



**Total Revenue from operations up by 35.7% at Rs. 3,598 Crore**

**PAT up by 47.7% at Rs. 175 Crore**

**For the Quarter ended June 30, 2017 (Q1 FY18):**

- Total Revenue stood at Rs.3,598 Crore, up by 35.7% y-o-y
- EBITDA of Rs. 303 Crore; y-o-y growth of 29.2%
- PAT at Rs. 175 Crore; y-o-y growth of 47.7%
- Basic EPS for Q1 FY18 stood at Rs. 2.80, as compared to Rs.2.11 for Q1 FY17
- 1 Store was added in the Q1 FY18

**Mumbai, July 22, 2017:** Avenue Supermarts Ltd. (ASL), one of the largest food and grocery retailers in India, today declared its financial results for the first quarter ended June 30, 2017.

The company reported Net Profit of Rs. 175 Crore for Q1 FY18, as compared to Rs. 118 Crore in the corresponding quarter of last fiscal.

Total Revenue from operations for the quarter ended June 30, 2017 stood at Rs. 3,598 Crore, as compared to Rs. 2,652 Crore in the same period last year. ASL's Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q1 FY18 stood at Rs. 303 Crore, up 29.2% The Company's EBITDA margin is at 8.4% in Q1 FY18 as compare to 8.8% in Q1 FY17.

Basic Earnings per share (EPS) for Q1 FY18 stood at Rs.2.80, as compared with Rs. 2.11 for Q1 FY17.

D-Mart follows **Everyday low cost - Everyday low price (EDLC-EDLP)** strategy which aims at procuring goods at competitive price, using operational and distribution efficiency and thereby delivering value for money to customers by selling at competitive prices.

Commenting on the financial performance of the company **Mr. Neville Noronha, CEO & Managing Director, Avenue Supermarts Limited**, said, "Results have been in line with our expectations. We have transitioned into the GST regime with minimal migration challenges. While supplies from certain vendors could see a short term disruption, we are optimistic that GST will create excellent opportunities for small and medium businesses to become preferred suppliers to organized retail in the near to long term".

**About Avenue Supermarts Limited:** ([www.dmartindia.com](http://www.dmartindia.com); BSE: 540376; NSE: DMART)

Avenue Supermarts Limited is a Mumbai-based company, which owns and operates D-Mart stores. D-Mart is an emerging national supermarket chain that offers customers a range of home and personal products under one roof. The Company offers a wide range of products with a focus on Foods, Non-Foods (FMCG) and General Merchandise & Apparel product categories. Each D-Mart store stocks home utility products, including food, toiletries, beauty products, garments, kitchenware, bed and bath linen, home appliances and others. The Company offers its products under various categories, such as bed and bath, dairy and frozen, fruits and vegetables, crockery, toys and games, kids apparel, ladies garments, apparel for men, home and personal care, daily essentials, grocery and staples.

The Company opened its first store in Mumbai, Maharashtra in 2002. As of June 30, 2017, the Company had 132 stores with Retail Business Area of 4.1 million sq. ft. across Maharashtra, Gujarat, Andhra Pradesh, Karnataka, Telangana, Tamil Nadu, Madhya Pradesh, Rajasthan, NCR, Chhattisgarh and Punjab.

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