



ANNUAL REPORT 2016-17



CORPORATE INFORMATION

V2 Retail Limited

▶ **BOARD OF DIRECTORS**

Mr. Ram Chandra Agarwal: Chairman & Managing Director
Mrs. Uma Agarwal: Whole Time Director
Mr. Lalan Yadav: Independent Director
Mr. Siya Ram: Independent Director
Mr. Ravinder Kumar Sharma: Independent Director

▶ **COMPANY SECRETARY & COMPLIANCE OFFICER**

Mr. Umesh Kumar

▶ **CHIEF FINANCIAL OFFICER**

Mr. Vipin Kaushik

▶ **STATUTORY AUDITORS**

M/s. AKGVG & Associates, Chartered Accountants
307, Pearl Corporate, Mangalam Place,
Sector - 3, Rohini,
Delhi – 110085

▶ **REGISTERED & CORPORATE OFFICE**

Khasra No. 928, Extended Lal Dora Abadi, Village - Kapashera,
Tehsil -Vasant Vihar, New Delhi 110 037
Website: www.v2retail.com,
E-mail: cs@vrl.net.in
CIN NO. : L74999DL2001PLC147724
Phone : (011) – 41771850

▶ **REGISTRAR AND TRANSFER AGENT**

Link Intime India Private Limited
C 101, 247 Park, L B S Marg, Vikhroli West,
Mumbai 400 083 Tel No: +91 22 49186000
Fax: +91 22 49186060 Email: delhi@linkintime.co.in

VISION, MISSION AND GOAL



“

We as a group of people and company are trying to enhance the quality of human life through enhancing the quality of our employee and creating environment and processes to enhance the quality of every human being ... Every movement trying to be a better quality human being.

”

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EXECUTIVE SUMMARY





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RETAIL INDUSTRY : A HIGH GROWTH INDUSTRY

- Indian Retail is one of the fastest growing markets in the world due to economic growth.
- Changing customer preferences leading to a rapid shift to organised retail. Growth of organised retail will further boost and help in enhance availability and drive growth.
- High disposable income leading to shift in consumer preferences to branded and premium products. Consumer expenditure estimated to be USD3.6 trillion by 2020 vis-à-vis USD1.25 trillion in 2015.
- Retail market in India to reach USD 1.3 trillion by 2020 from USD 600 billion in 2015.
- Rising number of Tier 2 & Tier 3 cities to enhance supermarket space in the country.

V2 RETAIL : WELL ENTRENCHED TO CAPTURE THE GROWTH IN THE INDUSTRY

- V2 Retail is one of the fastest growing retail company in India and enjoys strong brand equity from customers across segments.
- The Company currently operates 37 stores spread across 13 states with a total retail area in excess of 4.62 lac Sq. Ft.
- Company is focusing on Private Labels and scaling up in-house brands across all price points.
- Per sq. ft sales of more than ₹ 1100 per month for last three years, one of the best amongst apparel retailers.
- The Company caters to the 'Neo Middle Class' and 'middle class' group of population living in small towns.
- Company is catering to the needs of young class of people.
- In North India, company has one of the best Information Technology tool resources and well equipped warehouse.
- Experienced Management with strong industry expertise with its promoters having an experience of around 25 years in the Retail Industry.
- Revenue of ₹ 4,714 million and PAT of ₹ 373 million in FY 2017. Revenue has been growing at CAGR of 64% during FY 2012 - FY 2017.
- Debt reduction from ₹ 984 million to ₹ 88 million in FY 2017.

KEY STRENGTH



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1.

V2 Retail – One of the fastest growing retail chains in India.

2.

Operating in a niche segment of 'Value Retailing'.
Clear focus on Apparel and General Merchandise Segment.

3.

Consistent per square feet sale of more than ₹ 1100 per month
for past 3 years, the best amongst apparel retailers.

4.

Focused approach on growth of same store sales and better footfall
conversion for margin improvement to create further value.

5.

Systems & Processes are in place for Inventory Management & MIS.

6.

Zero working capital debt based expansion and virtually Zero Debt Company.



COMPANY OVERVIEW