Aastha Fintech Pvt. Ltd.

Vishal Mega Mart Ltd.

Business model

5-Year Revenue Growth

Store Expansion

India’s Growing Value Retail Story



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Puri Research Zaroor Padhein,

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Business Overview

Vishal Mega Mart क्या करता है?

- Value-focused retail chain
- Apparel,FMCG & General Merchandise
- Tier 2 & Tier 3 cities पर strong focus

Affordable products + large customer base

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Business Model

पैसा कैसे कमाता है?

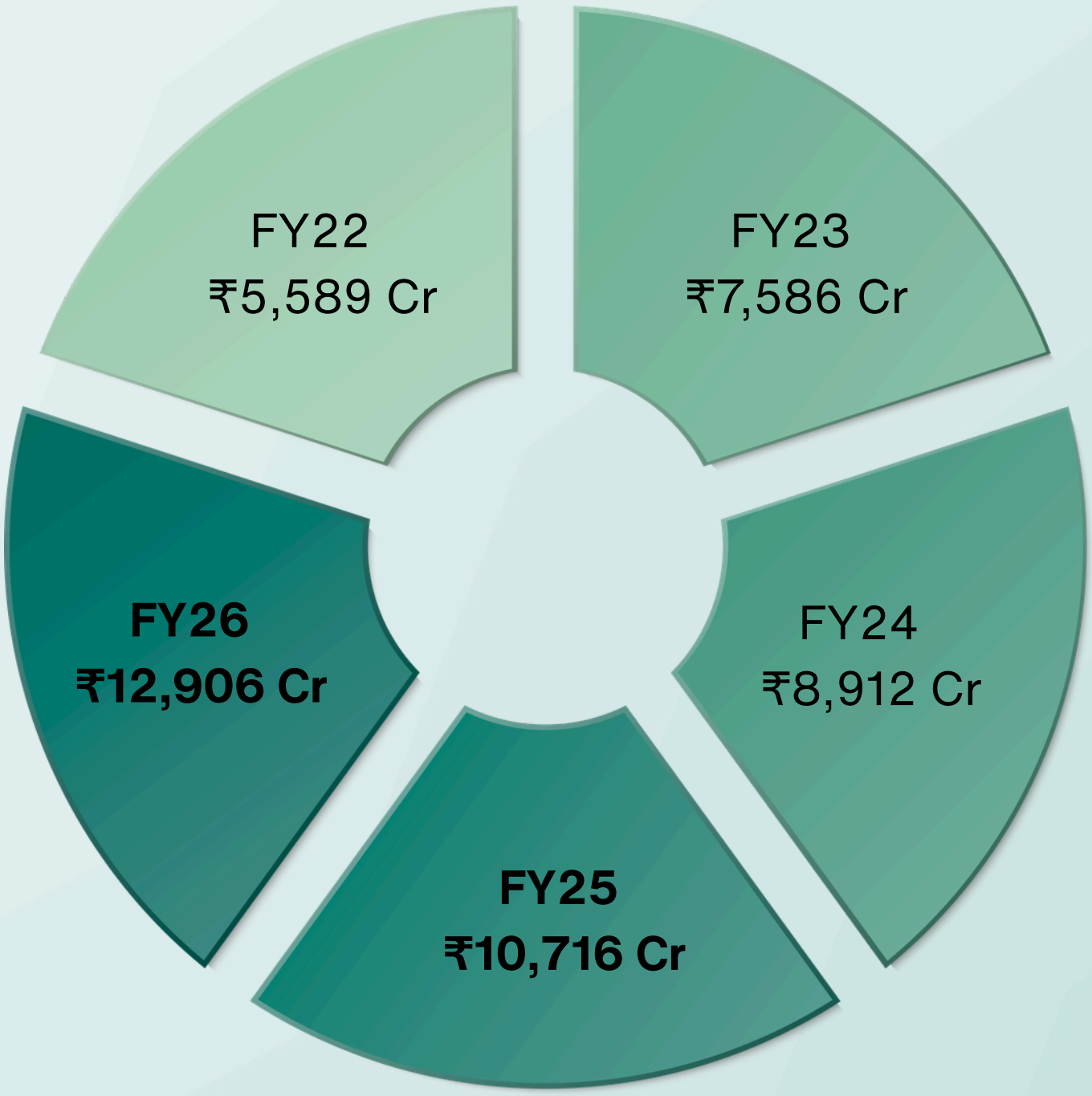


- Large store network
- Strong private-label portfolio
- Value-for-money pricing

More stores + more customers = Revenue Growth

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Revenue Growth

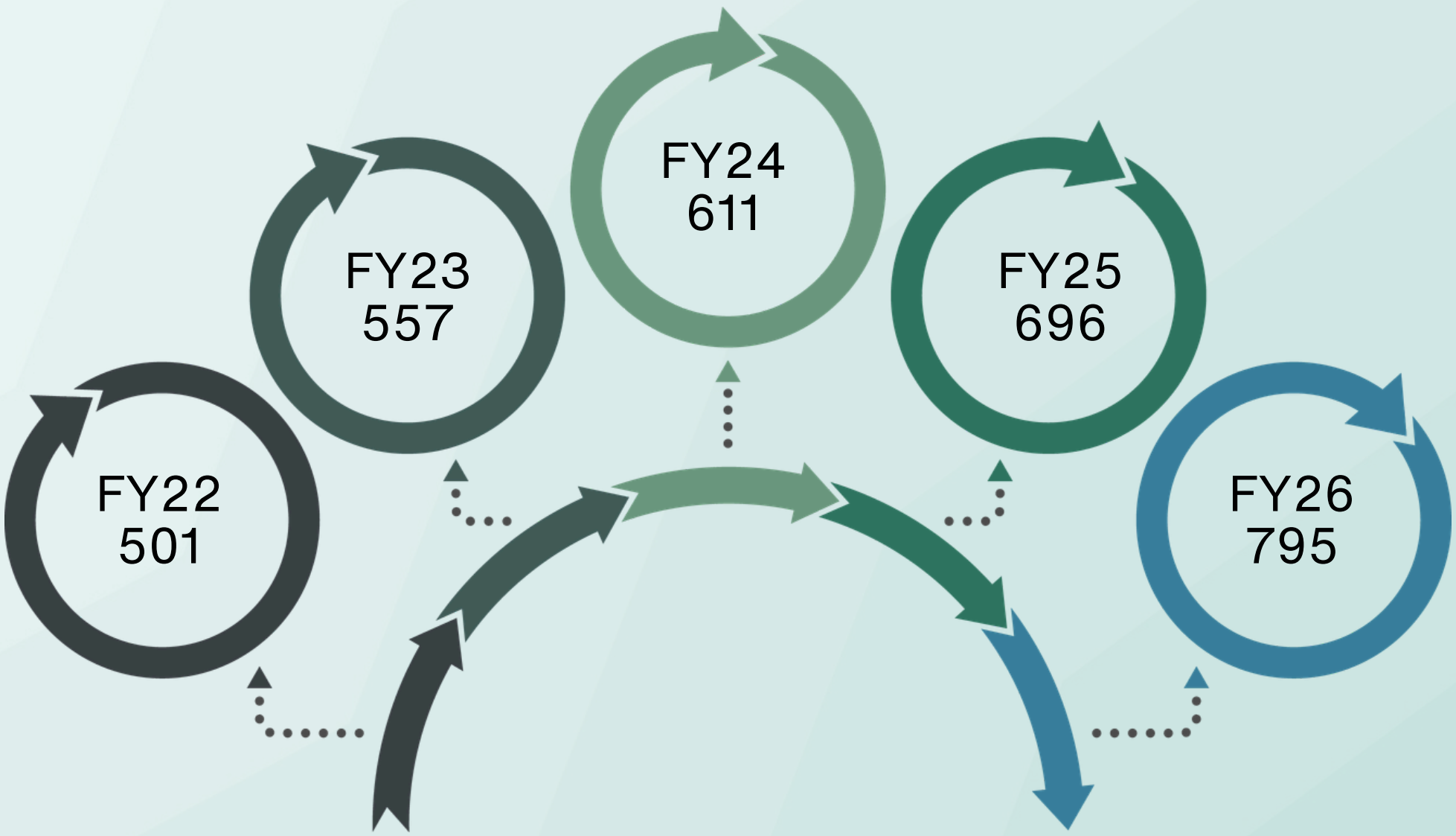


Revenue लगभग 2.3X बढ़ा in 4 years.

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Store Growth

Store Count



लगातार store expansion

Tier 2+ markets पर strong presence

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Growth Engine

क्या Growth चला रहा है?

New store additions

Rising consumer spending

Tier 2 & 3 market expansion

Private-label products

Affordable pricing

India’s consumption story = Key Opportunity

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Key Strengths

- Strong private-label business
- Large & growing store network
- Improving profitability
- Strong presence beyond Tier 1 cities

Scale + Store Growth + Consumption = Long-term Growth Story

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Key Takeaway

Revenue:
₹5,589 Cr → ₹12,906 Cr

Stores:
501 → 795

Strong growth, but valuation & competition should always be analysed before investing.

Vishal Mega Mart = Value Retail + Expansion Story

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