## TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

Name of the Issue:	AVENUE SUPERMARTS LIMITED

1. Type of Issue (IPO/F	PO)
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IPO

2. Issue Size (Rs. Cr)

1,870.00

3. Grade of issue along with name of the rating agency

Name NA

**Grade** NA

4. Subscription Level (Number of times)

104.07 times (excluding Anchor Investor Portion and after removing multiple and duplicate bids)

Source - Minutes of Basis of Allotment dated March 17, 2017

#### 5. QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	Percentage
(i) allotment in the issue	5.02%
(ii) at the end of the 1st Quarter immediately after the listing of the issue**	7.41%
(iii) at the end of 1st FY (March 31, 2017)**	7.41%
(iv) at the end of 2nd FY (March 31, 2018)^^	7.26%
(v) at the end of 3rd FY (March 31, 2019) <sup>^</sup>	9.11%

<sup>\*\*</sup> Shareholding Pattern filed with Stock Exchange for the quarter ended March 31, 2017, represents holding of "Institutions" category

<sup>^^</sup> Shareholding Pattern filed with Stock Exchange for the quarter ended March 31, 2018, represents holding of "Institutions" category

#### 6. Financials of the issuer (as per the annual financial results submitted to stock exchanges)

(Standalone) (Rs in Crores)

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Parameters	1st FY (March 31, 2017)^	2nd FY (March 31, 2018)^^	3rd FY (March 31, 2019)*		
Income from operations	11881.12	15008.89	19916.25		
Net Profit for the period	482.64	784.66	936.35		
Paid-up equity share capital	624.08	624.08	624.08		
Reserves excluding revaluation reserves	3212.98	4018.63	4970.40		

<sup>^</sup> Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2017 and Annual Report FY 2017.

(Consolidated) (Rs in Crores)

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Parameters	1st FY (March 31, 2017)^	2nd FY (March 31, 2018)^^	3rd FY (March 31, 2019)*
Income from operations	11897.70	15033.20	20004.52
Net Profit for the period	478.80	806.28	902.46
Paid-up equity share capital	624.08	624.08	624.08
Reserves excluding revaluation reserves	3217.70	4044.97	4963.37

<sup>^</sup> Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2017 and Annual Report FY 2017.

## 7. Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

Particulars	Status
(i) at the end of 1st FY (March 31, 2017)	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2018)	Frequently Traded
(iii) at the end of 3rd FY (March 31, 2019)	Frequently Traded

<sup>^^</sup> Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2018 and Annual Report FY 2018.

<sup>\*</sup> Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2019 and Annual Report FY 2019.

<sup>^^</sup> Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2018 and Annual Report FY 2018.

<sup>\*</sup> Audited Financial Results as uploaded on the website of Stock Exchanges for the year ended March 31, 2019 and Annual Report FY 2019.

## 8. Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2017)	Nil	Nil
(ii) at the end of 2nd FY (March 31, 2018)		
		Appointed as Additional
(iii) at the end of 3rd FY (March 31, 2019)	Ms. Kalpana Unadkat (DIN: 02490816)	Director (Independent) w.e.f. July 30, 2018

## 9. Status of implementation of project/ commencement of commercial production

(i) As disclosed in the offer document: NA

(ii) Actual implementation: NA

(iii) Reasons for delay in implementation, if any: NA

## 10. Status of utilization of issue proceeds

## (i) As disclosed in the offer document\*:

(in Rs million)

Sr.	Particulars	Total	Amount to	Estimated U	Itilization of N	et
No		estimated	be funded	Proceeds		
		costs	from the Net Proceeds	Fiscal 2018	Fiscal 2019	Fiscal 2020
1	Repayment or prepayment of a portion of loans and redemption or earlier redemption of NCDs availed by our Company	10,800.00	10,800.00	6,250.00	3,200.00	1,350.00
2	Construction and purchase of fit outs for new stores	3,666.00	3,666.00	799.74	1,433.13	1,433.13
3	General corporate purposes	3,907.49	3,907.49	3,907.49	-	-
	Total	18,373.49	18,373.49	10,957.23	4,633.13	2,783.13

# (ii) Actual utilization: (As on September 30, 2019)

(Rs. In million)

Sr. No	Item Head	Net Proceeds of IPO	Amount Spent (At the beginning of the quarter)	During the quarter	At the end of the quarter	Total unutilized amount
1.	Repayment or prepayment of a portion of loans and redemption or earlier redemption of NCDs availed by our Company	10,800.00	10340	460	10800	
2.	Construction and purchase of fit outs for new stores	3,666.00	3468.5	197.5	3666.00	
3.	General corporate purposes	3940.2	3940.2		3940.2	
	Total	18406.2	17748.7	657.5	18406.2	

IPO proceeds have been fully utilised as at 30th September. 2019

## (iii) Reasons for deviation, if any: No.

Source – Monitory Agency Report dated October 12, 2019.

# 11. Comments of monitoring agency, if applicable

(a) Comments on use of funds	
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	NA
	No

(c) Any other reservations expressed by the monitoring agency about the end use of	
funds	

## 12. Pricing Data

Issue Price (Rs.):299Designated Stock Exchange:BSE LimitedListing Date:March 21, 2017

	At close of listing day (i.e.	At close of 30th calendar	90th listing of the			sue
Price parameters	March 21, 2017)	day from listing day (April 20, 2017)	listing day (April 20, (June19,	Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (BSE)	640.75	756.65	792.85	637.95	657.5	558.75
S & P BSE SENSEX	29,485.45	29422.39	31311.57	29620.5	29687.64	29137.48
Sectoral Index	NA	NA	NA	NA	NA	NA

	As at the end of 2nd FY after the listing of the issue (March 31, 2018)^^			As at the end of 3rd FY after the listing of the issue (March 31, 2019)*			
Price parameters	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)	
Market Price on Designated Stock Exchange (BSE)	1327	1387	628.05	1470.1	1696.15	1126.95	
S & P BSE SENSEX	32968.68	36443.98	29241.48	38672.91	38989.65	32972.56	
Sectoral Index	NA	NA	NA	NA	NA	NA	

Source: BSE Limited

<sup>\*\* 31</sup>st March, 2018 being a Saturday, and March 29, 2018 being a public holiday, figures of March 28, 2018 have been considered.

<sup>\* 31&</sup>lt;sup>st</sup> and 30<sup>th</sup> March, 2019 being Sunday and Saturday, respectively, figures of March 29, 2019 has been considered

# 13. Basis for Issue Price (Source of accounting ratios of peer group and industry average may be indicated; Source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio		As disclosed in the offer document#	At the end of 1st FY (March 31, 2017)	At the end of 2nd FY (March 31, 2018) <sup>(4)</sup>	At the end of 3rd FY (March 31, 2019) (2)
	Issuer:				
	Standalone (Basic)	5.67	8.56	12.57	15
	Standalone (Diluted)	5.67	8.55	12.41	14.79
	Consolidated (Basic)	5.68	8.49	12.92	14.46
EPS	Consolidated (Diluted)	5.68	8.48	12.76	14.26
	Peer Group:			-	
	Future Retail Limited	0.66	7.81	12.45	14.47
	Trent Limited	18.94	3.22	2.62	2.92
	Industry Avg:	9.80	5.52	7.54	8.70
	Issuer:	-	-	-	
	Standalone (Basic)	52.73	74.53	105.57	98.01
	Standalone (Diluted)	52.73	74.61	106.93	99.40
	Consolidated (Basic)	52.64	75.14	102.71	101.6
P/E	Consolidated (Diluted)	52.64	75.23	104	103.09
	Peer Group:	-	-	-	
	Future Retail Limited	250.23	34.29	44.31	31.35
	Trent Limited	109.24	82.5	132.12	123.24
	Industry Composite:	179.74	58.40	88.22	77.30

	Issuer:				
	Standalone	21.07%	12.58%	16.90%	16.74%
	Consolidated	21.00%	12.46%	17.27%	16.15%
RoNW (%)	Peer Group:				
	Future Retail Limited	0.78%	14.42%	0.37%	18.90%
	Trent Limited	4.38%	5.49%	5.46%	5.76%
	Industry Composite:	2.58%	9.96%	2.92%	12.33
	Issuer:		-		
	Standalone	26.92	61.48	74.93	89.64
	Consolidated	27.03	61.56	74.81	89.53
NAV	Peer Group:		-		
	Future Retail Limited	39.76	54.13	61.68	76.54
	Trent Limited	432.75	46.60	48.01	49.55
	Industry Avg:	236.26	50.37	54.85	63.05

#### Notes:

- (1) Prospectus dated March 14, 2017
- (2) Source Annual Report FY 2018-2019

  Audited Financial Result as uploaded on the website of the stock exchange for the year ended March 31, 2019.
- # All financials are for the financial year ending March 31, 2016
- (3) Source Annual Report FY 2016-2017

Audited Financial Result as uploaded on the website of the stock exchange for the year ended March 31, 2017.

(4) Source – Annual Report FY 2017-2018

Audited Financial Result as uploaded on the website of the stock exchange for the year ended March 31, 2018.

# 14. Any other material information

Particulars	Date
The Company has informed Stock Exchange that the credit rating of the long term bank facilities and non –convertible debentures of the company has been upgraded to "CRISIL AA/Stable" from "CRISIL AA-/Positive""	6-Apr-2017
The Company has informed Stock Exchange that they have instituted an Avenue Supermarkets Limited Employee Scheme, 2016 ("Scheme") as approved by the Board of Directors of the Company and its subsidiaries. Pursuant to the said Scheme, the Stock Options convertible into Equity Shares were granted to the eligible employees at a price of Rs. 299/- being the price at which fresh Issue of shares were made in IPO.	6-May-17
The Company has informed Stock Exchange that the Board at its meeting held on July 22, 2017 have approved the offer and issue of Secured, rated, Non-convertible Debentures, Cumulative, Redeemable Debentures upto Rs. 1000 crores subject to the Shareholders' Approval.	22-Jul-17
The Company has informed the Exchange that the Corporate Identity Number (CIN) of the Company has been changed from 'U51900MH2000PLC126473' to 'L51900MH2000PLC126473'.	19-Jun-17
The Company has informed the Exchange that the Company has completed acquisition of 43,550,363 equity shares of Rs. 10 each, fully paid-up, of Avenue E— Commerce Limited at a price of Rs. 11.30 per equity share aggregating to Rs. 492,119,102 on February 2, 2018. Pursuant to this, Avenue E-Commerce Limited becomes a whollyowned subsidiary of the Company.	2-Feb-18
The Company has informed the Exchange that the Mr. Niladri Deb shall be appointed as a Chief Financial Officer of the Company with immediate effect from May 5, 2018	5-May-18
The Company has informed Stock Exchange regarding the Sale of equity shares of Company by the Promoter Mr. Radhakishan Shivkishan Damani in the Open Market for achieving Minimum Public Shareholding	18-May-18
The Company has informed Stock Exchange regarding the Completion of sale of equity shares of the Company held by the Promoter Mr. Radhakishan Shivkishan Damani in the Open Market for achieving minimum public shareholding	24-May-18
Incorporation of a wholly-owned subsidiary named Reflect Wholesale and Retail Private Limited.	29-May-18
Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company has issued Commercial Papers of Rs. 70 crore on September 17, 2018	17-Sep-18
CRISIL Limited has reaffirmed its rating of "CRISIL A1+" on Commercial Paper of Rs. 200 Crore (limit enhanced from Rs. 70 Crore)	24-Sep-18
CRISIL Limited has upgraded its rating on the long term bank facilities and non-convertible debentures of the Company from "CRISIL AA/Positive" to "CRISIL AA+/Stable"	25-Sep-18
Company has issued Commercial Paper of Rs. 65 crore on September 25, 2018	25-Sep-18
Company has issued Commercial Paper of Rs. 65 crore on October 11, 2018	11-Oct-18
CRISIL Limited has enhanced the limit of Commercial Paper of the Company from Rs. 200 crore to Rs. 500 crore and reaffirmed its rating of "CRISIL A1+"	29-Oct-2018

Company has issued Commercial Paper of Rs. 100 crore on November 5, 2018	05-Nov-18
Company has issued Commercial Paper of Rs. 100 crore on December 5, 2018	05-Dec-18
Company has issued Commercial Paper of Rs. 100 crore on December 10, 2018	10-Dec-18
Company has issued Commercial Paper of Rs. 50 crore on December 21, 2018	21-Dec-18
Notice of Board Meeting to consider issuance of Commercial Paper	09-Jan-19
Increase in limits of issuance of Commercial Paper from Rs. 500 crores to Rs. 900 crores	12-Jan -19
Reappointment of Mr. Ramesh Damani as Non-Executive Independent Director of the Company for second term of 5 (five) consecutive years for the period starting from 1st April, 2019 till 31st March, 2024	12-Jan-19
Re-appointment of Mr. Ramakant Baheti as a Whole-time Director of the Company and designated as 'Group Chief Financial Officer' for a period of five years with effect from 1st May, 2019 to 30 <sup>th</sup> April, 2024	12-Jan-19
Company has issued Commercial Paper of Rs. 50 crore on March 5, 2019	05-Mar-19
Company has issued Commercial Paper of Rs. 100 crore on March 12, 2019	12-Mar-19
Company has issued Commercial Paper of Rs. 100 crore on March 19, 2019	19-Mar-19
Company has issued Commercial Paper of Rs. 50 crore on April 9, 2019	09-Apr-19
Company has issued Commercial Paper of Rs. 20 crore on April 26, 2019	26-Apr-19
Board approved issue of Non-convertible Debentures up to Rs. 15,00,00,00,000	11-May-19
Board approved issuance of up to 2,50,00,000 equity shares of face value of Rs. 10/-each through a qualified institutions placement	11-May-19
Company has issued Commercial Paper of Rs. 100 crore on June 4, 2019	04-Jun-19
Company has issued Commercial Paper of Rs. 100 crore on June 11, 2019	11-Jun-19
Company has issued Commercial Paper of Rs. 100 crore on June 28, 2019	28-Jun-19
Company has issued Commercial Paper of Rs. 30 crore on July 25, 2019	25-Jul-19
Sale of equity shares of the Company by the Promoter "Mr. Radhakishan Shivkishan Damani" in the Open Market for achieving Minimum Public Shareholding	06-Aug-19
Company has issued Commercial Paper of Rs. 50 crore on August 6, 2019	06-Aug-19
Completion of sale of equity shares of the Company held by the Promoter "Mr. Radhakishan Shivkishan Damani" in the Open Market for achieving minimum public shareholding	09-Aug-19
AGM outcome - Offer/issue secured, rated, cumulative, redeemable, non-convertible debentures up to an amount not exceeding Rs. 15,000,000,000 (Rupees one thousand and five hundred crore only).  Issuance of up to 25,000,000 (Two crore and fifty lacs) Equity Shares through qualified	21-Aug-2019
institutions placement.	
Company has issued Commercial Paper of Rs. 100 crore on August 30, 2019	30-Aug-19
The Credit Rating Agency, CRISIL Limited, has assigned its "CRISIL AA+/Stable" (pronounced as CRISIL double A Plus rating with Stable outlook) for Non-Convertible Debentures of Rs. 200 crore of the Company.	04-Sep-19

Company has issued Commercial Paper of Rs. 150 crore on September 6, 2019					06-Sep-19		
Intimation on vesting of ESOP's under Avenue Supermarts limited Employee Stock Option Scheme, 2016					14-Sep-19		
SEBI approval on manner of achieving minimum public shareholding						17-Sep-19	
	1,000 Secure acement basi	ed Rated Unli s	sted Redeem	able Non-Co	nvertible D	Debentures	18-Sep-19
Allotment of 1,000 Secured Rated Listed Redeemable Non-Convertible Debentures on private placement basis - The company has allotted 1.000 secured rated listed redeemable non-convertible debentures (NCO) of ~ 10 lakh each aggregating to ~ 100 crore on private placement basis on 27th September. 2019 which are outstanding as on 30th September. 2019. These debentures are secured by way of First and exclusive Registered mortgage charge on specific retail store properties properties with a minimum asset cover of 1.25x at all times.							
Details of li	isted redee	mable non-	convertible	debenture	s are as f	ollows	27-Sep-19
Particulars	Whether secured / unsecured	Credit Rating	Previous Du	ue Date	Next Due	date	
			Principle	Interest	Principle	Interest	
8% NCDs	Secured	CRISIL AA+/Stable	Not Applicable	Not Applicable	24-Sep- 2021	11-Sep- 2020	
Sr. No.  1  2  3	Instruments Bank Loan 750 crores Non-Convert Debentures Non-Convert Debentures Commercial crores	tible of Rs. 200 crostible of Rs. 323 crost	Rating Rs. CRISIL (Reaffire CRISIL (Assigne CRISIL (Reaffire (Assigne CRISIL (Reaffire) CRISIL (Reaffire) CRISIL A	AA+/Smed)  AA+/Sed)  AA+/Smed)  AA+/Smed)  AA+/Smed)	itable itable itable ed)		11-Oct-19
	•	ed Rated Unli	sted Redeem	iable Non-Co	nvertible [	Debentures	17-Oct-19
on private placement basis  The ESOP Committee of the Company vide Circular Resolution dated November 6, 2019 has allotted 1,922,254 equity shares of Rs. 10/- each at an exercise price of Rs. 299/- per equity share to eligible employees pursuant to exercise of options under ESOP 2016					06-Nov-19		
The ESOP Committee of the Company vide Circular Resolution dated November 26, 2019 has allotted 953,629 equity shares of Rs. 10/- each at an exercise price of Rs. 299/-per equity share to eligible employees pursuant to exercise of options under ESOP 2016					26-Nov-19		
The ESOP Committee of the Company vide Circular Resolution dated December 24, 2019 has allotted 8,14,322 equity shares of Rs. 10/- each at an exercise price of Rs. 299/-per equity share to eligible employees pursuant to exercise of options under ESOP 2016 Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements)				24-Dec-19			
Regulations, Commercial	2015, we w	vish to inforr .00 crore. Det	n you that tails of the sar	the Compan	y has allot		06-Jan-20
Issue Date		0	6.01.2020				
Maturity Da			5.02.2020				
Ratings assi	gned	С	RISIL A1+				

Qualified institutions placement of equity shares of face value Rs. 10 each by Avenue Supermarts Limited under the provisions of Chapter VI of the SEBI ICDR Regulations, and Sections 42 and 62 of the Companies Act, 2013, as amended, including the rules made thereunder	05-Feb-2020
Further to our letter dated February 5,2020 intimating you about the meeting of the Operations Committee of the Board of Directors to be held on February 10, 2020 in respect of the Issue, we wish to inform you that the Committee at its meeting held today i.e. February 10, 2020 has, inter alia, passed the following resolutions:	
a. Approving the closure of the issue period for the Issue today i.e. February 10, 2020;	
b. Determining and approving the issue price of Rs. 2,049 per Equity Share (including a premium of Rs. 2,039 per Equity Share), determined as per the formula prescribed under Regulation 176(1) of the SEBI ICDR Regulations, for the Equity Shares to be allotted to the eligible qualified institutional buyers in the Issue;	10-Feb-2020
c. Approving and finalising the confirmation of allocation note to be sent to the eligible qualified institutional buyers, intimating them of allocation of Equity Shares pursuant to the Issue; and d. Approving issuance of refund intimation letter to the bidders who are entitled to receive the refund amount, if any.	
The Operations Committee of the Board of Directors of the Company has, at its meeting held today i.e. February 11, 2020, approved the issue and allotment of 20,000,000 Equity Shares of face value Rs. 10 each to eligible qualified institutional buyers at the issue price of Rs. 2,049 per Equity Share (including a premium of Rs. 2,039 per Equity Share), aggregating to Rs. 40,980,000,000 (Rupees Four Thousand and Ninty Eight Crores only), pursuant to the Issue. Pursuant to the allotment of Equity Shares in the Issue, the paid-up equity share capital of the Company stands increased to Rs. 647,7746,910 crore, comprising of 647,774,691 Equity Shares	11-Feb-2020
Notice of proposed OFS by certain promoters being Radhakishnan Damani, Gopalkishan Damani, Shrikantadevi Damani and Kirandevi Damani	13-Feb-2020
MPS compliance	18-Feb-2020
Withdrawal of rating assigned to the commercial paper issue of Avenue Supermarts Limited	13-Mar-2020
We hereby inform that 1,000 Secured Rated Unlisted Redeemable Non-Convertible Debentures (NCD) of Rs. 10,00,000/- (Rupees Ten Lakh) each aggregating to Rs. 100,00,00,000/- (Rupees One Hundred Crore only) allotted on 17" October, 2019 has been redeemed on 17" March, 2020, prior to its stated date of redemption i.e. 16" November, 2020.	17-Mar-2020
Pursuant to Regulation 30 and all other applicable provisions of SEBI Listing Regulations, we hereby inform that 1,000 Secured Rated Unlisted Redeemable Non-Convertible Debentures (NCD) of Rs. 10,00,000/-(Rupees Ten Lakh) each aggregating to Rs. 100,00,00,000/- (Rupees One Hundred Crore only) allotted on 1g" September, 2019 has been redeemed on 13" March, 2020, prior to its stated date of redemption i.e. 17" October, 2020.	18-Mar-2020
Pursuant to Regulation 30 and all other applicable provisions of SEBI Listing Regulations, we hereby inform that 1,000 Secured Rated Unlisted	18-Mar-2020

Redeemable Non-Convertible Debentures (NCD) of Rs. 10,00,000/-(Rupees Ten Lakh) each aggregating to Rs. 100,00,00,000/- (Rupees One Hundred Crore only) allotted on 1g" September, 2019 has been redeemed on 13" March, 2020, prior to its stated date of redemption i.e. 17" October, 2020.	
Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, an update from the Company in wake of the Coronavirus (COVID-19) outbreak.	23-Mar-2020
Pursuant to Regulation 30 and all other applicable provisions of SEBI Listing Regulations, we hereby inform that 1,000 Secured Rated Listed Redeemable Non-Convertible Debentures (NCD) of Rs. 10,00,000/-(Rupees Ten Lakh) each aggregating to Rs. 100,00,00,000/- (Rupees One Hundred Crore only) allotted on 27th September, 2019 has been redeemed on 27th March, 2020, prior to its stated date of redemption i.e. September 24, 2021.	27-Mar-2020

Source – Stock Exchange website