



# IPO INSIGHTS



## Vishal Mega Mart Limited

**Issue Dates - Opens: 11-12-2024 | Closes: 13-12-2024**

<b>IPO Note</b>	<ol style="list-style-type: none"> <li>Vishal Mega Mart is a hypermarket chain that sells a wide range of products like apparel, groceries, electronics, and home essentials.</li> <li>They own their brands and third-party brands to meet the everyday needs of consumers.</li> </ol>
<b>Rating</b>	★ ★ ★ (good)

### IPO SNAPSHOT

Issue Size	₹8000 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	-
Offer for Sale	₹8000 Crores
Face Value Per Share	₹10
Price Band Per Share	₹74 to ₹78
Minimum Lot Size	190 shares
Listing On	BSE, NSE
Registrar to the Issue	Kfin Technologies Limited

# IPO SNAPSHOT – Vishal Mega Mart Limited

<p><b>About the Company</b></p>	<ul style="list-style-type: none"> <li>▪ Incorporated in 2001.</li> <li>▪ Vishal Mega Mart Limited is an one stop destination for middle and lower-middle income India.</li> <li>▪ The Company curates a diverse range of merchandize through their portfolio of own brands and third party brands to fulfill the aspirational and daily needs of consumers.</li> <li>▪ They have three product categories that are apparel category, general merchandize category, and fast moving consumer goods category and under each of them they offer a diverse range of products.</li> <li>▪ Their apparel category comprises exclusively of their own brands with a range of apparel for all members of a family. Their product portfolio includes product ranges across t-shirts, shirts, denim, athletic and leisure wear, night wear, innerwear, western wear, formal wear, and ethnic wear for men, women, children, and infants.</li> <li>▪ Their general merchandize category comprises their own brand and third party brand products ranging across home appliances, crockery and utensils, home products and furnishings, toys, stationery, travel products and footwear, among others.</li> <li>▪ Their fast-moving consumer goods category comprises their own and third party brand products across the packaged food, staples and non-food categories.</li> <li>▪ Within this category, they offer food products such as biscuits, savoury snacks (namkeen), noodles, tea, coffee, staples such as mustard oil, soya oil, clarified butter (desi ghee) and spices, and non-food products such as baby diapers, hair oil, sanitary pads and handwash, among others.</li> <li>▪ Moreover, they operate an asset-light business model, leasing all its distribution centers and stores, while its products are manufactured by third-party vendors or sourced from third-party brands.</li> </ul>																														
<p><b>Competitive Strengths</b></p>	<ul style="list-style-type: none"> <li>▪ Serving a Large and Growing Section of the Indian Population.</li> <li>▪ Consumer-Centric Approach Resulting in a Large and Loyal Consumer Base.</li> <li>▪ Diverse and Growing Portfolio of Own Brands across Product Categories.</li> <li>▪ Pan-India Presence with a Track Record of Successful Store Growth.</li> <li>▪ Technology Enabled and Systems Driven Operations.</li> <li>▪ Professional and Experienced Management Team.</li> <li>▪ Track Record of Delivering Revenue, Profit Growth and Capital Efficiency.</li> </ul>																														
<p><b>Financials (₹ in Crores)</b></p>	<table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2022</th> <th>31-3-2023</th> <th>31-03-2024</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue</td> <td>5588.51</td> <td>7586.03</td> <td>8911.94</td> <td>17%</td> </tr> <tr> <td>EBITDA</td> <td>803.68</td> <td>1020.52</td> <td>1248.60</td> <td>22%</td> </tr> <tr> <td>EBITDA Margin</td> <td>14.4%</td> <td>13.5%</td> <td>14.0%</td> <td></td> </tr> <tr> <td>PAT</td> <td>202.77</td> <td>321.27</td> <td>461.93</td> <td>44%</td> </tr> <tr> <td>PAT Margin</td> <td>3.63%</td> <td>4.24%</td> <td>5.18%</td> <td></td> </tr> </tbody> </table>	Particulars	31-3-2022	31-3-2023	31-03-2024	Y-o-Y	Revenue	5588.51	7586.03	8911.94	17%	EBITDA	803.68	1020.52	1248.60	22%	EBITDA Margin	14.4%	13.5%	14.0%		PAT	202.77	321.27	461.93	44%	PAT Margin	3.63%	4.24%	5.18%	
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<p><b>Promoters</b></p>	<ul style="list-style-type: none"> <li>▪ Samayat Services LLP</li> <li>▪ Kedaara Capital Fund II LLP</li> </ul>																														
<p><b>Objects of the issue</b></p>	<ul style="list-style-type: none"> <li>▪ The Company will not receive any proceeds from the offer.</li> </ul>																														

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