

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 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”, 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 ended 30th 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



Corporate Presentation

D-Mart
Daily Discounts Daily Savings

Q1 FY 2026

Table of Contents



1. Business Overview

2. Operating & Financial Summary



Business Overview

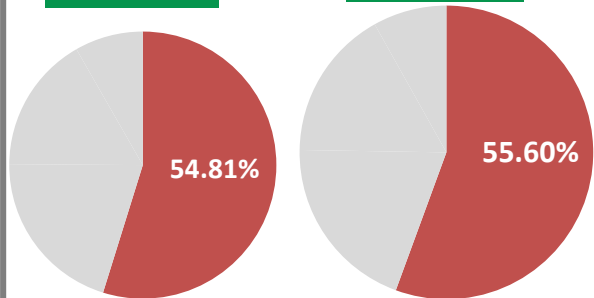
Key Product Categories

Foods

Share of Revenue

Q1/25

Q1/26



Groceries



Dairy



Staples



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



Fruits & Vegetables



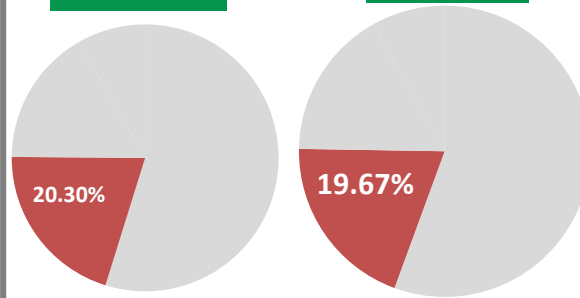
Cooking Oils

Non-Foods (FMCG)

Share of Revenue

Q1/25

Q1/26



Home Care



Personal Care



Toiletries



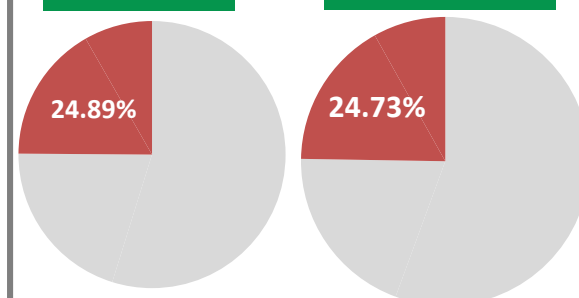
Other over the counter products

General Merchandise & Apparel

Share of Revenue

Q1/25

Q1/26



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

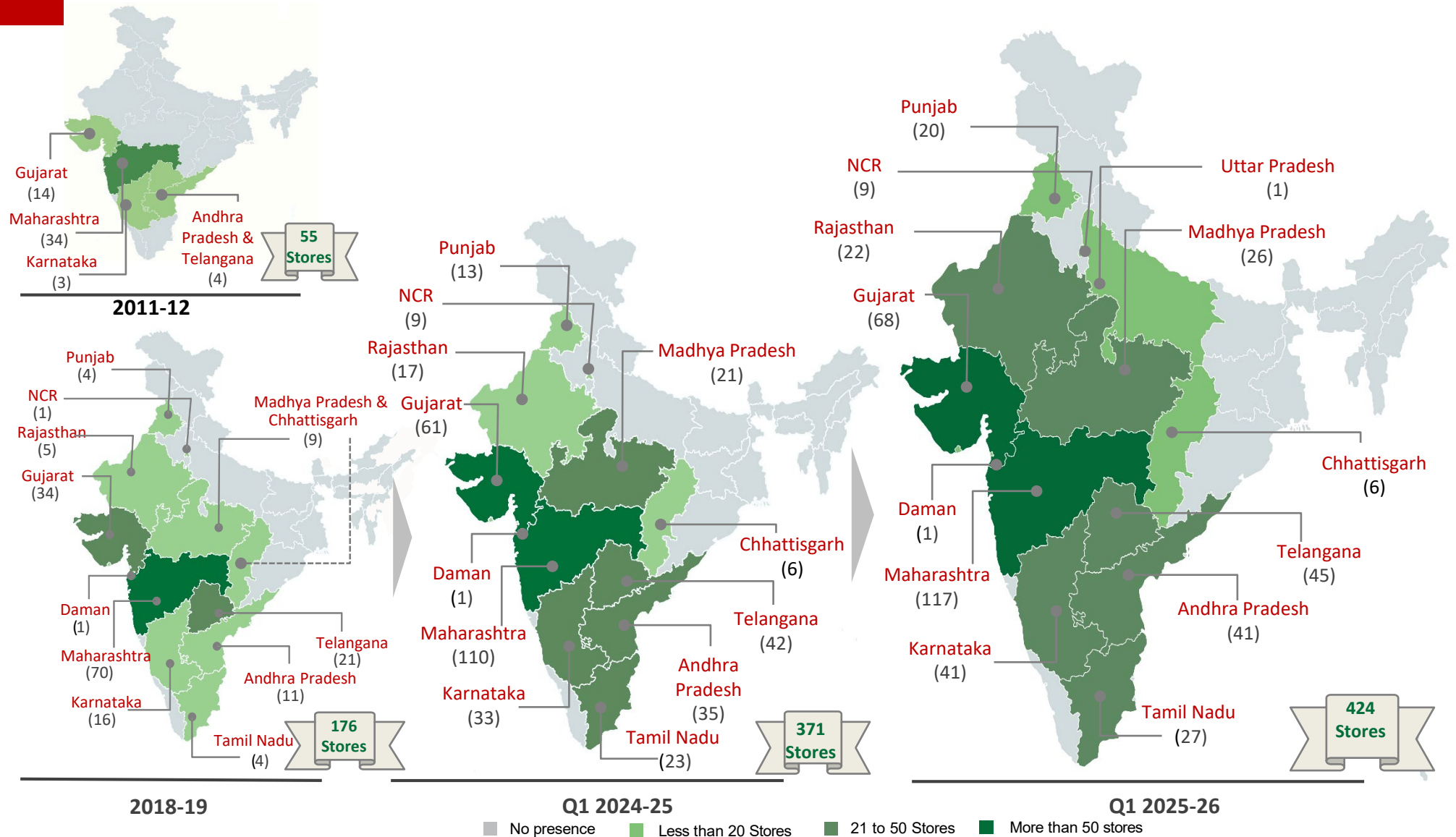


Footwear

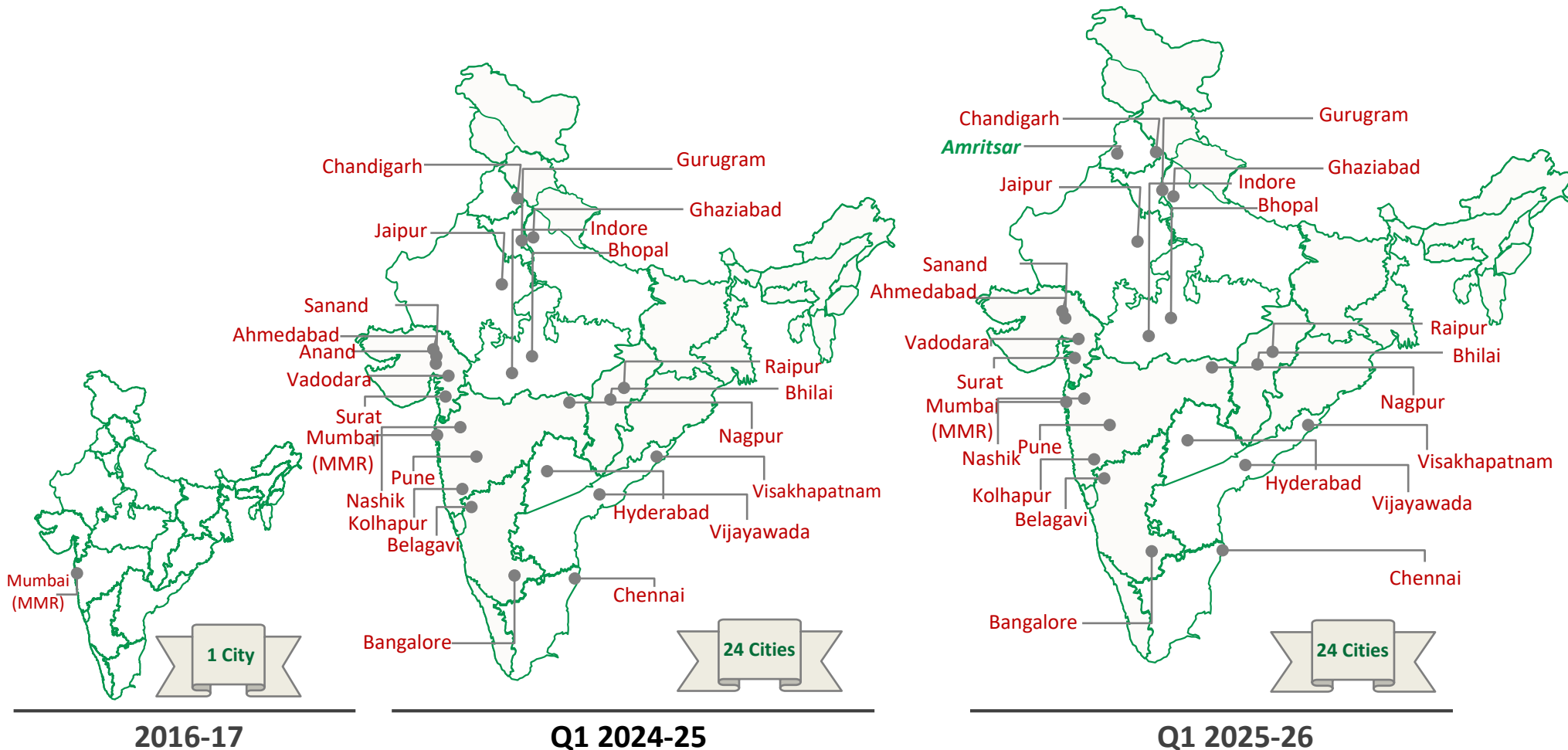


Home Appliances

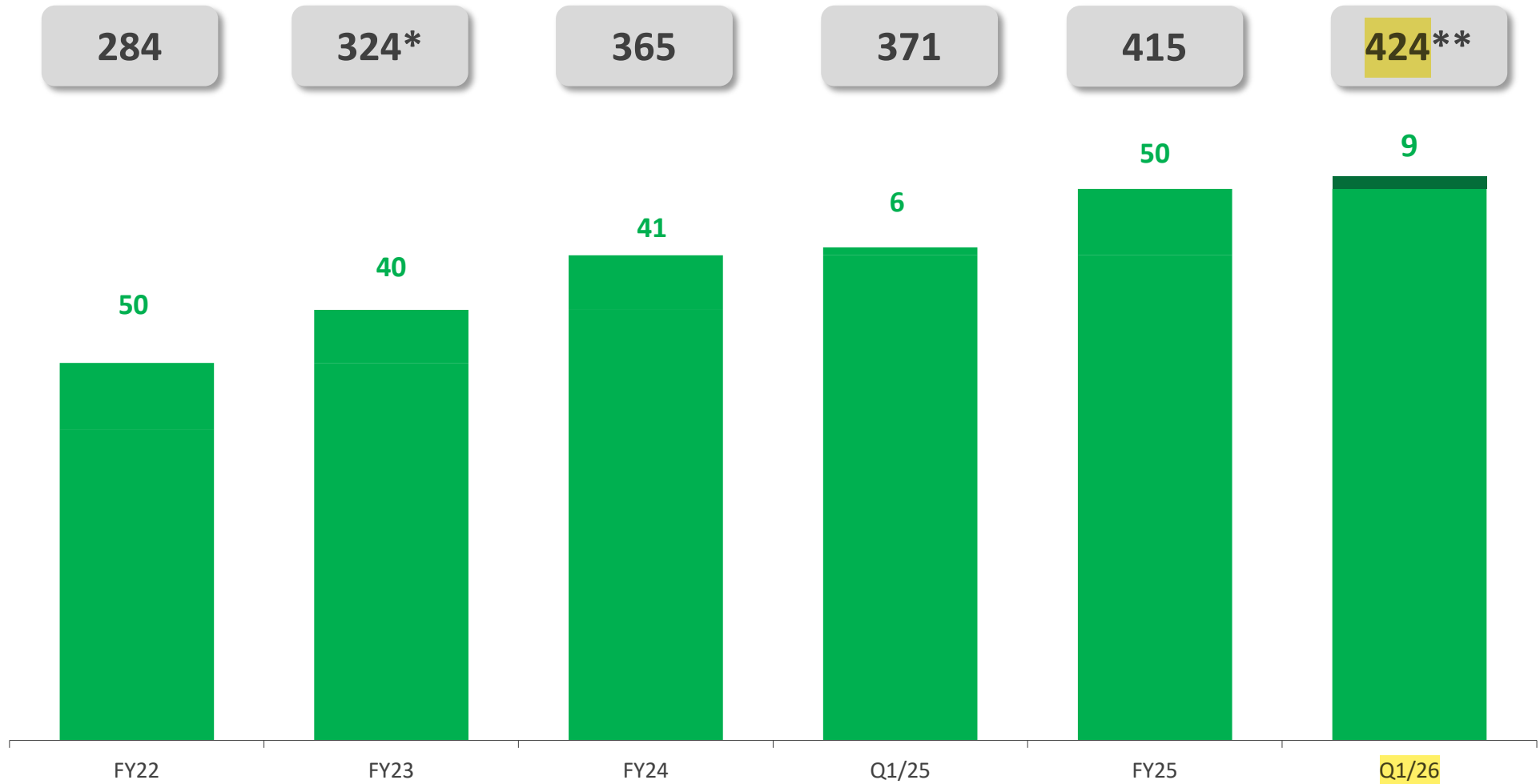
Cluster Based Expansion Strategy Continues



DMart Ready – Focus on Large Towns



Year Wise Store Additions



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

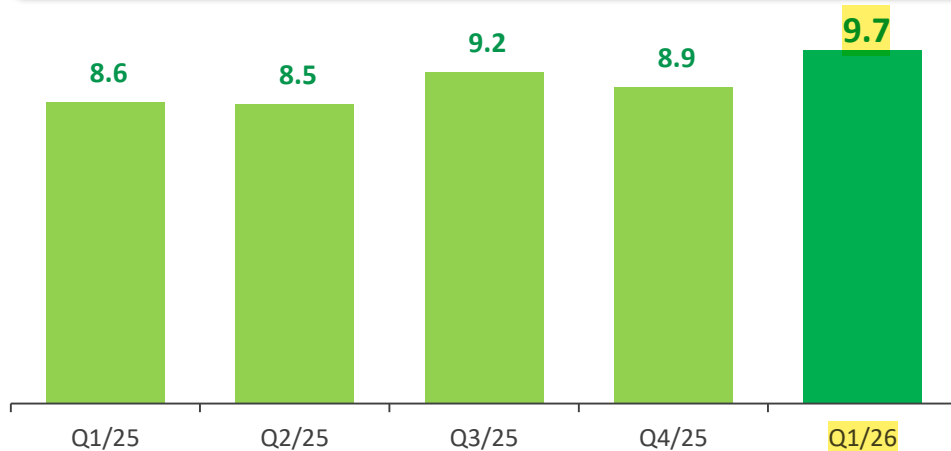
** One store at Navi Mumbai, Maharashtra closed due to renovation



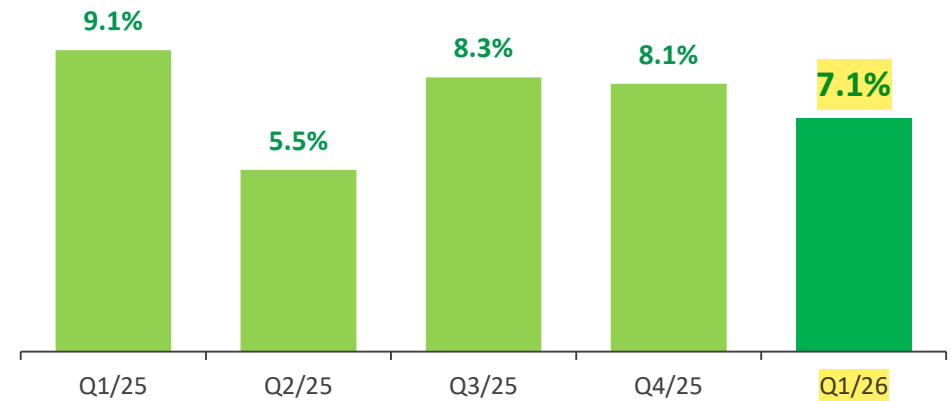
Operating & Financial Summary

Operating & Financial Summary

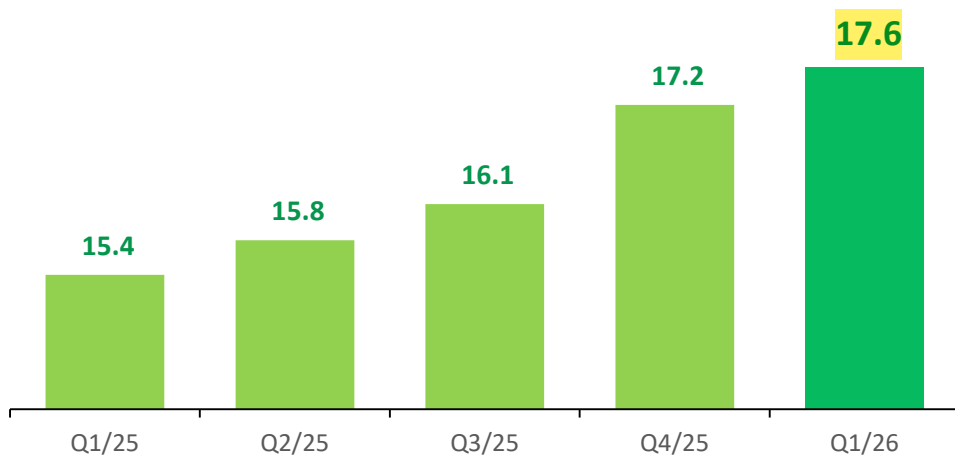
Total Bills Cuts (in Crs)



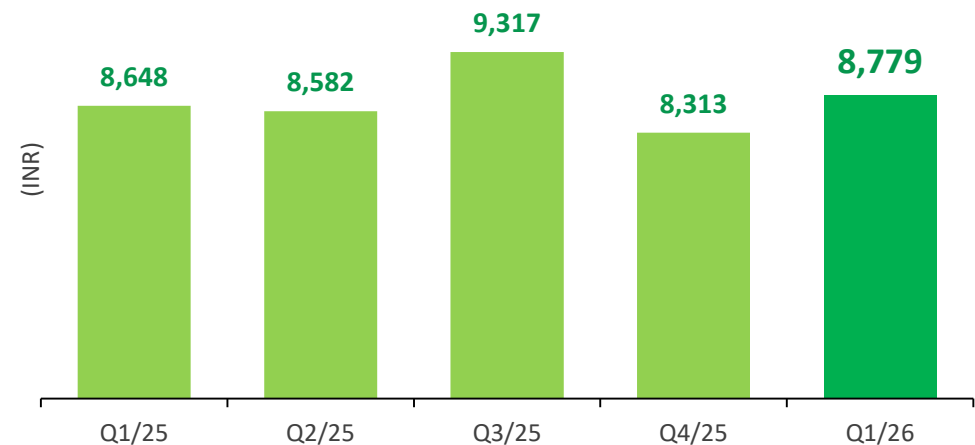
Like For Like Growth (>24 Months)*



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



Revenue from Sales per Retail Business Area sq ft#

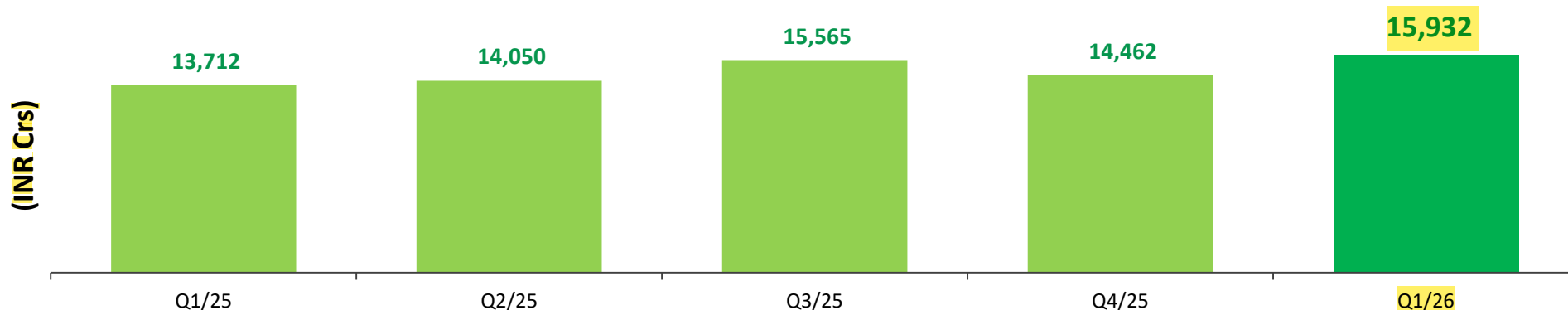


*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of reporting period.

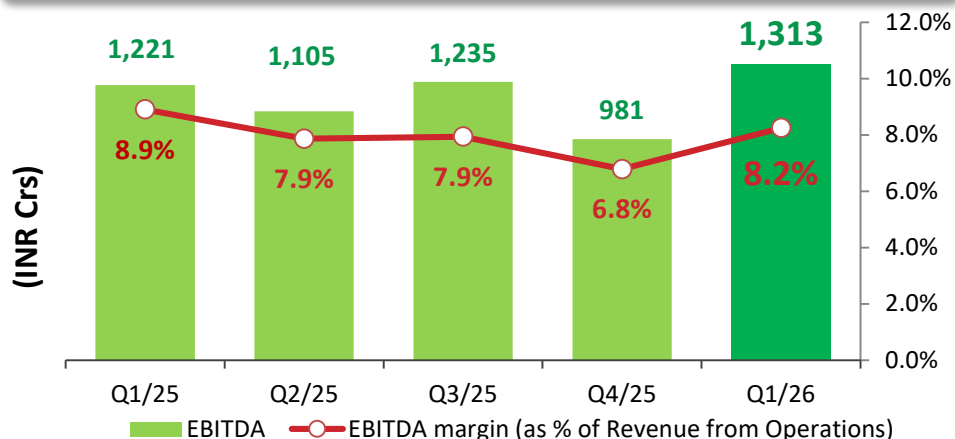
#: Annualized revenue from sales calculated on the basis of 91 days in a quarter (on standalone basis) divided by Retail Business Area at the end of reporting period.

Operating & Financial Summary (Cont'd.)

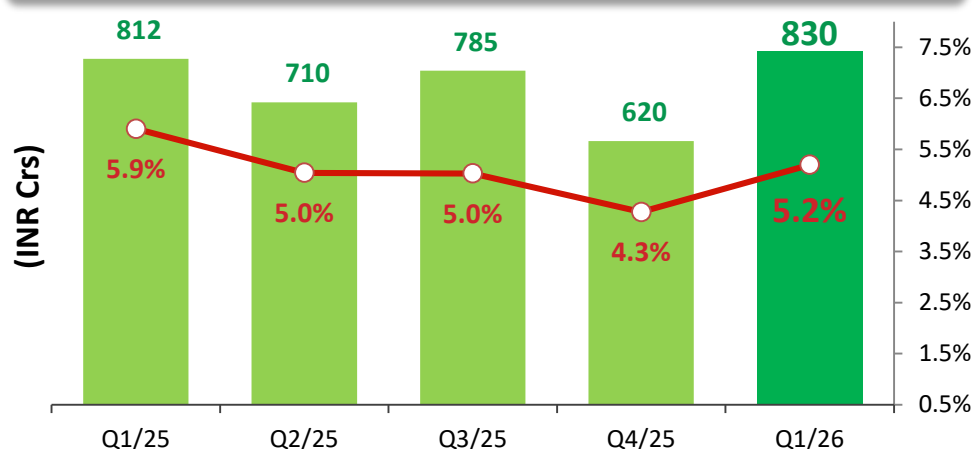
Revenue from Operations



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!