Ref. No. CS/S/L-1020/2026-27 **3rd November, 2026**

To: 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: cmlist@nse.co.in	To: The Corporate Relationship Department **THE BSE LTD** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 **Scrip Code: 534976** Fax: 022-22723121 Email: corp.relations@bseindia.com

Sub: Presentation to Analysts/Investors

Dear Sir/Madam,

Please find enclosed herewith the presentation being forwarded to Analysts/Investors on unaudited financial results of the Company for the second quarter and half year ended on September 30, 2026.

The above presentation is also available on the Company's website: www.vmart.co.in.

We request you to kindly take the above information on record.

Thanking You,

Yours Truly
For **V-Mart Retail Limited**

Megha Tandon
Digitally signed by Megha Tandon
Date: 2026.11.03 18:56:23 +05'30'

Megha Tandon
Company Secretary and Compliance Officer

Encl: As above



INVESTOR PRESENTATION · Q2 FY'27

V-Mart Retail Limited

www.vmart.co.in | www.limeroad.com

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Q2 FY'27

Key Performance Highlights

Financial Parameters
Operational Parameters



Key Highlights: Q2 FY'27 vs Q2 FY'26

Q2 FY'27

Strong performance across financial and operational parameters, driven by healthy customer traction and improving business momentum.

613 Stores	₹9,530 Mn	₹861 Mn	SSSG: 3%
Net Store Addition: 22	Revenue	EBITDA : 9.0% of Revenue	*Festive Adjusted SSSG :11%
▲ 15% YoY	▲ 18% YoY	▲ 20% YoY	V-Mart: 10% | Unlimited: 12%

Store Network: 613 Total Stores *Crossed the 600-store milestone during the quarter.*	V-Mart 509 | Unlimited 104 | Opened 23 | Closed 1
Increasing Customer Traffic	Footfall Growth: 36% | Memo Growth: 15%
Total Sales Growth: 18%	V-Mart: 17% | Unlimited: 25%
Same Store Sales Growth: 3%	V-Mart: 2% | Unlimited: 11%
LimeRoad Marketplace Performance	NMV grew by 55% YoY & Loss % to NMV reduced to 8% from 18% YoY

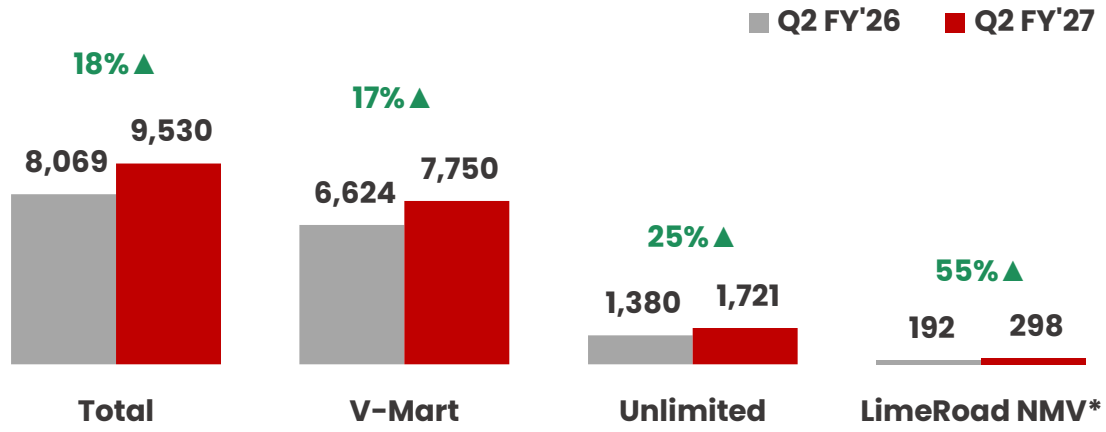
**Festive dates shifted from Q2 to Q3 due to a 19-day shift in the festive calendar, with Navratri commencing on 11 October 2026 in current year vs 22 September 2025 last year.*

Financial Parameters

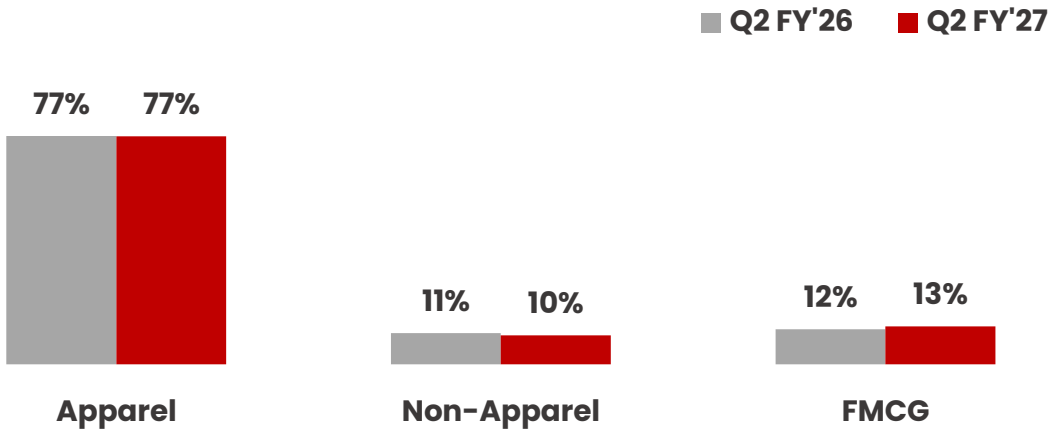
Q2 FY'27

EBITDA outpaced revenue growth, reflecting operating leverage and disciplined cost management while maintaining a stable revenue mix.

Revenue from Operations (₹ Millions)

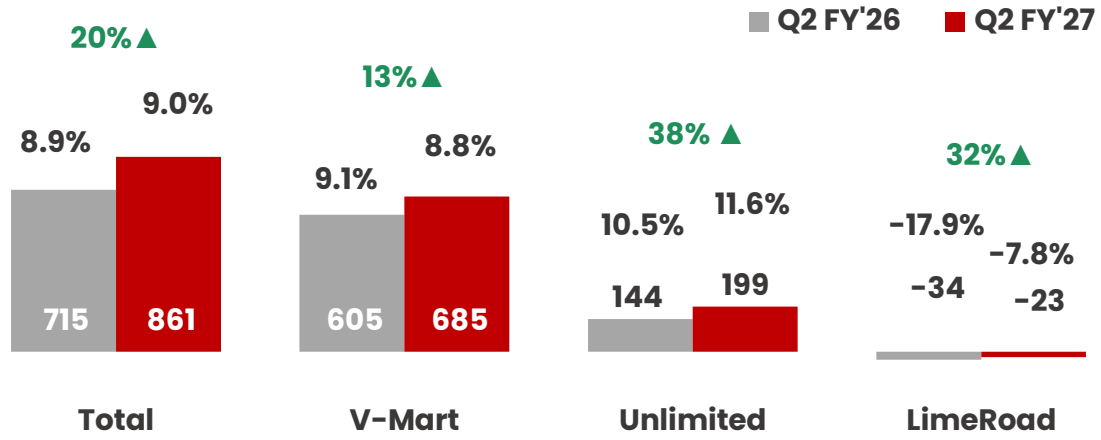


Revenue Mix (%)

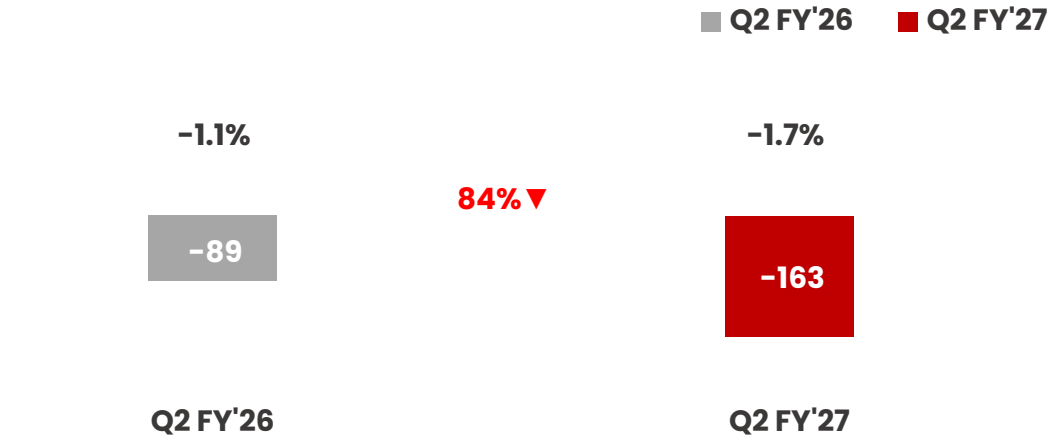


** LimeRoad Commission Income is ₹ 143 Mn (Q2 FY'26 ₹ 85 Mn); NMV: Net Merchandise Value*

EBITDA (₹ Millions, % to Revenue)



PAT (₹ Millions, % to Revenue)

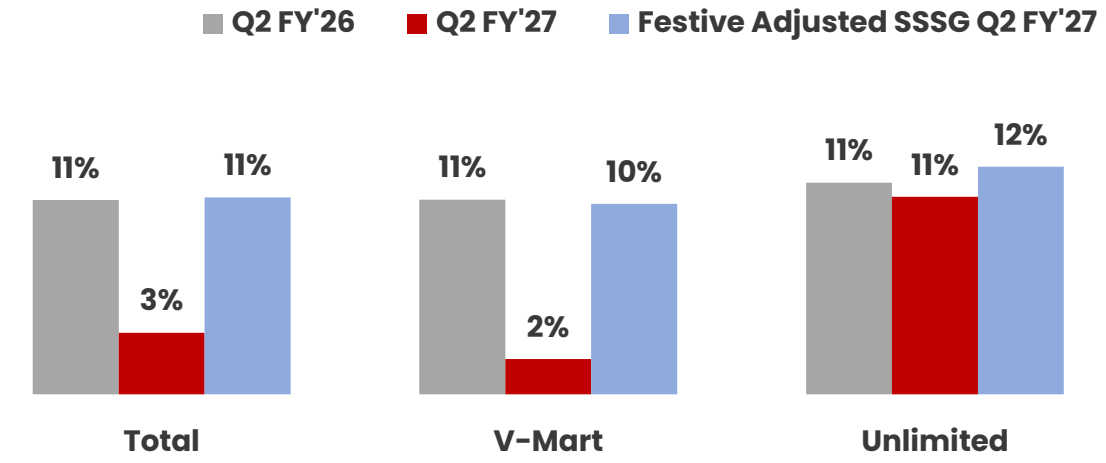


Operational Parameters – Key Performance Indicators

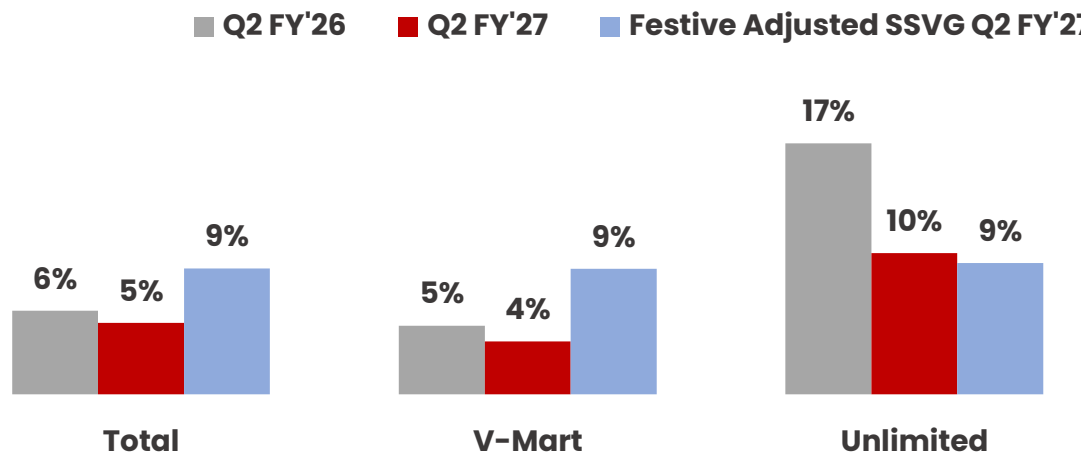
Q2 FY'27

Strong festive-adjusted SSSG and volume-led traffic expansion reaffirm core brand momentum while maintaining pricing discipline.

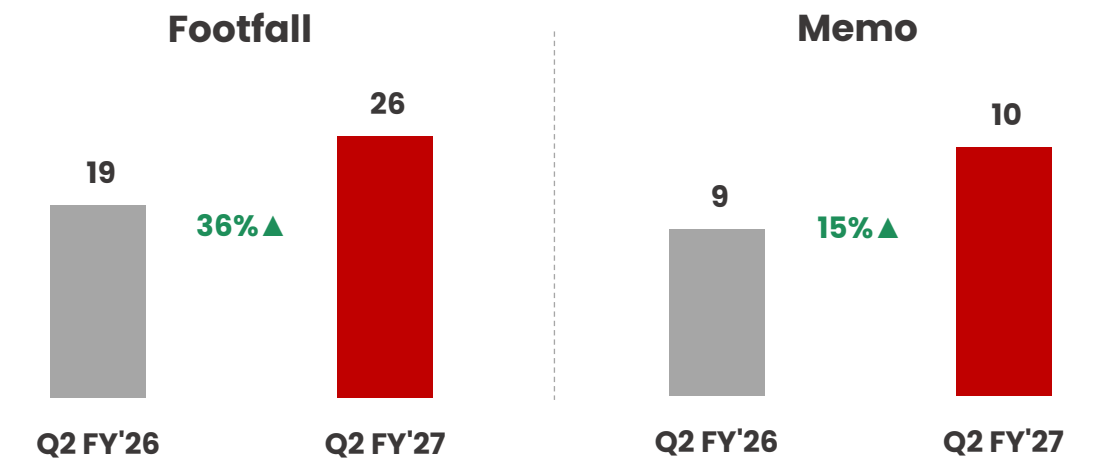
Same Store Sales Growth (SSSG) (%)



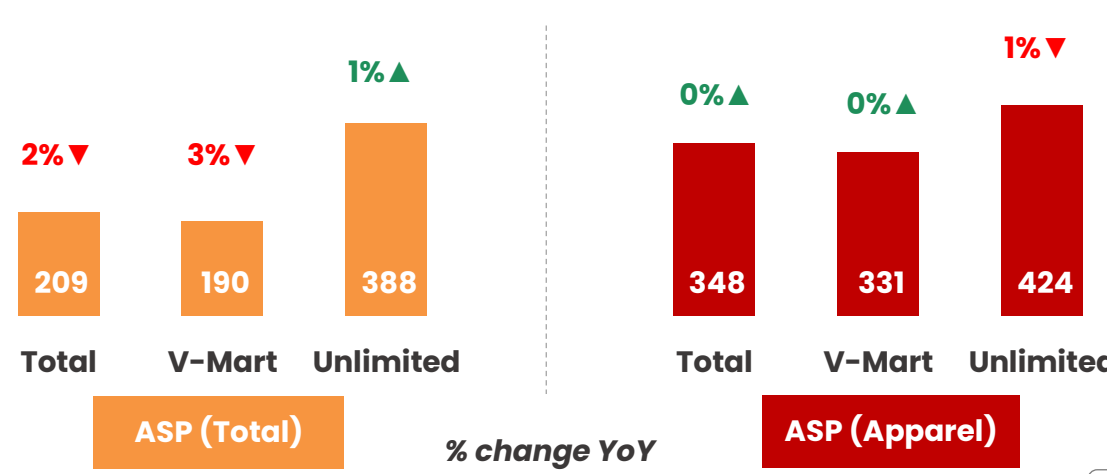
Same Store Volume Growth (SSVG) (%)



Footfall & Memo (Millions)



Average Selling Price (ASP) (₹)



YTD FY'27

Key Performance Highlights

Financial Parameters
Operational Parameters



Key Highlights: YTD FY'27 vs YTD FY'26

YTD FY'27

Accelerating store rollout and strong footfall gains drive robust top-line momentum, supported by festive demand alignment and inventory leanings.

₹20,418 Mn	₹2,467 Mn	₹309 Mn	90 Days
Revenue	EBITDA · 12.1% of Revenue	PAT · 1.5% of Revenue	Inventory Days of Sales
▲ 21% YoY	▲ 25% YoY	▲ 25% YoY	▼ Improved by 7 Days

Increasing Customer Traffic	Footfall Growth: 37% | Memo Growth: 17%
Same Store Sales Growth: 6%	V-Mart: 5% | Unlimited: 12%
LimeRoad Marketplace Performance	NMV Growth: 37% YoY & Losses down: 36% YoY To ₹51 Mn
Inventory Days of Sales: -7% YoY	Improved from 97 to 90 days — leaner, more efficient operations
Store Network: 613 Total Stores	V-Mart 509 | Unlimited 104 | Opened 38 | Closed 2

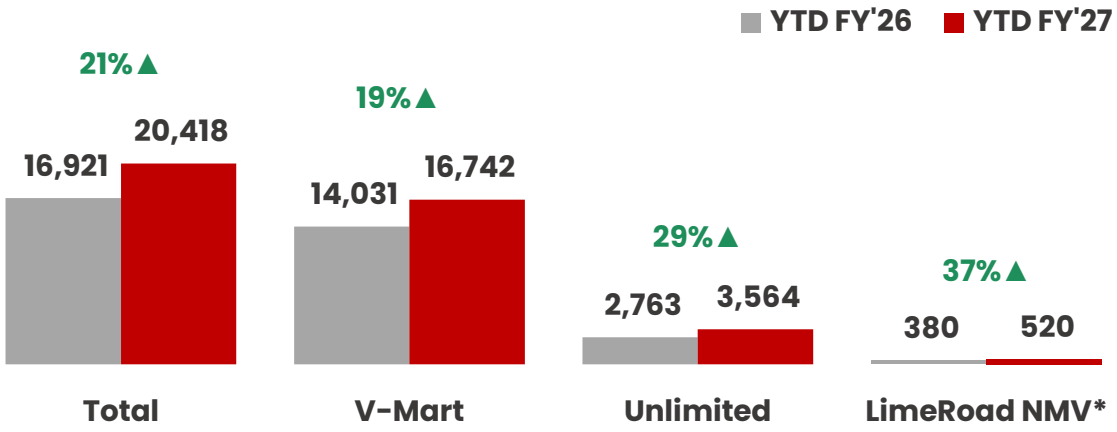
Figures for the corresponding previous period/year have been regrouped/reclassified, wherever necessary

Financial Parameters

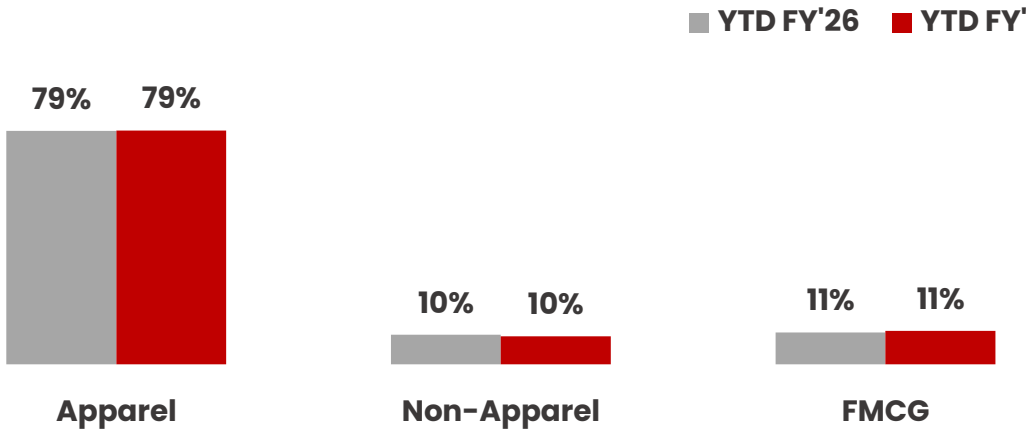
Operating leverage and strategic cost optimization drive margin expansion, strengthening bottom-line resilience.

YTD FY'27

Revenue from Operations (₹ Millions)

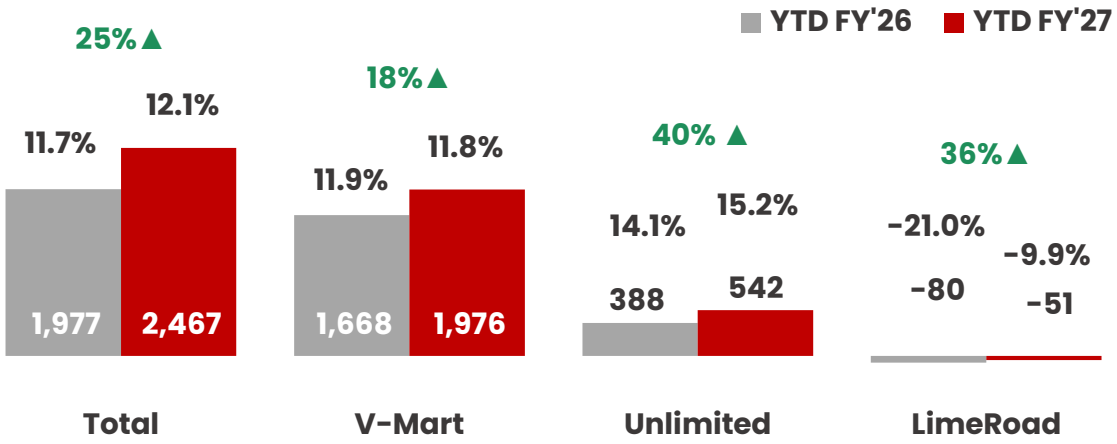


Revenue Mix (%)

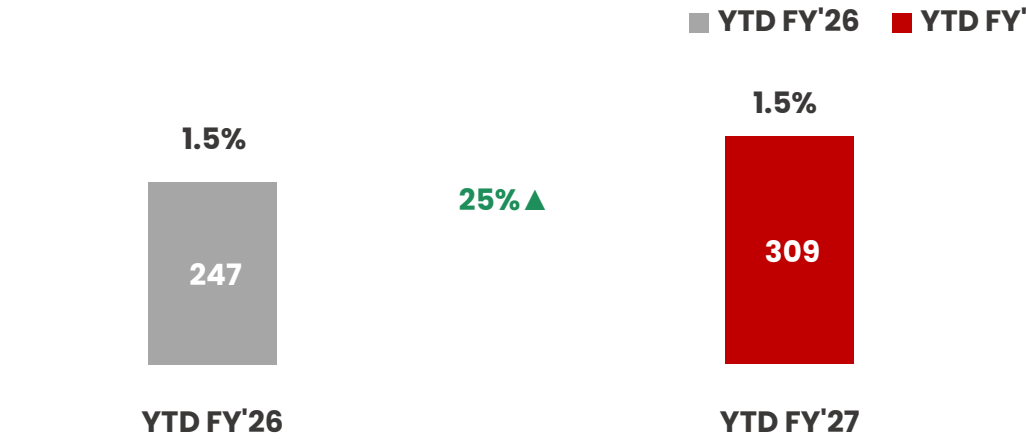


** LimeRoad Commission Income is ₹ 247 Mn (YTD FY'26 ₹ 166 Mn); NMV: Net Merchandise Value*

EBITDA (₹ Millions, % to Revenue)



PAT (₹ Millions, % to Revenue)

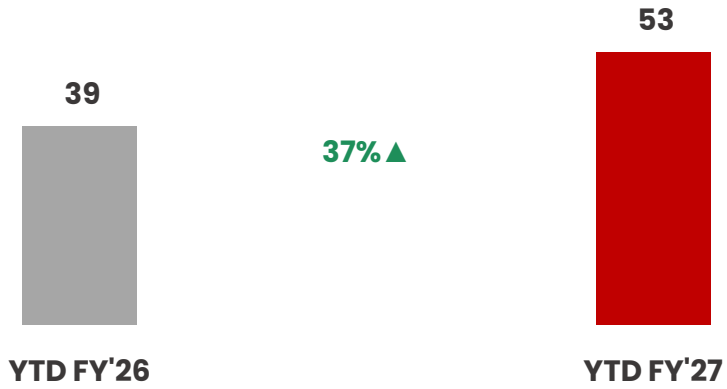


Operational Parameters – Key Performance Indicators

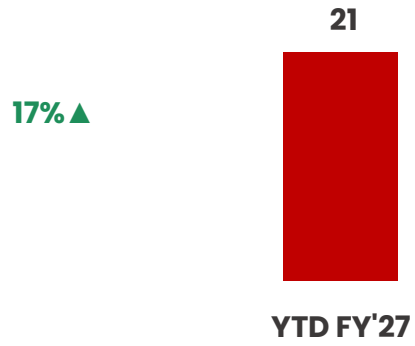
YTD FY'27

Steady growth in store footfalls and transaction bills reinforces brand preference across regional markets.

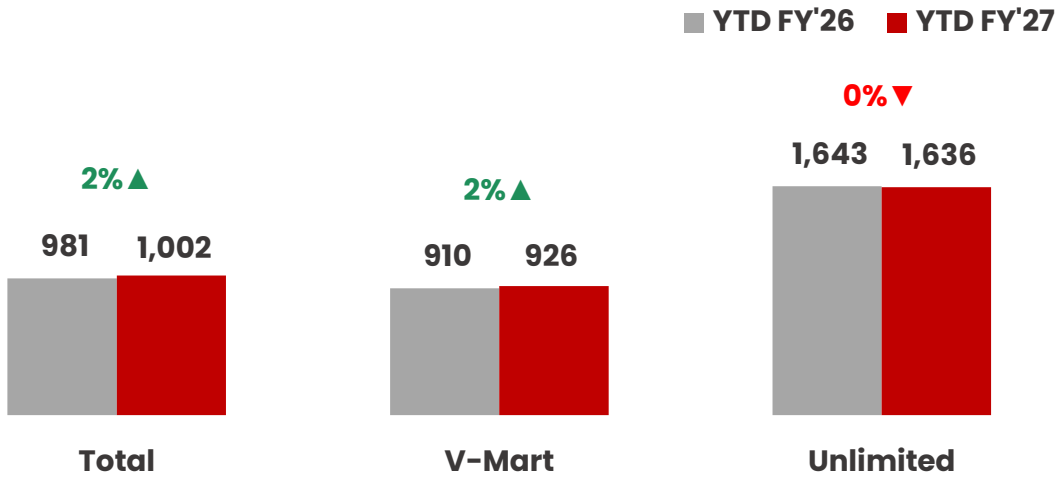
Footfall (Millions)



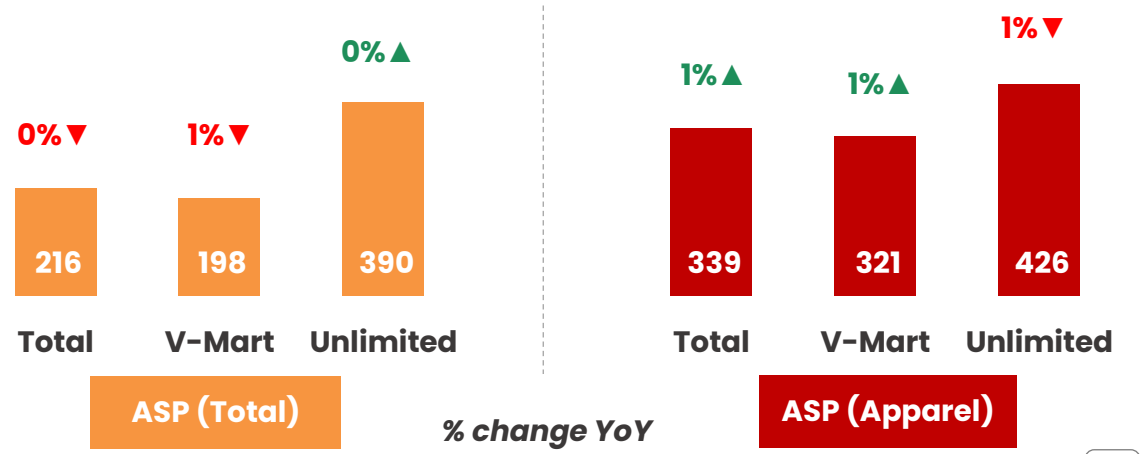
Memo (Millions)



Average Transaction Size (₹)



Average Selling Price (ASP) (₹)

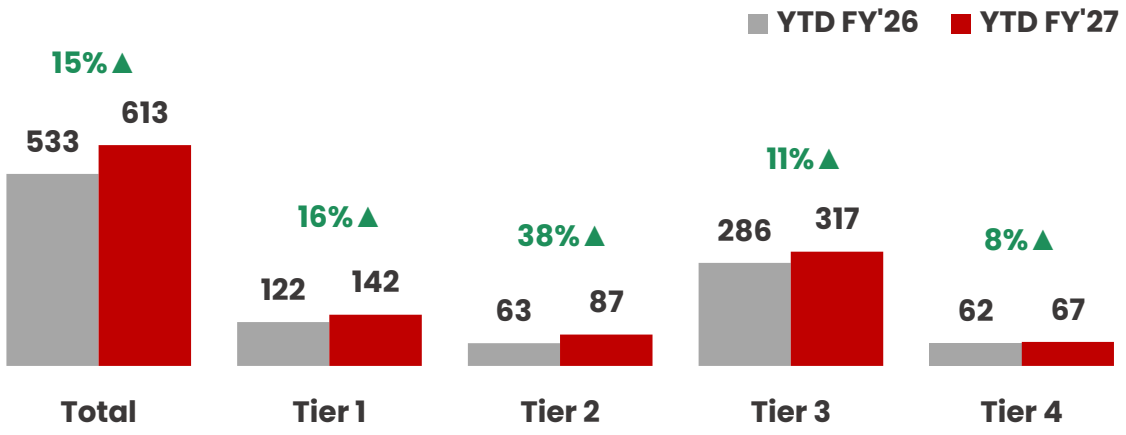


Operational Parameters – Network & Space

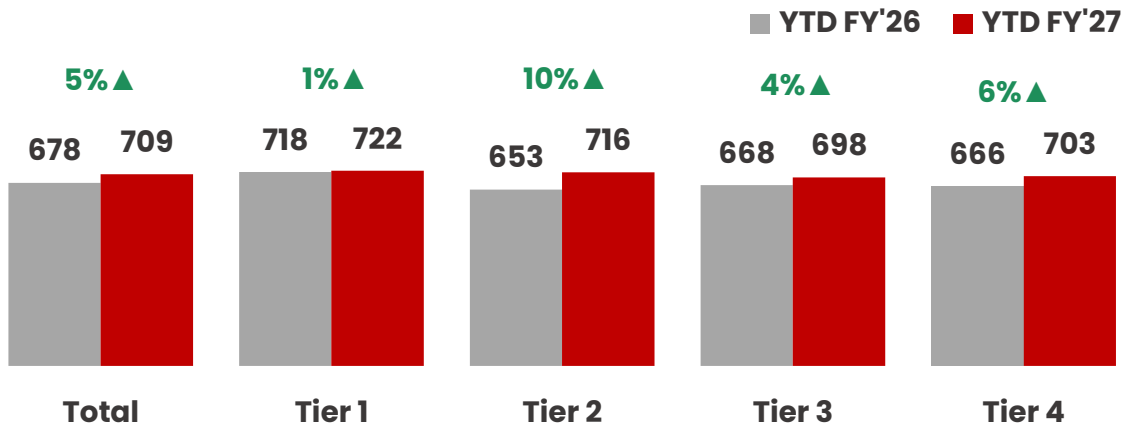
YTD FY'27

Sustained SPSF growth, disciplined expansion, new stores delivering higher SPSF than matured stores.

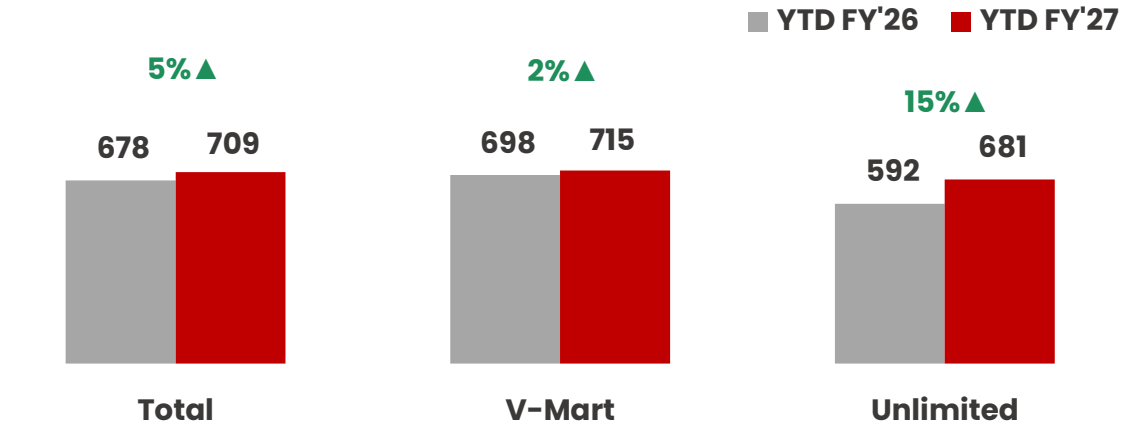
Store Count (Nos)



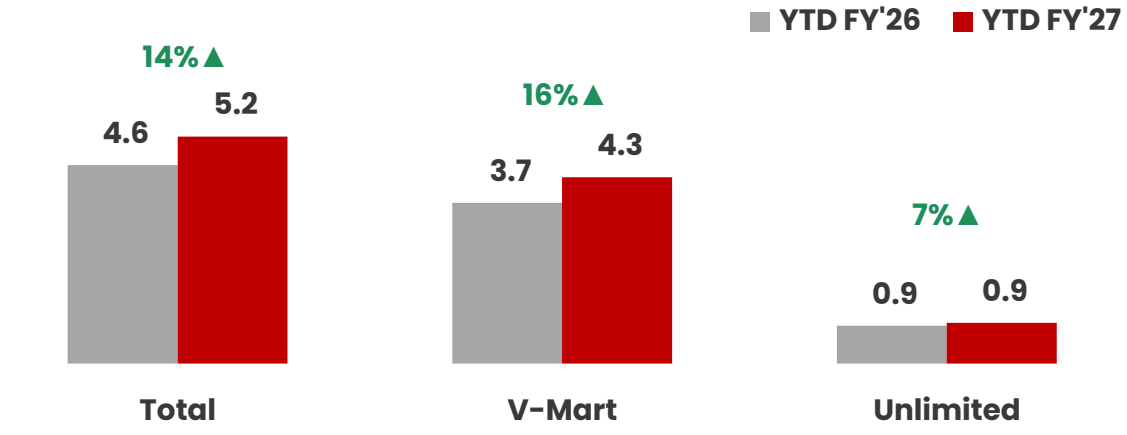
Tier Wise Sales per square feet (Per Month) (₹)



Sales per square feet (Per Month) (₹)



Retail Space (Million Square Feet)

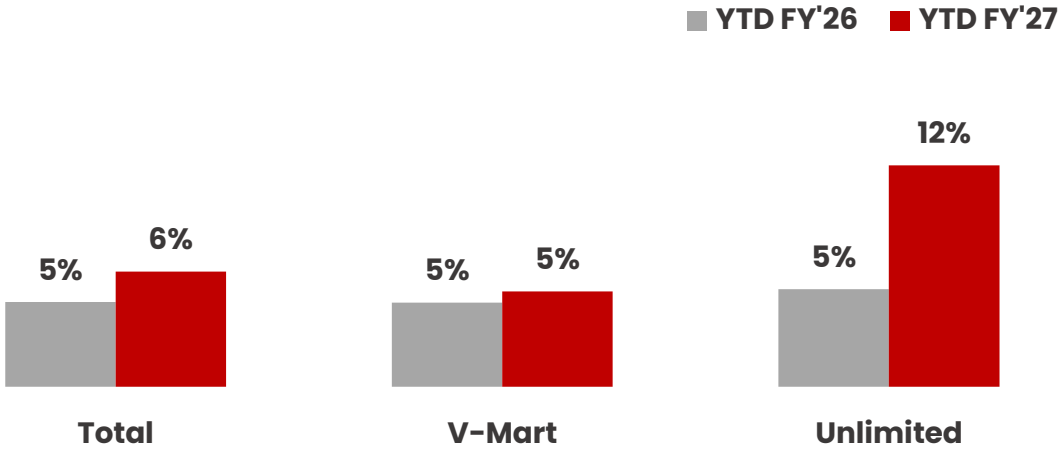


Operational Parameters – Efficiency

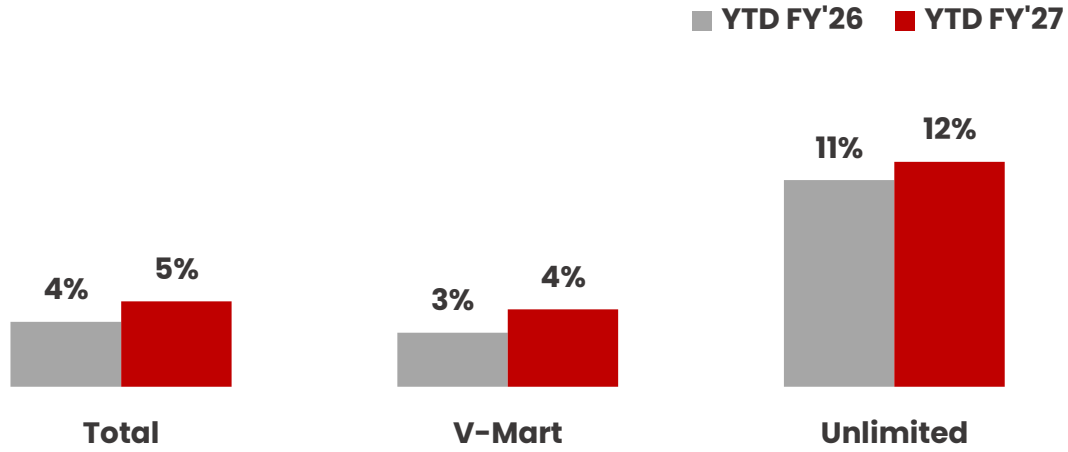
YTD FY'27

Improved merchandise assortment and supply chain efficiencies led to improvement in inventory days alongside sustained SSSG.

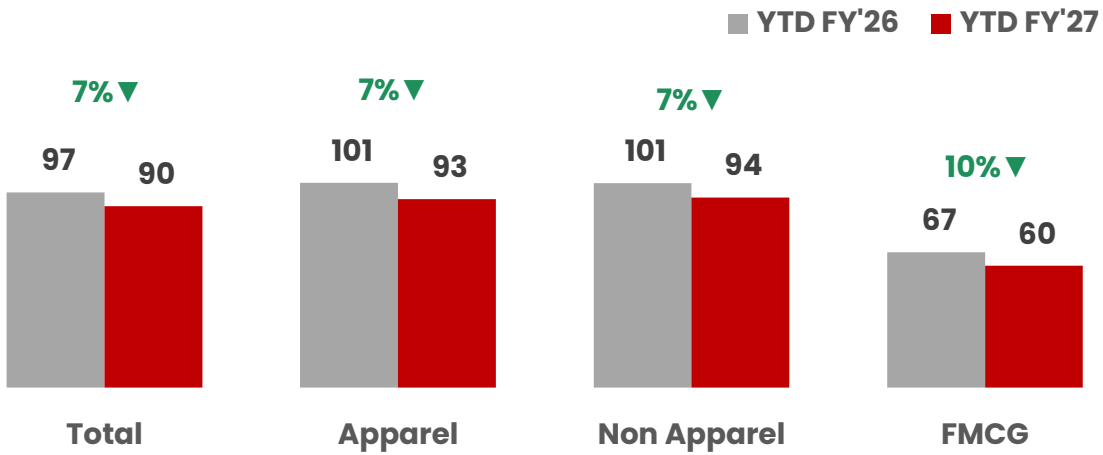
Same Store Sales Growth (SSSG) (%)



Same Store Volume Growth (SSVG) (%)



Inventory (Days of Sales)



Provision for aged inventory including Shrinkage

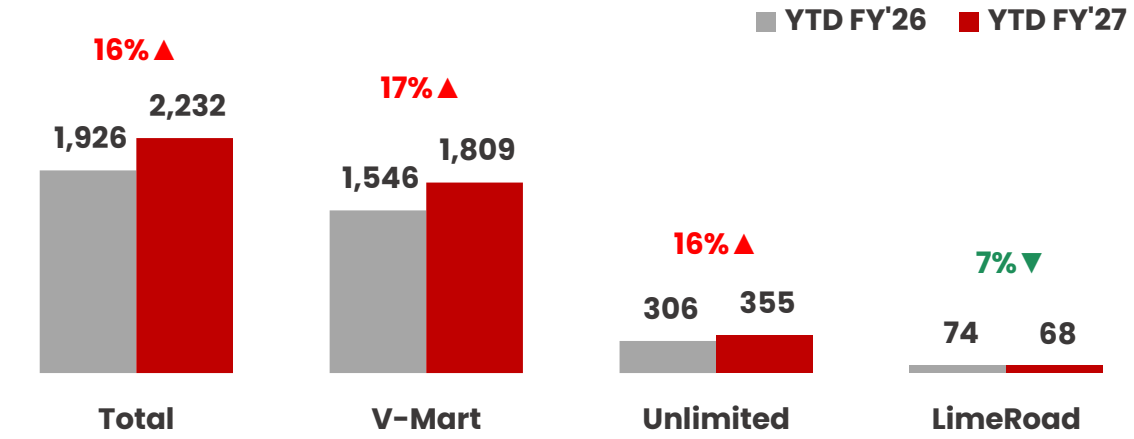


Operating Expenses

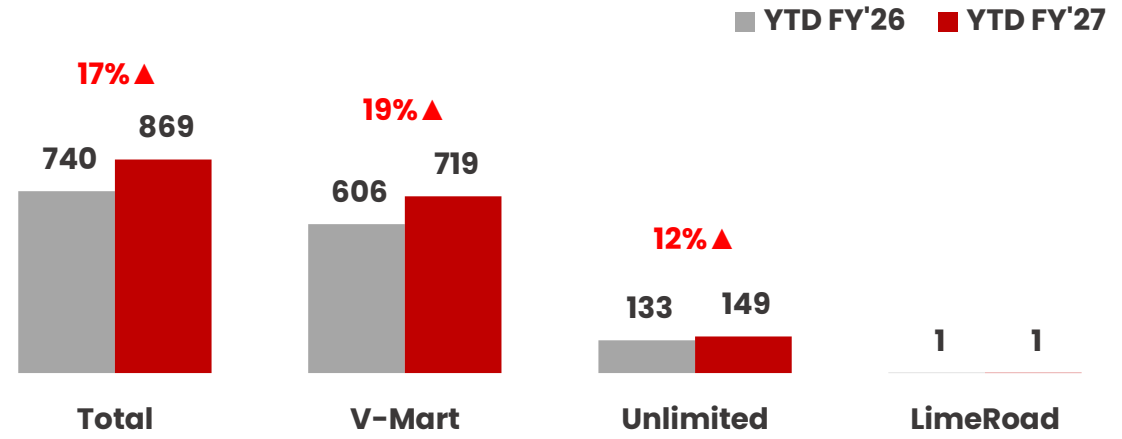
Optimised expense and economies of scale keep operational overheads well-calibrated with retail network expansion.

YTD FY'27

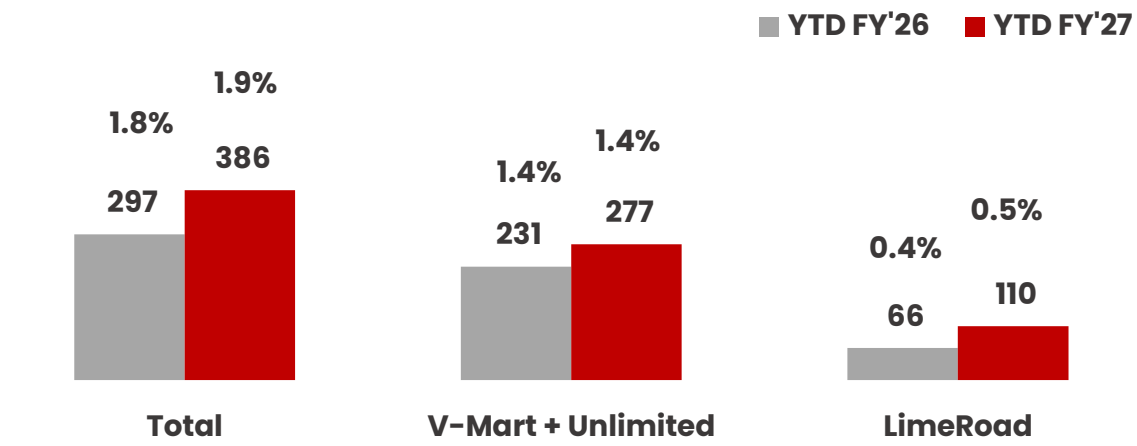
Manpower (₹ Millions)



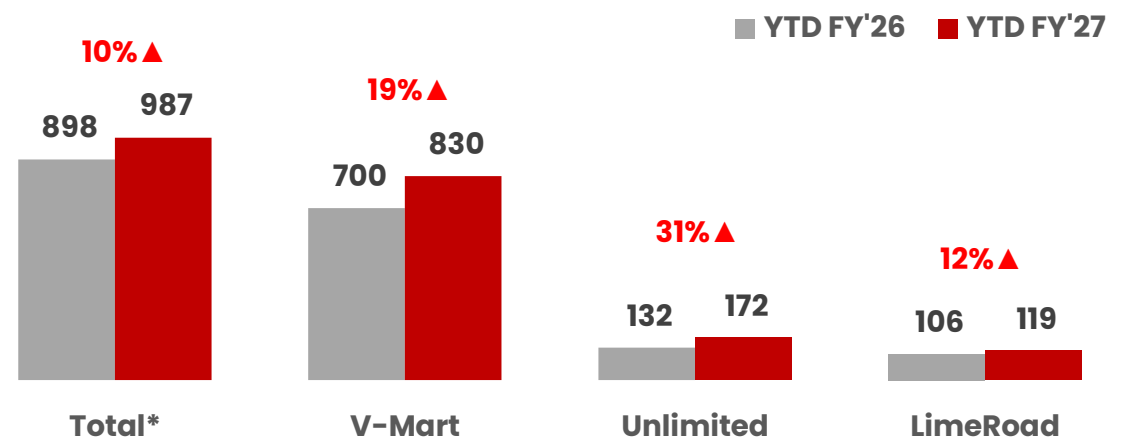
Power & fuel (₹ Millions)



Advertisement (₹ Millions , % to Total Revenue)



Other Expenses (₹ Millions)



**Post inter-divisional expenses.*


LimeRoad
EXCLUSIVE
NEW COLLECTION JUST DROPPED


The Dress Club
Feminine. Fierce. Free.
Starting from ₹299


NOW TRENDING


Dress Like You Have Plans
AFTER HOURS SHIRTS
LimeRoad
.com

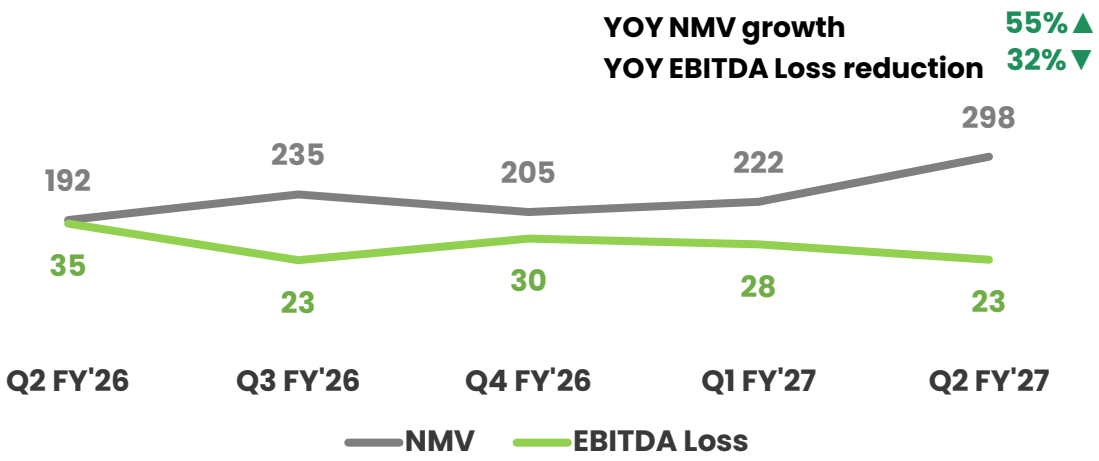

OUR BESTSELLER

LimeRoad: NMV rises 55% while Losses shrink 32% YoY

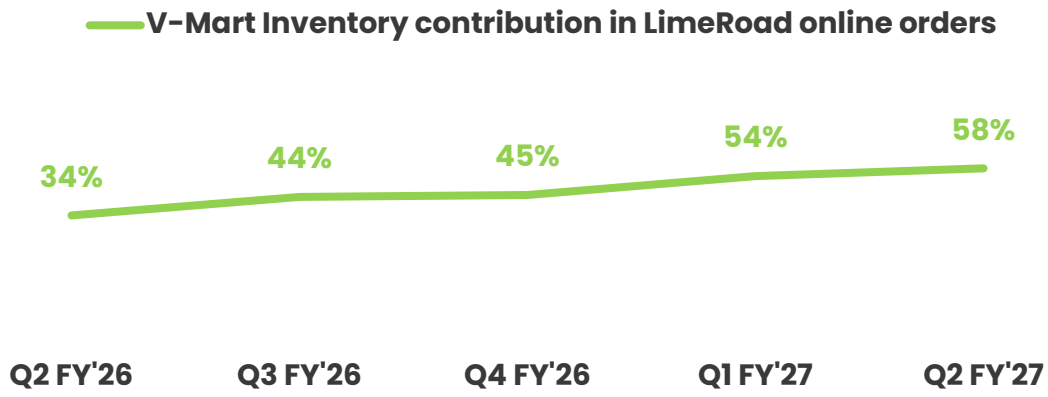
Q2 FY'27

Strengthening the omni-channel ecosystem through LimeRoad Marketplace.

NMV and EBITDA (₹ Millions)



V-Mart's Sale Mix







Q2 FY'27

Statement of Profit & Loss
Balance Sheet
Cash flow Statement

Statement of Profit & Loss

Q2 FY'27

Revenue grew 18% and EBITDA 20%, with margins improving to 9.0%; quarterly PAT remained impacted by depreciation under Ind AS 116.

₹ Millions

Particulars	Post Ind AS 116			Pre Ind AS 116		
	Q2 FY'27 (Unaudited)	Q2 FY'26 (Unaudited)	YOY %	Q2 FY'27 (Unaudited)	Q2 FY'26 (Unaudited)	YOY %
Revenue from operations	**9,530**	**8,069**	**18%**	**9,530**	**8,069**	**18%**
COGS	6,341	5,355		6,341	5,355	
Gross Profit	**3,189**	**2,714**	**18%**	**3,189**	**2,714**	**18%**
GP Margin %	**33.5%**	**33.6%**		**33.5%**	**33.6%**	
Employee Expenses	1,120	976		1,120	976	
Other Expenses	1,209	1,022		2,011	1,693	
EBITDA / Operating Income	**861**	**715**	**20%**	**59**	**45**	**32%**
EBITDA Margin %	**9.0%**	**8.9%**		**0.6%**	**0.6%**	
Other Income	27	34		22	17	
Depreciation & Amortisation	888	711		280	277	
Finance Cost	207	175		62	61	
Profit Before Tax (PBT)	**-207**	**-136**	**-52%**	**-260**	**-276**	**6%**
PBT Margin %	-2.2%	-1.7%		-2.7%	-3.4%	
Tax	-44	-47		-55	-96	
Profit After Tax (PAT)	**-163**	**-89**	**-84%**	**-205**	**-180**	**-14%**
PAT Margin %	**-1.7%**	**-1.1%**		**-2.2%**	**-2.2%**	

Statement of Profit & Loss

YTD FY'27

Revenue grew 21% and EBITDA 25%, with margins improving to 12.1%; PBT grew by 32% and PAT grew by 25%

₹ Millions

Particulars	Post Ind AS 116			Pre Ind AS 116		
	FY27 (Unaudited)	FY26 (Unaudited)	YOY %	FY27 (Unaudited)	FY26 (Unaudited)	YOY %
Revenue from operations	**20,418**	**16,921**	**21%**	**20,418**	**16,921**	**21%**
COGS	13,477	11,084		13,477	11,084	
Gross Profit	**6,941**	**5,837**	**19%**	**6,941**	**5,837**	**19%**
GP Margin %	**34.0%**	**34.5%**		**34.0%**	**34.5%**	
Employee Expenses	2,232	1,926		2,232	1,926	
Other Expenses	2,242	1,935		3,818	3,255	
EBITDA / Operating Income	**2,467**	**1,977**	**25%**	**891**	**657**	**36%**
EBITDA Margin %	**12.1%**	**11.7%**		**4.4%**	**3.9%**	
Other Income	53	64		45	44	
Depreciation & Amortisation	1,727	1,390		544	559	
Finance Cost	405	357		118	133	
Profit Before Tax (PBT)	**388**	**293**	**32%**	**273**	**9**	**3088%**
PBT Margin %	1.9%	1.7%		1.3%	0.1%	
Tax	80	46		56	1	
Profit After Tax (PAT)	**309**	**247**	**25%**	**217**	**7**	**2907%**
PAT Margin %	**1.5%**	**1.5%**		**1.1%**	**0.0%**	

Ind-AS 116: P&L Impact

YTD FY'27

₹ Millions

Particulars	YTD FY'27			YTD FY'26		
	Pre-Ind AS 116	Increased/ (Decreased)	Post-Ind AS 116	Pre-Ind AS 116	Increased/ (Decreased)	Post-Ind AS 116
Other Expenses*	3,818	-1,576	2,242	3,255	-1,319	1,935
EBITDA	**891**	**1,576**	**2,466**	**657**	**1,319**	**1,976**
Finance Cost	118	287	405	133	224	357
Depreciation	544	1,183	1,727	559	831	1,390
Other Income**	45	9	53	44	20	63
(Loss)/Profit Before Tax (PBT)	**273**	**115**	**388**	**9**	**285**	**293**

** Impact of Rent Reversal*
*** Impact of Profit on Termination of Lease*

Balance Sheet

YTD FY'27

Disciplined capital allocation and a strong balance sheet support ongoing network expansion and seasonal stock preparation.

₹ Millions

Particulars	As At September 30, 2026 (Unaudited)	As At March 31, 2026 (Audited)
EQUITY AND LIABILITIES		
Equity		
Equity share capital	796	795
Other equity	8,992	8,716
Total equity (D)	**9,788**	**9,511**
Liabilities		
Lease liabilities	6,095	6,135
Employee benefit obligations	204	193
Non-current liabilities (E)	**6,299**	**6,328**
Financial liabilities		
Borrowings	**1,900**	**1,000**
Lease liabilities	2,630	2,441
Payables (including Trade)	5,994	4,910
Other financial liabilities	3,944	3,350
Employee benefit obligations	117	97
Current tax liabilities (net)	3	23
Other current liabilities	133	139
Current liabilities (F)	**14,720**	**11,960**
Total Liabilities (G = E+F)	**21,018**	**18,288**
TOTAL EQUITY LIABILITIES (H = D+G)	**30,806**	**27,799**

Particulars	As At September 30, 2026 (Unaudited)	As At March 31, 2026 (Audited)
ASSETS		
Property, plant and equipment	6,156	5,836
Capital work-in-progress	126	83
Goodwill	15	15
Other intangible assets	259	306
Right of use assets	7,832	7,502
Financial assets		
Other financial assets	476	575
Income tax asset (net)	152	79
Deferred tax assets (net)	738	759
Other non-current assets	194	246
Non-current assets (A)	**15,948**	**15,401**
Current assets		
Inventories	**11,904**	**9,875**
Financial assets		
Investments	55	184
Loans	2	2
Cash and cash equivalents	130	195
Other financial assets	447	372
Other current assets	2,320	1,770
Current assets (B)	**14,859**	**12,398**
TOTAL ASSETS (C = A+B)	**30,806**	**27,799**

Cash Flow Statement

YTD FY'27

Negative FCF primarily reflects higher working-capital absorption due to festive inventory build-up and faster vendor payments, with the DPO–DOI gap narrowing by 9 days YoY.

₹ Millions

Particulars	For the period ended September 30, 2026 (Unaudited)	For the period ended September 30, 2025 (Unaudited)
(A) Cash flows from Operating activities		
Profit/ (Loss) before Income Tax	388	293
Adjustments to reconcile profit before tax to net cash flows	2,103	1,773
Operating profit before working capital changes	**2,492**	**2,066**
Changes in working capital	-939	291
Cash flow from operations	**1,553**	**2,357**
Taxes paid (net of refunds)	(151)	(30)
Net cash flow from operating activities (A)	**1,402**	**2,327**
(B) Cash flows from Investing activities		
Net cash flow (used in)/from investing activities (B)	(638)	(597)
(C) Cash flows from Financing activities		
Net cash from/(used in) financing activities (C)	(830)	(1,885)
Net increase/(decrease) in cash and cash equivalent (D = A+B+C)	**(66)**	**(156)**

Free Cash Flow (Pre-Ind AS 116)	For the period ended September 30, 2026	For the period ended September 30, 2025
Net cash flow from operating activities (A)	1,402	2,327
IndAS 116 adjustment (B)	(1,576)	(1,319)
Pre IndAS 116 Net cash flow from operating activities (C) = (A+B)	**-174**	**1,008**
Net Capex (D)	(846)	(600)
Finance charges - others (E)	(118)	(142)
Net Free Cash Flow (F) = (C+D+E)	**-1,138**	**266**

Q2 FY'27

Store Geographical Spread
Other Significant Updates

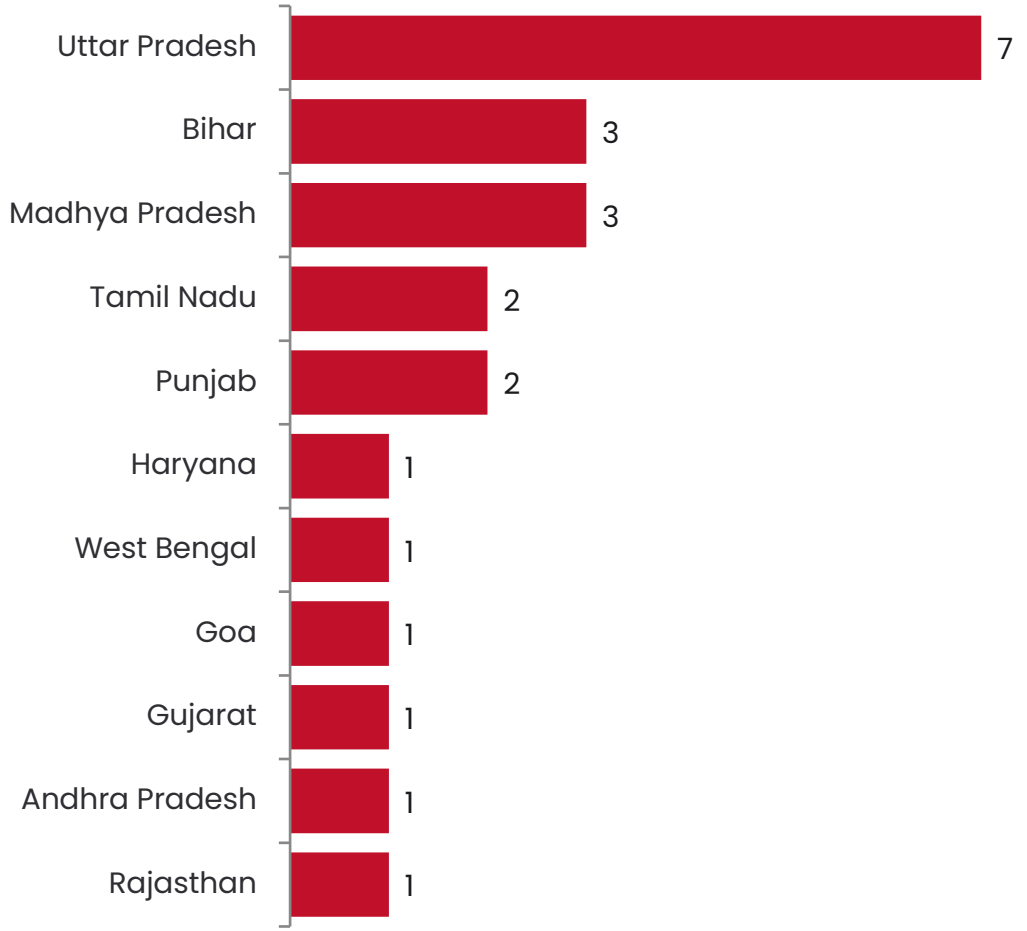


Cluster-Based Expansion — New Store Additions

Q2 FY'27

Accelerating cluster-based store rollout deepens market presence across high-potential Tier 2 and Tier 3 catchments.

New Stores by State (Q2 FY'27)



New Stores by Tier



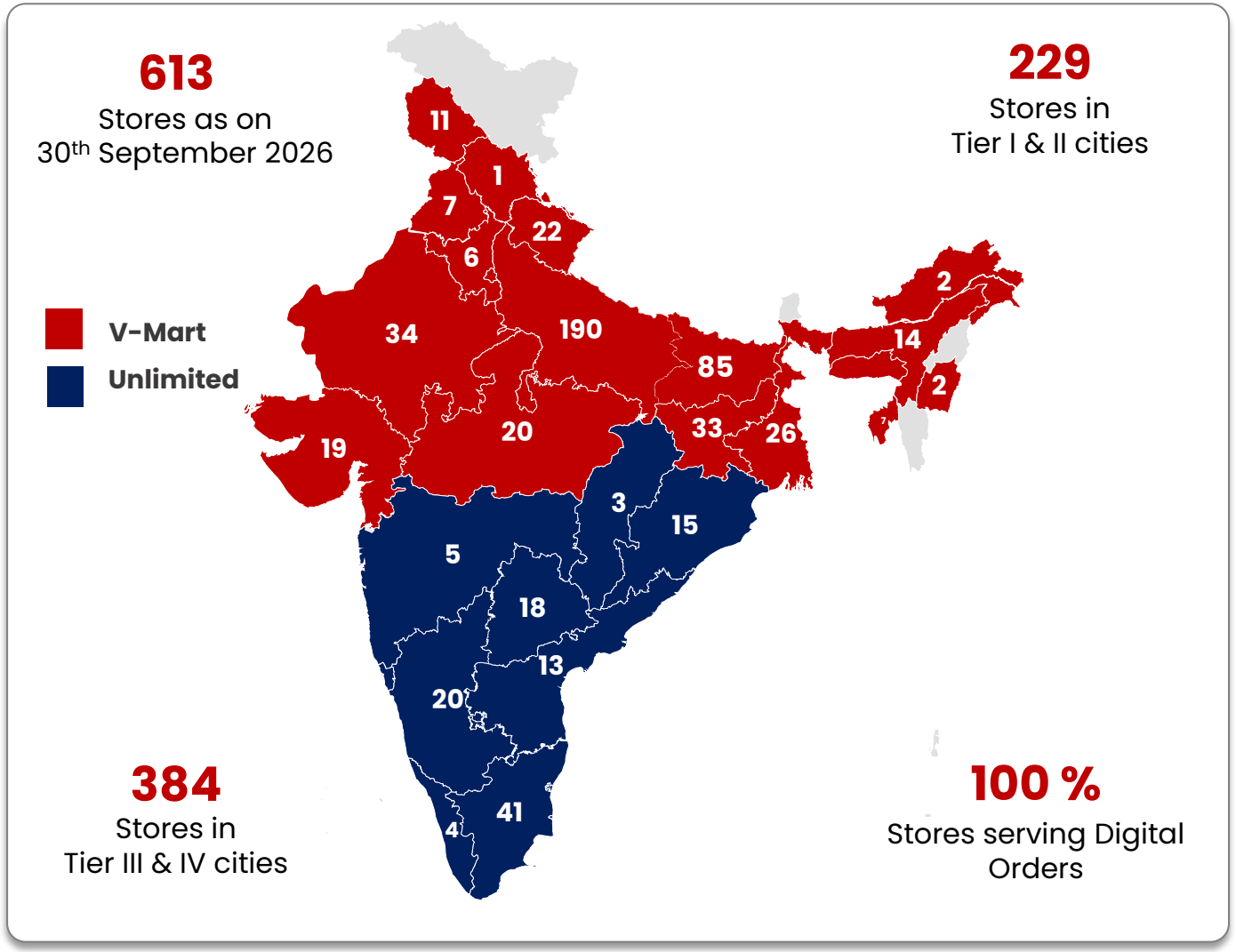
23

New stores opened in Q2 FY'27

1 Store Closed · Net addition of 22 stores · Total network now 613 stores across 351 cities, spanning 5.2 Million sq.ft.

Total Stores as on 30th September 2026

Q2 FY'27



STATE	Q2 FY'27	Q2 FY'26
UTTAR PRADESH	190	162
BIHAR	85	76
TAMIL NADU	41	33
RAJASTHAN	34	30
JHARKHAND	33	31
WEST BENGAL	26	21
UTTARAKHAND	22	18
KARNATAKA	20	21
MADHYA PRADESH	20	16
GUJARAT	19	13
TELANGANA	18	18
ORISSA	15	15
ASSAM	14	15
ANDHRA PRADESH	13	12
JAMMU AND KASHMIR	11	10
NEW DELHI	9	7
PUNJAB	7	4
TRIPURA	7	7
HARYANA	6	4
MAHARASHTRA	5	6
KERALA	4	4
CHHATTISGARH	3	1
ARUNACHAL PRADESH	2	2
MANIPUR	2	2
MEGHALAYA	2	2
PUDUCHERRY	2	1
CHANDIGARH	1	1
GOA	1	0
HIMACHAL PRADESH	1	1
TOTAL	**613**	**533**

New Stores Opened — Q2 FY'27

Q2 FY'27



Madhya Pradesh



Tamil Nadu



Rajasthan

V-Mart at a Glance

Our Story
Historical Performances
Leadership
Business Ecosystem



Driving Product Portfolio & Strong Private Labels



Men — 44%

- Casual Wear
- Formal Wear
- Ethnic Wear
- Sports/ Activewear
- Innerwear



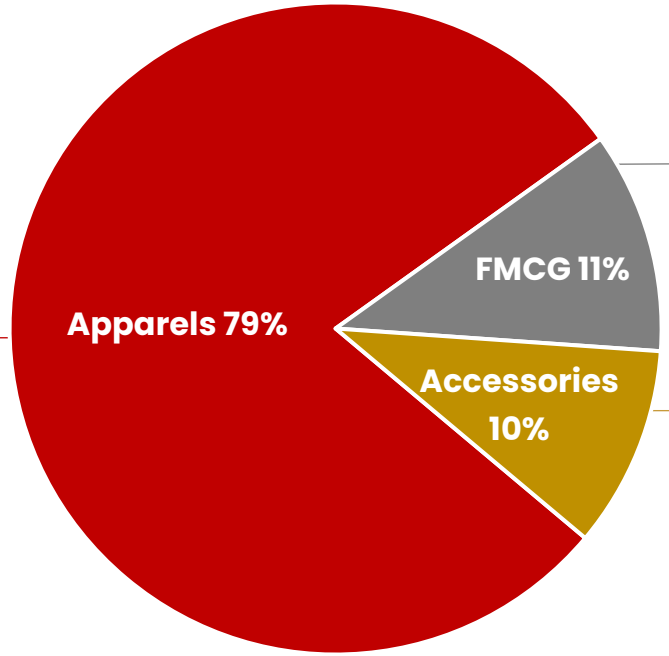
Women — 29%

- Western Wear
- Ethnic Wear
- Sportswear
- Activewear
- Inner Wear
- Night Wear



Kids — 27%

- Boys
- Girls
- Infants



FMCG

- Personal & Home Essentials
- Beauty & Cosmetics
- Packaged Staples



Fashion Accessories

- Fashion Accessories
- Footwear
- Home Essentials
- Bags





Our Private Labels

Be PRINCESS · CHARCOAL · twist · Kidistan · Jashn · देसी मिक्स · FLICK · UNLIMITED · LR LimeRoad

66%+ contribution of Private Labels in Apparel Business

Above numbers are for the period ended 30th September 2026

Delivering Fashion, Variety & Affordability











Integrated Supply Chain & Future-Ready Infrastructure

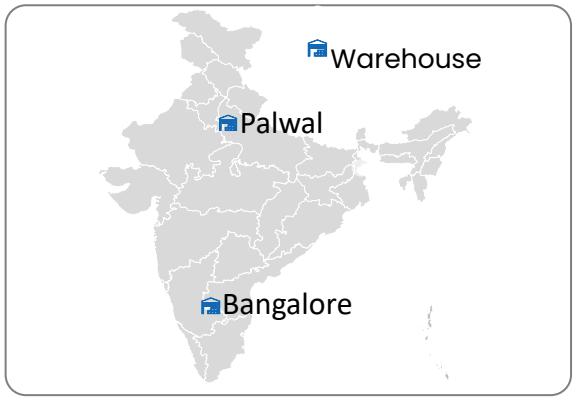
Tech-enabled, centralized logistics network powers rapid store replenishment and optimized inventory turn across all regions.



6 Lakh sq.ft. Owned Warehouse – Palwal, Haryana



Automated workflow using scanners and conveyers



Strategically Located across North & South

600+ Vendors
supplying inventory across categories

2 Warehouses
Palwal (near Delhi) & Bengaluru

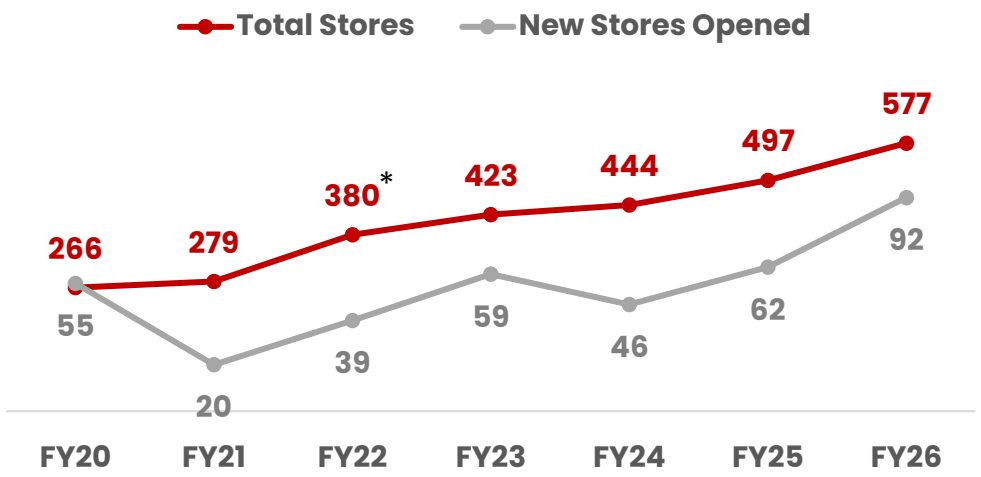
613 Stores, 351 Cities
reaching 400+ pincodes pan-India

190 Mn+ Pieces/year
handled and dispatched

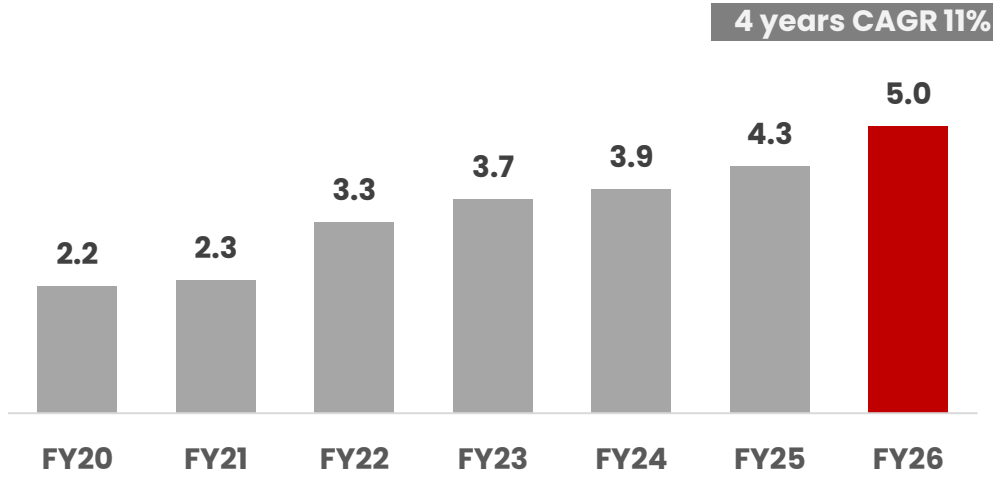
Bi-weekly Fashion drops
across 250+ routes & 613 stores

Historical Scale Expansion & Customer Growth

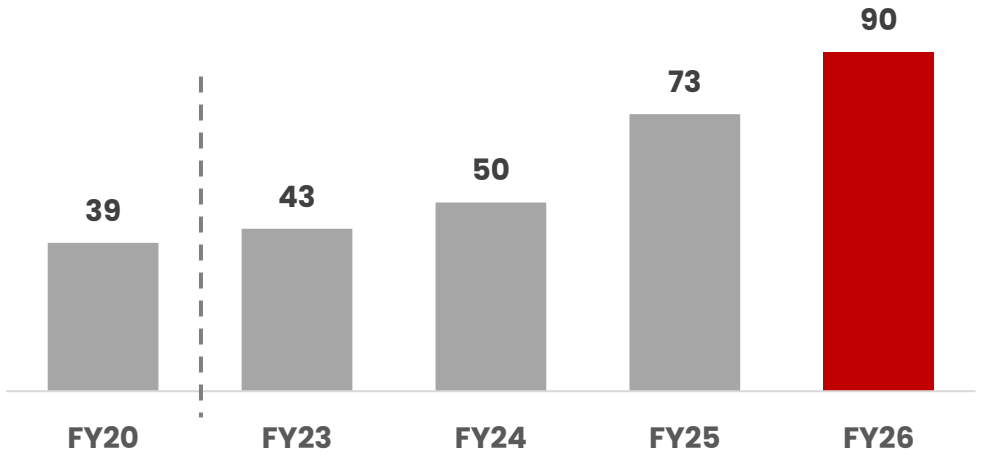
Growing Store Count



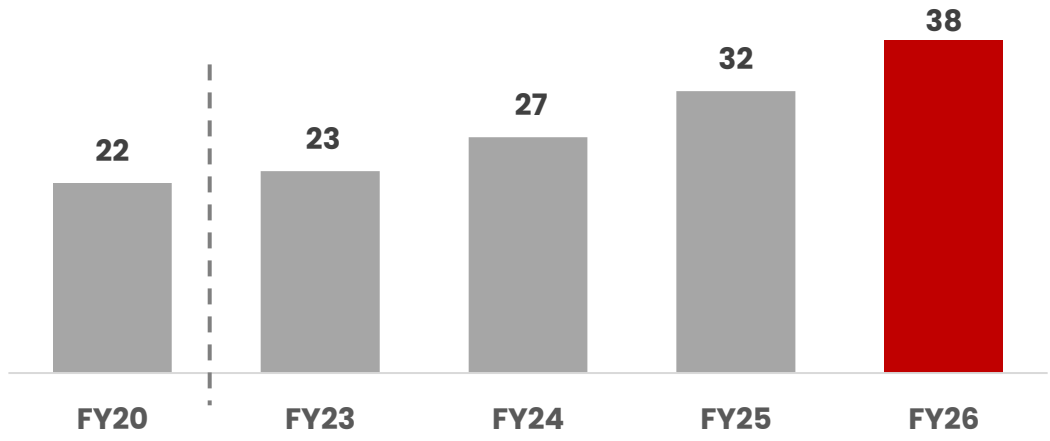
Expanding Retail Space (Mn sq. ft.)



Increasing footfalls (in Millions)



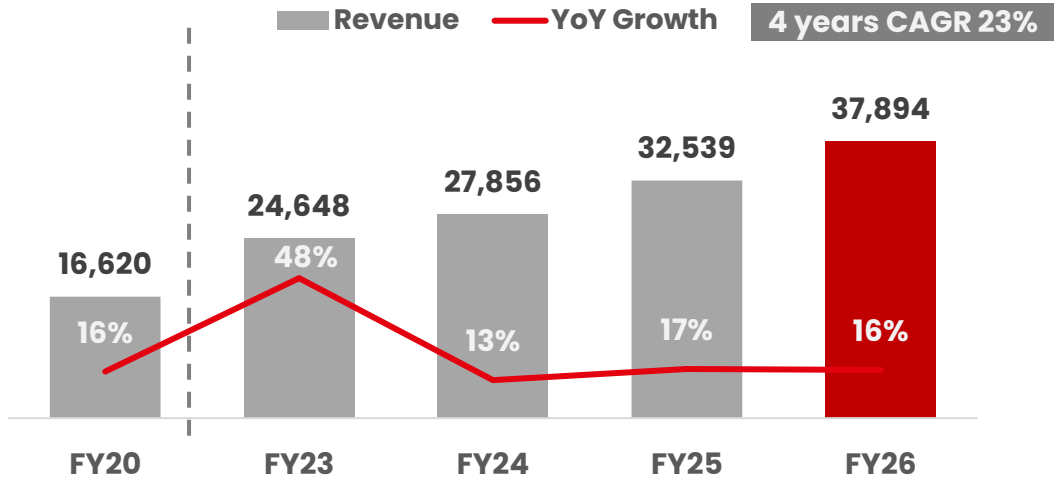
Growing Memo (in Millions)



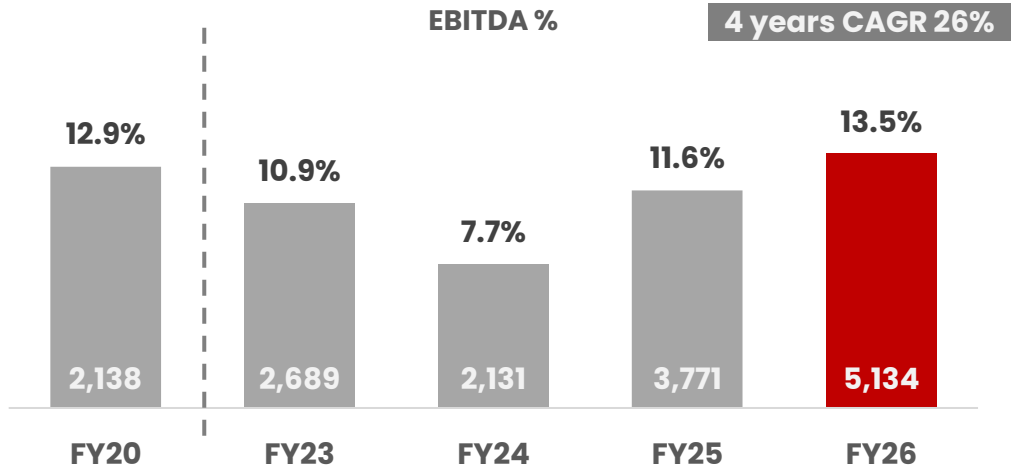
*Store growth includes acquisition of 74 store of Unlimited in FY22; FY21 & FY22 numbers are not comparable due to impact of COVID

Historical Financial Growth & Value Creation

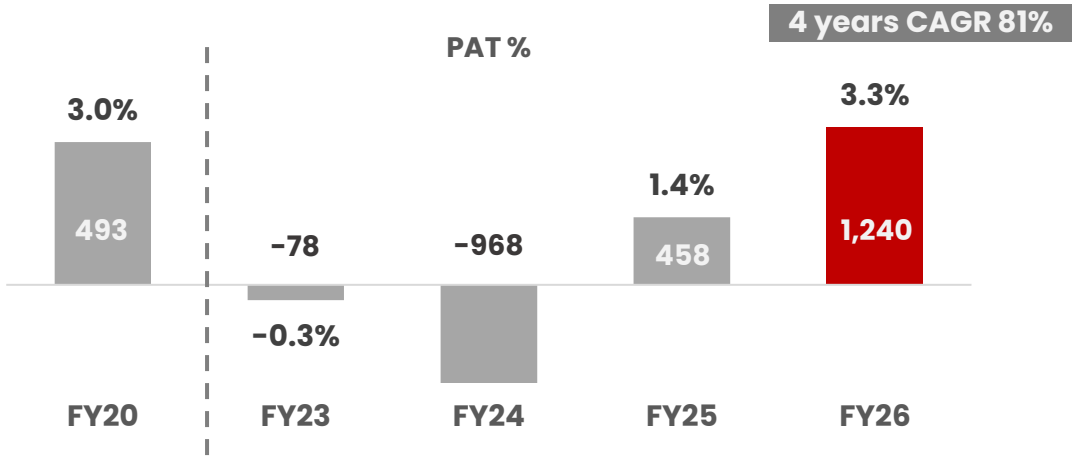
Consistent Revenue Growth (₹ Mn)



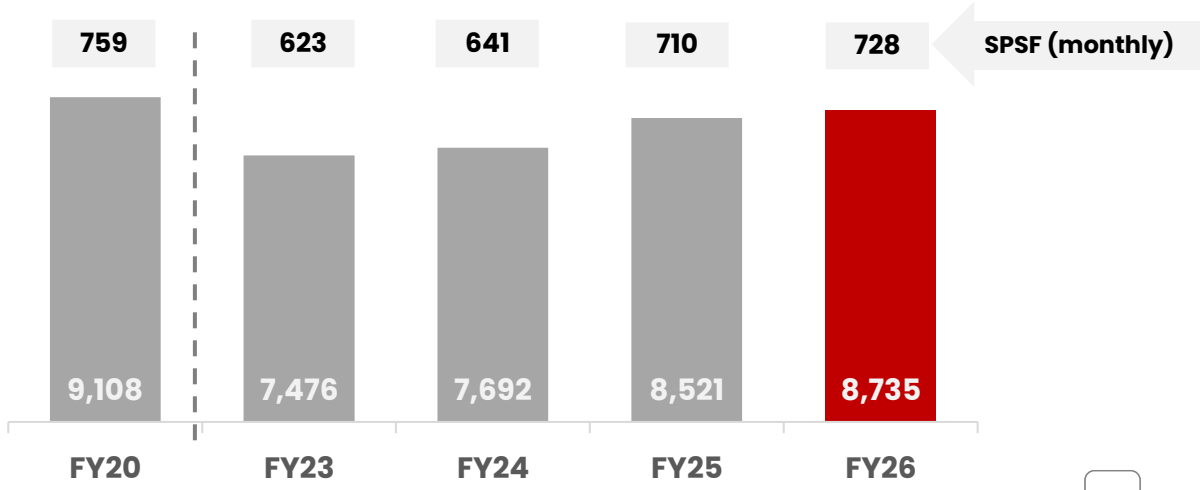
Profitable Growth (₹ Mn)



Profit After Tax (PAT) (₹ Mn)



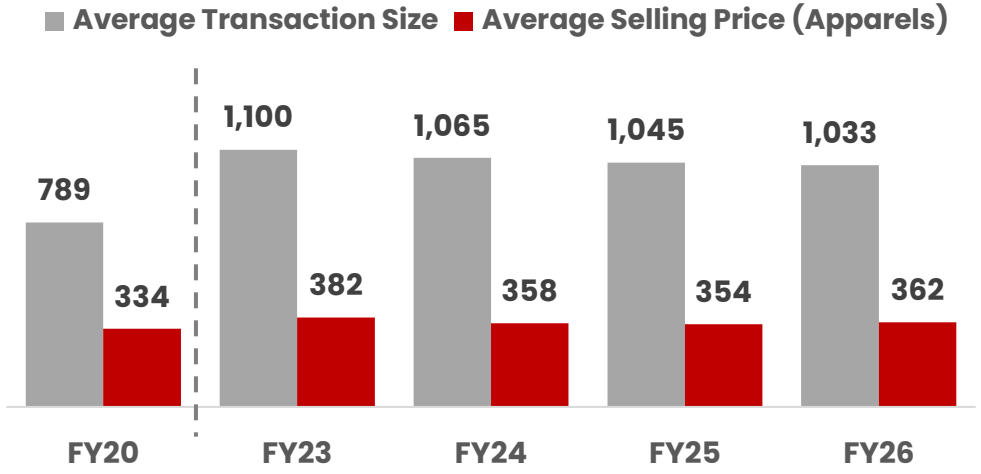
Sales Per Square feet (Annual SPSF) (₹)



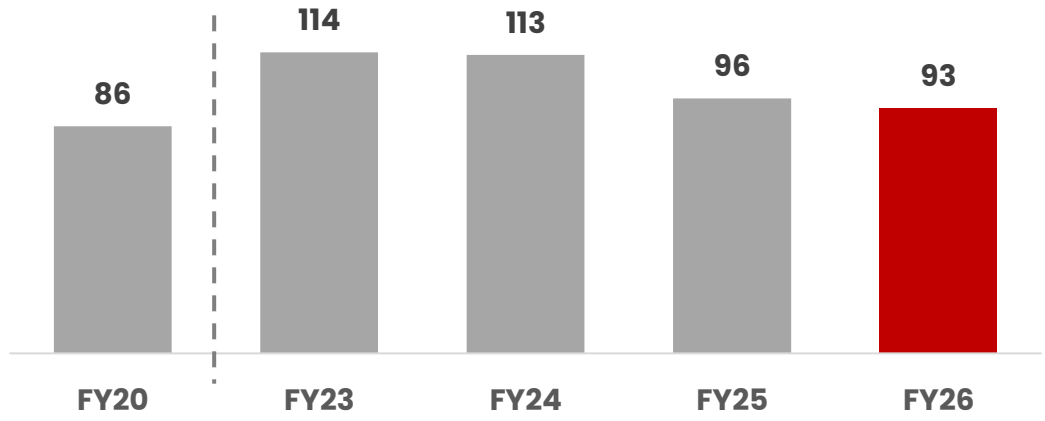
FY 21 & FY22 numbers are not comparable due to impact of COVID; Numbers above includes acquisition of 74 store of Unlimited in FY22 and acquisition of LimeRoad.com in FY23

Historical Productivity & Operational Excellence

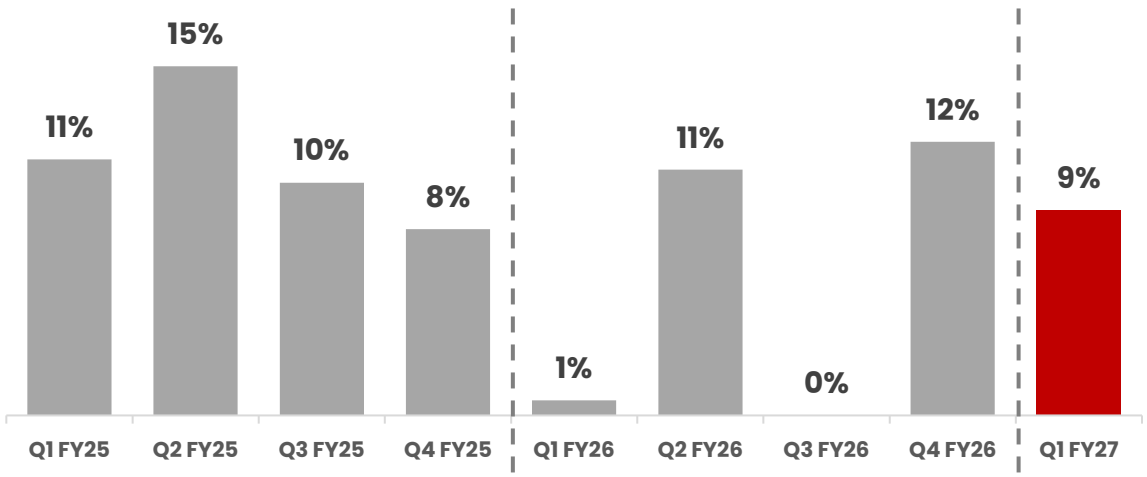
Average Transaction Size (₹) & Apparels ASP (₹)



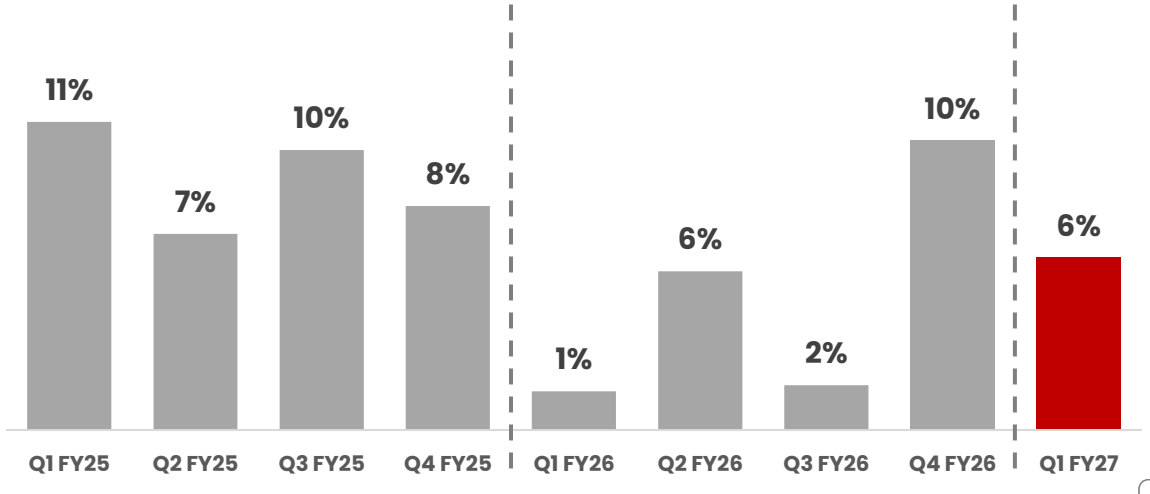
Days of Inventory (DOI)



Same Store Sales Growth (SSSG) (%)



Same Store Volume Growth (SSVG) (%)



FY 21 & FY22 numbers are not comparable due to impact of COVID; Numbers above includes acquisition of 74 store of Unlimited in FY22 and acquisition of LimeRoad.com in FY23

Awards & Recognition

Prestigious industry honors reinforce our commitment to governance excellence, brand leadership, and workplace culture.



Silver Shield - ICAI Awards for Exellence in Financial Reporting in 2026



24th ICSI National Awards for Exellence in Corporate Governance in 2025



Globally ranked 19th best Integrated Annual Report in 2026



Ambition Box Employer Choice Awards 2024 (ABECA)



Retail Brand of the Year 2024 by Great India Retail Awards



Golden Peacock Award" for excellence in Corporate Governance by Institute of Directors, 2022



"India's Best Workplaces in Retail 2022, 2021 & 2020" by Great Places to Work



"Masters of Risk - Retail & Consumer Sector" in Mid Cap category, CNBC India Risk Management Awards 2022

Experienced Board Driving Long-Term Value



Aakash Moondhra

Chairperson & Non-Executive Director

- Former Global CFO of Naspers Fintech and PayU
- Held various leadership positions in Nokia, Bharti Retail Pvt Ltd, Bharti Airtel Ltd



Lalit Agarwal

Promoter & Managing Director

- **25+ years** of retail experience and pioneer in introducing the concept of value retailing in India
- Chairperson of Retailers' Association of India, Northern Region
- Confederation of Indian Industry (CII) – Chairperson, Retail, Northern Region



Madan Gopal Agarwal

Promoter & Whole Time Director

- **56+ years** of experience in retail industry
- Ran multiple retail businesses in Kolkata & Cuttack



Govind S. Shrikhande

Independent Director

- **30+ years** of experience in Textile, Apparel and Retail Industry
- Ex-managing director of Shoppers' Stop
- Held leadership roles in Bombay Dyeing, Johnson & Johnson, Mafatlal Apparel & Arvind Mills



Raghuvesh Sarup

Independent Director

- **30+ years** of experience in Telecom, Technology, Retail and Consumer Goods
- Held leadership roles at Microsoft, Ola, Nokia, Yum! Brands and P&G



Shweta Kumar

Independent Director

- **25+ years** of expertise in organizational transformation, team empowerment, leadership development and cultural evolution
- Held leadership roles at OD, Disperz, Honeywell, Motorola and Pay U

Leadership Team Executing the Growth Strategy



Anand Agarwal

COO & CFO

25+ years of experience in strategic planning, finance, legal, treasury, M&As, investor relations and board management

9+ Years with Vmart

hindustantimes Reebok EY



Anjali Goel

Head Human Resources & CSR

19+ years of experience in effective leadership hiring, OD & Change Management, Talent Management, Workforce Planning, Employee Engagement

13+ Years with Vmart

DLF



Jaideep Jaiman

Chief Digital Officer

14 years of experience across Retail, IT & Consultancy

7+ Years with Vmart

awiros i3 Consulting SSIPL Retail Ltd.



Nitin Goel

Head Inventory Planning

15+ years expertise in IT, Retail, planning and Process automation

11+ Years with Vmart

resurgentindia



Varin Agarwal

Head Merchandising

4+ years of experience across merchandising, product assortment, category management, business strategy, operations, growth and development

~2 Years with Vmart

US MOBILE KEARNEY build



Dinesh Srivastava

Head Information Technology

21+ years of experience in Cyber security, Process automation, Information Security, and Risk in retail and operations

15+ Years with Vmart

maya



Sanjay Sarkar

Head Warehouse & Logistics

24+ years of experience of warehouse operations, logistics transformation, and operational excellence

10+ Years with Vmart

LANDMARK GROUP FSC



Suraj Rathor

Head of Finance

15+ years of experience in Retail, F&B and FMCG, driving financial strategy, controllership, business growth, reporting, governance, and investor relations

3+ Years with Vmart

DEVYANI INTERNATIONAL LIMITED KPMG



Thank You

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Investor Relations · ir_vmart@vmartretail.com