

Avenue Supermarts Limited

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

Tel.: 91 22 33400500 • e-mail: info@dmartindia.com • Website: www.dmartindia.com

26th July, 2024

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 2024

Dear Sir/ Madam,

With reference to our letter dated 24th July, 2024 in respect of intimation of Analyst/ Investor Meet and one-on-one meetings scheduled to be held on 30th July, 2024 and 31st July, 2024, 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

Fiscal 2024

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2. Operating & Financial Summary



Business Overview

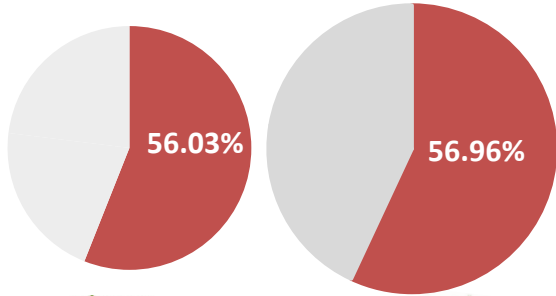
Key Product Categories

Foods

Share of Revenue

FY23

FY24

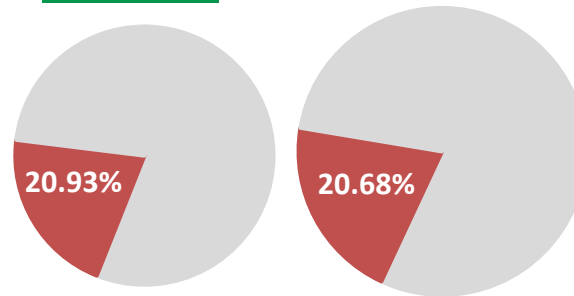


Non-Foods (FMCG)

Share of Revenue

FY23

FY24

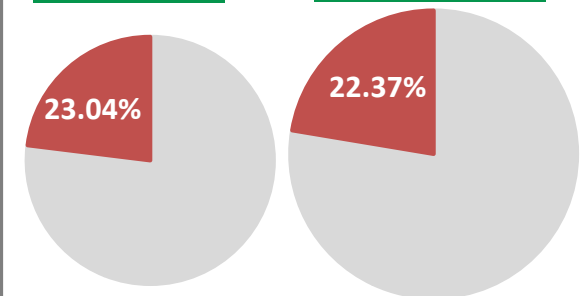


General Merchandise & Apparel

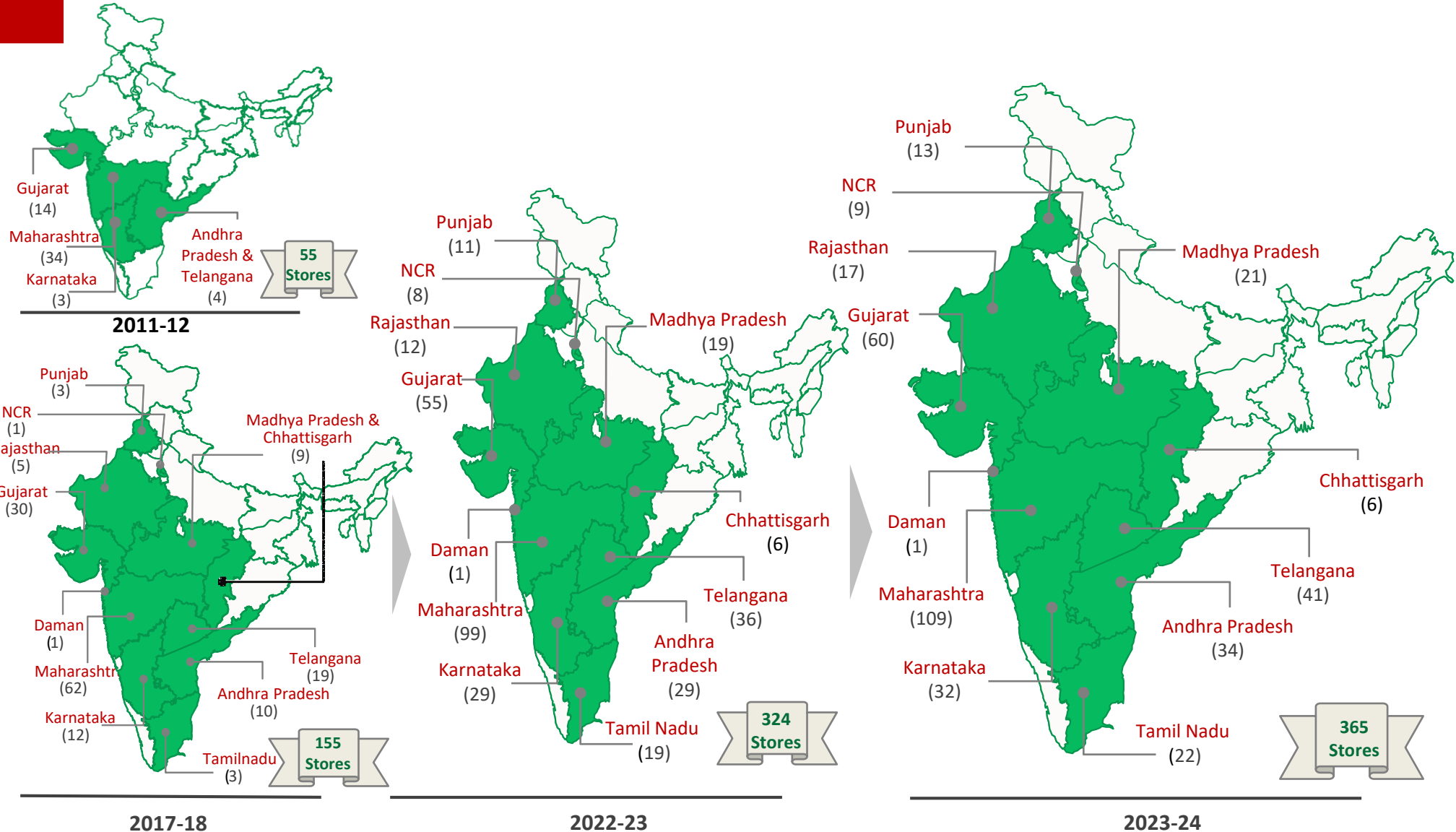
Share of Revenue

FY23

FY24

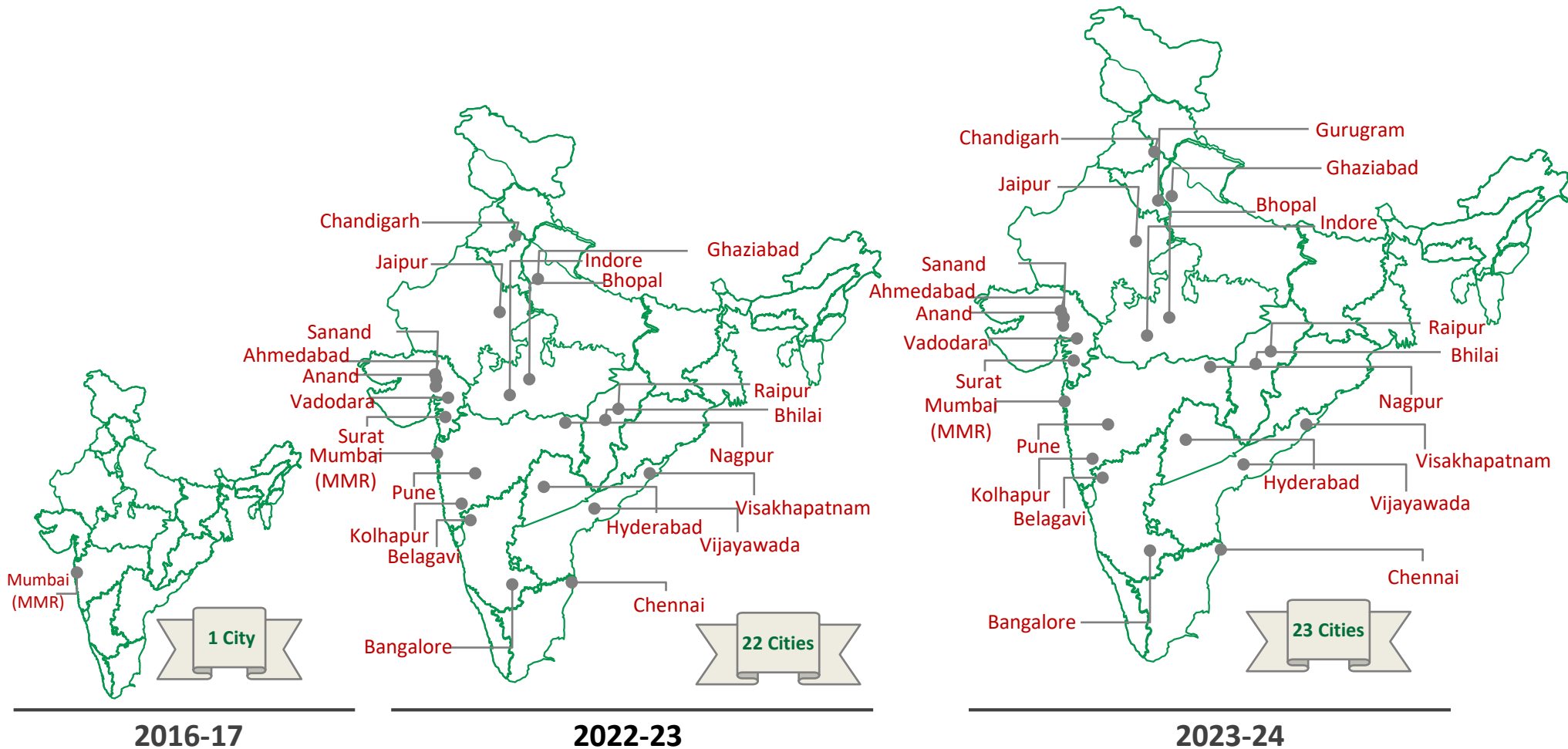


Cluster Based Expansion Strategy Continues

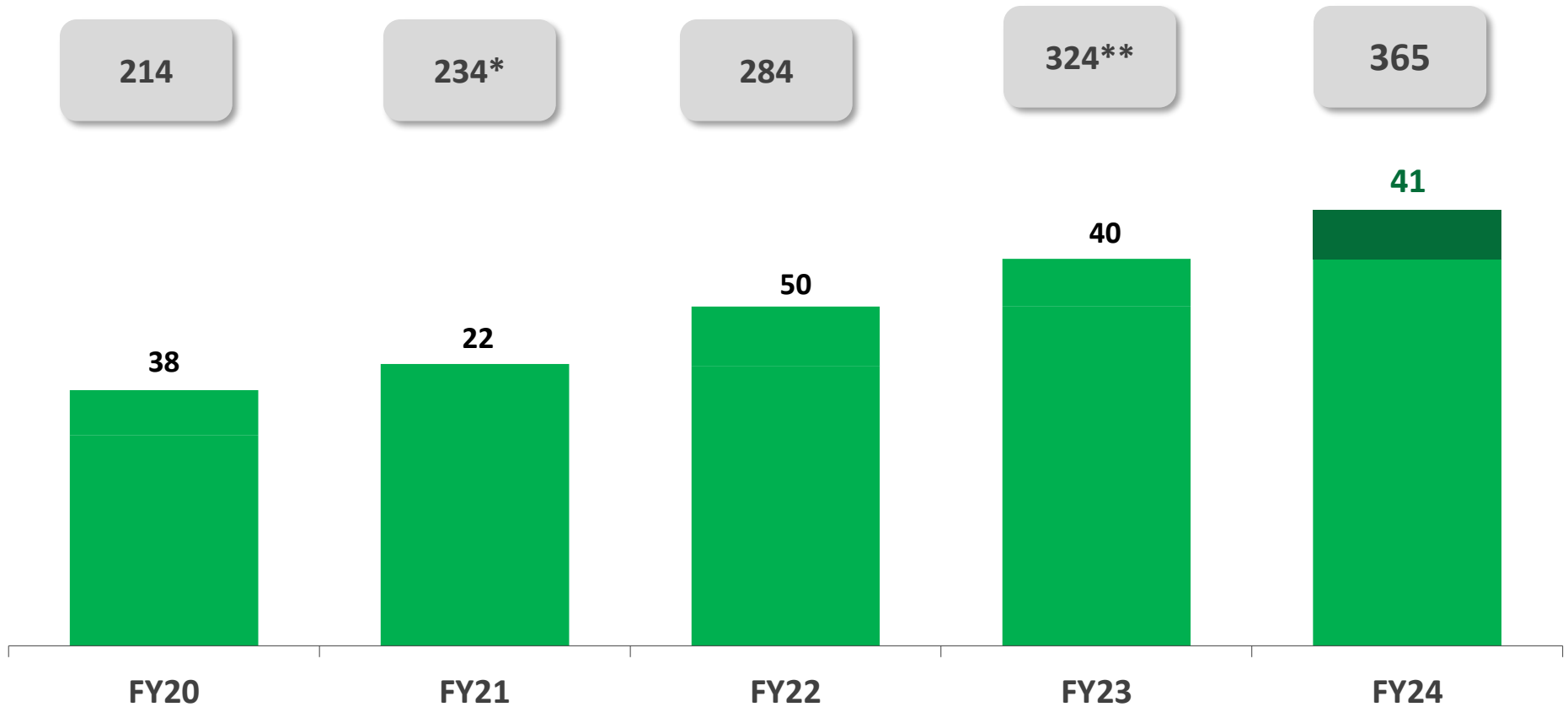


Numbers in bracket represent stores in that particular state

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

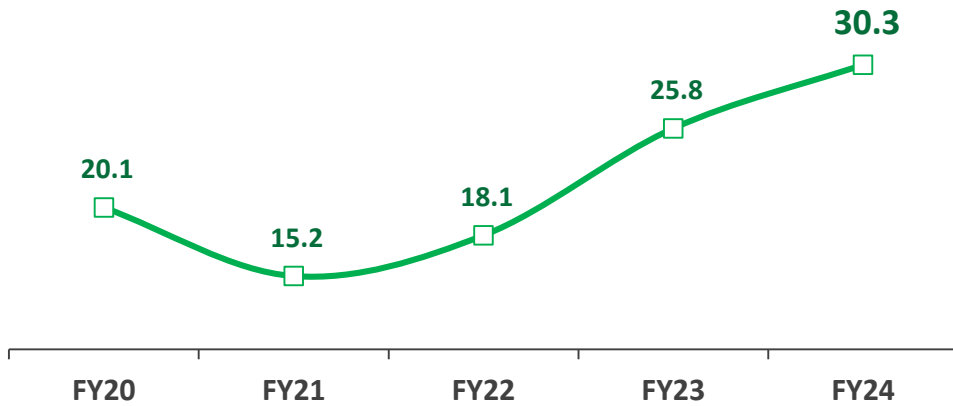
** During FY23, 1 location was reconverted from Fulfilment Center to DMart Store



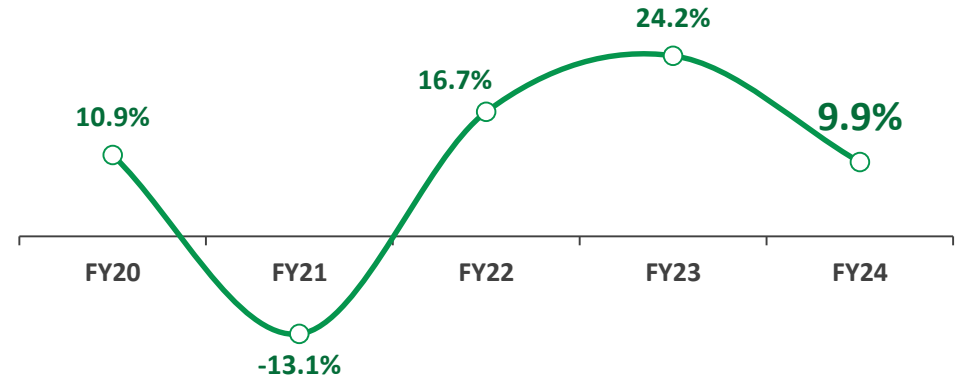
Operating & Financial Summary

Operating & Financial Summary

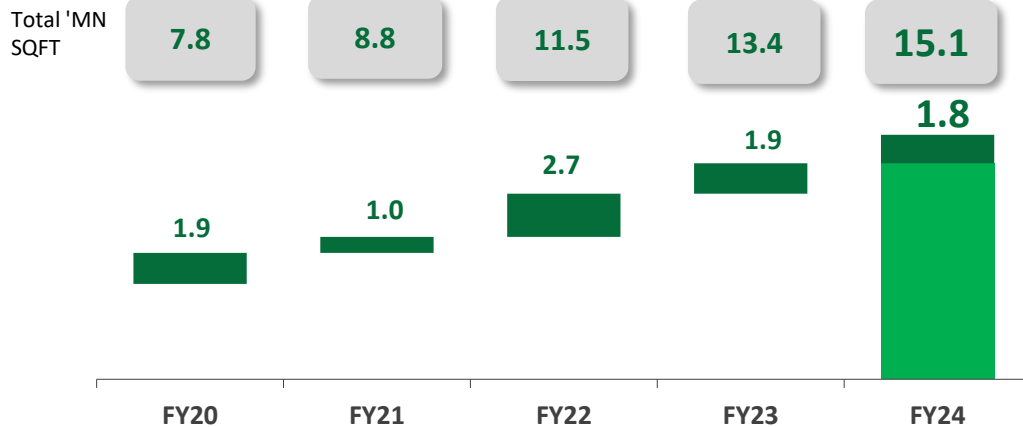
Total Bills Cuts (in Crs)



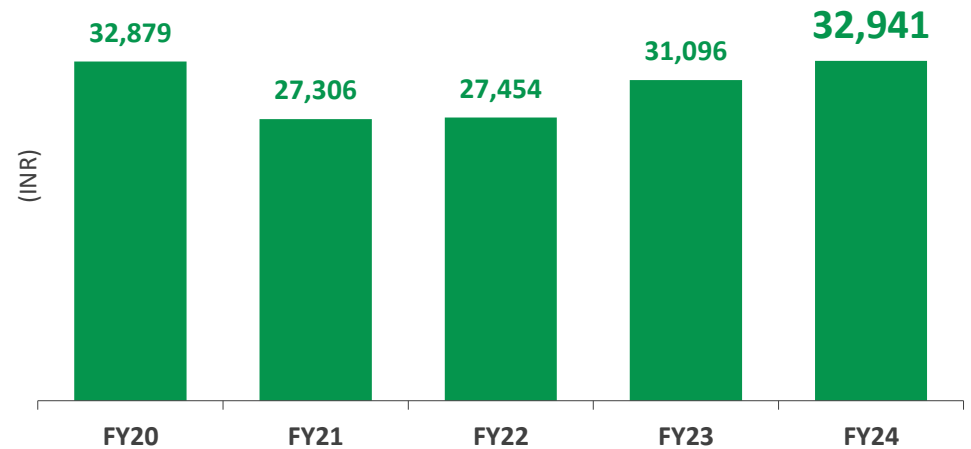
Like For Like Growth (24 Months)*



Retail Business Area at Fiscal End



Revenue from Sales per Retail Business Area sq ft#

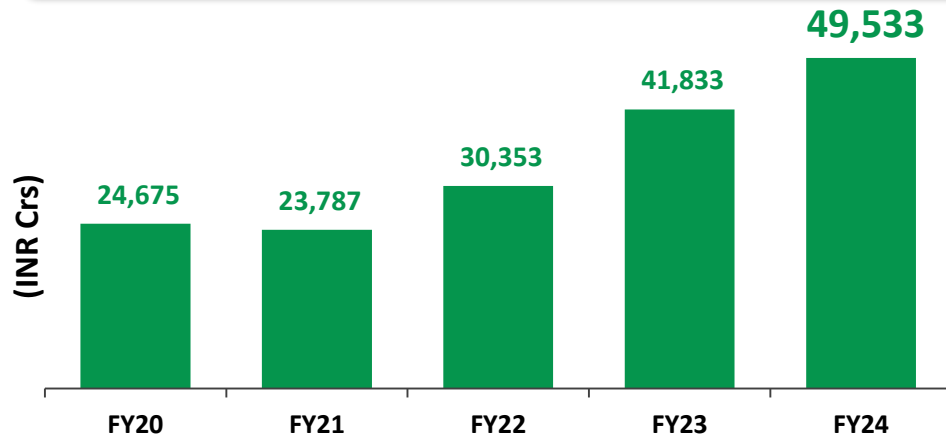


*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal Year

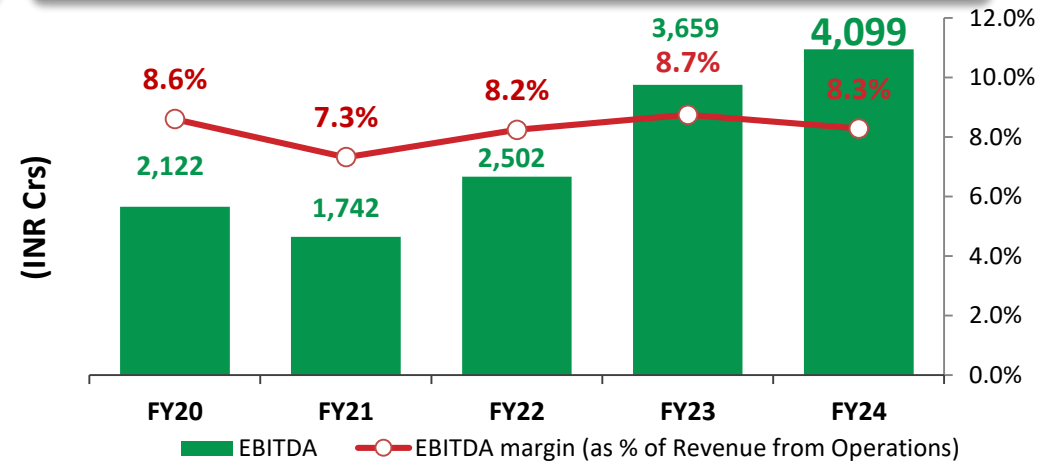
#: Annualized revenue from sales calculated on the basis of 366 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal Year

Operating & Financial Summary (Cont'd.)

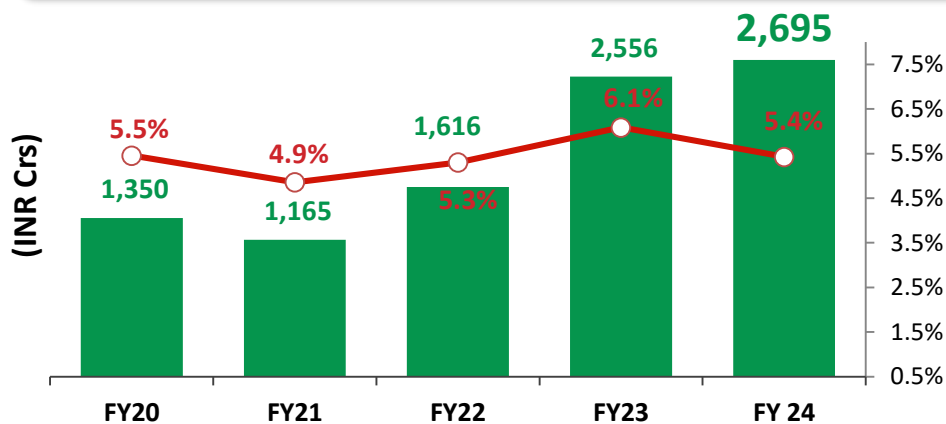
Revenue from Operations



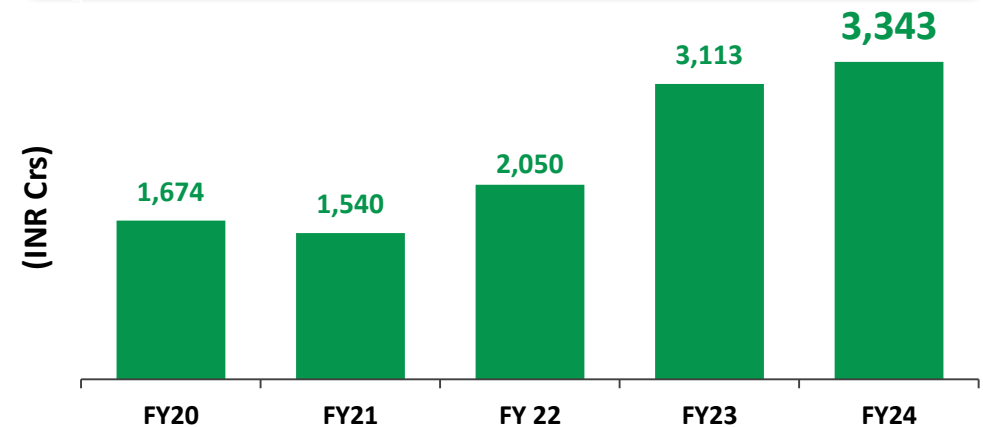
EBITDA^ & EBITDA Margin



PAT & PAT margin*



Net Cash flow from Operations ~



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

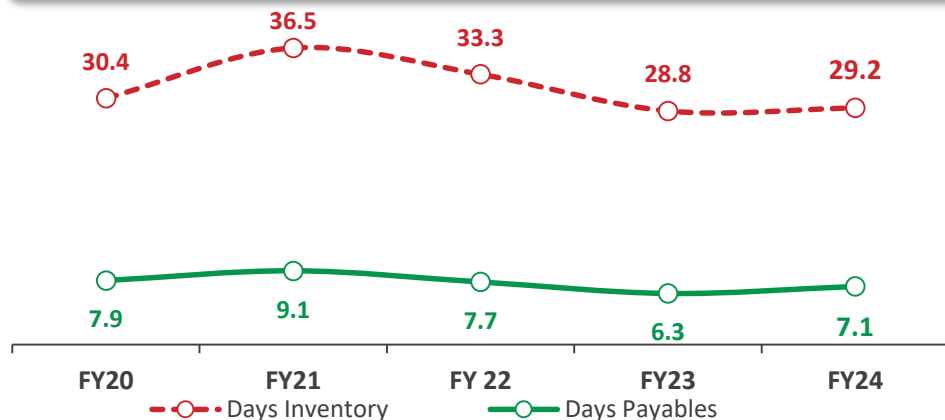
Revenue from operations is including other operating income and excluding other income

*PAT and PAT margin for FY23 not comparable with prior periods & FY24 due to one-off tax benefit of Rs 138.8 Crs

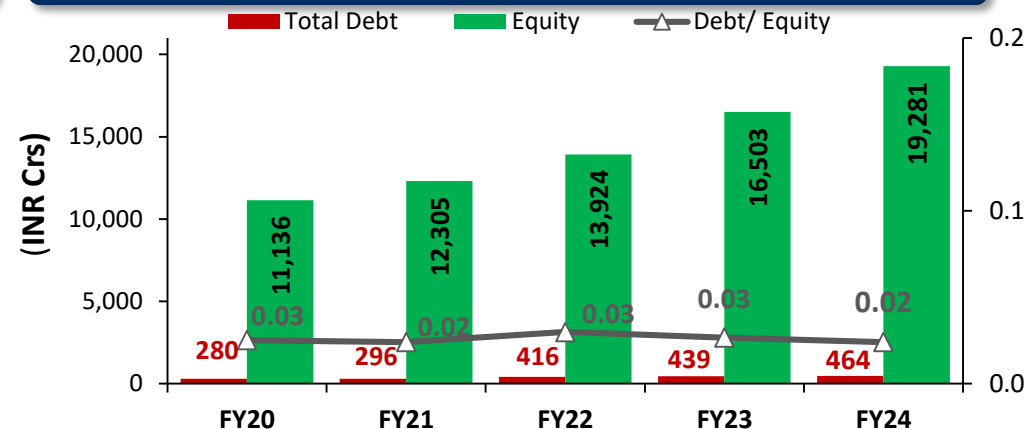
~ Net Cash Flow from Operations = PAT+ Depreciation + Deferred Tax

Operating & Financial Summary (Cont'd.)

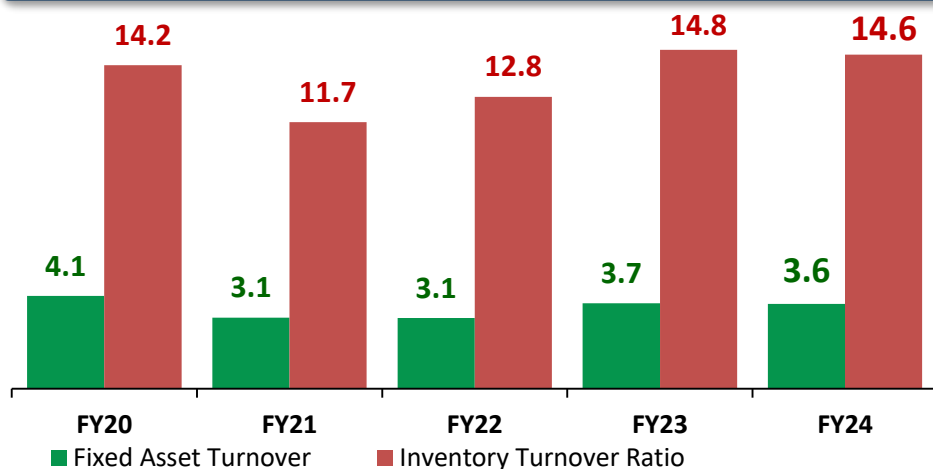
Days Inventory & Days Payables



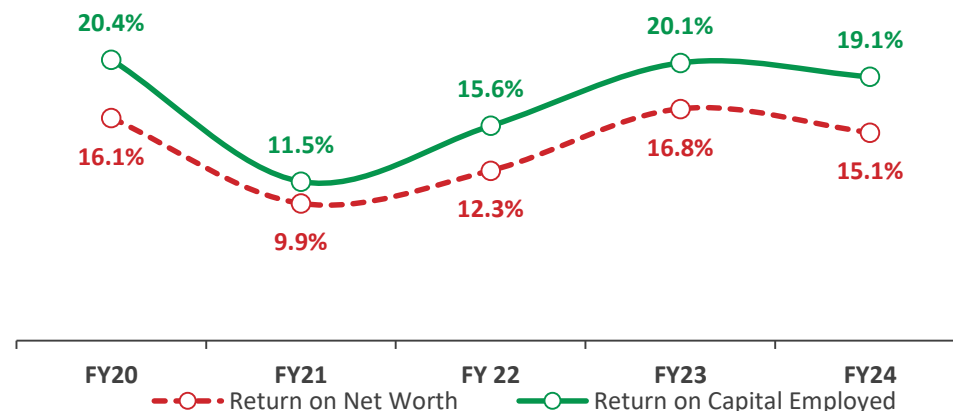
Debt and Equity



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 Ind AS 116)

^ 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)

RoNW for FY23 not comparable with prior periods & FY24 due to one-off tax benefit of Rs. 138.8 Crs

Key Financials – Avenue Supermarts Limited

Standalone and Consolidated Abridged Profit and loss Account For YE 31 March 2024

Standalone

Rs Crs	YE Mar 2024	YE Mar 2023	YE Mar 24 / Mar 23
Sales	49,533	41,833	18.4%
Tot Inc	49,722	41,996	18.4%
COGS	42,547	35,775	18.9%
<i>GC</i>	<i>14.10%</i>	<i>14.48%</i>	<i>-37 bps</i>
Empl Exp	786	648	21.2%
<i>% of Tot Inc</i>	<i>1.58%</i>	<i>1.54%</i>	<i>4 bps</i>
Other Exp	2101	1750	20.0%
<i>% of Tot Inc</i>	<i>4.23%</i>	<i>4.17%</i>	<i>6 bps</i>
EBITDA	4099	3659	12.0%
<i>EBITDA %</i>	<i>8.28%</i>	<i>8.75%</i>	<i>-46 bps</i>
Fin Costs	44	48	-7.9%
Dep & Amort	633	543	16.5%
PBT	3611	3231	11.8%
<i>PBT %</i>	<i>7.26%</i>	<i>7.69%</i>	<i>-43 bps</i>
<i>Tax (A+B)</i>	<i>916</i>	<i>675</i>	<i>35.8%</i>
<i>Current tax (A)</i>	<i>917</i>	<i>814</i>	<i>12.7%</i>
<i>Related to earlier years (B)</i>	<i>0</i>	<i>-139</i>	
PAT	2695	2556	5.4%
<i>PAT %</i>	<i>5.42%</i>	<i>6.09%</i>	<i>-67 bps</i>
PAT excl tax gain	2695	2413	11.7%
<i>PAT excl tax gain %</i>	<i>5.42%</i>	<i>5.75%</i>	<i>-33 bps</i>

Consolidated

Rs Crs	YE Mar 2024	YE Mar 2023	YE Mar 24 / Mar 23
Sales	50,789	42,840	18.6%
Tot Inc	50,935	42,969	18.5%
COGS	43,275	36,384	18.9%
<i>GC</i>	<i>14.80%</i>	<i>15.07%</i>	<i>-27 bps</i>
Empl Exp	906	747	21.3%
<i>% of Tot Inc</i>	<i>1.78%</i>	<i>1.74%</i>	<i>4 bps</i>
Other Exp	2,504	2,072	20.9%
<i>% of Tot Inc</i>	<i>4.92%</i>	<i>4.82%</i>	<i>10 bps</i>
EBITDA	4,104	3,637	12.8%
<i>EBITDA %</i>	<i>8.08%</i>	<i>8.49%</i>	<i>-41 bps</i>
Fin Costs	58	67	-13.8%
Dep & Amort	731	639	14.4%
PBT	3,461	3,060	13.1%
<i>PBT %</i>	<i>6.80%</i>	<i>7.12%</i>	<i>-33 bps</i>
<i>Tax (A+B)</i>	<i>926</i>	<i>682</i>	<i>35.8%</i>
<i>Current tax (A)</i>	<i>925</i>	<i>821</i>	<i>12.7%</i>
<i>Related to earlier years (B)</i>	<i>1</i>	<i>-139</i>	
PAT	2,536	2,378	6.6%
<i>PAT %</i>	<i>4.98%</i>	<i>5.54%</i>	<i>-56 bps</i>
PAT excl tax gain	2,536	2,235	13.5%
<i>PAT excl tax gain %</i>	<i>4.98%</i>	<i>5.20%</i>	<i>-22 bps</i>

Key Financials – Subsidiaries

Avenue E-Commerce Limited

Rs. Crs	YE Mar 2024	YE Mar 2023	YE Mar 24 / Mar 23
Sales	2,899.2	2202.0	31.7%
Tot Inc	2,903.5	2204.7	31.7%
COGS	2537.5	1928.1	31.6%
GC	12.48%	12.44%	4 bps
Empl Exp	90.2	77.3	16.6%
% of Tot Inc	3.11%	3.51%	-40 bps
Other Exp	344.6	272.9	26.3%
% of Tot Inc	11.87%	12.38%	-51 bps
EBITDA	-73.0	-76.3	4.3%
EBITDA %	-2.52%	-3.46%	95 bps
Fin Costs	16.0	20.8	-23.3%
Dep & Amort	100.2	99.2	1.0%
PBT	-184.8	-193.7	4.6%
PBT %	-6.37%	-8.79%	242 bps
Tax	0.0	0.0	0.0%
PAT	-184.8	-193.7	4.6%
PAT %	-6.37%	-8.79%	242 bps

Avenue Food Plaza Limited

Rs. Crs	YE Mar 2024	YE Mar 2023	YE Mar 24 / Mar 23
Sales	177.1	124.4	42.3%
Tot Inc	177.8	125.2	42.0%
COGS	114.7	79.2	44.9%
GC	35.22%	36.35%	-113 bps
Empl Exp	8.1	3.1	155.9%
% of Tot Inc	4.53%	2.52%	202 bps
Other Exp	50.9	38.2	33.0%
% of Tot Inc	28.62%	30.56%	-194 bps
EBITDA	3.4	3.8	-10.2%
EBITDA %	1.94%	3.07%	-113 bps
Fin Costs	2.5	2.3	11.2%
Dep & Amort	9.1	5.0	82.3%
PBT	-7.5	-2.7	-178.6%
PBT %	-4.21%	-2.15%	-206 bps
Tax	-1.7	-0.7	-155.4%
PAT	-5.8	-2.0	-186.1%
PAT %	-3.26%	-1.62%	-164 bps

Align Retail Traders Limited

Rs. Crs	YE Mar 2024	YE Mar 2023	YE Mar 24 / Mar 23
Sales	2,796.5	2211.3	26.5%
Tot Inc	2,796.6	2211.3	26.5%
COGS	2,691.2	2129.4	26.4%
GC	3.77%	3.70%	7 bps
Empl Exp	17.4	12.9	35.2%
% of Tot Inc	0.62%	0.58%	4 bps
Other Exp	32.3	29.3	10.3%
% of Tot Inc	1.15%	1.32%	-17 bps
EBITDA	55.7	39.7	40.2%
EBITDA %	1.99%	1.80%	20 bps
Fin Costs	0.3	0.1	107.7%
Dep & Amort	11.1	8.2	35.0%
PBT	44.4	31.4	41.3%
PBT %	1.59%	1.42%	17 bps
Tax	11.2	8.3	34.2%
PAT	33.2	23.1	43.8%
PAT %	1.19%	1.04%	14 bps

Thank you!