



# V2 Retail Limited

November 12, 2020

<b>BSE Limited</b> Corporate Relationship Department 1 <sup>st</sup> Floor, New Trading, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai – 400 001	<b>National Stock Exchange Of India Limited</b> Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051
<b>Scrip Code – 532867</b>	<b>Scrip Code – V2RETAIL</b>

**Sub: Investor Presentation for Q2 FY 2020-21**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith **Investor Presentation for Q2FY2020-21**.

The investor presentation shall also be uploaded on the website of the Company.

You are requested to kindly take the above on record.

Thanking you,

Yours truly  
For V2 Retail Limited

  
Sudhir Kumar  
Company Secretary & Compliance Officer



Encl.: As above

# Q2 FY21 Result Update

November 2020

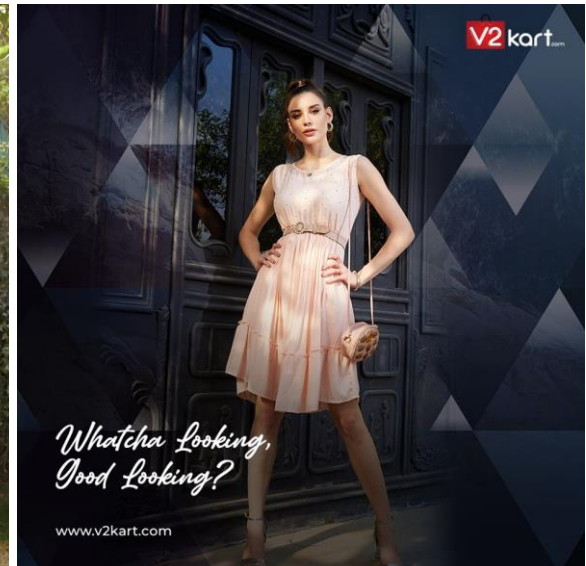
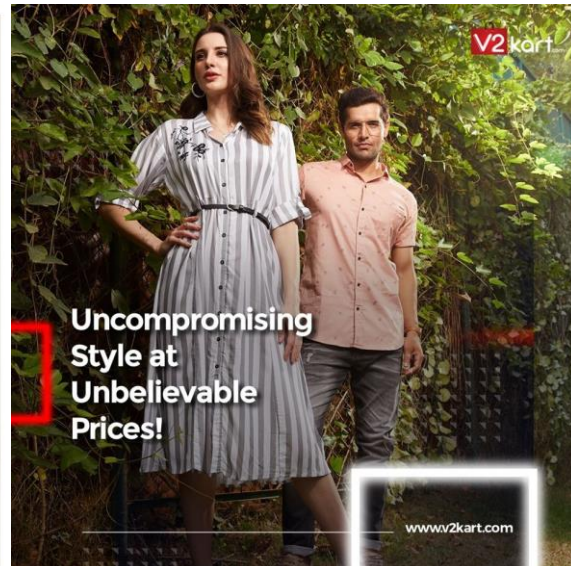


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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company. Competition

## Q2 & H1 FY21 Highlights



## EBIDTA

₹ 95 Mn in Q2 FY21 as compared to ₹ 118 Mn in Q2 FY20. EBIDTA for H1 FY21 stood at ₹ 167 Mn

### Gross Profit

₹ 270 Mn in Q2 FY21 as compared to ₹ 418 Mn in Q2 FY20. Gross Profit for H1 FY21 stood at ₹ 380 Mn

### PBT

₹ (97) Mn in Q2 FY21 as compared to ₹ (97) Mn in Q2 FY20. PBT for H1 FY21 stood at ₹ (214) Mn

### Revenue

₹ 850 Mn in Q2 FY21 as compared to ₹ 1,507 Mn in Q2 FY20. Revenue for H1 FY21 stood at ₹ 1,220 Mn

### PAT

₹ (73) Mn in Q2 FY21 as compared to ₹ (104) Mn in Q2 FY20. PAT for H1 FY21 stood at ₹ (162) Mn





01

## Store Count & Retail Area

76 Stores at end of Q2 FY21 (Opened 6, Closed 4). Total Retail area ~8.1 lakh sq.ft.



02

## SSG

Same Store Sales Growth (48)% in Q2 FY21



03

## ASP

Average Selling price in Q2 FY21 stood at ₹238



04

## ABV

Average Bill value was ₹ 720 in Q2 FY21



05

## PSF

Sales per square feet per month at ₹ 329



01

## Store Count & Retail Area

76 Stores at end of H1 FY21 (Opened 6, Closed 6). Total Retail area ~8.1 lakh sq.ft.



02

## SSG

Same Store Sales Growth (68)% in H1 FY21



03

## ASP

Average Selling price in H1 FY21 stood at ₹237



04

## ABV

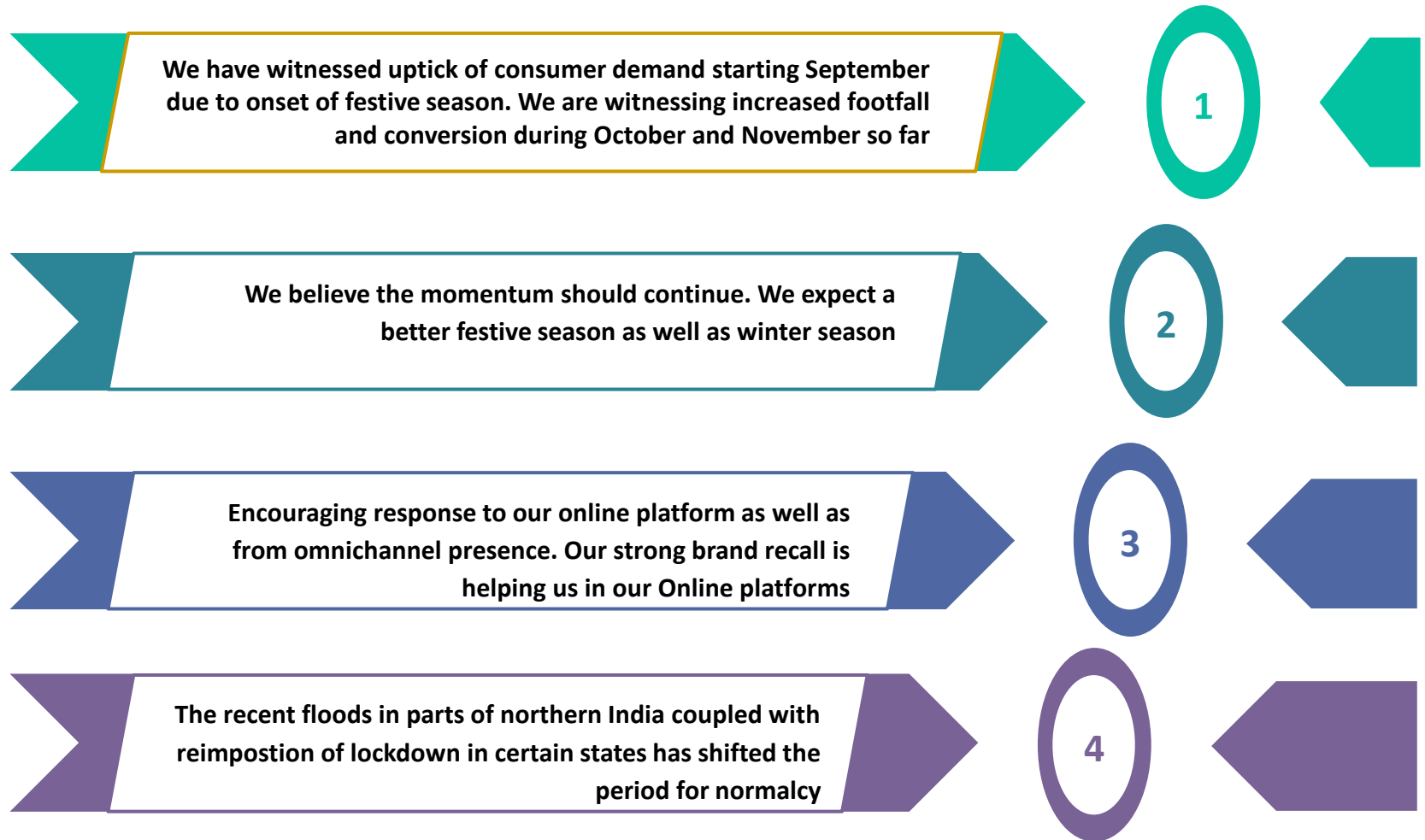
Average Bill value was ₹ 736 in H1 FY21



05

## PSF

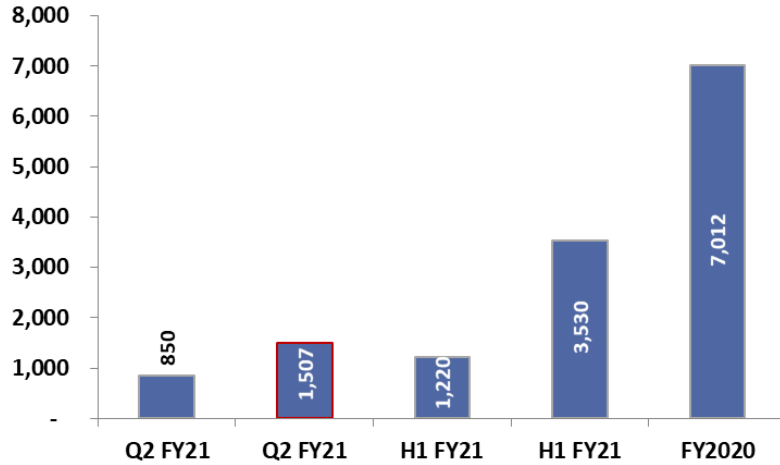
Sales per square feet per month at ₹ 230



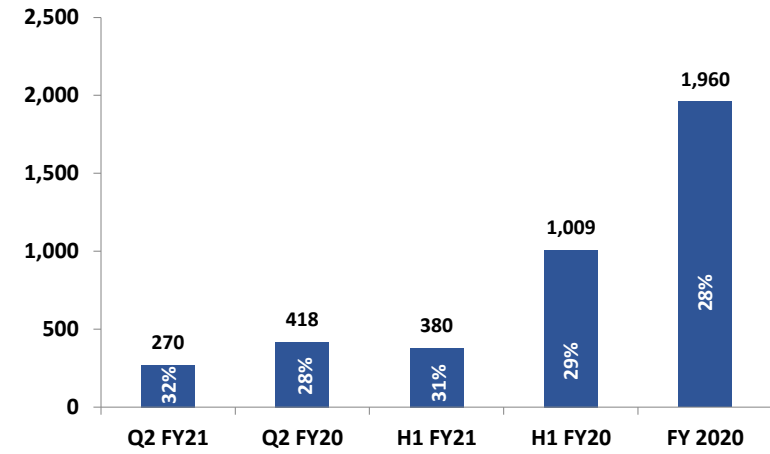


# Standalone Financial Highlights

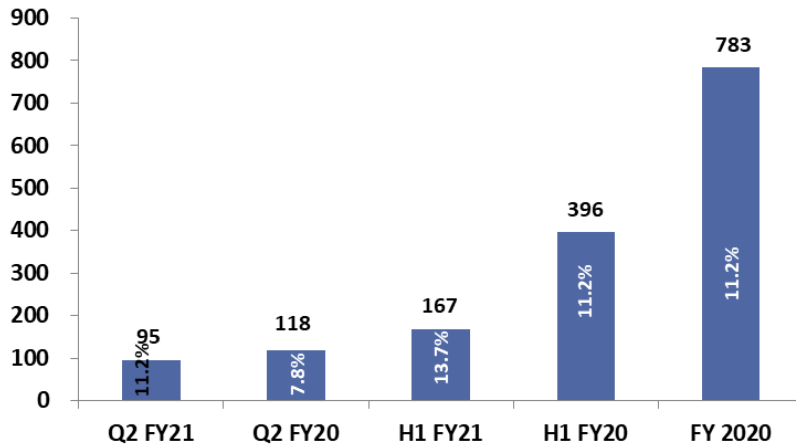
## Revenue (₹ Million)



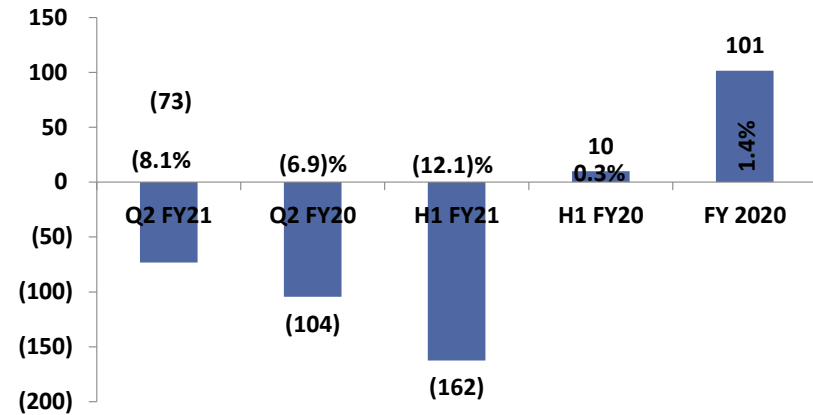
## Gross Profit (₹ Million) and Gross Profit Margins



## EBIDTA (₹ Million) and EBIDTA Margins



## Profit After Tax (₹ Million)



# Standalone Profit & Loss



Particulars (₹ million)	Q2 FY21	Q2 FY20	Y-O-Y	Q1 FY21	H1 FY21	H1 FY20	Y-O-Y.	FY2020
Revenue from Operations	850	1,507	-44%	370	1,220	3,530	-65%	7,012
Total Income	903	1,509		443	1,346	3,534		7,035
Gross Profit	270	418	-35%	110	380	1,009	-62%	1,960
<i>GP Margin (%)</i>	31.8%	27.7%		29.7%	31.1%	28.6%		27.9%
EBIDTA	95	118	-19%	72	167	396	-58%	783
<i>EBIDTA Margin (%)</i>	11.2%	7.8%		19.5%	13.7%	11.2%		11.2%
Other Income	53	2		74	127	3		23
Depreciation	126	134		121	247	260		505
Finance Cost	66	81		68	135	155		299
PBT Before Exceptional Item	(97)	(97)		(118)	(214)	(20)		(21)
<i>PBT Margin (%)</i>	-10.7%	-6.4%		-26.6%	-15.9%	-0.6%		-0.3%
Exceptional Item (Gain) / Loss	-	-		-	-	-		-125
PBT	(97)	(97)		(118)	(214)	(20)		105
<i>PBT Margin (%)</i>	-10.7%	-6.4%		-26.6%	-15.9%	-0.6%		1.5%
PAT	(73)	(104)		(89)	(162)	10		101
<i>PAT Margin (%)</i>	-8.1%	-6.9%		-20.1%	-12.1%	0.3%		1.4%
Total Comprehensive Income	(73)	105		(89)	(162)	8		96
EPS Basic (₹ per share)^	(2.15)	(3.07)		(2.62)	(4.76)	0.29		2.97
EPS Diluted (₹ per share)^	(2.14)	(3.07)		(2.61)	(4.75)	0.29		2.97

^ Not Annualised

# Consolidated Profit & Loss



Particulars (₹ million)	Q2 FY21	Q1 FY21	H1 FY21	FY2020
Revenue from Operations	850	370	1,220	7,012
Total Income	905	447	1,352	7,037
Gross Profit	277	113	390	1,960
<i>GP Margin (%)</i>	32.6%	30.4%	32.0%	27.9%
EBIDTA	97	74	171	774
<i>EBIDTA Margin (%)</i>	11.4%	20.0%	14.0%	11.0%
Other Income	55	77	133	25
Depreciation	130	125	255	510
Finance Cost	69	71	141	303
PBT Before Exceptional Item	(103)	(122)	(225)	(39)
<i>PBT Margin (%)</i>	-11.4%	-27.4%	-16.7%	-0.6%
Exceptional Item (Gain) / Loss		-	-	-125
PBT	(103)	(122)	(225)	87
<i>PBT Margin (%)</i>	-11.4%	-27.4%	-16.7%	1.2%
PAT	(82)	(93)	(175)	88
<i>PAT Margin (%)</i>	-9.0%	-20.8%	-12.9%	1.2%
Total Comprehensive Income	(82)	(93)	(175)	83
EPS Basic (₹ per share)^	(2.39)	(2.73)	(5.12)	2.57
EPS Diluted (₹ per share)^	(2.39)	(2.73)	(5.11)	2.57

^ Not Annualised

Particulars (₹ million)	Q2 FY21	Q2 FY20	Y-O-Y	Q1 FY21	H1 FY21	H1 FY20	Y-O-Y.
Revenue from Operations	850	1,507	-44%	370	1,220	3,530	-65%
Total Income	851	1,509		374	1,224	3,534	
Gross Profit	270	418	-35%	110	380	1,009	-62%
<i>GP Margin (%)</i>	31.8%	27.7%		29.7%	31.1%	28.6%	
EBIDTA	(46)	(3)		(56)	(103)	152	
<i>EBIDTA Margin (%)</i>	-5.5%	-0.2%		-15.2%	-8.4%	4.3%	
Other Income	1	2		4	5	3	
Depreciation	47	43	-	43	90	85	-
Finance Cost	0	10	-	0	1	13	-
PBT Before Exceptional Item	(94)	(55)		(99)	(193)	55	
<i>PBT Margin (%)</i>	-11.0%	-3.7%		-26.6%	-15.8%	1.6%	

IND AS 116 became applicable effective annual reporting period beginning April 1, 2019. The Company has adopted the standard, using the modified retrospective approach for transition. The table highlights the Pre Ind AS 116 P&L

# Balance Sheet - Standalone



Particulars (₹ in Mn)	H1 FY21	FY2020
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	819	889
Capital Work in Progress	3	-
Right to use Assets	2,136	2,394
Other intangible assets	9	12
Intangible assets under development	41	41
Financial assets		
Loans	58	59
Other financial assets	2	123
Investment in Subsidiary	150	<b>150</b>
Deferred tax assets (net)	264	212
Income tax assets (net)	21	19
Other non-current assets	181	173
<b>Total - Non-Current Assets</b>	<b>3,685</b>	<b>4,073</b>
<b>Current assets</b>		
Inventories	1,900	1,962
<b>Financial assets</b>		
Cash and cash equivalents	32	605
Bank balances other than cash & cash equivalents	7	70
Other financial assets	6	3
Trade Receivables	147	<b>130</b>
Other current assets	294	230
<b>Total - Current Assets</b>	<b>2,384</b>	<b>2,999</b>
Assets classified as held for sale	5	-
<b>TOTAL - ASSETS</b>	<b>6,074</b>	<b>7,072</b>

Particulars (₹ in Mn)	H1 FY21	FY2020
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	341	341
Other equity	2,313	2,464
<b>Total - Equity</b>	<b>2,654</b>	<b>2,805</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	4	8
Lease Liability	2,411	2,658
Financial liabilities	1	1
Provisions	26	24
Other non-current liabilities	-	-
<b>Total Non-Current Liabilities</b>	<b>2,443</b>	<b>2,691</b>
<b>Current liabilities</b>		
Borrowings	70	226
Lease Liability	224	213
Trade payables	636	1,094
Other financial liabilities	19	12
Provisions	20	19
Other current liabilities	9	12
<b>Total - Current liabilities</b>	<b>977</b>	<b>1,576</b>
Liabilities directly associated with assets classified as held for sale		-
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>6,074</b>	<b>7,072</b>

# Balance Sheet - Consolidated



Particulars (₹ in Mn)	H1 FY21	FY2020
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	887	922
Capital Work in Progress	8	-
Right to use Assets	2,189	2,453
Other intangible assets	9	12
Intangible assets under development	41	41
<b>Financial assets</b>		
Loans	60	60
Other financial assets	110	228
Deferred tax assets (net)	267	216
Income tax assets (net)	21	20
Other non-current assets	181	173
<b>Total - Non-Current Assets</b>	<b>3,773</b>	<b>4,127</b>
<b>Current assets</b>		
Inventories	2,072	2,152
<b>Financial assets</b>		
Cash and cash equivalents	33	605
Bank balances other than cash & cash equivalents	7	70
Other financial assets	6	3
Trade Receivables	16	0
Other current assets	317	249
<b>Total - Current Assets</b>	<b>2,451</b>	<b>3,079</b>
<b>TOTAL - ASSETS</b>	<b>6,224</b>	<b>7,205</b>

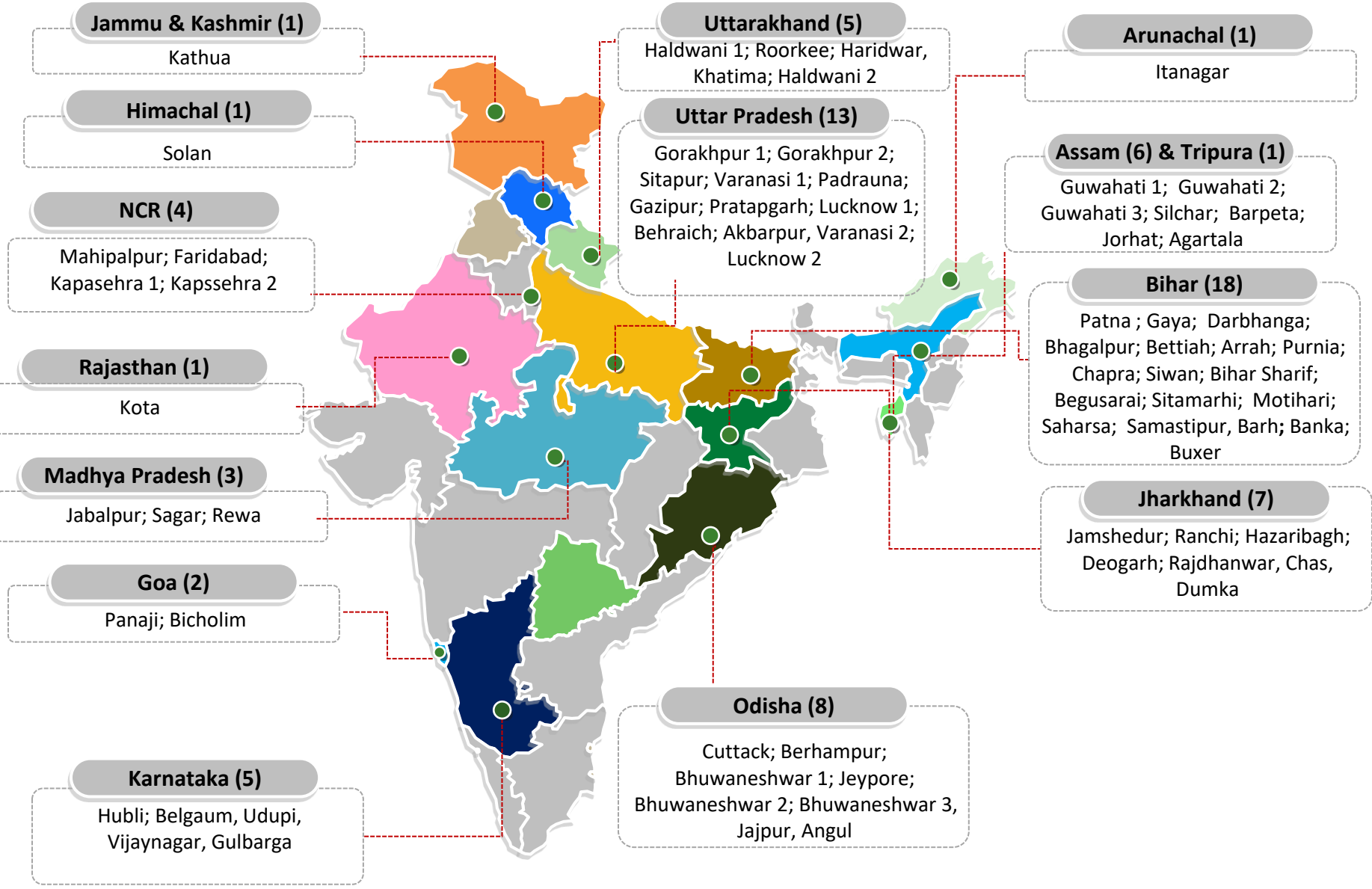
Particulars (₹ in Mn)	H1 FY21	FY2020
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	341	341
Other equity	2,288	2,451
<b>Total - Equity</b>	<b>2,629</b>	<b>2,792</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	42	49
Lease Liability	2,455	2,708
Financial liabilities	1	1
Provisions	26	24
Other non-current liabilities	-	-
<b>Total Non-Current Liabilities</b>	<b>2,524</b>	<b>2,782</b>
<b>Current liabilities</b>		
Borrowings	114	276
Lease Liability	234	223
Trade payables	674	1,088
Other financial liabilities	19	13
Provisions	21	19
Other current liabilities	9	12
<b>Total - Current liabilities</b>	<b>1,071</b>	<b>1,631</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>6,224</b>	<b>7,205</b>

# Cash Flow



Particulars (₹ in Mn)	Standalone		Consolidated
	H1 FY21	FY2020	H1 FY21
<b>PBT</b>	<b>(214)</b>	<b>(20)</b>	<b>(225)</b>
Adjustments	268	413	276
<b>Operating profit before working capital changes</b>	<b>53</b>	<b>394</b>	<b>51</b>
Changes in working capital	(365)	(427)	(312)
<b>Cash generated from operations</b>	<b>(312)</b>	<b>(33)</b>	<b>(261)</b>
Direct taxes paid (net of refund)	(1)	1	(1)
<b>Net Cash from Operating Activities</b>	<b>(313)</b>	<b>(31)</b>	<b>(262)</b>
<b>Net Cash from Investing Activities</b>	<b>49</b>	<b>27</b>	<b>16</b>
<b>Net Cash from Financing Activities</b>	<b>(308)</b>	<b>(6)</b>	<b>(326)</b>
<b>Net Change in cash and cash equivalents</b>	<b>(573)</b>	<b>(10)</b>	<b>(572)</b>
Opening Cash Balance	605	83	605
<b>Closing Cash Balance</b>	<b>32</b>	<b>73</b>	<b>33</b>

# Store Presence





# New Initiative During H1 FY 22 – Online Retailing

- It is pretty evident that online retailing (e-com) and brick and mortar store are complementary to each other. E-com also enhance brand visibility.
- India is in the midst of a digital revolution. The number of Internet users is likely to cross 650 million by 2020 and it is expected that half of the Indian population will be online in the next 3 years
- Digital innovation, rising globalization, and changes in consumer spending habits have catapulted the fashion industry into the midst of seismic shifts.
- By adopting a omni-retailing business model, faster adoption of online services, better variety and convenience, we are convinced that our initiative will help in improving our reach and overall performance.
- We are exited with the initial response received from our e-commerce venture ([www.v2kart.com](http://www.v2kart.com))



SS '20 EDIT

Sizzling

# Summer Collection

over 300 tops  
under ₹ 199

Shop Now



**V2**  
Value & Variety

Your favourite store is now Online.

[www.v2kart.com](http://www.v2kart.com)

# Our Brands





**SBI card Offer**

# GET 5% CASH BACK\*

Valid on Minimum Bill Value of ₹1000 or More

Valid from 17<sup>th</sup> July to 16<sup>th</sup> Aug 2020  
Customer is eligible only once during the offer period

\*Terms & Conditions Apply

**Exclusively on SBI Bank Credit Card**

**MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE**

Also available at: Delhi, Bihar, Haryana, Jharkhand, Uttar Pradesh, Himachal Pradesh, Karnataka, Odisha, Tripura, Arunachal Pradesh, Uttarakhand, Assam, Madhya Pradesh, Jammu & Kashmir, Telangana, Rajasthan & Goa.

TERMS & CONDITIONS APPLY: OFFER VALID TILL STOCKS LAST. PRICES & OFFERS ARE SUBJECT TO CHANGE AND CAN BE WITHDRAWN WITHOUT PRIOR NOTICE. QUANTITY RESTRICTIONS APPLY. PRODUCT PICTURES ARE INDICATIVE OF THE OFFERS ONLY AND MAY NOT MATCH WITH THE ACTUAL PRODUCTS. OFFERS FOR RETAIL CUSTOMERS ONLY. OFFERS MAY VARY AS PER LOCATION. IN CASE OF ANY DISPUTE V2 RESERVES THE RIGHT TO TAKE THE FINAL DECISION. ALL MAJOR CREDIT CARDS ARE ACCEPTED.

**7 DAYS OPEN**

## GRAND OPENING

AT BICHOLIM-GOIA

<p><b>SHOP FOR ₹5000 OR MORE &amp; GET WORTH ₹2170/- DUFFLEBAG FREE*</b></p>	<p><b>SHOP FOR ₹7500 OR MORE &amp; GET WORTH ₹3250/- DUFFLEBAG FREE*</b></p>	<p><b>SHOP FOR ₹10000 OR MORE &amp; GET WORTH ₹5700/- TROLLEY BAG/ MOBILEPHONE FREE*</b></p>
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**SHOP FOR ₹999 OR MORE & GET LUCKY DRAW COUPON TO WIN EXCITING PRIZES**

LED TV | REFRIGERATOR | WASHING MACHINE AND MANY MORE...

**LUCKY DRAW OFFER**

**MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE**

Also available at: Delhi, Bihar, Haryana, Jharkhand, Uttar Pradesh, Himachal Pradesh, Karnataka, Odisha, Tripura, Arunachal Pradesh, Uttarakhand, Assam, Madhya Pradesh, Jammu & Kashmir, Telangana, Rajasthan & Goa.

Pay using **paytm** & avail Cashback Offer

**7 DAYS OPEN**

**Happy Ganesh Chaturthi**

SHOP FOR ₹1000  
AND  
**GET ₹500  
FREE**

2 X ₹250 EACH VOUCHER

\*Gift vouchers redeemable on next purchase of Rs 999 or more. One coupon will be valid per month starting from August 2020

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**GREAT INDIAN SALE**  
SPECIAL OFFER

SHOP FOR ₹1000  
AND GET GIFT VOUCHER WORTH  
**₹500 FREE**

2 X ₹250 EACH VOUCHER

\*Gift vouchers redeemable on next purchase of Rs 999 or more. One coupon will be valid per month starting from August 2020

**₹100 FREE**

FOR ALL OLD V2 CUSTOMERS

SHOP FOR ₹999 OR MORE AND GET  
**DISCOUNT OF ₹100**

GIFT VOUCHER REDEEM ONLY ON 22<sup>ND</sup> OF AUG

**MEN'S WEAR | LADIES WEAR | KIDS WEAR | LIFESTYLE**

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## DHAMAKA OFFER

SHOP FOR ₹10000 OR MORE & GET <b>MOBILE PHONE</b> <b>FREE</b>	SHOP FOR ₹7500 OR MORE & GET <b>DESERT COOLER</b> <b>FREE</b>	SHOP FOR ₹7500 OR MORE & GET <b>MULTI MEDIA SPEAKER</b> <b>FREE</b>	SHOP FOR ₹7500 OR MORE & GET <b>JUICER MIXER GRINDER</b> <b>FREE</b>
SHOP FOR ₹7500 OR MORE & GET <b>ROOM HEATER</b> <b>FREE</b>	SHOP FOR ₹7500 OR MORE & GET <b>VIP BAG</b> <b>FREE</b>	SHOP FOR ₹5000 OR MORE & GET <b>DINNER SET</b> <b>FREE</b>	SHOP FOR ₹5000 OR MORE & GET <b>DUFFLE BAG</b> <b>FREE</b>
SHOP FOR ₹3500 OR MORE & GET <b>ELECTRIC IRON</b> <b>FREE</b>	SHOP FOR ₹2500 OR MORE & GET <b>DOUBLE BED SHEET</b> <b>FREE</b>	SHOP FOR ₹2500 OR MORE & GET <b>SUIT LENGTH</b> <b>FREE</b>	SHOP FOR ₹2000 OR MORE & GET <b>POWER BANK</b> <b>FREE</b>
SHOP FOR ₹1500 OR MORE & GET <b>NONSTICK TAWA</b> <b>FREE</b>	SHOP FOR ₹1000 OR MORE & GET <b>LED BULB</b> <b>FREE</b>	SHOP FOR ₹1000 OR MORE & GET <b>COFFEE MUG</b> <b>FREE</b>	SHOP FOR ₹1000 OR MORE & GET <b>EAR PHONE</b> <b>FREE</b>

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Pay using & avail Cashback Offer

7  
DAYS OPEN

## BUMPER DHAMAKA OFFER

\*\*\*\*\*UPTO\*\*\*\*\*

# 70% OFF\*

\*\*\*\*\*ON SELECT MERCHANDISE\*\*\*\*\*

SHOP FOR  
₹4999/- AND GET  
DUFFLE BAG  
WORTH ₹2170/-  
**FREE**

Terms & Conditions Apply

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7  
DAYS OPEN

## Board of Directors

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*Move*  
WITH  
*Comfort*  
PERFECT DRESSING  
FOR MEN'S

VISIT  
STORES  
FOR EXCITING  
RANGE &  
OFFERS



**Mr. Ram Chandra  
Agarwal**



**Mrs. Uma Agarwal**



**Mr. Akash Agarwal**



**Ms. Rochelle Susanna  
Dsouza**

## ***Chairman and Managing Director***

- **Mr. Agarwal** holds a bachelor's degree in Commerce.
- Has a vast experience of ~ 25 years of entrepreneurial and business
- He has been a member of the Board of Directors since inception.
- He provides strategic direction to the Company and is the driving force behind the establishment and growth of the Company.
- He is the pioneer in value retailing and brought this concept in India.
- He was conferred several awards at different forums such as Ernst & Young Entrepreneur of the year award in 2008 and 4Ps Power Brand Award in 2007.

## ***Whole Time Director***

- **Mrs. Agarwal** holds a bachelor's degree in Arts.
- Has a vast experience of ~ 15 years in the retail industry.
- Has been a member of the Board of Directors since inception.
- She oversees the marketing strategies of the Company.

## ***Whole Time Director & CFO***

- **Mr. Akash Agarwal** holds a bachelor's of business administration from Lancaster University, UK
- He has more than 7 years of experience in the Retail Industry.
- He looks after E-Commerce, Procurement and Financial.

## ***Nominee Director***

- **Ms. Rochelle Susanna Dsouza** holds BE in Electronics & Communication and an MBA. She is also a CFA Level III Candidates
- Is a Principal at Lighthouse , a mid-market consumer focused private equity fund.
- Prior to Lighthouse, she worked at SBI Capital Markets, Investment Banking Division, where she focused on equity capital market transactions.

**Mr. Harbir Singh Sidhu**  
*Independent Director*

- A Graduate (BA HONS) from Cambridge University having vast experience of 44 years.
- Mr Sidhu has taught Economics at Punjab University and JNU & worked as consultant with Planning commission.
- He has vast experience in retail industry, he has worked with: 1.Ebony Retail Holding as Operations Manager 2.Vishal Mega Mart as Operations Manager 3.Koutons Retail as Executive Vice President 4.Credo Brands Marketing Private Limited (Mufti) as CEO

**Dr. Arun Kumar Roopanwal**  
*Independent Director*

- He has over 35 Years of extensive experience in working with various retail companies.
- He is having a vast experience the field of Marketing, Product Development, Business Development, Strategic Planning and Administration.

**Mr. Lalit Kumar**  
*Independent Director*

- He has over 30 Years of experience in India and Dubai. As an Entrepreneurial Profits & Growth strategist, he has worked with multiple sectors like Finance, Retail, Education & Skill Development, Infrastructure etc..
- Mr. Lalit has extensive experience in Retail Industry. He was associated with various retail chains both in India and Dubai. He has also been a visiting faculty to NIFT, New Delhi.

**Mrs. Archana S Yadav**  
*Independent Director*

- A Chartered Accountant in practice with more than 14 years of experience, having expertise in GST, Income Tax, International Tax & Corporate Audits.
- She served as Financial Advisor to the autonomous body M/s National Institute of Solar Energy, under Ministry of New & Renewable Energy. She has also worked with various MNC's as Management Consultant, Service tax Consultant & Direct Tax advisor.
- She was appointed as GST Faculty by ICAI for GST knowledge sharing across India.



## Key Financial Indicators



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## Financial Highlights – Standalone Profit & Loss Account

₹ in Million

Particulars	FY2016	FY2017	FY2018	FY2019	FY2020	CAGR
Revenue from Operations	3,199	4,720	5,594	7,484	7,012	22%
Total Income	3,225	4,736	5,627	7,583	7,035	
<i>Growth (%)</i>	11%	47%	19%	35%	-7%	
Gross Profit	956	1,388	1,804	2,421	1,960	20%
<i>GP Margin (%)</i>	30%	29%	32%	32%	28%	
EBIDTA	314	415	517	469	760	25%
<i>EBIDTA Margin (%)</i>	10%	9%	9%	6%	11%	
Other Income	25	16	33	99	23	
Depreciation	44	61	84	144	505	
Finance Cost	132	86	6	7	299	
PBT Before Exceptional Item	163	283	460	417	(21)	
<i>PBT Margin (%)</i>	5%	6%	8%	5%	0%	
Exceptional Item (Gain) / Loss		233		266	-125	
Profit for the period	122	390	311	205	101	
<i>PAT Margin (%)</i>	4%	8%	6%	3%	1%	
Total Comprehensive Income	122	390	310	204	96	

\* FY 2016 as per IGAAP

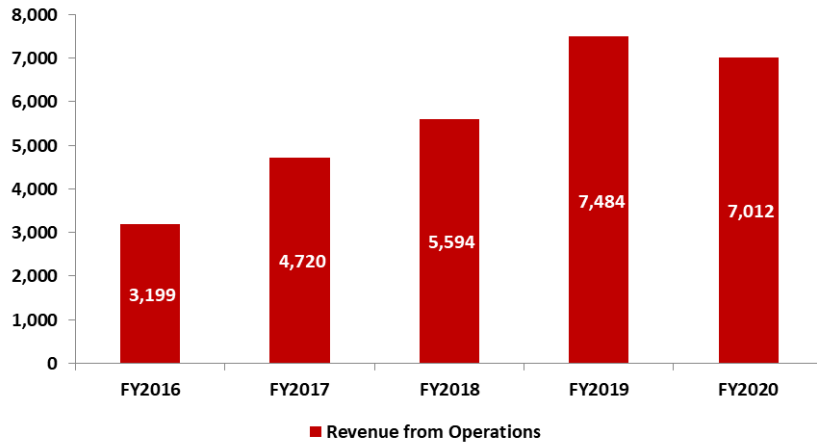
## Financial Highlights – Standalone Balance Sheet

Particulars (₹ in Mn)	FY2020	FY2019
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	889	977
Right to use Assets	2,394	-
Other intangible assets	12	21
Intangible assets under development	41	41
Financial assets		
Loans	59	48
Other financial assets	123	16
Investment in Subsidiary	150	-
Deferred tax assets (net)	212	110
Income tax assets (net)	19	17
Other non-current assets	173	219
<b>Total - Non-Current Assets</b>	<b>4,073</b>	<b>1,448</b>
<b>Current assets</b>		
Inventories	1,962	2,711
<b>Financial assets</b>		
Cash and cash equivalents	605	83
Bank balances other than cash & cash equivalents	70	-
Other financial assets	3	10
Trade Receivables	130	-
Other current assets	230	266
<b>Total - Current Assets</b>	<b>2,999</b>	<b>3,070</b>
Assets classified as held for sale	-	<b>124</b>
<b>TOTAL - ASSETS</b>	<b>7,072</b>	<b>4,643</b>

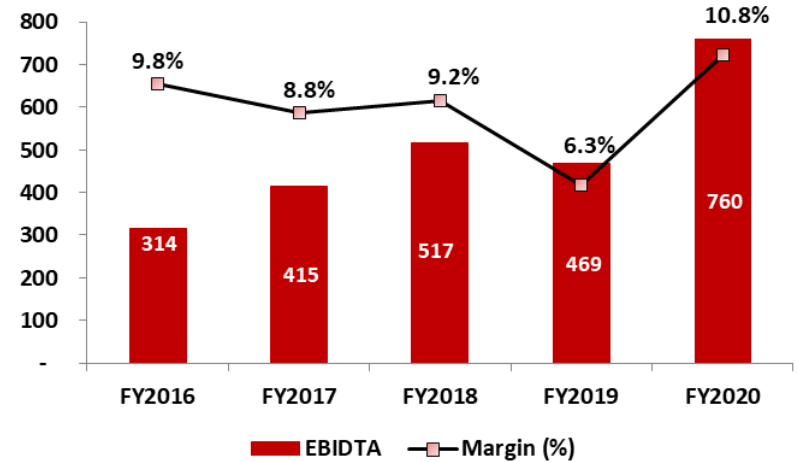
Particulars (₹ in Mn)	FY2020	FY2019
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	341	341
Other equity	2,464	2,613
<b>Total - Equity</b>	<b>2,805</b>	<b>2,954</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	8	10
Lease Liability	2,658	-
Financial liabilities	1	1
Provisions	24	17
Other non-current liabilities	-	45
<b>Total Non-Current Liabilities</b>	<b>2,691</b>	<b>72</b>
<b>Current liabilities</b>		
Borrowings	226	93
Lease Liability	213	-
Trade payables	1,094	1,394
Other financial liabilities	12	19
Provisions	19	10
Other current liabilities	12	20
<b>Total - Current liabilities</b>	<b>1,576</b>	<b>1,536</b>
Liabilities directly associated with assets classified as held for sale		81
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>7,072</b>	<b>4,643</b>

# Robust Financial Performance

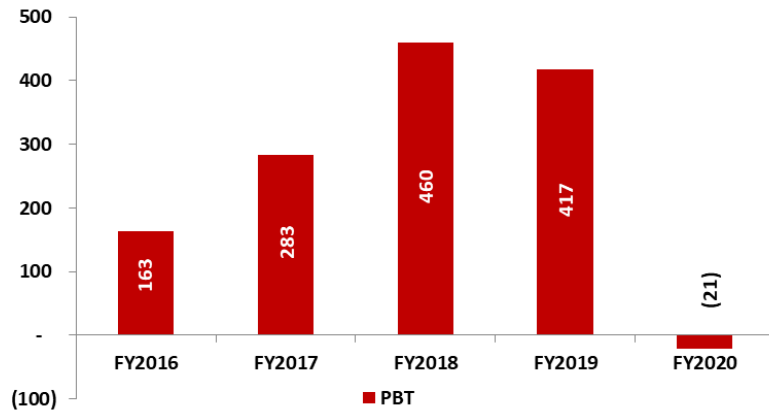
## Revenue (₹ Million)



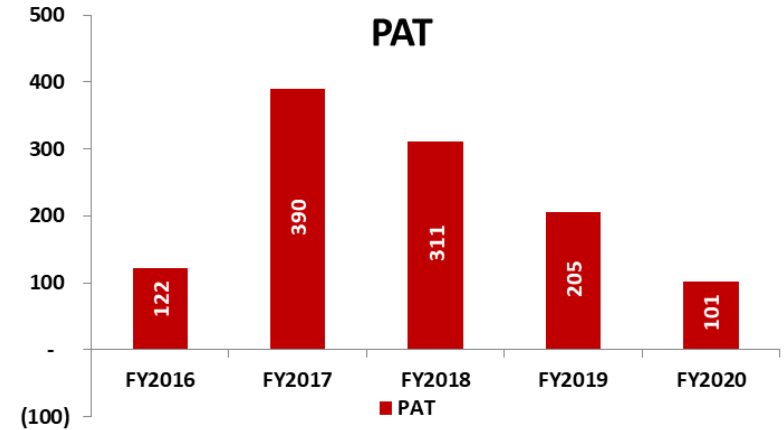
## EBIDTA (₹ Million) and EBIDTA Margins



## PBT (₹ Million)

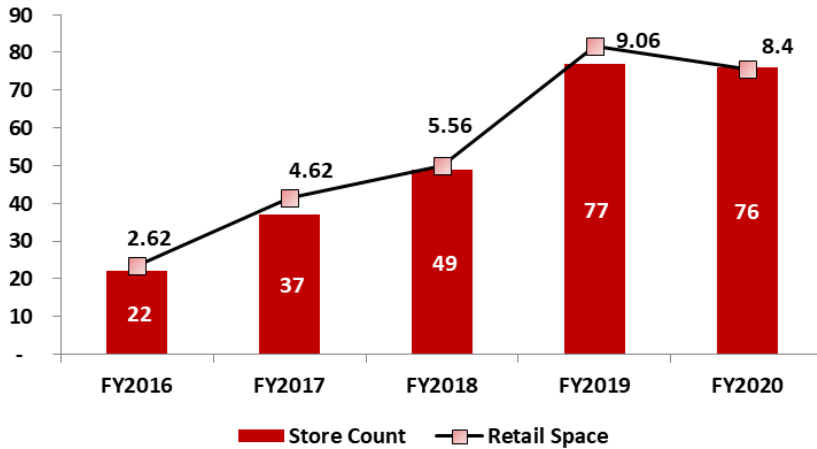


## PAT (₹ Million)

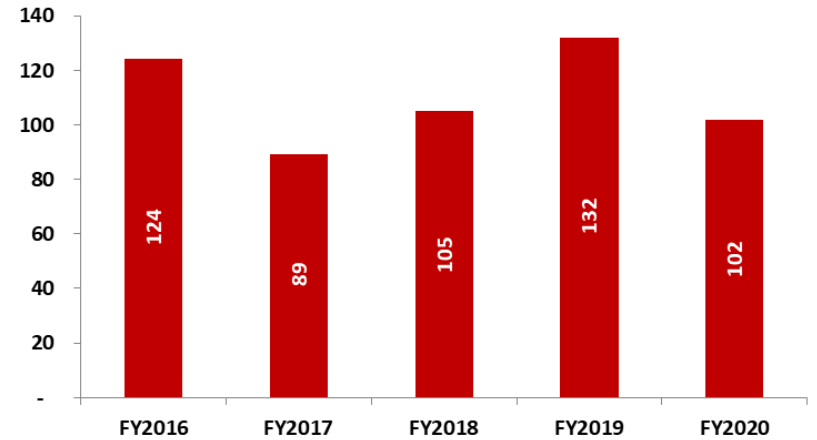


# Key Operating Metrics

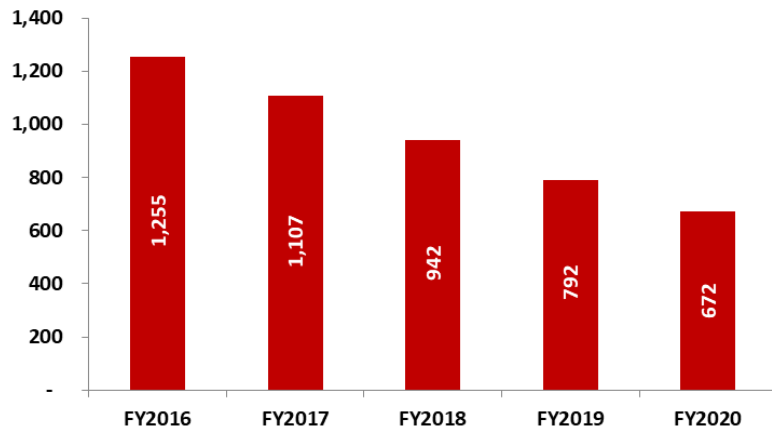
**No. of Stores and Retail Space (lakh sq.ft.)**



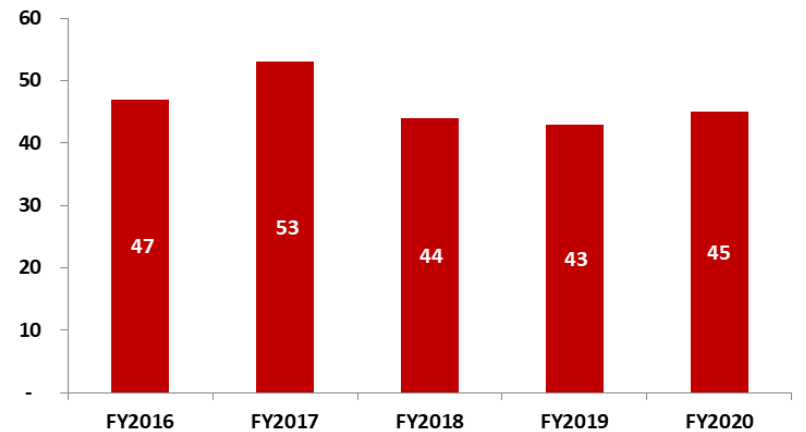
**Inventory Holding Days**



**Sales per Sq. Ft. (₹ Per Month)**



**Rent per Sq. Ft. (₹ Per Month)**





# Thank You

For further information please contact:

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