

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

11th January, 2025

To,

BSE Limited

Corporate Services Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

The National Stock Exchange of India Ltd.

Corporate Communications Department
“Exchange Plaza”, 5th Floor,
Bandra – Kurla Complex, Bandra (East),
Mumbai – 400 051

BSE Scrip Code: 540376

NSE Scrip Symbol: DMART

Sub: Investor Presentation

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation of the Company for the period ended 31st December, 2024.

Kindly take the same on your record.

Thanking you.

Yours faithfully,

For **Avenue Supermarts Limited**

Ashu Gupta

Company Secretary & Compliance Officer

Encl: As above



Corporate Presentation

D Mart
Daily Discounts Daily Savings

9M FY 2025

Table of Contents



- 1. Business Overview**
- 2. Operating Summary**
- 3. Financial Summary**



Business Overview

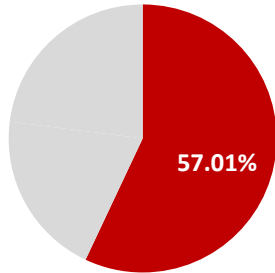
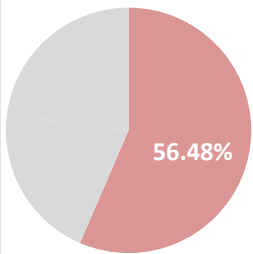
Key Product Categories

Foods

Share of Revenue

9M/24

9M/25



Groceries



Dairy



Staples



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



Fruits & Vegetables



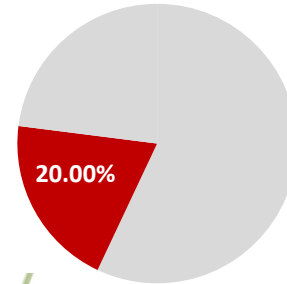
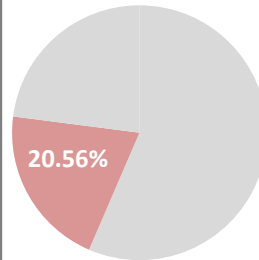
Cooking Oils

Non-Foods (FMCG)

Share of Revenue

9M/24

9M/25



Home Care



Personal Care



Toiletries



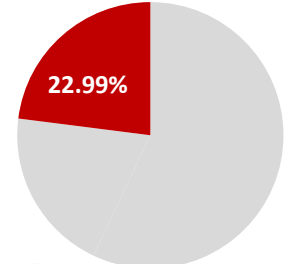
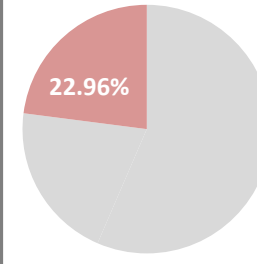
Other over the counter products

General Merchandise & Apparel

Share of Revenue

9M/24

9M/25



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

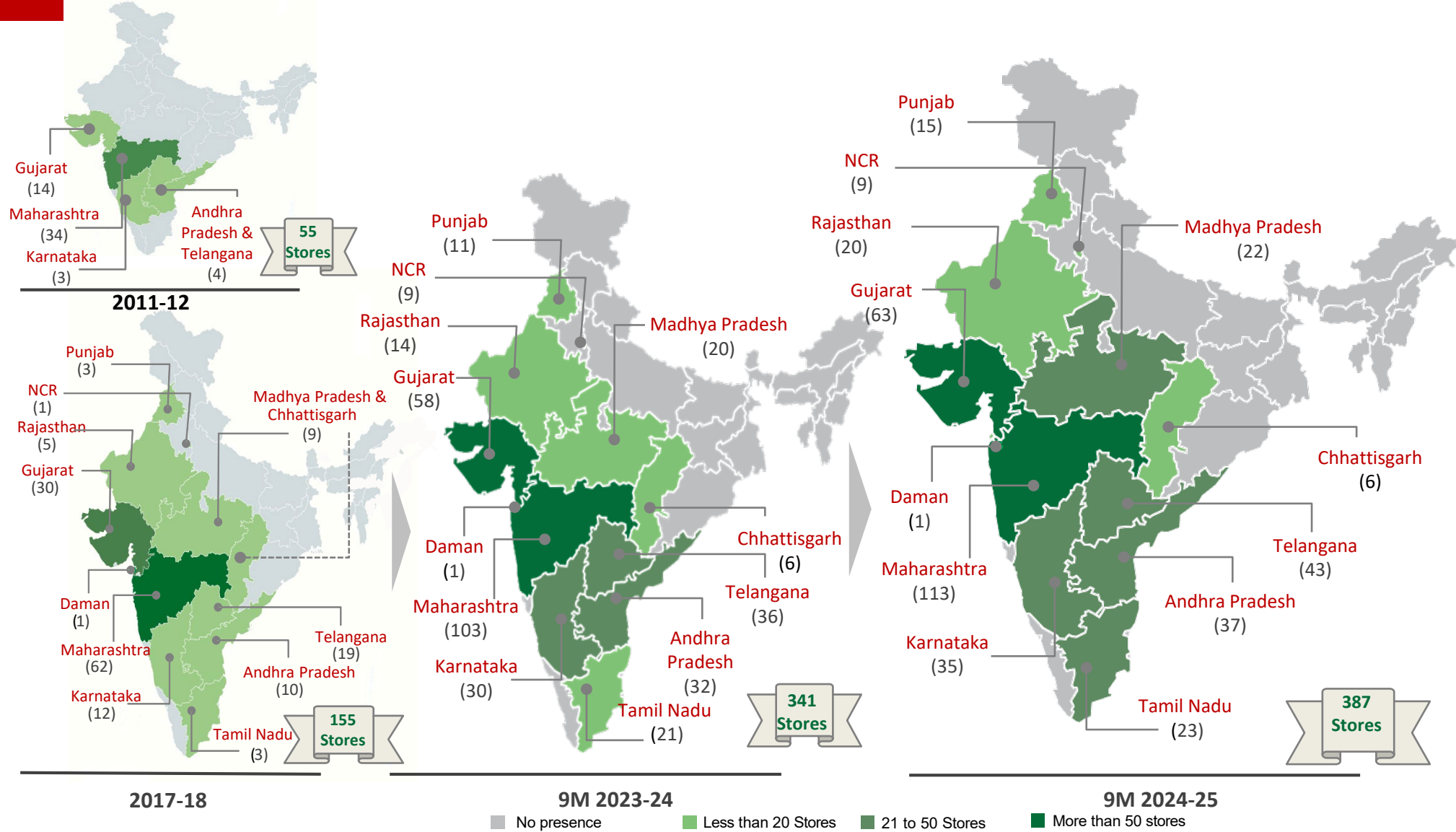


Footwear



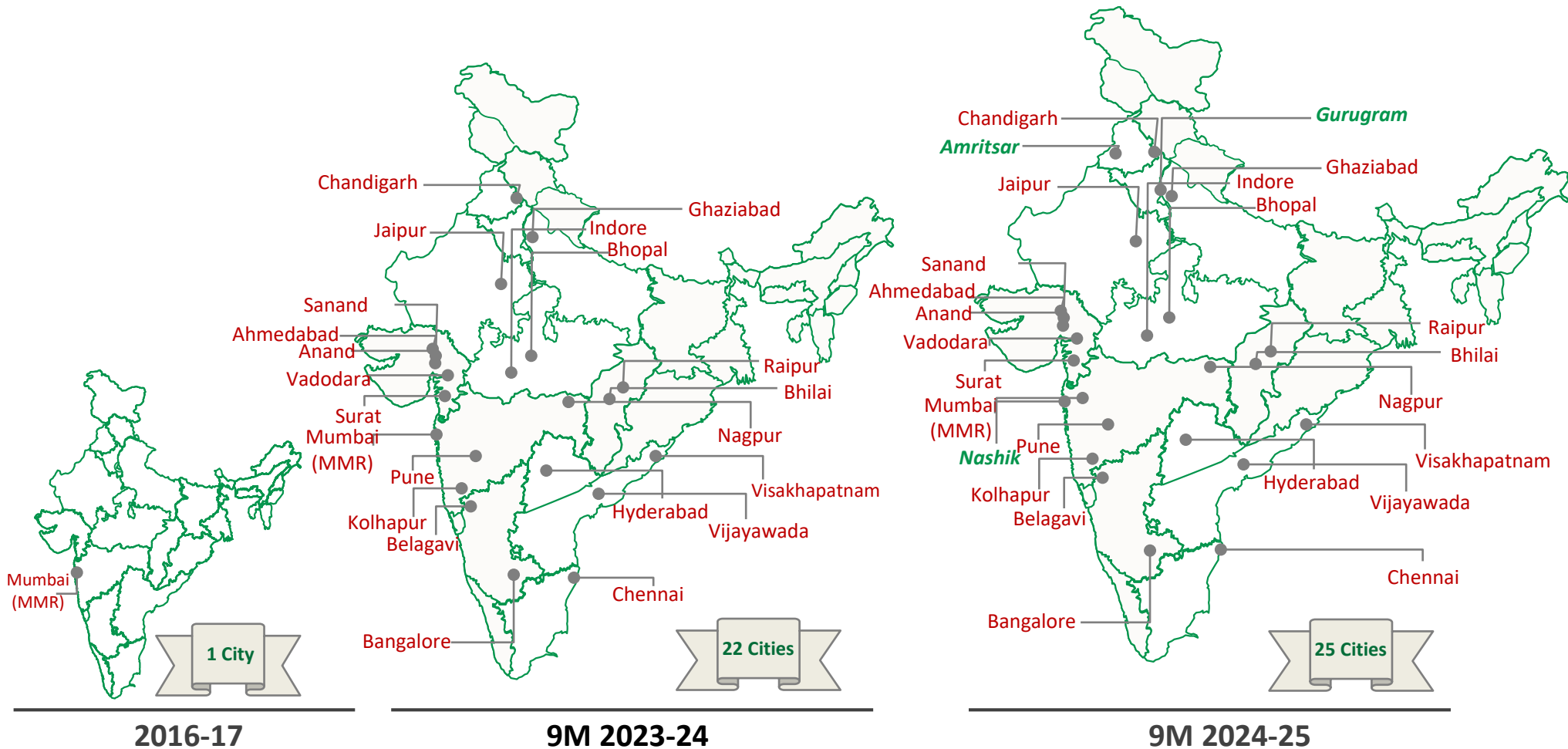
Home Appliances

Cluster Based Expansion Strategy Continues

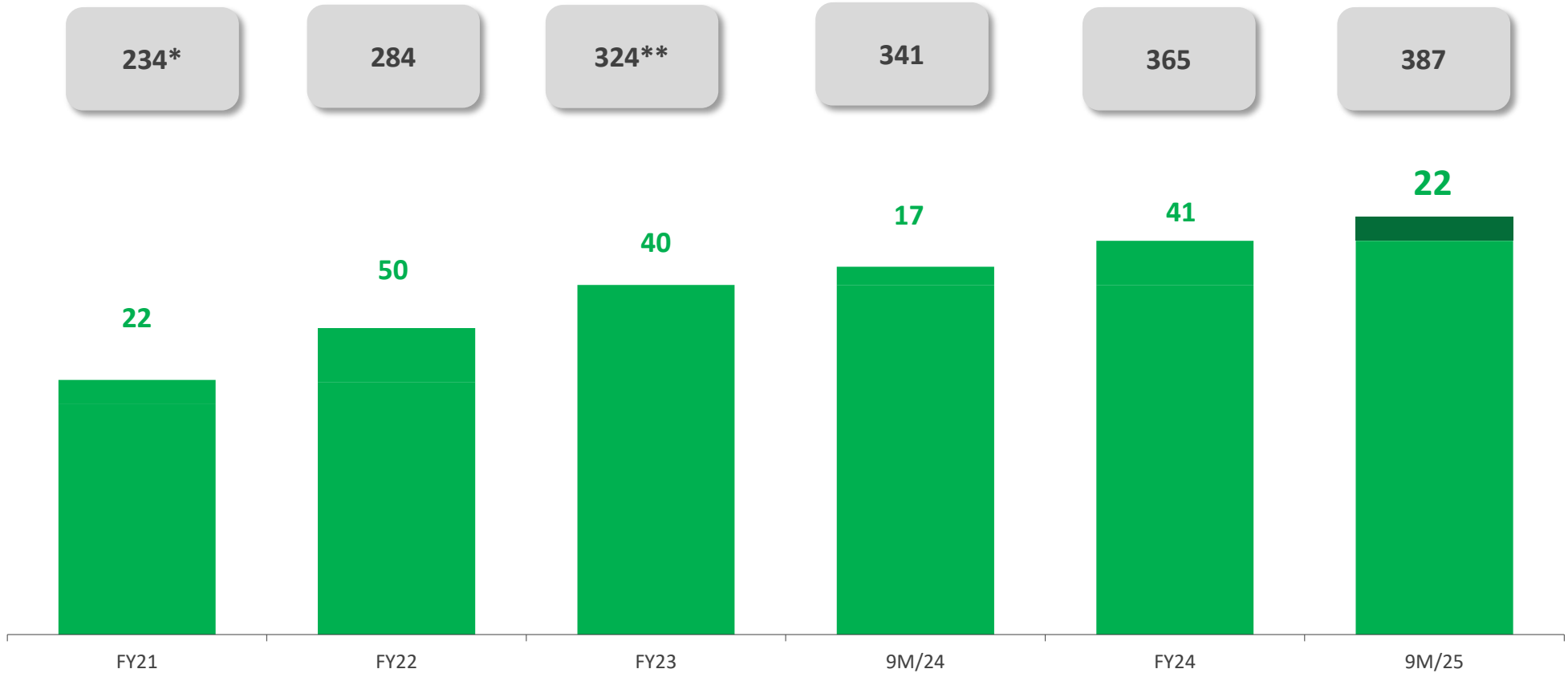


Numbers in bracket represent stores in that particular state.

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

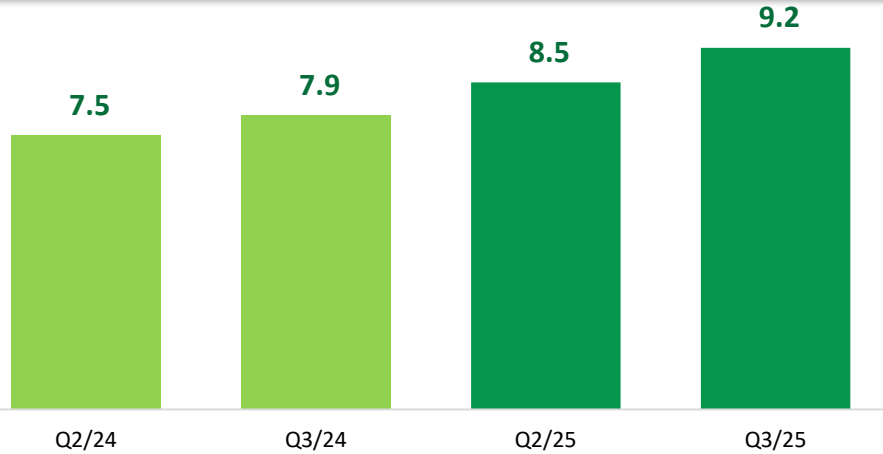
** During FY23, 1 location was reconverted from Fulfilment Center to DMart Store



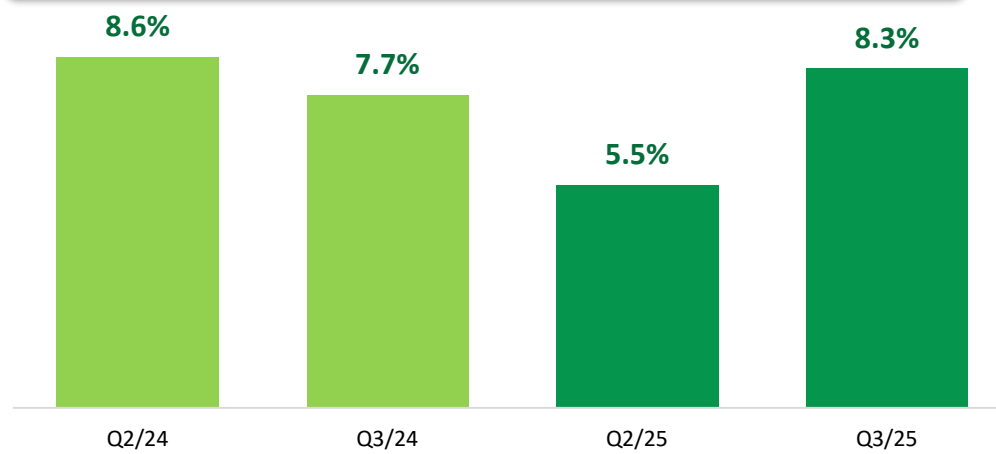
Operating Summary

Operating Summary (Quarterly Data)

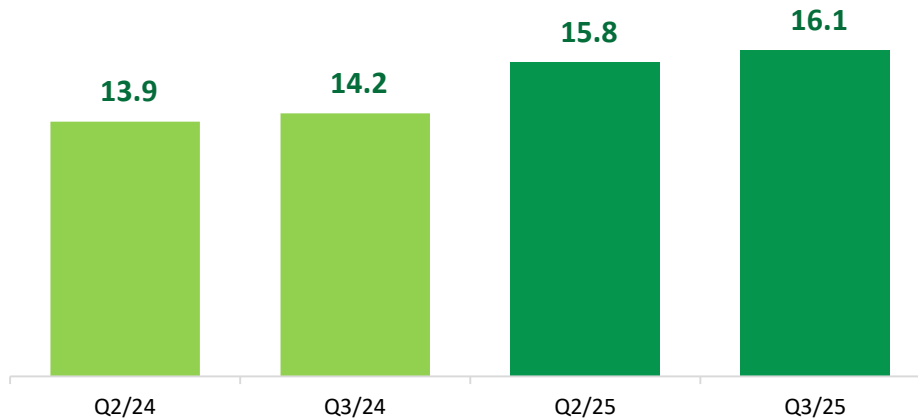
Total Bills Cuts (in Crs)



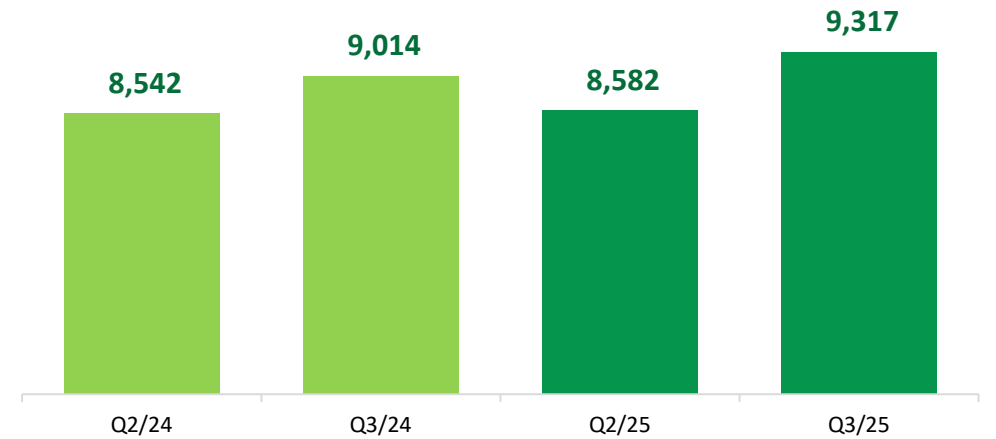
Like For Like Growth (24 Months)*



Retail Business Area at Quarter End (in mn' sqft)



Revenue from Sales per Retail Business Area (Rs/sq ft) #



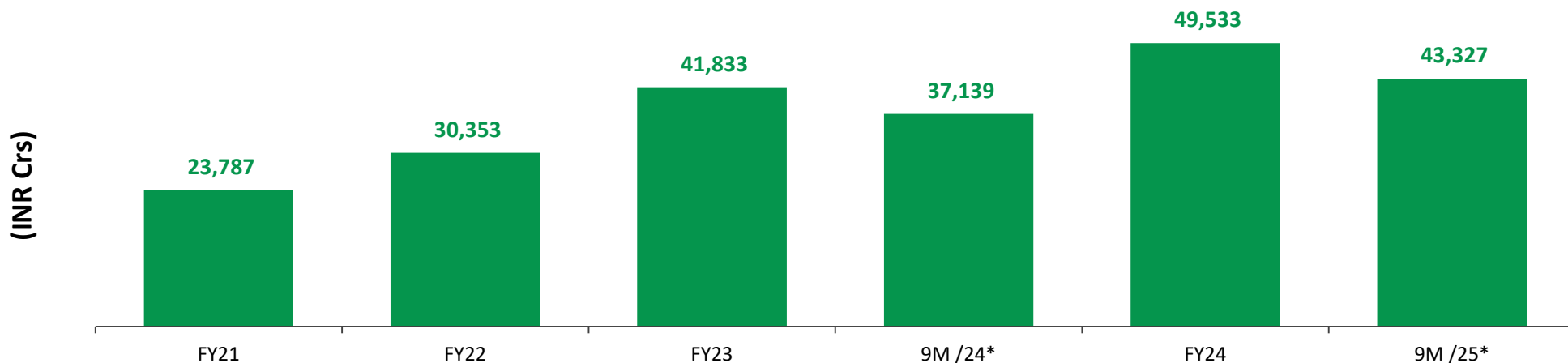
*: Like for Like (LFL) means the growth in sales from same stores which have been operational for at least 24 months at the end of the reporting period
#: Revenue from sales (on standalone basis) divided by Retail Business Area at the end of the reporting period adjusted for total no. of days in the quarter.



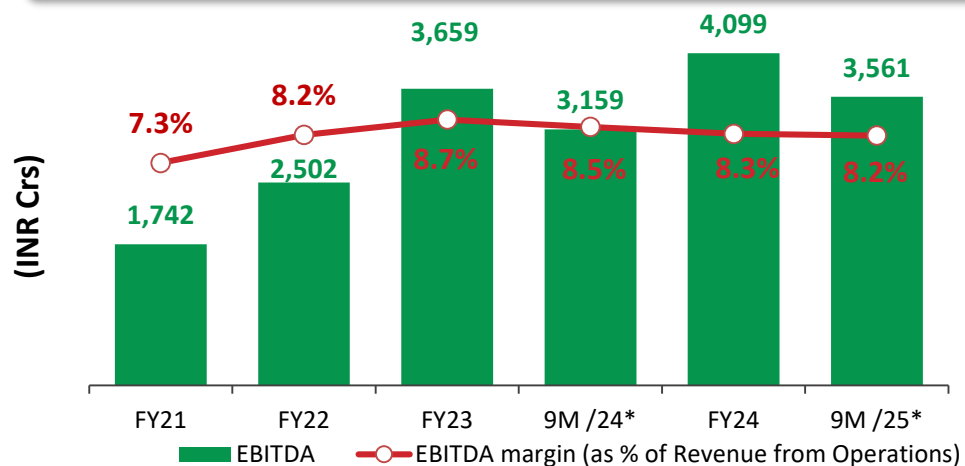
Financial Summary

Financial Summary

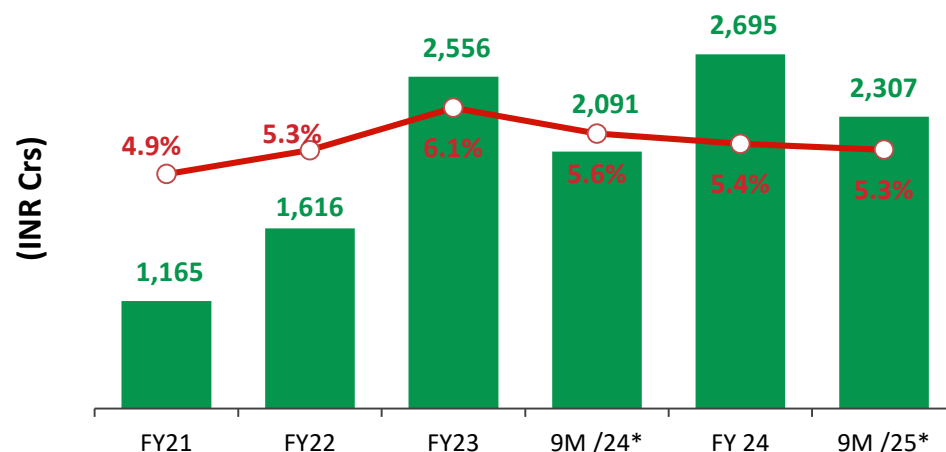
Revenue from Operations



EBITDA^ & EBITDA Margin



PAT & PAT margin **



Revenue from operations includes other operating income but excludes other income

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

* All data for 9M/25 and 9M/24 corresponds to performance indicators for nine months ending 31/12/24 and 31/12/23 respectively

**PAT and PAT margin for FY23 is not comparable with other periods due to one-off tax benefit in FY23

Thank you!