

### Good performance, revival in Bharat markets key

V-Mart's Q1FY23 performance was ahead of our estimates. Revenue grew 231.4%, while EBITDA/PAT at Rs887mn/Rs205mn was better against loss last year. The *Unlimited* stores (77) contributed 20% to revenues at Rs1.17bn. Management alluded, April saw strong pick up in footfall led by festivals/weddings, however high food inflation in May/June saw dampening consumer sentiment, particularly in the low income group. That said, both V-Mart and *Unlimited* witnessed strong growth led by: (1) footfall +224%, (2) SSSG of 137% driven by volume +124%, (3) transaction size +17%, and (4) ASP +20.7%. Stores in malls saw faster growth compared to rural pockets. Gross margins settled at 37.3% (+630bp), while EBITDA margin at 15.1% (+1620bp) despite higher other expenditure (+220%) and employee cost (+65.1%) on account of *Unlimited* acquisition. We remain positive on the growth prospects, with strong recovery in core markets and acquisition of *Unlimited* stores. We retain our earnings and maintain BUY, with a TP Rs4,082 (EV/EBITDA 20x FY24E).

#### Strong start in April, though high food inflation impacted core markets

V-Mart's Q1FY23 revenues grew 231.4%. Management alluded, April saw strong pick up in footfalls led by festivals/weddings, however high food inflation in May/June saw dampening consumer sentiments, particularly low income group in its key markets. That said, both V-MART and *Unlimited* witnessed robust growth led by strong growth in footfalls (+224%), SSSG led by volume (+137%), transaction size (+17%) and ASP (+25%). Management indicated stores in malls grew faster than T3/T4 rural markets. Given rising competition, and to improve footfall the management opined to cut prices by 5-6% to recapture popular price points. E-com-led omni-channel contributed ~2% to revenues. With govt. initiatives to drive rural income and good monsoon management appears to be more confident expecting buoyancy.

#### Focus on efficiency and throughput + price increases yielded good margins

Management alluded margins improved due to: (1) price increases, (2) improved efficiencies, and lower discounts, and (3) mix change on account higher ASP of *Unlimited* stores. That said, gross margin improved to 37.3% (+630bp); Despite rise in other expenditure (+220%) and employee cost (+65.1%) on account of *Unlimited* acquisition, EBITDA came in at Rs887mn settling EBITDA margin at 15.1% (+1620bp). APAT at Rs205mn was better against loss of Rs287mn last year. Due to fresh merchandise, inventory days' rise slightly (104 days), yet shrinkage came down significantly. We believe sharp price increases of ~18%, hurting consumer demand in the short term, adjusting price cuts gross margins may settle ~34%.

#### Pace of growth to improve steadily; acquisition of *Unlimited* stores to provide scale

In Q1, V-Mart added net 11 new stores (total 391). Management is upbeat on store expansion in FY23 – V-Mart: 50 and *Unlimited*: 10 stores. V-Mart has appointed external consultant to help in turnaround in: (1) merchandise mix (2) supply chain efficiencies, and (3) business scale up. Further it has appointed business head to turnaround digital/ e-com business quickly.

#### Lean balance sheet provides comfort; valuations remain attractive

V-Mart saw healthy pick-up in discretionary spends, impacting the fast fashion apparel category. We expect continued demand momentum, lean balance sheet with balanced capex on store addition and new warehouse could strengthen V-Mart's return ratios. With gradual recovery and turnaround in *Unlimited* we remain positive on growth prospects for V-Mart. Given attractive valuations, we retain BUY with a TP Rs4,082 (EV/EBITDA of 20x FY24E). Key risks – prolonged recovery in revenues due to Covid uncertainty, longer breakeven in new stores, and renewed competition.

#### Financial and valuation summary

YE Mar (Rs mn)	1QFY23A	1QFY22A	YoY (%)	4QFY22A	QoQ (%)	FY22A	FY23E	FY24E
Revenues	5,879	1,774	231.4	4,588	28.1	16,662	25,899	34,963
EBITDA	887	(20)	nm	503	76.3	2,043	3,307	4,549
EBITDA margin (%)	15.1	(1.1)	1620bp	11.0	412bp	12.3	12.8	13.0
Adj. Net profit	205	(287)	nm	(26)	nm	116	474	1,171
Adj. EPS (Rs)	10.4	(14.6)	nm	(1.3)	nm	5.9	24.0	59.3
EPS growth (%)						nm	307.0	147.2
PE (x)						500.5	123.0	49.8
EV/EBITDA (x)						29.8	19.0	14.0
PBV (x)						6.9	6.5	5.8
RoE (%)						1.4	5.4	12.4
RoCE (%)						4.9	6.1	8.8

Source: Company, Centrum Broking

Please see Disclaimer for analyst certifications and all other important disclosures.

Result Update

India I Consumer

08 August, 2022

BUY

Price: Rs2,950

Target Price: Rs4,082

Forecast return: 38%

Institutional Research

#### Market Data

Bloomberg:	VMART IN
52 week H/L:	4,849/2,406
Market cap:	Rs58.7bn
Shares Outstanding:	19.8mn
Free float:	53.9%
Avg. daily vol. 3mth:	36,884

Source: Bloomberg

#### Changes in the report

Rating:	Unchanged
Target price:	Unchanged
EPS:	Unchanged

Source: Centrum Broking

#### Shareholding pattern

	Jun-22	Mar-22	Dec-21	Sep-21
Promoter	46.1	46.2	46.4	46.4
FIs	18.2	20.2	21.1	22.1
DIs	25.6	23.2	22.0	21.7
Public/other	10.1	10.3	10.4	9.8

Source: BSE

#### Centrum estimates vs Actual results

YE Mar (Rs mn)	Centrum Q1FY23	Actual Q1FY23	Variance (%)
Revenue	5,092	5,879	15.5
EBITDA	601	887	47.7
EBITDA margin	11.8	15.1	329bps
Other Income	39	41	4.8
Interest	163	247	51.3
Depreciation	417	402	-3.6
PBT	59	279	371.9
Tax	15	74	400.5
Rep. PAT	44	205	362.4
Adj. PAT	44	205	367.7

Source: Bloomberg, Centrum Broking



Shirish Pardeshi

Research Analyst, Consumer  
+91-22-4215 9634

shirish.pardeshi@centrum.co.in

Consumer

## Thesis Snapshot

### Estimate revision

YE Mar (Rs mn)	FY23E New	FY23E Old	% chg	FY24E New	FY24E Old	% chg
Revenue	25,899	25,899	0.0	34,963	34,963	0.0
EBITDA	3,307	3,307	0.0	4,549	4,549	0.0
EBITDA margin	12.8	12.8	0.0	13.0	13.0	0.0
Adj. PAT	474	474	0.0	1,171	1,171	0.0
Diluted EPS (Rs)	24.0	24.0	0.0	59.3	59.3	0.0

Source: Centrum Broking

### V-Mart Retail versus Nifty Midcap 100

	1m	6m	1 year
ONGC IN	17.1	(19.5)	(21.6)
Nifty Midcap 100	9.8	1.5	8.7

Source: Bloomberg, NSE

### Key assumptions

YE Mar	FY23E	FY24E
Retail space Growth (%)	22.0	18.0
New store Addition	60	60

Source: Centrum Broking

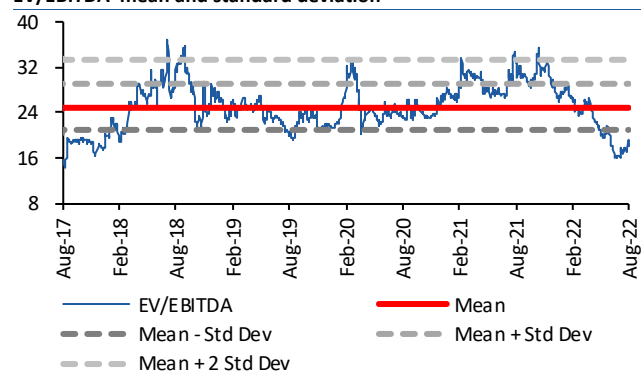
### Valuations

V-Mart saw healthy pick-up in discretionary spends, impacting the fast fashion apparel category. We expect continued demand momentum, lean balance sheet with balanced capex on store addition and new warehouse could strengthen V-Mart's return ratios. With gradual recovery and turnaround in Unlimited we remain positive on growth prospects for V-Mart. Given attractive valuations, we retain BUY with a TP Rs4,082 (EV/EBITDA of 20x FY24E). Key risks – prolonged recovery in revenues due to Covid uncertainty, longer breakeven in new stores, and renewed competition.

#### Valuations

FY 24E EBITDA (Mn)	4,549
Target EV/EBITDA (x) multiple	20.0
Enterprise Value (Mn)	90,754
Net Debt (Mn)	10,132
No. of shares outstanding (Mn)	19.7
Target Price (Rs./Share)	4,082

#### EV/EBITDA mean and standard deviation



Source: Bloomberg, Centrum Broking

### Peer comparison

Company	Mkt Cap (Rs bn)	CAGR (FY22-24E)				P/E (x)			EV/EBITDA (x)			ROE(%)		
		Sales	EBITDA	EPS	FY22	FY23E	FY24E	FY22	FY23E	FY24E	FY22	FY23E	FY24E	
Avenue Supermarts	2753.0	34.4	42.6	48.8	74.4	108.4	83.1	43.3	69.9	54.3	11.5	16.9	18.4	
Trent	468.7	33.3	49.7	122.5	164.6	131.6	88.1	30.3	51.3	39.7	4.5	13.7	17.9	
Aditya Birla fashion	259.1	29.3	38.6	nm	nm	92.9	56.9	16.9	16.8	14.1	(2.9)	8.4	10.8	
Shoppers Stop	66.1	32.0	44.0	nm	nm	85.9	43.7	13.2	16.5	15.3	(48.0)	65.7	56.3	
<b>V-mart</b>	<b>58.2</b>	<b>44.9</b>	<b>49.2</b>	<b>217.2</b>	<b>596.2</b>	<b>123.0</b>	<b>49.8</b>	<b>29.8</b>	<b>19.0</b>	<b>14.0</b>	<b>14.0</b>	<b>5.4</b>	<b>12.4</b>	

Source: Company, Centrum Broking

## Conference call highlights

### Overall outlook

#### Demand

- First full quarter operation has been observed after covid with normalized operation despite of disturbances on Bihar & UP (protect against Govt. on Agnipath scheme)
- Inflation pressure has been observed in rural markets however urban markets have done significantly better during the quarter
- Management is hopeful to get back higher demand from Q3 onwards
- Consumer mobility would improve led by better monsoon along with higher per capita consumption
- Gradually consumption coming back to normal with uptick in spending in urban in Northern and the Southern market. However, consumption was lower in semi urban/rural markets given lower income group saw high inflation impacting spending
- Price hikes of ~17% taken cumulatively last year to counter inflation which remains high seen across commodities like cotton, fuel etc. due to which the ASP have gone up in the quarter
- Management would reduce 5-6% prices to increase the volume growth in the upcoming quarter
- Online sales (only 10.0% stores are currently available) continue to grow strong, which contributes 2.0% on top line
- South India contributes 20.0% on top line, would continue in the same range
- South has performed well however from pre covid levels it was down by 20.0% on value as well as volume front
- ASP has increased 20.0% where Unlimited grew by 11.0% during Q1FY23
- Sales/ square feet stood at Rs45 where unlimited has Rs70 (Vmart has avg of Rs35)
- Footfall stood at 10.2 mn Vs 3.1mn as on 1QFY22 whereas conversion rate dropped by 800bps compare to the same period
- V-Mart/Unlimited 5 and 6 stores respectively added with total store count to 391 (including 79 Unlimited stores which was acquired on 1st Sep 2021)
- Management is going to add 50 stores of VMART and 10 new stores under Unlimited, further the warehouse capex is going on during the year
- Total capex would be in the range of Rs1bn for FY23E
- Consumer sentiment in T2&T3 impacted due to inflation. Monsoon and farm income improvement will push demand
- Management has hired consultant to improve better per square feet sales along with scaling the business
- Metro's and T1 related stores did better as inflation-impact to those customers was relatively lower v/s T1&T2 where customers with income below Rs 25k/month haven't yet come back. Farm income and harvest related income is yet to come
- Competition remains high with entry on new players in smaller towns and cities impacting footfalls initially

#### Gross Margins

- During the quarter, GM stood at 37.3% however management has guidance it would be in the range of 33-34% in the long term
- EBITDA stood at Rs887 mn vs a loss of Rs20mn last year while EBITDA margin was 15.1% (+1620bps) despite higher employee cost (+65.1%) and other expenses (+219.9%) YoY
- Management has guided that EBITDA margin would be in the range of 9-9.5% for upcoming quarters
- PBT stood at Rs278.5mn vs loss of Rs385.0mn in Q1FY22, while other income declined 9.3% and depreciation and interest expense increased 58.0% and 58.6% respectively

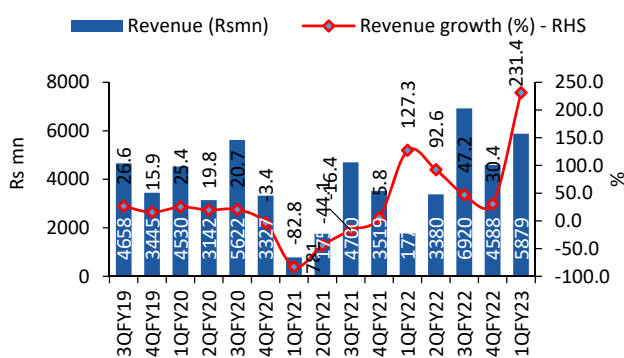
### Unlimited acquisition update

- All unlimited stores were operating during the quarter and contributed 20.0% to overall sales and remains profitable
- Sales has increased 60.0% led by better efficiency and merchandising revamp

### Key interventions

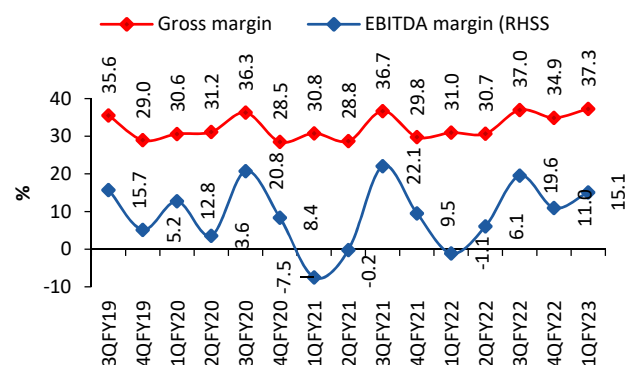
- The company will continue with the same brand “Unlimited” after market survey
- Store expansion plans intact with +20% store area addition; plans to open overall 60 stores including Unlimited (10 stores planned)
- Price hikes of ~17% taken cumulatively last year to counter inflation which remains high seen across commodities like cotton, fuel etc. due to which the ASP have gone up in the quarter

Exhibit 1: Revenue and revenue growth trend



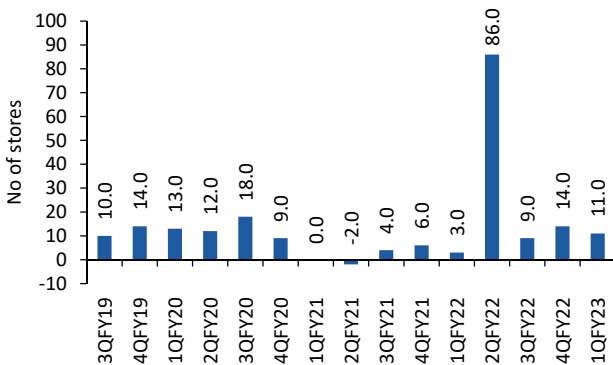
Source: Company, Centrum Broking

Exhibit 2: Gross margin and EBITDA margin trend



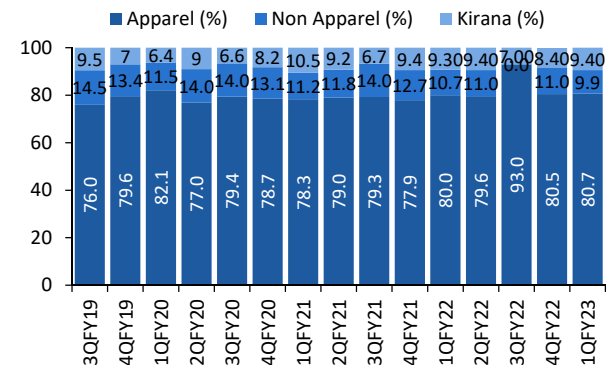
Source: Company, Centrum Broking

Exhibit 3: Store additions



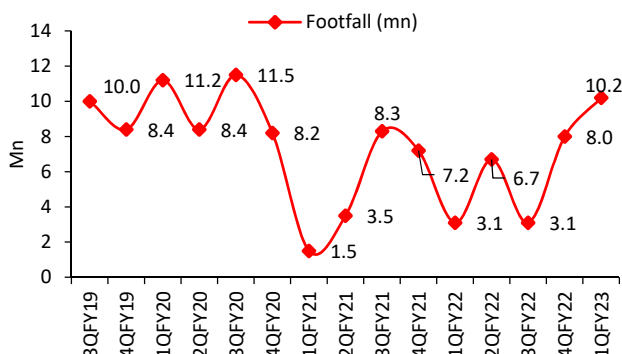
Source: Company, Centrum Broking, \* includes Unlimited store additions

Exhibit 4: Sales-mix trend



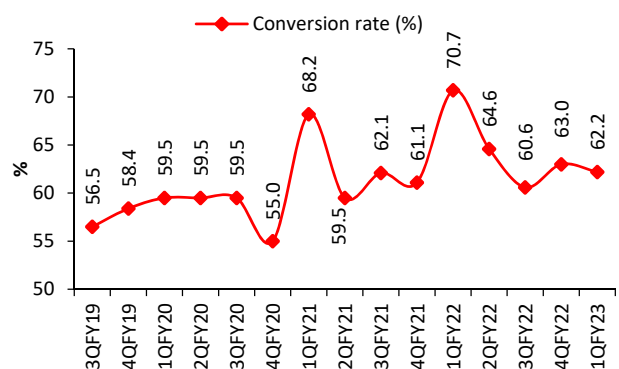
Source: Company, Centrum Broking

Exhibit 5: Footfall trend



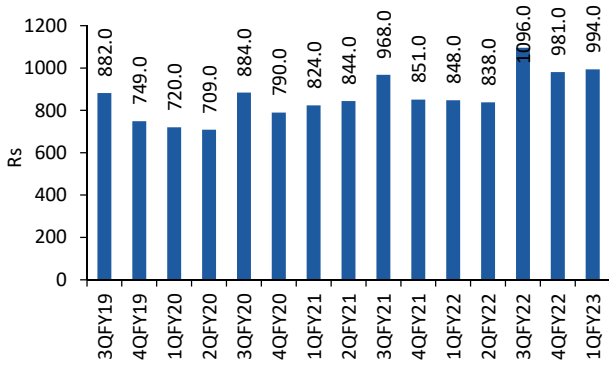
Source: Company, Centrum Broking

Exhibit 6: Conversion rate trend



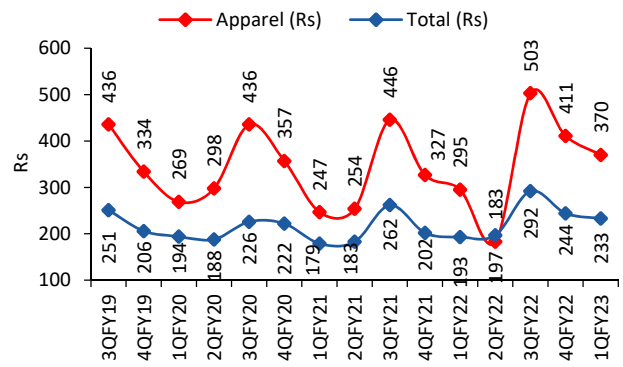
Source: Company, Centrum Broking

**Exhibit 7: Average transaction size trend**



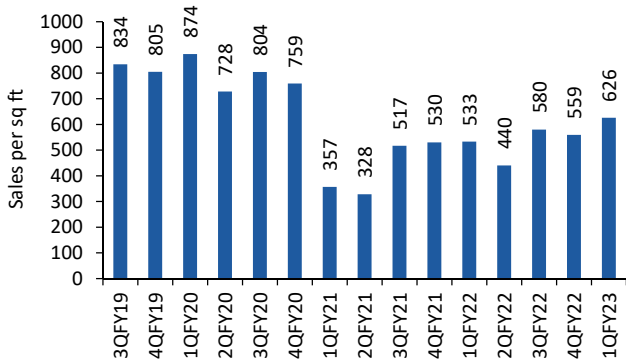
Source: Company, Centrum Broking

**Exhibit 8: ASP trend**



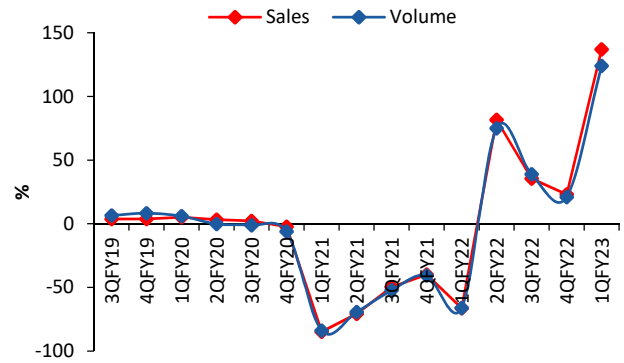
Source: Company, Centrum Broking

**Exhibit 9: Sales per sq.ft. trend**



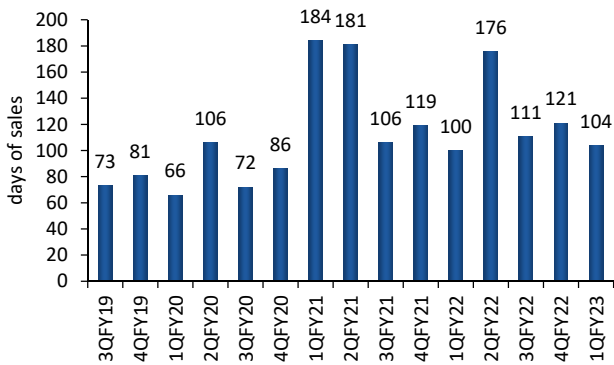
Source: Company, Centrum Broking

**Exhibit 10: Same store sales and volume growth(%)**



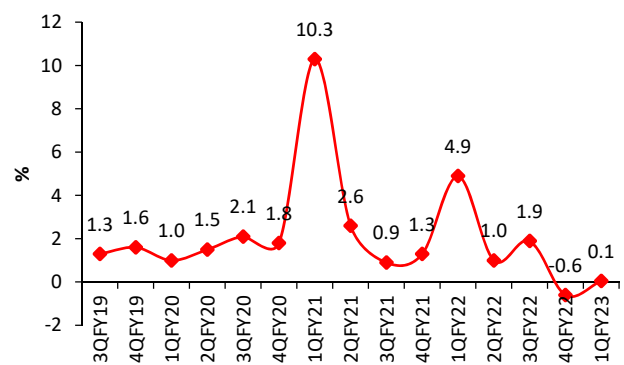
Source: Company, Centrum Broking, 1QFY23: Compare to FY19

**Exhibit 11: Total inventory (days of sales)**



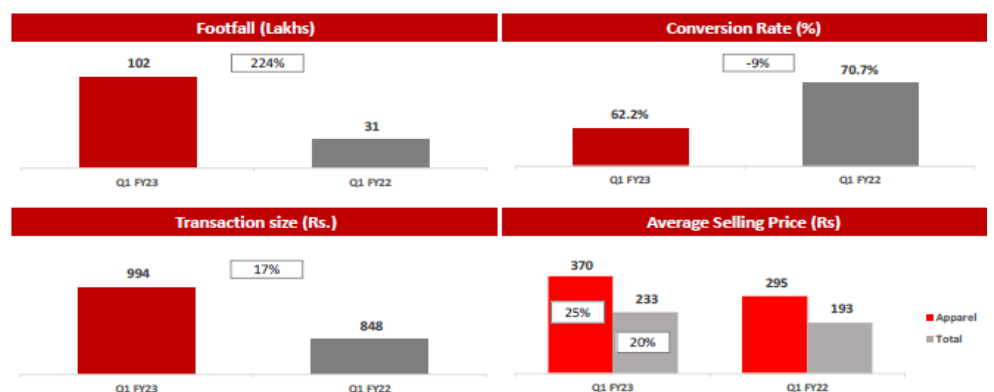
Source: Company, Centrum Broking

**Exhibit 12: Shrinkage (% of sale)**



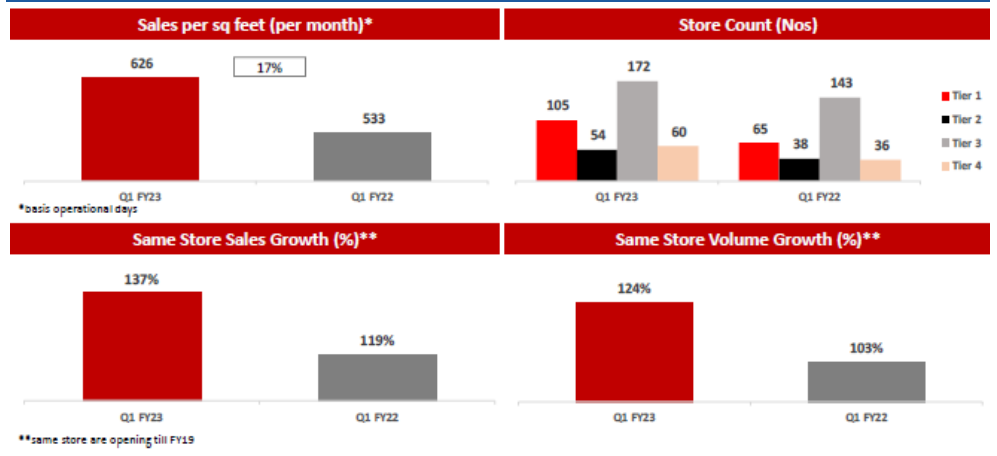
Source: Company, Centrum Broking

**Exhibit 13: Operational Parameters**



Source: Company

**Exhibit 14: Operational Parameters (contd...)**



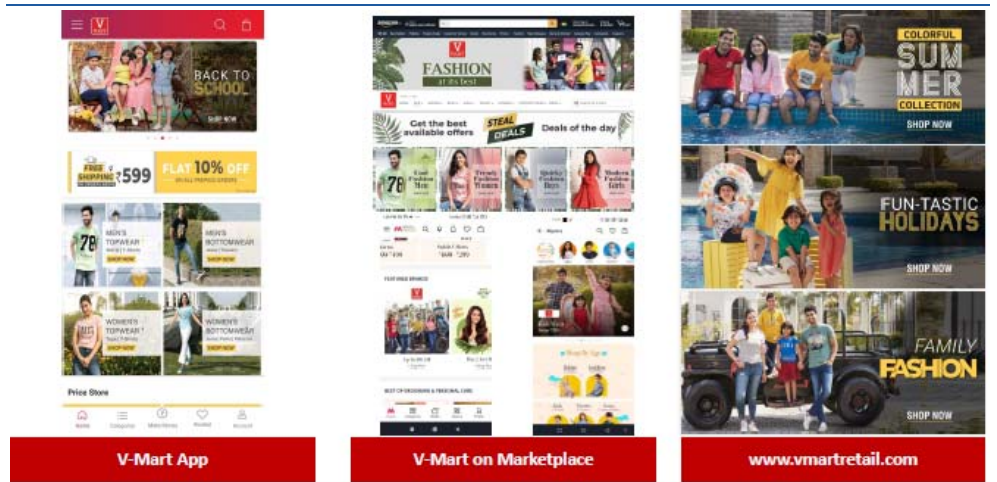
Source: Company

**Exhibit 15: Celebrating Festivals with Fashion & Happiness – key companies**



Source: Company

**Exhibit 16: Omnipresence to digital business**



Source: Company



**Exhibit 17: Quarterly financials**

Particulars (Rs mn)	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23
<b>Net Sales</b>	<b>1,755</b>	<b>4,700</b>	<b>3,519</b>	<b>1,774</b>	<b>3,380</b>	<b>6,920</b>	<b>4,588</b>	<b>5,879</b>
Other Operating Income								
<b>Total Income</b>	<b>1,755</b>	<b>4,700</b>	<b>3,519</b>	<b>1,774</b>	<b>3,380</b>	<b>6,920</b>	<b>4,588</b>	<b>5,879</b>
Raw Material Consumed	1,250	2,975	2,470	1,224	2,342	4,360	2,985	3,686
Purchase of Stock-in-Trade								
Employee Expenses	300	325	355	334	416	535	511	552
Other Exp	208	362	358	235	415	672	589	753
<b>Operating Profit (Core EBITDA)</b>	<b>-3</b>	<b>1,038</b>	<b>336</b>	<b>-20</b>	<b>206</b>	<b>1,353</b>	<b>503</b>	<b>887</b>
Depreciation	(257)	(254)	(256)	(255)	(272)	(404)	(376)	(402)
<b>EBIT</b>	<b>-261</b>	<b>785</b>	<b>80</b>	<b>-274</b>	<b>-66</b>	<b>949</b>	<b>127</b>	<b>485</b>
Interest	(147)	(150)	(146)	(156)	(169)	(212)	(235)	(247)
Other Income	150	3	43	45	41	26	28	41
Other Excep. Items (restructuring, asset sales etc)	-	-	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>-257</b>	<b>637</b>	<b>-23</b>	<b>-385</b>	<b>-195</b>	<b>764</b>	<b>-80</b>	<b>279</b>
Tax	(68)	(158)	8	98	53	(193)	54	(74)
Tax rate (%)	26.3	24.9	35.6	25.4	27.3	25.2	67.4	26.5
<b>Profit After Tax</b>	<b>-190</b>	<b>479</b>	<b>-15</b>	<b>-287</b>	<b>-141</b>	<b>571</b>	<b>-26</b>	<b>205</b>
Less: Extraordinary expenses	(0)	(4)	2	(1)	(7)	(4)	(7)	-
Add/(Less) - Share in the profit/(loss) of associates								
Profit/(loss) from discontinued ops								
<b>PAT attributable to shareholders</b>	<b>-190</b>	<b>475</b>	<b>-13</b>	<b>-288</b>	<b>-149</b>	<b>567</b>	<b>-33</b>	<b>205</b>
<b>Adjusted PAT for the group</b>	<b>-190</b>	<b>475</b>	<b>-13</b>	<b>-288</b>	<b>-149</b>	<b>567</b>	<b>-33</b>	<b>205</b>
<b>Growth (%)</b>								
Net Sales	-44.1	-16.4	5.8	127.3	92.6	47.2	30.4	231.4
EBITDA	(103.0)	(11.1)	20.5	nm	nm	30.3	50.0	(4,628.1)
Adj. PAT	5.1	(17.8)	nm	nm	nm	19.3	77.2	(171.3)
<b>Margin (%)</b>								
Gross Margin	28.8	36.7	29.8	31.0	30.7	37.0	34.9	37.3
EBITDA	(0.2)	22.1	9.5	(1.1)	6.1	19.6	11.0	15.1
EBIT	8.6	0.1	1.2	2.5	1.2	0.4	0.6	0.7
PAT (reported bef minority interest)	(10.8)	10.2	(0.4)	(16.2)	(4.2)	8.3	(0.6)	3.5

Source: Company Data, Centrum Broking

P&L					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
<b>Revenues</b>	<b>16,616</b>	<b>10,739</b>	<b>16,662</b>	<b>25,899</b>	<b>34,963</b>
Operating Expense	12,223	7,776	10,911	18,734	25,532
Employee cost	1,536	1,169	1,796	2,492	3,300
Others	724	498	1,911	1,367	1,582
<b>EBITDA</b>	<b>2,138</b>	<b>1,312</b>	<b>2,043</b>	<b>3,307</b>	<b>4,549</b>
Depreciation & Amortisation	939	1,030	1,307	1,834	2,124
<b>EBIT</b>	<b>1,198</b>	<b>282</b>	<b>736</b>	<b>1,472</b>	<b>2,426</b>
Interest expenses	548	589	772	931	903
Other income	45	210	140	126	127
<b>PBT</b>	<b>695</b>	<b>(97)</b>	<b>104</b>	<b>667</b>	<b>1,649</b>
Taxes	202	(35)	(12)	194	478
Effective tax rate (%)	29.0	35.8	12.0	29.0	29.0
<b>PAT</b>	<b>493</b>	<b>(62)</b>	<b>116</b>	<b>474</b>	<b>1,171</b>
Minority/Associates	0	0	0	0	0
<b>Recurring PAT</b>	<b>493</b>	<b>(62)</b>	<b>116</b>	<b>474</b>	<b>1,171</b>
Extraordinary items	0	(3)	(19)	0	0
<b>Reported PAT</b>	<b>493</b>	<b>(65)</b>	<b>98</b>	<b>474</b>	<b>1,171</b>

Ratios					
YE Mar	FY20A	FY21A	FY22A	FY23E	FY24E
<b>Growth (%)</b>					
Revenue	16.0	(35.4)	55.1	55.4	35.0
EBITDA	60.8	(38.6)	55.7	61.8	37.6
Adj. EPS	(30.9)	nm	nm	307.0	147.2
<b>Margins (%)</b>					
Gross	32.2	32.8	34.5	32.9	32.0
EBITDA	12.9	12.2	12.3	12.8	13.0
EBIT	7.2	2.6	4.4	5.7	6.9
Adjusted PAT	3.0	(0.6)	0.6	1.8	3.3
<b>Returns (%)</b>					
ROE	11.4	(1.0)	1.4	5.4	12.4
ROCE	12.7	2.7	4.9	6.1	8.8
ROIC	12.9	1.8	4.9	6.1	8.9
<b>Turnover (days)</b>					
Gross block turnover ratio (x)	6.2	3.8	3.9	4.4	4.3
Debtors	0	0	0	0	0
Inventory	131	229	183	160	154
Creditors	56	98	81	70	69
Net working capital	61	223	123	92	80
<b>Solvency (x)</b>					
Net debt-equity	1.1	0.3	0.9	1.0	1.0
Interest coverage ratio	3.9	2.2	2.6	3.6	5.0
Net debt/EBITDA	2.4	1.7	3.7	2.8	2.2
<b>Per share (Rs)</b>					
Adjusted EPS	27.2	(3.1)	5.9	24.0	59.3
BVPS	253.1	418.8	430.2	452.5	507.6
CEPS	79.0	49.1	72.1	116.9	166.8
DPS	0.0	0.0	0.8	1.7	4.2
Dividend payout (%)	0.0	nm	15.2	7.0	7.0
<b>Valuation (x)</b>					
P/E	108.4	nm	500.5	123.0	49.8
P/BV	11.7	7.0	6.9	6.5	5.8
EV/EBITDA	27.4	42.5	29.8	19.0	14.0
Dividend yield (%)	0.0	0.0	0.0	0.1	0.1

Source: Company, Centrum Broking

Balance sheet					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
Equity share capital	182	197	197	197	197
Reserves & surplus	4,408	8,055	8,299	8,739	9,828
Shareholders fund	4,589	8,252	8,496	8,937	10,026
Minority Interest	0	0	0	0	0
Total debt	5,167	5,678	9,022	10,870	11,211
Non Current Liabilities	61	73	109	109	109
Def tax liab. (net)	0	0	0	0	0
<b>Total liabilities</b>	<b>9,818</b>	<b>14,004</b>	<b>17,627</b>	<b>19,916</b>	<b>21,345</b>
Gross block	2,674	2,835	5,184	5,852	8,188
Less: acc. Depreciation	(925)	(1,050)	(2,357)	(3,129)	(4,358)
Net block	1,749	1,785	2,827	2,722	3,830
Capital WIP	25	22	64	64	64
Net fixed assets	6,695	6,987	10,237	12,565	12,847
Non Current Assets	172	170	414	414	414
Investments	33	36	38	38	38
Inventories	4,779	4,283	6,682	8,515	11,495
Sundry debtors	0	0	0	0	0
Cash & Cash Equivalents	96	3,428	1,561	1,514	1,078
Loans & advances	0	5	5	5	5
Other current assets	301	1,102	735	735	735
Trade payables	1,968	1,917	2,906	3,794	5,191
Other current liab.	354	224	346	346	346
Provisions	97	121	116	116	116
Net current assets	2,757	6,558	5,615	6,512	7,660
<b>Total assets</b>	<b>9,818</b>	<b>14,004</b>	<b>17,627</b>	<b>19,916</b>	<b>21,345</b>

Cashflow					
YE Mar (Rs mn)	FY20A	FY21A	FY22A	FY23E	FY24E
Profit Before Tax	1,257	316	684	1,472	2,426
Depreciation & Amortisation	939	1,030	1,307	1,834	2,124
Net Interest	0	0	0	0	0
Net Change – WC	(1,091)	182	(1,985)	(944)	(1,583)
Direct taxes	(241)	(35)	(118)	(194)	(478)
<b>Net cash from operations</b>	<b>863</b>	<b>1,493</b>	<b>(113)</b>	<b>2,169</b>	<b>2,488</b>
Capital expenditure	(546)	1,981	6,404	(1,604)	(2,336)
Acquisitions, net	0	0	0	0	0
Investments	551	(6,179)	(5,221)	0	0
Others	1	11	54	126	127
<b>Net cash from investing</b>	<b>5</b>	<b>(4,188)</b>	<b>1,237</b>	<b>(1,478)</b>	<b>(2,210)</b>
<b>FCF</b>	<b>868</b>	<b>(2,695)</b>	<b>1,124</b>	<b>691</b>	<b>278</b>
Issue of share capital	13	3,713	76	0	0
Increase/(decrease) in debt	8	(11)	0	0	0
Dividend paid	(37)	0	0	(33)	(82)
Interest paid	(548)	(589)	(772)	(145)	(41)
Others	(379)	(244)	(349)	(531)	(590)
<b>Net cash from financing</b>	<b>(943)</b>	<b>2,869</b>	<b>(1,045)</b>	<b>(710)</b>	<b>(713)</b>
Net change in Cash	(75)	174	80	(18)	(436)

Source: Company, Centrum Broking



## Disclaimer

Centrum Broking Limited ("Centrum") is a full-service, Stock Broking Company and a member of The Stock Exchange, Mumbai (BSE) and National Stock Exchange of India Ltd. (NSE). Our holding company, Centrum Capital Ltd, is an investment banker and an underwriter of securities. As a group Centrum has Investment Banking, Advisory and other business relationships with a significant percentage of the companies covered by our Research Group. Our research professionals provide important inputs into the Group's Investment Banking and other business selection processes.

Recipients of this report should assume that our Group is seeking or may seek or will seek Investment Banking, advisory, project finance or other businesses and may receive commission, brokerage, fees or other compensation from the company or companies that are the subject of this material/report. Our Company and Group companies and their officers, directors and employees, including the analysts and others involved in the preparation or issuance of this material and their dependants, may on the date of this report or from, time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. Centrum or its affiliates do not own 1% or more in the equity of this company. Our sales people, dealers, traders and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. We may have earlier issued or may issue in future reports on the companies covered herein with recommendations/information inconsistent or different those made in this report. In reviewing this document, you should be aware that any or all of the foregoing, among other things, may give rise to or potential conflicts of interest. We and our Group may rely on information barriers, such as "Chinese Walls" to control the flow of information contained in one or more areas within us, or other areas, units, groups or affiliates of Centrum. Centrum or its affiliates do not make a market in the security of the company for which this report or any report was written. Further, Centrum or its affiliates did not make a market in the subject company's securities at the time that the research report was published.

This report is for information purposes only and this document/material should not be construed as an offer to sell or the solicitation of an offer to buy, purchase or subscribe to any securities, and neither this document nor anything contained herein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This document does not solicit any action based on the material contained herein. It is for the general information of the clients of Centrum. Though disseminated to clients simultaneously, not all clients may receive this report at the same time. Centrum will not treat recipients as clients by virtue of their receiving this report. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Similarly, this document does not have regard to the specific investment objectives, financial situation/circumstances and the particular needs of any specific person who may receive this document. The securities discussed in this report may not be suitable for all investors. The securities described herein may not be eligible for sale in all jurisdictions or to all categories of investors. The countries in which the companies mentioned in this report are organized may have restrictions on investments, voting rights or dealings in securities by nationals of other countries. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Persons who may receive this document should consider and independently evaluate whether it is suitable for his/ her/their particular circumstances and, if necessary, seek professional/financial advice. Any such person shall be responsible for conducting his/her/their own investigation and analysis of the information contained or referred to in this document and of evaluating the merits and risks involved in the securities forming the subject matter of this document.

The projections and forecasts described in this report were based upon a number of estimates and assumptions and are inherently subject to significant uncertainties and contingencies. Projections and forecasts are necessarily speculative in nature, and it can be expected that one or more of the estimates on which the projections and forecasts were based will not materialize or will vary significantly from actual results, and such variances will likely increase over time. All projections and forecasts described in this report have been prepared solely by the authors of this report independently of the Company. These projections and forecasts were not prepared with a view toward compliance with published guidelines or generally accepted accounting principles. No independent accountants have expressed an opinion or any other form of assurance on these projections or forecasts. You should not regard the inclusion of the projections and forecasts described herein as a representation or warranty by or on behalf of the Company, Centrum, the authors of this report or any other person that these projections or forecasts or their underlying assumptions will be achieved. For these reasons, you should only consider the projections and forecasts described in this report after carefully evaluating all of the information in this report, including the assumptions underlying such projections and forecasts.

The price and value of the investments referred to in this document/material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance. Future returns are not guaranteed and a loss of original capital may occur. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. Centrum does not provide tax advice to its clients, and all investors are strongly advised to consult regarding any potential investment. Centrum and its affiliates accept no liabilities for any loss or damage of any kind arising out of the use of this report. Foreign currencies denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies effectively assume currency risk. Certain transactions including those involving futures, options, and other derivatives as well as non-investment-grade securities give rise to substantial risk and are not suitable for all investors. Please ensure that you have read and understood the current risk disclosure documents before entering into any derivative transactions.

This report/document has been prepared by Centrum, based upon information available to the public and sources, believed to be reliable. No representation or warranty, express or implied is made that it is accurate or complete. Centrum has reviewed the report and, in so far as it includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed. The opinions expressed in this document/material are subject to change without notice and have no obligation to tell you when opinions or information in this report change.

This report or recommendations or information contained herein do/does not constitute or purport to constitute investment advice in publicly accessible media and should not be reproduced, transmitted or published by the recipient. The report is for the use and consumption of the recipient only. This publication may not be distributed to the public used by the public media without the express written consent of Centrum. This report or any portion hereof may not be printed, sold or distributed without the written consent of Centrum.

The distribution of this document in other jurisdictions may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Neither Centrum nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information.

This document does not constitute an offer or invitation to subscribe for or purchase or deal in any securities and neither this document nor anything contained herein shall form the basis of any contract or commitment whatsoever. This document is strictly confidential and is being furnished to you solely for your information, may not be distributed to the press or other media and may not be reproduced or redistributed to any other person. The distribution of this report in other jurisdictions may be restricted by law and persons into whose possession this report comes should inform themselves about, and observe any such restrictions. By accepting this report, you agree to be bound by the foregoing limitations. No representation is made that this report is accurate or complete.

The opinions and projections expressed herein are entirely those of the author and are given as part of the normal research activity of Centrum Broking and are given as of this date and are subject to change without notice. Any opinion estimate or projection herein constitutes a view as of the date of this report and there can be no assurance that future results or events will be consistent with any such opinions, estimate or projection.

This document has not been prepared by or in conjunction with or on behalf of or at the instigation of, or by arrangement with the company or any of its directors or any other person. Information in this document must not be relied upon as having been authorized or approved by the company or its directors or any other person. Any opinions and projections contained herein are entirely those of the authors. None of the company or its directors or any other person accepts any liability whatsoever for any loss arising from any use of this document or its contents or otherwise arising in connection therewith.

Centrum and its affiliates have not managed or co-managed a public offering for the subject company in the preceding twelve months. Centrum and affiliates have not received compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for service in respect of public offerings, corporate finance, debt restructuring, investment banking or other advisory services in a merger/acquisition or some other sort of specific transaction.

As per the declarations given by them, Mr. Shirish Pardeshi, research analyst and and/or any of their family members do not serve as an officer, director or any way connected to the company/companies mentioned in this report. Further, as declared by them, they are not received any compensation from the above companies in the preceding twelve months. They do not hold any shares by them or through their relatives or in case if holds the shares then will not to do any transactions in the said scrip for 30 days from the date of release such report. Our entire research professionals are our employees and are paid a salary. They do not have any other material conflict of interest of the research analyst or member of which the research analyst knows of has reason to know at the time of publication of the research report or at the time of the public appearance.

While we would endeavour to update the information herein on a reasonable basis, Centrum, its associated companies, their directors and employees are under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent Centrum from doing so.

Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or Centrum policies, in circumstances where Centrum is acting in an advisory capacity to this company, or any certain other circumstances.

This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject Centrum Broking Limited or its group companies to any registration or licensing requirement within such jurisdiction. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be distributed in Canada or used by private customers in United Kingdom. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market.

**Ratings definitions**

Our ratings denote the following 12-month forecast returns:

Buy – The stock is expected to return above 15%.

Add – The stock is expected to return 5-15%.

Reduce – The stock is expected to deliver -5-+5% returns.

Sell – The stock is expected to deliver <-5% returns.

**V-Mart Retail**



Source: Bloomberg

**Disclosure of Interest Statement**

1	Business activities of Centrum Broking Limited (CBL)	Centrum Broking Limited (hereinafter referred to as "CBL") is a registered member of NSE (Cash, F&O and Currency Derivatives Segments), MCX-SX (Currency Derivatives Segment) and BSE (Cash segment), Depository Participant of CDSL and a SEBI registered Portfolio Manager.
2	Details of Disciplinary History of CBL	CBL has not been debarred/ suspended by SEBI or any other regulatory authority from accessing /dealing in securities market.
3	Registration status of CBL:	CBL is registered with SEBI as a Research Analyst (SEBI Registration No. INH000001469)
<b>V-Mart Retail</b>		
4	Whether Research analyst's or relatives' have any financial interest in the subject company and nature of such financial interest	No
5	Whether Research analyst or relatives have actual / beneficial ownership of 1% or more in securities of the subject company at the end of the month immediately preceding the date of publication of the document.	No
6	Whether the research analyst or his relatives has any other material conflict of interest	No
7	Whether research analyst has received any compensation from the subject company in the past 12 months and nature of products / services for which such compensation is received	No
8	Whether the Research Analyst has received any compensation or any other benefits from the subject company or third party in connection with the research report	No
9	Whether Research Analysts has served as an officer, director or employee of the subject company	No
10	Whether the Research Analyst has been engaged in market making activity of the subject company.	No
11	Whether it or its associates have managed or co-managed public offering of securities for the subject company in the past twelve months;	No
12	Whether it or its associates have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months;	No
13	Whether it or its associates have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months;	No

**Member (NSE and BSE). Member MSEI (Inactive)**

Single SEBI Regn. No.: INZ000205331

**Depository Participant (DP)**

CDSL DP ID: 120 – 12200

Single SEBI Regn. No.: IN-DP-537-2020

PORTFOLIO MANAGER

SEBI REGN NO.: INP000004383

Research Analyst

SEBI Registration No. INH000001469

Mutual Fund Distributor

AMFI REGN No. ARN- 147569

Website: www.centrum.co.in

Investor Grievance Email ID: investor.grievances@centrum.co.in

**Compliance Officer Details:**

Ajay S Bendkhale

(022) 4215 9000/9023; Email ID: compliance@centrum.co.in

**Centrum Broking Ltd. (CIN :U67120MH1994PLC078125)****Registered Office Address**Bombay Mutual Building,  
2nd Floor, Dr. D. N. Road,  
Fort, Mumbai - 400 001**Corporate Office & Correspondence Address**Centrum House  
6th Floor, CST Road, Near Vidya Nagari Marg, Kalina, Santacruz (E), Mumbai  
400 098.  
Tel: (022) 4215 9000 Fax: +91 22 4215 9344