

D Mart

AVENUE SUPERMARTS LIMITED

Standalone Total Revenue up by 22.0% at Rs. 9,065 Crore

Standalone PAT up by 24.6% at Rs. 586 Crore

For the Quarter ended December 31, 2021 (Q3FY22):

Standalone Results

- Total Revenue stood at Rs. 9,065 Crore, y-o-y growth of 22.0%
- EBITDA of Rs. 868 Crore; y-o-y growth of 25.6%
- PAT stood at Rs. 586 Crore; y-o-y growth of 24.6%
- Basic EPS for Q3FY22 stood at Rs.9.04, as compared to Rs.7.26 for Q3FY21
- 17 stores were added in Q3FY22

For the Nine months ended December 31, 2021 (9MFY22):

- Total Revenue stood at Rs. 21,746 Crore, y-o-y growth of 31.9%
- EBITDA of Rs. 1,760 Crore; y-o-y growth of 56.4%
- PAT stood at Rs. 1,150 Crore; y-o-y growth of 57.4%
- Basic EPS for 9MFY22 stood at Rs.17.75, as compared to Rs.11.27 for 9MFY21
- 29 stores were added in 9MFY22

Mumbai, January 8, 2022: Avenue Supermarts Ltd. (ASL), one of the largest food & grocery retailers in India, today declared its standalone and consolidated financial results for the quarter and nine months ended December 31, 2021.

Standalone results

Total Revenue for the quarter ended December 31, 2021 stood at Rs. 9,065 crore, as compared to Rs. 7,433 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q3FY22 stood at Rs.868 crore, as compared to Rs. 691 crore in the corresponding quarter of last year. EBITDA margin stood at 9.6% in Q3FY22 as compared to 9.3% in Q3FY21.

Net Profit stood at Rs. 586 crore for Q3FY22, as compared to Rs. 470 crore in the corresponding quarter of last year. PAT margin stood at 6.4% in Q3FY22 as compared to 6.3% in Q3FY21.

Basic Earnings per share (EPS) for Q3FY22 stood at Rs.9.04, as compared with Rs.7.26 for Q3FY21.

Total Revenue for 9MFY22 stood at Rs. 21,746 crore, as compared to Rs. 16,484 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in 9MFY22 stood at Rs. 1,760 crore, as compared to Rs. 1,125 crore during 9MFY21. EBITDA margin stood at 8.1% in 9MFY22 as compared to 6.8% in 9MFY21.

Net Profit stood at Rs. 1,150 crore for 9MFY22, as compared to Rs. 730 crore in 9MFY21. PAT margin stood at 5.3% in 9MFY22 as compared to 4.4% in 9MFY21.

Basic Earnings per share (EPS) for 9MFY22 stood at Rs.17.75, as compared with Rs. 11.27 for 9MFY21.

Consolidated results

Total Revenue for the quarter ended December 31, 2021 stood at Rs. 9,218 crore, as compared to Rs. 7,542 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q3FY22 stood at Rs.866 crore, as compared to Rs. 689 crore in the corresponding quarter of last year. EBITDA margin stood at 9.4% in Q3FY22 as compared to 9.1% in Q3FY21.

Net Profit stood at Rs. 553 crore for Q3FY22, as compared to Rs. 447 crore in the corresponding quarter of last year. PAT margin stood at 6.0% in Q3FY22 as compared to 5.9% in Q3FY21

Basic Earnings per share (EPS) for Q3FY22 stood at Rs. 8.53, as compared with Rs. 6.90 for Q3FY21.

Total Revenue for 9MFY22 stood at Rs. 22,190 crore, as compared to Rs. 16,731 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in 9MFY22 stood at Rs. 1,759 crore, as compared to Rs. 1,130 crore during 9MFY21. EBITDA margin stood at 7.9% in 9MFY22 as compared to 6.8% in 9MFY21.

Net Profit stood at Rs. 1,066 crore for 9MFY22, as compared to Rs. 686 crore in 9MFY21. PAT margin stood at 4.8% in 9MFY22 as compared to 4.1% in 9MFY21.

Basic Earnings per share (EPS) for 9MFY22 stood at Rs. 16.45 as compared with Rs. 10.58 for 9MFY21.

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

Commenting on the performance of the company **Mr. Neville Noronha, CEO & Managing Director, Avenue Supermarts Limited**, said:

“Revenue in the DMart stores grew by 22.0% in this quarter over the corresponding quarter of last year. Overall gross margins are marginally lower due to mix deterioration. General merchandise and apparel business is consistently seeing relatively lesser sales contribution while essentials and FMCG is doing better. Inflation and lesser opportunities to go out are negatively impacting certain categories more than others. We are seeing higher inflation as an opportunity to make our buying more efficient, our assortment sharper and continue to keep our costs low.

Considering the current Covid wave, our sales and footfalls will be dependent on local regulations. We continue to take all precautions to ensure every shopper, employee and partner is operating in a safe environment”.

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 a 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. The Company offers its products under various categories, such as grocery and staples, dairy and frozen, fruits and vegetables, home and personal care, bed and bath, crockery, footwear, toys and games, kids' apparel, apparel for men & women and daily essentials.

The Company opened its first store in Mumbai, Maharashtra in 2002. As of December 31, 2021, the Company had 263 operating stores with Retail Business Area of 10.3 million sq. ft across Maharashtra, Gujarat, Daman, Andhra Pradesh, Karnataka, Telangana, Tamil Nadu, Madhya Pradesh, Rajasthan, NCR, Chhattisgarh and Punjab.

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