



Total Revenue up by 26.3% at Rs. 3,508 Crore

PAT up by 65.2% at Rs. 191 Crore

For the Quarter ended September 30, 2017 (Q2FY18):

- Total Revenue stood at Rs. 3,508 crore, up by 26.3% y-o-y
- EBITDA of Rs. 318 crore; y-o-y growth of 36.5%
- PAT stood at Rs. 191 crore; y-o-y growth of 65.2%
- Basic EPS for Q2FY18 stood at Rs. 3.06, as compared to Rs. 2.06 for Q2FY17
- 4 stores were added in the Q2FY18

For the Half Year ended September 30, 2017 (H1FY18):

- Total Revenue stood at Rs. 7,106 crore, up by 30.8% y-o-y
- EBITDA of Rs. 621 crore; y-o-y growth of 32.8%
- PAT stood at Rs. 366 crore; y-o-y growth of 56.3%
- Basic EPS for H1FY18 stood at Rs. 5.86, as compared to Rs. 4.17 for H1FY17
- 5 stores were added in the H1FY18

Mumbai, October 14, 2017: Avenue Supermarts Ltd. (ASL), one of the largest food & grocery retailers in India, today declared its financial results for the quarter and six months ended September 30, 2017.

The company reported Net Profit of Rs. 191 crore for Q2FY18, as compared to Rs. 116 crore in the corresponding quarter of last fiscal. The company's PAT margin improved from 4.2% in Q2FY17 to 5.4% in Q2FY18.

Total Revenue for the quarter ended September 30, 2017 stood at Rs. 3,508 crore, as compared to Rs. 2,779 crore in the same period last year. ASL's Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q2FY18 stood at Rs. 318 crore, up by 36.5%. The company's EBITDA margin improved from 8.4% in Q2FY17 to 9.1% in Q2FY18.

Basic Earnings per share (EPS) for Q2FY18 stood at Rs. 3.06, as compared with Rs. 2.06 for Q2FY17.

For the half year period ended September 30, 2017, ASL's net profit grew by 56.3% to Rs. 366 crore, as compared to Rs. 234 crore of the year ago period. The company's PAT margin improved from 4.3% in H1FY17 to 5.1% in H1FY18.

Total Revenue for H1FY18 stood at Rs. 7,106 crore, as compared to Rs. 5,431 crore during H1FY17. ASL's EBITDA in H1FY18 stood at Rs. 621 crore, as compared to Rs. 468 crore during H1FY17. The company's EBITDA margin improved from 8.6% in H1FY17 to 8.7% in H1FY18.

For H1FY18, Basic EPS stood at Rs. 5.86 as against Rs. 4.17 in H1FY17.

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 expectations. GST transition has been smooth and has settled across Avenue Supermarts and our partner network's commercial and IT systems."

About Avenue Supermarts Limited: (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 September 30, 2017, the Company had 136 stores with Retail Business Area of 4.2 million sq. ft. across Maharashtra, Gujarat, Andhra Pradesh, Karnataka, Telangana, Tamil Nadu, Madhya Pradesh, Rajasthan, NCR, Chhattisgarh and Punjab.

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