

# 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

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Date: 4<sup>th</sup> August, 2020

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: Presentation for Analyst/ Investor Meet 2020**

Dear Sir/Madam,

We refer to our letter dated 29<sup>th</sup> July, 2020 in respect of intimation of Analyst/ Investor Meet 2020. 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



## Corporate Presentation

**D Mart**  
Daily Discounts Daily Savings

**Fiscal 2020**

**4<sup>th</sup> August 2020**

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**2. Operating & Financial Summary**



# Business Overview

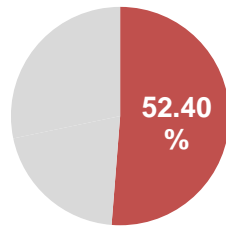
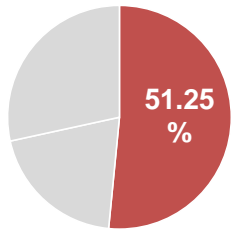
# Key Product Categories

## Foods

### Share of Revenue

FY19

FY20



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



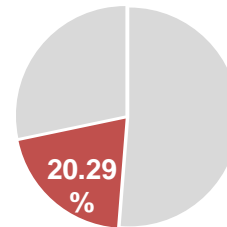
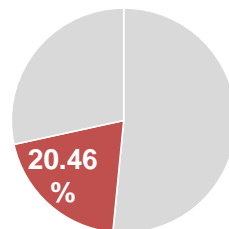
Fruits & Vegetables

## Non-Foods (FMCG)

### Share of Revenue

FY19

FY20



Home Care



Personal Care



Toiletries



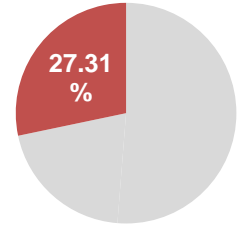
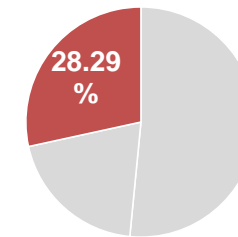
Other over the counter products

## General Merchandise & Apparel

### Share of Revenue

FY19

FY20



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

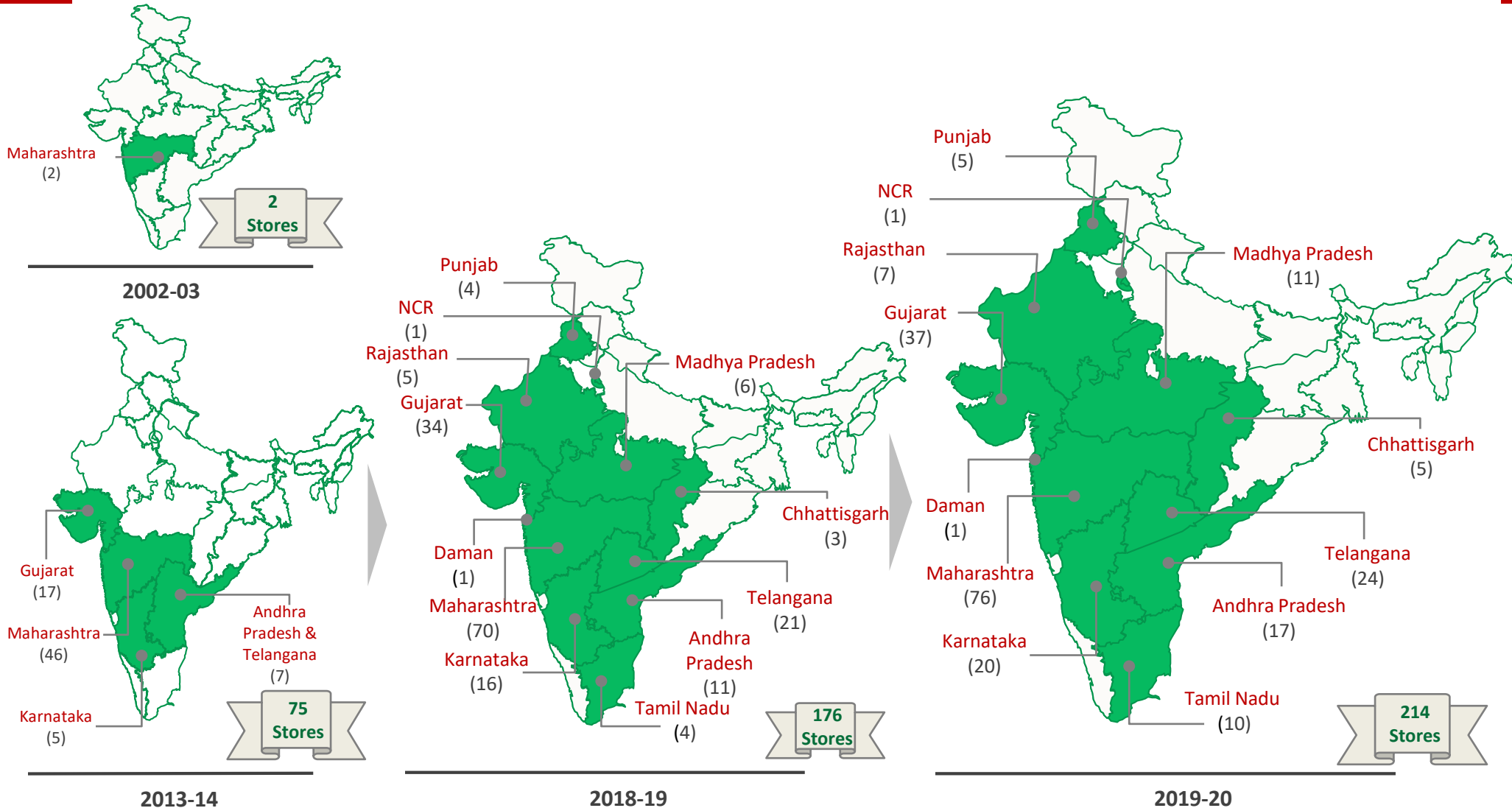


Footwear



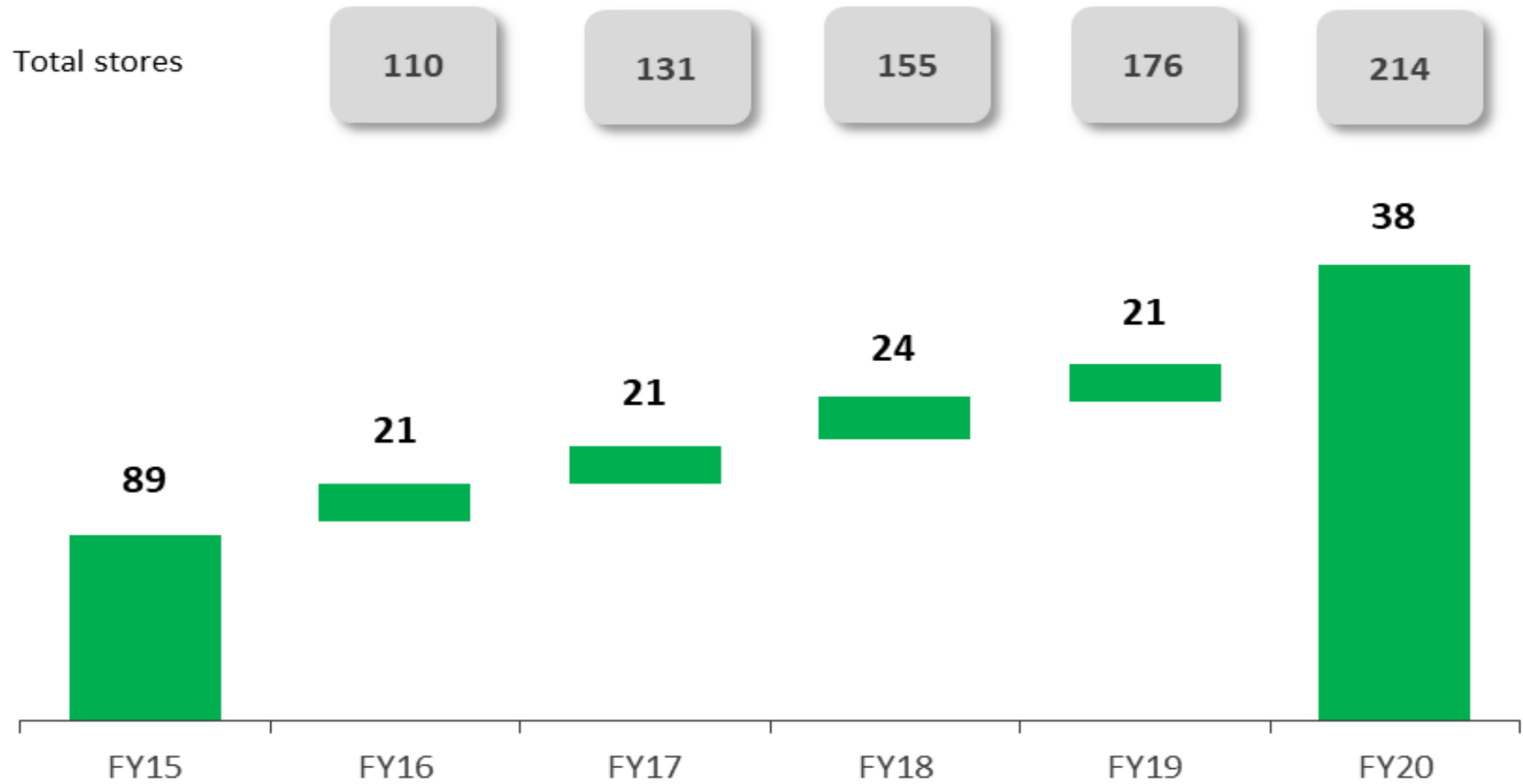
Home Appliances

# Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

# Year Wise Store Additions



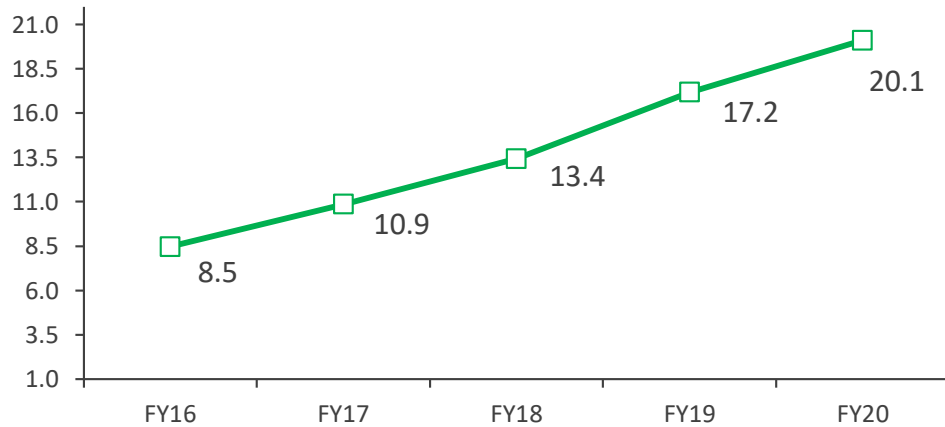




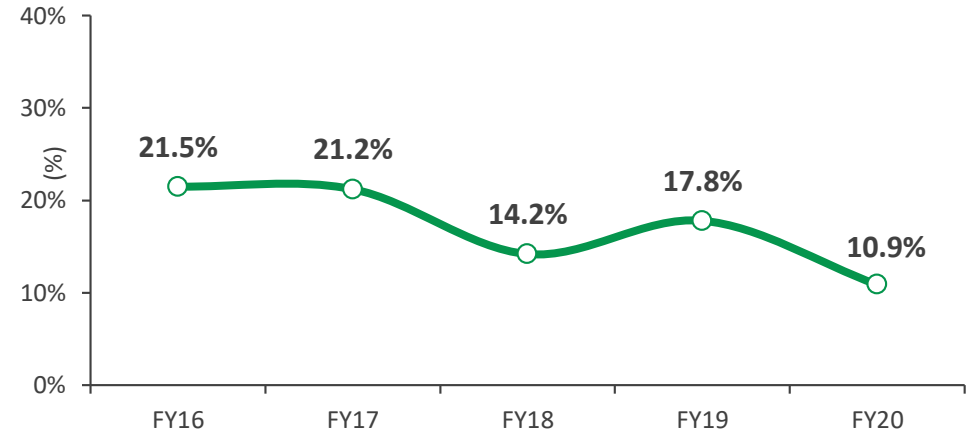
# Operating & Financial Summary

# Operating & Financial Summary

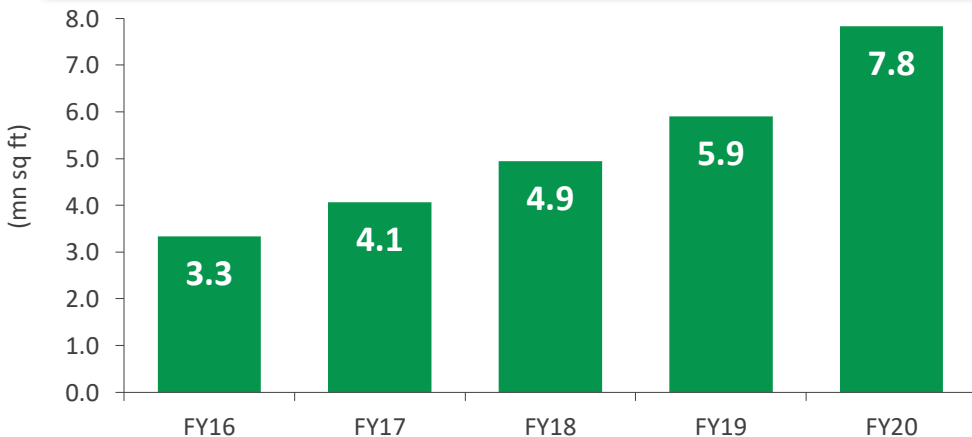
## Total Bills Cuts (in Crs)



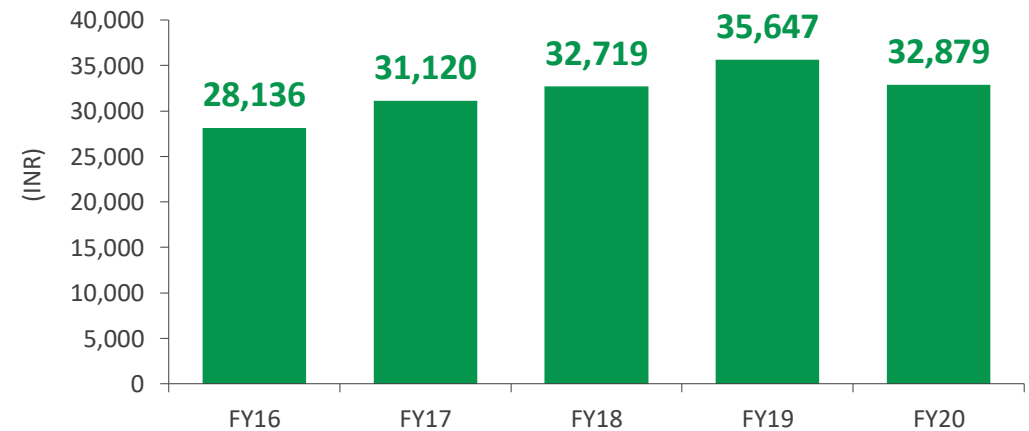
## Like For Like Growth (24 Months)\*



## Retail Business Area at Fiscal End



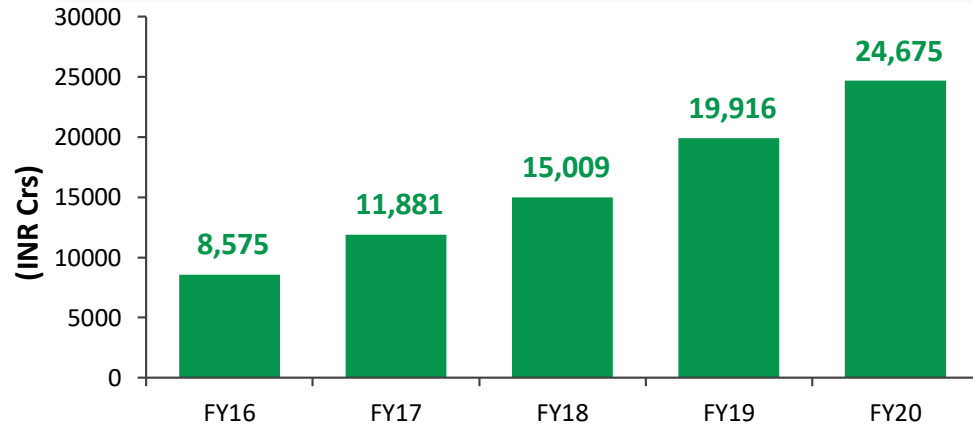
## Sales Revenue per Retail Business Area sq ft#



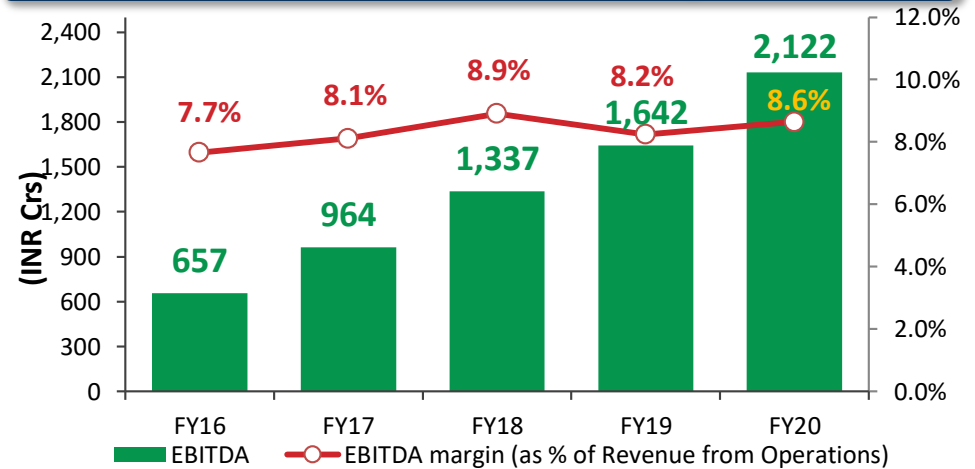
\*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal Year  
 #: Annualized revenue from sales calculated on the basis of 366 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal Year

# Operating & Financial Summary (Cont'd.)

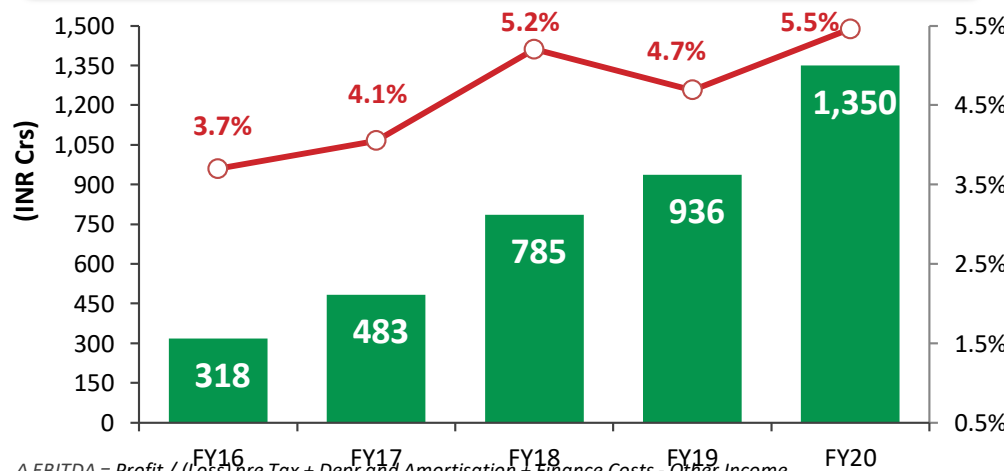
## Revenue from Operations



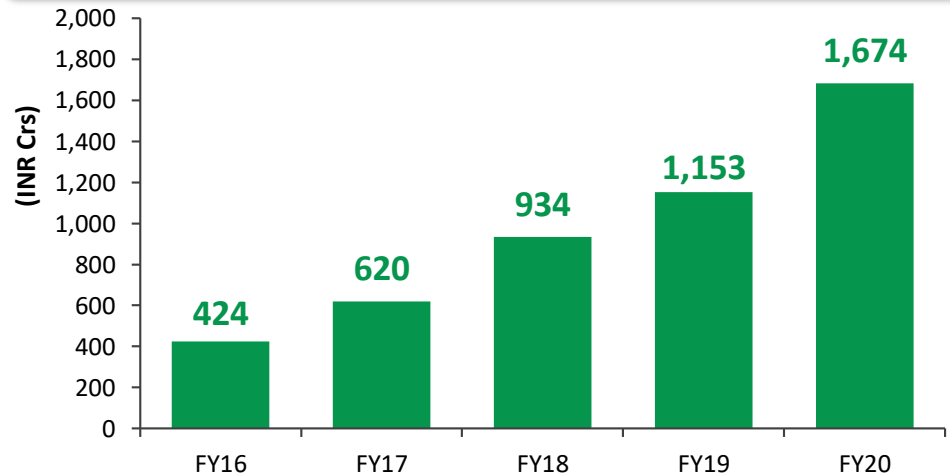
## EBITDA<sup>^</sup> & EBITDA Margin



## PAT & PAT margin



## Net Cash flow from Operations



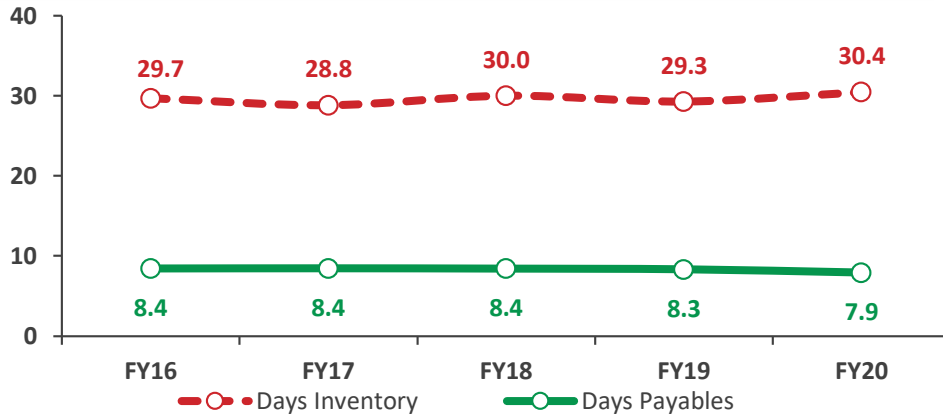
<sup>^</sup> EBITDA = Profit / (Loss) pre Tax + Depr and Amortisation + Finance Costs - Other Income

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

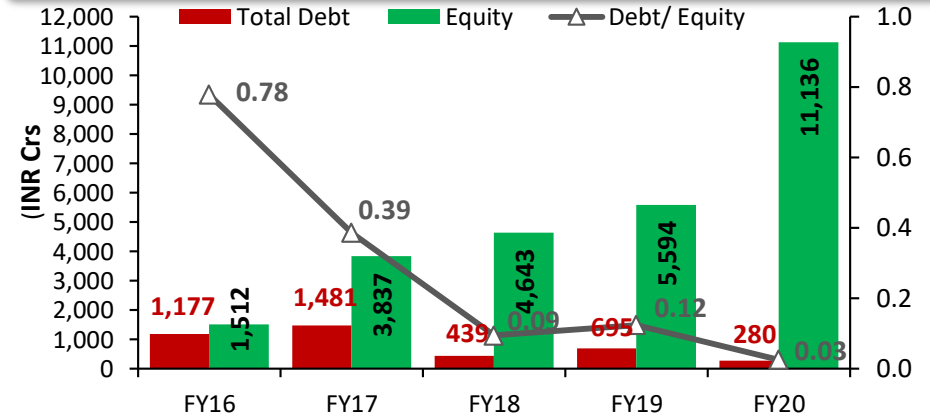
<sup>^</sup> EBITDA of FY20 includes gain of Rs. 84 crores due to impact of Ind As 116

# Operating & Financial Summary (Cont'd.)

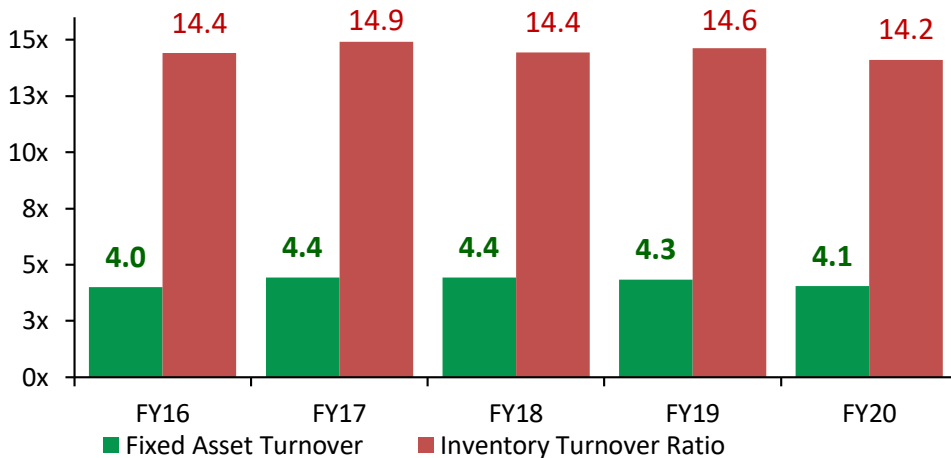
## Days Inventory & Days Payables



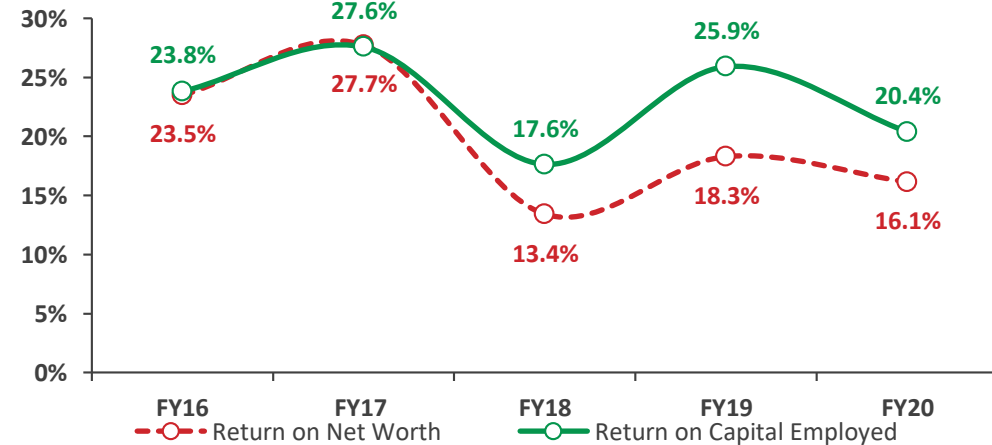
## Debt and Equity



## Fixed Asset\* and Inventory Turnover^ Ratio



## Return on Net Worth and ROCE



\* 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)\*366; Days Payables = (Average Payables / COGS)\*366

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)

\* Proceeds from IPO (received on 18<sup>th</sup> March, 2017) have not been considered for FY17

# Key Financials – Avenue Supermarts Limited

## Standalone and Consolidated Abridged Profit & Loss Account for YE 31 March 2020

### STANDALONE

Rs Crs	YE 31Mar 2020	YE 31Mar 2019	M20 / M19
Sales	24675.0	19916.3	23.9%
Tot Inc	24738.3	19967.7	23.9%
COGS	21015.9	16979.9	23.8%
<i>GC</i>	14.83%	14.74%	9 bps
Empl Exp	424.7	335.0	26.8%
<i>% of Tot Inc</i>	6.82%	6.64%	18 bps
Other Exp	1112.2	959.1	16.0%
<i>% of Tot Inc</i>	17.86%	19.00%	-114 bps
EBITDA	2122.1	1642.2	29.2%
<i>EBITDA %</i>	8.60%	8.25%	35 bps
Fin Costs	62.8	47.2	33.1%
Dep & Amort	339.8	198.8	70.9%
PBT	1782.9	1447.6	23.2%
<i>PBT %</i>	7.21%	7.25%	-4 bps
<i>Tax</i>	433.0	511.3	-15.3%
PAT	1349.9	936.4	44.2%
<i>PAT %</i>	5.46%	4.69%	77 bps

### CONSOLIDATED

YE 31Mar 2020	YE 31Mar 2019	M20 / M19
24870.2	20004.5	24.3%
24930.2	20052.9	24.3%
21102.9	17000.8	24.1%
15.15%	15.02%	13 bps
456.1	355.4	28.3%
7.25%	7.00%	25 bps
1182.9	1015.0	16.5%
18.80%	20.00%	-120 bps
2128.3	1633.3	30.3%
8.56%	8.16%	39 bps
69.1	47.2	46.4%
374.4	212.5	76.2%
1744.8	1421.9	22.7%
7.00%	7.09%	-9 bps
443.8	519.5	-14.6%
1301.0	902.5	44.2%
5.22%	4.50%	72 bps

# Abridged Profit & Loss Account for YE 31 March 2020

## Key Subsidiaries

### Align Retail Trades Ltd

Rs Crs	YE 31Mar 2020	YE 31Mar 2019	M20 / M19
Sales	1177.6	920.1	28.0%
Tot Inc	1178.1	920.1	28.0%
COGS	1120.1	882.6	26.9%
GC	4.88%	4.08%	81 bps
Empl Exp	4.8	4.3	11.9%
% of Tot Inc	0.41%	0.47%	-6 bps
Other Exp	15.4	14.1	9.3%
% of Tot Inc	1.31%	1.53%	-22 bps
EBITDA	37.3	19.1	94.9%
EBITDA %	3.17%	2.08%	109 bps
Fin Costs	0.6	1.8	-64.0%
Dep/Amort	4.0	1.8	119.1%
PBT	33.2	15.6	113.1%
PBT %	2.82%	1.69%	113 bps
Tax	8.4	5.5	53.8%
PAT	24.8	10.1	145.3%
PAT %	2.10%	1.10%	101 bps

### Avenue ECommerce Ltd

YE 31Mar 2020	YE 31Mar 2019	M20 / M19
354.0	143.6	146.5%
354.6	144.2	145.9%
317.7	127.8	148.7%
10.25%	11.03%	-78 bps
26.6	16.1	65.1%
7.50%	11.20%	-370 bps
50.8	40.1	74.2%
14.35%	27.94%	-820 bps
-41.0	-40.4	49.1%
-11.59%	-28.11%	1112 bps
6.5	0.0	0.0%
32.7	11.1	33.6%
-79.7	-50.8	46.3%
-22.51%	-35.39%	1439 bps
-	-	-
-79.7	-50.8	46.3%
-22.51%	-35.39%	1439 bps

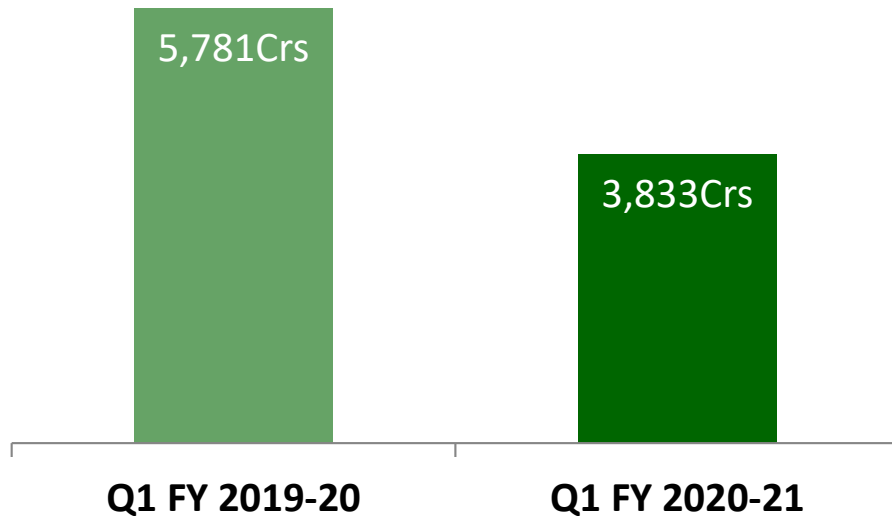
### Avenue Food Plaza Ltd

YE 31Mar 2020	YE 31Mar 2019	M20 / M19
32.4	23.6	37.3%
33.4	24.4	36.8%
16.7	10.6	58.4%
48.31%	55.20%	-689 bps
0.0	0.0	-5.9%
0.01%	0.02%	-1 bps
7.2	5.2	37.2%
22.09%	22.11%	-1 bps
8.5	7.8	8.8%
26.20%	33.07%	-687 bps
-	0.0	-100.0%
0.8	0.7	14.2%
8.7	7.9	9.7%
26.70%	33.42%	-672 bps
2.4	2.2	6.8%
6.29	5.7	10.9%
18.84%	24.05%	-520 bps

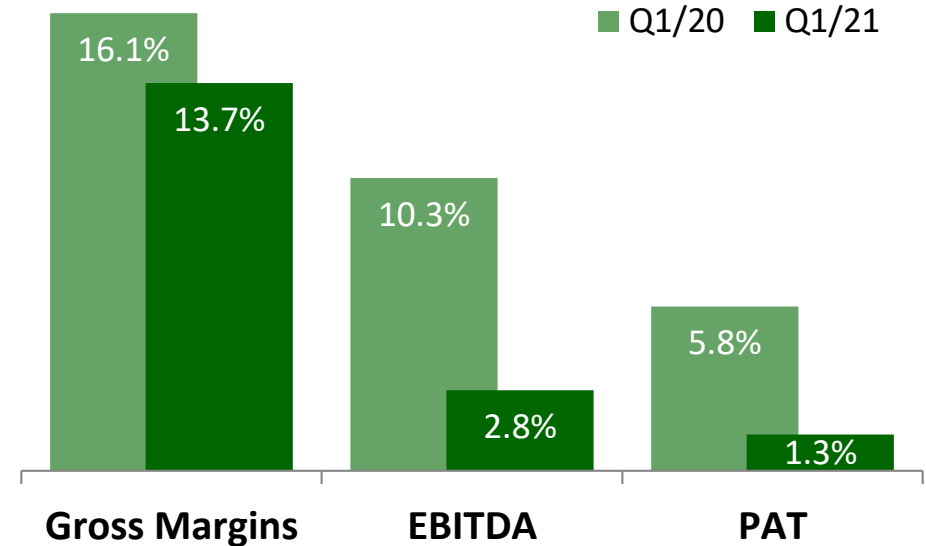
# Q1 FY 2020-21 Update

2 New Stores Opened

## Revenue from Operations



## Margin Performance



## Impediments for Customers access

- ❑ Significantly lower Operating Hours with many stores closed
- ❑ City / Town Travel Restrictions imposed (<2km)
- ❑ Restricted Customer Entry per hour

## Unavoidable Margin Dilution

- ❑ Buying focussed on essentials, discretionary items barred till first fortnight of May
- ❑ Pandemic Support Costs for frontline staff
- ❑ No employee retrenchment

**Thank you!**