

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

11th May, 2019

To,

BSE Limited
Corporate Services Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

The National Stock Exchange of India Ltd.
Corporate Communications Department
“Exchange Plaza”, 5th Floor,
Bandra – Kurla Complex, Bandra (East),
Mumbai – 400 051

BSE Scrip Code: 540376

NSE Scrip Symbol: DMART

Sub: Proceedings of the Board Meeting held on 11th May, 2019 as per Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

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 11th May, 2019, inter-alia other matters, has approved:

1. The Standalone Audited Financial Statements for the quarter ended 31st March, 2019 and Standalone & Consolidated Audited Financial Statements for year ended 31st March, 2019.

Copy of Standalone Audited Financial Statements for the quarter ended 31st March, 2019 and Standalone & Consolidated Audited Financial Statements for year ended 31st March, 2019 along with the Auditors' 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 is attached herewith as 'Annexure A'.

The declaration that the Report of the Statutory Auditors is with unmodified opinion with respect to Standalone & Consolidated Audited Financial Results for the year ended 31st March, 2019 is attached herewith as 'Annexure B'.

2. Issuance of Non-convertible Debentures up to Rs. 1500,00,00,000 (Rupees One thousand five hundred crore) subject to the approval of members of the Company at its ensuing Annual General Meeting.



Avenue Supermarts Limited

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

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3. Issuance of up to 2,50,00,000 (Two crore and fifty lacs) equity shares of face value of Rs. 10/- each through a qualified institutions placement, in accordance with the provisions of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended and applicable provisions of the Companies Act, 2013 and the rules issued thereunder, as amended in each case, subject to such regulatory or statutory approvals that may be required, including approval of members of the Company at its ensuing Annual General Meeting in order to achieve minimum public shareholding in the Company in accordance with applicable laws.

Further, please note that there is no deviation/variation in the utilization of proceeds as mentioned in the objects stated in the Prospectus dated 14th March, 2017, in respect of Initial Public Offering of the Company pursuant to Regulation 32(1) of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015.

The said meeting commenced at 2.00 P.M. and concluded at 4.00 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

Auditor's Report On Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To
**Board of Directors of
Avenue Supermarts Limited**

1. We have audited the accompanying statement of quarterly standalone Ind AS financial results of Avenue Supermarts Limited ('the Company') for the quarter ended March 31, 2019 and for the year ended March 31, 2019 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular'). The standalone Ind AS financial results for the quarter ended March 31, 2019 and year ended March 31, 2019 have been prepared on the basis of the standalone Ind AS financial results for the nine-month period ended December 31, 2018, the audited annual standalone Ind AS financial statements as at and for the year ended March 31, 2019, and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone Ind AS financial results for the nine-month period ended December 31, 2018 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone Ind AS financial statements as at and for the year ended March 31, 2019; and the relevant requirements of the Regulation and the Circular.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone Ind AS financial results as well as the year to date results:
 - i. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
 - ii. give a true and fair view of the net profit including other comprehensive income and other financial information for the quarter ended March 31, 2019 and for the year ended March 31, 2019.
4. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2019 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2019 and the published year-to-date figures up to December 31, 2018, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under the Regulation and the Circular.

For S R B C & CO. LLP
Chartered Accountants
ICAI Firm Registration Number: 324982E/E300003

per, Vijay Manjar
Partner
Membership No.: 36738
Mumbai; May 11, 2019



Auditor's Report on Consolidated Year to Date Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

To
**Board of Directors of
Avenue Supermarts Limited**

1. We have audited the accompanying statement of consolidated Ind AS financial results of Avenue Supermarts Limited ('the Company') comprising its subsidiaries (together, 'the Group') for the year ended March 31, 2019 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular'). The consolidated Ind AS financial results for the year ended March 31, 2019 have been prepared on the basis of the audited annual consolidated Ind AS financial statements as at and for the year ended March 31, 2019, and the relevant requirements of the Regulation and the Circular, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated Ind AS financial results based on our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2019; and the relevant requirements of the Regulation and the Circular.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiaries, these consolidated Ind AS financial results for the year:
 - i. includes the results of the following entities;
Subsidiaries:
 - I. Avenue Ecommerce Limited (from February 1, 2018),
 - II. Align Retail Trade Private Limited,
 - III. Nahar Seth and Jogani Developers Private Limited,
 - IV. Avenue Food Plaza Private Limited
 - V. Reflect Wholesale and Retail Private Limited (from May 28, 2018)
 - ii. are presented in accordance with the requirements of the Regulation read with the Circular, in this regard; and
 - iii. give a true and fair view of the consolidated net profit including and other comprehensive income and other financial information and for the year ended March 31, 2019.



Avenue Supermarts Limited

Auditor's Report on the Consolidated Financial Results for the year ended March 31, 2019

4. We did not audit the financial statements and other financial information, in respect of 3 subsidiaries, whose Ind AS financial statements include total assets of Rs 32.16 crore as at March 31, 2019, and total revenues of Rs 24.35 crore for the year ended on that date respectively. These Ind AS financial statements and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our opinion is not modified/qualified in respect of this matter.

For SRBC & CO. LLP

Chartered Accountants

ICAI Firm Registration Number: 324982E/E300003

per 
Partner

Membership No.: 36738

Mumbai; May 11, 2019





Avenue Supermarts Limited

CIN : L51900MH2000PLC126473

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

Audited financial results for the quarter and year ended 31st March, 2019

(₹ in Crores, unless otherwise stated)

Sr.No.	Particulars	Standalone				Consolidated			
		Quarter ended 31st March, 2019 (Refer note - 6) (Audited)	Quarter ended 31st December, 2018 (Unaudited)	Quarter ended 31st March, 2018 (Refer note - 6) (Audited)	Year ended 31st March, 2019 (Audited)	Year ended 31st March, 2018 (Audited)	Year ended 31st March, 2019 (Audited)	Year ended 31st March, 2018 (Audited)	
1	Income								
	a) Revenue from operations	5,033.37	5,450.94	3,809.96	19,916.25	15,008.89	20,004.52	15,033.20	
	b) Other income	14.66	8.64	14.91	51.41	72.64	48.35	69.32	
	Total income	5,048.03	5,459.58	3,824.87	19,967.66	15,081.53	20,052.87	15,102.52	
2	Expenses								
	a) Purchases of stock-in-trade	4,414.39	4,673.67	3,369.47	17,409.12	12,862.76	17,445.49	12,846.95	
	b) Change in inventories of stock-in-trade	(106.07)	(23.62)	(126.27)	(429.18)	(213.88)	(444.65)	(211.31)	
	c) Employee benefits expense	85.94	87.93	72.42	335.03	276.56	355.42	282.59	
	d) Finance costs	12.16	14.89	13.18	47.15	59.41	47.21	59.54	
	e) Depreciation and amortisation expense	61.94	52.16	46.51	198.80	154.65	212.49	159.00	
	f) Other expenses	262.58	259.63	199.87	959.10	746.12	1,014.97	762.16	
	Total expenses	4,730.94	5,064.66	3,575.18	18,520.02	13,885.62	18,630.93	13,898.93	
3	Profit before share of net loss of an associate	317.09	394.92	249.69	1,447.64	1,195.91	1,421.94	1,203.59	
4	Less : Share of Net Loss in an associate (Upto 1st February, 2018)	-	-	-	-	-	-	(20.04)	
5	Add: Gain on fair valuation of pre existing equity interest in an associate (Refer note - 8)	-	-	-	-	-	-	38.52	
6	Profit before tax	317.09	394.92	249.69	1,447.64	1,195.91	1,421.94	1,222.07	
7	Tax expenses								
	Current tax	105.86	150.02	93.24	501.21	417.17	509.13	421.70	
	Deferred tax charge	15.66	(12.21)	(10.63)	17.77	(5.45)	18.02	(5.47)	
	Tax in respect of earlier years	(7.32)	-	(0.02)	(7.69)	(0.49)	(7.67)	(0.44)	
8	Net profit after tax	202.89	257.11	167.10	936.35	784.68	902.46	806.28	
9	Other comprehensive income (net of tax)	(0.84)	(0.14)	0.27	(1.27)	(0.52)	(1.31)	(0.50)	
10	Total comprehensive income	202.05	256.97	167.37	935.08	784.16	901.15	805.78	
11	Profit for the period / year	202.89	257.11	167.10	936.35	784.68	902.46	806.28	
	Attributable to:								
	Equity holders of the parent	202.89	257.11	167.10	936.35	784.68	902.54	806.26	
	Non-controlling interests	-	-	-	-	-	(0.08)	0.02	
12	Total comprehensive income for the period / year	202.05	256.97	167.37	935.08	784.16	901.15	805.78	
	Attributable to:								
	Equity holders of the parent	202.05	256.97	167.37	935.08	784.16	901.23	805.76	
	Non-controlling interests	-	-	-	-	-	(0.08)	0.02	
13	Paid-up equity share capital (Face Value - ₹10/- per share)	624.08	624.08	624.08	624.08	624.08	624.08	624.08	
14	Other equity (excluding revaluation reserves)	-	-	-	4,970.40	4,018.63	4,963.37	4,044.97	
15	Earnings per share (of ₹10/- each) (not annualised):								
	a) Basic in ₹	3.25	4.12	2.68	15.00	12.57	14.46	12.92	
	b) Diluted in ₹	3.21	4.06	2.64	14.79	12.41	14.26	12.76	

SIGNED FOR IDENTIFICATION
BY
SRBC & CO LLP
MUMBAI

[Handwritten Signature]

Notes :

- 1 The above financial results have been prepared in accordance with Indian Accounting Standards 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.
- 2 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 11th May, 2019.
- 3 The audit 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 exchanges.
- 4 The Company had 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 are listed on BSE Limited (BSE) and National Stock Exchange of India Limited (NSE) w.e.f. 21st March, 2017.
Use of IPO proceeds is summarised as below

(₹ in Crores, unless otherwise stated)

Particulars	Planned as per prospectus	Utilisation upto 31st March, 2019	Balance as at 31st March, 2019
Towards repayment / payment of NCDs / Term loans	1,080.00	1,034.00	46.00
Construction and purchase of fit outs for new stores	366.60	320.03	46.57
Towards general corporate purpose (including transaction cost of IPO)	423.40	423.39	0.01
Total	1,870.00	1,777.42	92.58

IPO proceeds which remain unutilised as at 31st March, 2019, were invested in deposits with scheduled commercial banks and in monitoring agency accounts.

- 5 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, 1,721,850 options lapsed (31st March, 2018 : 978,750) and 18,000 options were vested (31st March, 2018 : 3,600) till the end of period 31st March, 2019. No options have been exercised as at 31st March, 2019.
- 6 The standalone figures of the last quarter are the balancing figure between the audited figures in respect of the full financial year upto 31st March, 2019 and 31st March, 2018 and the unaudited year-to-date figures upto 31st December, 2018 and 31st December, 2017 being the date of the end of the third quarter of the financial year which were subjected to limited review.
- 7 Ind AS 115 Revenue from Contracts with Customers, mandatory for reporting periods beginning on or after April 1, 2018, replaces existing revenue recognition requirements. Under the modified retrospective approach there were no adjustments required to the retained earnings at April 1, 2018. Also, the application of Ind AS 115 did not have any significant impact on recognition and measurement of revenue and related items in the financial results.
- 8 On 25th January, 2018, the Company entered into share purchase agreement with promoters of Avenue E-commerce Limited (together referred to as 'Seller') and acquired an additional stake of 50.79% equity interest in Avenue E-commerce Limited ('AEL') for a cash consideration of ₹ 4,921.19 lakhs. With the additional stake Avenue E-commerce Limited ceases to be an associate with effect from 2nd February, 2018 and is a subsidiary of the Company. The acquisition of AEL has been accounted in accordance with Ind AS 103 - Business Combinations. Accordingly the Group has re-measured the existing 49.21% interest in the assets and liabilities of AEL held prior to its transaction to its fair value and has recorded a gain of ₹ 3,852.11 lakhs as gain on fair value of pre-existing equity interest in the associate in the Consolidated Statement of Profit and Loss.
- 9 The Group is primarily engaged in the business of retail trades through offline and online channels. There are no separate reportable segment as per IND AS 108 - Operating Segments.
- 10 Previous year / quarter figures are regrouped and rearranged wherever necessary.

SIGNED FOR IDENTIFICATION

BY

S R S C & CO LLP
MUMBAIFor and on behalf of the Board of Directors of
Avenue Supermarts Limited

 Ignatius Navil Noronha
 CEO & Managing Director

 Place: Thane
 Date: 11th May, 2019



Avenue Supermarts Limited

CIN : L51900MH2000PLC126473

Regd. Office : Anjaneya CHS limited, Orchard Avenue, Opp. Hiranandani Foundation School, Powai, Mumbai 400 076
Audited financial results for the quarter and year ended 31st March, 2019

11 Balance Sheet

(₹ in Crores, unless otherwise stated)

Sr.No.	Particulars	Standalone		Consolidated	
		Year ended 31st March, 2019 (Audited)	Year ended 31st March, 2018 (Audited)	Year ended 31st March, 2019 (Audited)	Year ended 31st March, 2018 (Audited)
I	Assets				
1)	Non-current assets				
a	Property, plant and equipment	4,205.86	3,233.65	4,274.03	3,276.01
b	Capital work-in-progress	376.55	147.05	376.84	147.08
c	Investment properties	18.10	16.33	18.10	16.33
d	Goodwill	-	-	78.27	78.27
e	Intangible assets	10.27	6.20	29.97	29.36
f	Financial assets				
f.i	Investments in subsidiaries	212.00	129.50	-	-
f.ii	Other non-current financial assets	36.06	48.07	32.38	42.39
g	Deferred tax assets (net)	-	-	0.22	0.13
h	Other non-current assets	109.68	85.26	113.33	86.59
	Total non-current assets	4,968.52	3,666.06	4,923.14	3,676.14
2)	Current assets				
a	Inventories	1,576.22	1,147.04	1,608.65	1,163.45
b	Financial assets				
b.i	Investments	-	51.71	16.53	68.18
b.ii	Trade receivables	75.52	33.36	64.37	33.52
b.iii	Cash and cash equivalents	120.23	64.05	124.98	67.45
b.iv	Bank Balances other than cash and cash equivalents	93.32	492.41	94.09	492.73
b.v	Other current financial assets	59.18	78.37	59.10	77.50
c	Other current assets	104.58	79.47	114.86	69.37
	Total current assets	2,029.05	1,946.41	2,082.58	1,972.20
	Total assets	6,997.57	5,612.47	7,005.72	5,648.35
II	Equity and liabilities				
1)	Equity				
a	Equity share capital	624.08	624.08	624.08	624.08
b	Other equity	4,970.40	4,018.63	4,963.37	4,044.97
	Total equity	5,594.48	4,642.71	5,587.45	4,669.05
2)	Non-controlling interest			0.56	0.64
	Non current liabilities				
a	Financial liabilities				
a.i	Borrowings	125.67	246.00	125.67	246.00
a.ii	Other non-current financial liabilities	0.78	0.78	0.78	0.78
b	Provisions	-	-	1.05	0.74
c	Deferred tax liabilities (net)	64.07	46.30	63.29	45.18
	Total non current liabilities	190.52	293.08	190.79	292.70
3)	Current liabilities				
a	Financial liabilities				
a.i	Borrowings	299.15	7.25	304.15	7.25
a.ii	Trade payables due to :				
	Micro and small enterprises	5.44	1.17	5.44	1.17
	Other than micro and small enterprises	452.84	314.70	457.83	316.11
a.iii	Other current financial liabilities	420.54	330.45	423.71	336.93
b	Other current liabilities	21.93	11.26	22.95	12.50
c	Provisions	12.67	11.85	12.84	12.00
	Total current liabilities	1,212.57	676.68	1,226.92	685.96
	Total equity and liabilities	6,997.57	5,612.47	7,005.72	5,648.35

SIGNED FOR IDENTIFICATION
BY

S R B C & CO LLP
MUMBAI

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

Ignatius Navil Moronha
CEO & Managing Director

Place: Thane
Date: 11th May, 2019



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

ANNEXURE B

Date: May 11, 2019

To,

BSE Limited
Corporate Services Department
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai – 400 001

The National Stock Exchange of India Ltd.
Corporate Communications Department
“Exchange Plaza”, 5th Floor,
Bandra – Kurla Complex, Bandra (East),
Mumbai – 400 051

BSE Scrip Code: 540376

NSE Scrip Symbol: DMART

Sub: Declaration with respect to unmodified opinion in the Report of the Statutory Auditors on Audited Standalone and Consolidated Financial Results for the financial year ended March 31, 2019

Dear Sir /Madam,

Pursuant to Regulation 33(3) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby declare that the Auditors Report on Standalone and Consolidated Financial Statements for the financial year ended March 31, 2019 issued by S R B C & Co LLP, Chartered Accountants (Firm Registration No: 324982E/E300003), Statutory Auditors of the Company is with unmodified opinion.

This is for your information and records.

Thanking you.

Yours faithfully,
For Avenue Supermarts Limited



Niladri Deb
Chief Financial Officer





AVENUE SUPERMARTS LIMITED

Total Revenue up by 32.1% at Rs. 5,033 Crore

PAT up by 21.4% at Rs. 203 Crore

For the Quarter ended March 31, 2019 (Q4FY19):

- Total Revenue stood at Rs. 5,033 crore, up by 32.1% y-o-y
- EBITDA of Rs. 377 crore; y-o-y growth of 27.9%
- PAT stood at Rs. 203 crore; y-o-y growth of 21.4%
- Basic EPS for Q4FY19 stood at Rs. 3.25, as compared to Rs. 2.68 for Q4FY18
- 12 stores were added in Q4FY19

For the Year ended March 31, 2019 (FY19):

- Total Revenue stood at Rs. 19,916 crore, up by 32.7% y-o-y
- EBITDA of Rs. 1,642 crore; y-o-y growth of 22.8%
- PAT stood at Rs. 936 crore; y-o-y growth of 19.3%
- Basic EPS for FY19 stood at Rs. 15, as compared to Rs. 12.57 for FY18
- 21 stores were added in FY19

Mumbai, May 11, 2019: Avenue Supermarts Ltd. (ASL), one of the largest food & grocery retailers in India, today declared its financial results for the quarter and year ended March 31, 2019.

Total Revenue for the quarter ended March 31, 2019 stood at Rs. 5,033 crores, as compared to Rs. 3,810 crores in the same period last year, reflecting a growth of 32.1%

Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q4FY19 stood at Rs. 377 crores, up by 27.9%. The company's EBITDA margin is at 7.5% in Q4FY19 as compared to 7.7% in Q4FY18.

Net Profit is at Rs. 203 crores for Q4FY19, as compared to Rs. 167 crores in the same period last year. PAT margin is at 4% in Q4FY19 as compared to 4.4% in Q4FY18.

Basic Earnings per share (EPS) for Q4FY19 stood at Rs. 3.25, as compared with Rs. 2.68 for Q4FY18.

Total Revenue for FY19 stood at Rs. 19,916 crores, as compared to Rs. 15,009 crores for FY18, a growth of 32.7%. EBITDA in FY19 stood at Rs. 1,642 crores, up by 22.8%. EBITDA margin is at 8.2% in FY19 as compared to 8.9% in FY18.

Net Profit is at Rs. 936 crores for FY19, as compared to Rs. 785 crores in FY18. PAT margin is at 4.7% in FY19 as compared to 5.2% in FY18.

For FY19 Basic EPS stood at Rs. 15 as against Rs. 12.57 for FY18.

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, "FY19 saw further improvements across key operating metrics. Store additions were below our expectations, we could have done better. Same store sales growth at 17.8% is encouraging. It further validates our strategy of value retailing – providing good quality products at great value."

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. 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, 2019, the Company had 176 stores with Retail Business Area of 5.9 million sq. ft. across Maharashtra, Gujarat, Daman, Andhra Pradesh, Karnataka, Telangana, Tamil Nadu, Madhya Pradesh, Rajasthan, NCR, Chhattisgarh and Punjab.

For More Information, Please Contact:

E: investorrelations@dmartindia.com

Ph.: +91 22 33400700

Mr. Shahab Sheikh

E: shahab@conceptpr.com / 9320897525



Corporate Presentation

D Mart
Daily Discounts Daily Savings

Fiscal 2019

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Summary



Business Overview

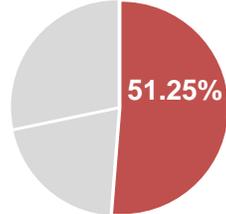
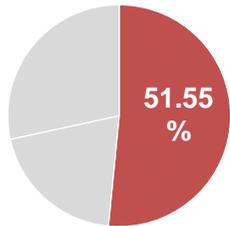
Key Product Categories

Foods

Share of Revenue

FY18

FY19



Dairy



Staples



Groceries



Snacks



Frozen Products



Processed Foods



Beverages and Confectionery



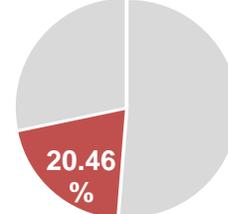
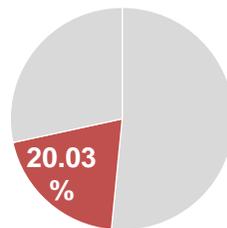
Fruits & Vegetables

Non-Foods (FMCG)

Share of Revenue

FY18

FY19



Home Care



Personal Care



Toiletries



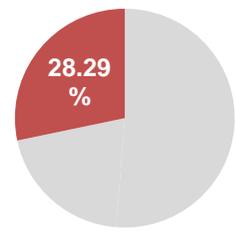
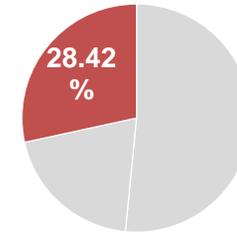
Other over the counter products

General Merchandise & Apparel

Share of Revenue

FY18

FY19



Bed & Bath



Toys & Games



Crockery



Plastic Goods



Garments

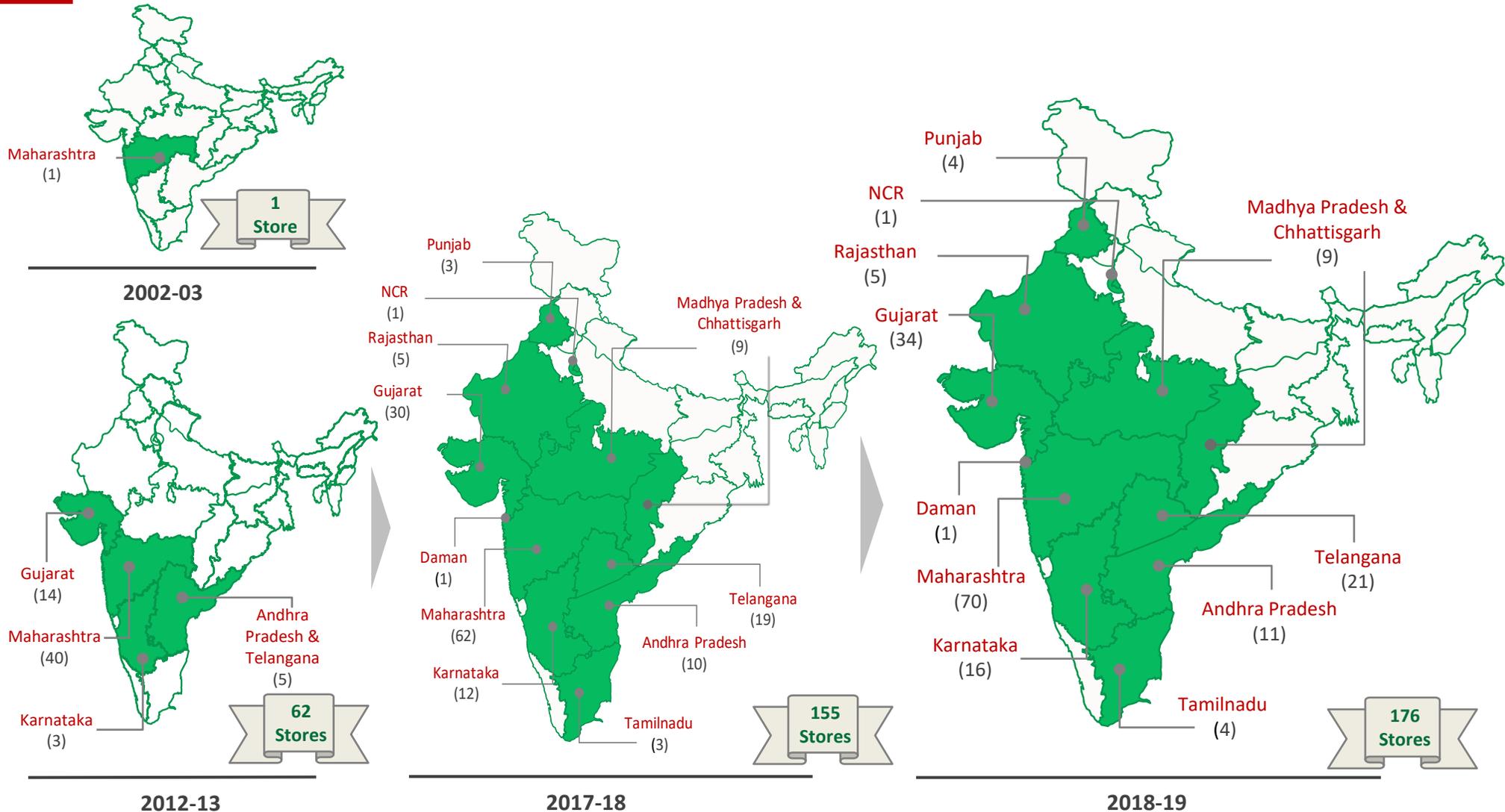


Footwear



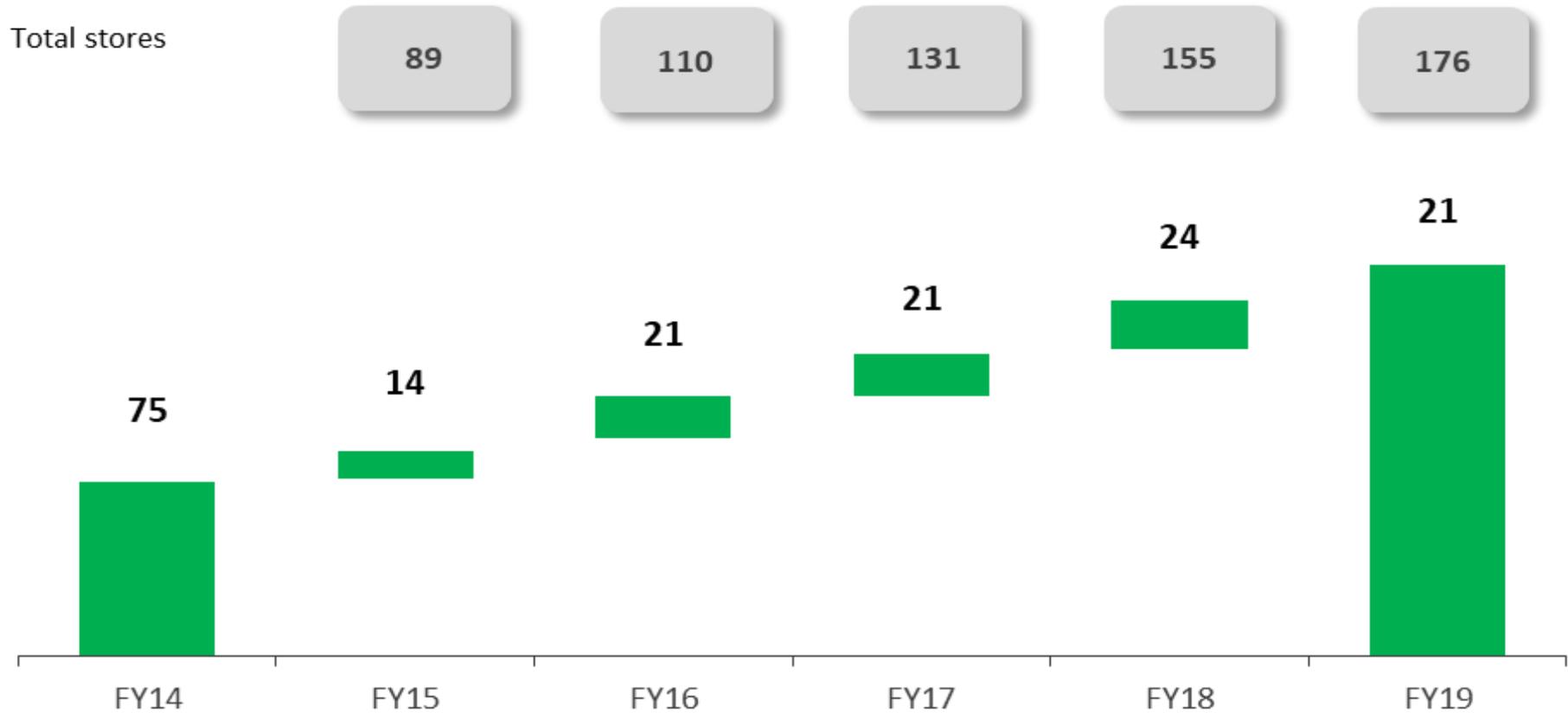
Home Appliances

Cluster Based Expansion Strategy Continues



Numbers in bracket represent stores in that particular state

Year Wise Store Additions

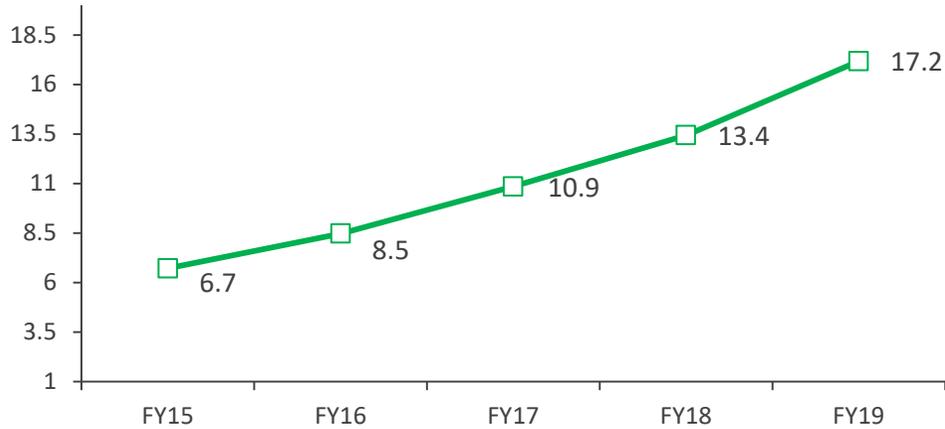




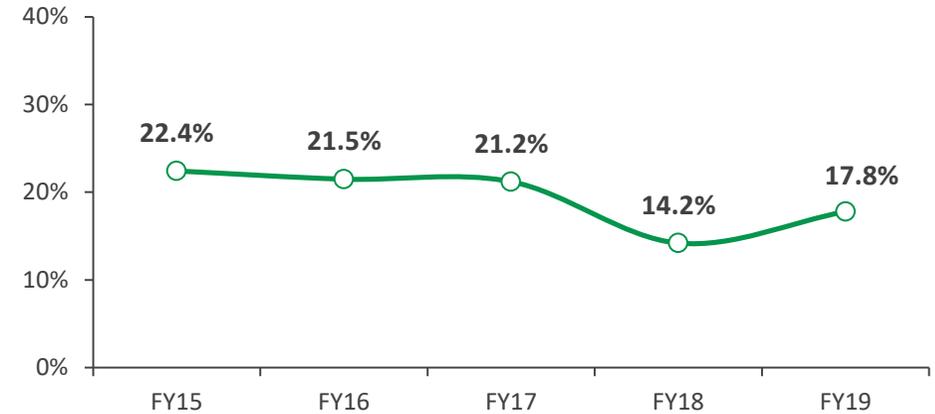
Operating & Financial Summary

Operating & Financial Summary

Total Bills Cuts (in Crs)



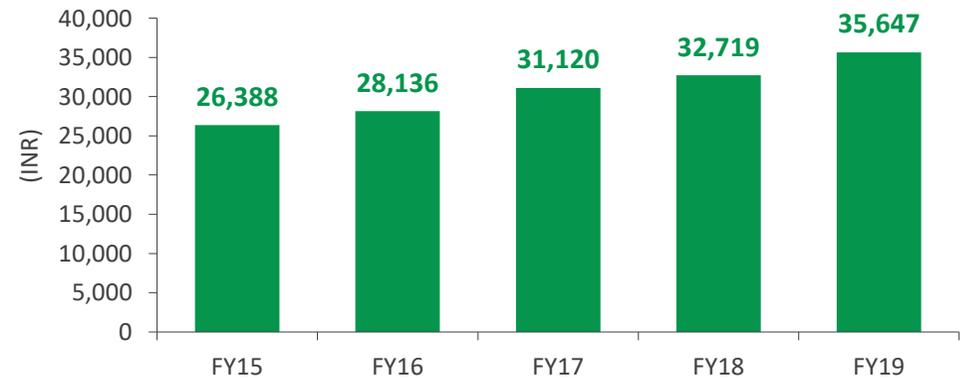
Like For Like Growth (24 Months)*



Retail Business Area at Fiscal End



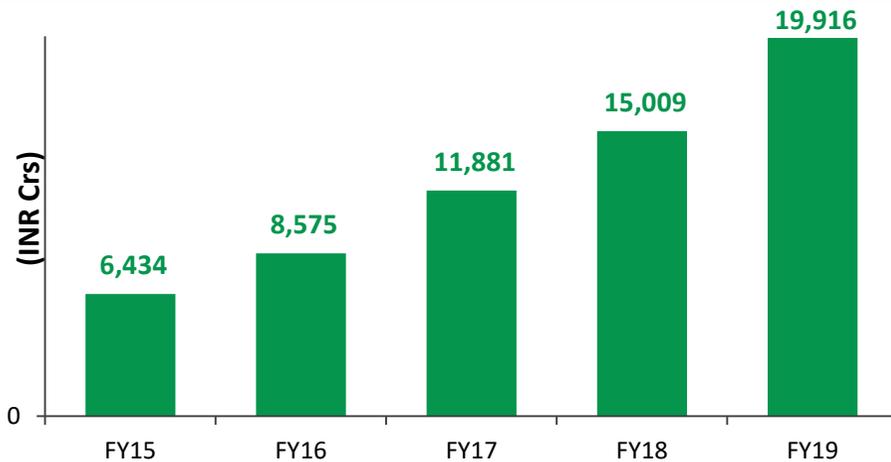
Revenue from Sales per Retail Business Area sq ft#



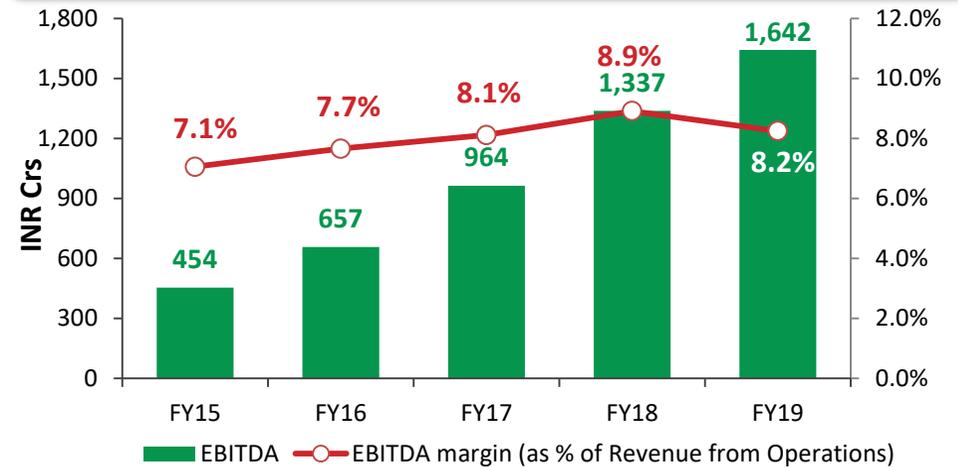
*: LFL growth means the growth in revenue from sales of same stores which have been operational for at least 24 months at the end of a Fiscal
#: Annualized revenue from sales calculated on the basis of 365 days in a year (on standalone basis) divided by Retail Business Area at the end of fiscal

Operating & Financial Summary (Cont'd.)

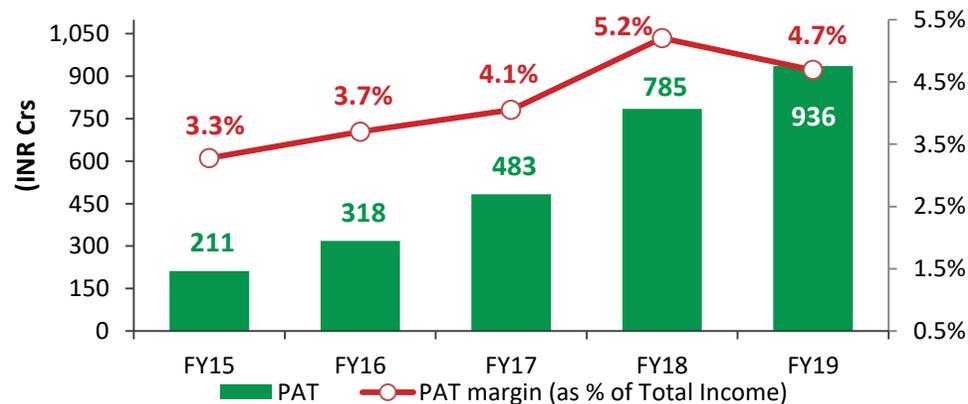
Revenue from Operations



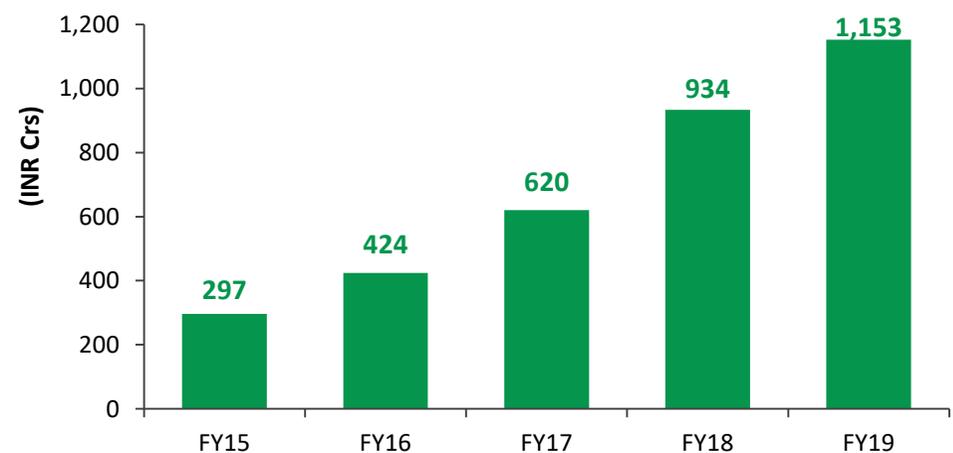
EBITDA[^] & EBITDA Margin



PAT & PAT margin



Net Cash flow from Operations

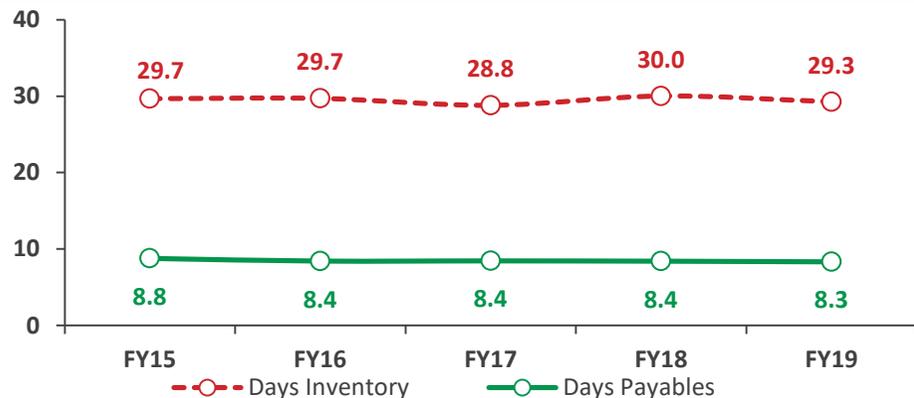


[^] EBITDA = Profit / (Loss) before Taxation + Depreciation and amortisation + Finance Costs - Other Income

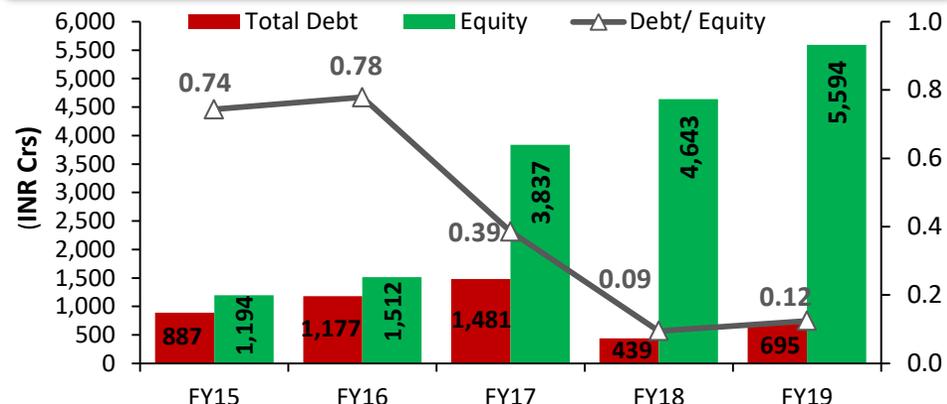
* Revenue from operations is including other operating income and excluding other income

Operating & Financial Summary (Cont'd.)

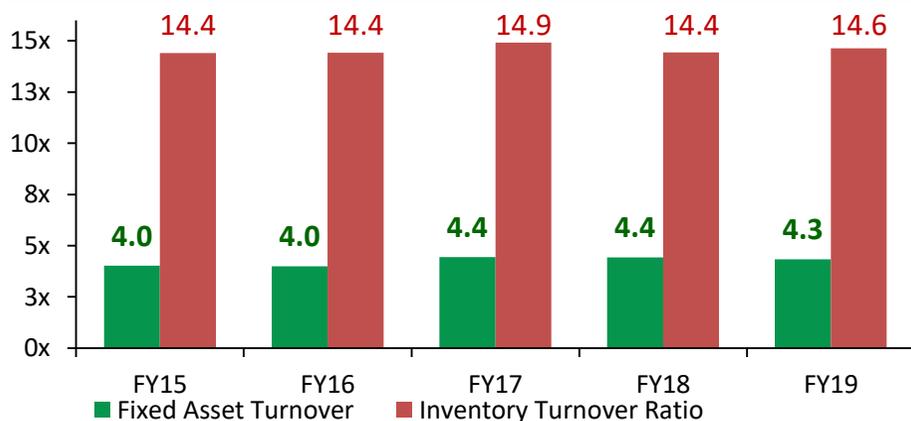
Days Inventory & Days Payables



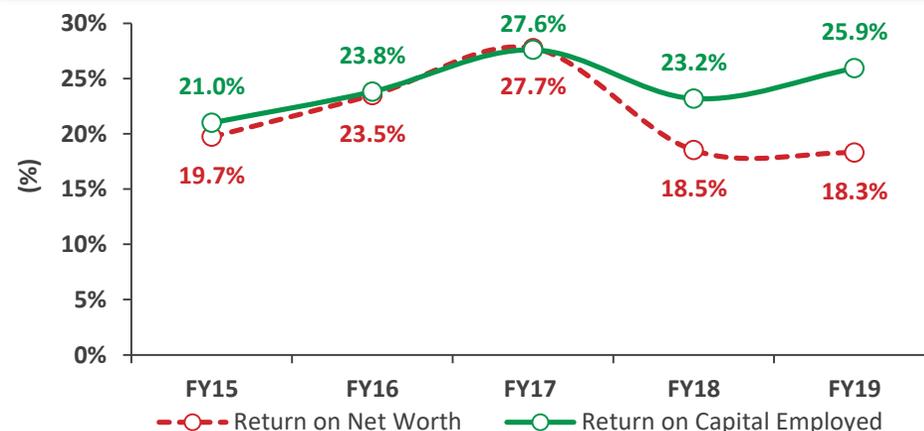
Debt and Equity



Fixed Asset and Inventory Turnover Ratio



Return on Net Worth and Return on Capital Employed



* Fixed Asset Turnover = Revenue from Operations/Total Fixed Assets

^ Inventory Turnover Ratio = Revenue from Operations/Average Inventory

Days Inventory = (Average Inventory / COGS)*365; Days Payables = (Average Payables / COGS)*365

Debt = Short term borrowings + Long term borrowings + Current portion of Long Term Debt

Return on Net Worth = Net profit after tax / Average Net Worth, (Return on Capital Employed = EBIT / (Avg Debt + Avg Equity - Avg Cash - Avg Current Investment) * Proceeds from IPO received on 18 March 2017 has not been considered for calculation purpose for FY17

Thank you!