



**AVENUE SUPERMARTS LIMITED**

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**Total Revenue up by 38.6% at Rs. 11,912 Crore**

**PAT up by 51.6% at Rs. 483 Crore**

**Executive Summary - Standalone Results**

**For the Quarter ended March 31, 2017 (Q4FY17):**

- Total Revenue stood at Rs. 3120 crore, up by 40.5% y-o-y
- EBITDA of Rs. 217 crore; y-o-y growth of 41%
- Net Profit stood at Rs. 97 crore; y-o-y growth of 47%
- 14 stores were added in the Q4FY17

**For the Year ended March 31, 2017 (FY17):**

- Total Revenue for FY17 stood at Rs. 11,912 crore, up by 38.6% y-o-y
- EBITDA of Rs. 995 crore, as compared to Rs. 677 crore for FY17
- PAT of Rs. 483 crore, up by 51.6%
- Basic EPS for FY17 stood at Rs. 8.56, as compared to Rs. 5.66 for FY16
- 21 stores were added in FY17

**Mumbai, May 6, 2017:** Avenue Supermarts Ltd. (ASL) today declared its financial results for the fourth quarter and full year ended March 31, 2017.

The company reported Net Profit of Rs. 97 crore for Q4FY17, as compared to Rs. 66 crore in the corresponding quarter of last fiscal.

Total Revenue for the quarter ended March 31, 2017 stood at Rs. 3120 crore, as compared to Rs. 2,220 crore in the same period last year. ASL's Earnings before Interest,

Tax, Depreciation and Amortization (EBITDA) in Q4FY17 stood at Rs. 217 crore, up 41%. The company's EBITDA margin improved from 6.93% in Q4FY16 to 6.95% in Q4FY17.

For the full year period ended March 31, 2017, ASL's net profit jumped by 51.6% to Rs.483 crore, as compared to Rs. 318 crore of the year ago period. The company's PAT margin improved from 3.70% in FY16 to 4.04% in FY17.

Total Revenue for FY17 stood at Rs. 11,912 crore, as compared to Rs. 8,595 crore during FY16. ASL's EBITDA in FY17 stood at Rs. 995 crore, up by 46.9%, as compared to Rs. 677 crore during FY16. The company's EBITDA margin improved from 7.9% in FY16 to 8.4% in FY17.

For FY17, Basic EPS stood at Rs. 8.56 as against Rs. 5.66 in FY16.

Like for Like (LFL) growth has been 21.2% in FY17 vis-à-vis 21.5% in FY16. (LFL means the growth in revenue from sale of same stores which have been operational for atleast 24 months at the end of fiscal year).

Sales Revenue per Retail Business sq. ft. area increase from Rs. 28,136 per sq. ft. (FY 16) to Rs. 31,120 per sq. ft. for FY17.

Total Bill cuts were 10.85 crore in FY 17 as against 8.47 crore in FY 16 showing growth of 28.10%

### **Revenue mix for FY17**

- Foods category constituted 53.65% of the total revenue, as compared to 53.02% of FY16
- Non-food (FMCG) constituted 19.98% of the total revenue, as compared to 20.60% of FY16
- General Merchandise & Apparel constituted 26.37% of the total revenue, as compared to 26.38% of FY16

With 131 stores, ASL continues to grow and expand its retail foot-print. ASL opened 14 stores in last 3 months.

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

Commenting on the financial performance of the company **Mr. Neville Noronha, CEO and Managing Director, Avenue Supermarts Limited**, said, "March'17 quarter and financial year 2016-17 annual results has been in line with our expectations. Delivering great value and being consistently relevant to consumers is our most important long term objective."

**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 March 31, 2017, the Company had 131 stores with Retail Business Area of 4.1 million sq.ft.across Maharashtra, Gujarat, Andhra Pradesh, Karnataka, Telangana, Tamilnadu, Madhya Pradesh, Rajasthan, NCR and Chhattisgarh.

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