

## CHAIRMAN'S ADDRESS:

**Dear shareholders,**

It's my honour and privilege to present to you the 21<sup>st</sup> Annual Report of your Company for Financial Year 2019-20. I would like to express my heartfelt gratitude for your continued support and faith bestowed upon Aditya Vision Limited and its management team. I hope you and your family members are healthy and staying safe during this unprecedented COVID-19 pandemic.

At the outset, I must mention, the unprecedented pandemic of COVID-19 which gripped the entire world and its widespread outbreak which forced the entire world into a lockdown never heard or experienced since last century, has inflicted a global economic recession. Due to this businesses and economies has all suffered as people have isolated themselves from others to prevent the spread of the virus. As the pandemic spread, our topmost priority has been to safeguard the health and well-being of our employees and customers. Several measure such as cutting expenses and liquidating stocks were undertaken to ensure Company remained adequately liquid.

Our past 20 AGMs were held in person just like that of any other company – however this COVID-19 pandemic has disrupted conventional ways of doing business as well as conducting business related affairs. Your Company was no exception to this phenomenon.

Stringent restrictions imposed to curtail the spread of the virus and the subsequent nationwide lockdown have disrupted livelihoods and overall economic activity in the country and your Company was no exception. Due to pandemic, discretionary spending has taken a backseat and disrupted supply chain. As expected, due to series of lockdowns and various restrictions in movements of people and goods, the national GDP contracted menacingly in Q1 by almost a quarter. As all retail businesses, your Company has also suffered enormously and effects on performance may be significant.

As on date of this address, I must caution our stakeholders, that unfortunately our all showrooms and offices started this financial year in closed state as national lockdown was imposed on 24<sup>th</sup> March 2020 which continued fully till 1<sup>st</sup> week of May. Thereafter, a series of restrictions in doing business during unlock phase as well as truncated timings of operational showroom opening also led to adverse impact on our FY2020-21 Q 1 sales. Even after partial opening of showrooms limited footfalls of customer has been noticed due to this pandemic as people chose to remain indoors and postponed their discretionary spending save apart in few segments like televisions etc.

Mankind always see an opportunity in every adversity. For us – its digital disruption and this online AGM is just another testament of it. To overcome the shift in consumer purchasing pattern and to arrest the decline in discretionary spending, the Company launched



omnichannel model (offline to online) to enhance customer shopping experience. I am delighted to share that our omnichannel initiative has got a good response and its performance is being continuously monitored by my team.

## **Performance Review**

The company's performance metric for FY 2019-20 is tabled below for reference.

<b>Particulars</b>	<b>FY 2019-20</b>	<b>FY 2018-19</b>	<b>Growth</b>
Gross Revenue	963	691	39%
Net Revenue	797	563	42%
EBITDA	34	17	97%
NOPAT	14	6	143%

\*All Figures are in INR Crore

Gross Revenue for FY 2019-20 grew by 39% and Net Revenue grew by 42% when compared to FY 2018-19. EBITDA grew at 4.3% in FY 2019-20 against 3.1% last year. It is worth noting that same store sales growth stood at 16%. Net profit stood at 14.02 crore against 6 crore last year, a growth of 143%. Earnings per Share (EPS) for FY 2019-20 stood at Rs. 9.94.

Given a strong performance in FY 2019-20, I am pleased to inform that Board of Directors has decided to declare a dividend of 25% amounting to Rs. 2.50 on face value of Rs. 10/- each per share.

## **Highlights of our financial performance during the year 2019-20.**

- Gross Revenue of Rs. 963 crore and Net Revenue of Rs. 797 crore
- EBITDA of Rs. 34.33 crore
- Net Profit of Rs. 14.02 crore
- Earnings per Share (EPS) of Rs. 9.94
- Number of Showroom: 48 (As on date)
- Number of Districts covered in Bihar: 28

There were few tactical initiatives where Company converted its Sony Centre to Zip format at Kankarbagh (Patna) due to change in business strategy of Sony and shifted its Zero Mile, Patna showroom in a more spacious and prominent building adjacent to old store as a signature showroom.

Our company is in a growth phase and is opening new showrooms in areas where value can be found. In FY 2019-20, the company opened 4 new showrooms. In the current financial year (FY2021), the company has opened 5 new showrooms; taking the total count of showrooms to 48. In the coming months, the company plans to open 15 new showrooms to take the count to 63 showrooms across Bihar. The list is tabled below for reference.

<b>New Showroom Opening Roadmap</b>		
<b>FY 2019-20</b>	<b>FY 2020-21</b>	<b>New Store Opening</b>
Muzaffarpur (3 <sup>rd</sup> Showroom)	Buxar	Bhagalpur (2 <sup>nd</sup> Showroom)
Boring Road Zip (Patna)	Raxaul	Ashiana Zip (Patna)
Katihar	Pataliputra Zip (Patna)	Ashok Raj Path Zip (Patna)
Madhubani	Forbesganj	Hazipur Zip
	Saharsa	Supaul
		Jhanjharpur
		Dehri-on-Sone
		Danapur (Patna)
		Gaya (3 <sup>rd</sup> showroom)
		Khagaria
		Laherisarai
		Zero Mile Zip
		Bailey Road Zip2
		90ft Road Zip, New Bypass (Patna)
		Danapur Zip

Additionally – proposed locations for remaining current financial year and years ahead are Jamui, Jehanabad, Araria, Mohania, Madhepura, Sheohar, Kishanganj, Sheikhpura, Arwal, Banka and few small format Zip stores. I am happy to share that Company is looking forward to have its presence across all district headquarters of Bihar state by FY22 thereby not only further consolidating its position of No.1 retailer of white good products in entire state of Bihar but also among top retailers of the country. We are also exploring the possibilities of expanding our branch network to other states as well.

On behalf of the entire Board of Directors and the management team, I would like to thank you for your continued support and encouragement. The dedication and commitment of the employees and officers at all levels continues to be the major strength for the company. We shall make continuous efforts to build on the strengths to face future challenges and sustain the momentum for profitable growth.

**Yashovardhan Sinha**  
**Managing Director**  
**(DIN-01636599)**