

## 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](mailto:info@dmartindia.com) • Website: [www.dmartindia.com](http://www.dmartindia.com)

11<sup>th</sup> July, 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”, 5<sup>th</sup> 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 ended 30<sup>th</sup> June, 2025.

Kindly take the same on your record.

Thanking you.

Yours faithfully,

For **Avenue Supermarts Limited**

**Ashu Gupta**

**Company Secretary & Compliance Officer**

Encl: As above



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# Business Overview

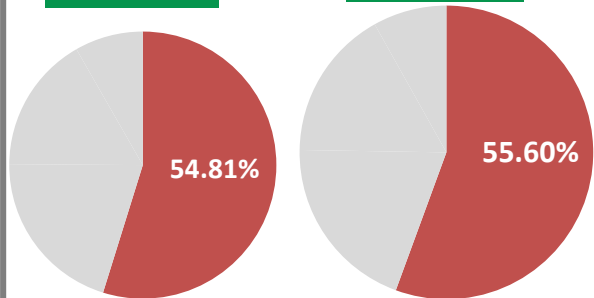
# Key Product Categories

## Foods

### Share of Revenue

Q1/25

Q1/26

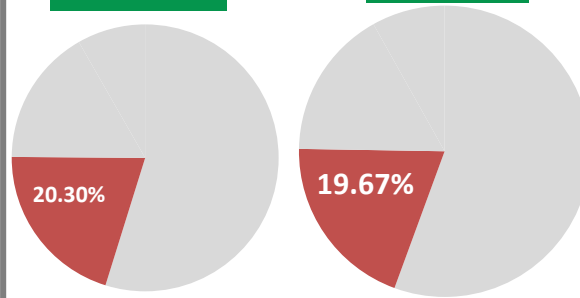


## Non-Foods (FMCG)

### Share of Revenue

Q1/25

Q1/26

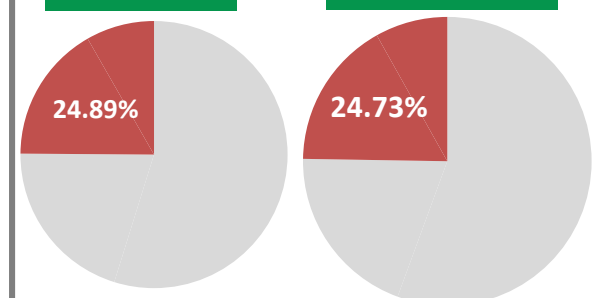


## General Merchandise & Apparel

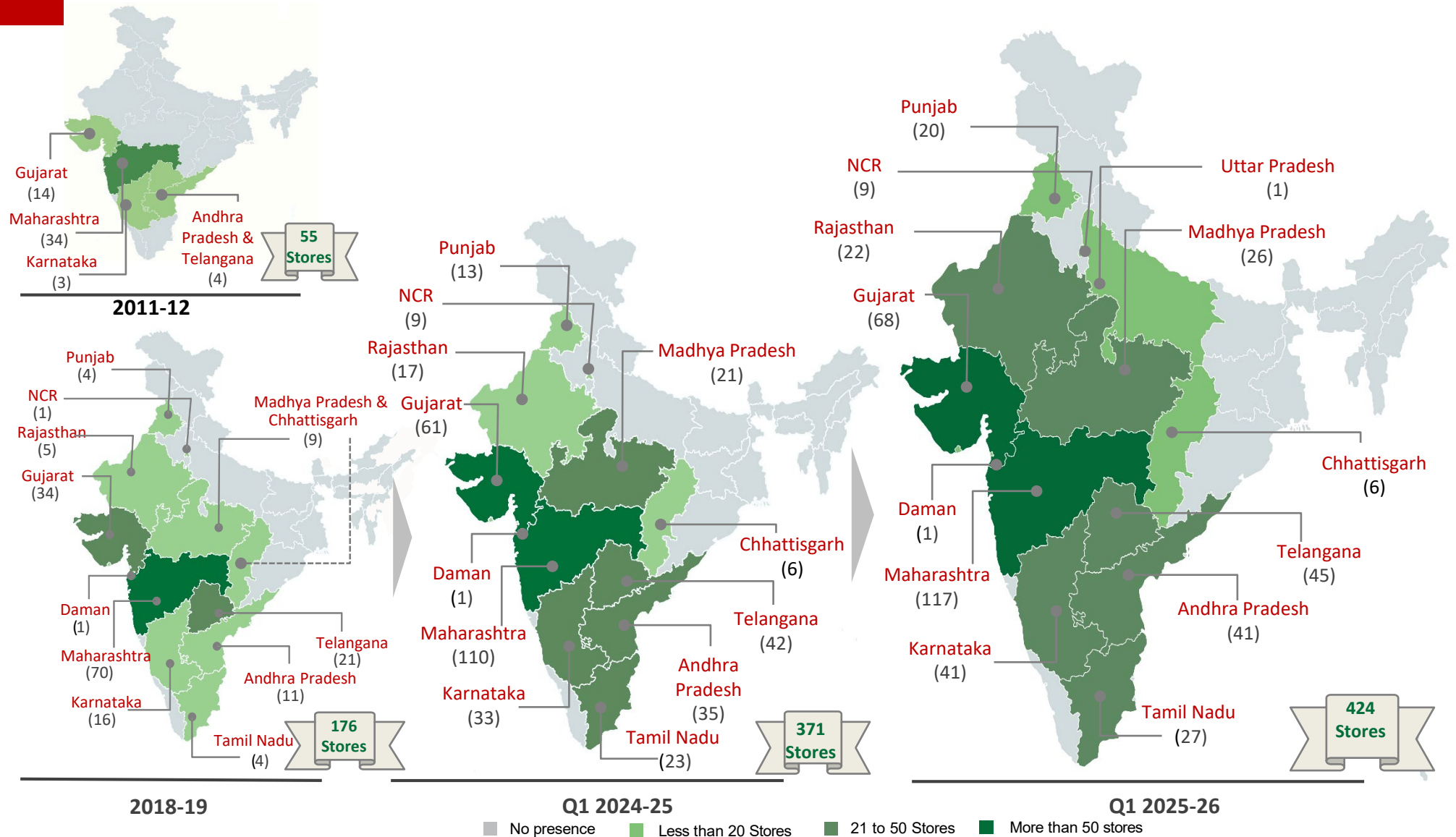
### Share of Revenue

Q1/25

Q1/26

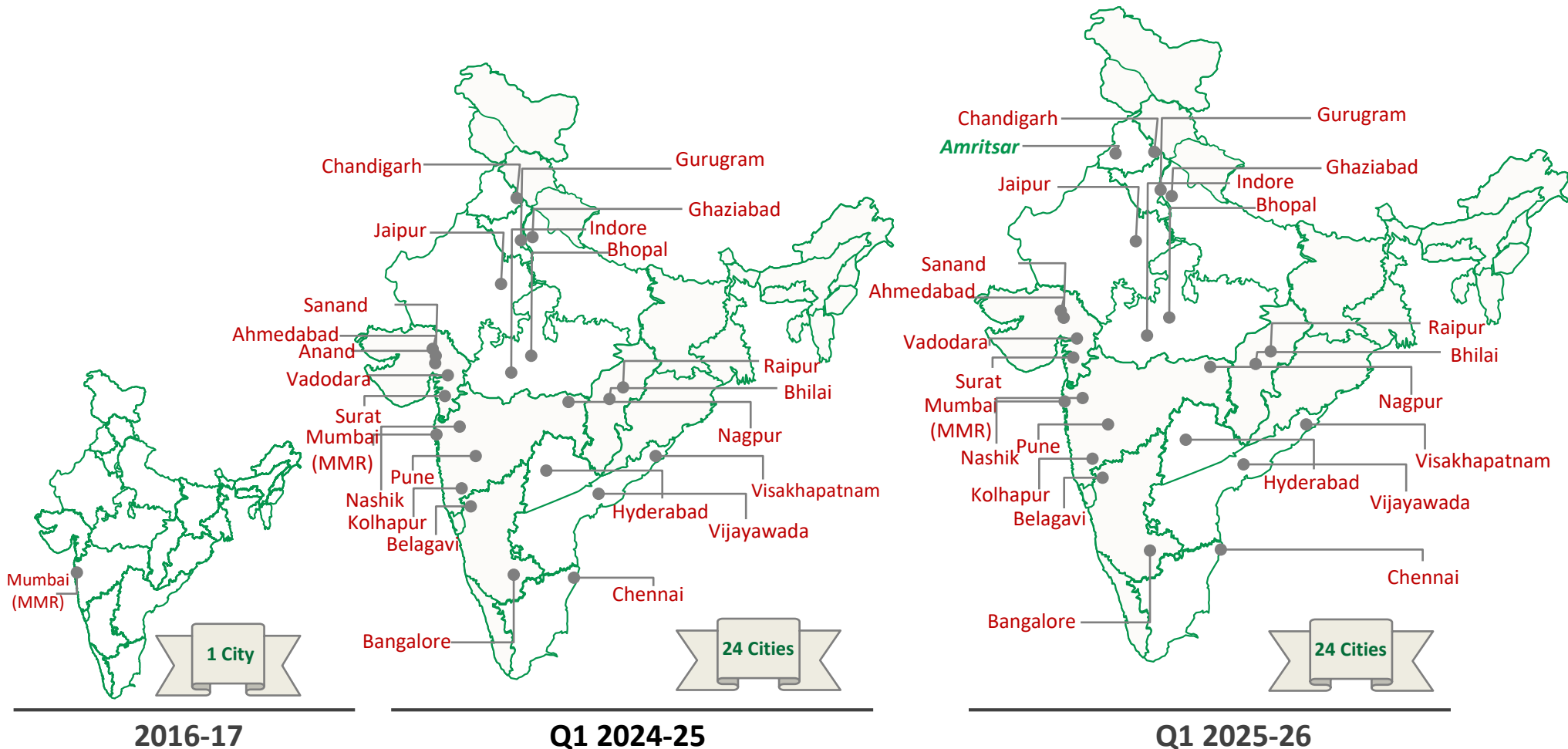


# Cluster Based Expansion Strategy Continues

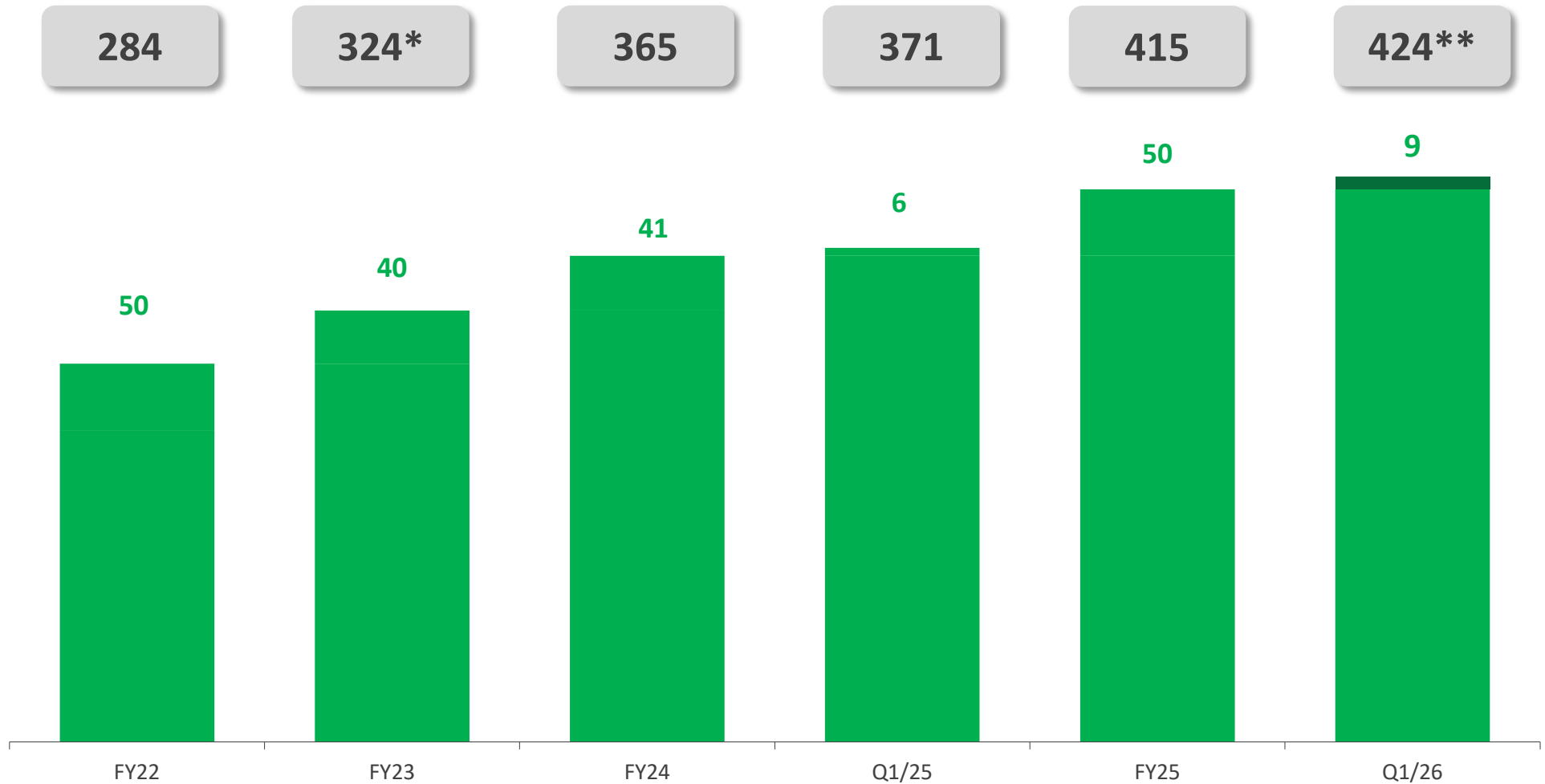


Numbers in bracket represent stores in that particular state.

# DMart Ready – Focus on Large Towns



## Year Wise Store Additions



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

\*\* One store at Navi Mumbai, Maharashtra closed due to renovation

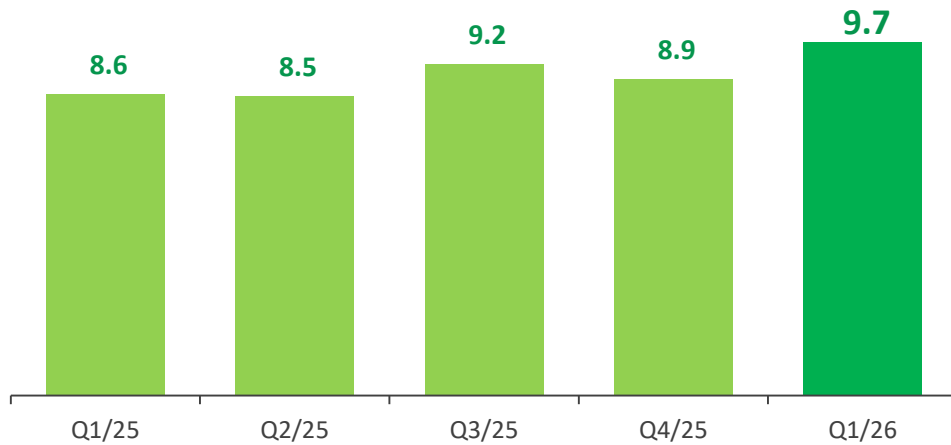




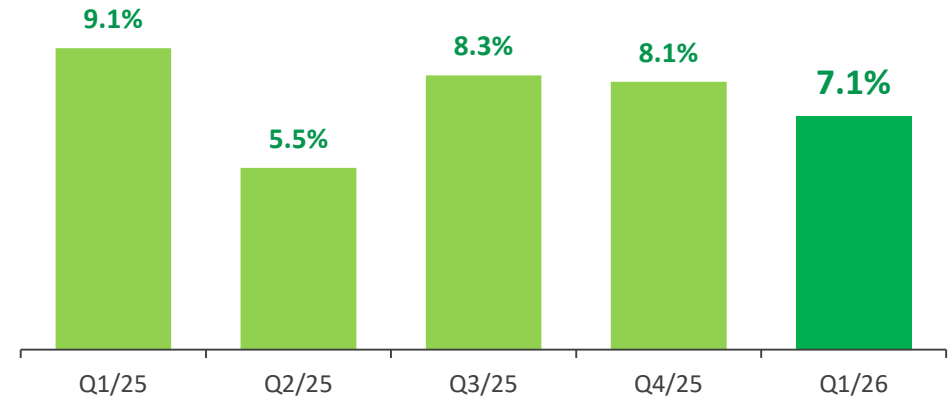
# Operating & Financial Summary

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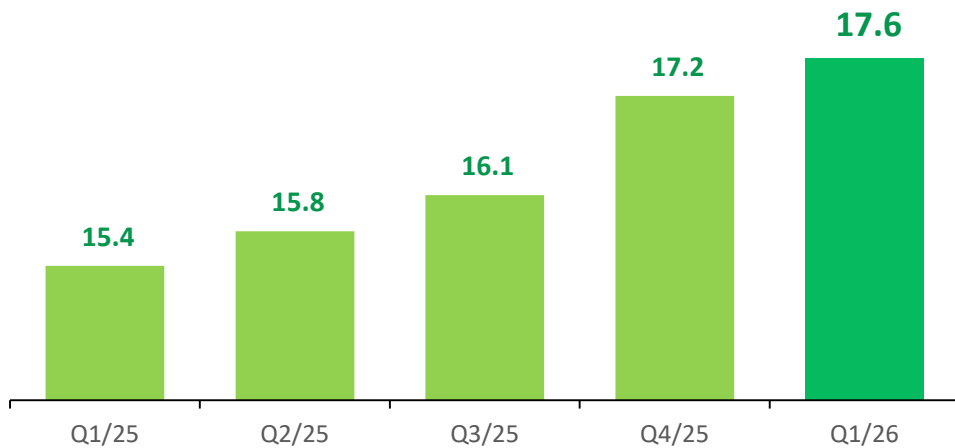
Total Bills Cuts (in Crs)



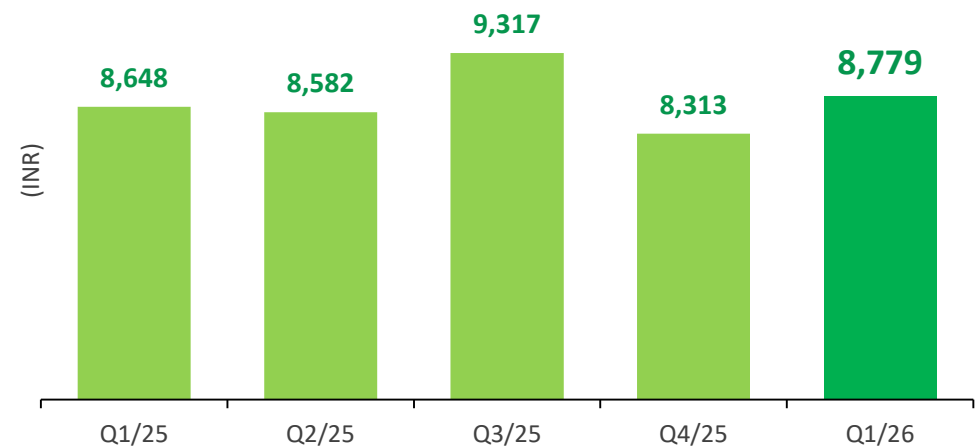
Like For Like Growth (>24 Months)\*



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



Revenue from Sales per Retail Business Area sq ft#

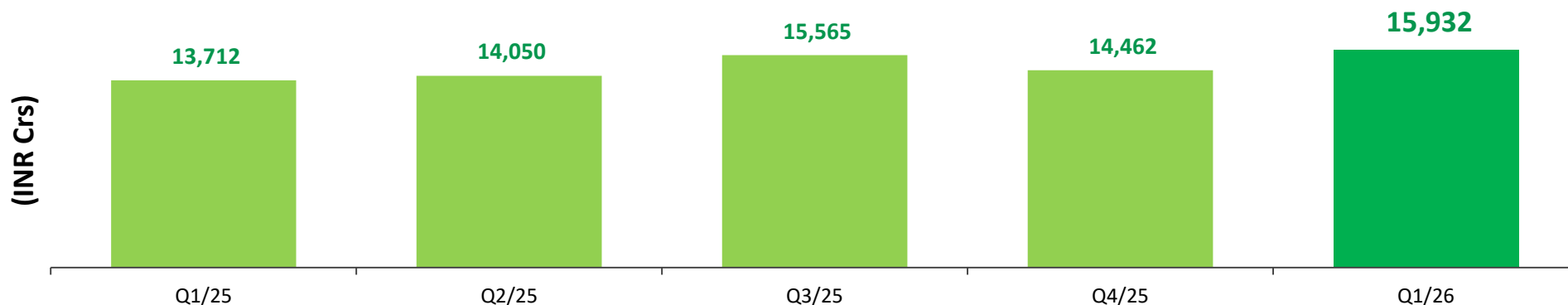


\*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of reporting period.

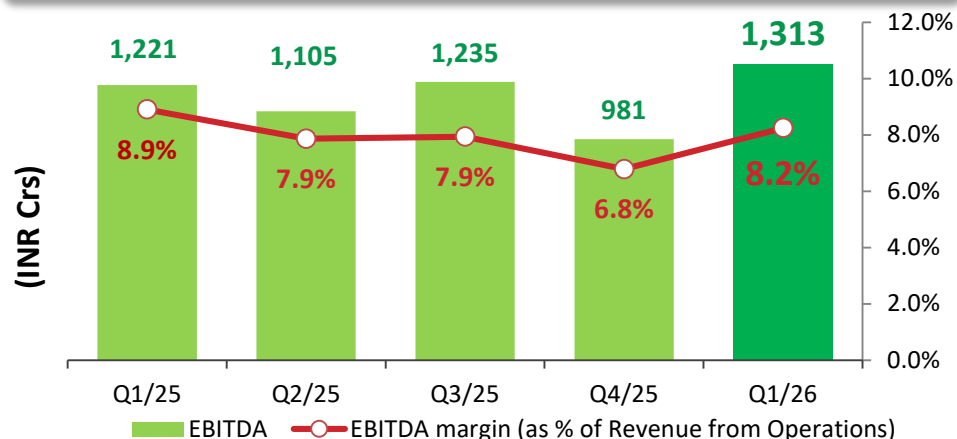
#: Annualized revenue from sales calculated on the basis of 91 days in a quarter (on standalone basis) divided by Retail Business Area at the end of reporting period.

# Operating & Financial Summary (Cont'd.)

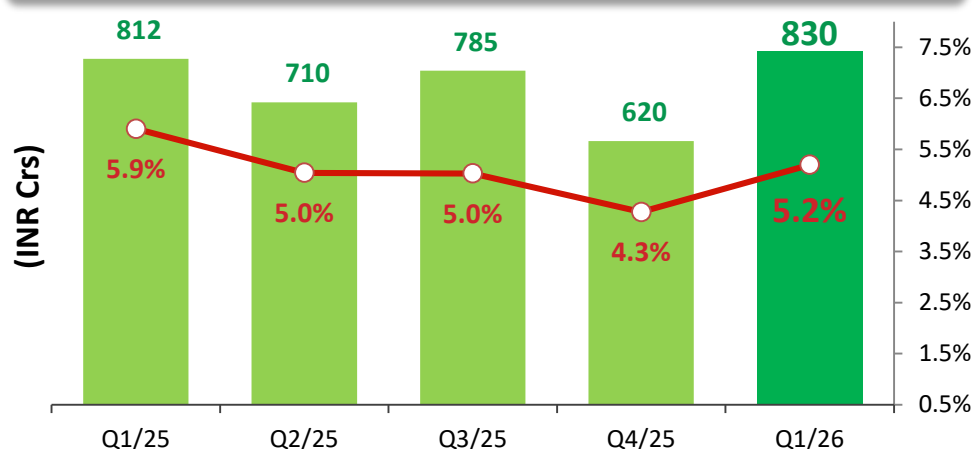
## Revenue from Operations #



## EBITDA^ & EBITDA Margin



## PAT & PAT margin ~



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

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

~ PAT and PAT margin for Q4/25 is not comparable with other periods, due to one-off tax benefit of Rs 36.0 Crs.

**Thank you!**