

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

2nd August, 2022

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 2022

Dear Sir/ Madam,

With reference to our letter dated 21st July, 2022 in respect of intimation of Analyst/ Investor Meet 2022 scheduled to be held on 4th August, 2022, please find enclosed herewith presentation for the said meeting.

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

Kindly take the same on record.

Yours faithfully

For Avenue Supermarts Limited



Ashu Gupta

Company Secretary & Compliance Officer



Corporate Presentation

D Mart
Daily Discounts Daily Savings

August
2022

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2. Operating & Financial Summary



Business Overview

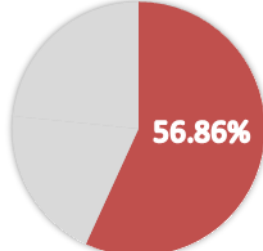
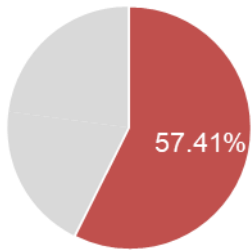
Key Product Categories

Foods

Share of Revenue

FY21

FY22



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



Fruits & Vegetables



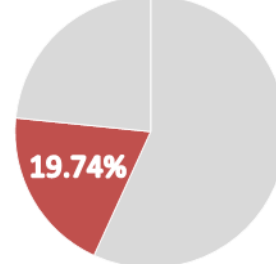
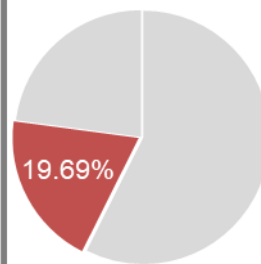
Cooking Oils

Non-Foods (FMCG)

Share of Revenue

FY21

FY22



Home Care



Personal Care



Toiletries



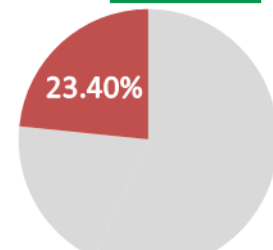
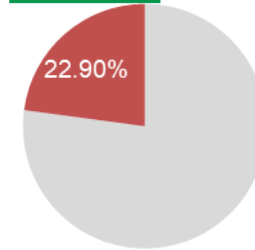
Other over the counter products

General Merchandise & Apparel

Share of Revenue

FY21

FY22



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

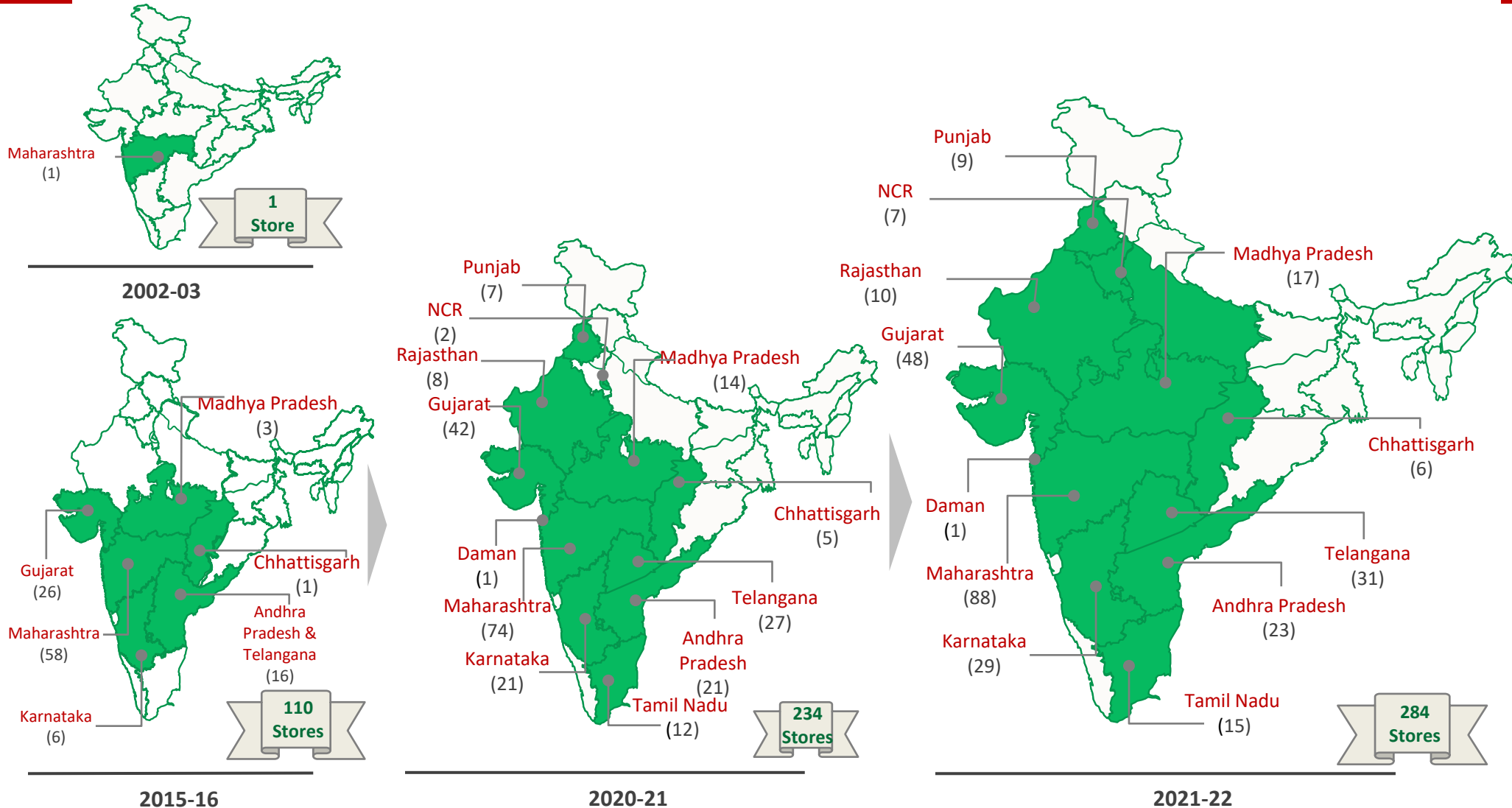


Footwear



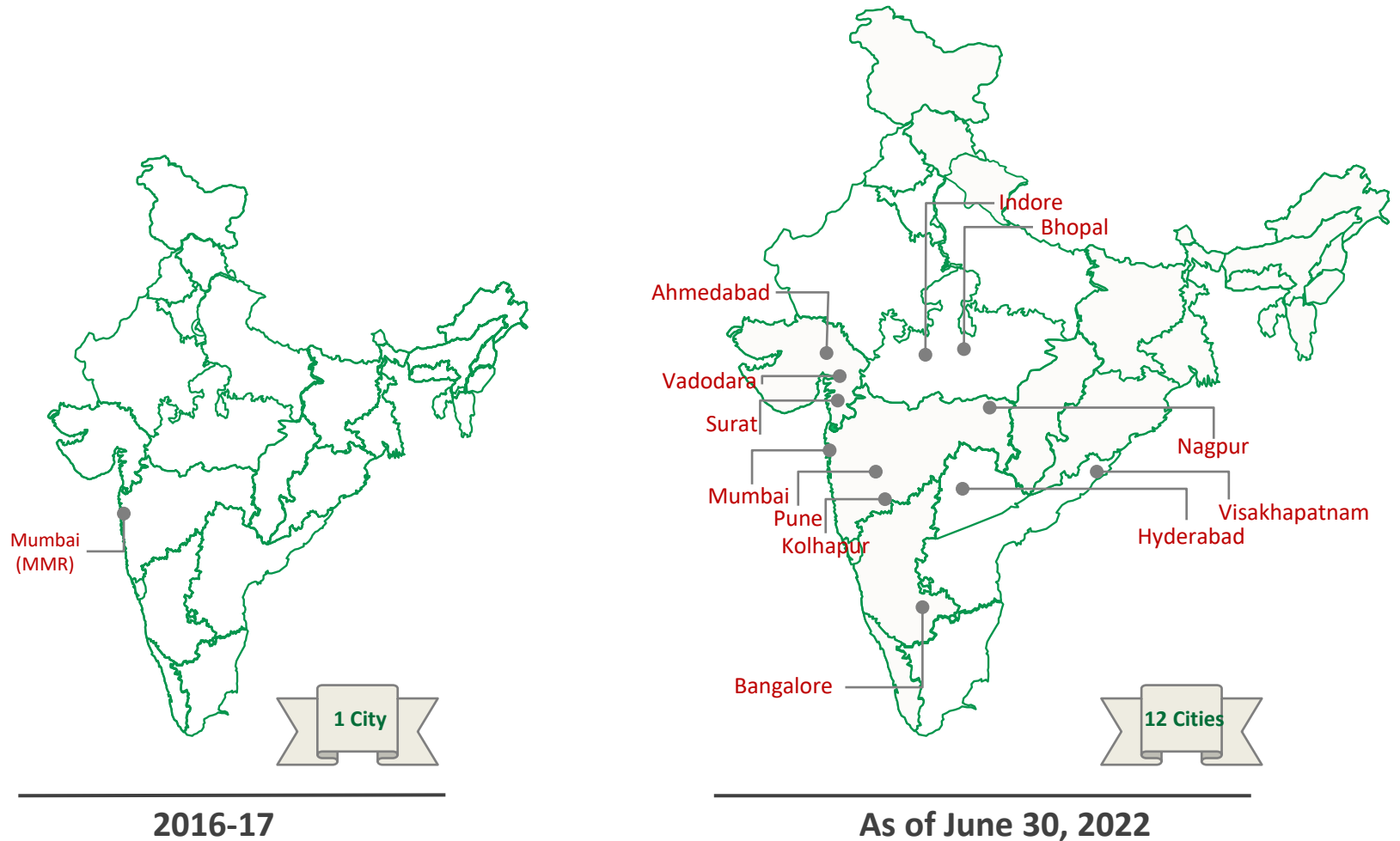
Home Appliances

DMart Stores – Cluster Based Expansion Strategy Continues

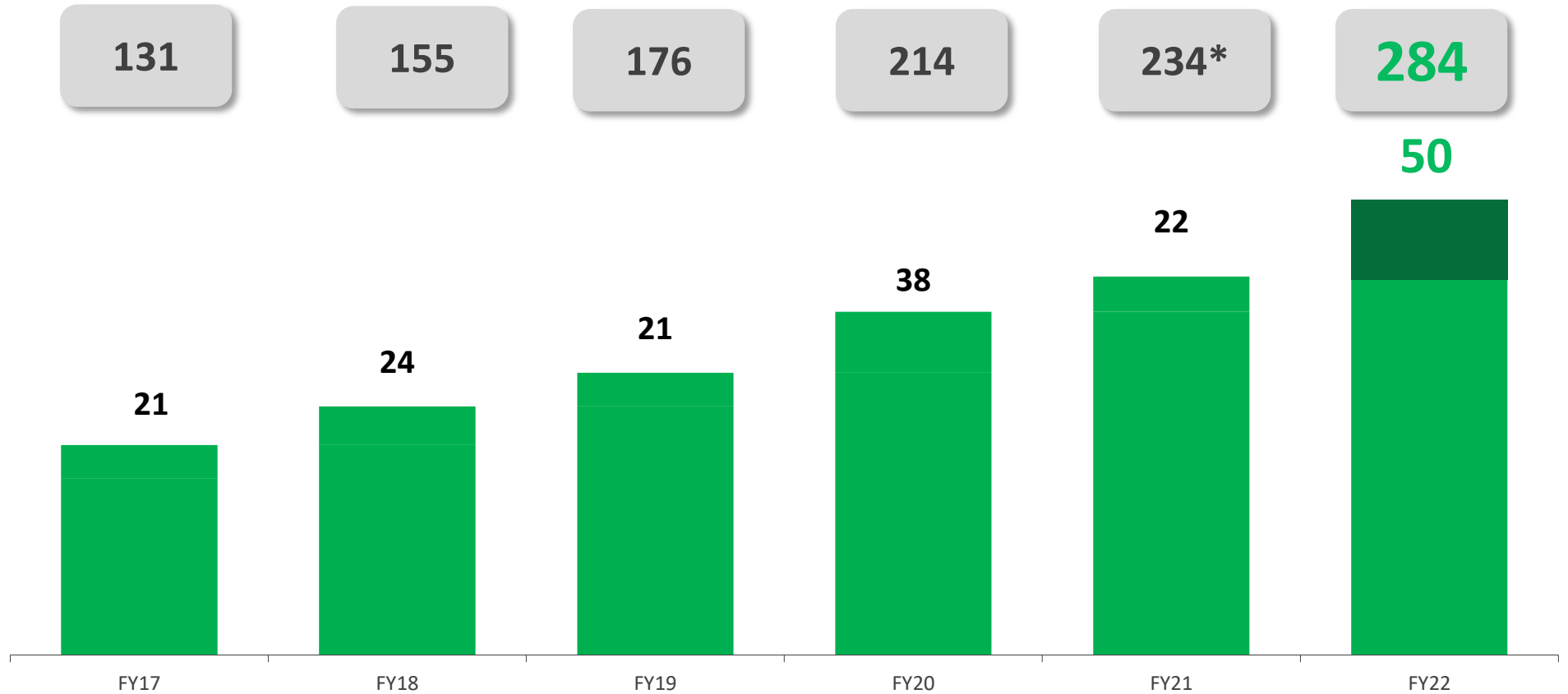


Numbers in bracket represent stores in that particular state

DMart Ready – Gradual Expansion in Large Towns



Year Wise DMart Store Additions



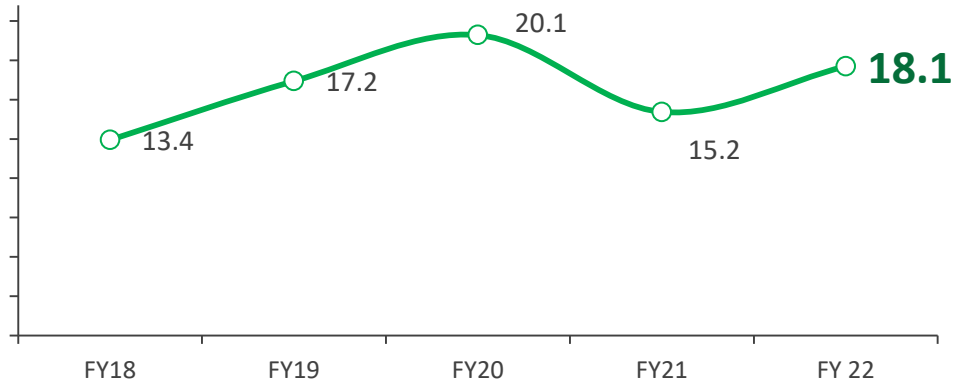
** During FY21, we opened 22 new stores and converted 2 stores into Fulfilment Centers for Avenue E-Commerce Limited*



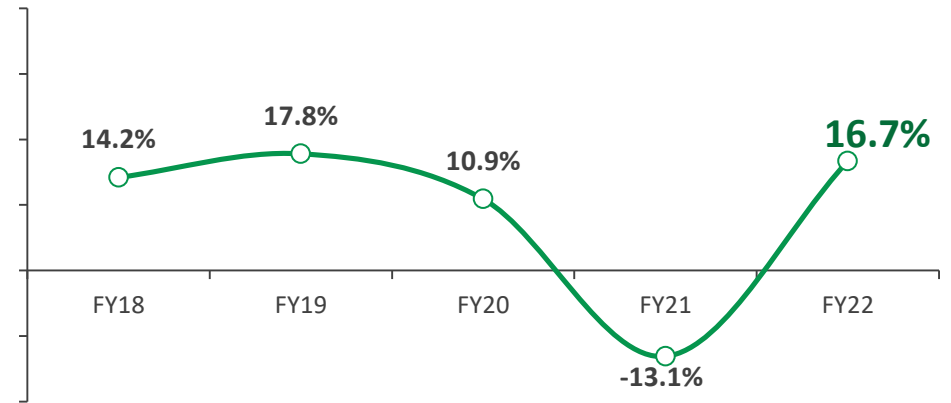
Operating & Financial Summary

Operating & Financial Summary

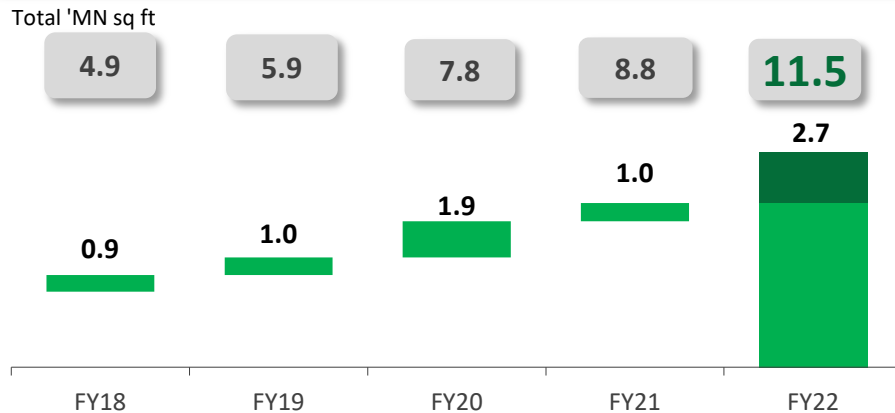
Total Bills Cuts (in Crs)



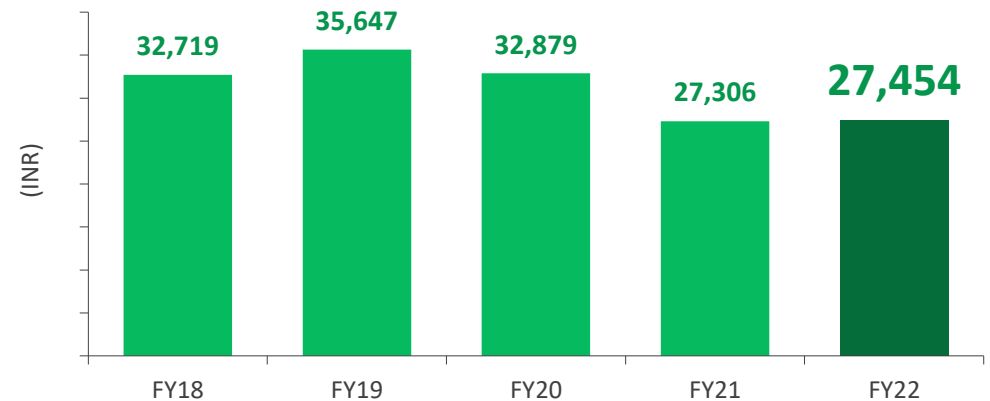
Like For Like Growth (24 Months)*



Retail Business Area at Fiscal End



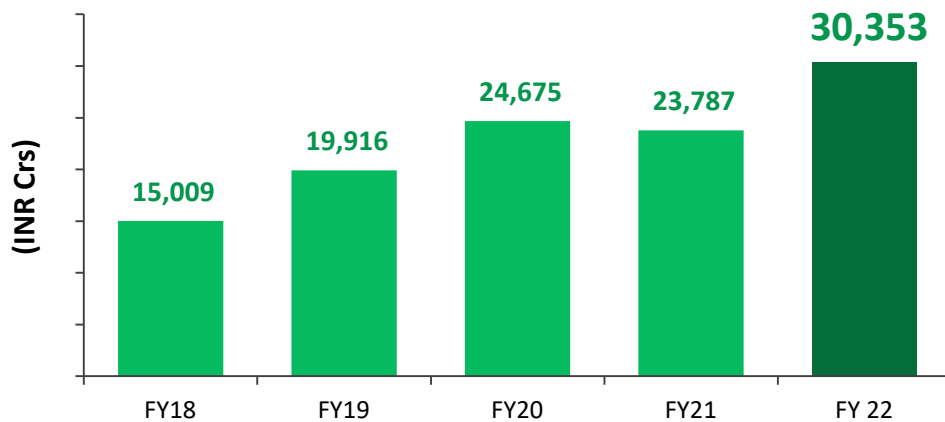
Revenue from Sales per Retail Business Area sq ft#



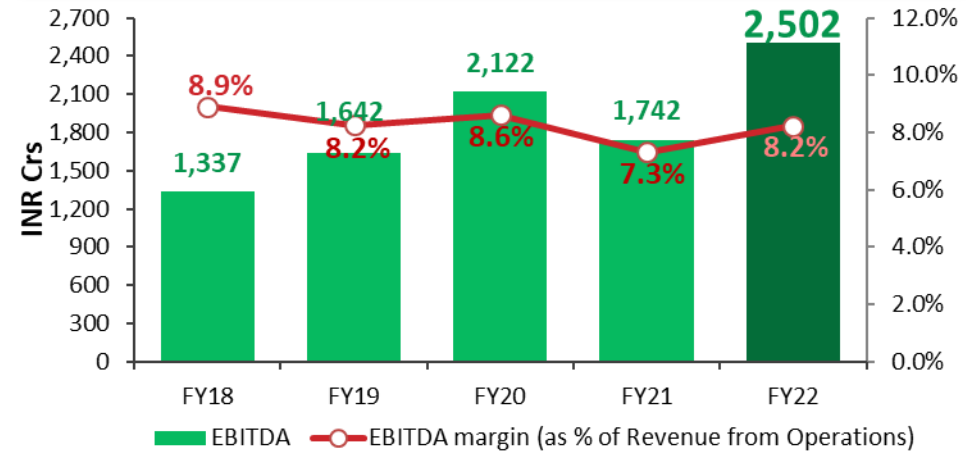
*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal Year
#: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal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

Operating & Financial Summary (Cont'd.)

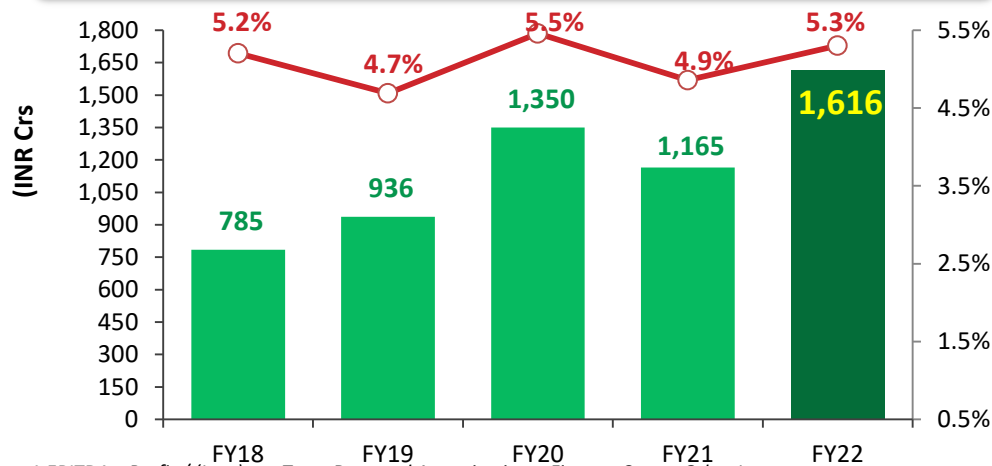
Revenue from Operations



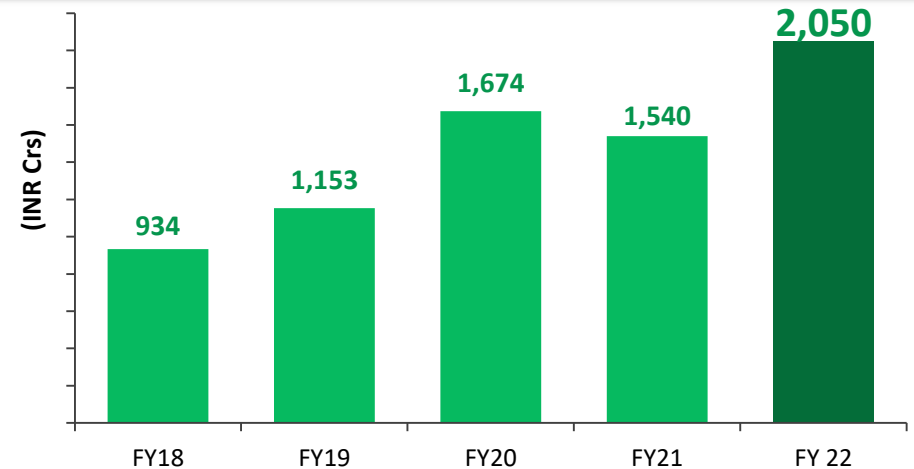
EBITDA[^] & EBITDA Margin



PAT & PAT margin



Net Cash flow from Operations

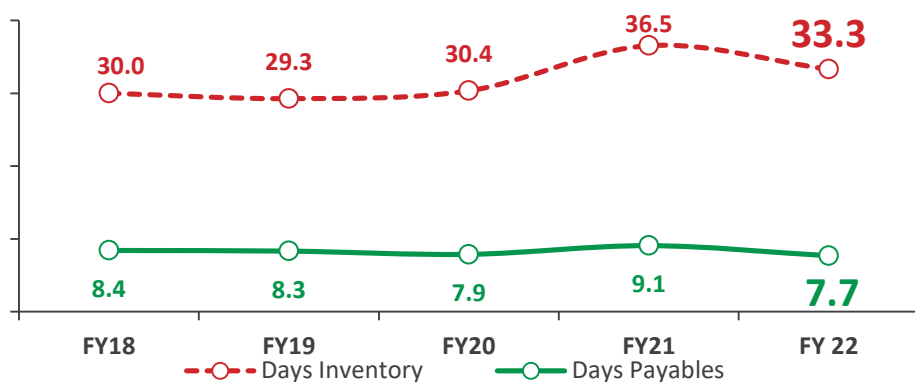


[^] EBITDA = Profit / (Loss) pre Tax + Depr and Amortisation + Finance Costs - Other Income

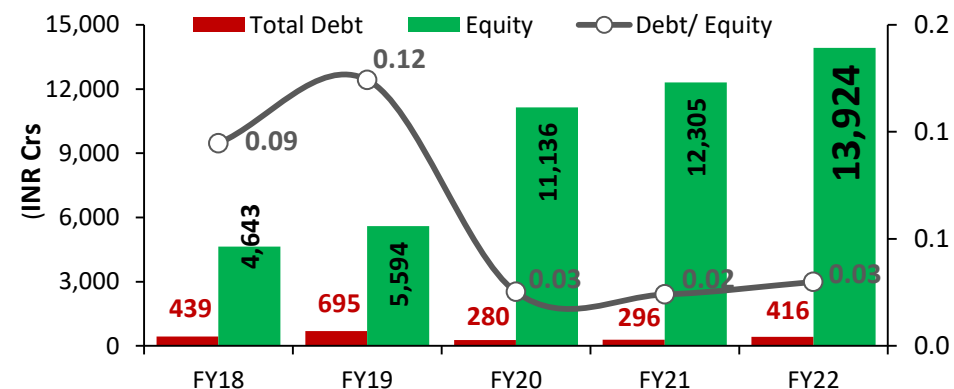
* Revenue from operations is including other operating income and excluding other income

Operating & Financial Summary (Cont'd.)

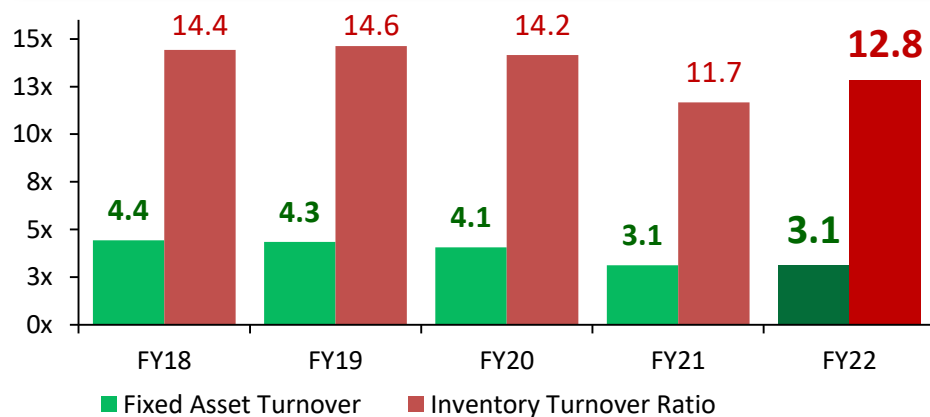
Days Inventory & Days Payables



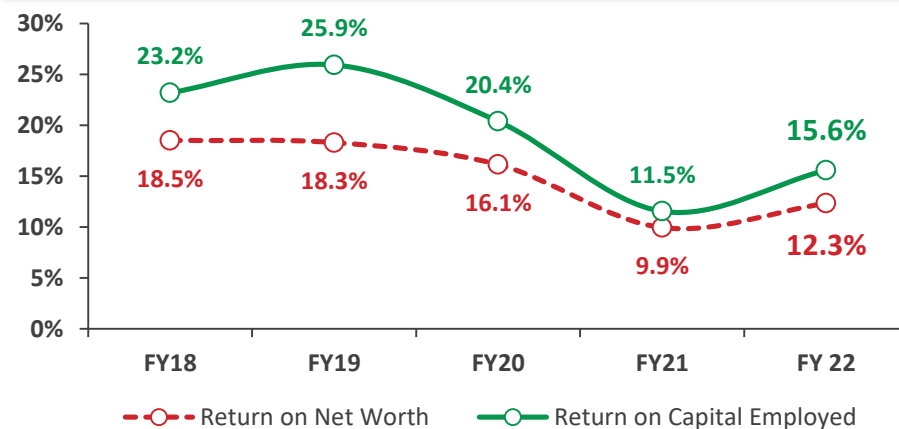
Debt and Equity



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 & Loss Account for YE 31 March 2022

Standalone

Rs Crs	YE Mar 2022	YE Mar 2021	YE Mar 22 / Mar 21
Sales	30,352.5	23,787.2	27.6%
Tot Inc	30,493.4	23,996.1	27.1%
COGS	26,052.7	20,356.3	28.0%
GC	14.17%	14.42%	-26 bps
Empl Exp	548.2	495.1	10.7%
% of Tot Inc	1.80%	2.06%	-27 bps
Other Exp	1,250.1	1,194.0	4.7%
% of Tot Inc	4.10%	4.98%	-88 bps
EBITDA	2,501.5	1,741.7	43.6%
EBITDA %	8.24%	7.32%	92 bps
Fin Costs	39.6	34.5	14.8%
Dep & Amort	421.1	371.4	13.4%
PBT	2,181.7	1,544.8	41.2%
PBT %	7.15%	6.44%	72 bps
Tax	565.6	379.5	49.0%
PAT	1,616.2	1,165.3	38.7%
PAT %	5.30%	4.86%	44 bps

Consolidated

Rs Crs	YE Mar 2022	YE Mar 2021	YE Mar 22 / Mar 21
Sales	30,976.3	24,143.1	28.3%
Tot Inc	31,093.8	24,339.3	27.8%
COGS	26,397.4	20,554.7	28.4%
GC	14.78%	14.86%	-8 bps
Empl Exp	616.2	536.6	14.8%
% of Tot Inc	1.98%	2.20%	-22 bps
Other Exp	1,464.2	1,308.8	11.9%
% of Tot Inc	4.71%	5.38%	-67 bps
EBITDA	2,498.5	1,743.1	43.3%
EBITDA %	8.07%	7.22%	85 bps
Fin Costs	53.8	41.7	29.1%
Dep & Amort	498.1	414.2	20.3%
PBT	2,064.1	1,483.5	39.1%
PBT %	6.64%	6.09%	54 bps
Tax	571.7	384.0	48.9%
PAT	1,492.4	1,099.4	35.7%
PAT %	4.80%	4.52%	28 bps

Key Financials – Subsidiaries

Avenue E-Commerce Limited

Rs Crs	YE Mar 2022	YE Mar 2021	YE Mar 22 / Mar 21
Sales	1,667.2	791.3	110.7%
Tot Inc	1,668.5	793.1	110.4%
COGS	1,463.1	688.2	112.6%
GC	12.25%	13.03%	-78 bps
Empl Exp	54.3	35.5	52.9%
% of Tot Inc	3.26%	4.48%	-122 bps
Other Exp	189.4	97.0	95.3%
% of Tot Inc	11.35%	12.22%	-87 bps
EBITDA	-39.6	-29.4	34.6%
EBITDA %	-2.37%	-3.71%	134 bps
Fin Costs	18.2	8.9	104.4%
Dep & Amort	85.7	44.2	93.77%
PBT	-142.1	-80.6	76.2%
PBT %	-8.51%	-10.16%	165 bps
Tax	0.0	0.0	0.0%
PAT	-142.1	-80.6	76.2%
PAT %	-8.51%	-10.16%	165 bps

Avenue Food Plaza Limited

Rs Crs	YE Mar 2022	YE Mar 2021	YE Mar 22 / Mar 21
Sales	43.3	14.9	190.6%
Tot Inc	43.5	15.1	187.1%
COGS	25.3	10.3	146.1%
GC	41.61%	31.04%	1057 bps
Empl Exp	1.5	0.0	6157.4%
% of Tot Inc	3.51%	0.16%	335 bps
Other Exp	12.7	5.3	141.6%
% of Tot Inc	29.34%	34.85%	-551 bps
EBITDA	3.8	-0.7	-660.4%
EBITDA %	8.68%	-4.50%	1317 bps
Fin Costs	0.0	0.0	3.6%
Dep & Amort	3.3	2.1	59.7%
PBT	0.5	-2.5	-121.2%
PBT %	1.23%	-16.62%	1785 bps
Tax	0.2	-0.6	-136.4%
PAT	0.3	-1.9	-116.2%
PAT %	0.71%	-12.56%	1327 bps

Align Retail Trades Limited

Rs Crs	YE Mar 2022	YE Mar 2021	YE Mar 22 / Mar 21
Sales	1,587.1	1296.2	22.4%
Tot Inc	1,587.3	1296.2	22.5%
COGS	1,529.9	1246.9	22.7%
GC	3.60%	3.80%	-19 bps
Empl Exp	8.2	5.9	39.5%
% of Tot Inc	0.52%	0.45%	6 bps
Other Exp	22.3	18.8	18.8%
% of Tot Inc	1.41%	1.45%	-4 bps
EBITDA	26.6	24.5	8.7%
EBITDA %	1.68%	1.89%	-21 bps
Fin Costs	0.3	0.4	-38.7%
Dep & Amort	3.6	3.5	2.22%
PBT	23.0	20.7	11.3%
PBT %	1.45%	1.59%	-14 bps
Tax	5.9	4.9	20.4%
PAT	17.1	15.8	8.5%
PAT %	1.08%	1.22%	-14 bps

Thank you!