

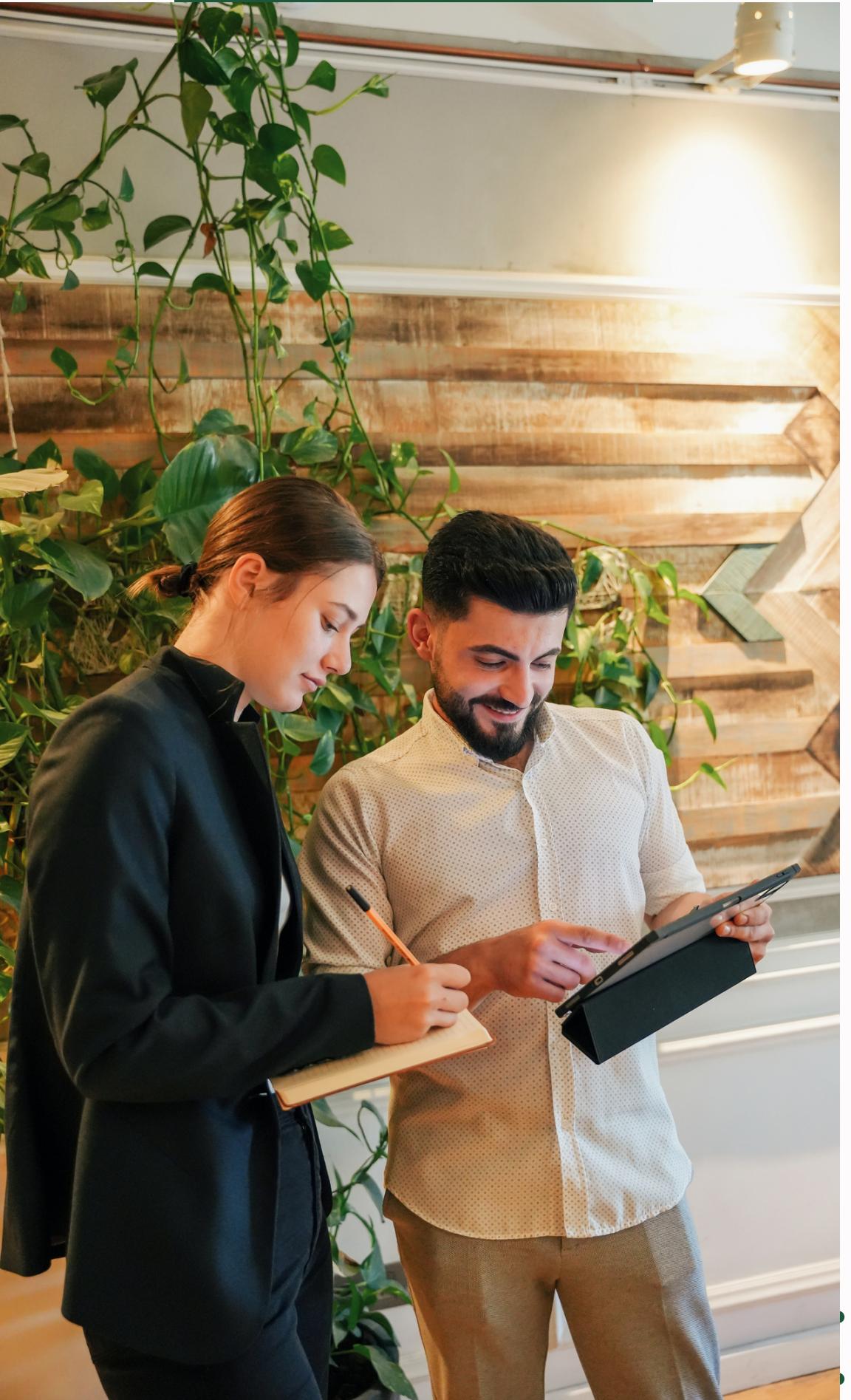


**"Daily Discounts Daily Savings"**

FINANCE AND ECONOMICS CLUB

# D-MART ANALYSIS

-by Alkaif Khan



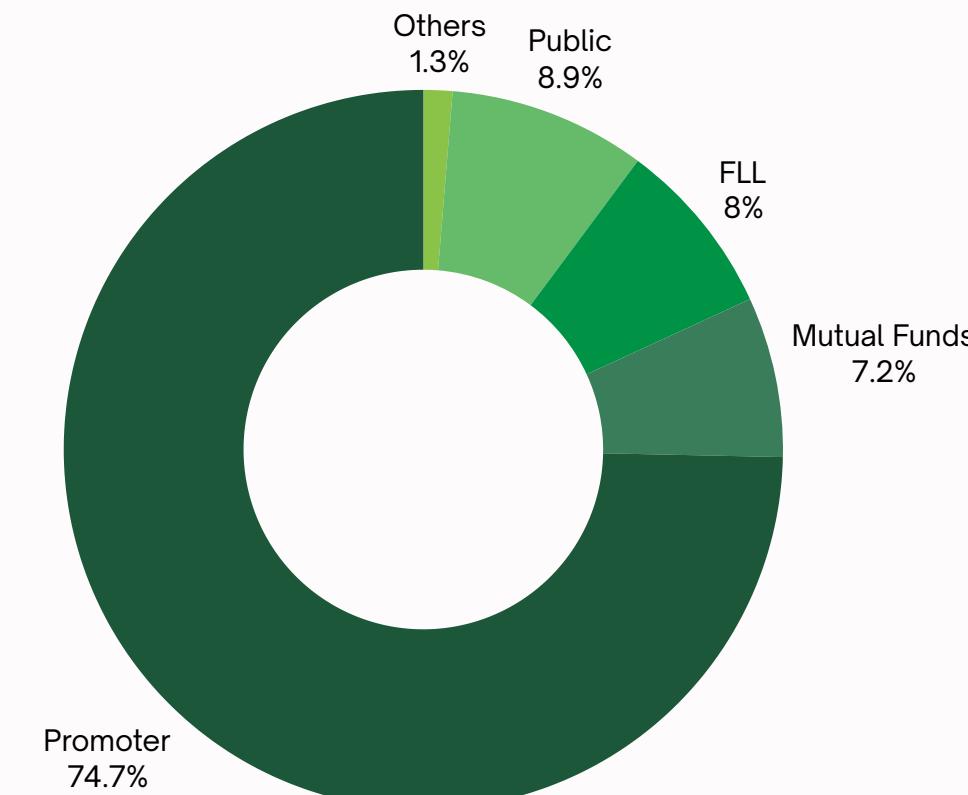


# BUSINESS

The D-Mart is a retail business based company , follows a cluster-based expansion approach, i.e., its major focus is on the area where it already exists instead of focusing on new regions with the mission of being the lowest priced retailer in the area of operation.

Also, D-Mart operates on a B2C (Business to Consumer) approach, i.e., goods are sold directly from the manufacturer to the ultimate consumer.

## PRODUCTS

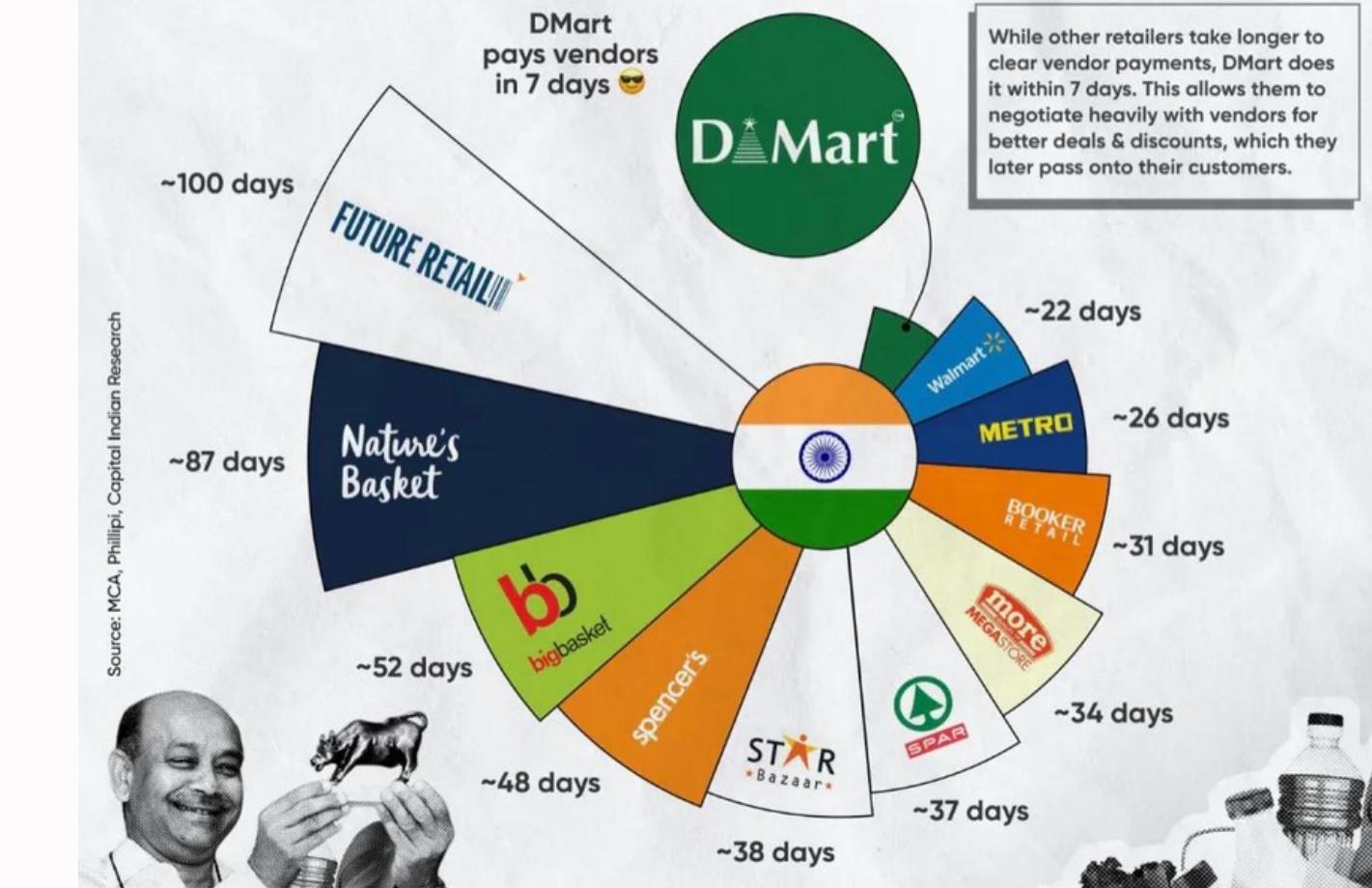


## COMPETITORS



### DMart's Secret Edge

Decoding the payment timelines of Indian retail players



## MISSION

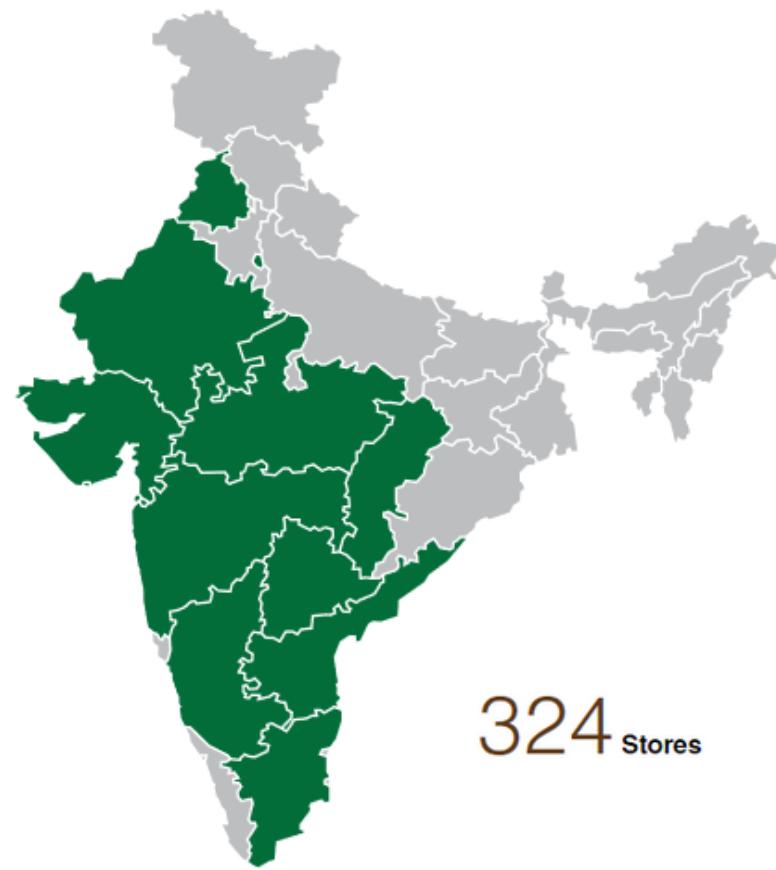
"Our mission is to provide the best value possible for our customers, so that every rupee they spend on shopping with us gives them more value for money than they would get anywhere else."

-Mr. Radhakishan Damani  
(Founder of D-MART)

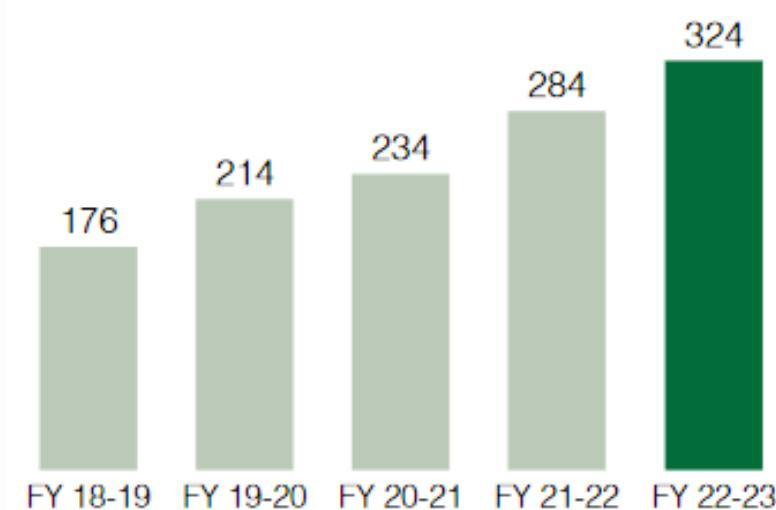
## VISION

This is the heart of DMart's vision: a haven where affordability meets convenience, creating a seamless shopping experience.

## FY 2022-23

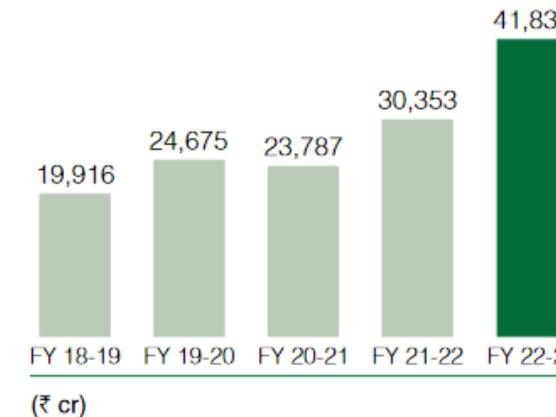


## # OF STORES



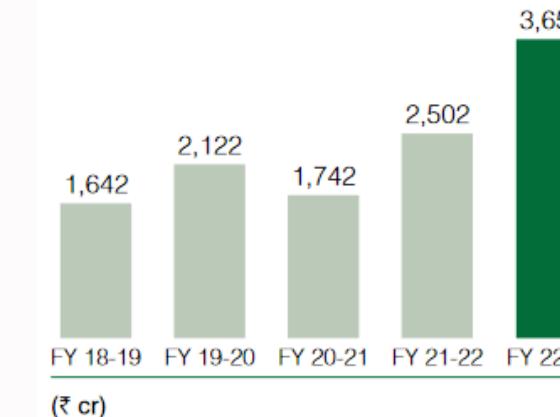
## REVENUE FROM OPERATIONS

38% Y-O-Y



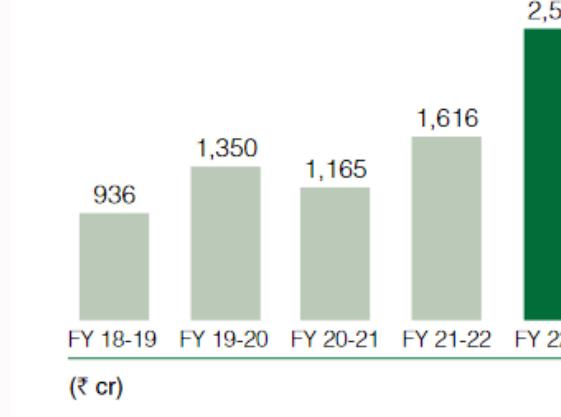
## EBITDA

46% Y-O-Y



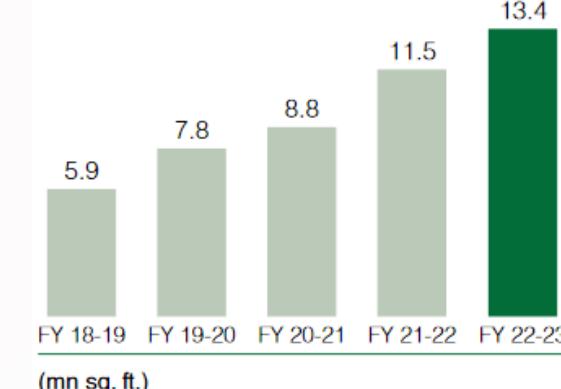
## PROFIT AFTER TAX

58% Y-O-Y



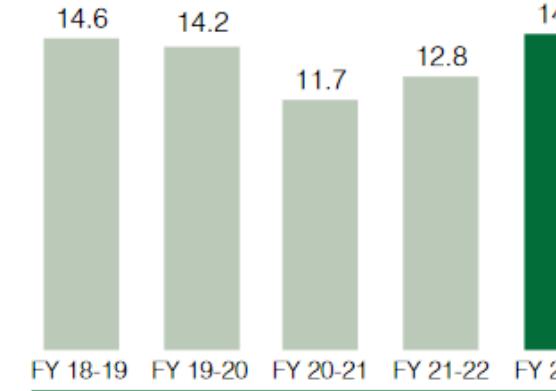
## RETAIL BUSINESS AREA

17% Y-O-Y

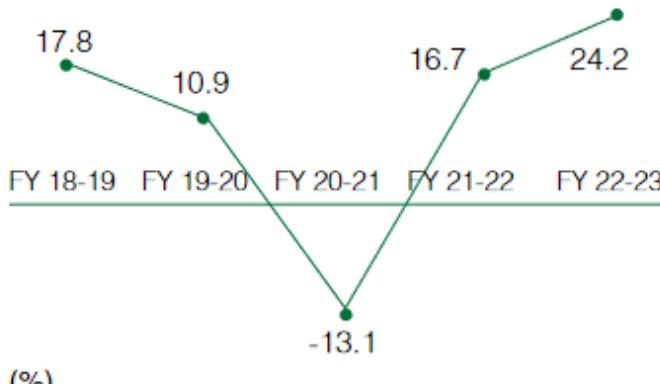


Guesstimates

## INVENTORY TURNOVER



## LIKE FOR LIKE GROWTH (LFL)\*



\* LFL growth means the growth in revenue from sales of stores that have been operational for at least 24 months at the end of a fiscal year.

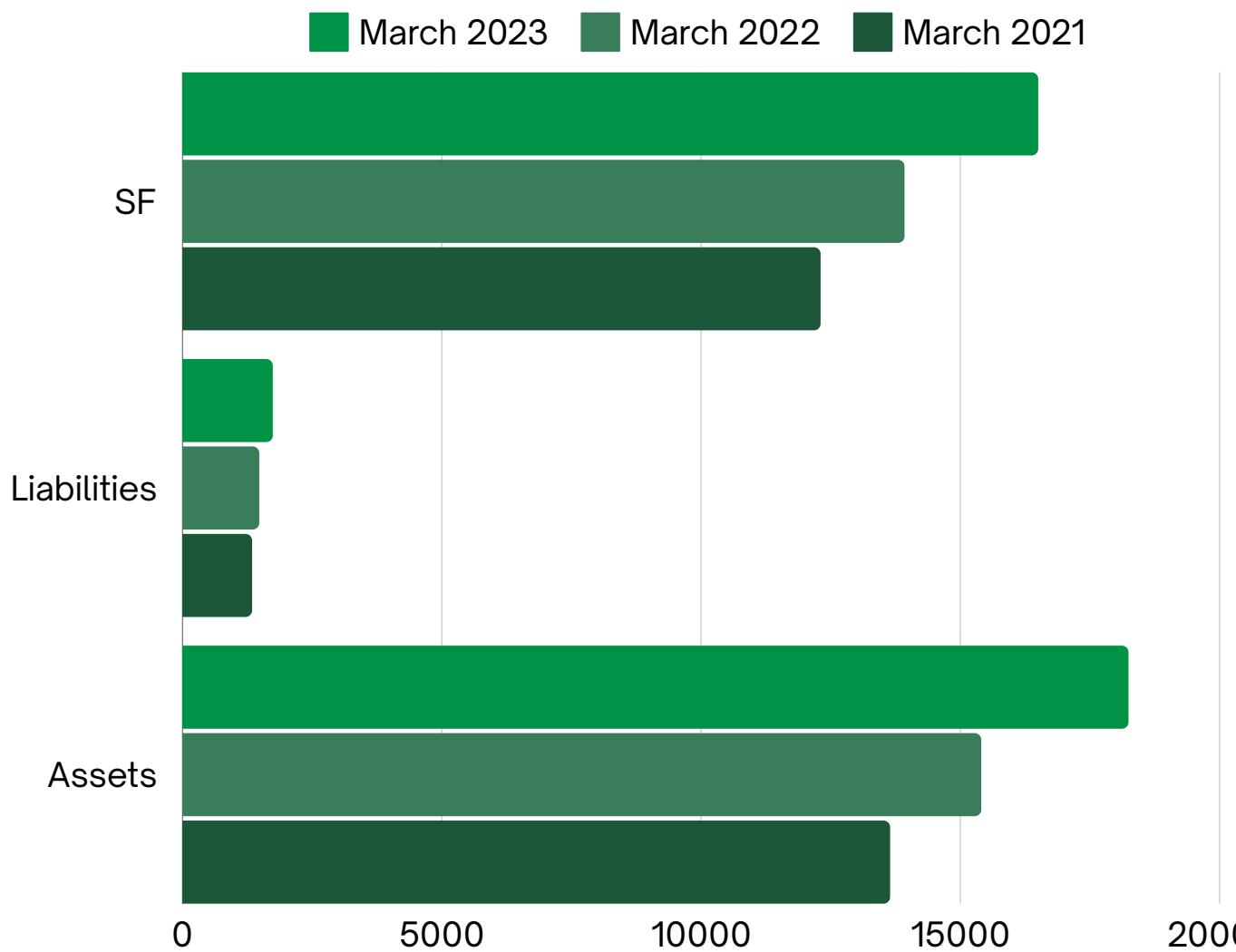
## Net Profit After Tax (in crores)

	FY	Q1	Q2	Q3	Q4	Final
2023-2024	695.36	658.54	736.82	582.82	2673.54	
2022-2023	679.64	730.48	641.07	505.21	2556	
2021-2022	115.13	448.90	585.76	466.35	1616	
2020-21 (covid)	49.56	210.55	470.25	434.95	1165	
2019-2020	335.37	333.45	394.26	286.87	1350	
2018-2019	250.61	225.74	257.11	202.89	936	



## Basis of Guesstimates

- Q4 tends to dip a bit in profit(usually a dip of 20.9% is expected relative to Q3 according to trends), excluding the financial year 2019-20 and 2020-21 , as because of covid-19 , the dip was 27.2% in 2019-20 and 7.5% in 2020-21 (dip reduced because of period of ending of covid-19 , there was periodic growth in the end).



### Avenue Supermarts Ltd

₹4,529.90 ↑ 36.22% +1,204.45 1Y

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March 2023

March 2022

March 2021

March 2020

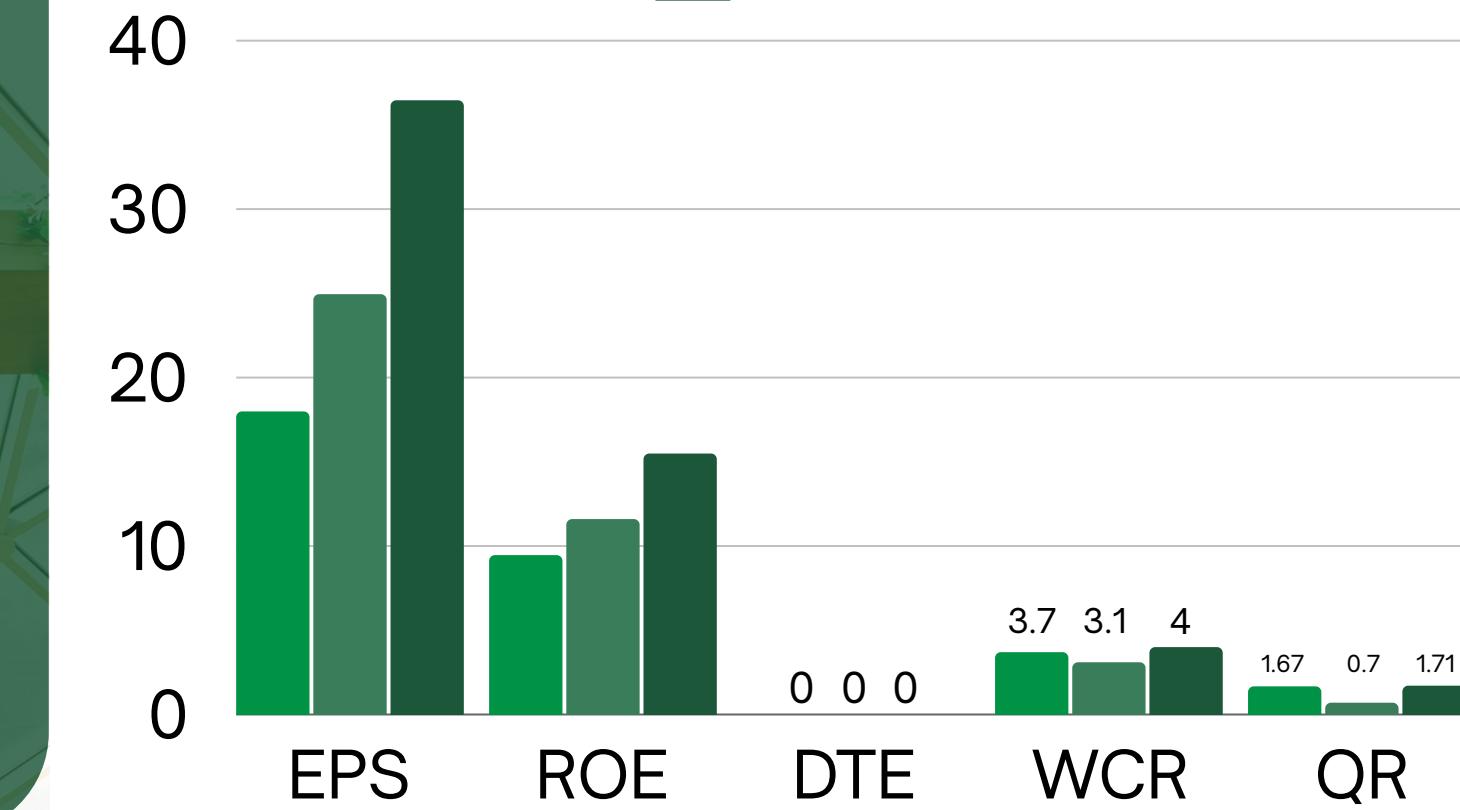
March 2019

## Reserves And Surplus

### FINANCIAL RATIOS

March 21    March 22

March 23



### Investment Opinion

- Reserves and Surplus are increasing yearly.
- D-Mart doesn't have any long or short-term debt or the debts are already cleared from the past few years (Can be Analyzed from Debt-to-Equity Ratio).
- Current Asset of D-Mart is greater than Current Liability as Working Capital Ratio is greater than one.
- Equity Per Share Ratio and Return on Equity Ratio are also showing good increasing trends.
- D-Mart is gradually growing and moving towards its Vision to fulfill its Mission. Hence, D-Mart may prove to be a profitable investment in long-term.



**THANK YOU!**

