

# Avenue Supermarts Limited

Plot No. B-72 & B-72A, Wagle Industrial Estate, Thane (West), Maharashtra, India - 400 604

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Date: 11<sup>th</sup> June, 2019

To,

**BSE Limited**  
Corporate Services Department  
Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai – 400 001  
BSE Scrip Code: 540376

**The National Stock Exchange of India Ltd.**  
Corporate Communications Department  
"Exchange Plaza", 5<sup>th</sup> Floor,  
Bandra – Kurla Complex, Bandra (East),  
Mumbai – 400 051  
NSE Scrip Symbol: DMART

**Sub: Analyst/ Investor Meet 2019**

Dear Sir/Madam,

We refer to our letter dated 6<sup>th</sup> June, 2019 in respect of intimation of an Analyst/ Investor Meet 2019. Enclosed please find herewith presentation for the said meeting. The same is also uploaded on the website of the Company.

Kindly take the same on record.

Thanking You,  
For **Avenue Supermarts Limited**

  
**Ashu Gupta**  
Company Secretary & Compliance Officer



Encl: as above



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# Business Overview

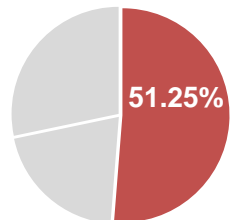
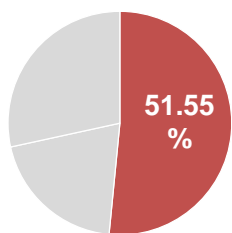
# Key Product Categories

## Foods

### Share of Revenue

FY18

FY19



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



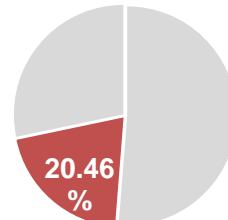
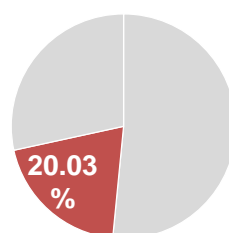
Fruits & Vegetables

## Non-Foods (FMCG)

### Share of Revenue

FY18

FY19



Home Care



Personal Care



Toiletries



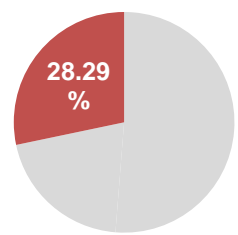
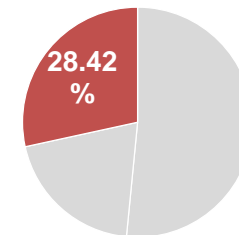
Other over the counter products

## General Merchandise & Apparel

### Share of Revenue

FY18

FY19



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

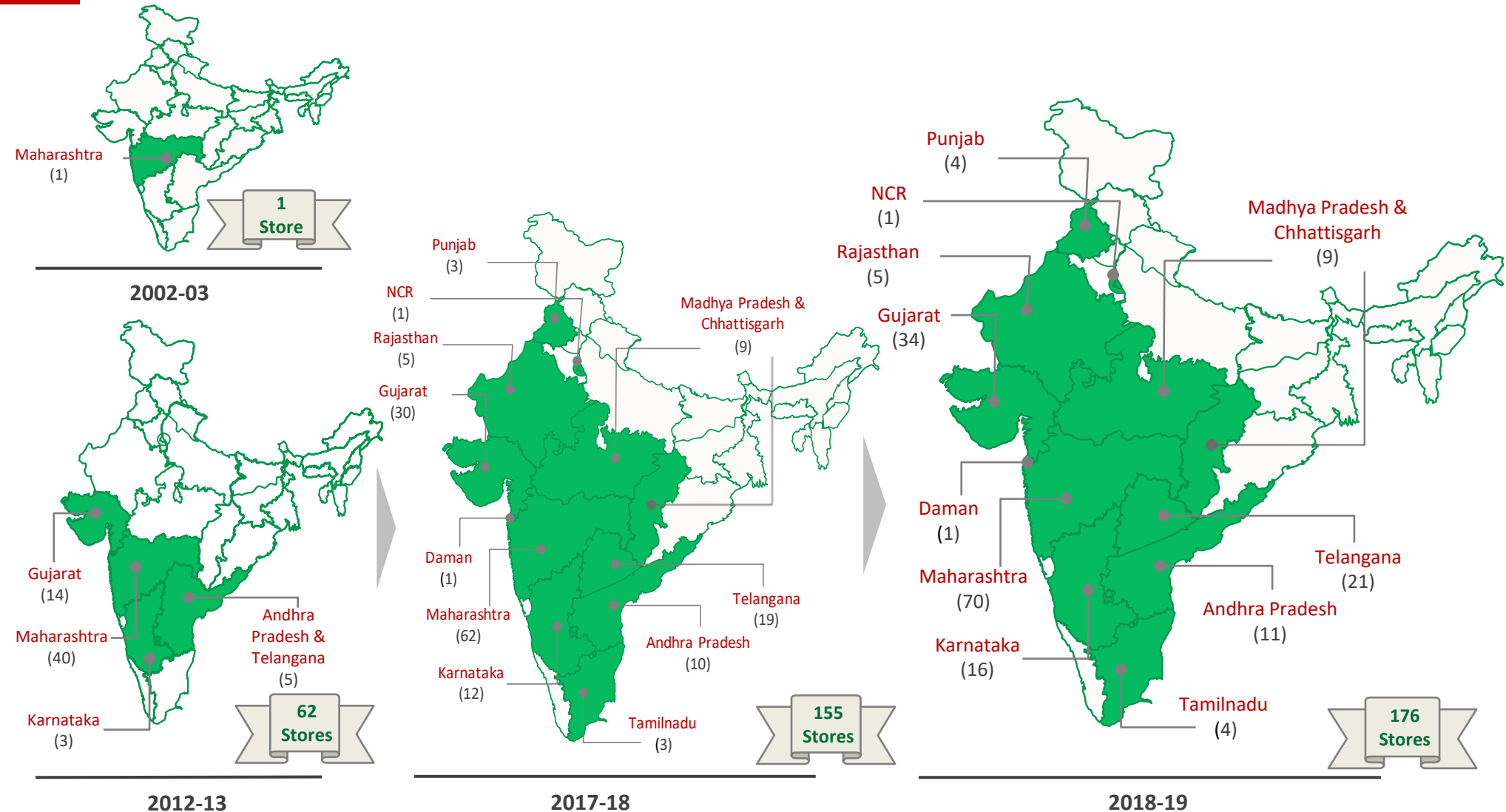


Footwear



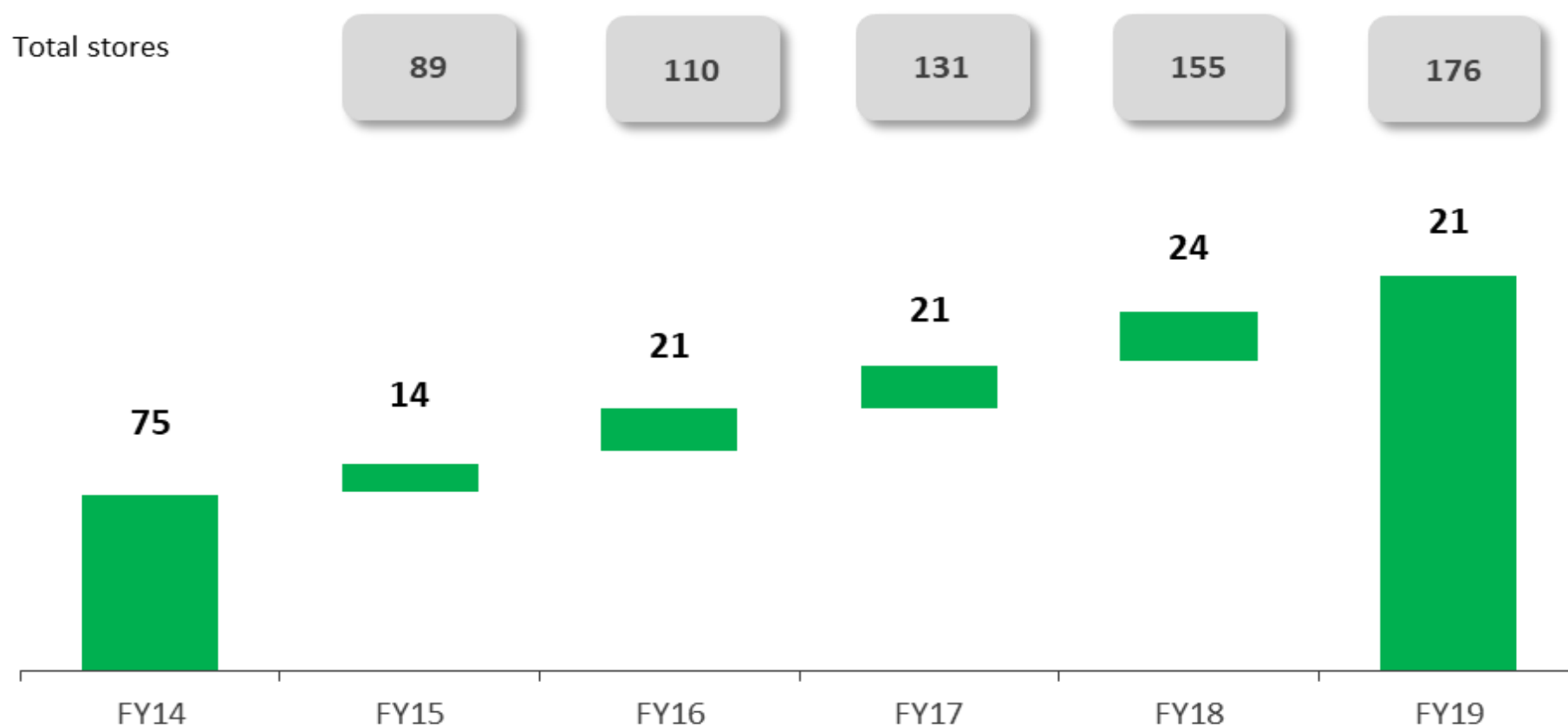
Home Appliances

# Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

# Year Wise Store Additions



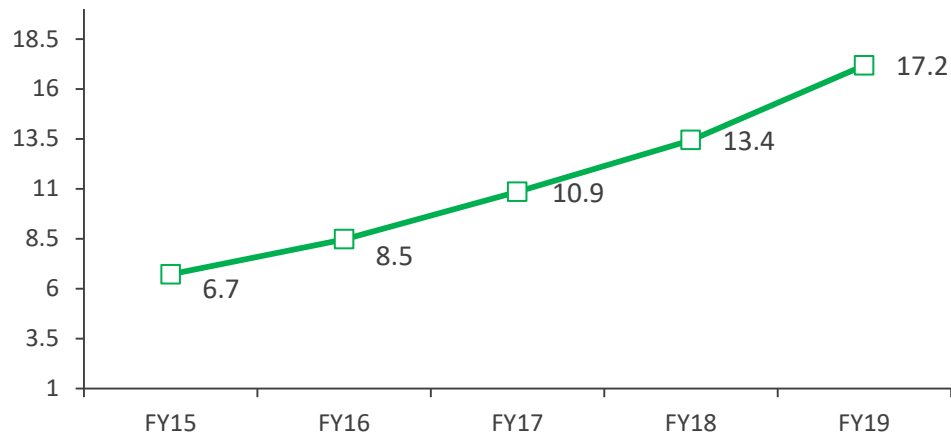




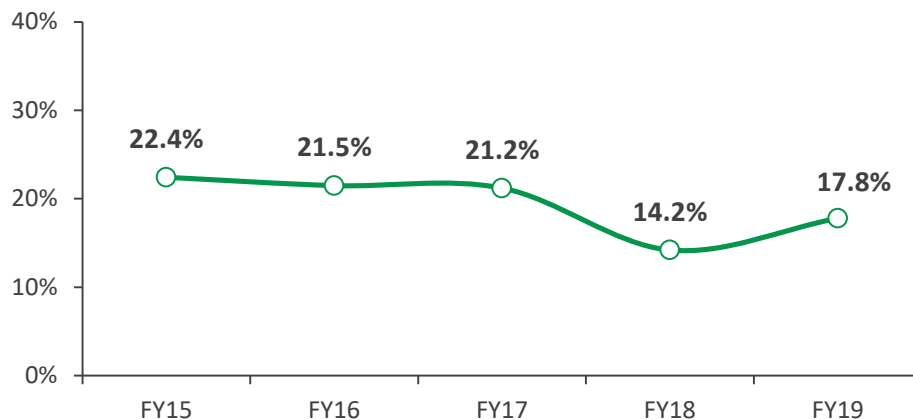
# Operating & Financial Summary

# Operating & Financial Summary

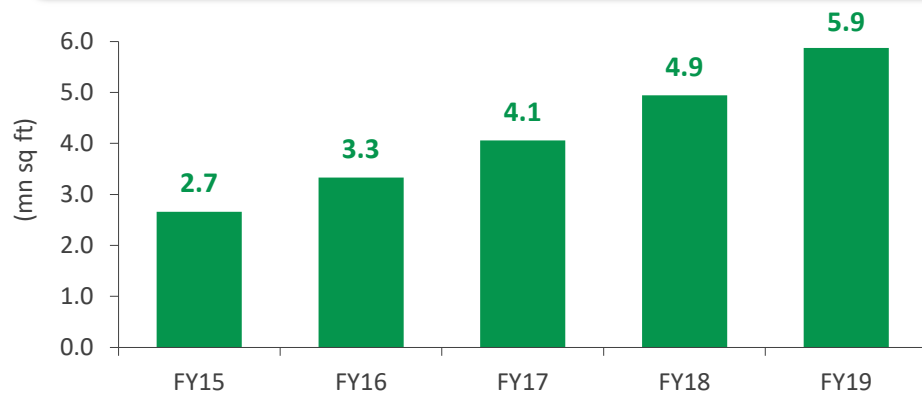
Total Bills Cuts (in Crs)



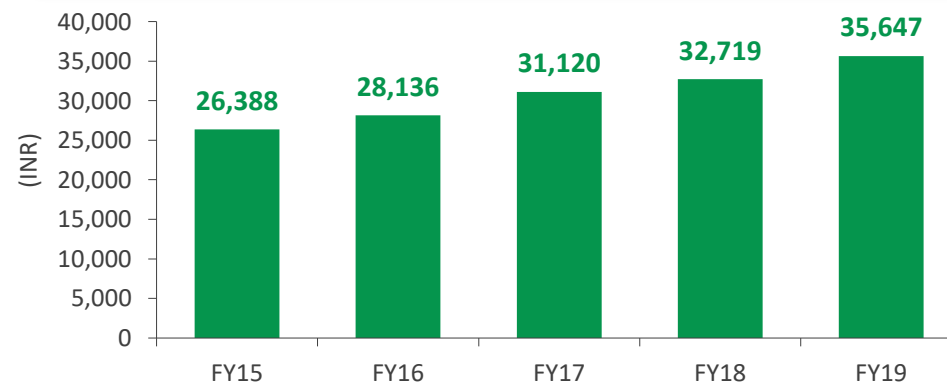
Like For Like Growth (24 Months)\*



Retail Business Area at Fiscal End



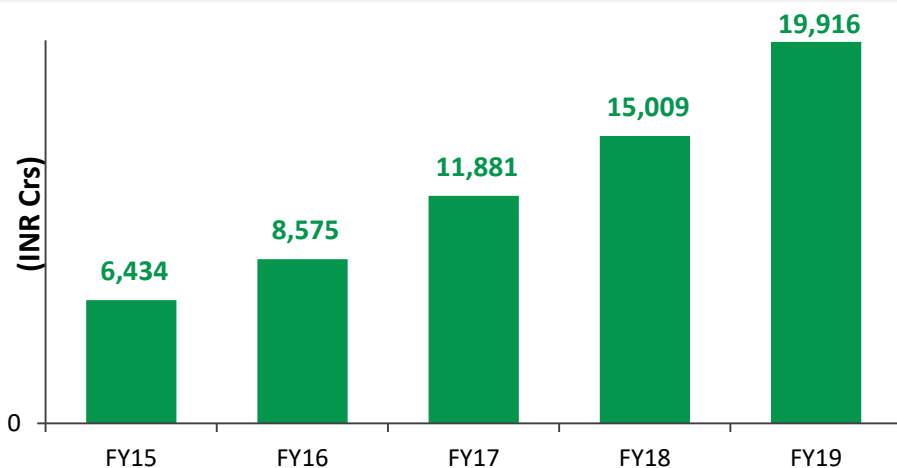
Revenue from Sales per Retail Business Area sq ft<sup>#</sup>



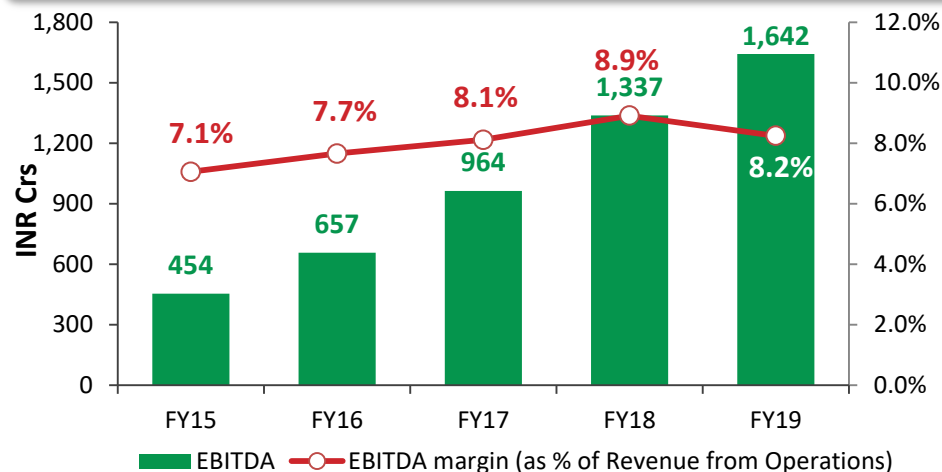
\*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal  
 #: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of fiscal

# Operating & Financial Summary (Cont'd.)

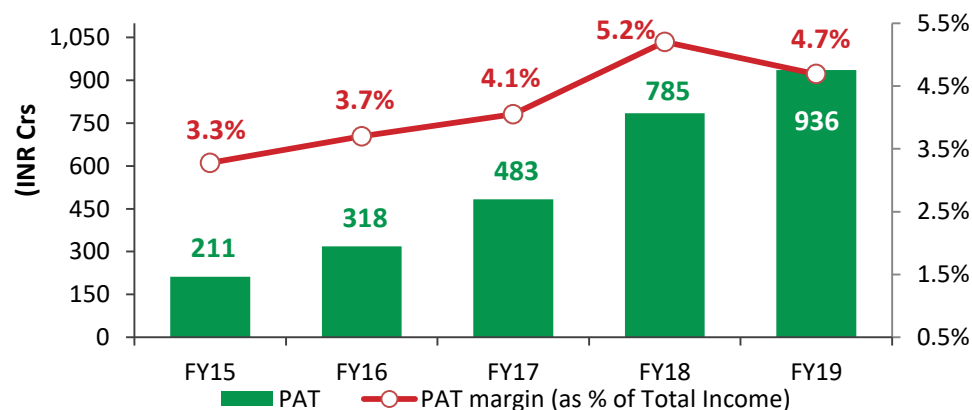
## Revenue from Operations



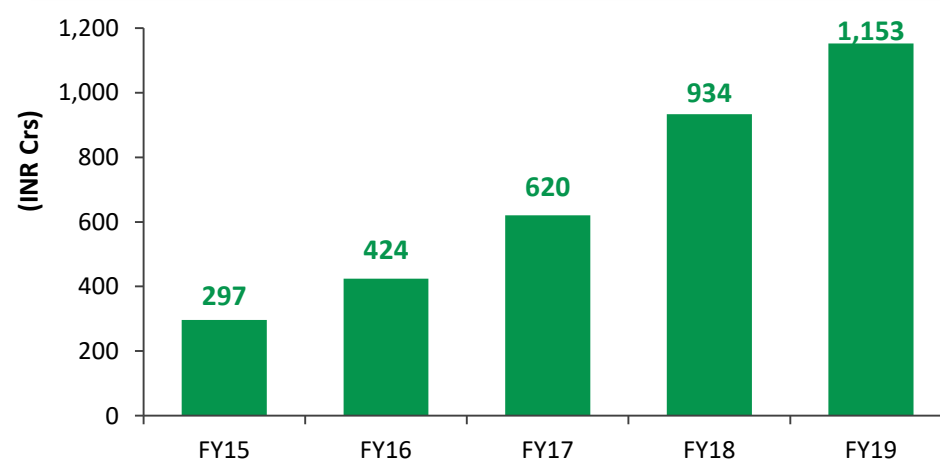
## EBITDA<sup>^</sup> & EBITDA Margin



## PAT & PAT margin



## Net Cash flow from Operations

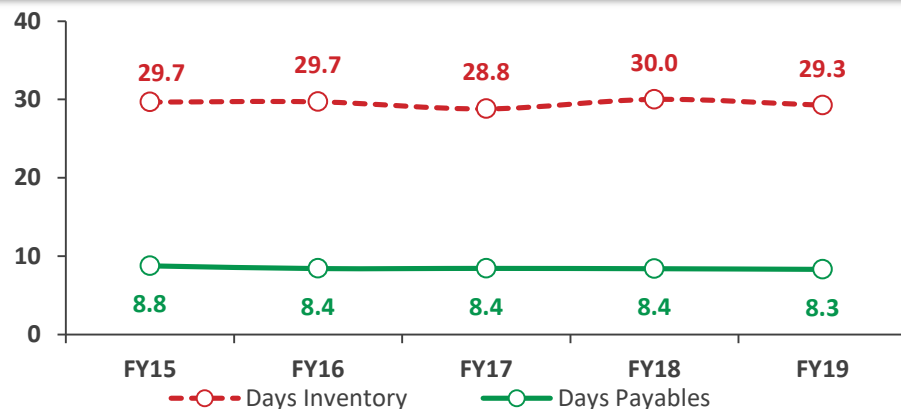


<sup>^</sup> EBITDA = Profit / (Loss) before Taxation + Depreciation and amortisation + Finance Costs - Other Income

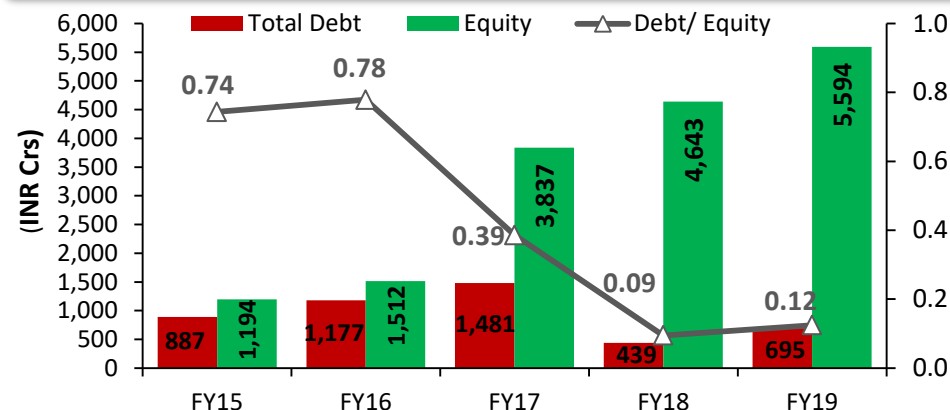
\* Revenue from operations is including other operating income and excluding other income

# Operating & Financial Summary (Cont'd.)

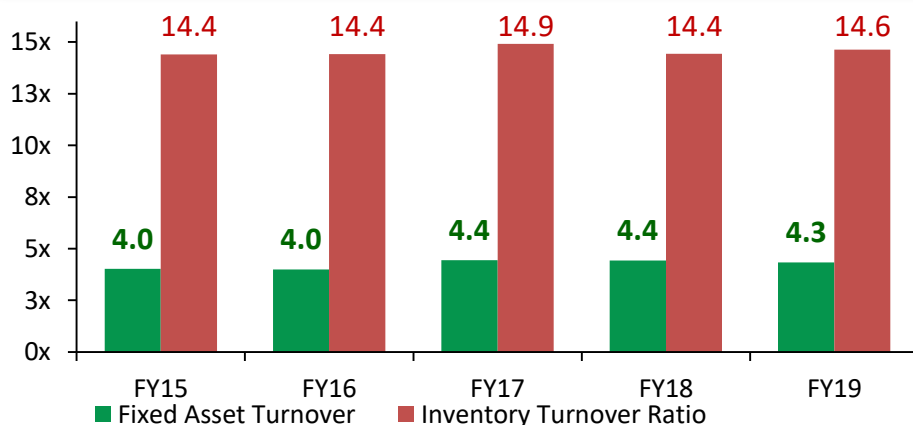
## Days Inventory & Days Payables



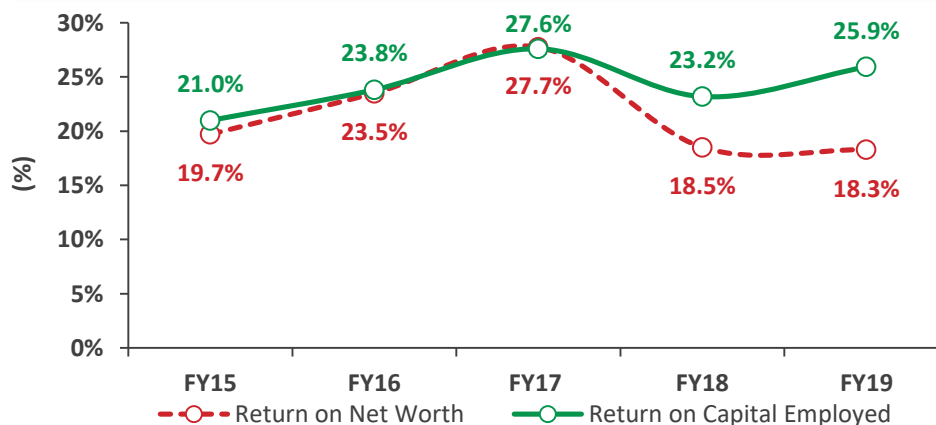
## Debt and Equity



## Fixed Asset and Inventory Turnover Ratio



## Return on Net Worth and Return on Capital Employed



\* Fixed Asset Turnover = Revenue from Operations/Total Fixed Assets

^ Inventory Turnover Ratio = Revenue from Operations/Average Inventory

Days Inventory = (Average Inventory / COGS)\*365; Days Payables = (Average Payables / COGS)\*365

Debt = Short term borrowings + Long term borrowings + Current portion of Long Term Debt

Return on Net Worth = Net profit after tax / Average Net Worth, (Return on Capital Employed = EBIT / (Avg Debt + Avg Equity - Avg Cash - Avg Current Investment) \* Proceeds from IPO received on 18 March 2017 has not been considered for calculation purpose for FY17



## Key Financials

# Key Financials

## Standalone and Consolidated Abridged Profit & Loss Account for YE 31 March 2019

### Avenue Supermarts Ltd

#### STANDALONE

₹ crs	YE Mar 2019	YE Mar 2018	YTD19/ YTD18
Sales	19916.3	15008.9	32.7%
Tot Income	19967.7	15081.5	32.4%
COGS	16979.9	12648.9	34.2%
<i>Gross Contr</i>	14.7%	15.7%	-98 bps
Empl Exp	335.0	276.6	21.1%
<i>% of Tot Inc</i>	1.7%	1.8%	-16 bps
Other Exp	959.1	746.1	28.5%
<i>% of Tot Inc</i>	4.8%	4.9%	-14 bps
EBITDA	1642.2	1337.3	22.8%
<i>EBITDA %</i>	8.2%	8.9%	-64 bps
Fin Costs	47.2	59.4	-20.6%
Dep & Amort	198.8	154.7	28.5%
PBT	1447.6	1195.9	21.0%
<i>PBT %</i>	7.2%	7.9%	-68 bps
Acq Gain			
Tax	511.3	411.2	24.3%
PAT	936.4	784.7	19.3%
<i>PAT %</i>	4.7%	5.2%	-51 bps

### Avenue Supermarts Ltd

#### CONSOLIDATED

YE Mar 2019	YE Mar 2018	YTD19/ YTD18
20004.5	15033.2	33.1%
20052.9	15102.5	32.8%
17000.8	12635.6	34.5%
15.0%	15.9%	-93 bps
355.4	282.6	25.8%
1.8%	1.9%	-10 bps
1015.0	762.2	33.2%
5.1%	5.1%	0 bps
1633.3	1352.8	20.7%
8.1%	9.0%	-81 bps
47.2	59.5	-20.7%
212.5	159.0	33.6%
1421.9	1203.6	18.1%
7.1%	8.0%	-88 bps
0.0	18.5	-100.0%
519.5	415.8	24.9%
902.5	806.3	11.9%
4.5%	5.3%	-84 bps

# Key Financials

## Subsidiaries

### Align Retail Trades Pvt Ltd

### Avenue E-Commerce Ltd

### Avenue Food Plaza Pvt Ltd

### Nahar Seth and Jogani Developers Pvt Ltd

### Reflect Wholesale and Retail Pvt Ltd

₹ crs	YE Mar 2019	YE Mar 2018	YTD19/ YTD18
Sales	920.1	701.9	31.1%
Tot Inc	920.1	701.9	31.1%
COGS	882.6	675.2	30.7%
GC	4.1%	3.8%	28 bps
Empl Exp	4.3	3.1	36.5%
% of Tot Inc	0.5%	0.4%	2 bps
Other Exp	14.1	10.4	35.7%
% of Tot Inc	1.5%	1.5%	5 bps
EBITDA	19.1	13.1	46.1%
EBITDA %	2.1%	1.9%	21 bps
Fin Costs	1.8	2.9	-40.0%
Dep & Amort	1.8	1.6	14.5%
PBT	15.6	8.6	80.9%
PBT %	1.7%	1.2%	47 bps
Tax	5.5	2.9	87.1%
PAT	10.1	5.7	77.7%
PAT %	1.1%	0.8%	29 bps

YE Mar 2019	YE Mar 2018	YTD19/ YTD18
143.6	44.1	225.3%
144.2	44.6	223.5%
127.8	40.9	212.7%
11.0%	7.5%	358 bps
16.1	12.8	25.4%
11.2%	29.0%	-1785 bps
40.1	28.3	41.6%
27.9%	64.2%	-3624 bps
-40.4	-37.9	6.6%
-28.0%	-84.9%	5695 bps
0.0	0.0	-100.0%
11.1	10.6	3.8%
-50.8	-48.1	5.7%
-35.2%	-107.9%	7263 bps
0.0	0.0	
0.0	0.0	
-50.8	-48.1	5.7%
-35.2%	-107.9%	7263 bps

YE Mar 2019	YE Mar 2018	YTD19/ YTD18
23.6	17.8	32.4%
24.4	18.3	33.7%
10.6	8.2	28.5%
55.2%	53.8%	137 bps
0.0	0.0	466.7%
0.0%	0.0%	2 bps
5.2	3.8	38.5%
22.1%	21.1%	97 bps
7.8	5.8	34.0%
32.0%	31.9%	6 bps
0.0	0.0	33.6%
0.7	0.6	18.4%
7.9	5.6	39.7%
32.3%	30.9%	139 bps
2.2	1.5	51.4%
5.7	4.2	35.6%
23.2%	22.9%	33 bps

YE Mar 2019	YE Mar 2018	YTD19/ YTD18
0.8	0.8	0.0%
0.8	0.8	1.9%
0.0	0.0	0.0%
100.0%	100.0%	0 bps
0.0	0.0	77.8%
1.3%	0.7%	56 bps
0.7	0.7	-0.6%
96.7%	99.1%	-240 bps
0.1	0.1	0.0%
0.6	0.6	1.6%
81.6%	81.8%	-21 bps
0.1	0.1	8.4%
0.5	0.5	-0.2%
62.6%	64.0%	-135 bps

YE Mar 2019	YE Mar 2018	YTD19/ YTD18
0.0	0.0	0.0%
0.0	0.0	0.0%
0.0	0.0	0.0%
0.0%	0.0%	0 bps
0.0	0.0	0.0%
0.0%	0.0%	0 bps
0.0	0.0	0.0%
0.0%	0.0%	0 bps
0.0	0.0	0.0%
0.0%	0.0%	0 bps
0.0	0.0	0.0%
0.0	0.0	0.0%
0.0	0.0	0.0%
0.0%	0.0%	0 bps

**Thank you!**