

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

14th October, 2023

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 quarter and half year ended 30th September, 2023.

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

H1 FY 2024

Table of Contents



1. Business Overview

2. Operating & Financial Summary



Business Overview

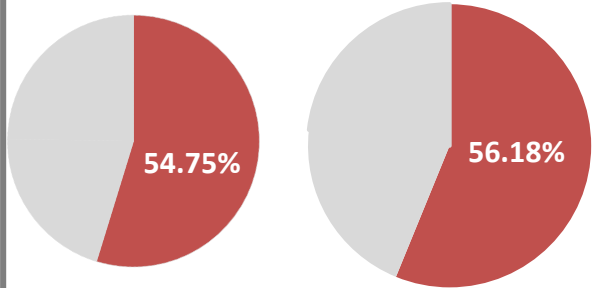
Key Product Categories

Foods

Share of Revenue

H1/23

H1/24

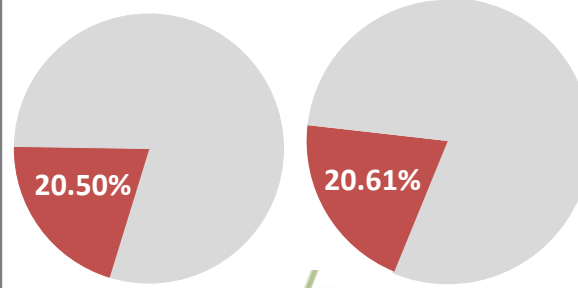


Non-Foods (FMCG)

Share of Revenue

H1/23

H1/24

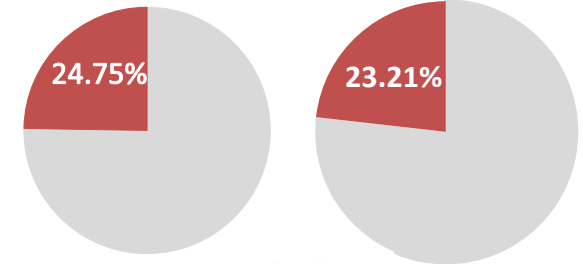


General Merchandise & Apparel

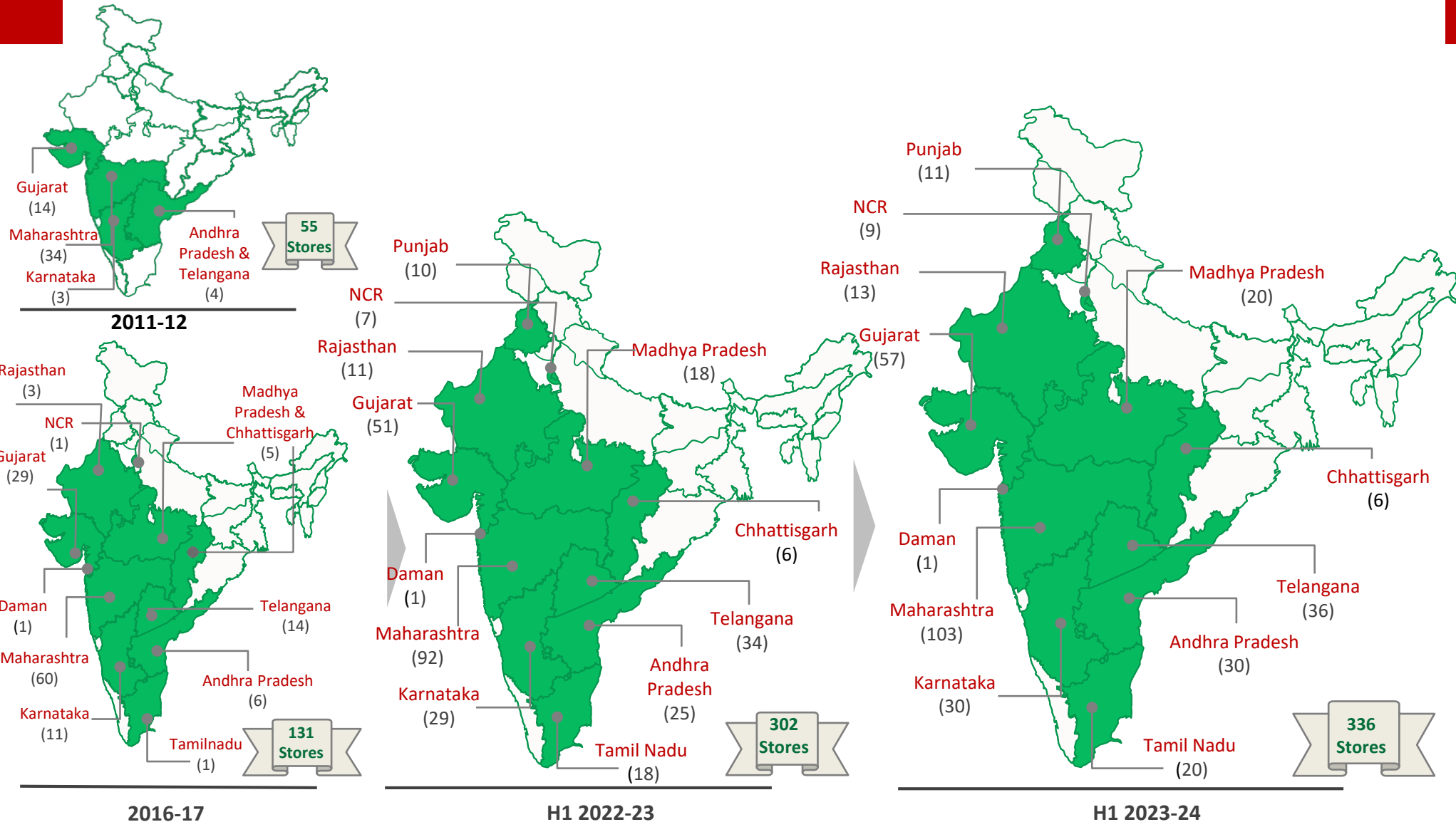
Share of Revenue

H1/23

H1/24

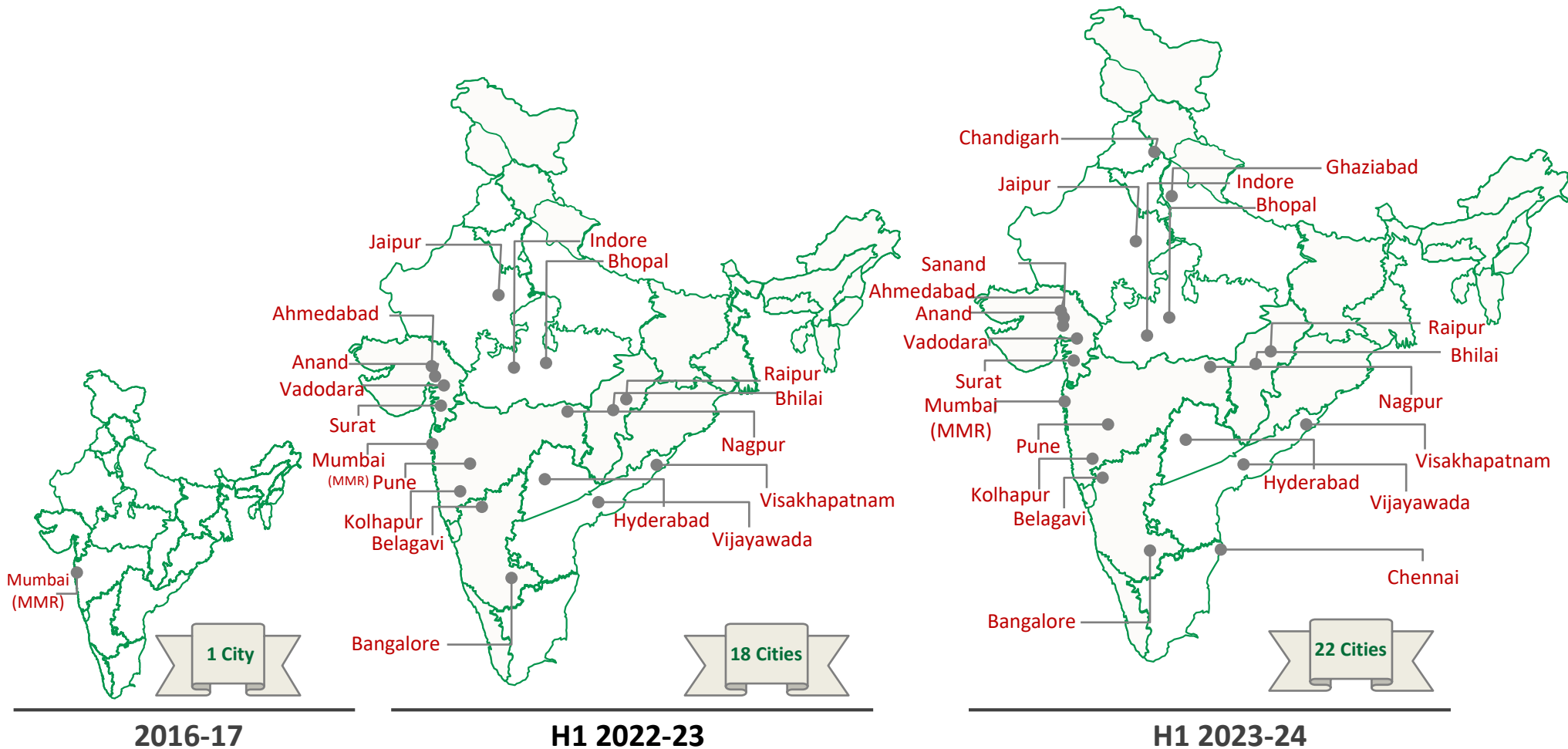


Cluster Based Expansion Strategy Continues

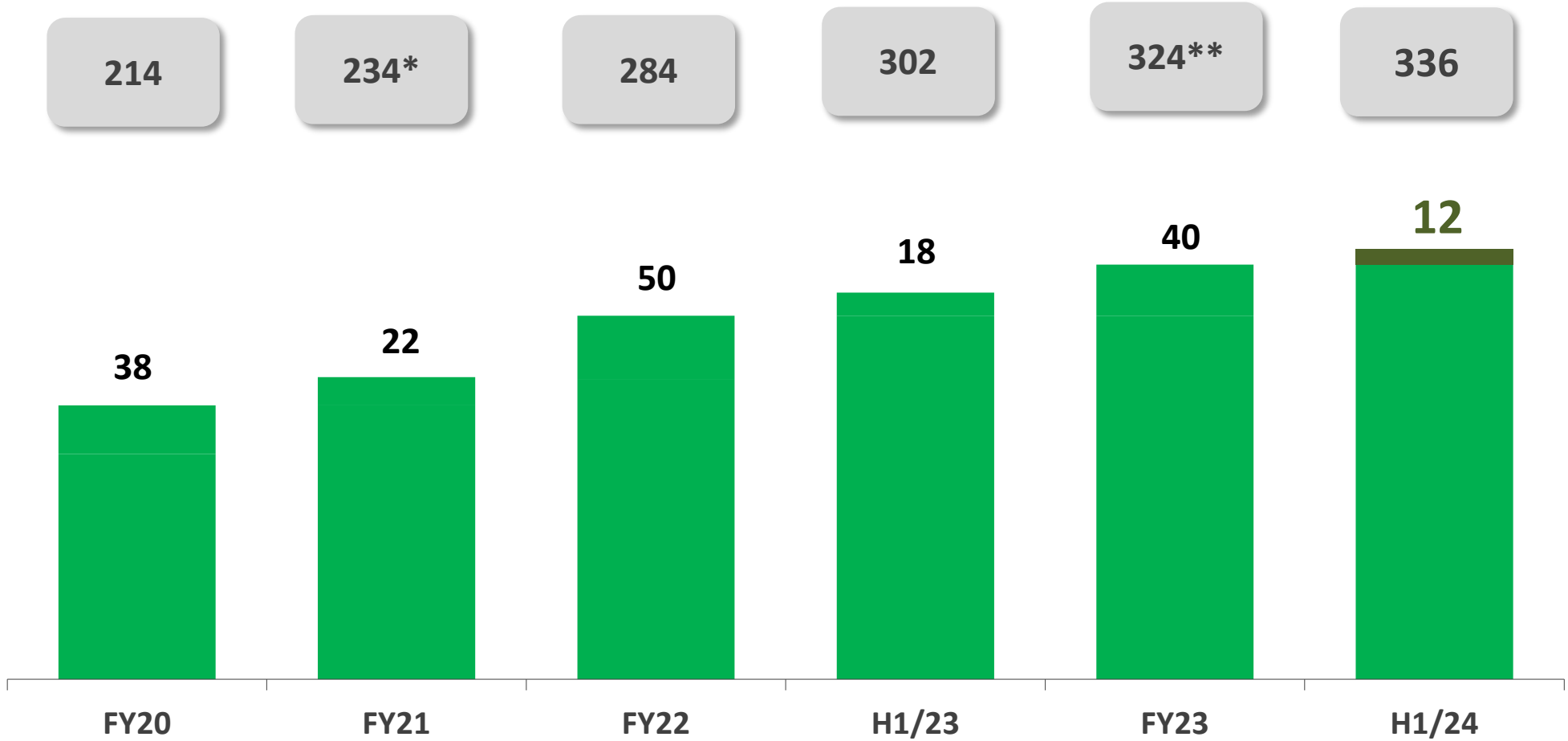


Numbers in bracket represent stores in that particular state

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

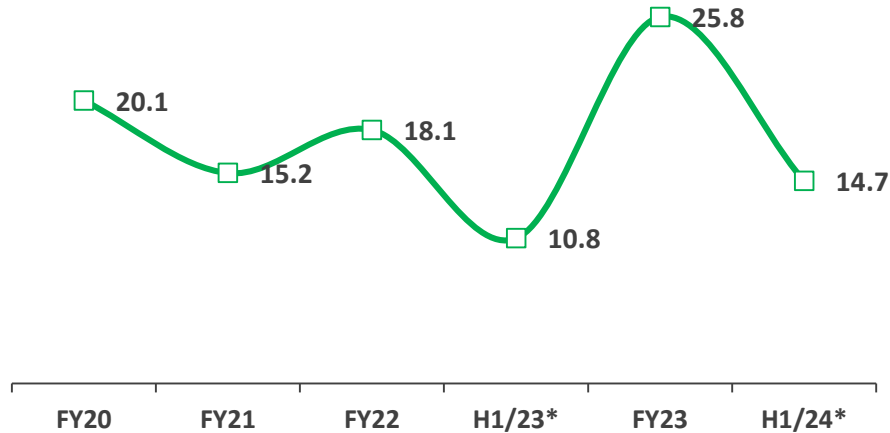
** During FY23, 1 location was reconverted from Fulfilment Center to DMart Store



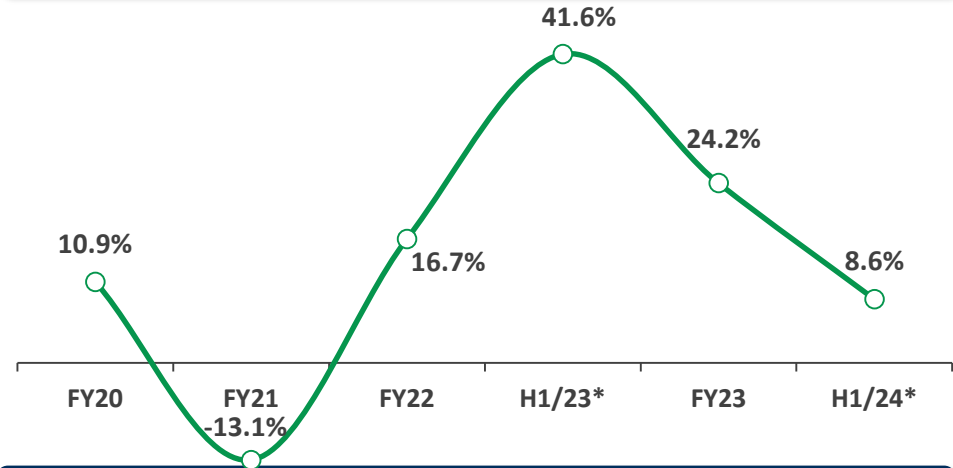
Operating & Financial Summary

Operating & Financial Summary

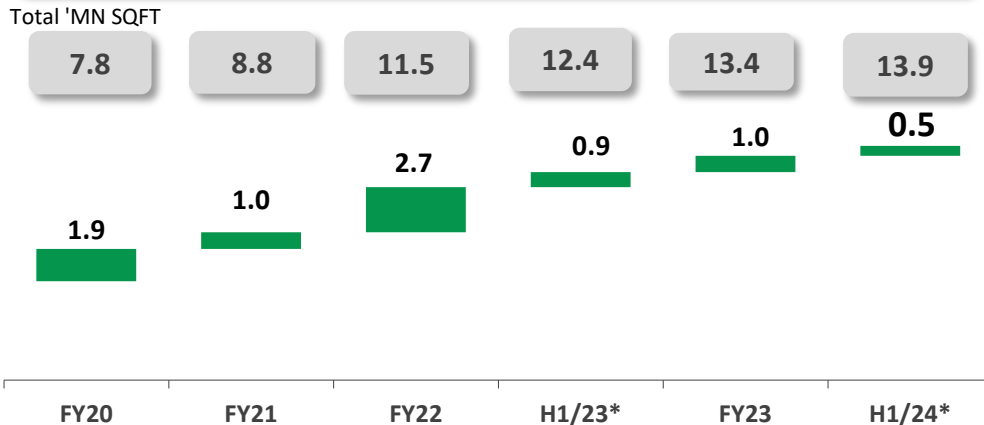
Total Bills Cuts (in Crs)



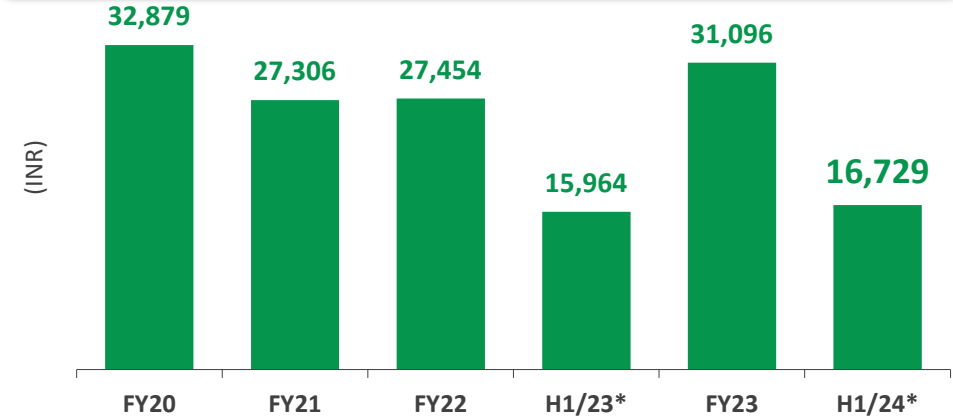
Like For Like Growth (24 Months)**



Retail Business Area at Fiscal End



Revenue from Sales per Retail Business Area sq ft#



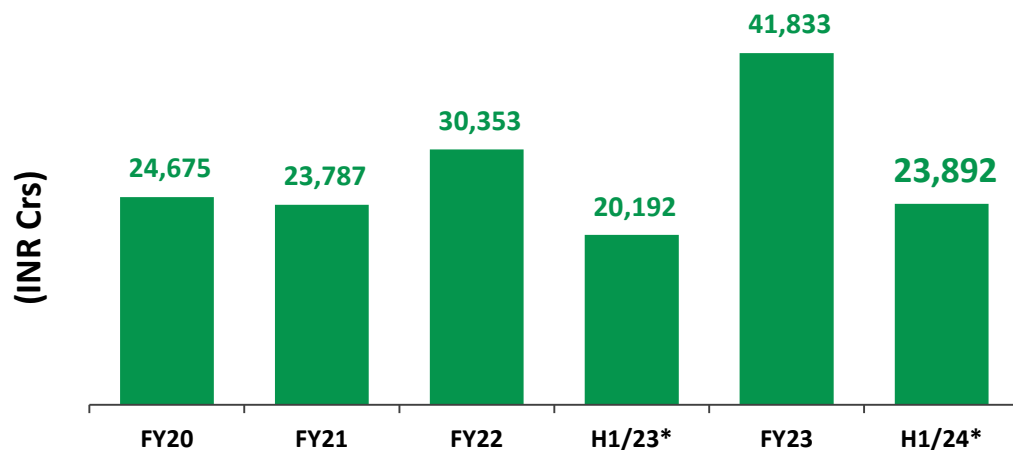
* All data for H1/24 and H1/23 corresponds to performance indicators for six months ending 30/9/23 and 30/9/22 respectively

** : LFL growth means the growth in revenue from sales of some stores which have been operational for at least 24 months at the end of the reporting period

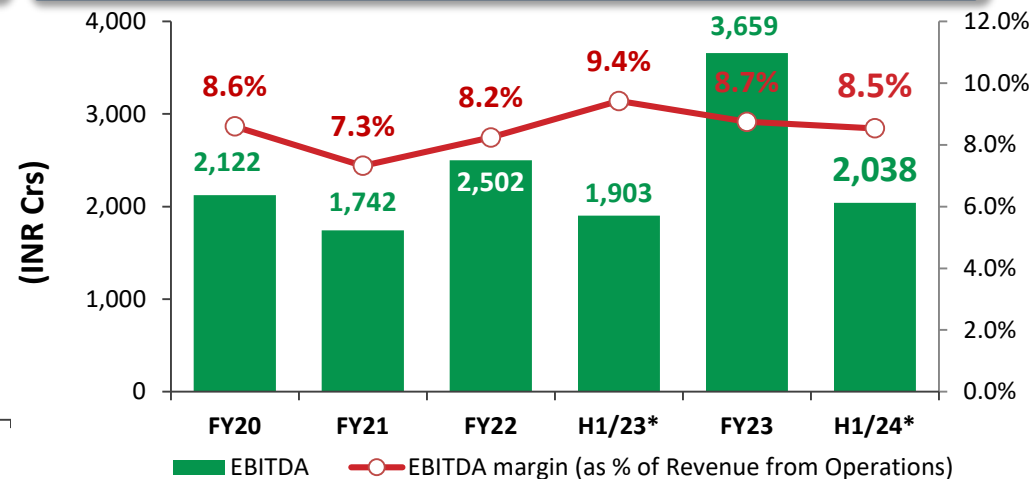
: Annualized revenue from sales (on standalone basis) divided by Retail Business Area at the end of the reporting period

Operating & Financial Summary (Cont'd.)

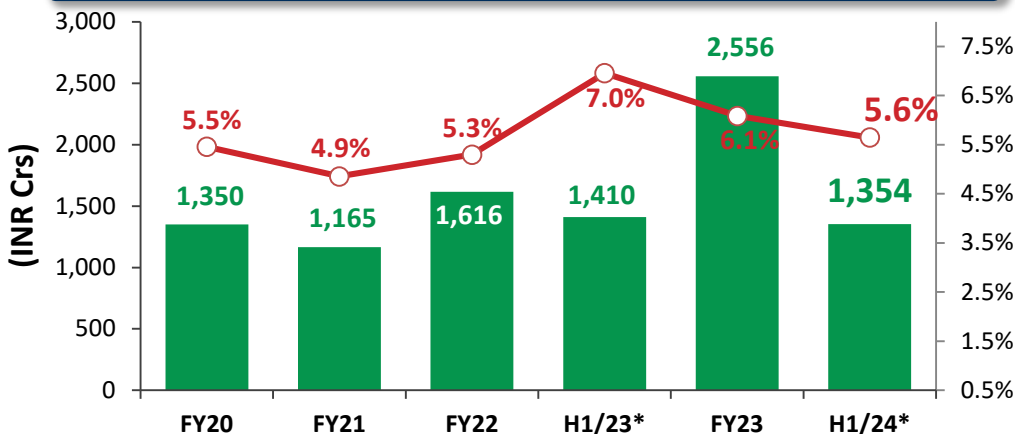
Revenue from Operations



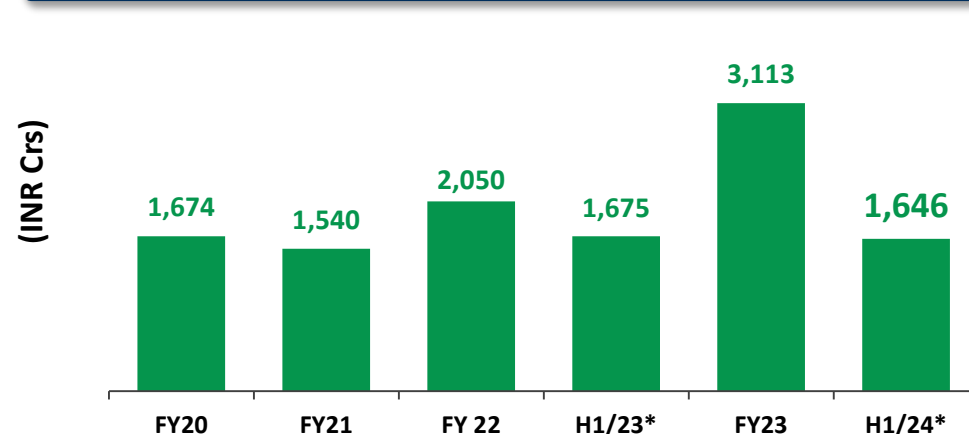
EBITDA^ & EBITDA Margin



PAT & PAT margin **



Net Cash flow from Operations ~

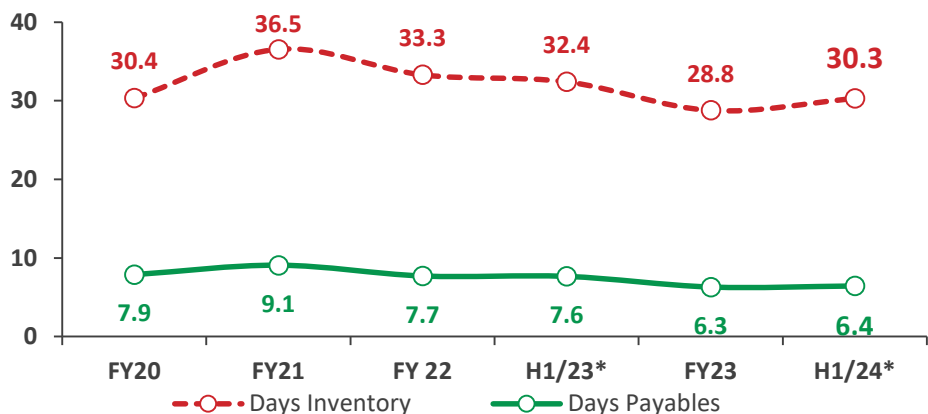


* All data for H1/24 and H1/23 corresponds to performance indicators for six months ending 30/9/23 and 30/9/22 respectively
 # Revenue from operations includes other operating income but excludes other income
 **PAT and PAT margin for FY23 is not comparable with other periods due to one-off tax benefit in FY23

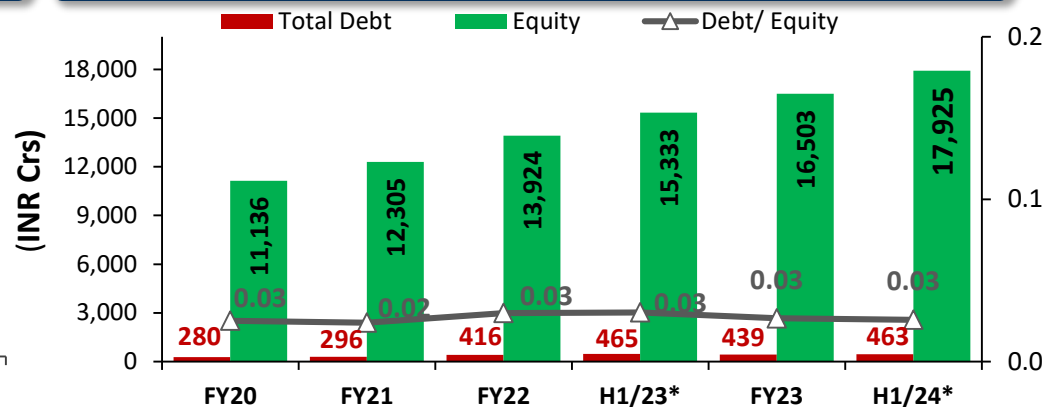
^ EBITDA = Profit / (Loss) pre Tax + Depr and Amortisation + Finance Costs - Other Income
 ~ Net Cash Flow from Operations = PAT+ Depreciation + Deferred Tax

Operating & Financial Summary (Cont'd.)

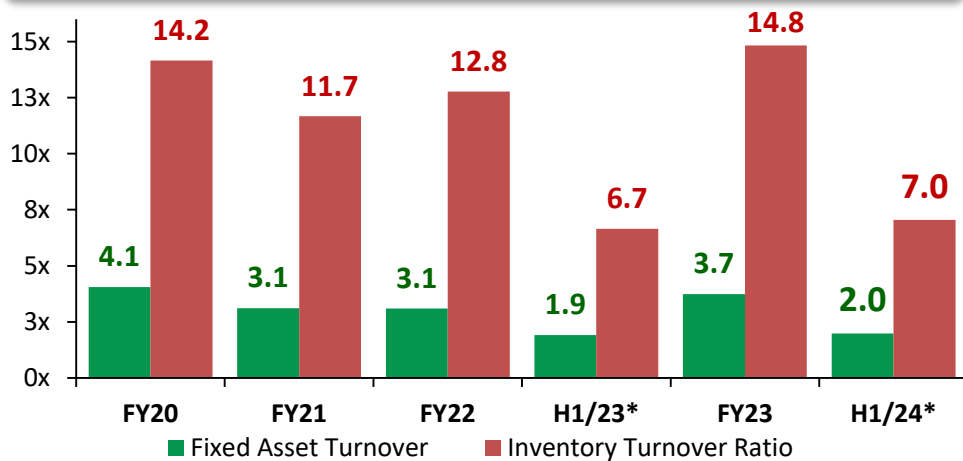
Days Inventory & Days Payables



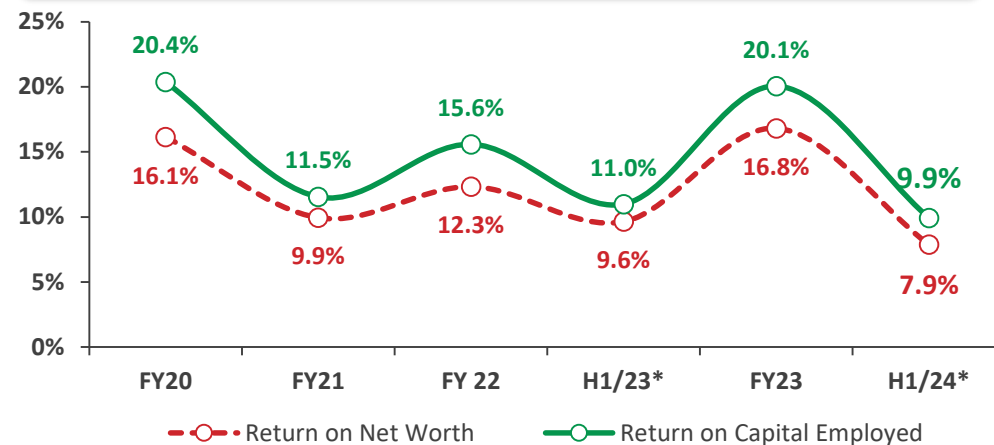
Debt and Equity



Fixed Asset** and Inventory Turnover^ Ratio



Return on Net Worth and Return on Capital Employed



* All data for H1/24 and H1/23 corresponds to performance indicators for six months ending 30/9/23 and 30/9/22 respectively

** 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 (183 for H1)

Debt = Short + Long Term borrowings + Current portion of LT Debt + Lease Liability (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!