

## Avenue Supermarts Limited

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

Tel.: 91 22 33400500 • e-mail: [info@dmartindia.com](mailto:info@dmartindia.com) • Website: [www.dmartindia.com](http://www.dmartindia.com)

3<sup>rd</sup> May, 2025

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”, 5<sup>th</sup> Floor,  
Bandra – Kurla Complex, Bandra (East),  
Mumbai – 400 051

**BSE Scrip Code: 540376**

**NSE Scrip Symbol: DMART**

### **Sub: Press release on financial results**

Dear Sir/ Madam,

Please find enclosed herewith Press Release on financial results of the Company for the quarter and year ended 31<sup>st</sup> March, 2025.

Kindly take the same on your record.

Thanking you.

Yours faithfully,

For **Avenue Supermarts Limited**

**Ashu Gupta**

**Company Secretary & Compliance Officer**

Encl: As above



## **AVENUE SUPERMARTS LIMITED**

**Standalone Total Revenue up by 16.7% at Rs.14,462 Crore**

**Standalone PAT up by 2.6% at Rs.620 Crore**

### **For the Quarter ended March 31, 2025 (Q4FY25):**

#### **Standalone Results**

- Total Revenue stood at Rs.14,462 Crore, y-o-y growth of 16.7%
- EBITDA of Rs.981 Crore; y-o-y growth of 4.4%
- PAT stood at Rs.620 Crore; y-o-y growth of 2.6%  
*(Includes prior period adjustments of Rs.36 cr)*
- Basic EPS for Q4FY25 stood at Rs.9.52, as compared to Rs.9.28 for Q4FY24
- 28 stores were added in Q4FY25

### **For the Year ended March 31, 2025 (FY25):**

- Total Revenue stood at Rs.57,790 Crore, y-o-y growth of 16.7%
- EBITDA of Rs.4,543 Crore; y-o-y growth of 10.8%
- PAT stood at Rs.2,927 Crore; y-o-y growth of 8.6%,  
*(Includes prior period adjustments of Rs.36 cr)*
- Basic EPS for FY25 stood at Rs.44.98, as compared to Rs.41.43 for FY24
- 50 stores were added in FY25

**Mumbai, May 3, 2025:** 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 year ended March 31, 2025.

#### **Standalone results**

Total Revenue for the quarter ended March 31, 2025 stood at Rs.14,462 crore, as compared to Rs.12,393 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q4FY25 stood at Rs.981 crore, as compared to Rs.940 crore in the corresponding quarter of last year. EBITDA margin stood at 6.8% in Q4FY25 as compared to 7.6% in Q4FY24.

Net Profit stood at Rs.620 crore for Q4FY25, as compared to Rs.604 crore in the corresponding quarter of last year. PAT margin stood at 4.3% in Q4FY25 as compared to 4.9% in Q4FY24.

Basic Earnings per share (EPS) for Q4FY25 stood at Rs.9.52, as compared to Rs.9.28 for Q4FY24.

Total Revenue for FY25 stood at Rs.57,790 crore, as compared to Rs.49,533 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in FY25 stood at Rs.4,543 crore, as compared to Rs.4,099 crore during FY24. EBITDA margin stood at 7.9% in FY25 as compared to 8.3% in FY24.

Net Profit stood at Rs.2,927 crore for FY25, as compared to Rs.2,695 crore in FY24. PAT margin stood at 5.1% in FY25 as compared to 5.4% in FY24.

Basic Earnings per share (EPS) for FY25 stood at Rs.44.98, as compared to Rs.41.43 for FY24.

### **Consolidated results**

Total Revenue for the quarter ended March 31, 2025 stood at Rs.14,872 crore, as compared to Rs.12,727 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in Q4FY25 stood at Rs.955 crore, as compared to Rs.944 crore in the corresponding quarter of last year. EBITDA margin stood at 6.4% in Q4FY25 as compared to 7.4% in Q4FY24.

Net Profit stood at Rs. 551 crore for Q4FY25, as compared to Rs. 563 crore in the corresponding quarter of last year. PAT margin stood at 3.7% in Q4FY25 as compared to 4.4% in Q4FY24.

Basic Earnings per share (EPS) for Q4FY25 stood at Rs.8.47, as compared to Rs.8.66 for Q4FY24.

Total Revenue for FY25 stood at Rs.59,358 crore, as compared to Rs.50,789 crore in the same period last year. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) in FY25 stood at Rs.4,487 crore, as compared to Rs.4,104 crore during FY24. EBITDA margin stood at 7.6% in FY25 as compared to 8.1% in FY24.

Net Profit stood at Rs.2,707 crore for FY25, as compared to Rs.2,536 crore in FY24. PAT margin stood at 4.6% in FY25 as compared to 5.0% in FY24.

Basic Earnings per share (EPS) for FY25 stood at Rs. 41.61 as compared to Rs. 38.99 for FY24.

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:

#### **“DMart (Brick and Mortar) Business Overview**

Our revenue in Q4 FY25 grew by 16.7% over the previous year. Profit after tax (PAT) before prior period adjustments declined by 3.4% over the previous year and was not in line with sales growth. Two years and older DMart stores grew by 8.1% during Q4 FY25 as compared to 10.3% in Q4 FY24. The growth is primarily driven by increased footfalls.

Three things have happened during this quarter – (I) increased competitive intensity in the FMCG space has impacted our gross margins; (II) surge in wages of entry level positions due to demand / supply mismatch of skilled workforce; and (III) continued investments in improving our service levels with respect to faster turnarounds on availability, checkouts and future store openings. We also had a larger number of store openings during this quarter.

Anshul Asawa, our CEO Designate, has joined us in mid-March, 2025 and is going through a detailed familiarization and understanding of the organization. He should be taking charge of all operational aspects of the retail business in another 4-5 months. This will allow me to dedicate more time on store-opening acceleration, e-commerce capacity build-up and other non-retail aspects of the business.

Overall business continues to be resilient in metro towns. However, we are doing significantly better in non-metro towns. We are also having relatively better like-for-like growth in metro towns which have significantly lesser DMart Stores density. While overall gross margins in the matured metro towns will remain soft for a certain period of time, our value positioning is well anchored in the minds of the shoppers of DMart Stores.

#### **DMart Ready (E-Commerce) Business Overview**

Our DMart Ready business is growing extremely well in key metro towns. We have shut down several pick-up points (PUPs), however, our Home Delivery channel is growing strongly and has more than compensated for any loss of sale of the PUPs. This year was a year of reset and review. However, it is also giving us confidence that our model is scalable and relevant to the Metro City shopper who appreciates DMart Ready for its value positioning and assortment profile.

With the DMart Store business supplemented by our refocused DMart Ready presence in select towns, we believe our ability to serve the discerning value shoppers will only strengthen over time, though profitability for the standalone online segment could be some time away.”

**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 March 31, 2025, the Company had 415 operating stores with Retail Business Area of 17.2 million sq. ft across Maharashtra, Gujarat, Telangana, Andhra Pradesh, Karnataka, Tamil Nadu, Madhya Pradesh, Rajasthan, Punjab, NCR, Chhattisgarh and Daman.

**For More Information, Please Contact:**

E: [investorrelations@dmartindia.com](mailto:investorrelations@dmartindia.com)

Ph.: +91 22 33400700

Mr. Shahab Shaikh | E: shahab@conceptpr.com