

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

16th October, 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: H1 FY 2023 Earnings Update Presentation

Dear Sir/ Madam,

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings update presentation of the Company for the half year ended 30th September, 2022.

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

H1/FY2023

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1. Business Overview

2. Operating & Financial Summary



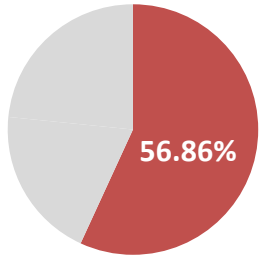
Business Overview

Key Product Categories

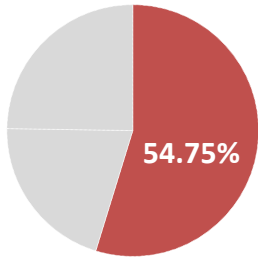
Foods

Share of Revenue

FY22



H123



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



Fruits & Vegetables

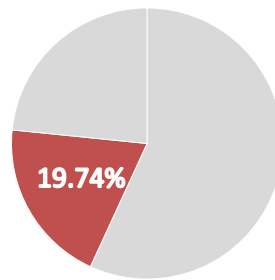


Cooking Oils

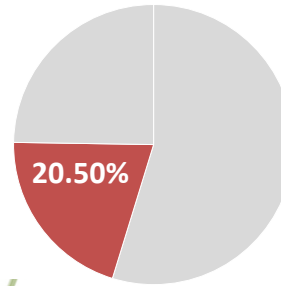
Non-Foods (FMCG)

Share of Revenue

FY22



H123



Home Care



Personal Care



Toiletries

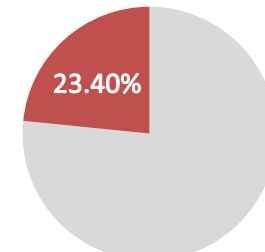


Other over the counter products

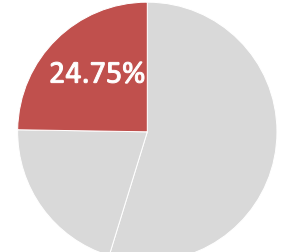
General Merchandise & Apparel

Share of Revenue

FY22



H123



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

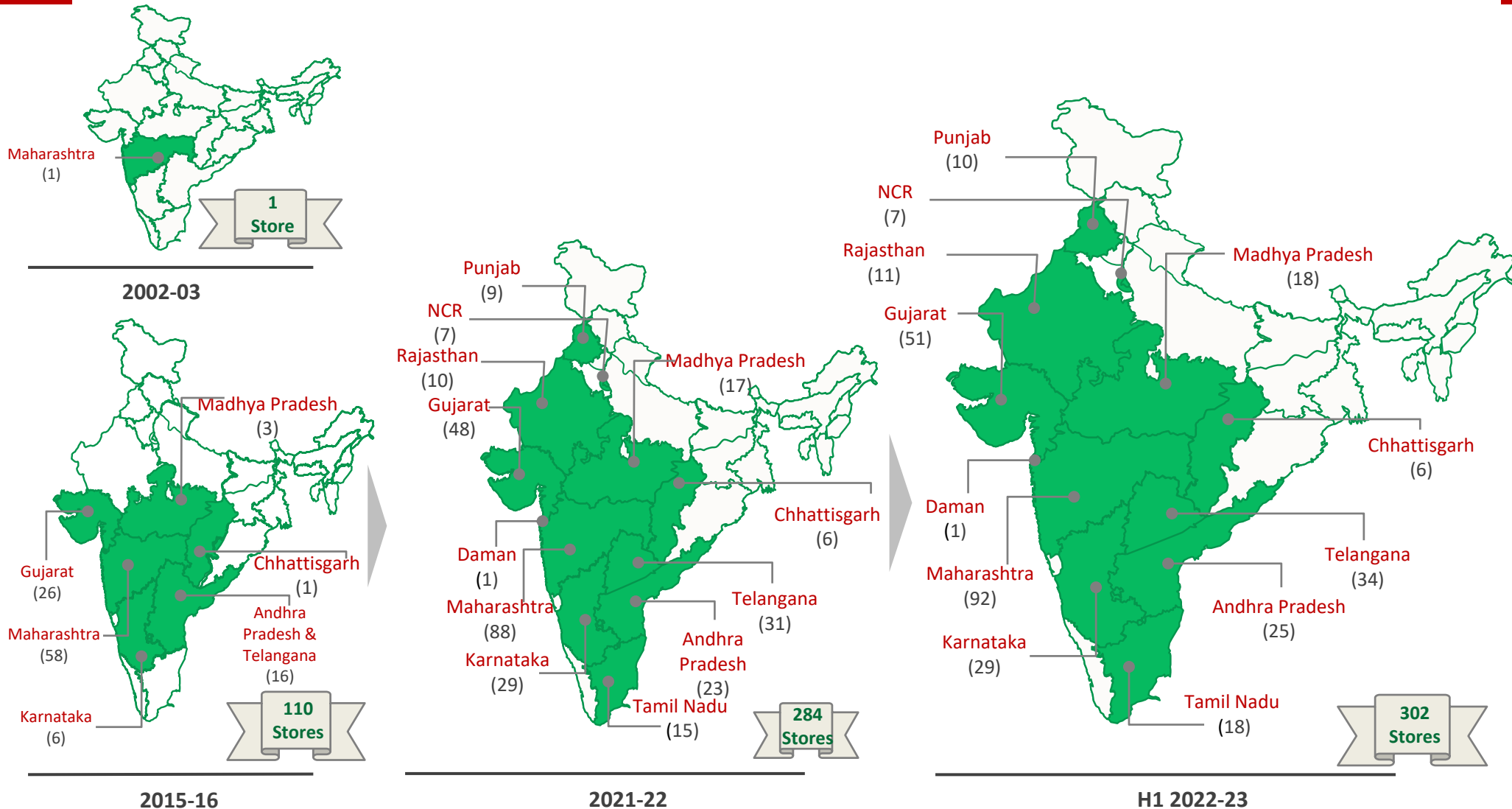


Footwear



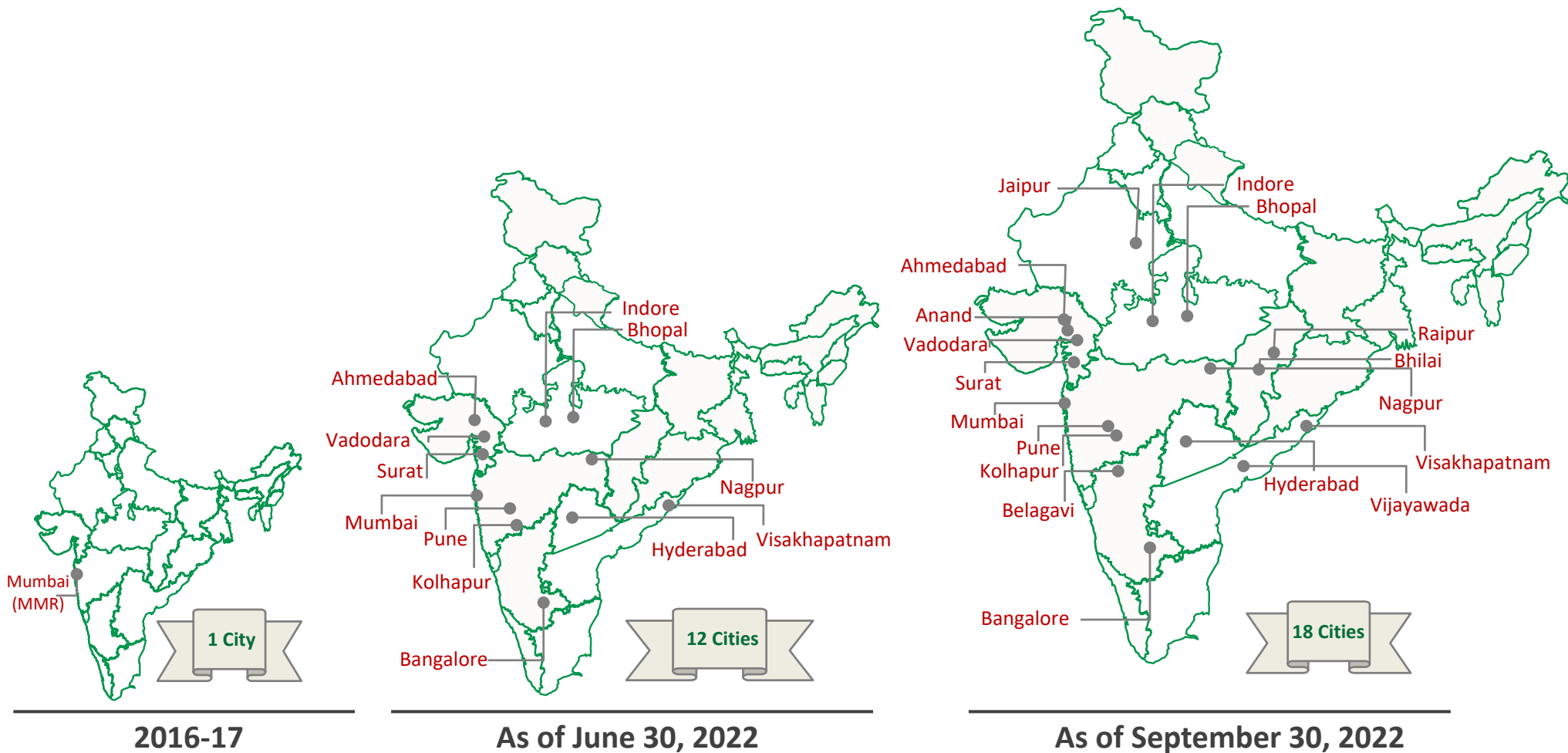
Home Appliances

Cluster Based Expansion Strategy Continues

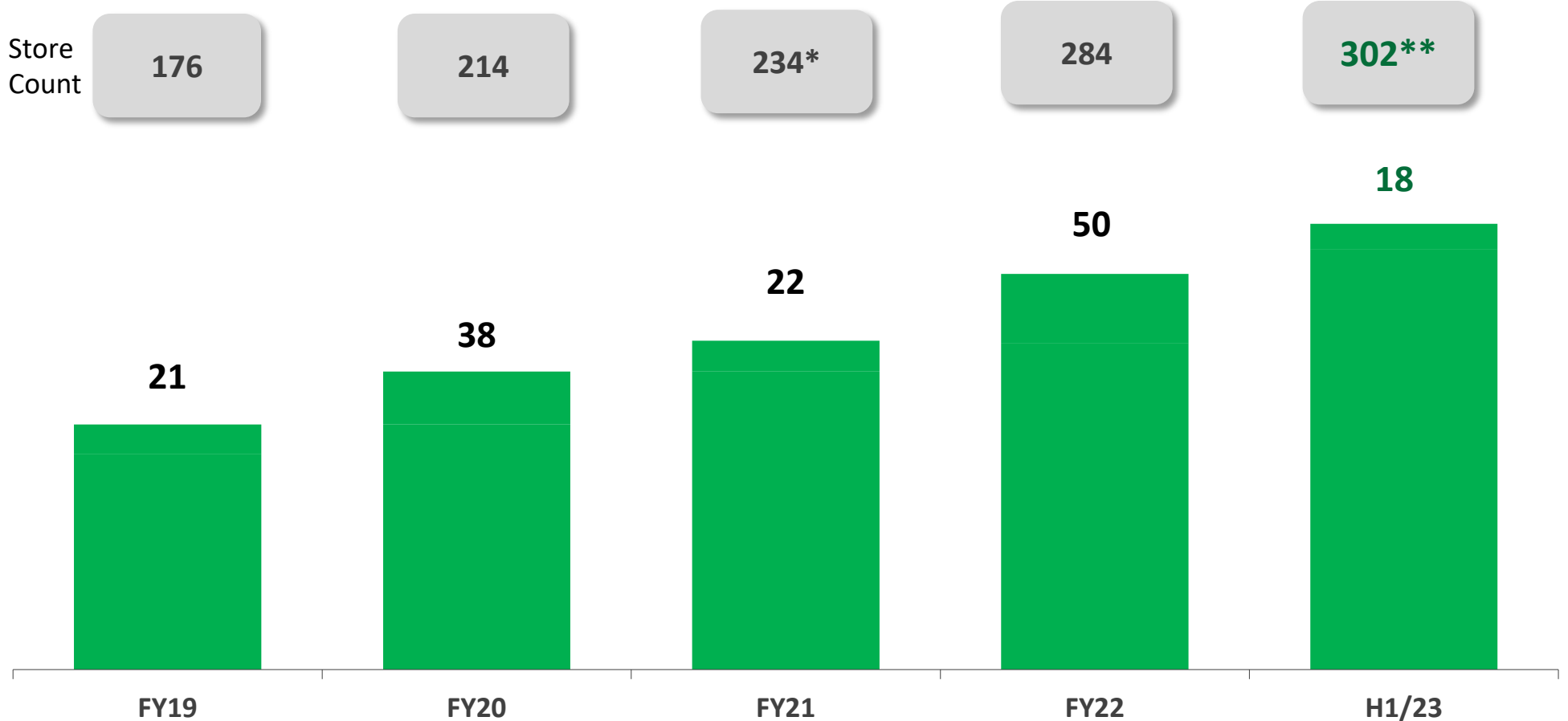


Numbers in bracket represent stores in that particular state

DMart Ready – Gradual Expansion in Large Towns



Year Wise Store Additions

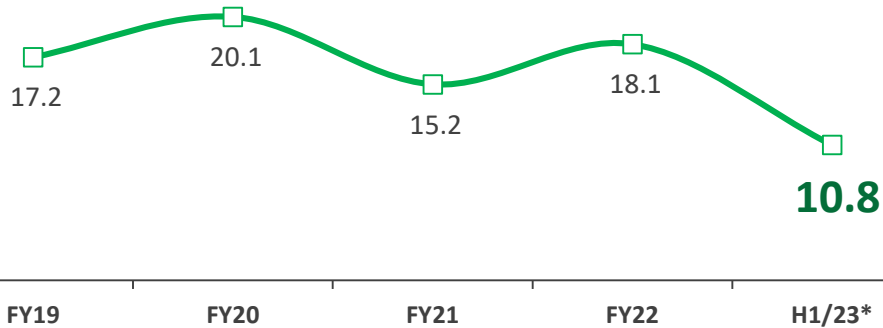


* During FY21, we opened 22 new stores and converted 2 stores into Fulfilment Centers for Avenue E-Commerce Limited

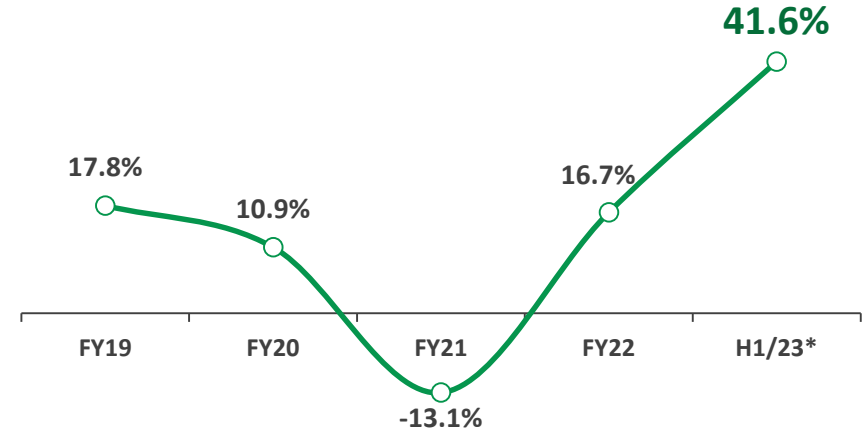
** One Fulfilment Center of Avenue E-Commerce Limited was reconverted to DMart Store in H1/23

Operating & Financial Summary

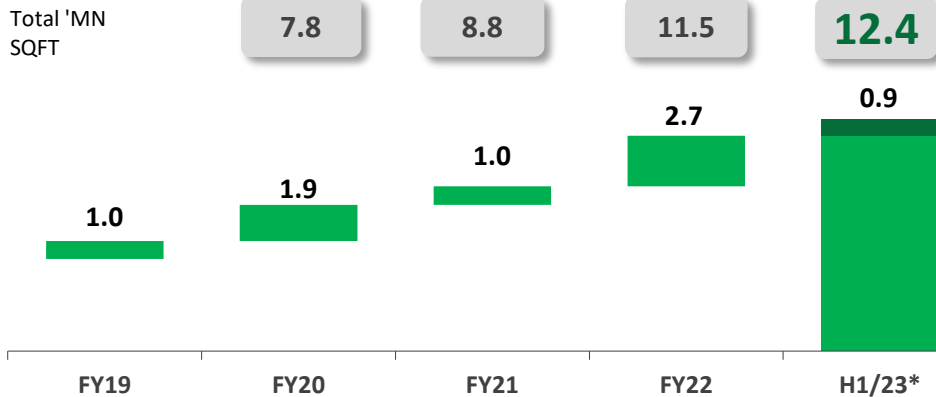
Total Bills Cuts (in Crs)



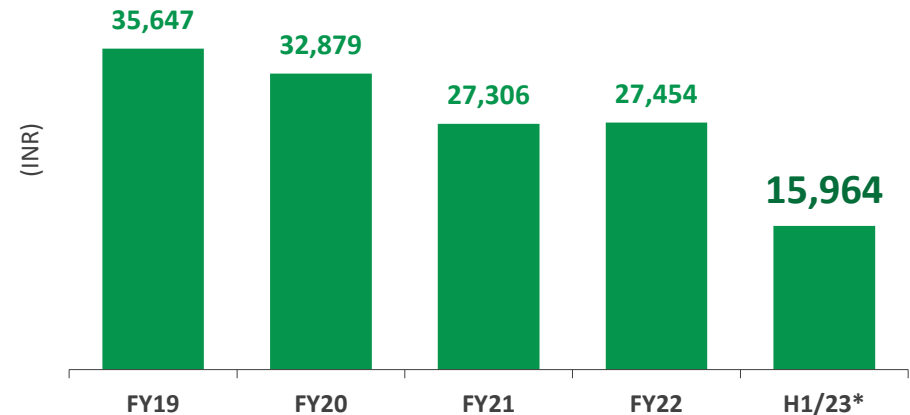
Like For Like Growth (24 Months)**



Retail Business Area at Fiscal End



Revenue from Sales per Retail Business Area sq ft#



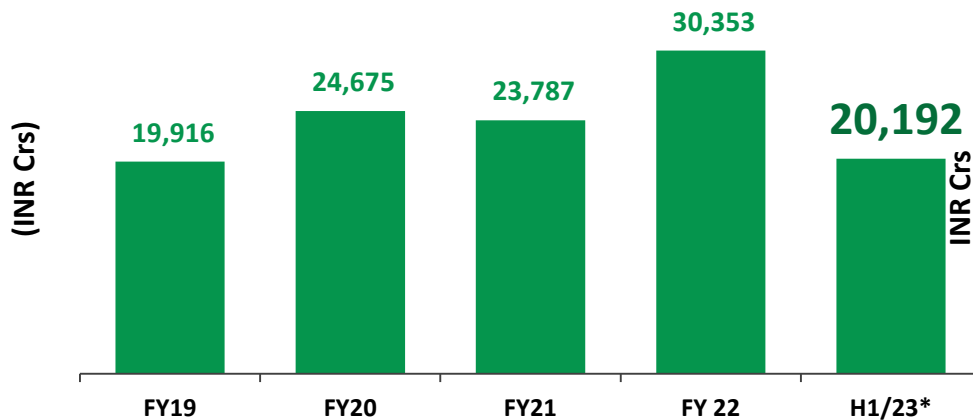
* All data for H1/23 corresponds to performance indicators for six months ending 30/9/22

** 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 the period

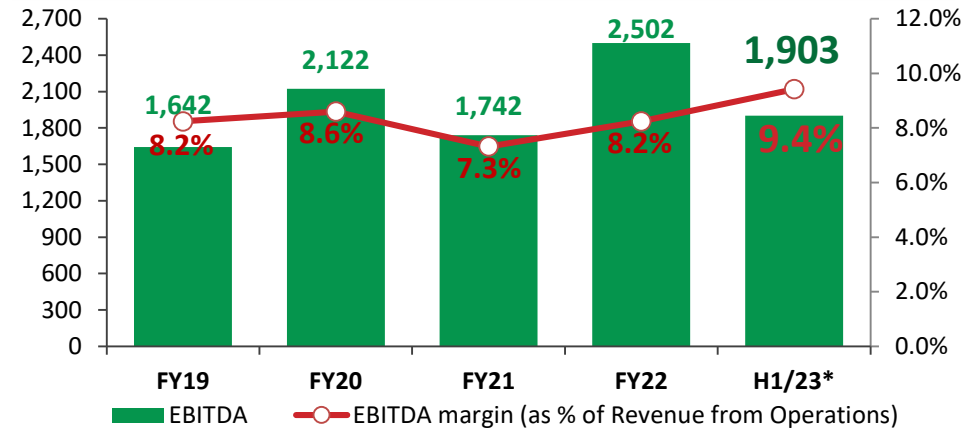
Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal Year (computed for 183 days in H1/23)

Operating & Financial Summary (Cont'd.)

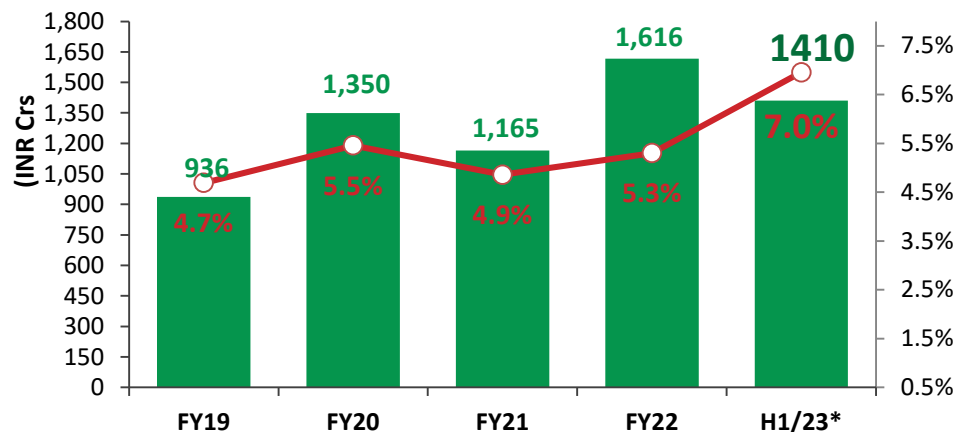
Revenue from Operations



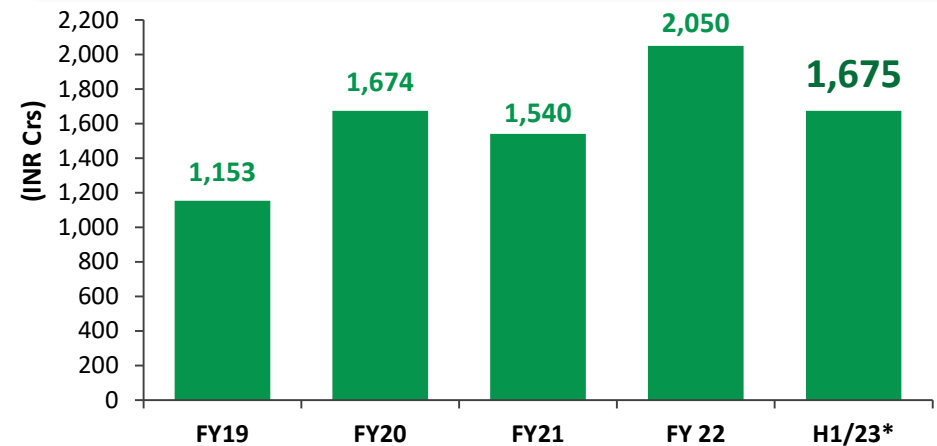
EBITDA[^] & EBITDA Margin



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

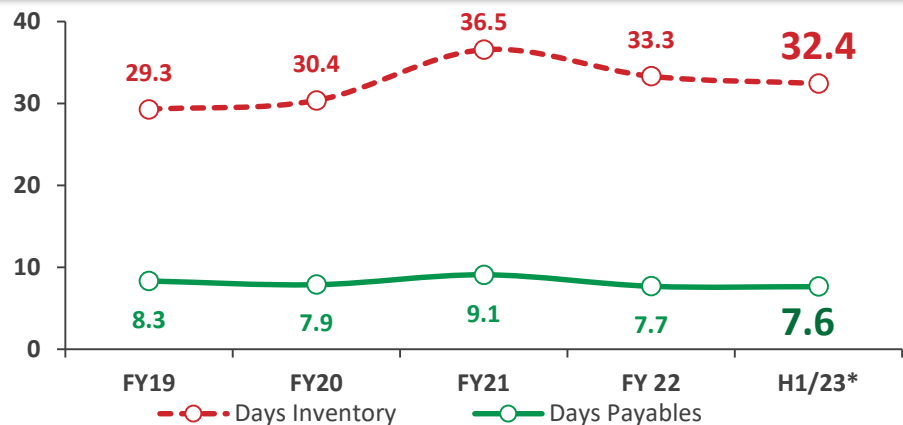
** PAT and PAT margin for H1/23 not comparable with prior periods due to one-off tax benefit in H1/23

* All data for H1/23 corresponds to performance indicators for six months ending 30/9/22

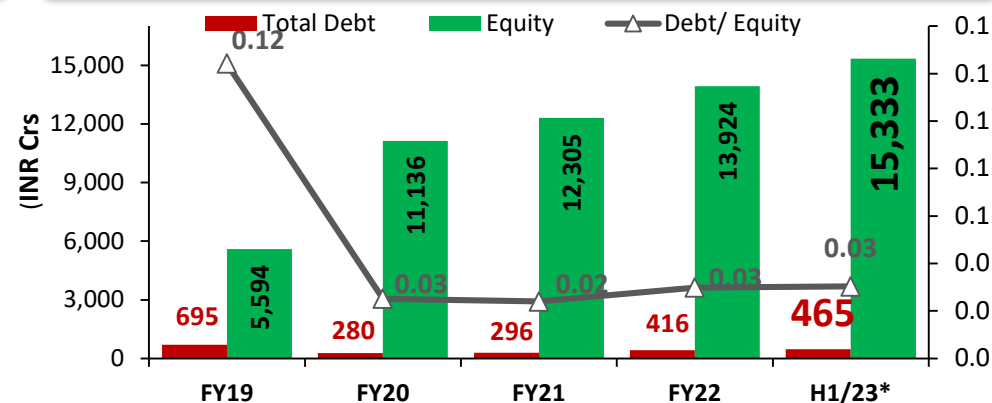
~ Net Cash Flow from Operations = PAT + Depreciation + Deferred Tax

Operating & Financial Summary (Cont'd.)

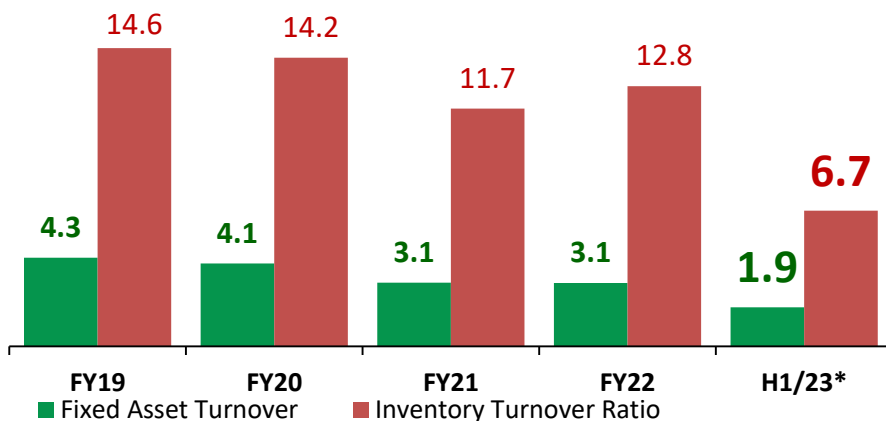
Days Inventory & Days Payables



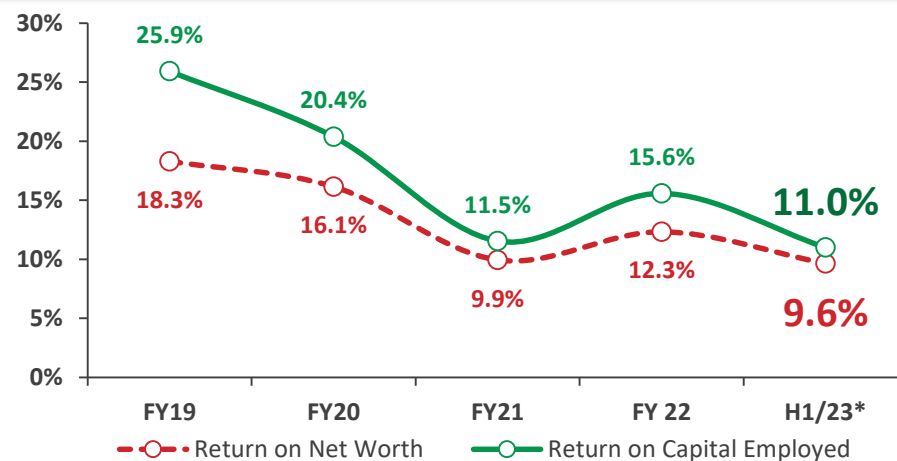
Debt and Equity



Fixed Asset** and Inventory Turnover^ Ratio



Return on Net Worth and Return on Capital Employed



* All data for H1/23 corresponds to performance indicators for six months ending 30/9/22

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

^ Inventory Turnover Ratio = Revenue from Operations/Average Inventory

Days Inventory = (Avg Inv / COGS)*365 ; Days Payables = (Avg Payables / COGS)*365 (183 for H1/23)

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)

Thank you!