

Avenue Supermarts Limited

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

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Date: 13th June, 2018

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", 5th Floor,
Bandra – Kurla Complex, Bandra (East),
Mumbai – 400 051
NSE Scrip Symbol: DMART

Sub: Analyst/ Investor Meet 2018

Dear Sir/Madam,

We refer to our letter dated 8th June, 2018 in respect of intimation of an Analyst/ Investor Meet 2018. Please find attached herewith presentation for the said meeting. The same is also uploaded on the website of the Company.

You are requested to take the above information on record.

Thanking You,

For Avenue Supermarts Limited

Ashu Gupta

Company Secretary & Compliance Officer



Encl: as above







D Mart
Daily Discounts Daily Savings

Fiscal 2018

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Company Snapshot	Industry Overview	Business Overview	Operating & Financial Summary



Company Snapshot

Brief Snapshot



AVENUE SUPERMARTS LIMITED

**Incorporated
in 2000 by our
promoter Mr.
Radhakishan
Damani**

**Emerging
National
Supermarket
Chain**

**Predominantly
ownership
based store
operating
model**

**155 Stores
Across 11
States and 1
Union
Territory**

Key Financial and Operational Statistics

FY 2018 (INR Crs)

Revenue - 15,009

EBITDA – 1,337

PAT – 785

Key Categories

Food (51.55%)

Non Food (20.03%)

General Merchandise &
Apparel (28.42%)



Retail Business Area
4.9 million sq. ft.

Sales per Retail Business
Area sq ft
INR 32,719

Total Bill Cuts – 13.44 crs

Like for Like Growth –
14.2%*

All Data pertains to year ended on March 31, 2018

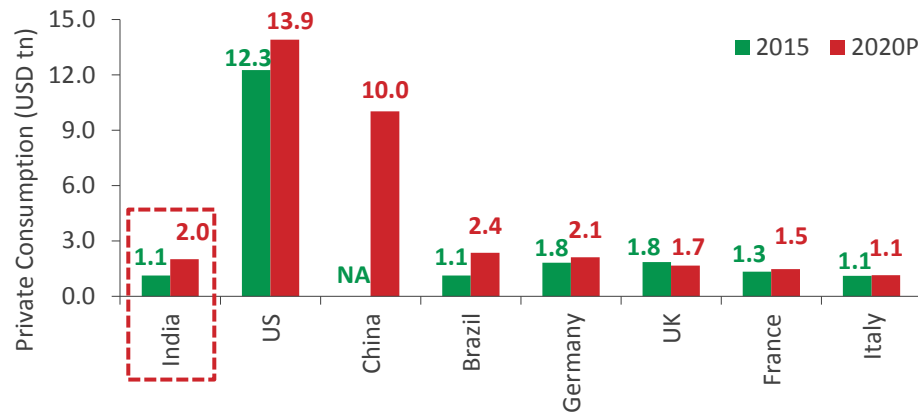
**: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal*



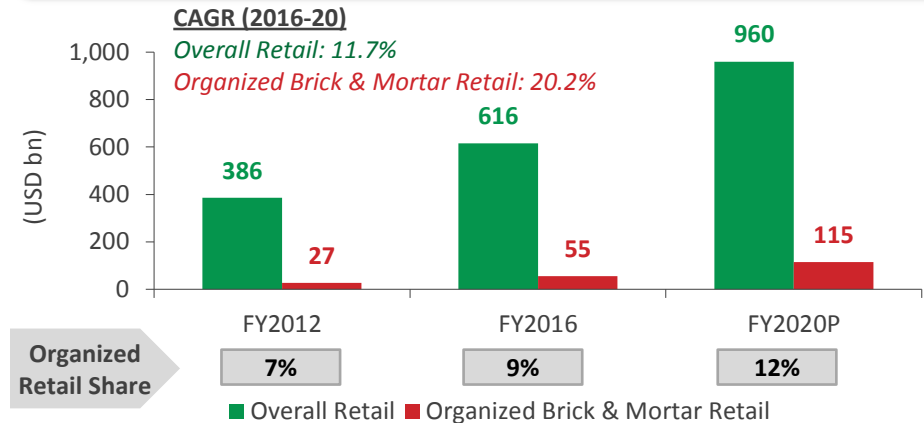
Industry Overview

Retail forms around 30% of India's GDP currently

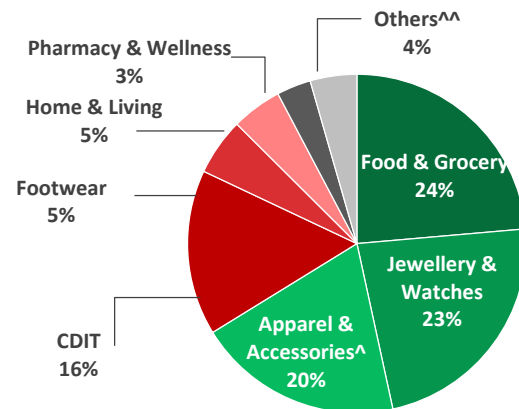
India is a consumption-led economy with private consumption forming ~60% of the GDP



Retail forms around 50% of private consumption in India

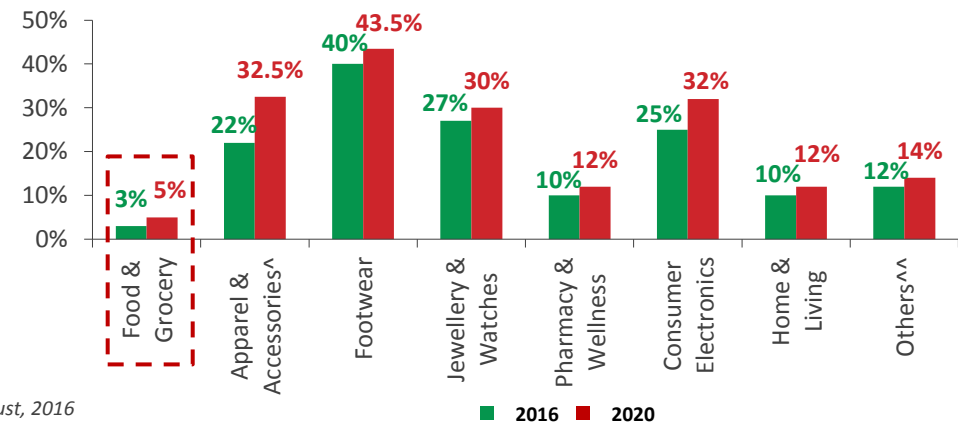


Food & Grocery forms the largest share of Organized B&M Retail (2016)



Low penetration provides huge potential for growth in F&G

Modern Retail Penetration Category wise



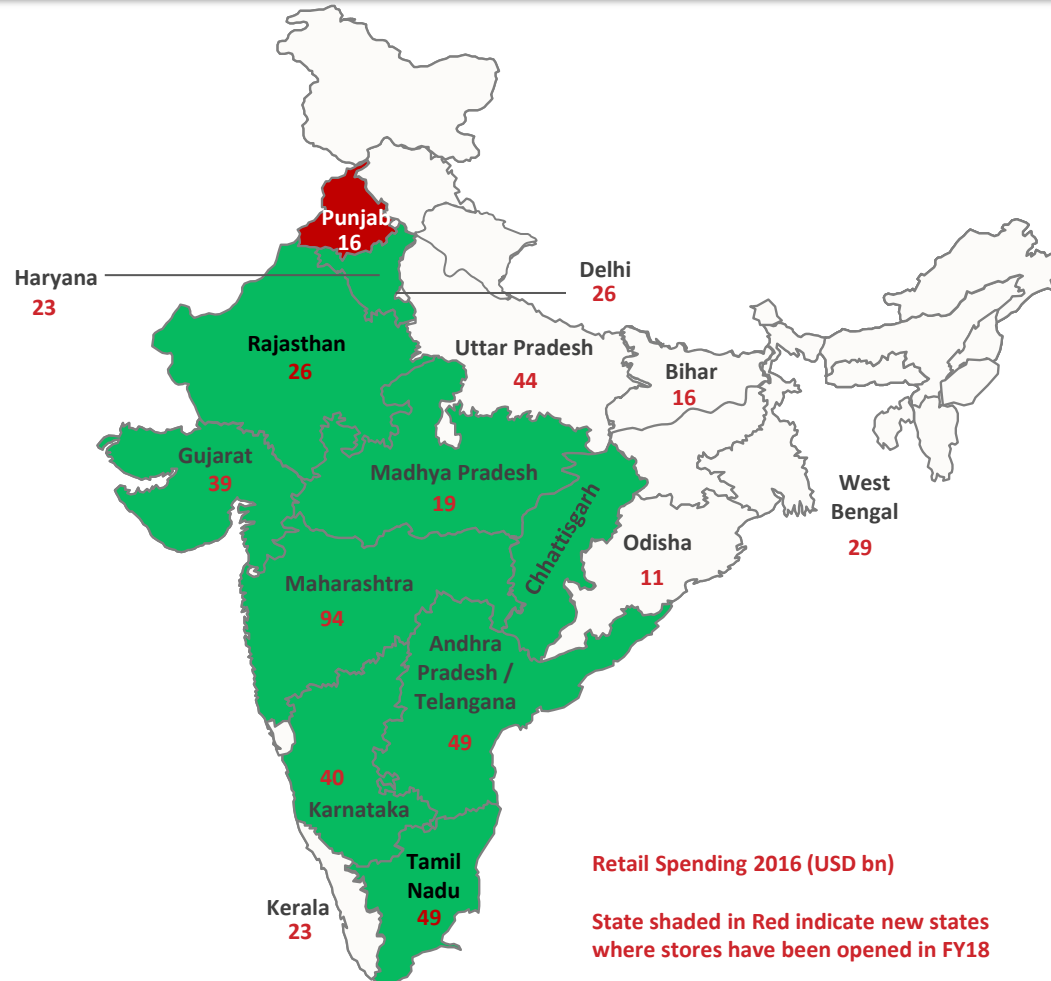
Source: Technopak report titled "Industry Report on Indian Food and General Merchandise Retail Industry" - August, 2016

^ Accessories includes Bags, Belts, Wallets

^^ Others include Books & Stationery, Toys, Eyewear, Sports Goods, Alcoholic Beverages & Tobacco

States where D-Mart is Present Account for >50% of Total Retail Spend

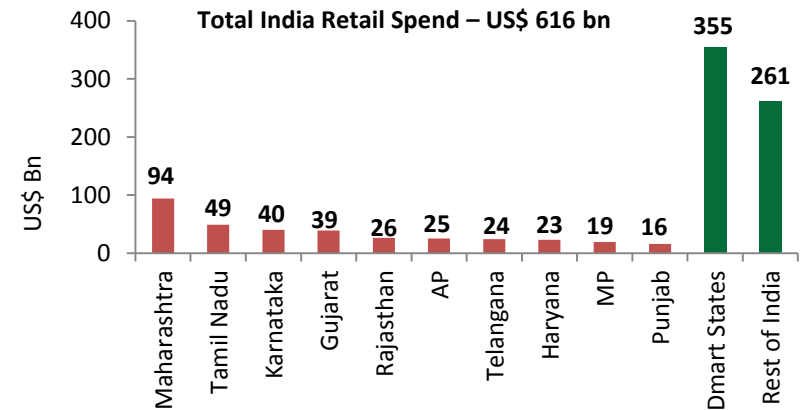
Retail Spending in Select States^



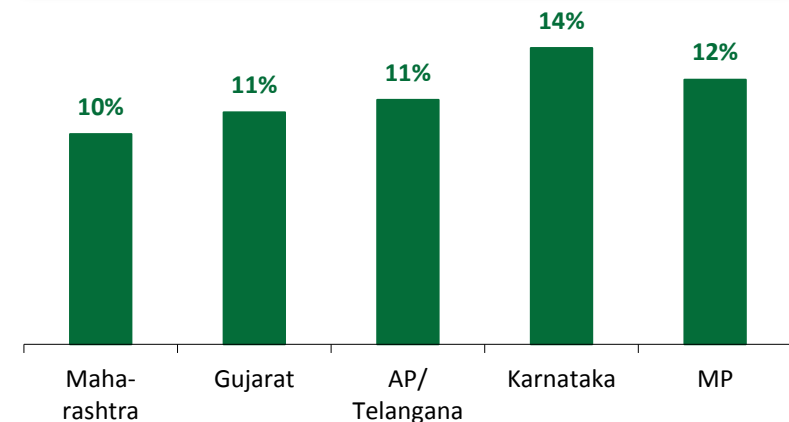
Retail Spending 2016 (USD bn)

State shaded in Red indicate new states where stores have been opened in FY18

Break-up of Retail Spending by States (2016)



Growth in Retail Spending across Key D-Mart States (2012-16 CAGR)



^ Highlighted states represent the areas of operation for D-Mart
Source: Technopak Industry report on Indian Food & General Merchandise Retail Industry, Aug 2016 ;
Data available only for Select States



Business Overview

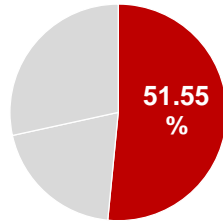
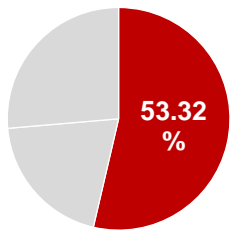
Key Product Categories

Foods

Share of Revenue

FY17

FY18



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



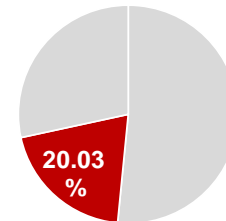
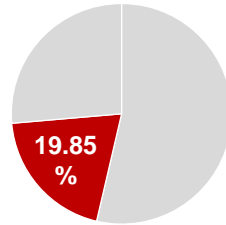
Fruits & Vegetables

Non-Foods (FMCG)

Share of Revenue

FY17

FY18



Home Care



Personal Care



Toiletries



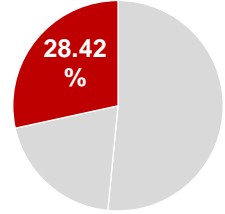
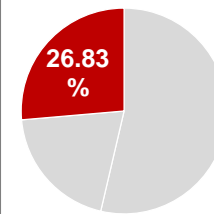
Other over the counter products

General Merchandise & Apparel

Share of Revenue

FY17

FY18



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

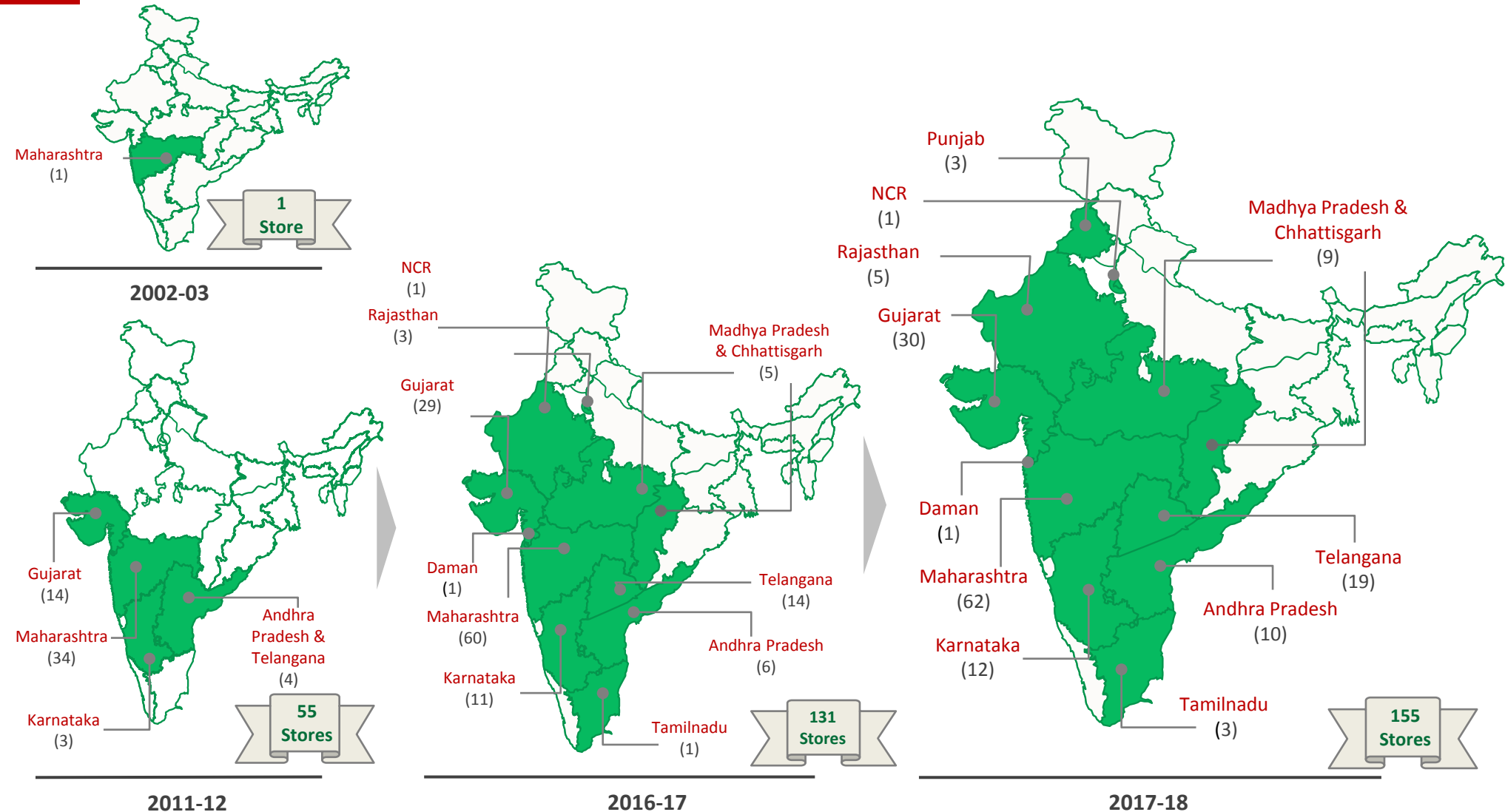


Footwear



Home Appliances

Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

Year Wise Store Additions

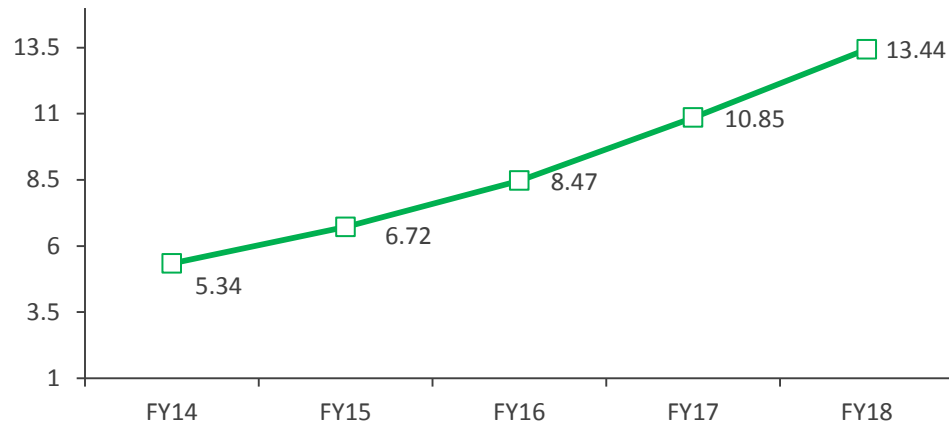




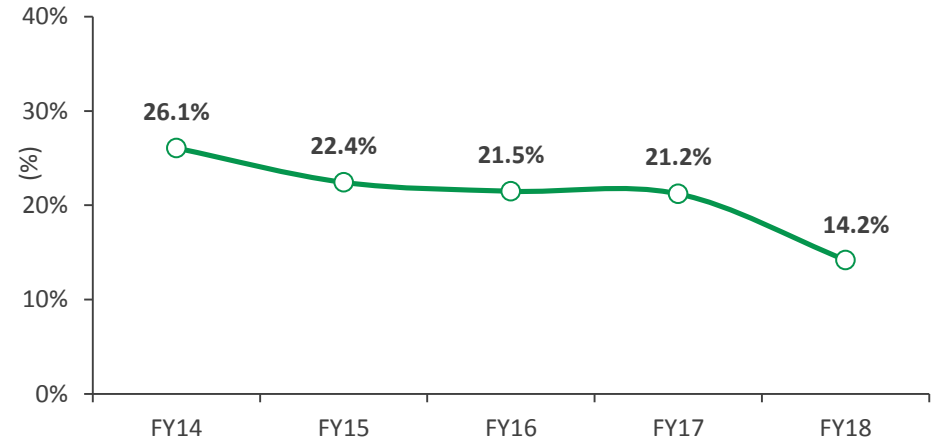
Operating & Financial Summary

Operating & Financial Summary

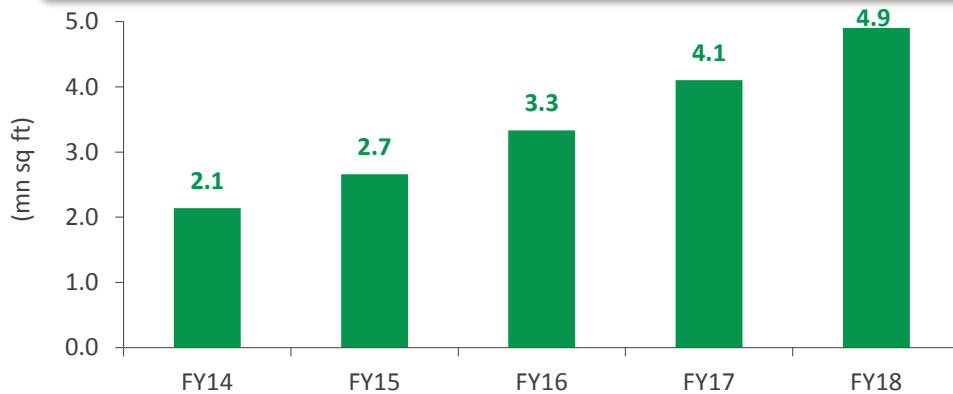
Total Bills Cuts (in Crs)



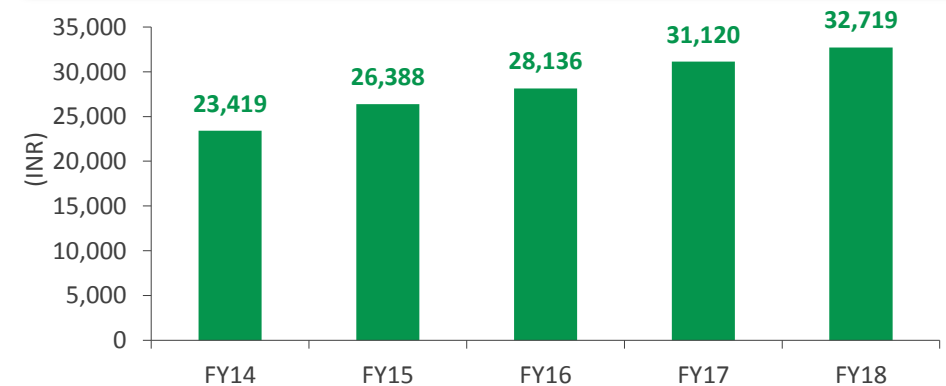
Like For Like Growth (24 Months)*



Retail Business Area at Fiscal End



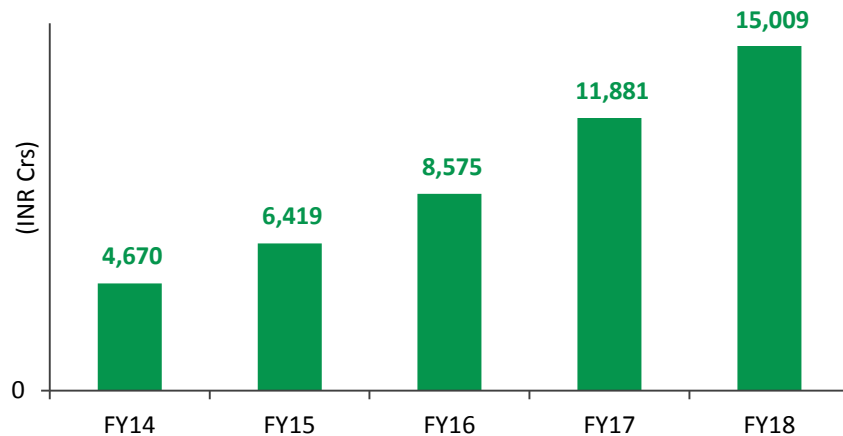
Revenue from Sales per Retail Business Area sq ft[#]



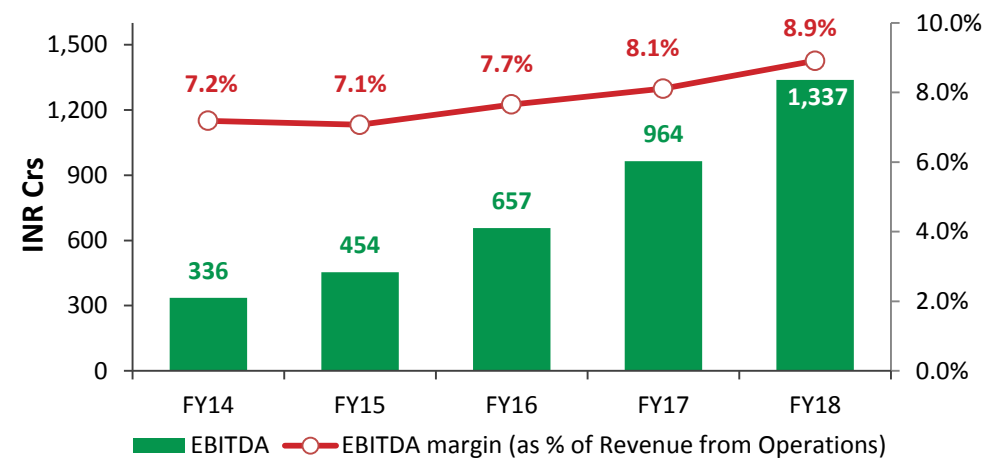
*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal
#: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of fiscal

Operating & Financial Summary (Cont'd.)

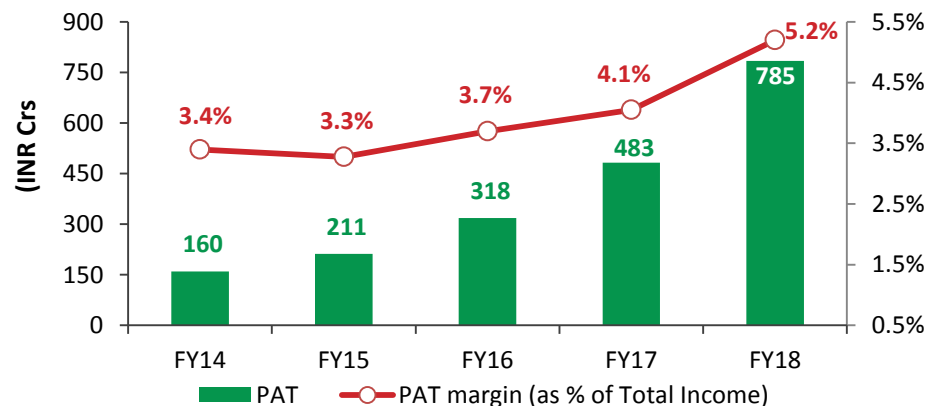
Revenue from Operations



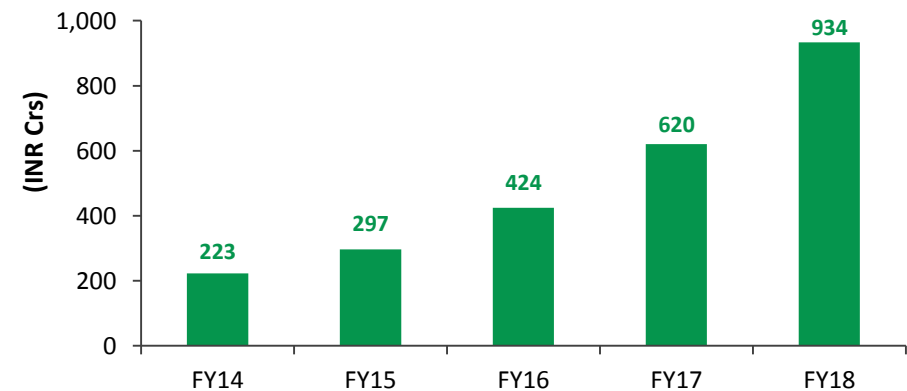
EBITDA[^] & EBITDA Margin



PAT & PAT margin



Net Cash flow from Operations

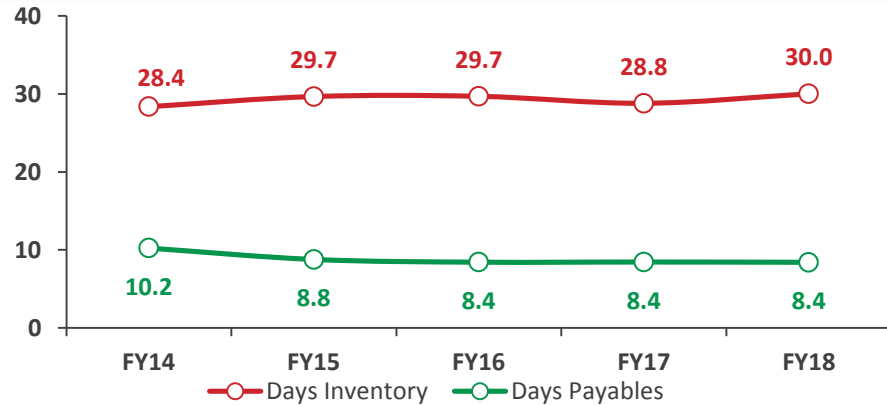


[^] EBITDA = Profit / (Loss) before Taxation + Depreciation and amortisation + Finance Costs - Other Income

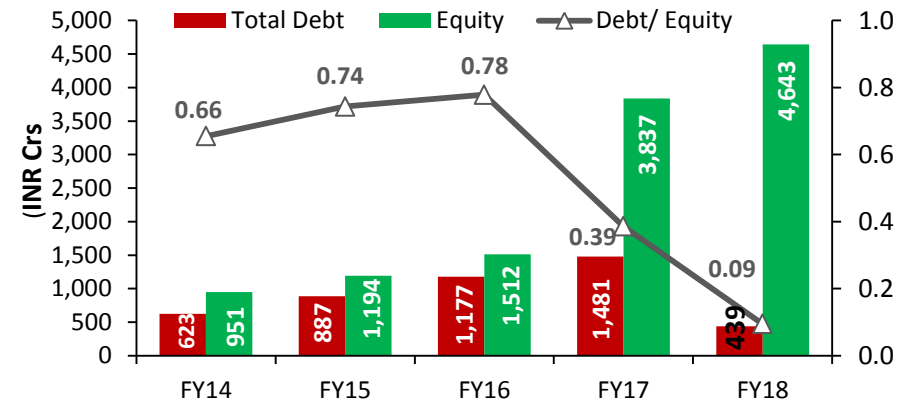
* Revenue from operations is including other operating income and excluding other income

Operating & Financial Summary (Cont'd.)

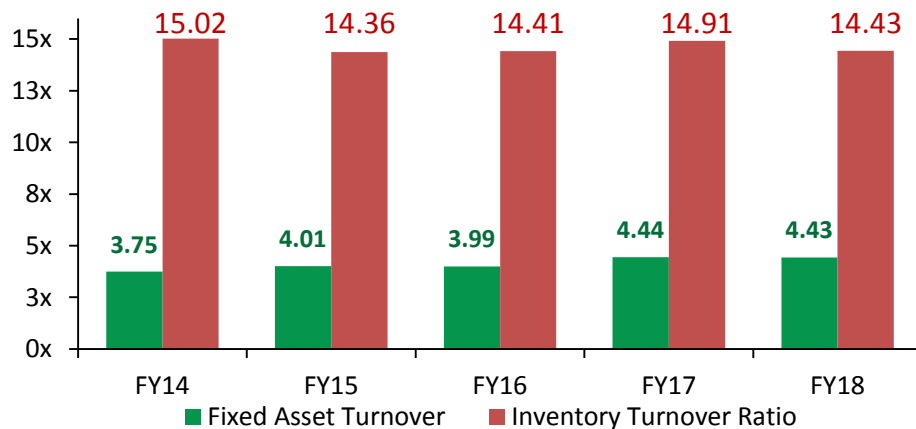
Days Inventory & Days Payables



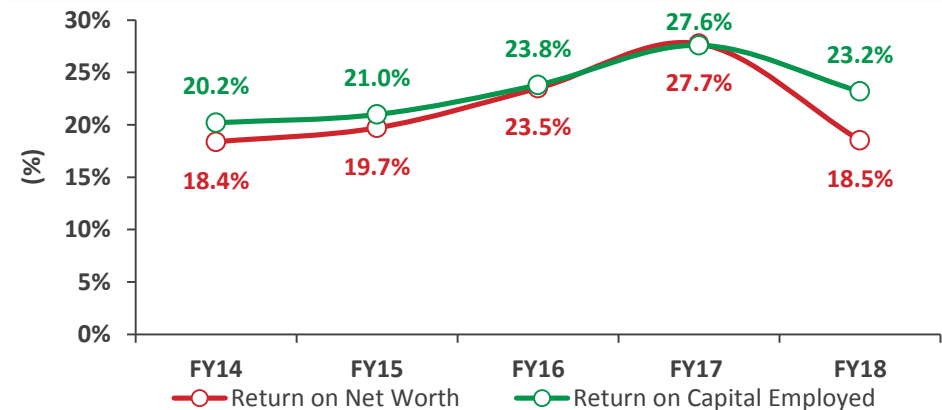
Debt and Equity



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

Thank you!