

VISHAL MEGA MART LIMITED

(Formerly known as Vishal Mega Mart Private Limited)

Corporate & Regd. Office: 5th Floor, Platinum Tower, Plot No. 184

Udyog Vihar, Phase – 1, Gurugram, Haryana-122016, India.

Phone: +91-124-4980000 Fax: +91-124-4980001

Email: secretarial@vishalwholesale.co.in, Website: www.aboutvishal.com



CIN: L51909HR2018PLC073282

Date: May 14, 2025

To National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Scrip Symbol: VMM	To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Scrip Code: 544307
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Subject: Disclosure of Key Performance Indicators (KPIs) under SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018

Dear Sir/ Madam,

Pursuant to the provisions of the SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018, please find enclosed the Key Performance Indicators (KPIs) for the financial year ended March 31, 2025, as disclosed in the offer documents of the Company's initial public offering.

The same has been certified by B.B. & Associates, Chartered Accountants (ICAI Firm Registration No.: 023670N; Peer Review Certificate No.: 015429).

We request you to kindly take the same on your record.

Thanking you.

For **Vishal Mega Mart Limited**

Rahul Luthra
Company Secretary & Compliance Officer
ICSI Membership No: F9588

Encl.: as above.

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Annexure

Particulars	Units	For Fiscal 2025
Revenue from Operations	(₹ in million)	107,163.45
Profit for the year	(₹ in million)	6,319.67
Net Cash flow from Operating activities	(₹ in million)	13,990.69
Sales mix – Apparel	(₹ in million)	47,046.56
Sales mix – Fast moving consumer goods	(₹ in million)	29,737.71
Sales mix – General Merchandise	(₹ in million)	30,221.71
Sales mix contribution– Apparel (%)	(%)	43.90
Sales mix contribution– Fast moving consumer goods (%)	(%)	27.75
Sales mix contribution– General Merchandise (%)	(%)	28.20
Increase in revenue from operations	(%)	20.25
Profit Margin	(%)	5.90
Gross Profit	(₹ in million)	30,527.24
Gross Margin	(%)	28.49
EBITDA	(₹ in million)	15,301.80
EBITDA Margin	(%)	14.28
Return on Capital Employed	(%)	53.23
Adjusted Return on Capital Employed*	(%)	67.20
Inventory days	(No. of days)	56
Net Trade working capital days**	(No. of days)	15
Adjusted Same store Sales growth***	(%)	12.31
Retail Space	(sq. ft. million)	12.16
Number of Stores	Count	696
Average store size	(sq. ft.)	17,474.47
Revenue contribution of own brands	(₹ in million)	78,385.79
Revenue contribution of own brands (%)	(%)	73.15
Number of Stores – Tier 1 cities	Count	192
Number of Stores – Tier 2 cities and beyond	Count	504

*Adjusted Return on Capital Employed is calculated as earnings before interest and tax adjusted by income generated from invested fund divided by capital employed adjusted for invested funds. **Net trade working capital days is calculated as net trade working capital (calculated as the sum of inventory and trade receivables less trade payables) divided by revenue calculated on a daily basis. ***Adjusted SSSG is calculated as the growth in net revenue of all stores that have been operational for atleast 15 months at the beginning of each quarter during the year, adjusted to exclude stores which are temporarily non-comparable with base due to refurbishment, cannibalization, area reduction, or any such event which may make it incomparable with base.