

# Avenue Supermarts Limited

Plot No. B-72 & B-72A, Wagle Industrial Estate, Thane (West) , Maharashtra, India - 400 604

Tel.: 91 22 33400500 • Fax: 91 22 33400599 • e-mail: info@dmartindia.com • Website: www.dmartindia.com

October 14, 2017

To,

**BSE Limited**

Corporate Relationship Department  
Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai – 400 001

**BSE Scrip Code: 540376**

**The National Stock Exchange of India Ltd.**

Corporate Communications Department  
“Exchange Plaza”, 5<sup>th</sup> Floor,  
Bandra – Kurla Complex, Bandra (East),  
Mumbai – 400 051

**NSE Scrip Symbol: DMART**

**Sub: Proceedings of the Board Meeting held on October 14, 2017**

Dear Sir /Madam,

With reference to the captioned subject, we hereby inform you that the Board of Directors of the Company at its meeting held on October 14, 2017, inter-alia other matters, has approved the Standalone Un-audited Financial Statement for the quarter and half year ended on 30<sup>th</sup> September, 2017 along with the Limited Review Report issued by S R B C & Co LLP, Chartered Accountants, Statutory Auditors of the Company in accordance with the Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 (hereinafter referred to as “Listing Regulations”) and the same is attached herewith.

Pursuant to Regulation 32(1) of the Listing Regulations, please note that there is no deviation/variation in the utilization of proceeds as mentioned in the objects stated in the Prospectus dated March 14, 2017, in respect of the Initial Public Offering of the Company.

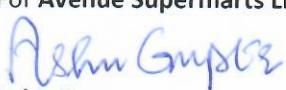
Further, please be informed that the Board of Directors and the Audit Committee at its meeting held today has approved the appointment of Mr. Radhakishan S. Damani, Promoter of the Company as ‘Chief Mentor’ to obtain his advisory services and guidance.

The said meeting of the Board of Directors commenced at 1.30 P.M. and concluded at 3.30 P.M.

Kindly take the same on your record and acknowledge.

Thanking you.

Yours faithfully,  
For Avenue Supermarts Limited

  
Ashu Gupta  
Company Secretary & Compliance Officer



Encl: As above

**Limited Review Report**

**Review Report to  
The Board of Directors  
Avenue Supermarts Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Avenue Supermarts Limited (the 'Company') for the quarter ended September 30, 2017 and year to date from April 1, 2017 to September 30, 2017 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. The comparative Ind AS financial information of the Company for the previous quarter June 30, 2017 and corresponding quarter September 30, 2016, corresponding period ended September 30, 2016 and the Ind AS financial statements of the Company for the year ended March 31, 2017, were audited by predecessor auditor who expressed an unmodified opinion on those financial information and financial statements respectively on July 22, 2017, May 6, 2017, May 6, 2017 and May 6, 2017 respectively.

**For S R B C & CO LLP**

Chartered Accountants

ICAI Firm registration number: 324982E/E300003

per Vijay Maniar

Partner

Membership No.: 36738

Place of Signature: Mumbai

Date: October 14, 2017





# Avenue Supermarts Limited

CIN : L51900MH2000PLC126473

Prgd. Office : Anjaneya CHS limited, Orchard Avenue, Opp. Hiranandani Foundation School, Powai, Mumbai 400 076  
Unaudited standalone financial results for the quarter and six months ended September 30, 2017

(₹ Lakhs, unless otherwise stated)

Sr.No.	Particulars	Standalone					
		Quarter ended 30.09.2017 (Unaudited)	Quarter ended 30.06.2017 (Unaudited)	Quarter ended 30.09.2016 (Unaudited)	Six months ended 30.09.2017 (Unaudited)	Six months ended 30.09.2016 (Unaudited)	Year ended 31.03.2017 (Audited)
1	<b>Income</b> a) Revenue from operations b) Other Income	350,826.69 2,120.92	359,813.08 2,287.56	277,873.37 804.38	710,639.77 4,408.48	543,112.38 1,292.47	1,188,111.90 3,128.86
	<b>Total income</b>	<b>352,947.61</b>	<b>362,100.64</b>	<b>278,677.75</b>	<b>715,048.25</b>	<b>544,404.85</b>	<b>1,191,240.76</b>
2	<b>Expenses</b> a) Purchases of stock-in-trade b) Change in inventory of stock in trade c) Employment benefit expense d) Finance costs e) Depreciation and amortisation expense f) Other expenses	326,756.34 (32,531.57) 6,971.44 1,093.66 3,514.37 17,840.35	304,135.08 64.45 6,400.41 2,433.84 3,370.57 18,894.27	251,715.48 (16,000.31) 4,435.59 3,188.16 3,053.55 14,438.33	630,891.42 (32,467.12) 13,371.85 3,527.50 6,884.94 36,734.62	482,563.90 (23,516.43) 8,490.62 6,000.46 5,929.02 28,811.73	1,036,895.42 (27,295.94) 18,947.32 12,180.39 12,602.09 63,200.21
	<b>Total expenses</b>	<b>323,644.59</b>	<b>335,298.62</b>	<b>260,830.80</b>	<b>658,943.21</b>	<b>508,279.30</b>	<b>1,116,529.49</b>
	<b>Profit before tax</b>	<b>29,303.02</b>	<b>26,802.02</b>	<b>17,846.95</b>	<b>56,105.04</b>	<b>36,125.55</b>	<b>74,711.27</b>
3	<b>Tax expenses</b> Current tax Deferred tax charge Tax in respect of earlier years	10,098.88 99.33 2.55	9,179.19 145.26 -	6,081.33 200.80 -	19,278.07 244.59 2.55	12,379.44 336.76 -	25,124.37 1,165.20 157.85
	<b>Net profit after tax</b>	<b>19,102.26</b>	<b>17,477.57</b>	<b>11,564.82</b>	<b>36,579.83</b>	<b>23,409.35</b>	<b>48,263.85</b>
4	Other comprehensive income (net of tax)	(72.15)	19.56	-	(52.59)	-	78.24
	<b>Total comprehensive income</b>	<b>19,030.11</b>	<b>17,497.13</b>	<b>11,564.82</b>	<b>36,527.24</b>	<b>23,409.35</b>	<b>48,342.09</b>
5	Paid-up equity share capital (Face Value - ₹10/- per share)	62,408.45	62,408.45	56,154.27	62,408.45	56,154.27	62,408.45
6	Reserves (excluding revaluation reserves)						321,297.88
7	Earnings per share (of ₹10/- each) (not annualised): a) Basic in ₹ b) Diluted in ₹	3.06 3.02	2.80 2.76	2.06 2.06	5.86 5.78	4.17 4.17	8.56 8.55

Notes :

- The above financial results have been prepared in accordance with Indian Accounting Standards (IND AS - 34 "Indian Financial Reporting" as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and the Companies (Indian Accounting Standards) Amendment Rules, 2016.
- The above financial results have been reviewed and recommended by the Audit Committee and have been approved and taken on record by the Board of Directors at its meeting held on October 14, 2017.
- The limited review as required under Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 has been completed by the auditors of the Company and the related report is being submitted to the concerned stock exchange.
- The financial results of the quarter ended June 30, 2017, September 30, 2016 and six months ended September 30, 2016 has been reviewed by the predecessor auditors.
- The Company has completed the Initial Public offering (IPO) of fresh issue of 62,541,806 equity shares of ₹ 10 each at an issue price of ₹ 299 per share. The equity shares of the Company were listed on BSE Limited (BSE) and National Stock Exchange of India Limited (NSE) w.e.f. March 21, 2017.

Use of IFO proceeds is summarised as below

(₹ Lakhs, unless otherwise stated)

Particulars	Planned as per prospectus	Utilisation upto September 30, 2017	Balance as at September 30, 2017
Towards repayment / payment of NCDs / Term loans	108,000.00	86,399.83	21,600.17
Construction and purchase of fit outs for new stores	36,660.00	989.41	35,670.59
Towards general corporate purpose (including IPO related expenses)	42,340.00	41,827.07	512.93
<b>Total</b>	<b>187,000.00</b>	<b>129,216.31</b>	<b>57,783.69</b>

IPO proceeds which remain unutilised as at September 30 2017, were invested in deposits with scheduled commercial banks and in monitoring agency accounts

- The Company has instituted an Avenue Supermarts Limited Employee Stock Option Scheme, 2016 ("the Scheme") as approved by the Board of Directors for issuance of stock option to eligible employee of the Company and of its subsidiaries. Pursuant to the said scheme, Stock options convertible into 13,973,325 equity shares of ₹ 10/- each were granted to eligible employees at an exercise price of ₹ 299/- being the price at which fresh issue of shares were made in IPO. Out of the total options granted, 538,200 options were forfeited (March 31, 2017 : 81,900) and 3,600 options were vested (March 31, 2017 : 2,400) till the end of period September 30, 2017. No options have been exercised as at September 30, 2017.
- Previous period / quarter figures are regrouped and rearranged wherever necessary.



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# Avenue Supermarts Limited

CIN L51900MH2000PLC126473

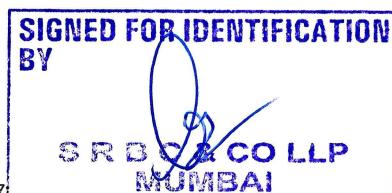
Regd. Office : Anjaneya CHS limited, Orchard Avenue, Opp. Hiranandani Foundation School, Powai, Mumbai 400 076

## 8 Statement of assets and liabilities

(₹ Lakhs, unless otherwise stated)

Sr.No.		Particulars	Six months ended	Year ended
			30.09.2017 (Unaudited)	31.03.2017 (Audited)
I 1)		<b>Assets</b>		
		<b>Non-current assets</b>		
	a	Property, plant and equipment	266,589.12	251,518.06
	b	Capital work-in-progress	28,822.65	15,289.36
	c	Other intangible assets	543.25	635.08
	d	Investment properties	2,691.64	2,737.16
	e	Investments in subsidiaries and associates	4,428.80	3,661.74
	f	<b>Financial assets</b>		
	Others		5,025.69	4,535.48
	g	Non-current tax assets (net)	5.77	5.74
	h	Other non-current assets	6,418.80	5,021.53
		<b>Total non-current assets</b>	314,525.72	283,404.15
2)		<b>Current assets</b>		
	a	Current assets	125,783.11	93,315.99
	b.i	Inventories		
	b.ii	Trade receivables	4,471.74	2,099.79
	b.iii	Cash and cash equivalents	6,014.10	3,025.92
	b.iv	Bank balance other than (iii) above	57,856.13	185,105.42
	b.v	Loans	123.94	105.13
	c	Others	6,439.68	7,375.90
		Other current assets	13,583.39	5,782.99
		<b>Total current assets</b>	214,272.09	296,811.14
		<b>Total assets</b>	528,797.81	580,215.29
II 1)		<b>Equity and liabilities</b>		
	a	<b>Equity</b>		
	a	Equity share capital	62,408.45	62,408.45
	b	Other equity	358,957.80	321,297.88
		<b>Total equity</b>	421,366.25	383,706.33
2)		<b>Non current liabilities</b>		
	a	Financial liabilities		
	a.i	Borrowings	38,900.00	98,092.44
	a.ii	Other non current liabilities	80.95	138.35
	b.	Deferred tax liabilities (net)	5,419.09	5,174.50
		<b>Total non current liabilities</b>	44,400.04	103,405.29
3)		<b>Current liabilities</b>		
	a	<b>Financial liabilities</b>		
	a.i	Borrowings	3,303.38	12,266.04
	a.ii	Trade payables	40,119.26	26,675.52
	a.iii	Others	13,364.13	49,283.28
	b	Short term provisions	1,291.44	816.43
	c	Liabilities for current tax (net)	3,631.88	841.77
	d	Other current liabilities	1,321.43	3,220.63
		<b>Total current liabilities</b>	63,031.52	93,103.67
		<b>Total equity and liabilities</b>	528,797.81	580,215.29

9 The Company's business activity falls within a single primary business segment of retail and one reportable geographical segment which is "within India". Accordingly, the Company is a single segment Company in accordance with Indian Accounting Standard 108 "Operating Segment".



Place: Thane  
Date: October 14, 2017

For and on behalf of the Board of Directors of  
Avenue Supermarts Limited



  
Ignatius Navil Noronha  
CEO & Managing Director



## **AVENUE SUPERMARTS LIMITED**

**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](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 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.

**For More Information, Please Contact:**

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Parin Narichania

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