



**Fiscal 2018**

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# Business Overview

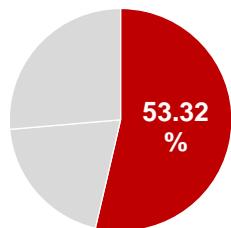
# Key Product Categories

## Foods

### Share of Revenue

FY17

FY18



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



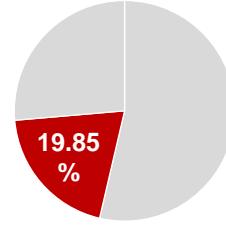
Fruits & Vegetables

## Non-Foods (FMCG)

### Share of Revenue

FY17

FY18



Home Care



Personal Care



Toiletries



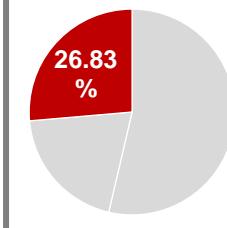
Other over the counter products

## General Merchandise & Apparel

### Share of Revenue

FY17

FY18



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

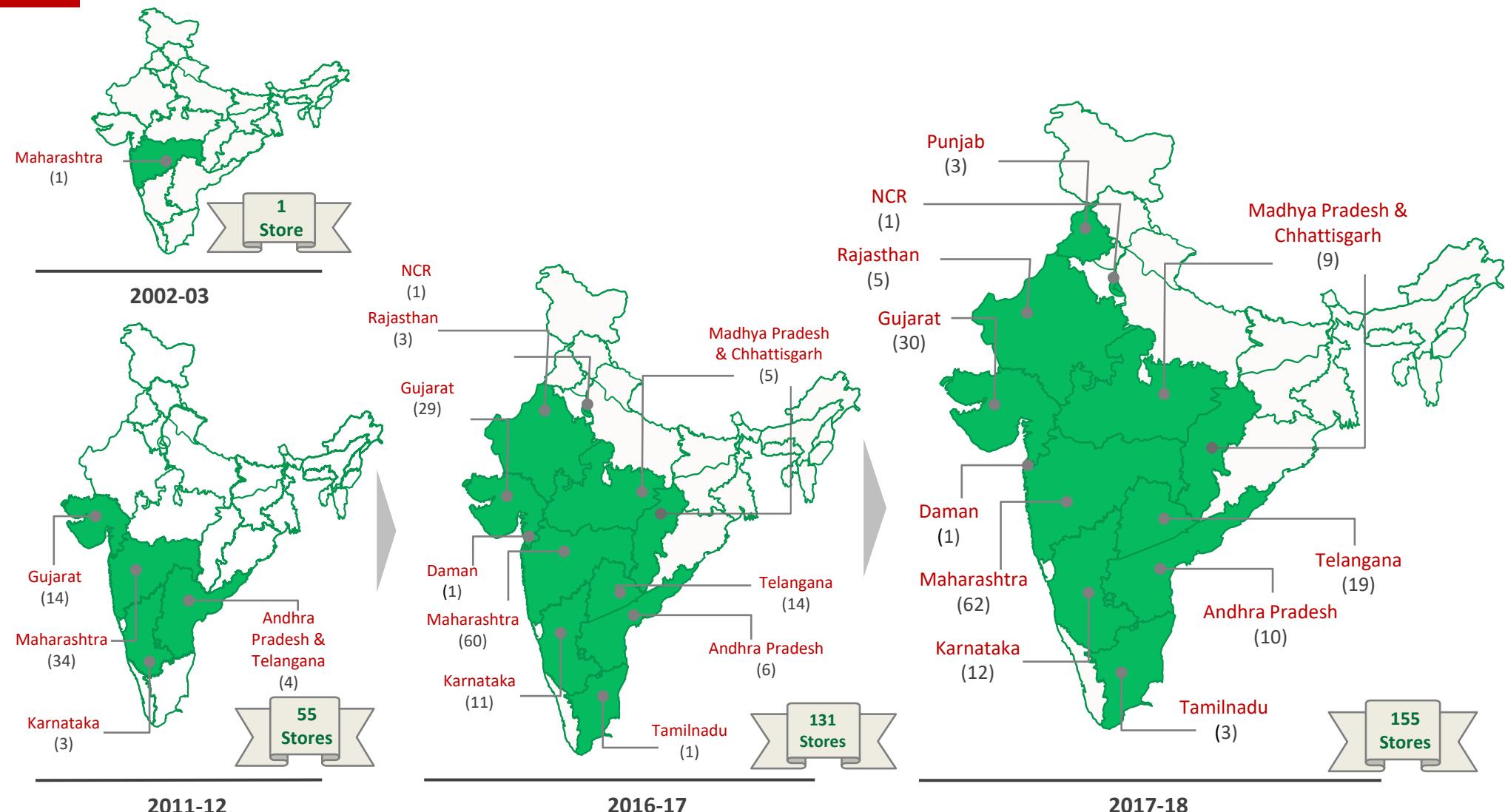


Footwear



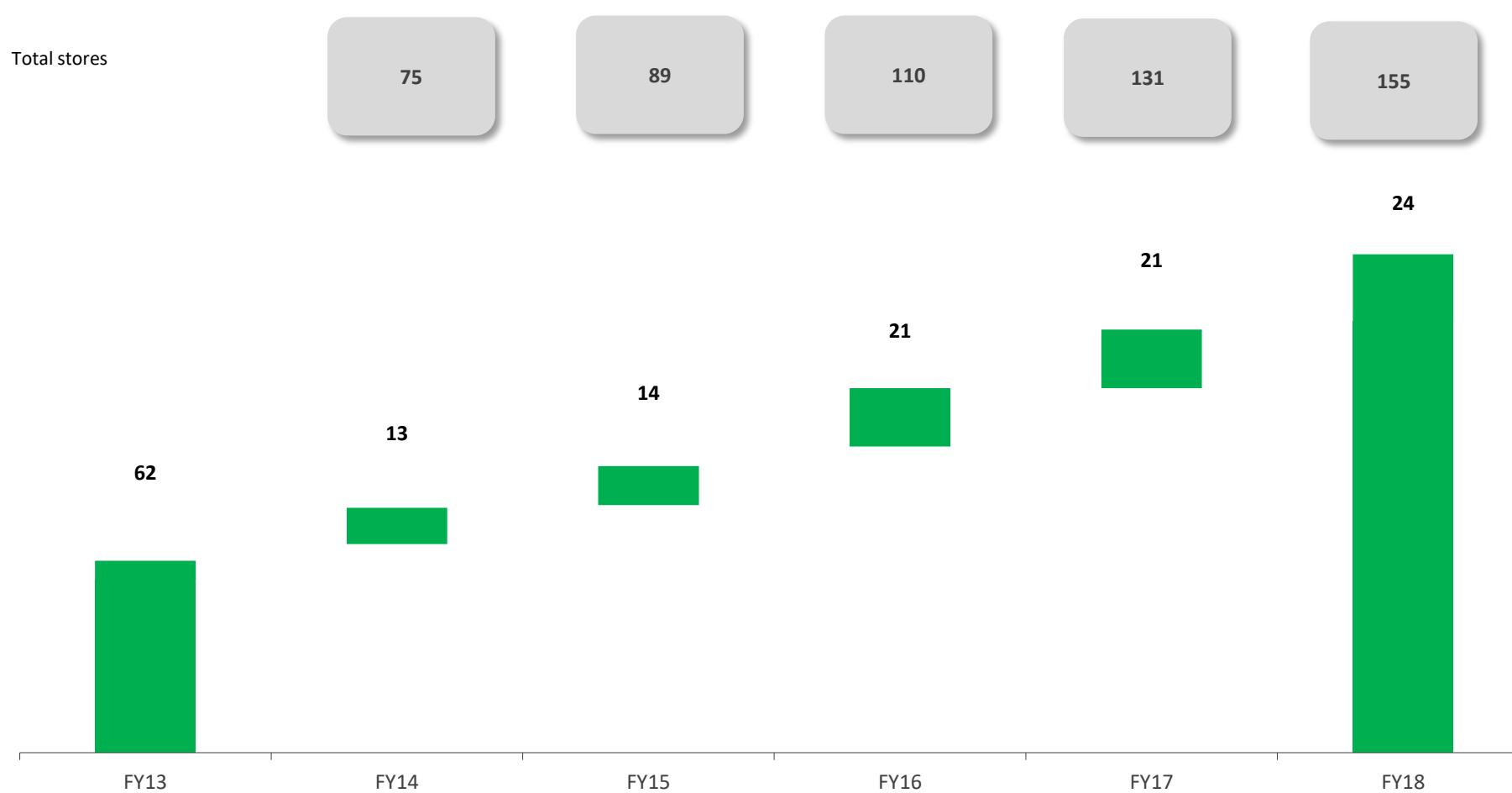
Home Appliances

# Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

# Year Wise Store Additions

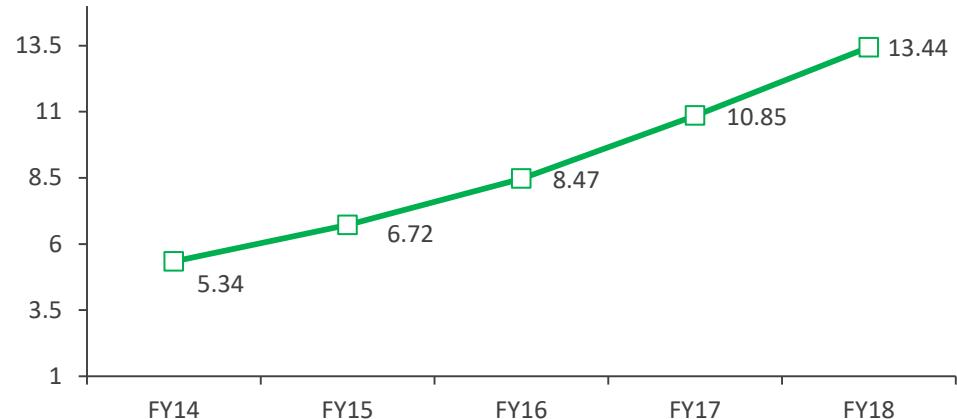




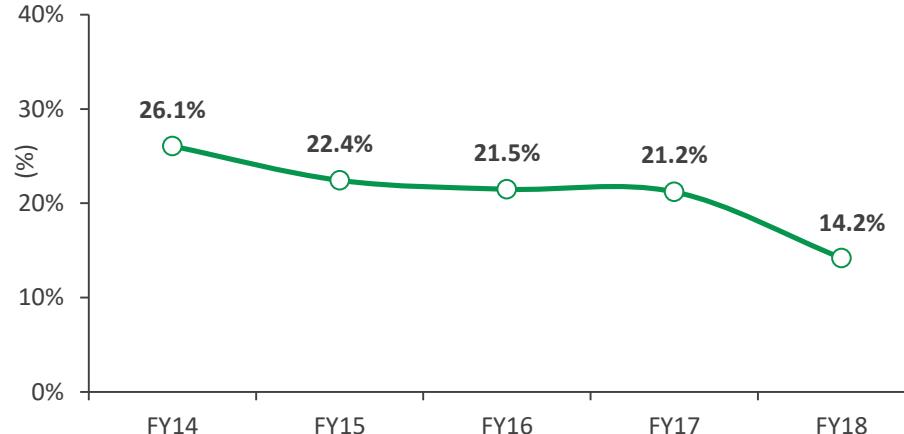
# Operating & Financial Summary

# Operating & Financial Summary

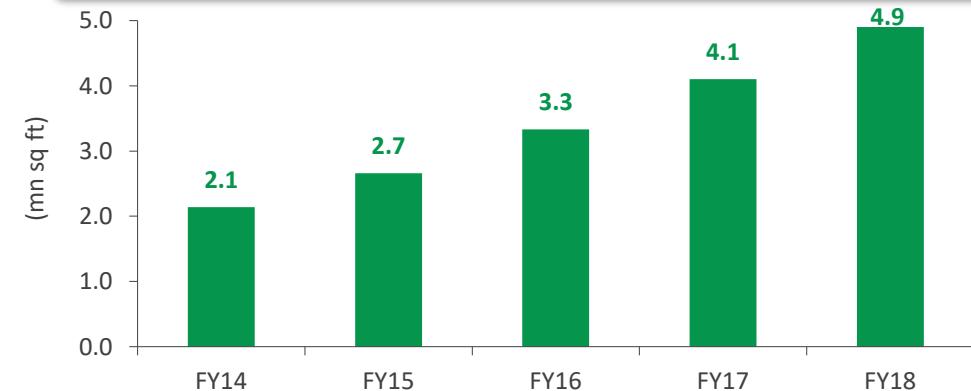
Total Bills Cuts (in Crs)



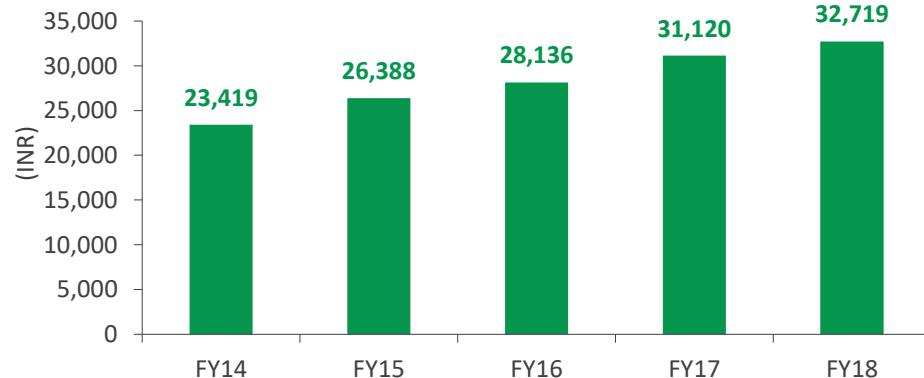
Like For Like Growth (24 Months)\*



Retail Business Area at Fiscal End



Revenue from Sales per Retail Business Area sq ft<sup>#</sup>

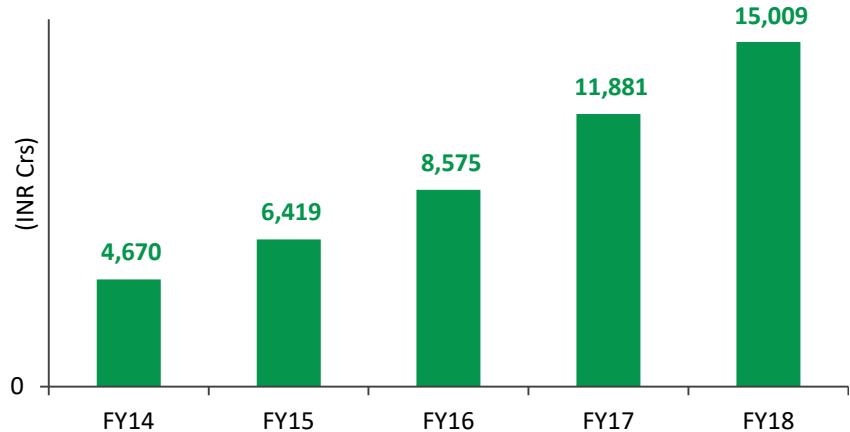


\*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal

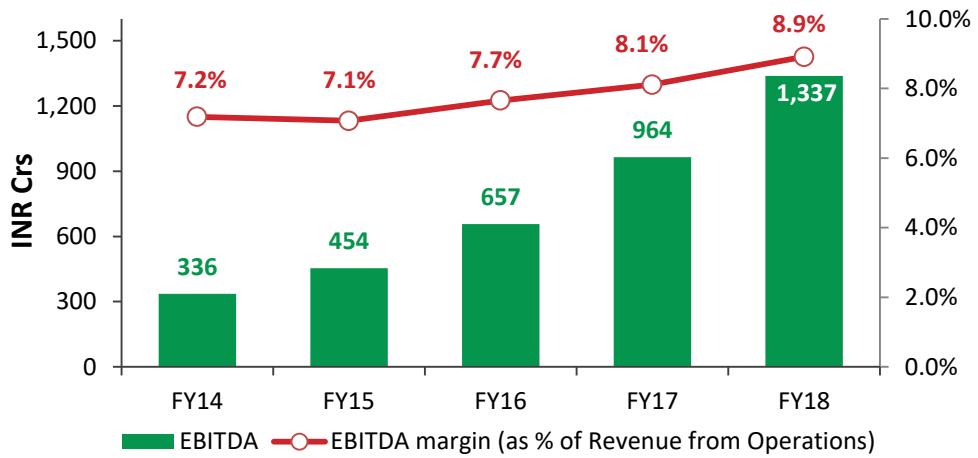
#: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of fiscal

# Operating & Financial Summary (Cont'd.)

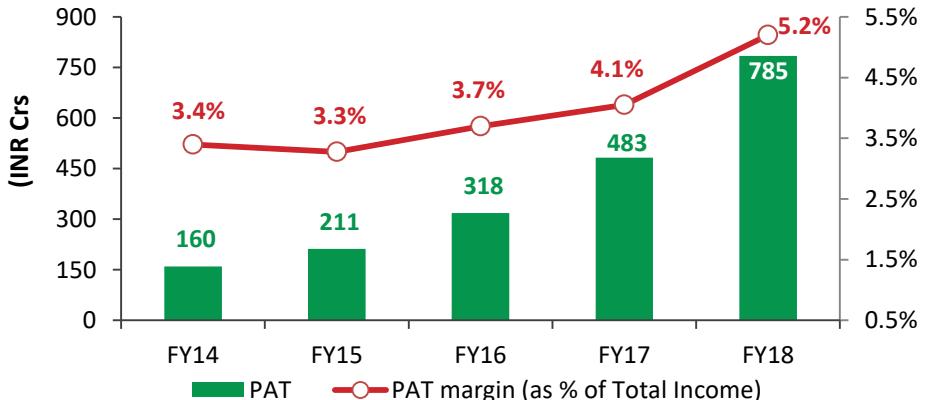
## Revenue from Operations



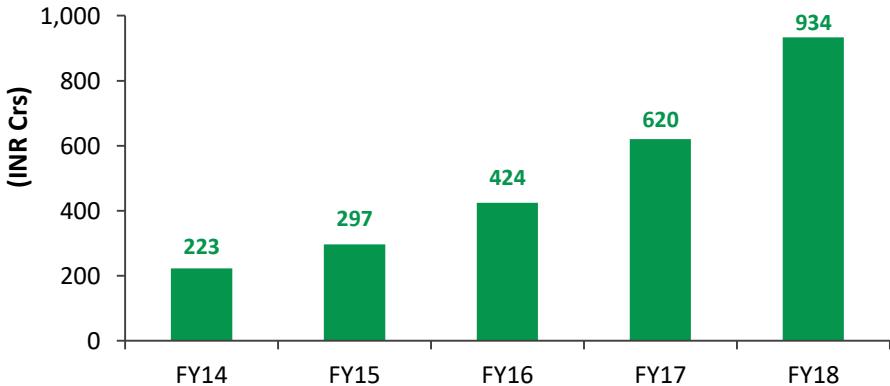
## EBITDA<sup>^</sup> & EBITDA Margin



## PAT & PAT margin



## Net Cash flow from Operations

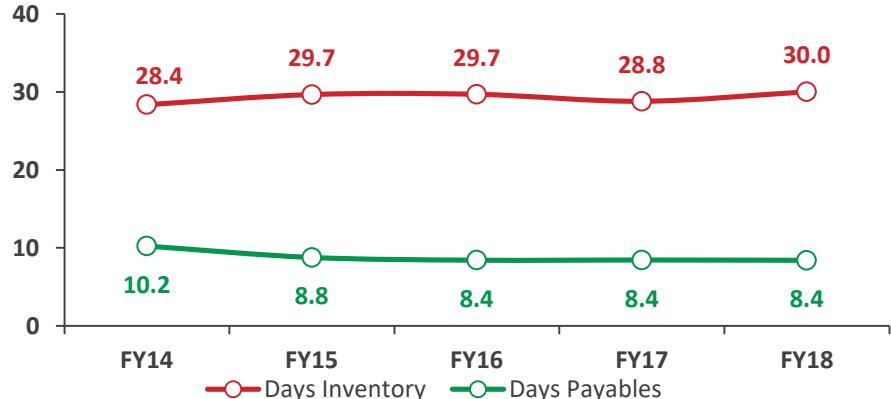


<sup>^</sup> EBITDA = Profit / (Loss) before Taxation + Depreciation and amortisation + Finance Costs - Other Income

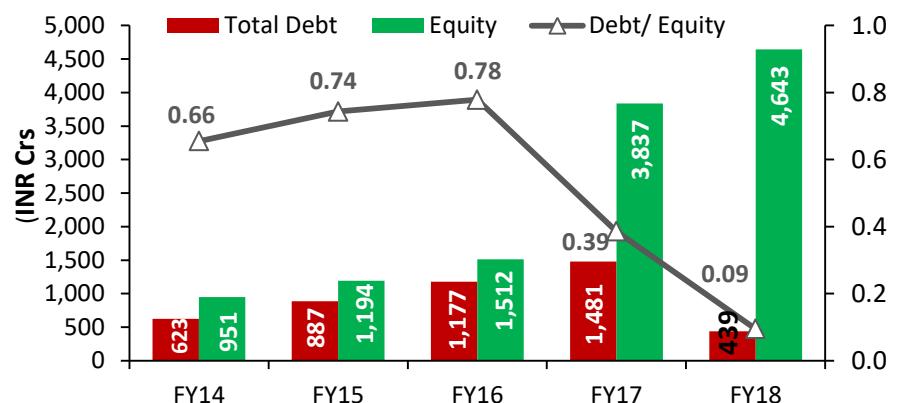
\* Revenue from operations is including other operating income and excluding other income

# Operating & Financial Summary (Cont'd.)

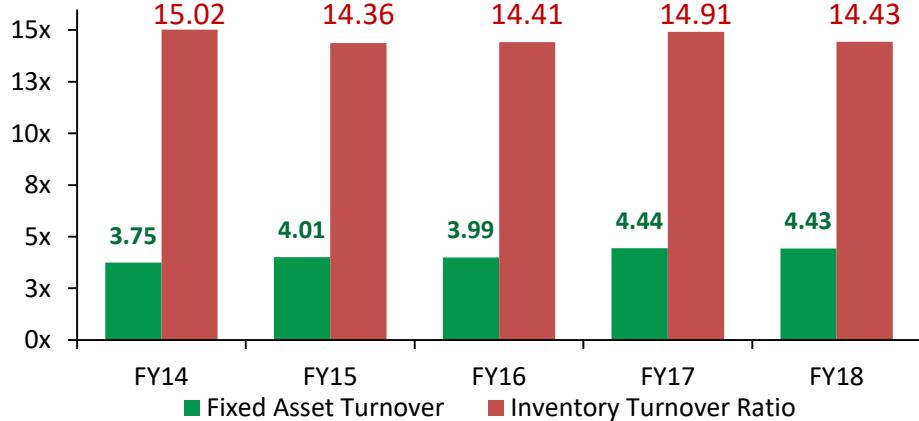
## Days Inventory & Days Payables



## Debt and Equity



## Fixed Asset and Inventory Turnover Ratio

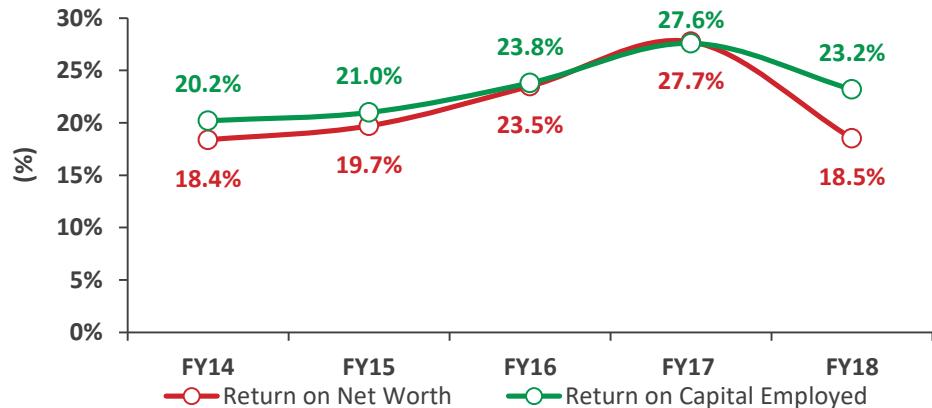


\* Fixed Asset Turnover = Revenue from Operations/Total Fixed Assets

<sup>^</sup> Inventory Turnover Ratio = Revenue from Operations/Average Inventory

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

## Return on Net Worth and Return on Capital Employed



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



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## Key Financials

# Key Financials

## Standalone Balance Sheet

INR Lakhs	As at 31st March, 2018	As at 31st March, 2017
<b>Assets</b>		
<b>Non-current assets</b>		
(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
<b>Current assets</b>		
(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
<b>Total assets</b>	<b>5,61,247.07</b>	<b>5,80,215.29</b>

# Key Financials

## Standalone Balance Sheet (Cont'd.)

INR Lakhs	As at 31st March, 2018	As at 31st March, 2017
<b>Equity and liabilities</b>		
<b>Equity</b>		
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
<b>Liabilities</b>		
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
<b>Current liabilities</b>		
(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
<b>Total equity and liabilities</b>	<b>5,61,247.07</b>	<b>5,80,215.29</b>

# Key Financials

## Standalone Income Statement

INR Lakhs	Year ended 31st March, 2018	Year ended 31st March, 2017
<b>Income</b>		
Revenue from operations	15,00,889.30	11,88,111.90
Other income	7,264.77	3,128.86
<b>Total Income</b>	<b>15,08,154.07</b>	<b>11,91,240.76</b>
 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
<b>Total expenses</b>	<b>13,88,565.31</b>	<b>11,16,529.49</b>
 <b>Profit before Tax</b>	<b>1,19,588.76</b>	<b>74,711.27</b>
 <b>Tax expense</b>		
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
 <b>Total income tax expenses</b>	<b>41,122.73</b>	<b>26,447.42</b>
 <b>Profit for the year</b>	<b>78,466.03</b>	<b>48,263.85</b>
 <b>Other comprehensive income</b>		
<b>Items that will not be reclassified to profit or loss</b>		
Re-measurements gains/(loss) on defined benefit plans	(79.92)	119.65
Less : Income tax effect	27.66	(41.41)
 <b>Net other comprehensive income not to be reclassified to profit or loss in subsequent period</b>	<b>(52.26)</b>	<b>78.24</b>
 <b>Total comprehensive income for the year</b>	<b>78,413.77</b>	<b>48,342.09</b>

# Thank you!