



IPO NOTE

VISHAL MEGA MART LIMITED



Rating:

SUBSCRIBE

(For High Risk Investors)



ISSUE OFFER

Issue Opens on	DEC 11, 2024
Issue Close on	DEC 13, 2024
Total IPO size (cr)	₹8,000.00
Fresh issue (cr)	NIL
Offer For Sale (cr)	₹8,000.00
Price Band (INR)	74-78
Market Lot	190
Face Value (INR)	₹10
Listing At	NSE, BSE
Market Capitalization (cr)	35168.01

ISSUE BREAK-UP (%)

QIB Portion	<div><div></div></div> 50%
NII Portion	<div><div></div></div> 15%
Retail Portion	<div><div></div></div> 35%

INDICATIVE TIMETABLE

Basis of Allotment	16-12-2024
Refunds/Unblocking ASBA Fund	17-12-2024
Credit of Share to Demat A/c	17-12-2024
Listing Date	18-12-2024

Vishal Mega Mart Limited is a one stop destination for middle and lower-middle income India. It curates a diverse range of merchandize through its portfolio of own brands and third party brands to fulfil the aspirational and daily needs of consumers.

OBJECTS OF THE ISSUE

- The issue is complete offer for sale.

FINANCIALS (RESTATED CONSOLIDATED)

PARTICULARS (IN CRORE)	FY 2024	FY 2023	FY 2022
Equity Share Capital	4508.7	4506.5	4503.3
Net Worth	5621.8	5156	4825.1
ROCE %	68.76%	75.80%	56.43%
Revenue	8911.9	7586	5588.5
Operating Profit Margin %	14.01%	13.45%	14.38%
Net Profit of the year	461.9	321.2	202.7

FINANCIAL RATIOS OF FY24



P/BV



P/E



Asset Turnover

OUTLOOK & VALUATION

- Leading offline retailer: Strong market position in India.
- Consistent financial performance: Growing revenue and profitability.
- Reasonable valuation: Fair pricing compared to peers.
- Complete OFS: The Company receives no proceeds from the IPO.
- Investment recommendation: Suitable for high-risk investors seeking exposure to the retail sector.



COMPANY PROFILE

- It offer products across three major product categories, i.e., apparel, general merchandise and fast-moving consumer goods.
- It has pan-India network of 645 Vishal Mega Mart stores and its Vishal Mega Mart mobile application and website.
- It target middle and lower middle-income India.
- Its own brands are significant and growing contributors to its sales.
- It operates a hub and spoke distribution model to source products and manage its in-store inventory.



COMPETITIVE STRATEGIES

- Expand its Pan-India Store Network.
- Drive Same-Store Sales Growth through Multiple Initiatives.
- Driving Cost Efficiencies Across its Operations.
- Commitment to Consumer Centricity: Aspirational, Affordable and Accessible.



KEY CONCERNS

- Rely entirely on third party vendors.
- Company has received two directives with requests for information from ED.
- Derive a significant portion of its revenues from limited area.
- There have been instances of delays in payment of statutory dues by the Company.
- Product liability claims and product recalls may adversely affect the brand image.



KEY STRENGTHS

- Serving a Large and Growing Section of the Indian Population.
- Consumer-Centric Approach Resulting in a Large and Loyal Consumer Base.
- Diverse and Growing Portfolio of its Brands across Product Categories.
- Pan-India Presence with a Track Record of Successful Store Growth.
- Technology Enabled and Systems Driven Operations.
- Professional and Experienced Management Team.

COMPARISON WITH LISTED INDUSTRY PEERS

Name of the Company	EPS (Basic)	NAV	P/E	TOTAL INCOME (In CR.)	RONW%
Vishal Mega Mart Limited	1.02	12.53	76.13	8911.9	8.18%
Peer Group					
Avenue Supermarts Limited	38.99	287.47	98.23	50788.83	13.56%
Trent Limited	41.82	104.59	163.59	12375.11	39.99%



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