

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

28th July, 2025

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 2025

Dear Sir/ Madam,

With reference to the letter dated 22nd July, 2025 intimating our Analyst/ Investor Meet and one-on-one meetings scheduled on 30th July, 2025 and 31st July, 2025, 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 2025

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Table of Contents



1. Business Overview

2. Operating & Financial Summary



Business Overview

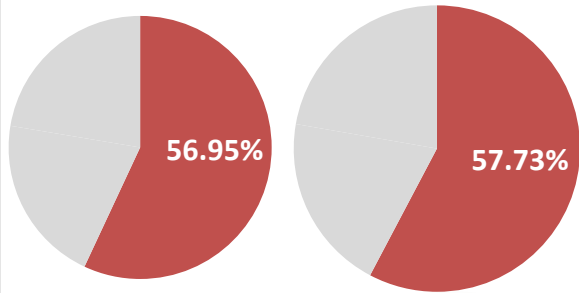
Key Product Categories

Foods

Share of Revenue

FY24

FY25

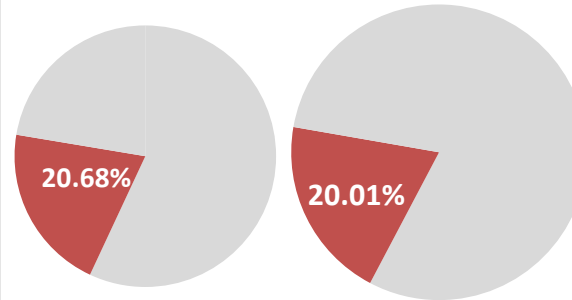


Non-Foods (FMCG)

Share of Revenue

FY24

FY25

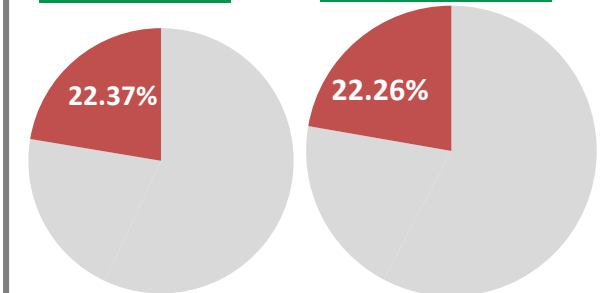


General Merchandise & Apparel

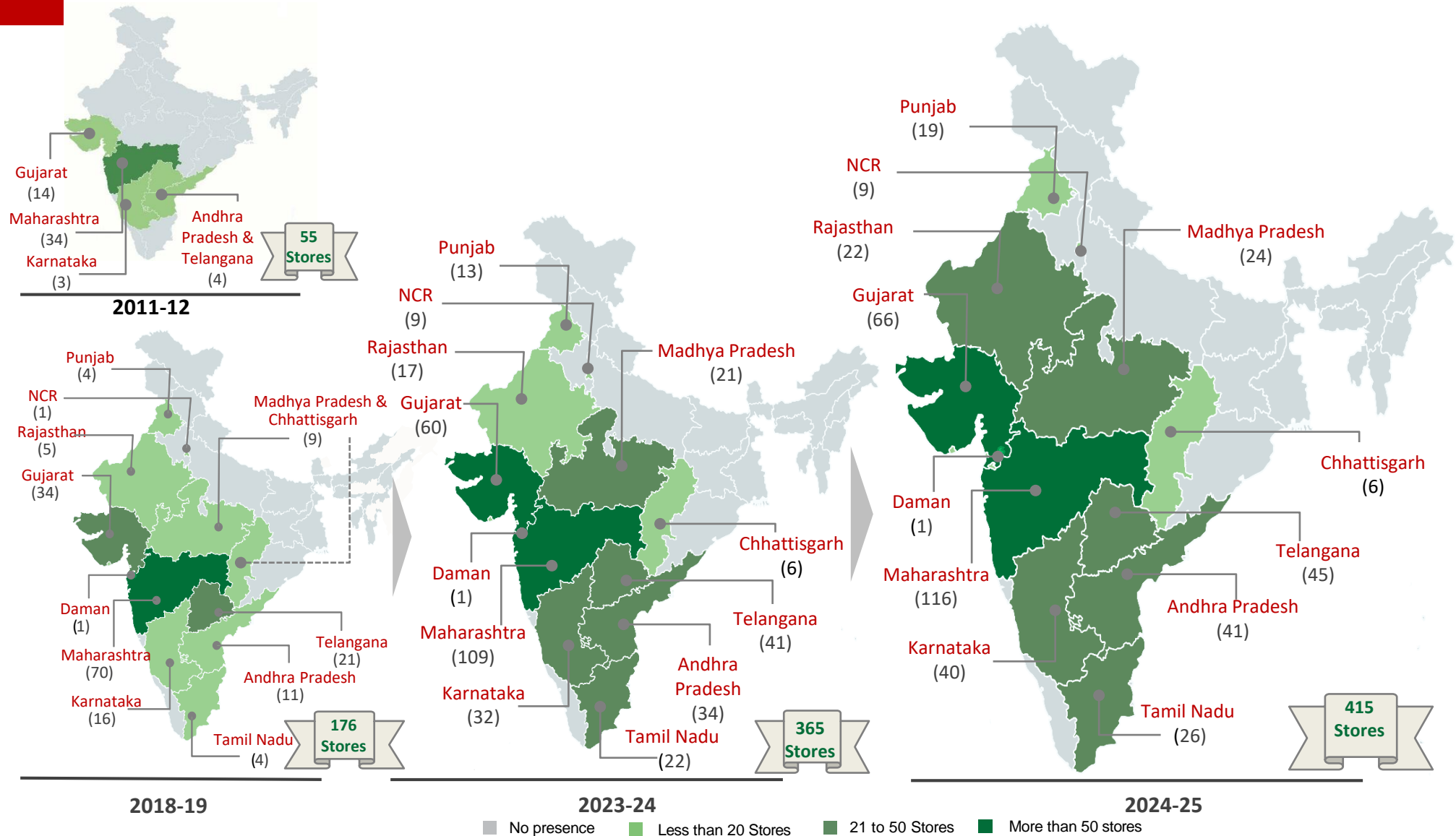
Share of Revenue

FY24

FY25

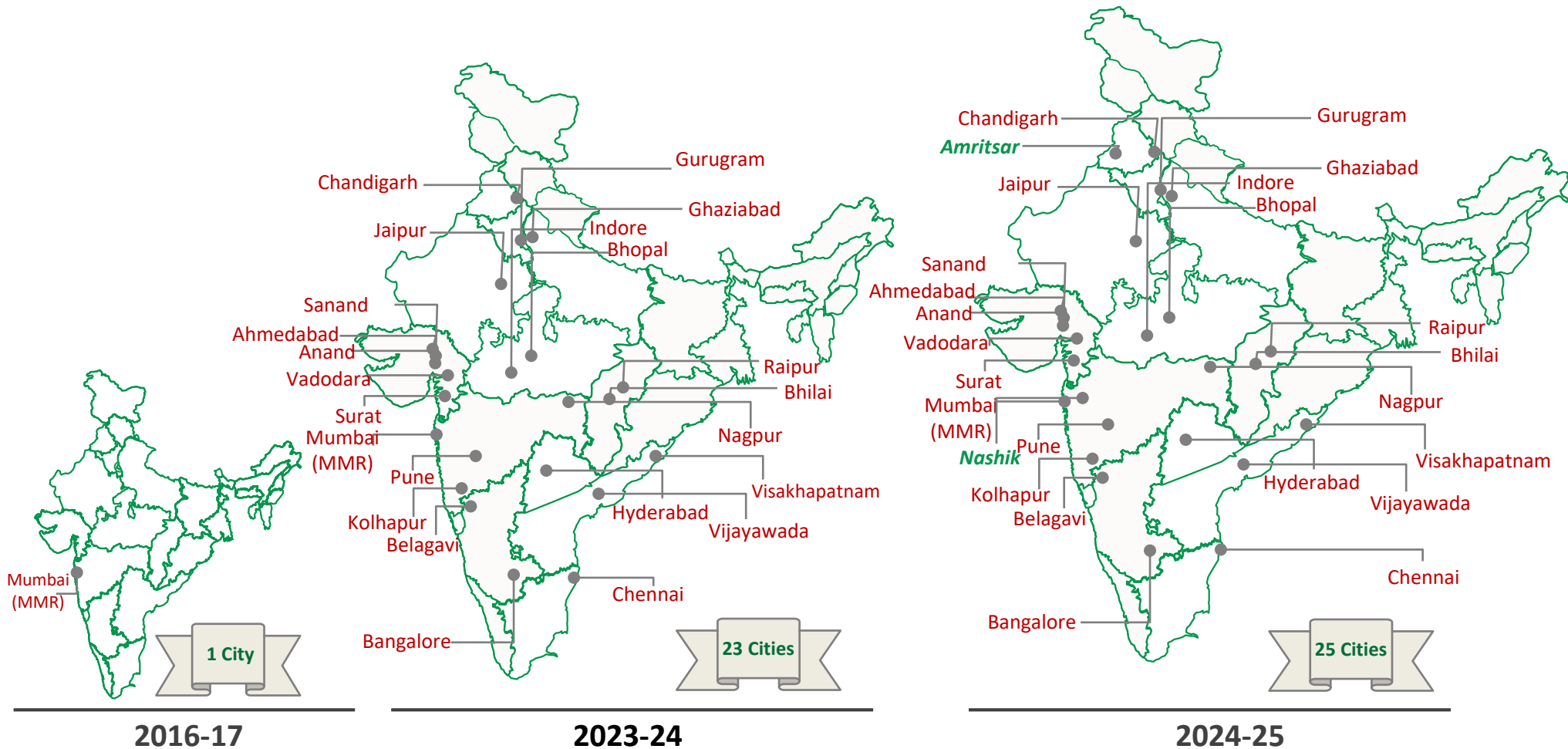


Cluster Based Expansion Strategy Continues

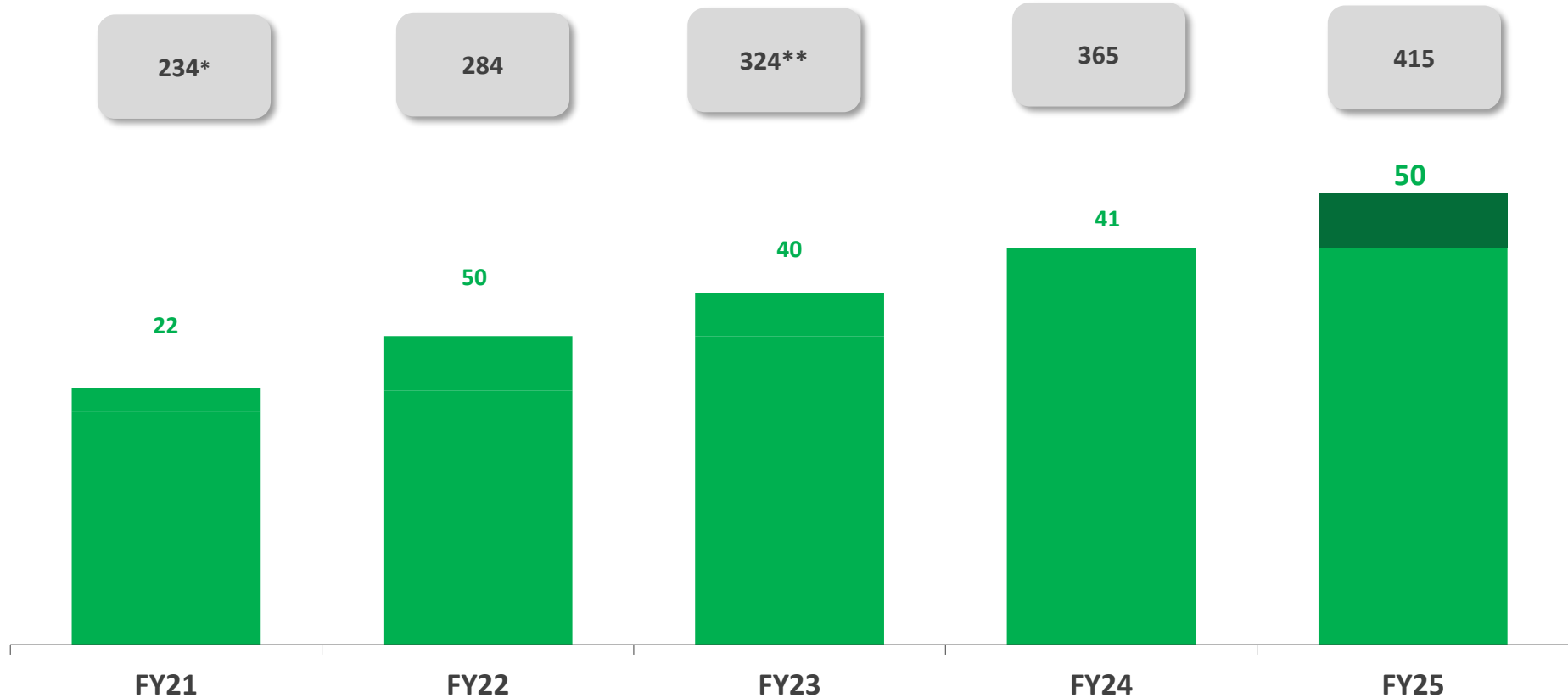


Numbers in bracket represent stores in that particular state.

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

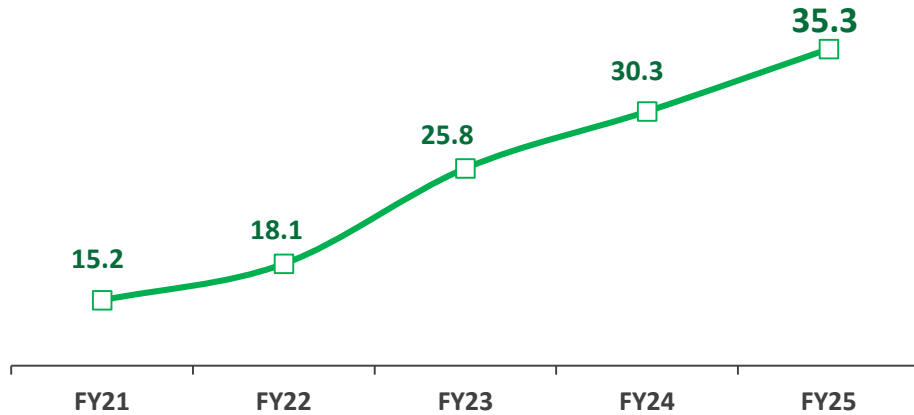
** During FY23, 1 location was reconverted from Fulfilment Center to DMart Store



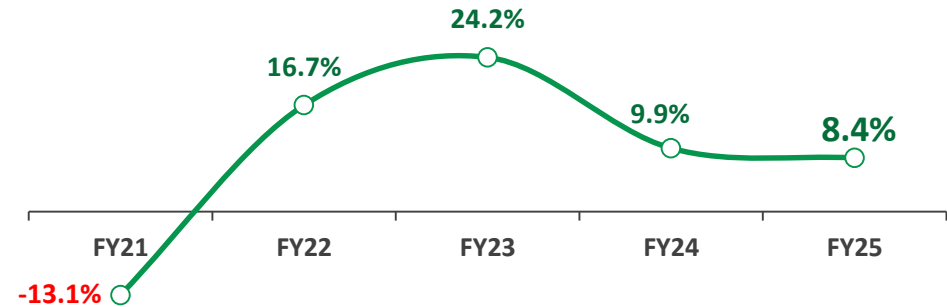
Operating & Financial Summary

Operating & Financial Summary

Total Bills Cuts (in Crs)

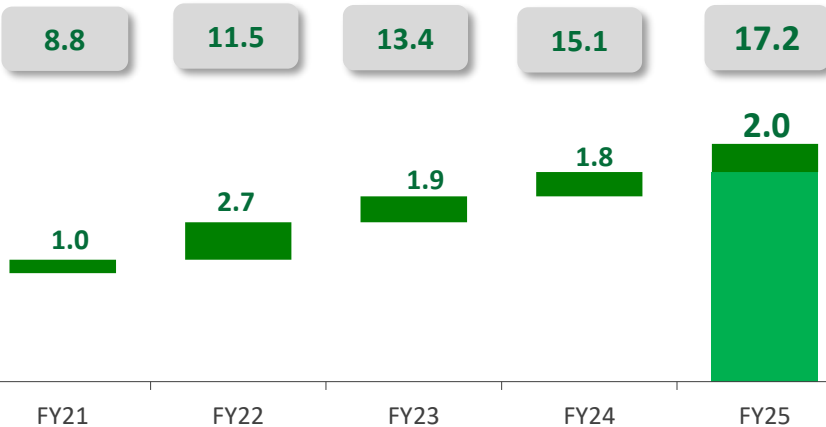


Like For Like Growth (24 Months)*

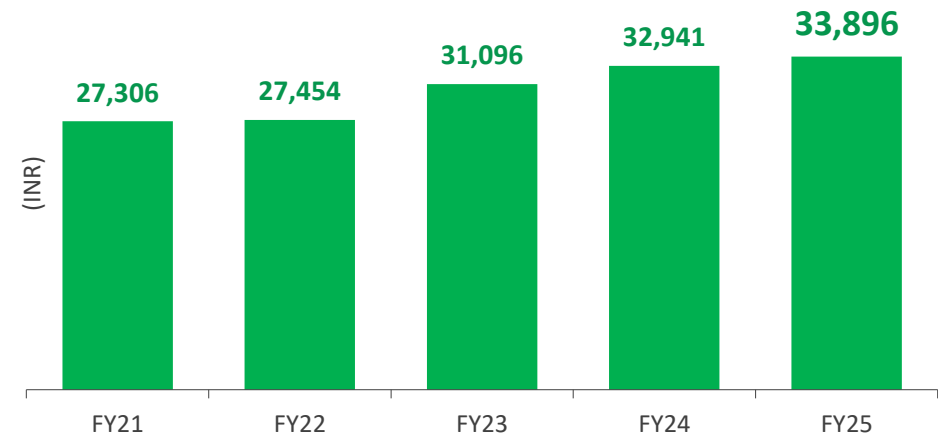


Retail Business Area at Fiscal End

Total 'MN SQFT



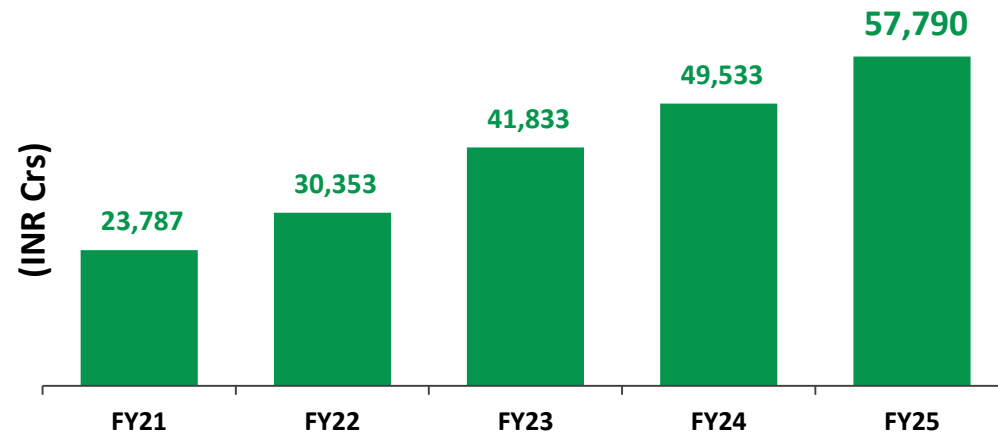
Revenue from Sales per Retail Business Area sq ft#



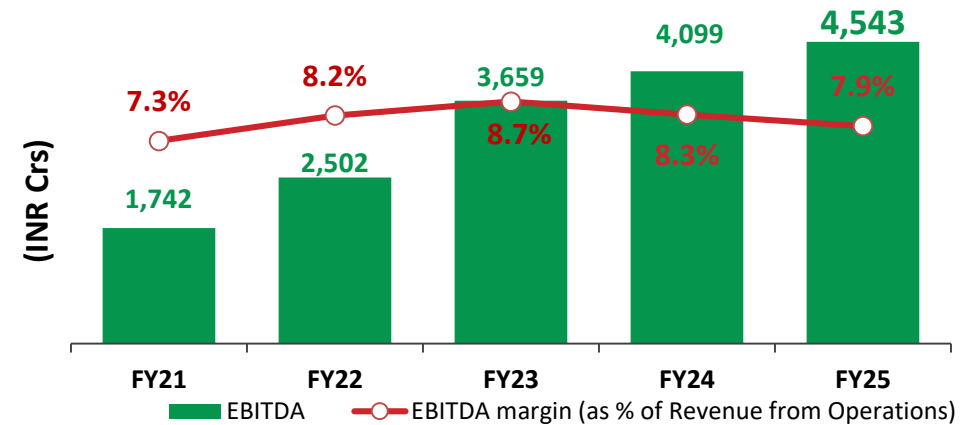
*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal Year
 #: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal Year

Operating & Financial Summary (Cont'd.)

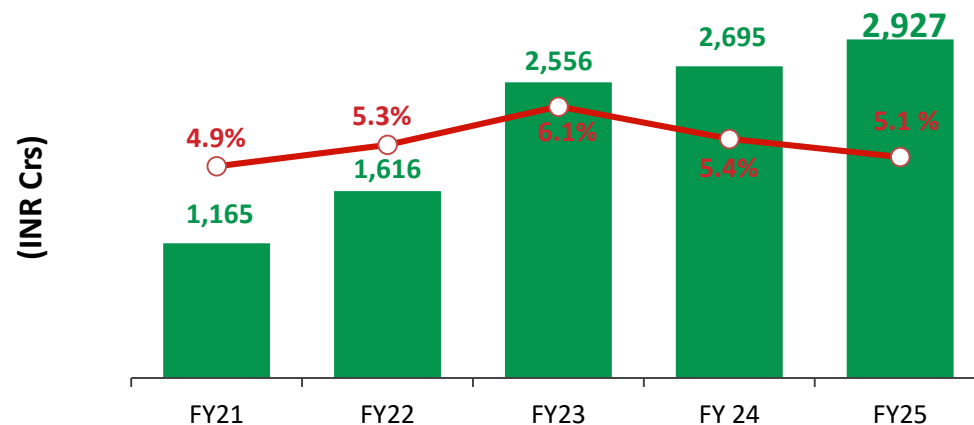
Revenue from Operations #



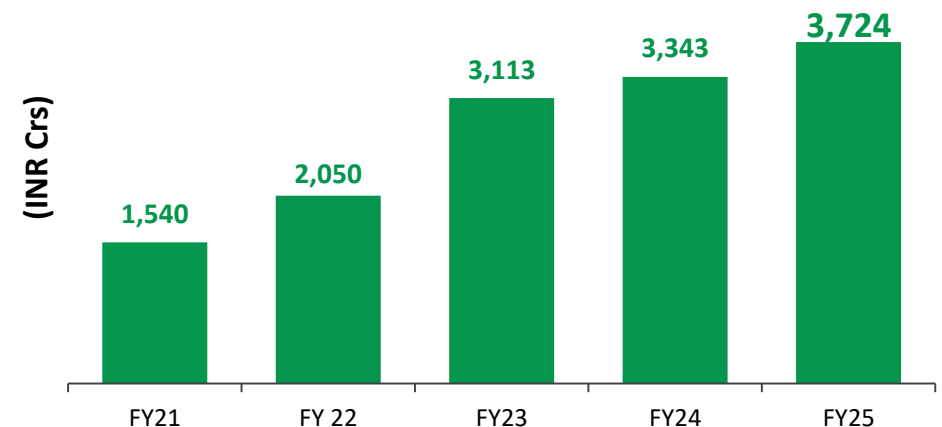
EBITDA[^] & EBITDA Margin



PAT & PAT margin*



Net Cash flow from Operations ~



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

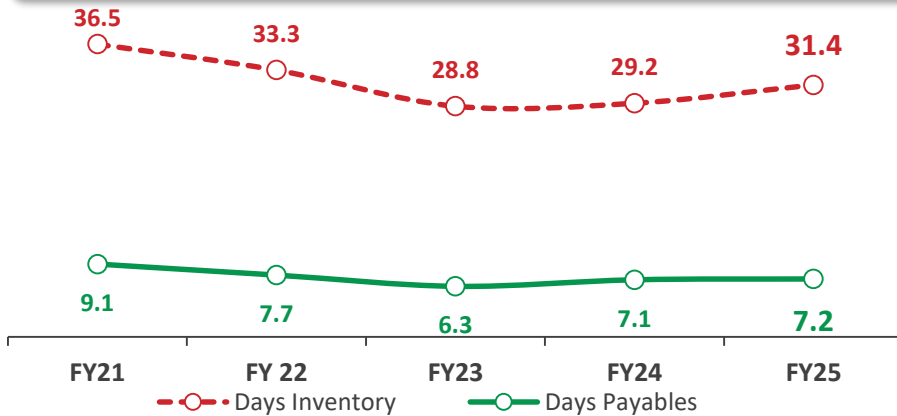
Revenue from operations is including other operating income and excluding other income

*PAT and PAT margin for FY23 and FY25 not comparable with prior periods, due to one-off tax benefit of Rs 138.8 Crs and 36.0 Crs respectively

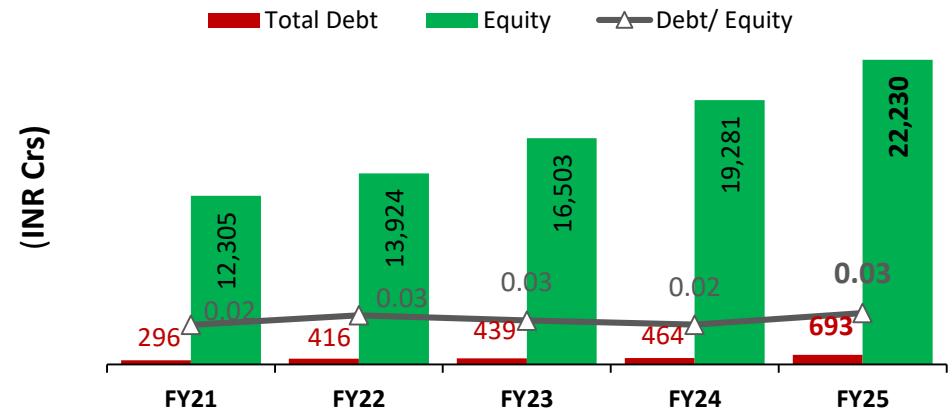
~ Net Cash Flow from Operations = PAT+ Depreciation + Deferred Tax

Operating & Financial Summary (Cont'd.)

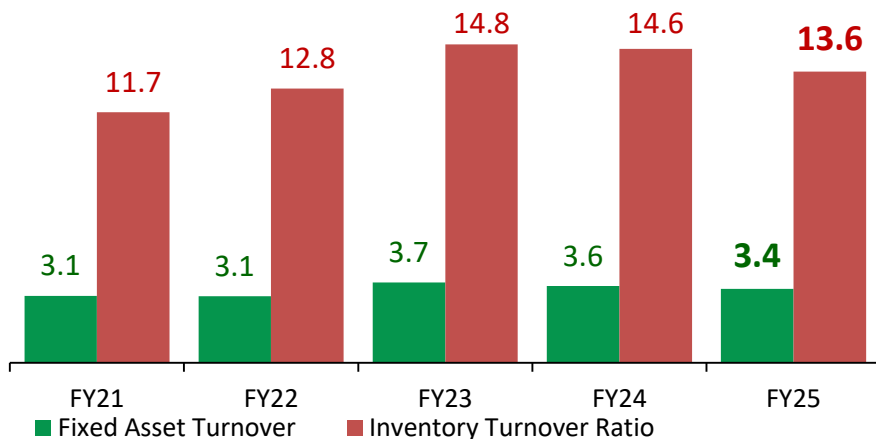
Days Inventory & Days Payables



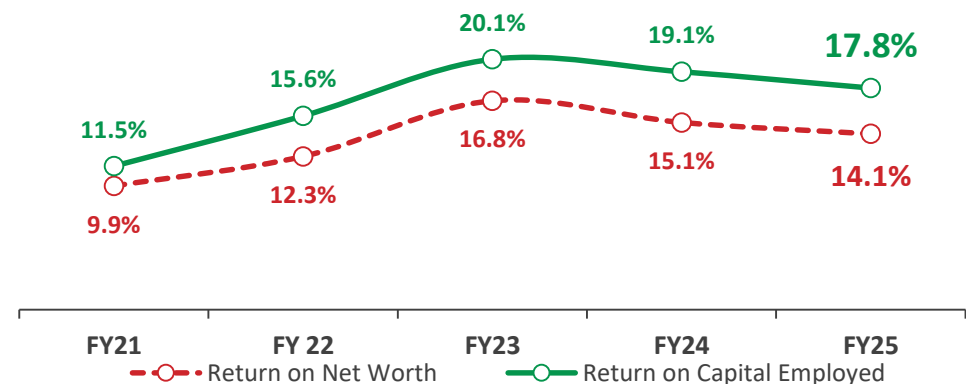
Debt and Equity



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)*365; Days Payables = (Average Payables / COGS)*365

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 and FY25 not comparable with prior periods, due to one-off tax benefit of Rs. 138.8 Crs and 36 Crs respectively

Key Financials – Avenue Supermarts Limited

Standalone and Consolidated Abridged Profit and loss Account For YE 31 March 2025

Standalone

Rs Crs	YE Mar 2025	YE Mar 2024	YE Mar 25/24
Sales	57,790	49,533	16.7%
Tot Inc	57,964	49,722	16.6%
COGS	49,616	42,547	16.6%
GC	14.14%	14.10%	4 bps
Empl Exp	1,013	786	29.0%
% of Tot Inc	1.75%	1.58%	16 bps
Other Exp	2,618	2,101	24.6%
% of Tot Inc	4.52%	4.23%	29 bps
EBITDA	4,543	4,099	10.8%
EBITDA %	7.86%	8.28%	-42 bps
Fin Costs	58	44	30.4%
Dep & Amort	776	633	22.6%
PBT	3,883	3,611	7.5%
PBT %	6.70%	7.26%	-56 bps
Tax (A+B)	956	916	4.3%
Current tax (A)	992	917	8.2%
Related to earlier years (B)	-36	-0	
PAT	2,927	2,695	8.6%
PAT %	5.05%	5.42%	-36 bps
PAT excl tax gain	2,891	2,695	7.3%
PAT excl tax gain %	4.99%	5.42%	-43 bps

Consolidated

Rs Crs	YE Mar 2025	YE Mar 2024	YE Mar 25/24
Sales	59,358	50,789	16.9%
Tot Inc	59,482	50,935	16.8%
COGS	50,552	43,275	16.8%
GC	14.84%	14.80%	4 bps
Empl Exp	1,166	906	28.7%
% of Tot Inc	1.96%	1.78%	18 bps
Other Exp	3,153	2,504	25.9%
% of Tot Inc	5.30%	4.92%	38 bps
EBITDA	4,487	4,104	9.3%
EBITDA %	7.56%	8.08%	-52 bps
Fin Costs	69	58	19.5%
Dep & Amort	870	731	19.0%
PBT	3,673	3,461	6.1%
PBT %	6.17%	6.80%	-62 bps
Tax (A+B)	965	926	4.3%
Current tax (A)	1,001	925	8.2%
Related to earlier years (B)	-36	1	
PAT	2,707	2,536	6.8%
PAT %	4.55%	4.98%	-43 bps
PAT excl tax gain	2,671	2,536	5.3%
PAT excl tax gain %	4.49%	4.98%	-49 bps

Financials of Key Subsidiaries

Avenue E-Commerce Limited

Rs Crs	YE Mar 2025	YE Mar 2024	YE Mar 25/24
Sales	3,502	2,899	20.8%
Tot Inc	3,507	2,904	20.8%
COGS	3,069	2,537	21.0%
GC	12.37%	12.48%	-11 bps
Empl Exp	111	90	22.8%
% of Tot Inc	3.16%	3.11%	5 bps
Other Exp	451	345	31.0%
% of Tot Inc	12.87%	11.87%	100 bps
EBITDA	-129	-73	-76.6%
EBITDA %	-3.68%	-2.52%	-116 bps
Fin Costs	16	16	0.3%
Dep & Amort	107	100	6.9%
PBT	-247	-185	-33.8%
PBT %	-7.05%	-6.37%	-69 bps
Tax	0	0	0.0%
PAT	-247	-185	-33.8%
PAT %	-7.05%	-6.37%	-69 bps

Align Retail Trades Private Limited

Rs Crs	YE Mar 2025	YE Mar 2024	YE Mar 25/24
Sales	3,322	2,797	18.8%
Tot Inc	3,324	2,797	18.9%
COGS	3,199	2,691	18.9%
GC	3.71%	3.77%	-6 bps
Empl Exp	22	17	25.3%
% of Tot Inc	0.66%	0.62%	3 bps
Other Exp	42	32	30.7%
% of Tot Inc	1.27%	1.15%	11 bps
EBITDA	59	56	6.2%
EBITDA %	1.78%	1.99%	-21 bps
Fin Costs	0	0	77.8%
Dep & Amort	10	11	-7.0%
PBT	50	44	12.9%
PBT %	1.51%	1.59%	-8 bps
Tax	13	11	12.4%
PAT	38	33	13.1%
PAT %	1.13%	1.19%	-6 bps

Avenue Food Plaza Private Limited

Rs Crs	YE Mar 2025	YE Mar 2024	YE Mar 25/24
Sales	226	177	27.9%
Tot Inc	227	178	27.9%
COGS	149	115	29.6%
GC	34.36%	35.22%	-87 bps
Empl Exp	14	8	67.9%
% of Tot Inc	5.95%	4.53%	141 bps
Other Exp	63	51	23.1%
% of Tot Inc	27.54%	28.62%	-107 bps
EBITDA	2	3	-52.4%
EBITDA %	0.72%	1.94%	-122 bps
Fin Costs	2	3	-35.3%
Dep & Amort	14	9	49.6%
PBT	-13	-7	-68.9%
PBT %	-5.56%	-4.21%	-135 bps
Tax	-3	-2	-77.7%
PAT	-10	-6	-66.4%
PAT %	-4.25%	-3.26%	-98 bps

Thank you!