

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

13th October, 2018

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 13th October, 2018

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 13th October, 2018, inter-alia other matters, has approved the following :

1. The Standalone Un-audited Financial Statement for the quarter and half year ended on 30th September, 2018 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.
2. Raising of funds by issuance of Commercial Paper upto Rs. 300 crores from time to time in addition to the existing limit of Rs. 200 crores.

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.

The said meeting commenced at 12.30 P.M. and concluded at 3.00 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

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, 2018 and year to date from April 1, 2018 to September 30, 2018 (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 (IndAS 34) prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India, 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. 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 Indian Accounting Standard 34, Interim Financial Reporting (IndAS 34) prescribed 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.

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 13, 2018





Avenue Supermarts Limited

CIN : L51900MH2000PLC126473

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

Unaudited financial results for the quarter and six months ended 30th September, 2018

(₹ Crores, unless otherwise stated)

Sr.No.	Particulars	Standalone					
		Quarter ended 30th September, 2018	Quarter ended 30th June, 2018	Quarter ended 30th September, 2017	Six months ended 30th September, 2018	Six months ended 30th September, 2017	Year ended 31st March, 2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income						
	a) Revenue from operations	4,872.52	4,559.42	3,506.92	9,431.94	7,105.04	15,008.89
	b) Other income	13.86	14.25	21.21	28.11	44.09	72.64
	Total income	4,886.38	4,573.67	3,528.13	9,460.05	7,149.13	15,081.53
2	Expenses						
	a) Purchases of stock-in-trade	4,394.61	3,926.45	3,266.21	8,321.06	6,307.56	12,862.76
	b) Change in inventories of stock-in-trade	(220.39)	(79.10)	(325.31)	(299.49)	(324.67)	(213.88)
	c) Employee benefits expense	84.20	76.96	69.72	161.16	133.72	276.56
	d) Finance costs	10.08	10.02	10.94	20.10	35.27	59.41
	e) Depreciation and amortisation expense	44.37	40.33	35.14	84.70	68.85	154.65
	f) Other expenses	224.46	212.43	178.37	436.89	367.33	746.12
	Total expenses	4,537.33	4,187.09	3,235.07	8,724.42	6,588.06	13,885.62
3	Profit before tax	349.05	386.58	293.06	735.63	561.07	1,195.91
4	Tax expenses						
	Current tax	111.22	134.11	100.99	245.33	192.78	417.17
	Deferred tax charge	12.37	1.95	1.00	14.32	2.45	(5.45)
	Tax in respect of earlier years	(0.28)	(0.09)	0.03	(0.37)	0.03	(0.49)
	Net profit after tax	225.74	250.61	191.04	476.35	365.81	784.68
5	Other comprehensive income (net of tax)	(0.14)	(0.15)	(0.72)	(0.29)	(0.52)	(0.52)
	Total comprehensive income	225.60	250.46	190.32	476.06	365.29	784.16
6	Paid-up equity share capital (Face Value - ₹10/- per share)	624.08	624.08	624.08	624.08	624.08	624.08
7	Reserves (excluding revaluation reserves)						4,018.63
8	Earnings per share (of ₹10/- each) (not annualised):						
	a) Basic in ₹	3.62	4.02	3.06	7.63	5.86	12.57
	b) Diluted in ₹	3.56	3.96	3.02	7.52	5.78	12.41

SIGNED FOR IDENTIFICATION
BY

S R B C & CO LLP
MUMBAI



Notes

- 1 The above financial results have been prepared in accordance with Indian Accounting Standards ("IND AS -34 " Interim 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, as amended thereafter.
- 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 13th October, 2018.
- 3 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.
- 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

(₹ Crores, unless otherwise stated)

Particulars	Planned as per prospectus	Utilisation upto 30th September, 2018	Balance as at 30th September, 2018
Towards repayment / payment of NCDs / Term loans	1,080.00	899.00	181.00
Construction and purchase of fit outs for new stores	366.60	211.30	155.30
Towards general corporate purpose (including transaction cost of IPO)	423.40	423.05	0.35
Total	1,870.00	1,533.35	336.65

IPO proceeds which remain unutilised as at 30th September, 2018, 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, 1,591,200 options lapsed (31st March, 2018 : 978,750) and 16,800 options were vested (31st March, 2018 : 3,600) till the end of period 30th September, 2018. No options have been exercised as at 30th September, 2018.
- 6 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.
- 7 The Company is engaged in the business of retail trades through offline channels. There are no separate reportable segments as per IND AS 108 - Operating Segments.
- 8 Previous year / quarter figures are regrouped and rearranged wherever necessary.



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

Ignatius Nayil Noronha
CEO & Managing Director

Place: Thane
Date: 13th October, 2018



Avenue Supermarts Limited

CIN : L51900MH2000PLC126473

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

Unaudited financial results for the quarter and six months ended 30th September, 2018

9 Balance Sheet

(₹ Crores, unless otherwise stated)

Sr.No.		Particulars	Standalone	
			Six months ended 30th September, 2018 (Unaudited)	Year ended 31st March, 2018 (Audited)
I		Assets		
1)		Non-current assets		
	a	Property, plant and equipment	3,559.67	3,233.65
	b	Capital work-in-progress	291.82	147.05
	c	Investment properties	15.93	16.33
	d	Intangible assets	6.91	6.20
	e	Financial assets		
	e.i	Investments in subsidiaries	154.60	129.50
	e.ii	Other non-current financial assets	37.44	48.07
	f	Other non-current assets	123.95	85.26
		Total non-current assets	4,190.32	3,666.06
2)		Current assets		
	a	Inventories	1,446.53	1,147.04
	b	Financial assets		
	b.i	Investments	-	51.71
	b.ii	Trade receivables	72.32	33.36
	b.iii	Cash and cash equivalents	93.09	64.05
	b.iv	Bank Balances other than cash and cash equivalents	337.36	492.41
	b.v	Other current financial assets	69.74	78.37
	c	Other current assets	161.51	79.47
		Total current assets	2,180.55	1,946.41
		Total assets	6,370.87	5,612.47
II		Equity and liabilities		
1)		Equity		
	a	Equity share capital	624.08	624.08
	b	Other equity	4,504.96	4,018.63
		Total equity	5,129.04	4,642.71
2)		Non current liabilities		
	a	Financial liabilities		
	a.i	Borrowings	123.00	246.00
	a.ii	Other non-current financial liabilities	0.94	0.78
	b	Deferred tax liabilities (net)	60.62	46.30
		Total non current liabilities	184.56	293.08
3)		Current liabilities		
	a	Financial liabilities		
	a.i	Borrowings	176.26	7.25
	a.ii	Trade payables	452.48	315.87
	a.iii	Other current financial liabilities	406.72	330.45
	b	Other current liabilities	6.86	11.26
	c	Provisions	14.95	11.85
		Total current liabilities	1,057.27	676.68
		Total equity and liabilities	6,370.87	5,612.47

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BY
S R B & CO LLP
MUMBAI



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

Ignatius Navir Noronha
CEO & Managing Director

Place: Thane
Date: 13th October, 2018

D*Mart

AVENUE SUPERMARTS LIMITED

Total Revenue up by 38.9% at Rs. 4,872 Crore

PAT up by 18.2% at Rs. 226 Crore

For the Quarter ended September 30, 2018 (Q2FY19):

- Total Revenue stood at Rs. 4,872 crore, y-o-y growth of 38.9%
- EBITDA of Rs. 390 crore; y-o-y growth of 22.6%
- PAT stood at Rs. 226 crore; y-o-y growth of 18.2%
- Basic EPS for Q2FY19 stood at Rs. 3.62, as compared to Rs. 3.06 for Q2FY18
- 3 stores were added in the Q2FY19

For the Half Year ended September 30, 2018 (H1FY19):

- Total Revenue stood at Rs. 9,432 crore, , y-o-y growth of 32.7%
- EBITDA of Rs. 812 crore; y-o-y growth of 30.8%
- PAT stood at Rs. 476 crore; y-o-y growth of 30.2%
- Basic EPS for H1FY19 stood at Rs. 7.63, as compared to Rs. 5.86 for H1FY18
- 5 stores were added in the H1FY19

Mumbai, October 13, 2018: Avenue Supermarts Ltd. (ASL), one of the largest food & grocery retailers in India, today declared its financial results for the quarter and half year ended September 30, 2018.

Total Revenue for the quarter ended September 30, 2018 stood at Rs. 4,872 crore, as compared to Rs. 3,507 crore in the same period last year, reflecting a growth of 38.9%

ASL's Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q2FY19 stood at Rs. 390 crore, up by 22.6%. The company's EBITDA margin is at 8.0% in Q2FY19 as compared to 9.1% in Q2FY18.

Net Profit is at Rs. 226 crore for Q2FY19, as compared to Rs. 191 crore in the same period last year. PAT margin is at 4.6% in Q2FY19 as compared to 5.4% in Q2FY18.

Basic Earnings per share (EPS) for Q2FY19 stood at Rs. 3.62, as compared with Rs. 3.06 for Q2FY18.

Total Revenue for HIFY19 stood at Rs. 9,432 crore, as compared to Rs. 7,105 crore during HIFY18, a growth of 32.7%. EBITDA in HIFY19 stood at Rs. 812 crore with as compared to Rs. 621 crore during HIFY18. EBITDA margin is at 8.6% in HIFY19 as compared to 8.7% in HIFY18.

Net Profit is at Rs. 476 crore for HIFY19, as compared to Rs. 366 crore in HIFY18. PAT margin is at 5.0% in HIFY19 as compared to 5.1% in HIFY18.

For HIFY19, Basic EPS stood at Rs. 7.63 as against Rs. 5.86 in HIFY18

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, "During the quarter we continued to bring prices down for our customers across categories. Our revenue growth in Q2 is a reflection of these price cuts".

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 September 30, 2018, the Company had 160 stores with Retail Business Area of 5.1 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:

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