

Avenue Supermarts Limited

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

Tel.: 91 22 33400500 * Fax: 91 22 33400599 * e-mail: info@dmartindia.com * Website: www.dmartindia.com

21st July, 2023

To,

BSE Limited

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

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: Presentation for Analyst/ Investor Meet 2023

Dear Sir/ Madam,

With reference to our letter dated 19th July, 2023 in respect of intimation of Analyst/ Investor Meet and one-on-one meetings scheduled to be held on 26th July, 2023 and 27th July, 2023, please find enclosed herewith presentation for the said meetings.

The Presentation is also available on website of the Company <https://www.dmartindia.com/investor-relationship>.

Kindly take the same on record.

Thanking You,
For **Avenue Supermarts Limited**

Ashu Gupta
Company Secretary & Compliance Officer

Encl: as above



Corporate Presentation

D Mart
Daily Discounts Daily Savings

July 2023

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2. Operating & Financial Summary



Business Overview

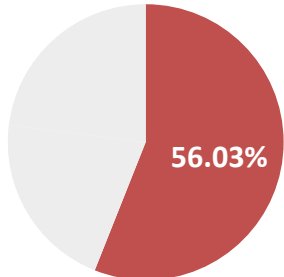
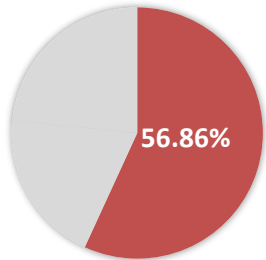
Key Product Categories

Foods

Share of Revenue

FY22

FY23



Groceries



Dairy



Staples



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



Fruits & Vegetables



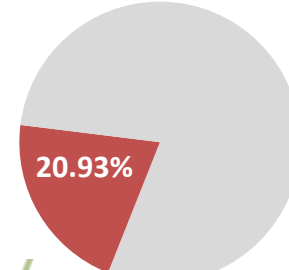
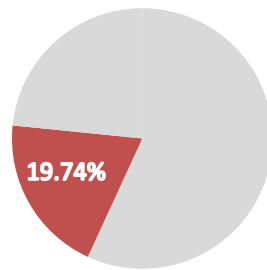
Cooking Oils

Non-Foods (FMCG)

Share of Revenue

FY22

FY23



Home Care



Personal Care



Toiletries



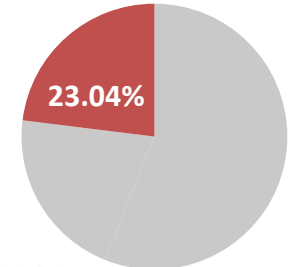
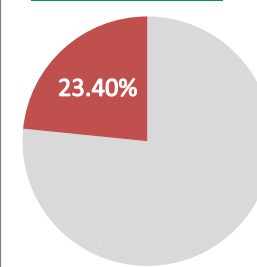
Other over the counter products

General Merchandise & Apparel

Share of Revenue

FY22

FY23



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

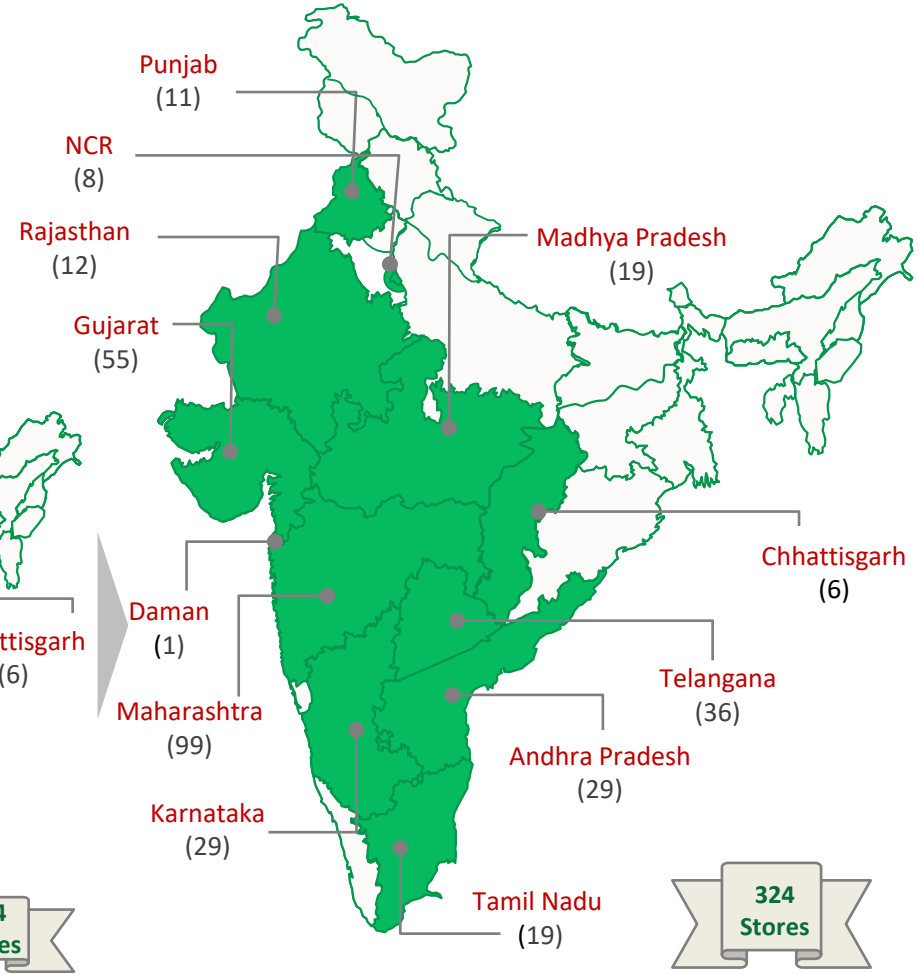
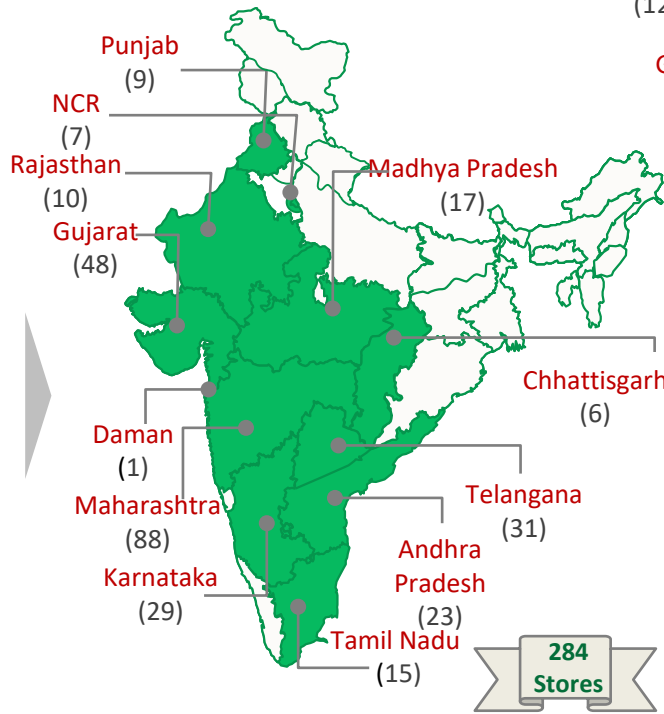
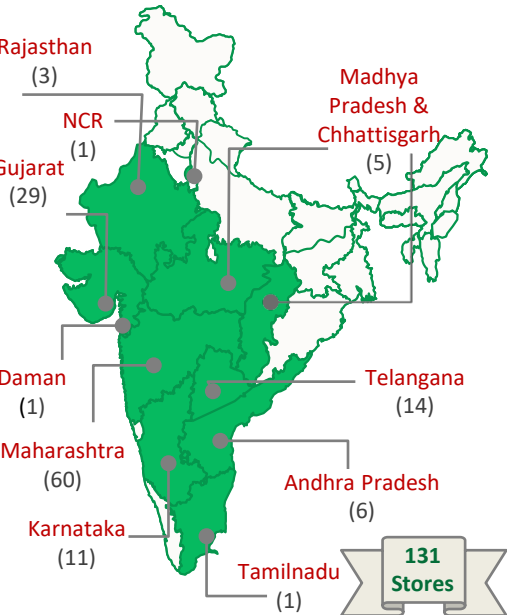
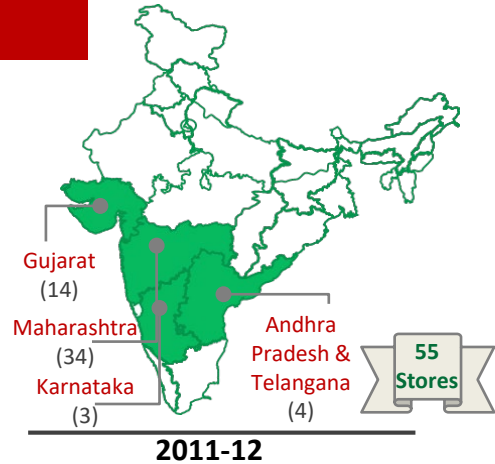


Footwear



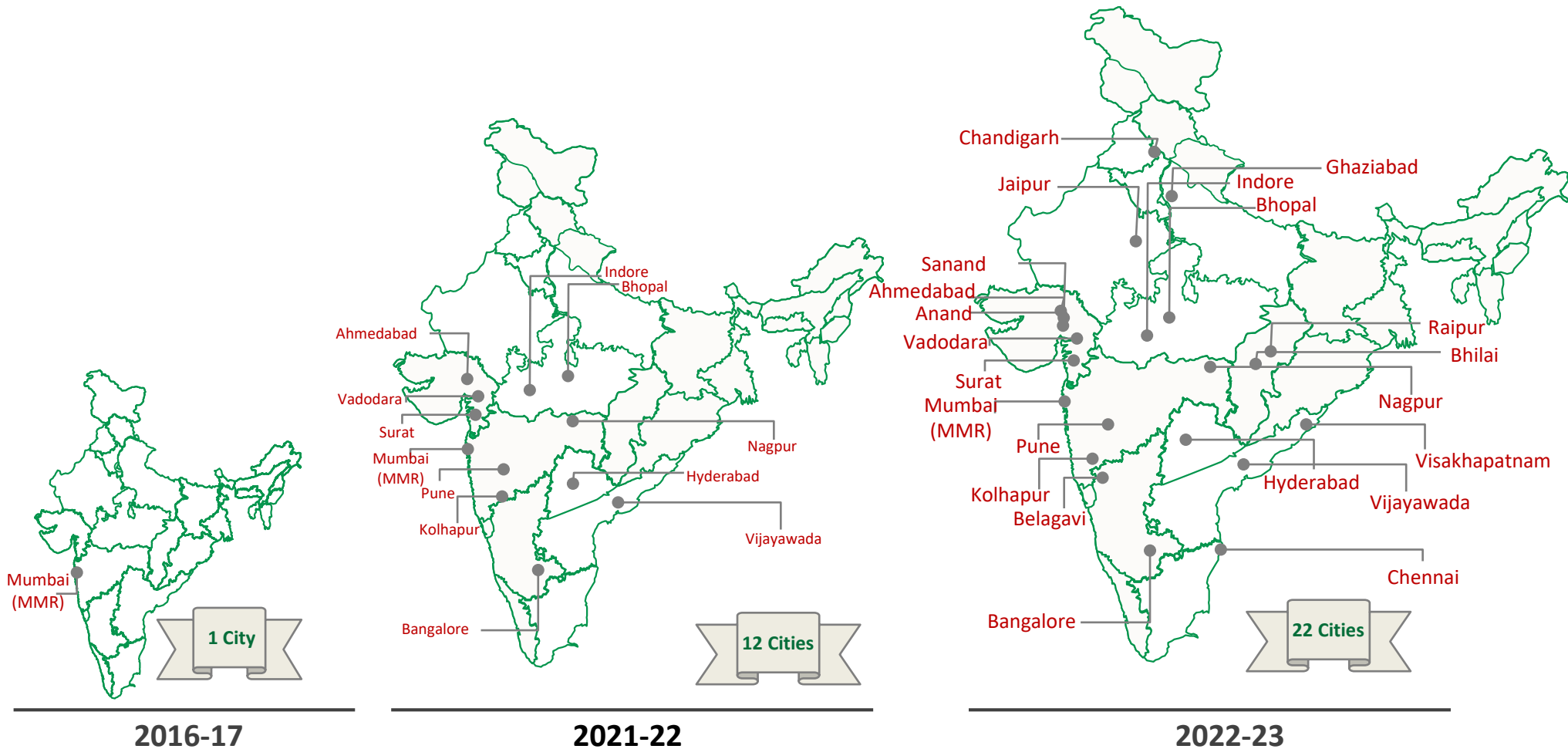
Home Appliances

Cluster Based Expansion Strategy Continues

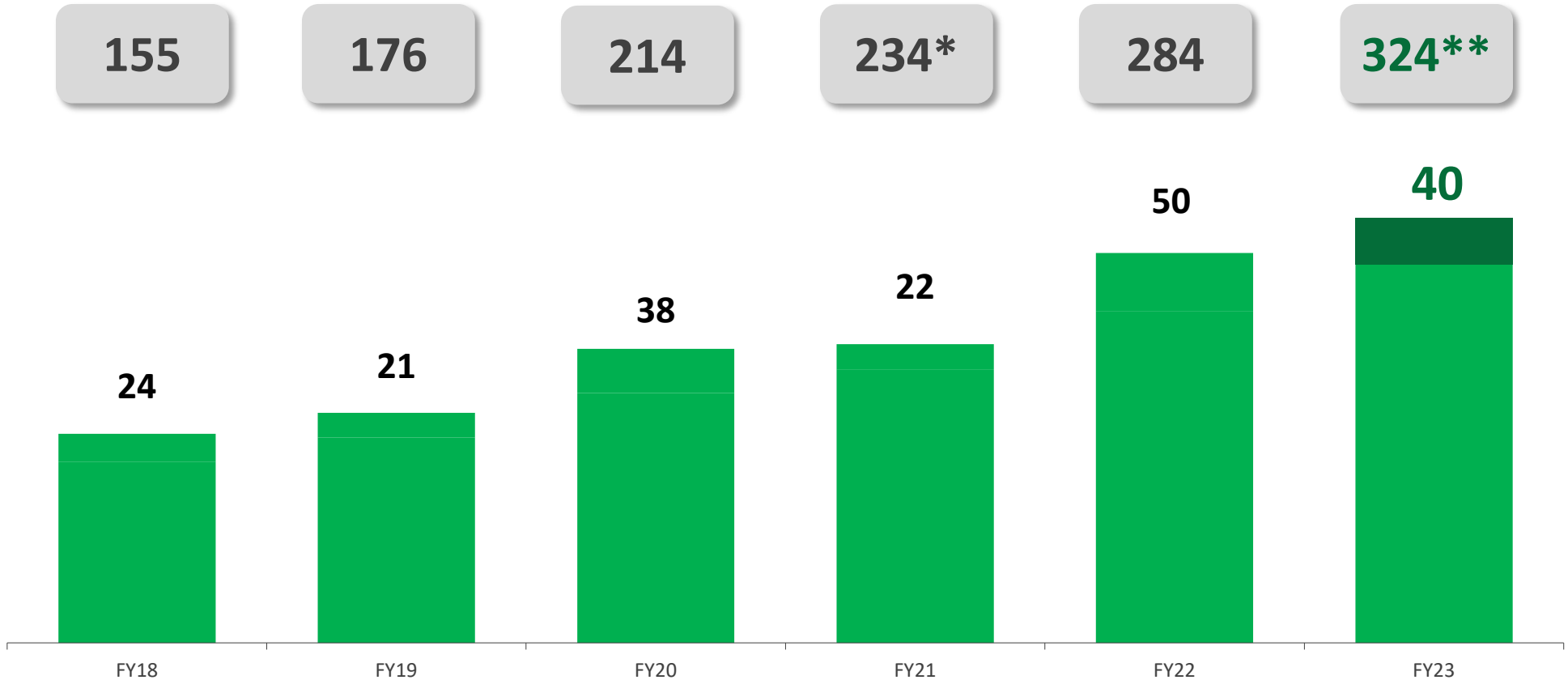


Numbers in bracket represent stores in that particular state

DMart Ready – Gradual Expansion in Large Towns



Year Wise Store Additions



* During FY21, we opened 22 new stores and converted 2 stores into Fulfilment Centers for Avenue E-Commerce Limited

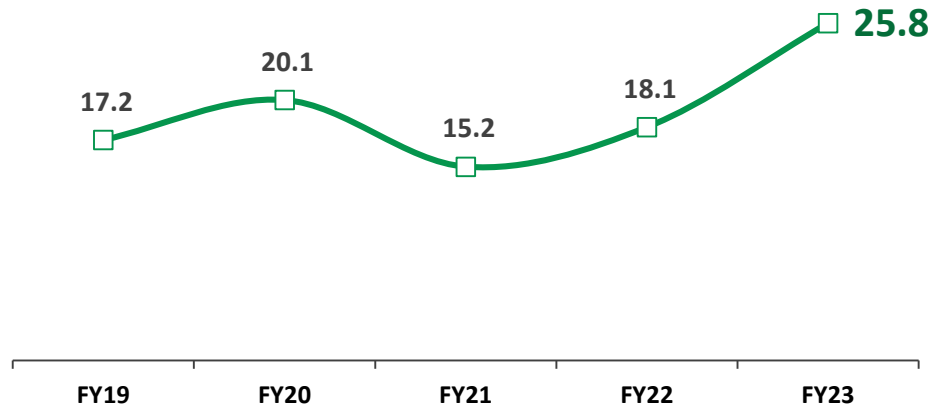
** During FY23, 1 location was reconverted from Fulfilment Center to DMart Store



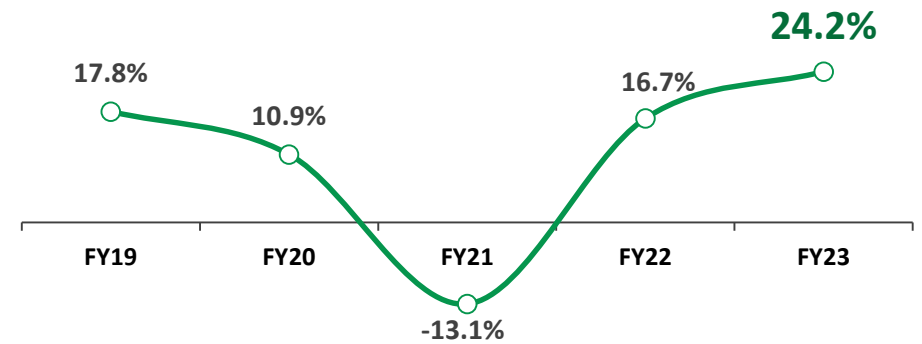
Operating & Financial Summary

Operating & Financial Summary

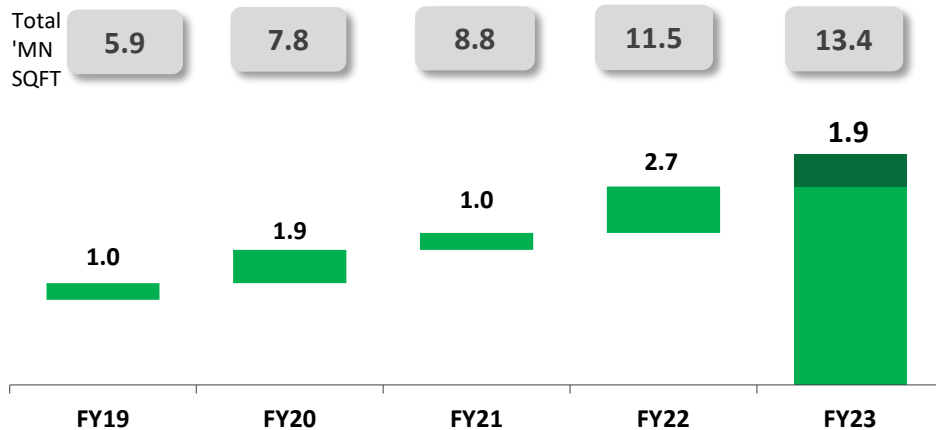
Total Bills Cuts (in Crs)



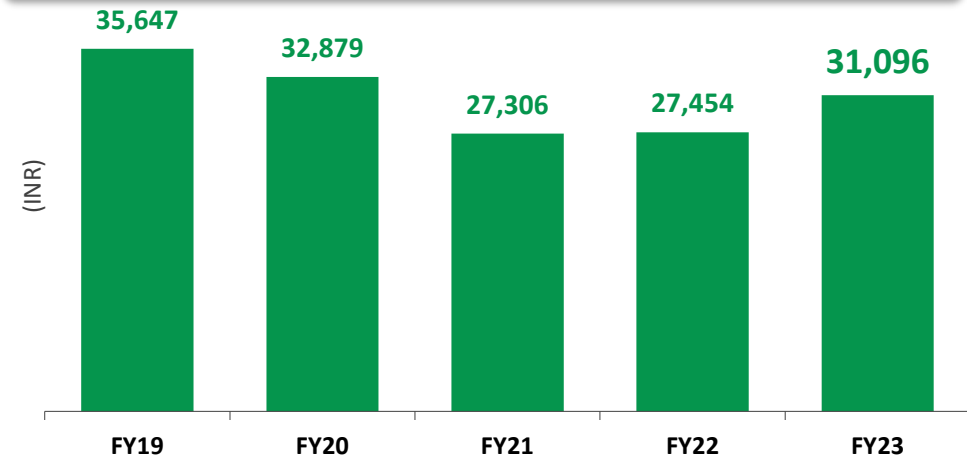
Like For Like Growth (24 Months)*



Retail Business Area at Fiscal End



Revenue from Sales per Retail Business Area sq ft#

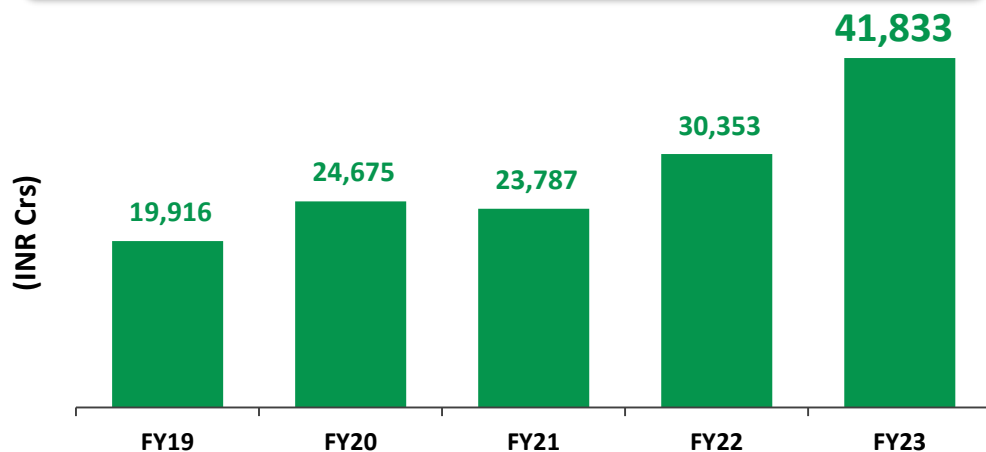


*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal Year

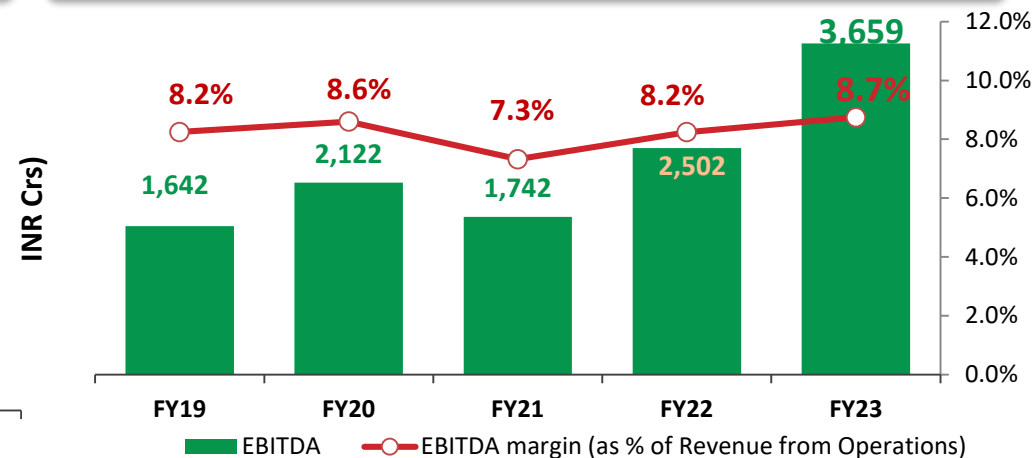
#: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal Year

Operating & Financial Summary (Cont'd.)

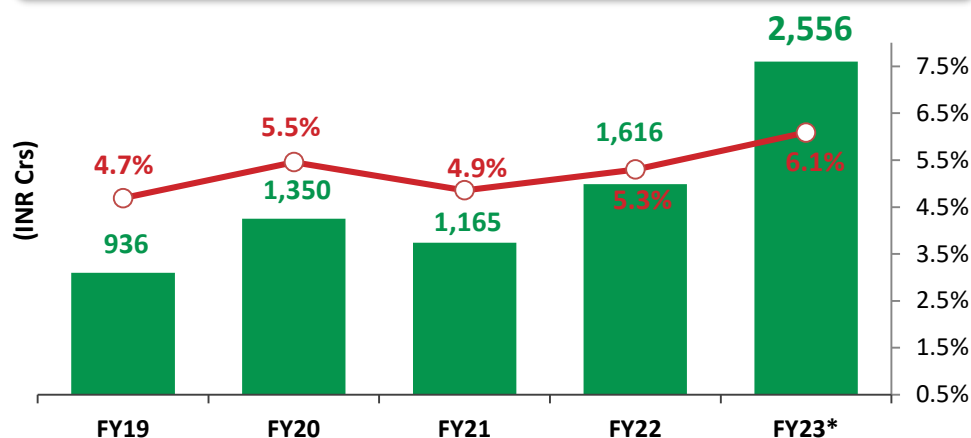
Revenue from Operations



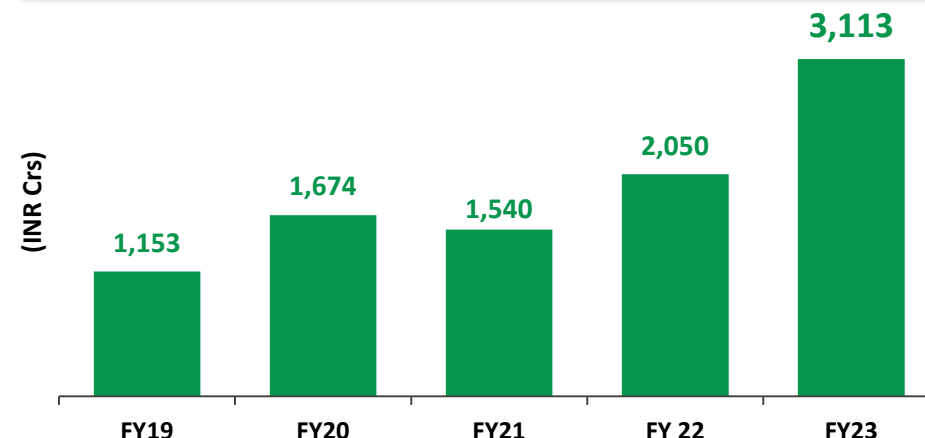
EBITDA[^] & EBITDA Margin



PAT & PAT margin



Net Cash flow from Operations ~

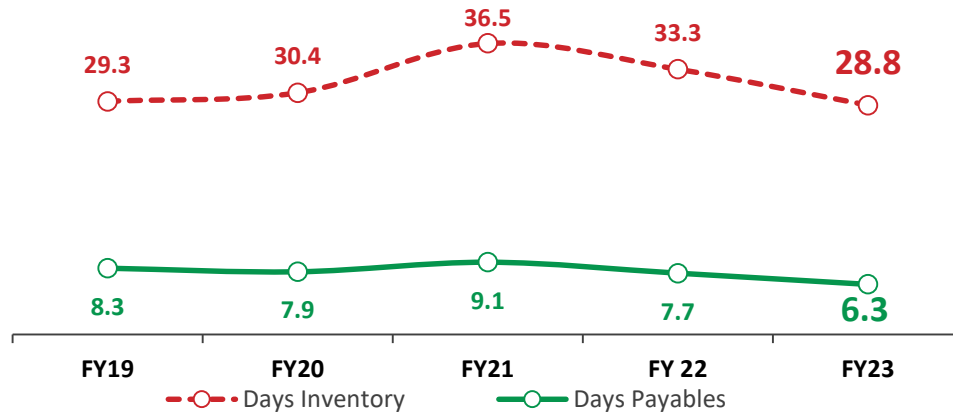


[^] EBITDA = Profit / (Loss) pre Tax + Depr and Amortisation + Finance Costs - Other Income
 # Revenue from operations is including other operating income and excluding other income
 *PAT and PAT margin for FY23 not comparable with prior periods due to one-off tax benefit

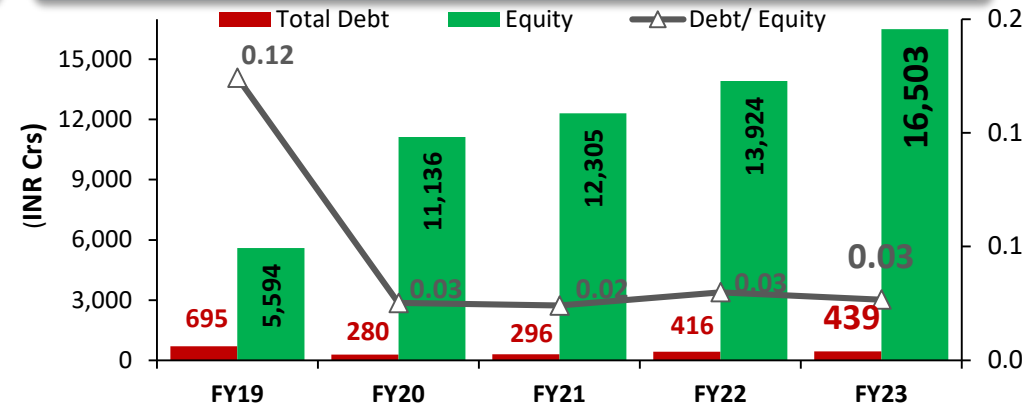
~ Net Cash Flow from Operations = PAT+ Depreciation + Deferred Tax

Operating & Financial Summary (Cont'd.)

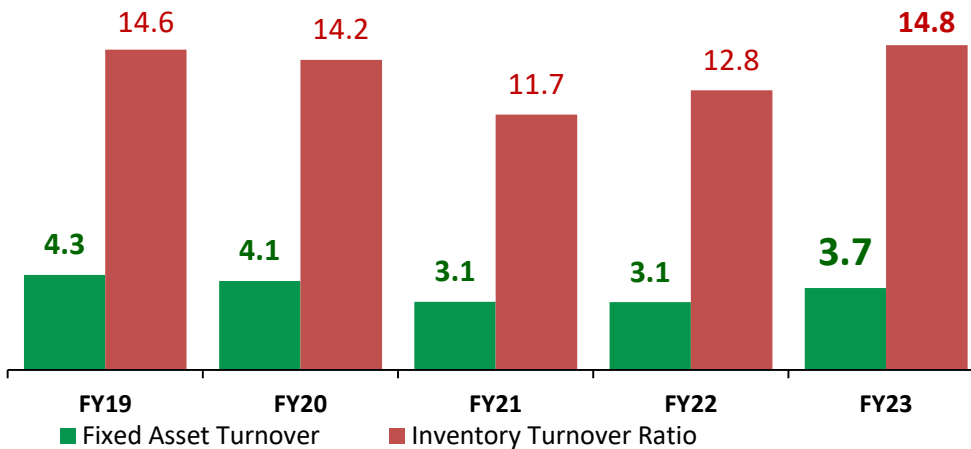
Days Inventory & Days Payables



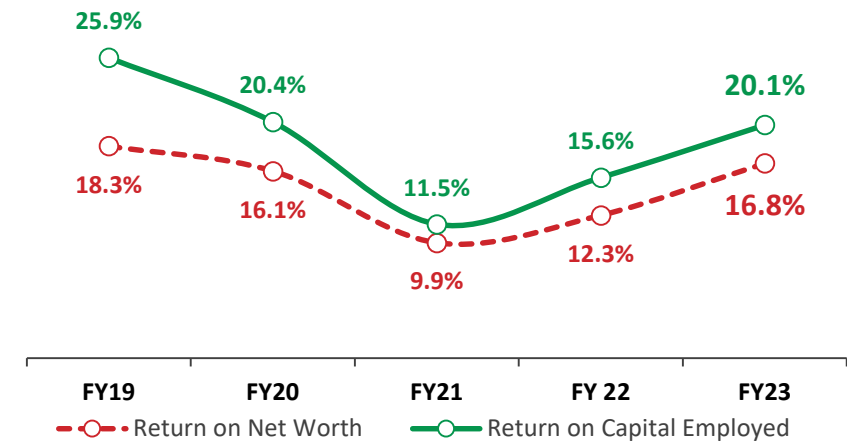
Debt and Equity



Fixed Asset* and Inventory Turnover^ Ratio



Return on Net Worth and Return on Capital Employed



* Fixed Asset Turnover = Revenue from Operations/Total Fixed Assets (incl RTU Assets per AS116)

^ Inventory Turnover Ratio = Revenue from Operations/Average Inventory

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

Debt = Short + Long Term borrowings + Current portion of LT Debt + Lease Liab (per Ind AS 116)

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)

Key Financials – Avenue Supermarts Limited

Standalone and Consolidated Abridged Profit and loss Account For YE 31 March 2023

Standalone

Rs Crs	YE Mar 2023	YE Mar 2022	YE Mar 23 / Mar 22
Sales	41,833	30,353	37.8%
Tot Inc	41,996	30,493	37.7%
COGS	35,775	26,053	37.3%
GC	14.48%	14.17%	32 bps
Empl Exp	648	548	18.2%
% of Tot Inc	1.54%	1.80%	-25 bps
Other Exp	1,750	1,250	40.0%
% of Tot Inc	4.17%	4.10%	7 bps
EBITDA	3,659	2,502	46.3%
EBITDA %	8.75%	8.24%	51 bps
Fin Costs	48	40	21.4%
Dep & Amort	543	421	29.0%
PBT	3,231	2,182	48.1%
PBT %	7.69%	7.15%	54 bps
Tax (A+B)	675	566	19.3%
Current tax (A)	814	552	47.2%
Related to earlier years (B)	-139	13	
PAT	2,556	1,616	58.2%
PAT %	6.09%	5.30%	79 bps
PAT excl tax gain	2,413	1,629	48.1%
PAT excl tax gain %	5.75%	5.34%	40 bps

Consolidated

Rs Crs	YE Mar 2023	YE Mar 2022	YE Mar 23 / Mar 22
Sales	42,840	30,976	38.3%
Tot Inc	42,969	31,094	38.2%
COGS	36,384	26,397	37.8%
GC	15.07%	14.78%	29 bps
Empl Exp	747	616	21.2%
% of Tot Inc	1.74%	1.98%	-24 bps
Other Exp	2,072	1,464	41.5%
% of Tot Inc	4.82%	4.71%	11 bps
EBITDA	3,637	2,499	45.6%
EBITDA %	8.49%	8.07%	42 bps
Fin Costs	67	54	25.3%
Dep & Amort	639	498	28.3%
PBT	3,060	2,064	48.3%
PBT %	7.12%	6.64%	48 bps
Tax (A+B)	682	572	19.2%
Current tax (A)	821	558	46.9%
Related to earlier years (B)	-139	13	
PAT	2,378	1,492	59.4%
PAT %	5.54%	4.80%	74 bps
PAT excl tax gain	2,235	1,506	48.4%
PAT excl tax gain %	5.20%	4.84%	36 bps

Key Financials – Subsidiaries

Avenue E-Commerce Limited

Rs Crs	YE Mar 2023	YE Mar 2022	YE Mar 23 / Mar 22
Sales	2,202.0	1,667.2	32.1%
Tot Inc	2,204.7	1,668.5	32.1%
COGS	1,928.1	1,463.1	31.8%
GC	12.44%	12.25%	19 bps
Empl Exp	77.3	54.3	42.4%
% of Tot Inc	3.51%	3.26%	25 bps
Other Exp	272.9	189.4	44.1%
% of Tot Inc	12.38%	11.35%	103 bps
EBITDA	-76.3	-39.6	-92.9%
EBITDA %	-3.46%	-2.37%	-109 bps
Fin Costs	20.8	18.2	14.5%
Dep & Amort	99.2	85.7	15.8%
PBT	-193.7	-142.1	-36.4%
PBT %	-8.79%	-8.51%	-27 bps
Tax	0.0	0.0	0.0%
PAT	-193.7	-142.1	-36.4%
PAT %	-8.79%	-8.51%	-27 bps

Avenue Food Plaza Limited

Rs Crs	YE Mar 2023	YE Mar 2022	YE Mar 23 / Mar 22
Sales	124.4	43.3	187.1%
Tot Inc	125.2	43.5	188.1%
COGS	79.2	25.3	212.9%
GC	36.35%	41.61%	-526 bps
Empl Exp	3.1	1.5	106.3%
% of Tot Inc	2.52%	3.51%	-100 bps
Other Exp	38.2	12.7	200.1%
% of Tot Inc	30.56%	29.34%	122 bps
EBITDA	3.8	3.8	1.7%
EBITDA %	3.07%	8.68%	-560 bps
Fin Costs	2.3	0.0	6300.0%
Dep & Amort	5.0	3.3	50.7%
PBT	-2.7	0.5	-604.6%
PBT %	-2.15%	1.23%	-337 bps
Tax	-0.7	0.2	-393.8%
PAT	-2.0	0.3	-757.4%
PAT %	-1.62%	0.71%	-233 bps

Align Retail Traders Limited

Rs Crs	YE Mar 2023	YE Mar 2022	YE Mar 23 / Mar 22
Sales	2,211.3	1,587.1	39.3%
Tot Inc	2,211.3	1,587.3	39.3%
COGS	2,129.4	1,529.9	39.2%
GC	3.70%	3.60%	10 bps
Empl Exp	12.9	8.2	56.6%
% of Tot Inc	0.58%	0.52%	6 bps
Other Exp	29.3	22.3	31.0%
% of Tot Inc	1.32%	1.41%	-8 bps
EBITDA	39.7	26.6	49.1%
EBITDA %	1.80%	1.68%	12 bps
Fin Costs	0.1	0.3	-49.0%
Dep & Amort	8.2	3.6	130.1%
PBT	31.4	23.0	36.5%
PBT %	1.42%	1.45%	-3 bps
Tax	8.3	5.9	42.1%
PAT	23.1	17.1	34.6%
PAT %	1.04%	1.08%	-4 bps

Thank you!