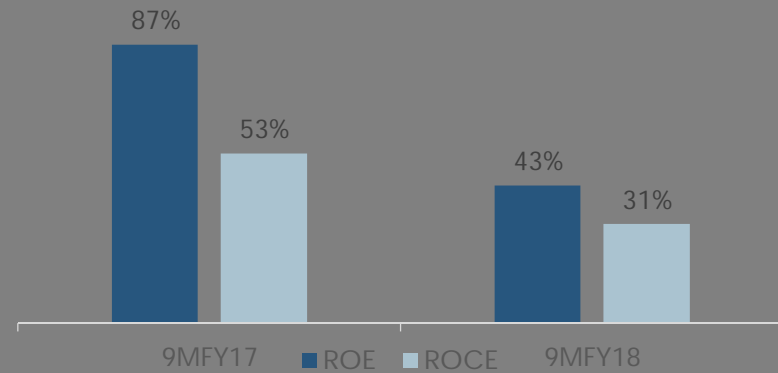
EBITDA Margin%



Advertisement Cost (% of Revenue)



Return Ratios





# Balance Sheet

Equity and Liabilities (INR Mn)	9MFY18	FY17
Share Capital	221	221
Reserves and Surplus	337	362
<b>Net Worth</b>	<b>557</b>	<b>583</b>
<b>Non Current Liabilities</b>		
Other Non Current Financial Liabilities	13	27
Non Current Provisions	6	5
Other Non Current Liabilities	4	2
	<b>24</b>	<b>35</b>
<b>Current Liabilities</b>		
Short Term Borrowings	83	59
Trade Payables	451	412
Other Current Financial Liabilities	102	91
Other Current Liabilities	41	15
Short Term Provisions	16	130
	<b>693</b>	<b>707</b>
<b>Total: Equity and Liabilities</b>	<b>1,274</b>	<b>1,324</b>

Assets	9MFY18	FY17
<b>Non Current Assets</b>		
<b>Fixed Assets</b>	255	255
Tangible Assets	251	244
Intangible Assets	4	4
Capital WIP	0	7
<b>Long Term Loan and Advances</b>	<b>29</b>	<b>158</b>
<b>Current Assets</b>		
Inventories	486	613
Trade Receivables	331	137
Cash and Cash equivalents	10	5
Short Term Loans and Advances	150	142
Other Current Assets	14	15
<b>Total: Current Assets</b>	<b>990</b>	<b>912</b>
<b>Total Assets</b>	<b>1,274</b>	<b>1,324</b>



**JOY**

100%



**CARE**

**LOVE**



**SHARE**

**HOPE**

**HELP**

For Further Information; please contact

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