



OMNI MEGA MART

Omni MegaMart FY2026 AOP

Scaling Digital-Human Growth

Presented by Sukhinder Prasad, CEO

Strategic Pillars for Differentiated Growth Approved by the Board

Omni-Channel Acceleration

Seamless store, online & marketplace integration, powered by generative AI

+19% revenue growth

Operational Leverage

AI forecasting & logistics optimization

\$2.1B productivity savings

Customer Value Max

Real-time GenAI personalization

+18% customer spend lift

Workforce Enablement

AI-augmented recruiting, scheduling & training

-22% turnover reduction

FY2026 Board Targets

Metric	FY2024	FY2026
Revenue	\$42B	\$50B
Operating Margin	7.2%	8.0%
Digital Sales Mix	22%	35%
AI-Enabled Processes	10%	60%

📌 **"Technology isn't a substitute for people — it's a multiplier of their potential."**



ECHELON
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Adrian Keller

Senior Partner, Echelon Advisory Group

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Consultant Perspective

Adrian Keller

Senior Partner Echelon Advisory Group

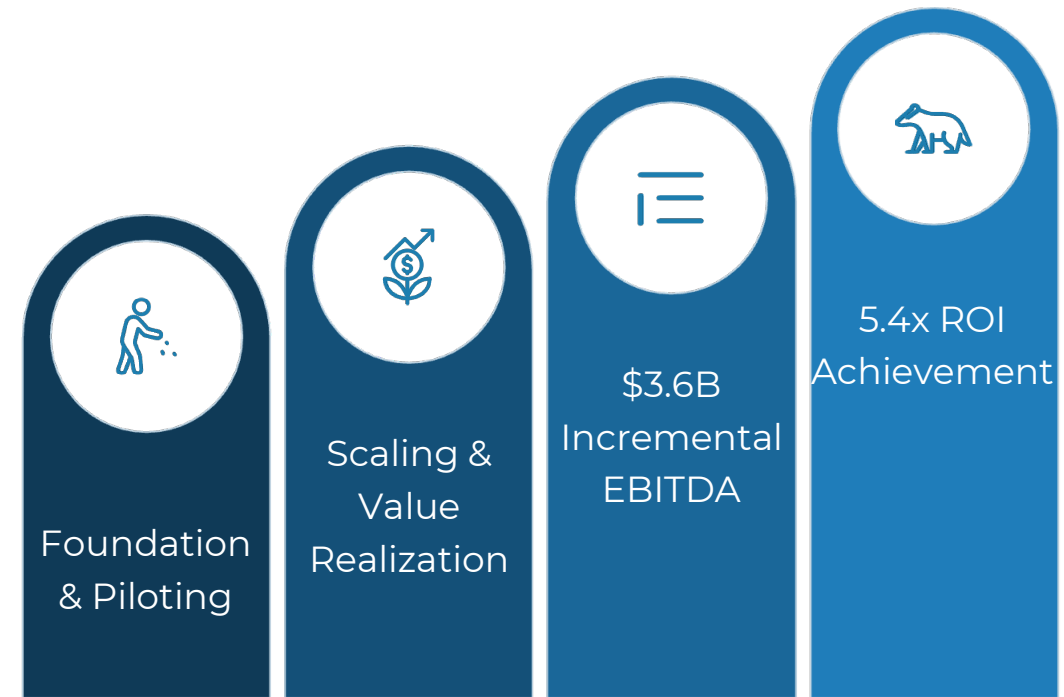
Credentials:

- Ph.D. MIT AI & Econometrics
- Former Managing Director, leading strategy firm
- 20+ years advising C-suite on AI transformation
- \$15B+ client value delivered across 30+ engagements



Generative AI: Exponential Growth Trajectory

AI benefits will start small, then accelerate dramatically, creating a "hockey stick" growth pattern in value creation.



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Competitive Advantage Through AI Maturity



Market Leadership Position

OmniMegaMart leads peer group by **~2 years in AI maturity** — rare in retail sector



Top-Quartile Performance

5+ times ROI from GenAI investment — only achieved by top-quartile adopters



Scaled Transformation

Moving beyond pilots to **full value chain transformation** with responsible, governed AI deployment

"Responsible and governed AI deployment is the enabler of real value capture, not just a compliance afterthought."

— Adrian Keller, Senior Partner, Echelon Advisory Group

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Thoughts?

What are your reactions and questions regarding Omni MegaMart's AI transformation strategy?

