



D Mart
Daily Discounts Daily Savings

Fiscal 2018

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Business Overview

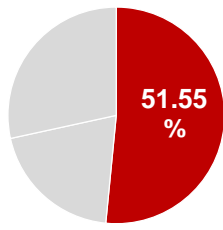
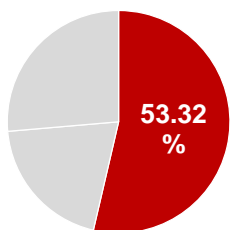
Key Product Categories

Foods

Share of Revenue

FY17

FY18



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



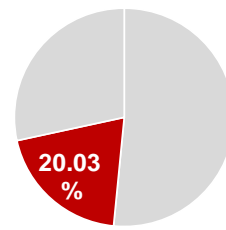
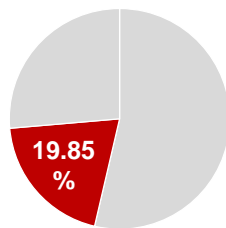
Fruits & Vegetables

Non-Foods (FMCG)

Share of Revenue

FY17

FY18



Home Care



Personal Care



Toiletries



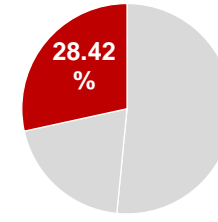
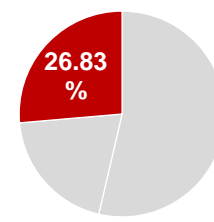
Other over the counter products

General Merchandise & Apparel

Share of Revenue

FY17

FY18



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

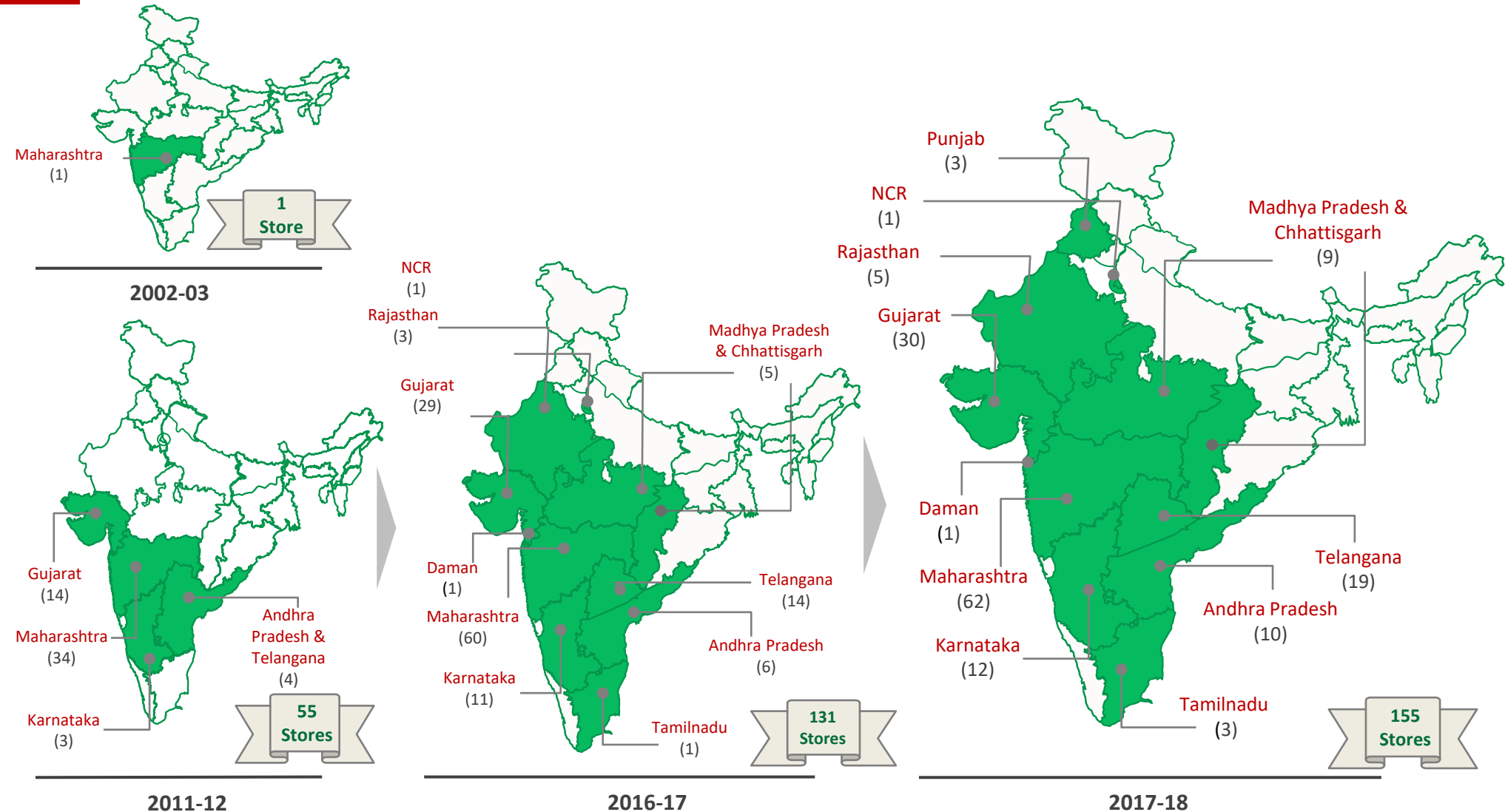


Footwear



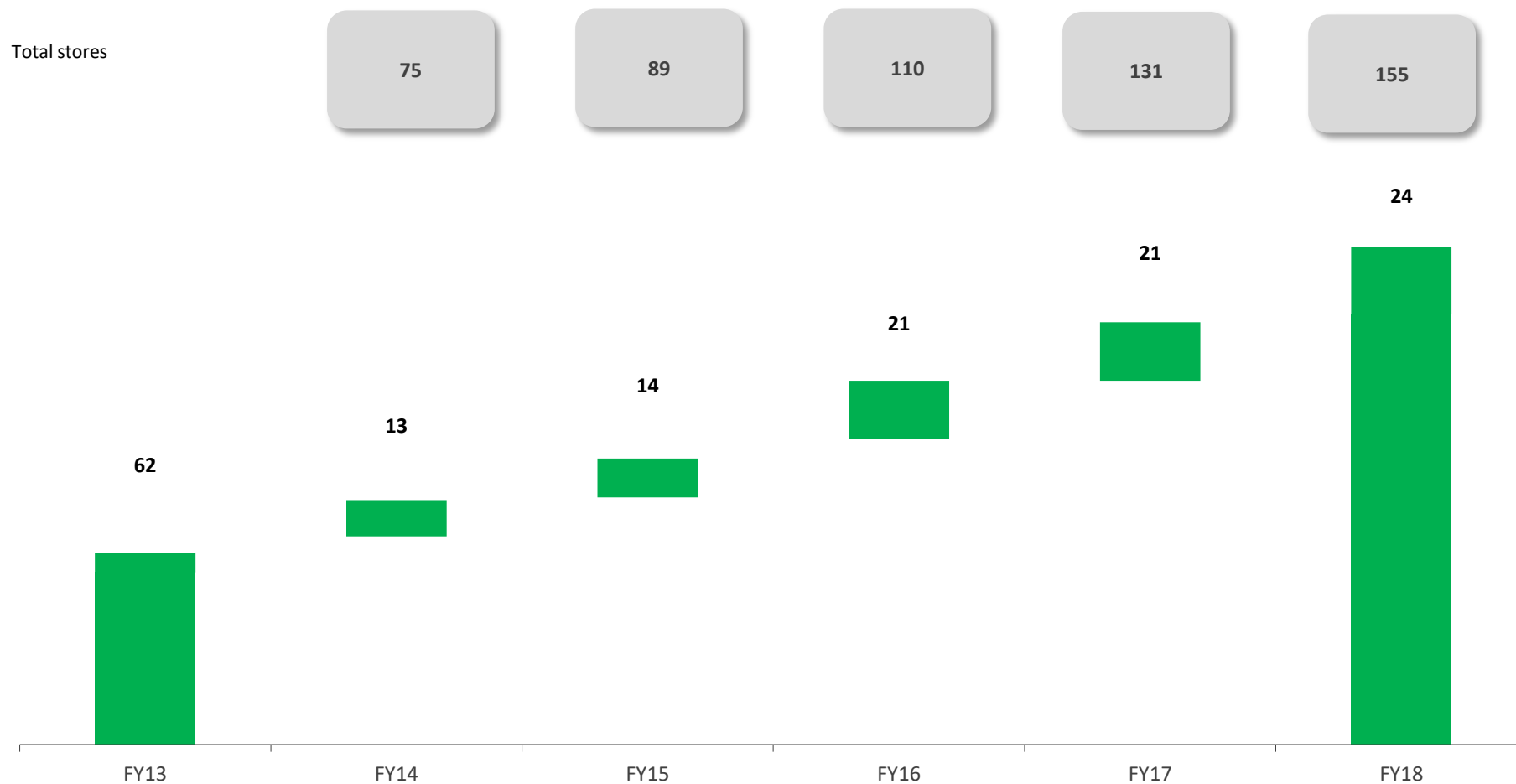
Home Appliances

Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

Year Wise Store Additions

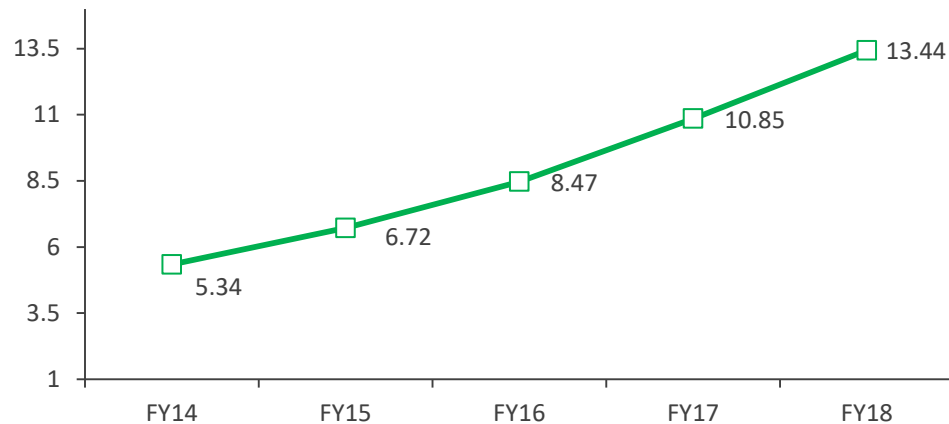




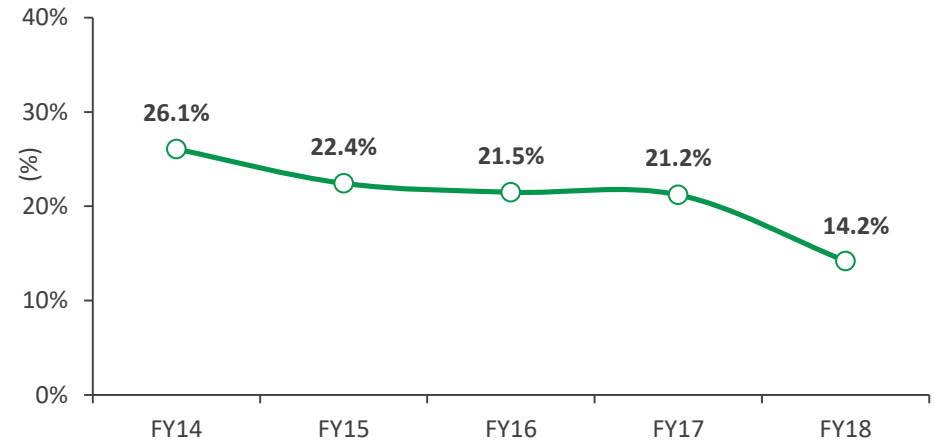
Operating & Financial Summary

Operating & Financial Summary

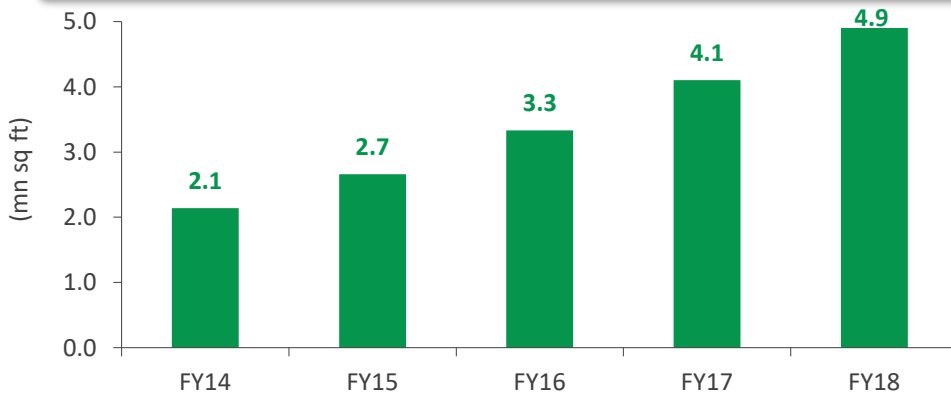
Total Bills Cuts (in Crs)



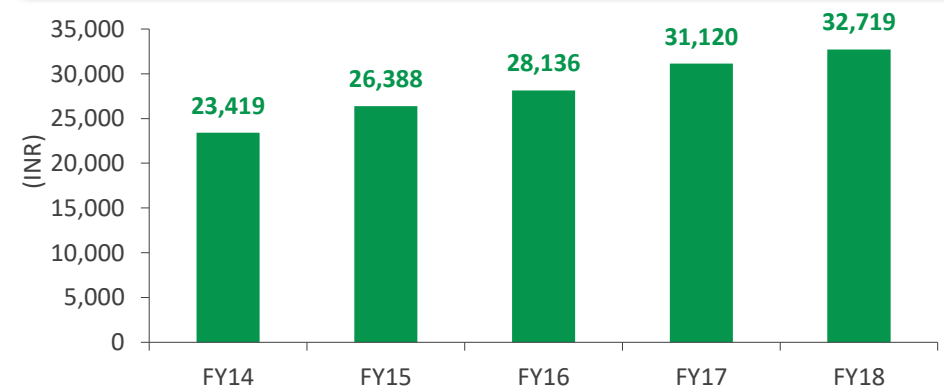
Like For Like Growth (24 Months)*



Retail Business Area at Fiscal End



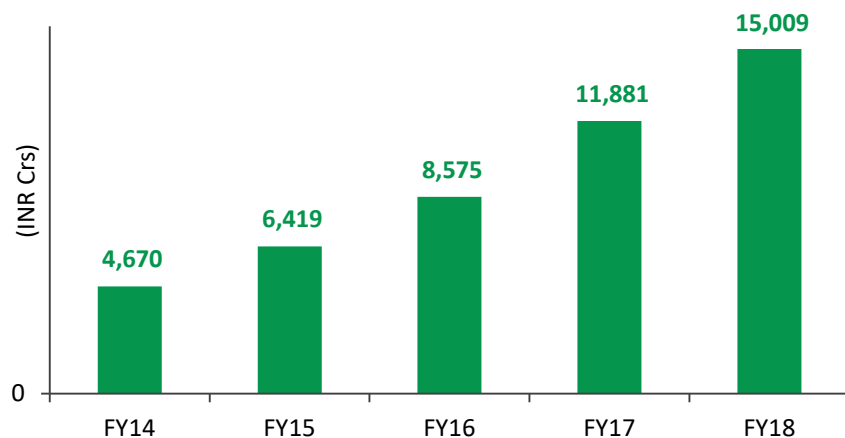
Revenue from Sales per Retail Business Area sq ft#



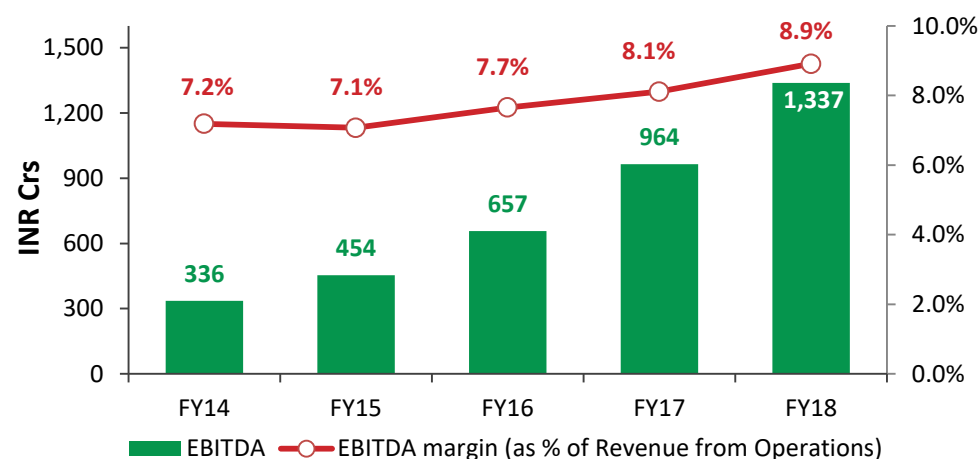
*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal
 #: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of fiscal

Operating & Financial Summary (Cont'd.)

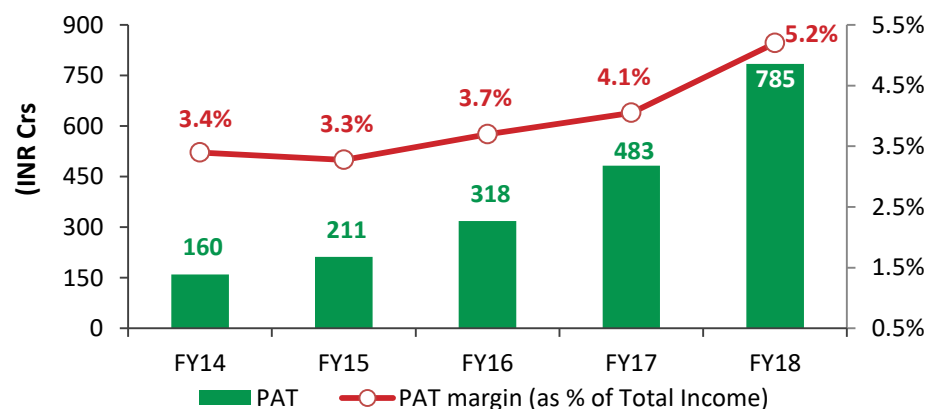
Revenue from Operations



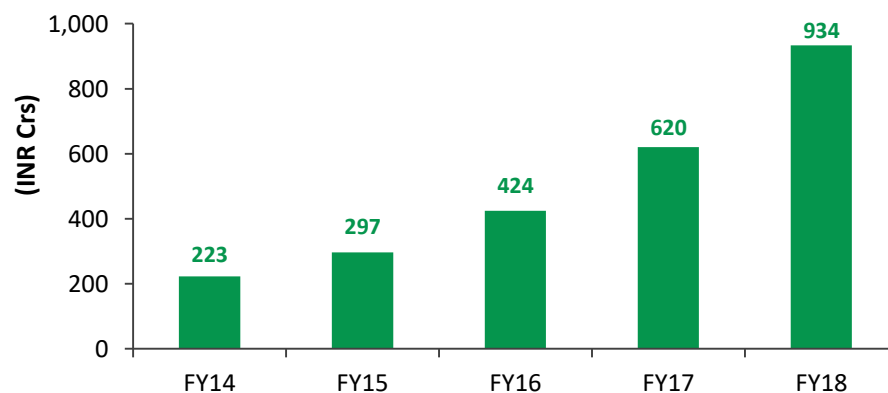
EBITDA[^] & EBITDA Margin



PAT & PAT margin



Net Cash flow from Operations

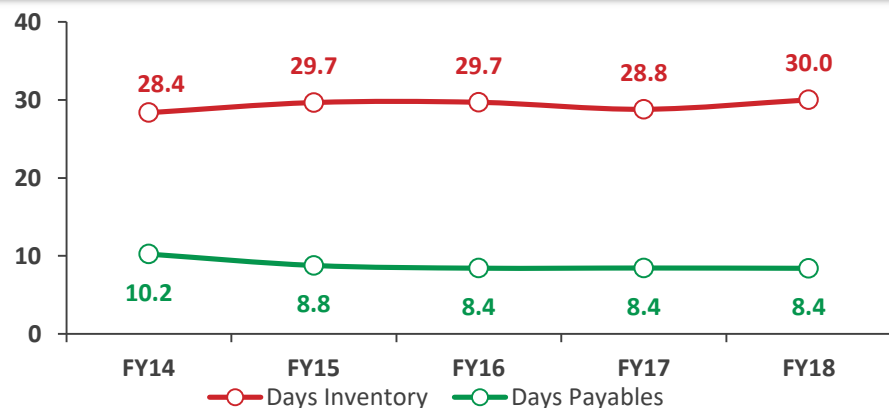


[^] EBITDA = Profit / (Loss) before Taxation + Depreciation and amortisation + Finance Costs - Other Income

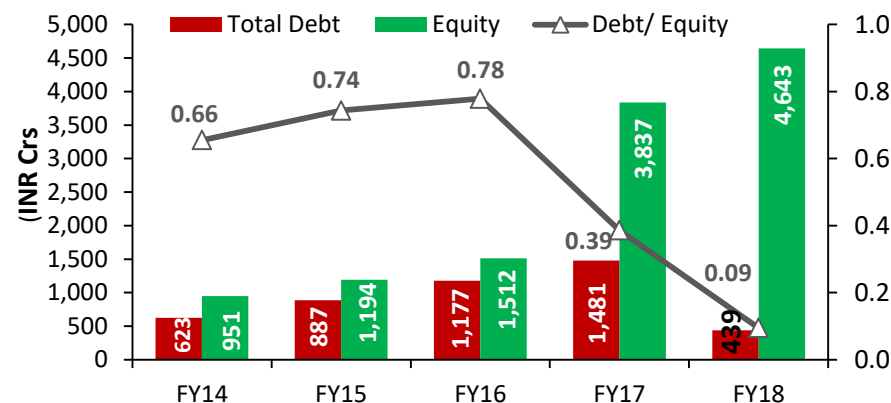
* Revenue from operations is including other operating income and excluding other income

Operating & Financial Summary (Cont'd.)

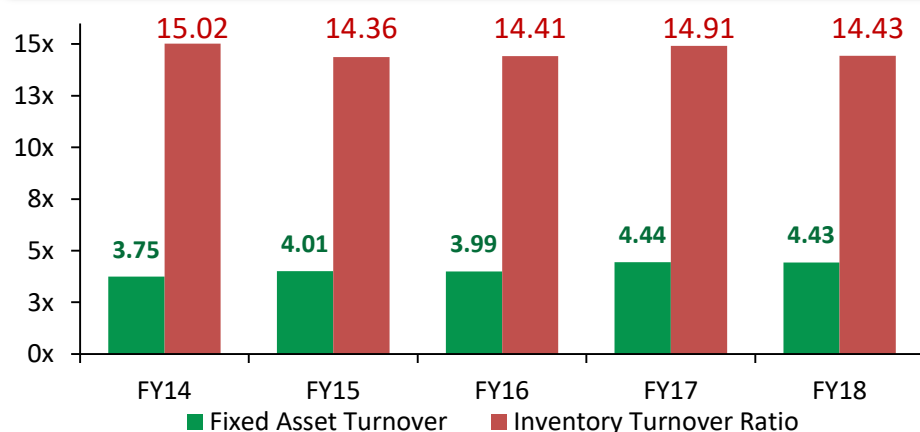
Days Inventory & Days Payables



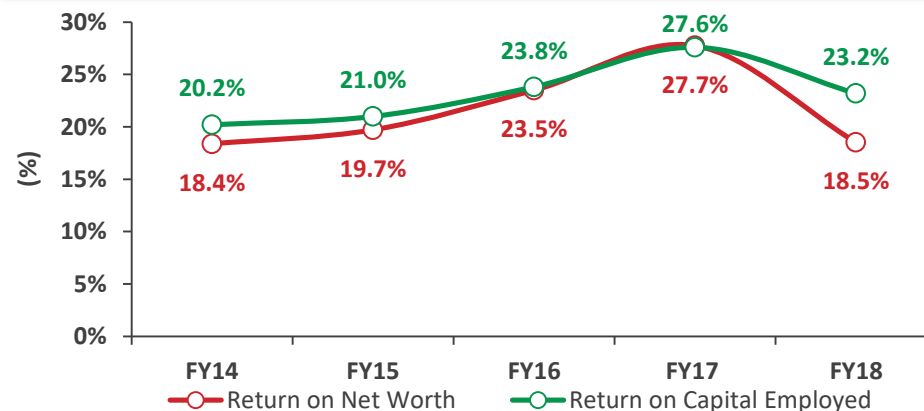
Debt and Equity



Fixed Asset and Inventory Turnover Ratio



Return on Net Worth and Return on Capital Employed



* Fixed Asset Turnover = Revenue from Operations/Total Fixed Assets

^ Inventory Turnover Ratio = Revenue from Operations/Average Inventory

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

Debt = Short term borrowings + Long term borrowings + Current portion of Long Term Debt

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) * Proceeds from IPO received on 18 March 2017 has not been considered for calculation purpose for FY17



Key Financials

Key Financials

Standalone Balance Sheet

| INR Lakhs | As at 31st March, 2018 | As at 31st March, 2017 |
|---|------------------------|------------------------|
| Assets | | |
| Non-current assets | | |
| (a) Property, plant and equipment | 3,23,365.31 | 2,51,518.06 |
| (b) Capital work - in - progress | 14,705.06 | 15,289.36 |
| (c) Investment properties | 1,632.56 | 2,737.16 |
| (d) Intangible assets | 620.38 | 635.08 |
| (e) Financial assets | | |
| (i) Investments in subsidiaries and an associate | 12,950.17 | 3,661.74 |
| (ii) Other non-current financial assets | 4,807.81 | 4,541.22 |
| (f) Other non - current assets | 8,525.53 | 5,021.53 |
| | 3,66,606.82 | 2,83,404.15 |
| Current assets | | |
| (a) Inventories | 1,14,703.59 | 93,315.99 |
| (b) Financial assets | | |
| (i) Investments | 5,170.29 | - |
| (ii) Trade receivables | 3,336.01 | 2,099.79 |
| (iii) Cash and cash equivalents | 6,404.57 | 3,025.92 |
| (iv) Bank Balances other than cash and cash equivalents | 49,241.32 | 1,85,105.42 |
| (v) Other financial assets | 7,837.25 | 7,487.78 |
| (c) Other current assets | 7,947.22 | 5,776.24 |
| | 1,94,640.25 | 2,96,811.14 |
| Total assets | 5,61,247.07 | 5,80,215.29 |

Key Financials

Standalone Balance Sheet (Cont'd.)

| INR Lakhs | As at 31st March, 2018 | As at 31st March, 2017 |
|--------------------------------------|------------------------|------------------------|
| Equity and liabilities | | |
| Equity | | |
| a) Equity share capital | 62,408.45 | 62,408.45 |
| b) Other equity | 4,01,862.81 | 3,21,297.88 |
| | 4,64,271.26 | 3,83,706.33 |
| Liabilities | | |
| Non-current liabilities | | |
| (a) Financial liabilities | | |
| (i) Borrowings | 24,600.00 | 98,092.44 |
| (ii) Other non - current liabilities | 77.57 | 138.35 |
| (b) Deferred tax liabilities (net) | 4,629.86 | 5,174.50 |
| | 29,307.43 | 1,03,405.29 |
| Current liabilities | | |
| (a) Financial liabilities | | |
| (i) Borrowings | 725.39 | 12,266.04 |
| (ii) Trade payables | 31,587.82 | 26,675.52 |
| (iii) Other financial liabilities | 33,044.60 | 50,125.05 |
| (b) Other current liabilities | 1,125.64 | 3,220.63 |
| (c) Provisions | 1,184.93 | 816.43 |
| | 67,668.38 | 93,103.67 |
| Total equity and liabilities | 5,61,247.07 | 5,80,215.29 |

Key Financials

Standalone Income Statement

| INR Lakhs | Year ended 31st March, 2018 | Year ended 31st March, 2017 |
|---|-----------------------------|-----------------------------|
| Income | | |
| Revenue from operations | 15,00,889.30 | 11,88,111.90 |
| Other income | 7,264.77 | 3,128.86 |
| Total Income | 15,08,154.07 | 11,91,240.76 |
| Expenses | | |
| Purchase of stock-in-trade | 12,86,276.36 | 10,36,895.42 |
| Changes in inventories of stock-in-trade | (21,387.60) | (27,295.94) |
| Employee benefits expense | 27,655.70 | 18,947.32 |
| Finance costs | 5,941.99 | 12,180.39 |
| Depreciation and amortisation expense | 15,465.16 | 12,602.09 |
| Other expenses | 74,613.70 | 63,200.21 |
| Total expenses | 13,88,565.31 | 11,16,529.49 |
| Profit before Tax | 1,19,588.76 | 74,711.27 |
| Tax expense | | |
| Current tax | 41,716.71 | 25,124.37 |
| Adjustment of tax related to earlier periods | (49.34) | 157.85 |
| Deferred tax charge | (544.64) | 1,165.20 |
| Total income tax expenses | 41,122.73 | 26,447.42 |
| Profit for the year | 78,466.03 | 48,263.85 |
| Other comprehensive income | | |
| Items that will not be reclassified to profit or loss | | |
| Re-measurements gains/(loss) on defined benefit plans | (79.92) | 119.65 |
| Less : Income tax effect | 27.66 | (41.41) |
| Net other comprehensive income not to be reclassified to profit or loss in subsequent period | (52.26) | 78.24 |
| Total comprehensive income for the year | 78,413.77 | 48,342.09 |

Thank you!