



Corporate Presentation



Fiscal 2021

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- 2. Operating & Financial Summary**



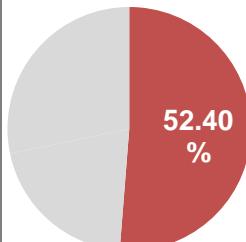
Business Overview

Key Product Categories

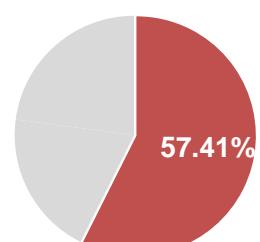
Foods

Share of Revenue

FY20



FY21



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery

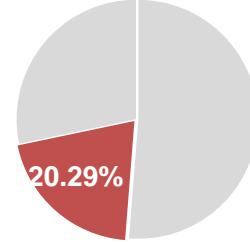


Fruits & Vegetables

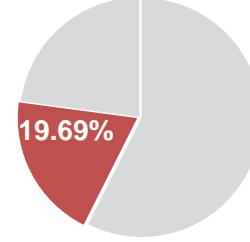
Non-Foods (FMCG)

Share of Revenue

FY20



FY21



Home Care



Personal Care



Toiletries

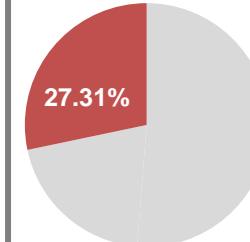


Other over the counter products

General Merchandise & Apparel

Share of Revenue

FY20



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

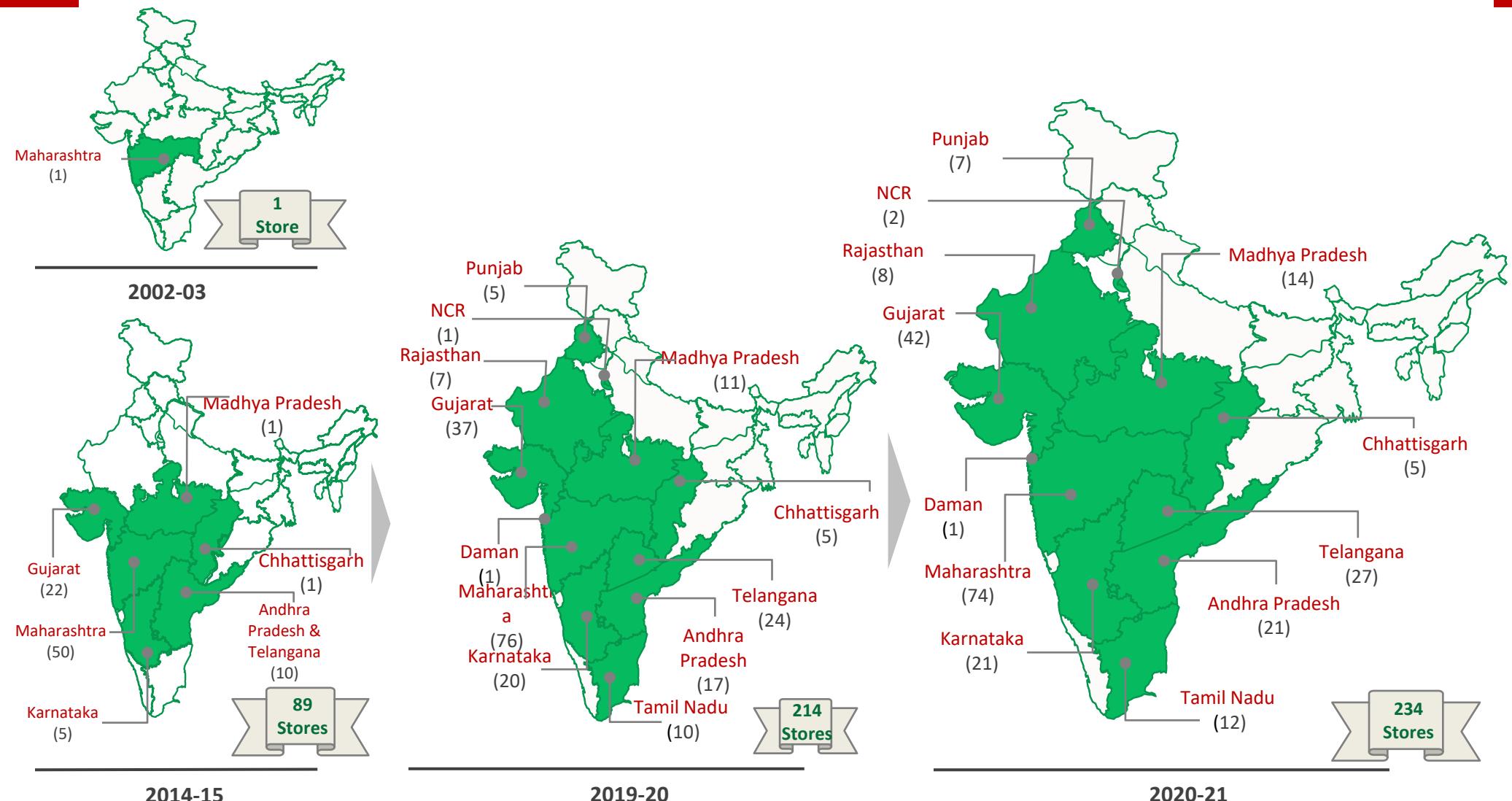


Footwear



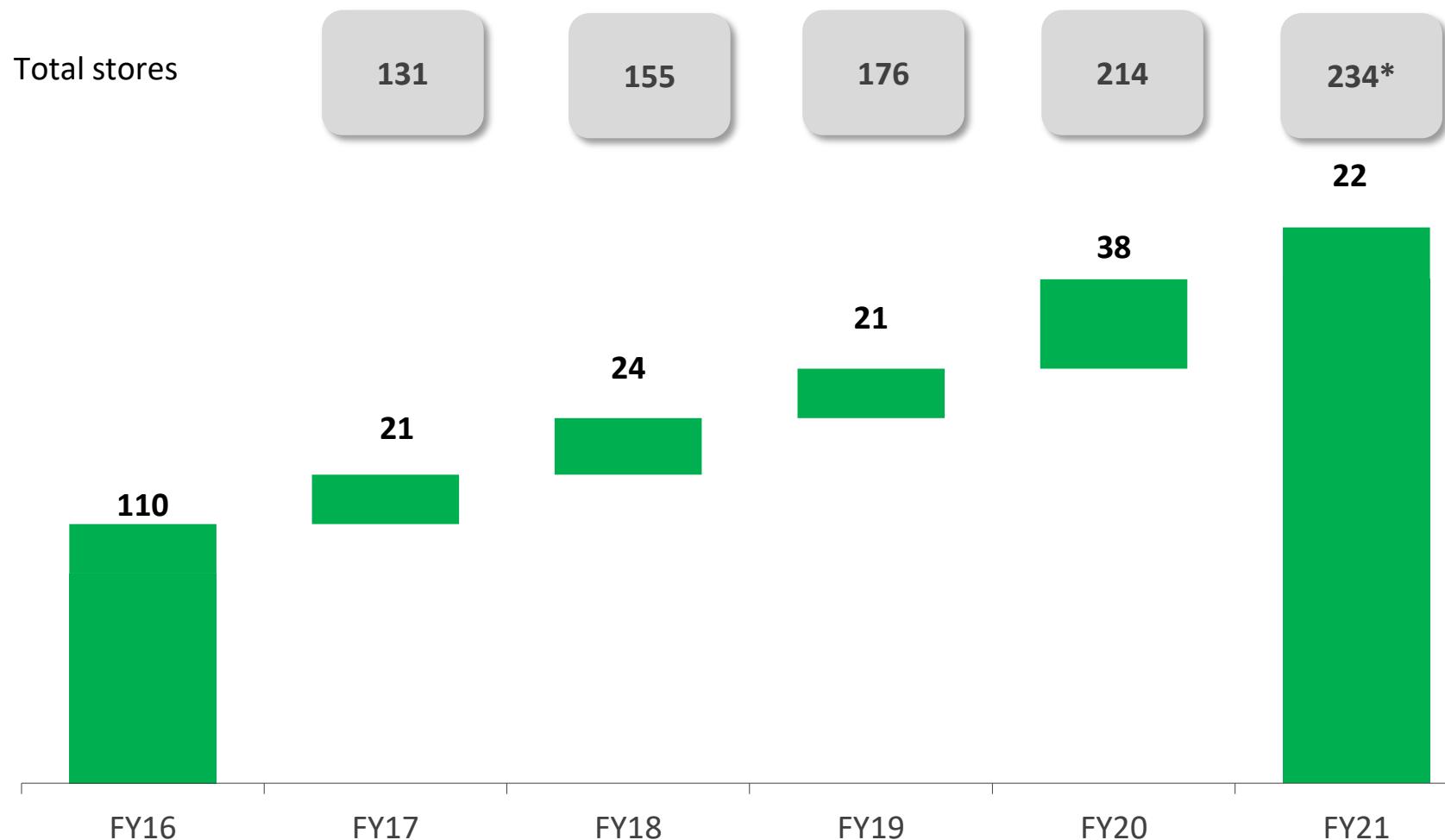
Home Appliances

Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

Year Wise Store Additions



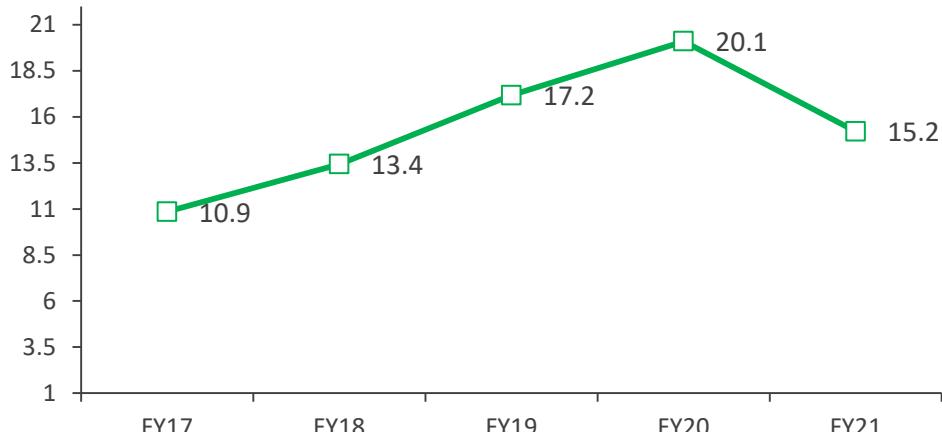
** During FY20-21, we opened 22 new stores and converted 2 stores into Fulfilment Centers for Avenue E-Commerce Limited*



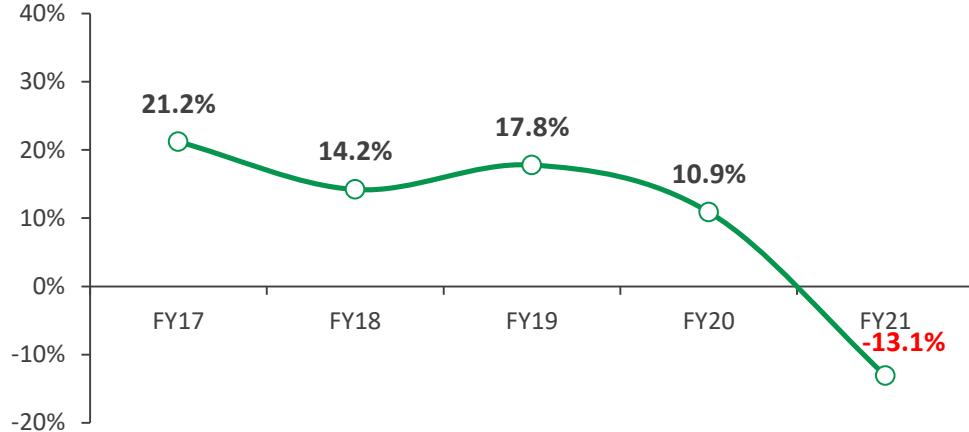
Operating & Financial Summary

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[#]

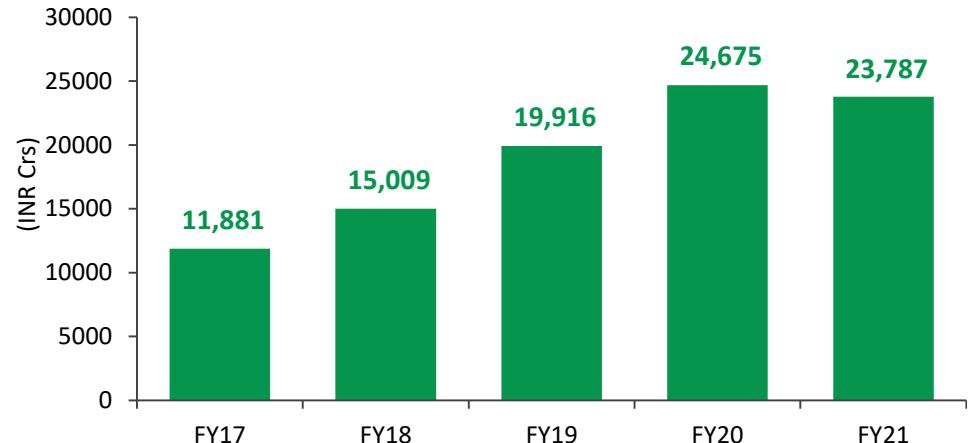


*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal Year

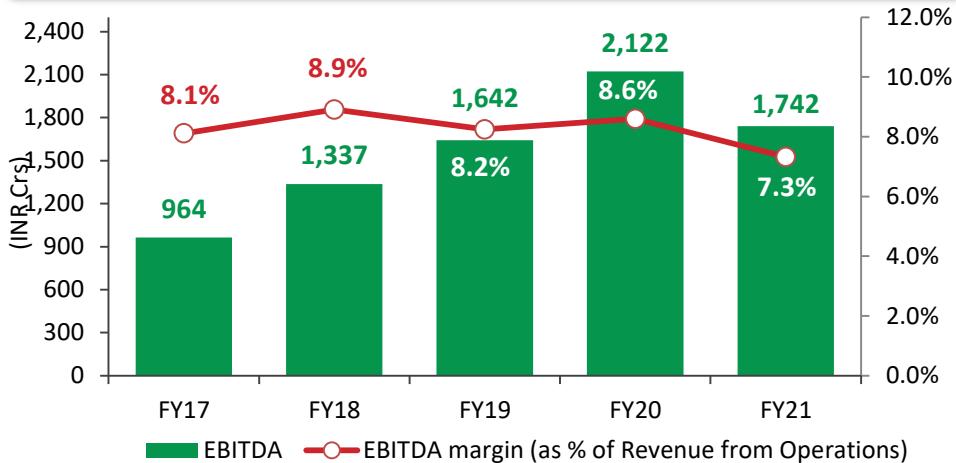
#: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of Fiscal Year

Operating & Financial Summary (Cont'd.)

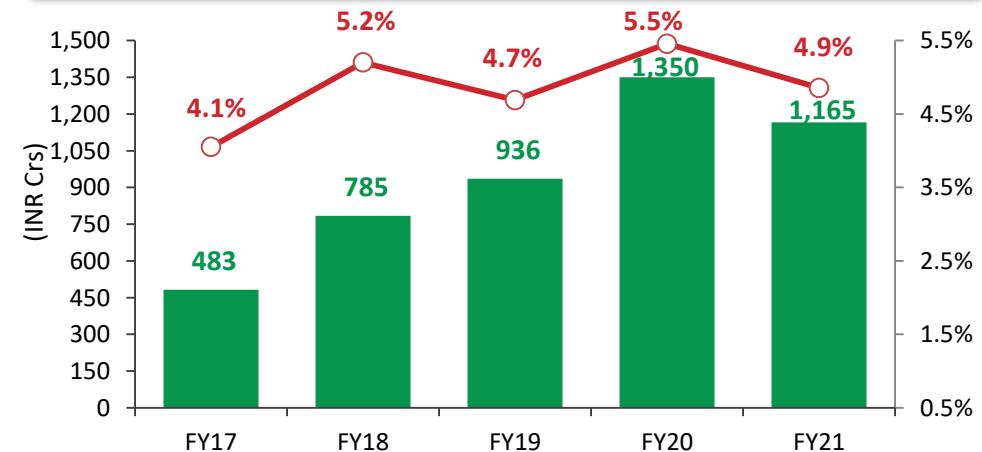
Revenue from Operations



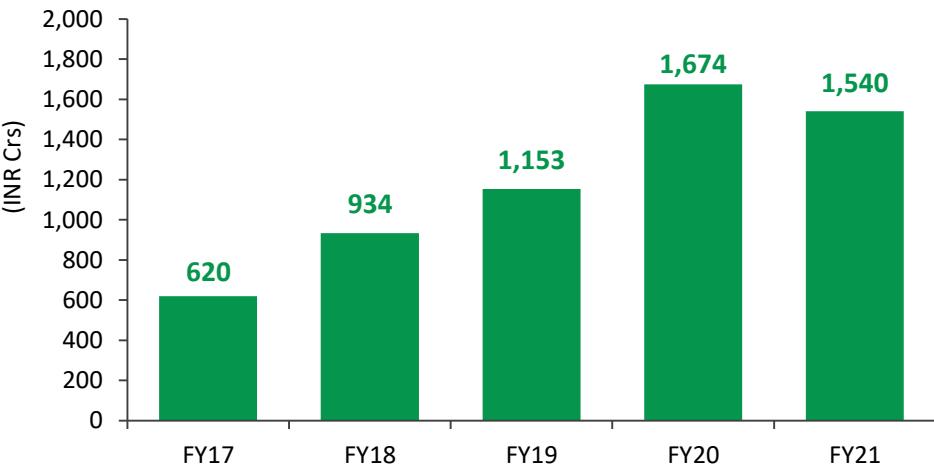
EBITDA[^] & EBITDA Margin



PAT & PAT margin



Net Cash flow from Operations

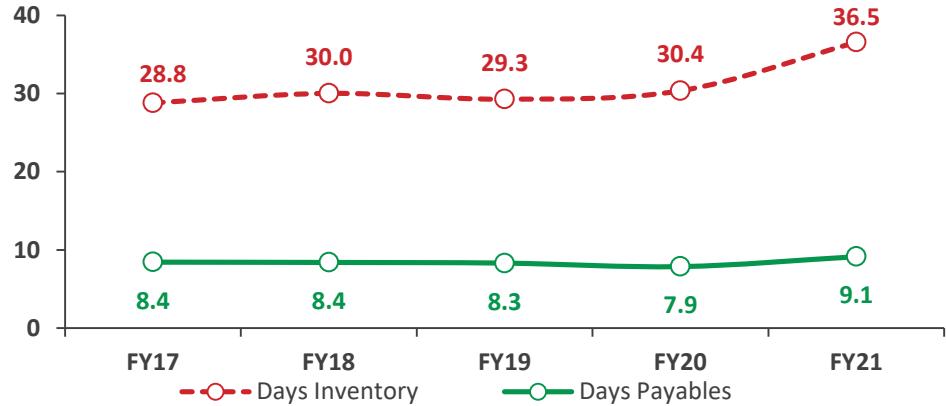


[^] EBITDA = Profit / (Loss) pre Tax + Depr and Amortisation + Finance Costs - Other Income

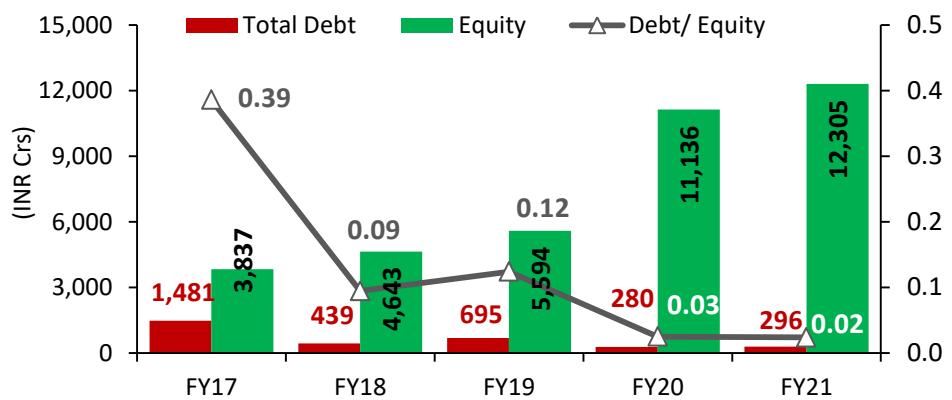
* Revenue from operations is including other operating income and excluding other income

Operating & Financial Summary (Cont'd.)

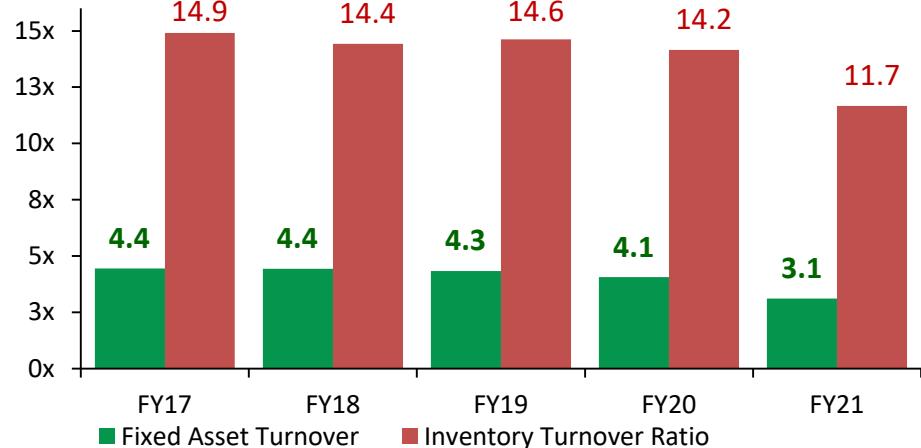
Days Inventory & Days Payables



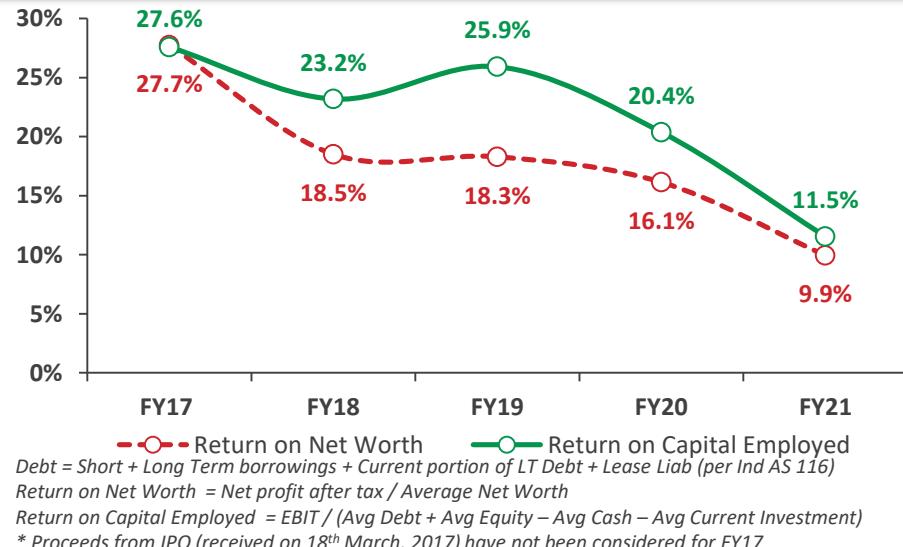
Debt and Equity



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 AS116)

[^] Inventory Turnover Ratio = Revenue from Operations/Average Inventory

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

Thank you!