



Aditya Consumer Marketing Limited

CIN : L52190BR2002PLC009872
An ISO 9001:2015 Certified Company
a BSE Listed Company

Go SUPER MARKET

Patna

- Bandar Bagicha
- S K Puri
- Kankar Bagh
- Ashiana Nagar
- Patna City
- Anisabad

Gaya

- Gaya College Road

Go Salon

For Ladies

Patna

- Bandar Bagicha
- S K Puri
- Kankar Bagh
- Ashiana Nagar
- Patna City
- Rajendra Nagar

Gaya

- Gaya College Road

For Gents

Patna

- Bandar Bagicha
- S K Puri
- Ashiana Nagar
- Patna City
- Rajendra Nagar



Banquet & Conference Hall

Patna

- Bandar Bagicha
 - Kankar Bagh
- ### Gaya
- Gaya College Road

Yo!China

Patna

- Bandar Bagicha
 - Ashiana Nagar
 - Patna City
- ### Gaya
- Gaya College Road



TAKE-AWAY-EXPRESS

- S K Puri
- Kadam Kuan

Date: 01st June 2019

To
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

Scrip Code: 540146

Sub: Press Release.

Dear Sir/Mam,

With reference to above captioned subject, please find attached herewith the Press Release with respect to Financial Results for the Half Year ended and Year ended 31st March 2019.

Kindly take the same on record.

Yours Faithfully

For Aditya Consumer Marketing Limited

For Aditya Consumer Marketing Limited

Hridaya Narayan Tiwari

Company Secretary

CS Hridaya Narayan Tiwari
Company Secretary





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PRESS RELEASE

01st JUNE 2019

H2 FY2019 Performance Highlights

Total Revenue reported at Rs.770 million, up 10.14%
EBITDA at Rs.72.7 million, up 14.51%
PAT at Rs.36.8 million, up 23.16%

Patna, 01st June, 2019: Aditya Consumer Marketing Limited, emerging regional supermarket chain with focus on value retailing in the state of Bihar, announced its financial results for the second half and year ended on 31st March 2019.

Particulars (Rs. mn)	Half Yearly Ended			Half Yearly Ended			Full Year		
	HoH			YoY			Consolidated		
	FY19 H2	FY19 H1	Shift%	FY19 H2	FY18 H2	Shift %	FY19	FY18	Shift %
Total Revenue	454.8	315.2	44.29%	454.8	346.3	31.35%	770.0	699.1	10.14%
EBITDA	38.9	33.9	14.87%	38.9	43.3	-10.25%	72.7	63.5	14.51%
EBITDA Margin	8.55	10.74	(221)bps	8.55	12.51	(409) bps	9.45	9.09	35 bps
PBT	27.5	23.3	18.03%	27.5	32.4	-15.12%	50.8	44.5	14.18%
PAT	21.2	15.6	36.16%	21.2	21.7	-2.30%	36.8	29.9	23.16%
PAT Margin	4.66	4.94	(28)bps	4.66	6.27	(161)bps	4.78	4.27	51 bps

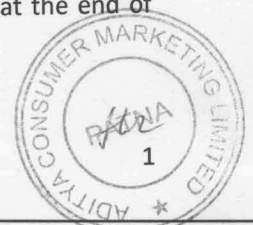
Financial Performance Comparison: FY'19 vs FY'18

Revenue: Gradual Growth – Operating income of Rs.770.0 mn vs Rs.699.1 mn, up 10.14% Y-o-Y basis, this gradual is attributed to overall business segments.

EBITDA & PAT: – Operating EBITDA of Rs.72.7 mn (9.45% of op. income) vs Rs.63.5 mn (9.09% of op. income) – Net Profit stood at Rs.36.8 mn vs Rs.29.9 mn in FY18; up 23.16% Y-o-Y basis – Net Profit Margin of 4.78% in FY19 vs 4.27% in FY18.

Cash Flow from Operations: – Cash flow from operations post working capital changes stood at Rs.45.04 mn as on 31st March, 2019 as compared to Rs.77.38 mn at the end of 31st March, 2018.

H2 & FY2019 Earning Release



Financial Performance Comparison: H2 FY19 vs H1 FY19

Revenue:— Operating income of Rs.454.8 mn vs Rs.314.5 mn, up 44.49% on H-o-H basis.

EBITDA & PAT:— Operating EBITDA of Rs.38.9 mn (8.55% of op. income) vs Rs.33.9 mn (10.74% of op. income) – Net Profit stood at Rs.21.2 mn in H2 of FY19 vs Rs.15.6 mn in H1 of FY 19, up by 36.16% on H-o-H basis – Net Profit Margin of 4.66% in H2 of FY19 vs 4.94% in H1 of FY19.

Cash Flow from Operations: – Cash flow from operations post working capital changes stood at Rs.18.3 mn for H2 FY19 as compared to Rs.5.4 mn for H1 FY19.

Operating Updates:

- ❑ *Company has replicated its first typical model at Gaya outside Patna. It has become operational from May 2018. Company has used cluster-based approach on the basis of adjacencies and focuses on efficient supply chain that targets densely-populated residential areas with a majority of middle and aspiring upper-middle class consumers.*
- ❑ *Company has acquired **exclusive rights as a Master Franchise** for YO! China from Moods Hospitality Pvt. Ltd., for the **states of Bihar & Jharkhand**. Currently company owns and operates 4 Yo! China multi cuisine restaurants, offering authentic Chinese and Oriental cuisine.*
- ❑ *Company has strategically taken a decision of venturing into other states and has set-up a “**Take-Away-Express**” in Lower Parel, Mumbai.*

Management Comments

Commenting on the results, Mr. Yashovardhan Sinha, Chairman & Managing Director, Aditya Consumer Marketing Limited, said:

We have begun the year on a positive note with gradual growth from all business segments. Over the years we have built a reputable and successful portfolio of brands by nurturing well-positioned and home-grown brands. Our lower inventory, and better working capital management is leading to greater efficiencies and improving profitability. The expansion of our business segments to strengthen presence in existing markets while enabling penetration in new geographic.



All the business segments, the Retail, F&B, Beauty and wellness Centres continue to deliver growth momentum. In the retail segment we have established ourselves as a leading regional player in Bihar. We will continue to invest and further strengthen our leading market position. Under retail segment we now have 7 Retail outlets, F&B segment 4 Restaurants, 3 Take-Away-Express, 3 Banquet and conference halls & under Beauty and wellness segment 13 Salons and Wellness centres (5 Gents, 8 Ladies)

ACML posted revenue of Rs.770 mn, increased by 10.14% from the previous year's revenue Rs.699.1 mn.

Outlook

FY20 should therefore be another year of progress in total revenue from current operations and will further invest in its growth, strengthen its competitiveness. We expect our revenues to grow in the range of 15% Y-O-Y and margins to expand across the revenue board.

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About Aditya Consumer Marketing Limited.,

ACML is an emerging regional supermarket chain with focus on value retailing in the state of Bihar. ACML commenced its operations way back in the year 2002 under the able leadership of Mr. Yashovardhan Sinha, First Generation Entrepreneur. ACML has diversified into Retail super market chain, F&B and Beauty & wellness Segment. In Retail segment, it offers a wide range of products with focus on foods, non-foods (FMCG) and general merchandise & apparel product categories, under 9to9 brand. In F&B segment it has master franchise for the state of Bihar and Jharkhand, from Moods hospitality Pvt. Ltd., which operates under the brand YO! China. In Beauty & wellness segment it operates under 9to9 Salon and Spa. It has 7 Retail outlets comprising of 6 retail outlets in the vicinity of Patna, and 1 outlet in Gaya. In F&B it has 4 Restaurants; 3 Takeaway Express, 2 in Patna and 1 in Mumbai and 3 Banquet & conference Halls in Patna, Gaya and Mumbai. In Beauty & Wellness segment it has 13 Salons & Wellness centres in Patna & Gaya, Bihar.

For further information on the Company, please visit: www.adityaconsumer.com

For further information contact:

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