

# BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

**BHATIA'S**<sup>®</sup>  
The mobile one stop shop

CIN: L32109GJ2008PLC053336

Regd Off: 132, Dr. Ambedkar Shopping Centre, Ring Road, Surat-395002  
Email: info@bhatiamobile.com, Ph: 0261-2349892  
Website : www.bhatiamobile.com

Date: 11.03.2022

To

**BSE Limited**

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai- 400001

**Scrip ID/Code** : BHATIA/540956

**Subject** : Disclosure of information pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Kindly find enclosed herewith a copy of Results presentation with respect to the Financial results for the Quarter and Nine Month ended 31st December, 2021 of the company.

Kindly take the above information on record and oblige.

Thanking you.

Yours Faithfully.

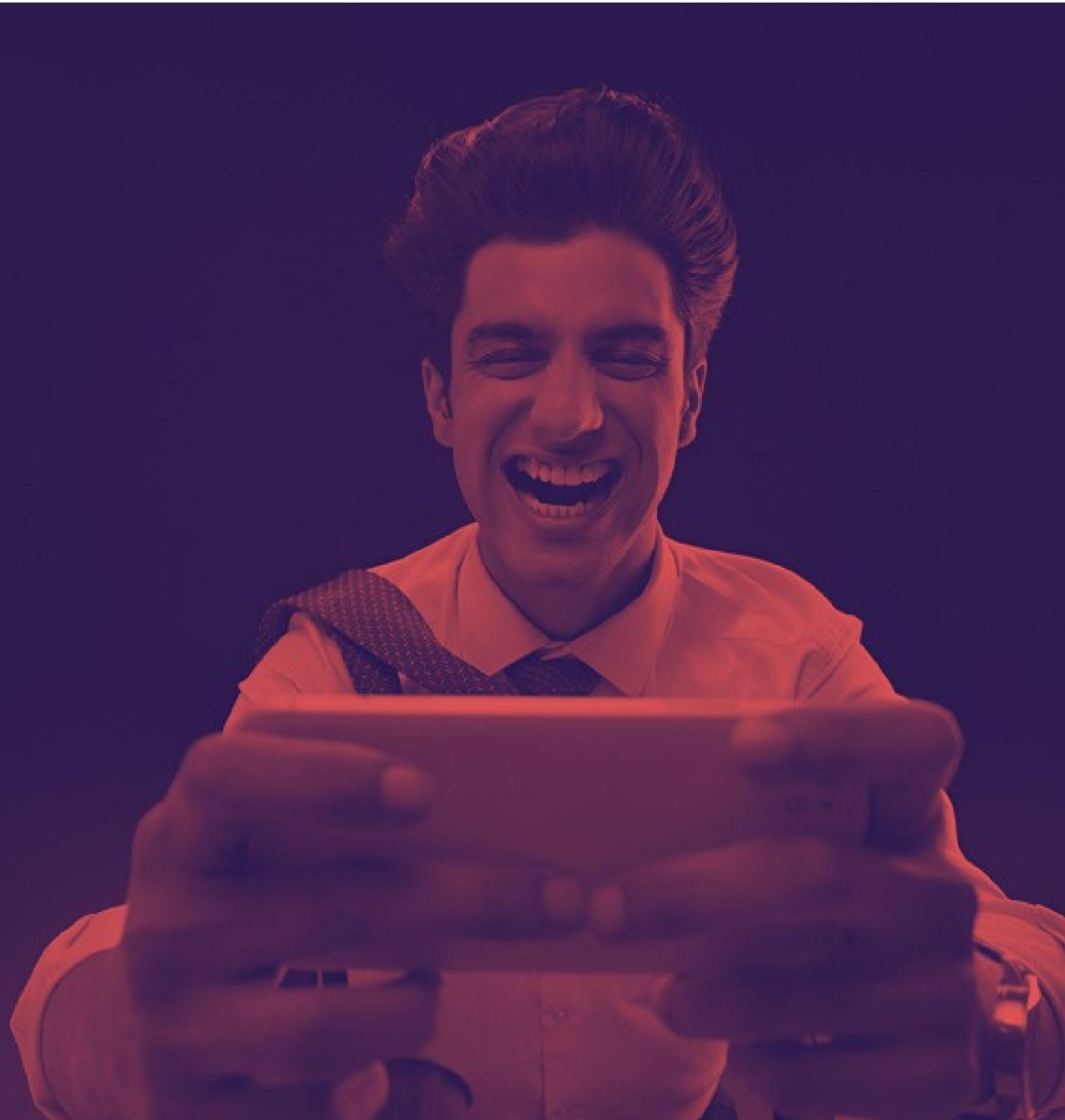
**For Bhatia Communications & Retail (India) Limited**

**Sanjeev Harbanslal Bhatia**  
Managing Director  
DIN: 02063671



**Place: Surat**

**Encl: As Above**



# Bhatia Communications & Retail (India) Ltd.

## Quarterly Investor Presentation

For the quarter ended 31/12/2021

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# FLOW OF INVESTMENT

01

FINANCIAL HIGHLIGHTS

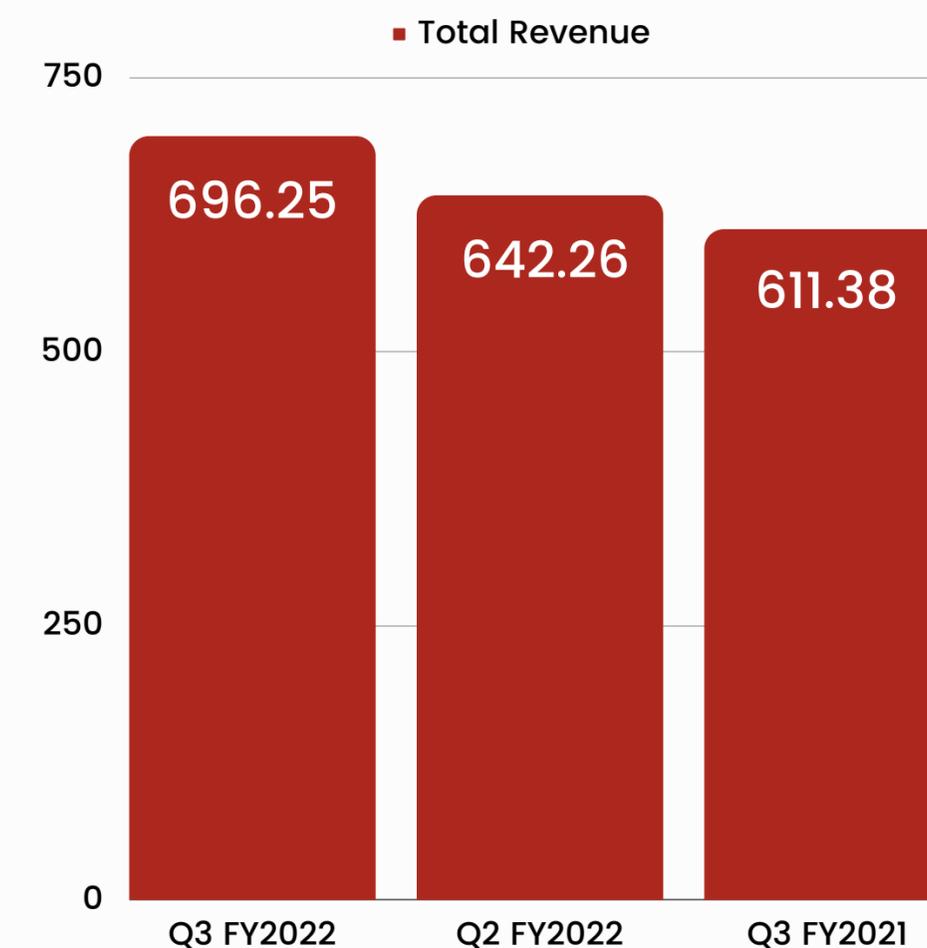
02

BUSINESS UPDATES

# Financials

Corresponding to Q2 FY2022 and Q3 FY2021

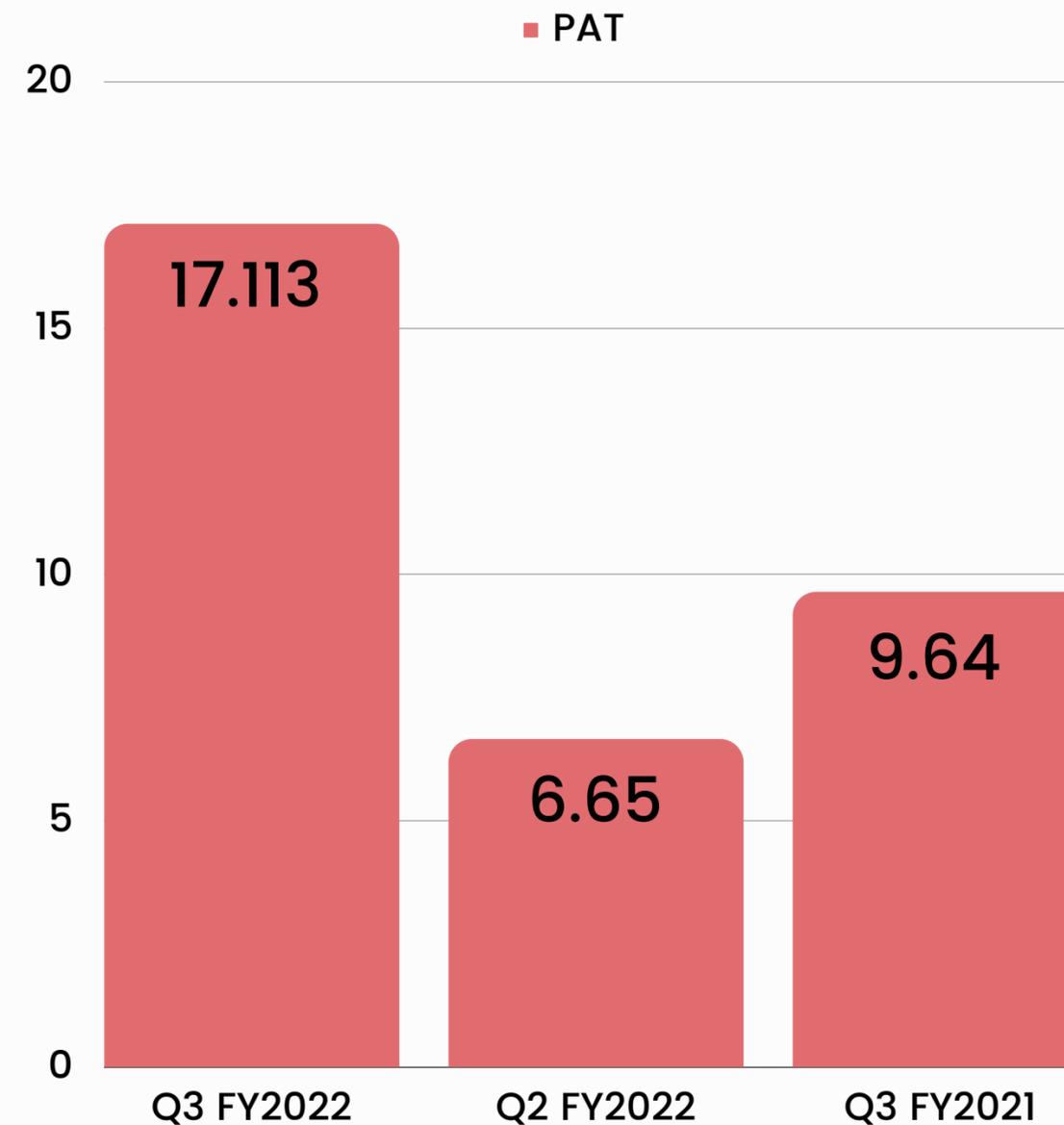
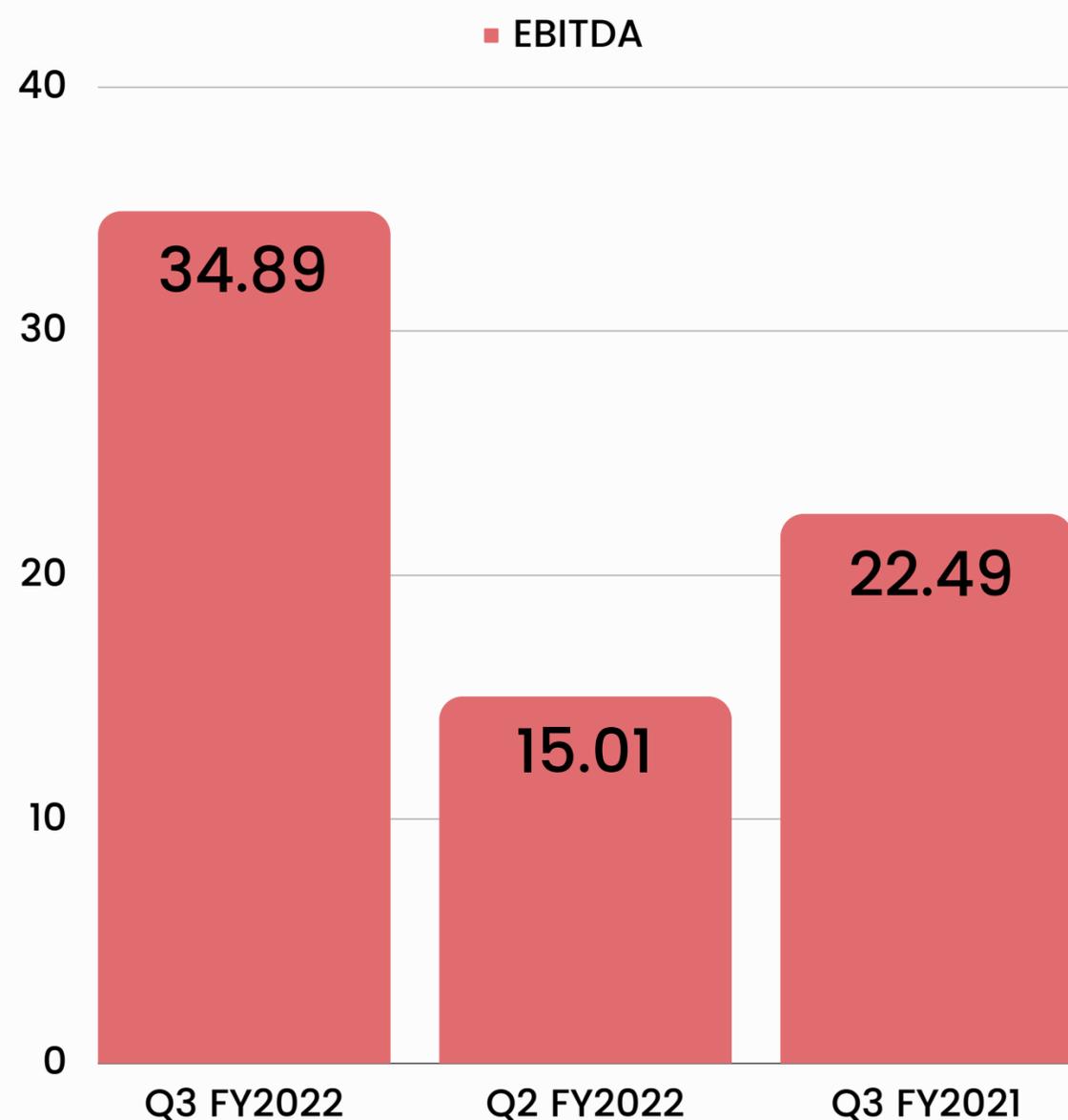
	Q3 2022	Q2 2022	Q3 2021
<b>Revenue</b>	696.25	642.26	611.39
% up from corresponding period		+8.41%	+13.88%
<b>EBITDA</b>	34.89	15.01	22.49
EBITDA Margin	5.01%	2.34%	3.68%
<b>Total Expenses</b>	668.48	633.37	596.14
<b>PBT</b>	27.77	8.89	15.25
<b>PAT</b>	17.11	6.65	9.64
PAT Margin	2.46%	1.04%	1.58%



Figures in millions

# Financial Highlights: Profitability

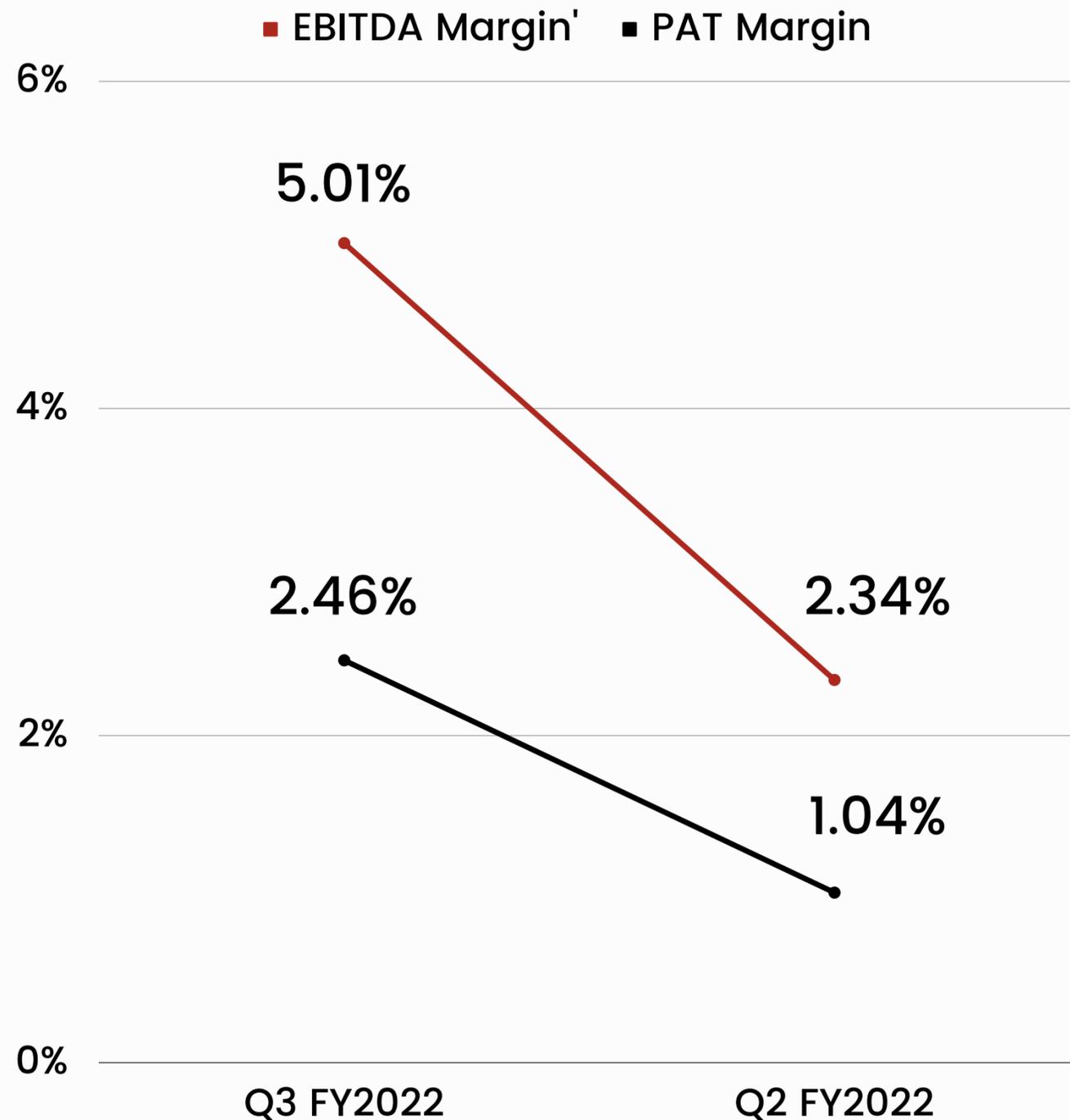
Corresponding to Q2 FY2022 and Q3 FY2021



Figures in millions

# Financial Highlights

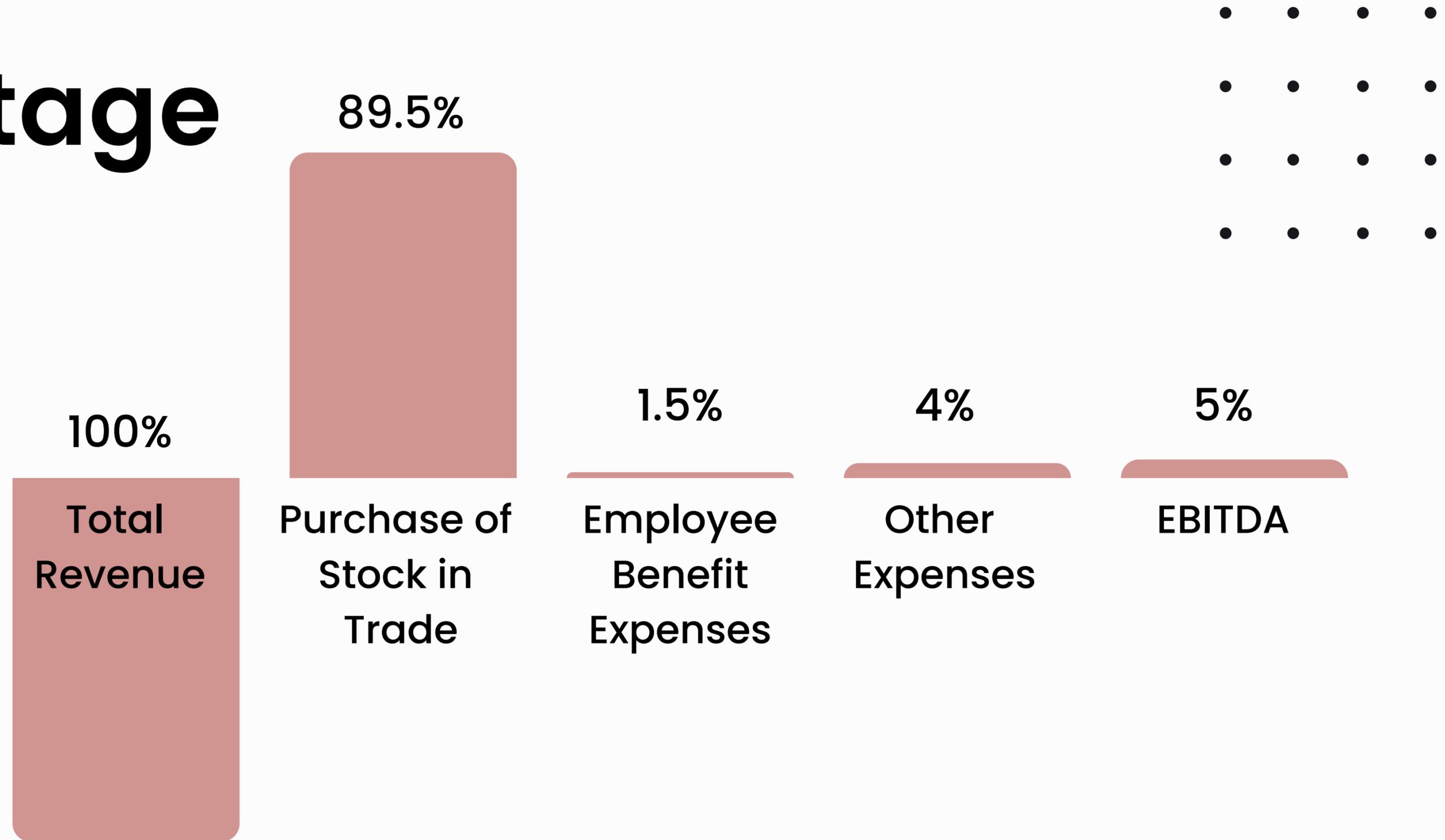
Corresponding to Q2 FY2022



The company has witnessed improvement in profit margins, both at EBITDA & PAT level.

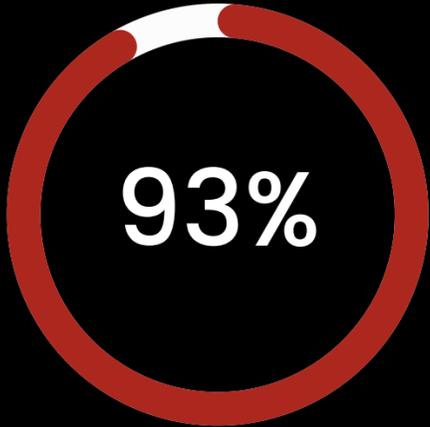
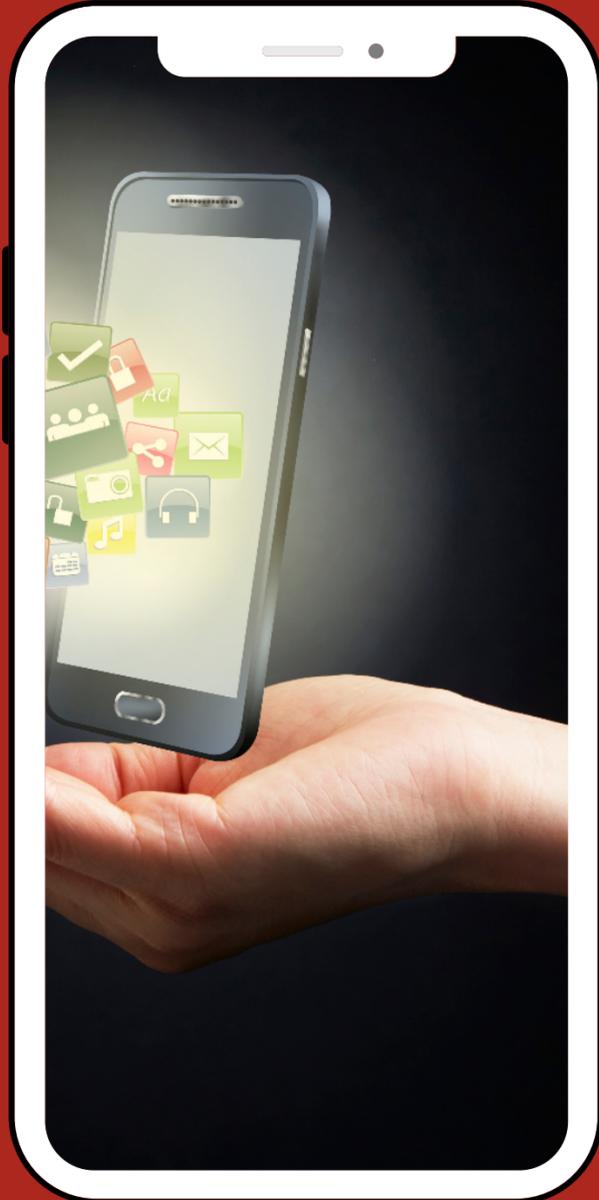
This is an outcome of better inventory management, and improved customer experience turning into sales.

# Margin Percentage Bridge

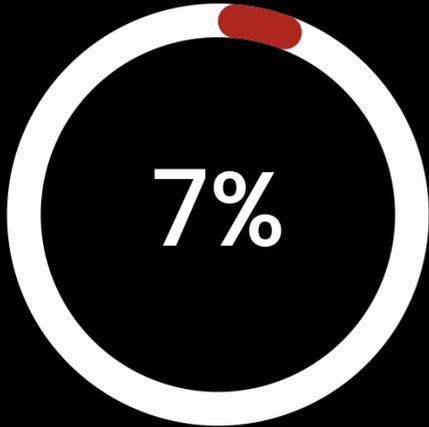


\*\*these numbers have been rounded off

# Performance Overview



Sales from Owned stores



Sales from Franchised Stores

## Owned retail Store vs. Franchised stores



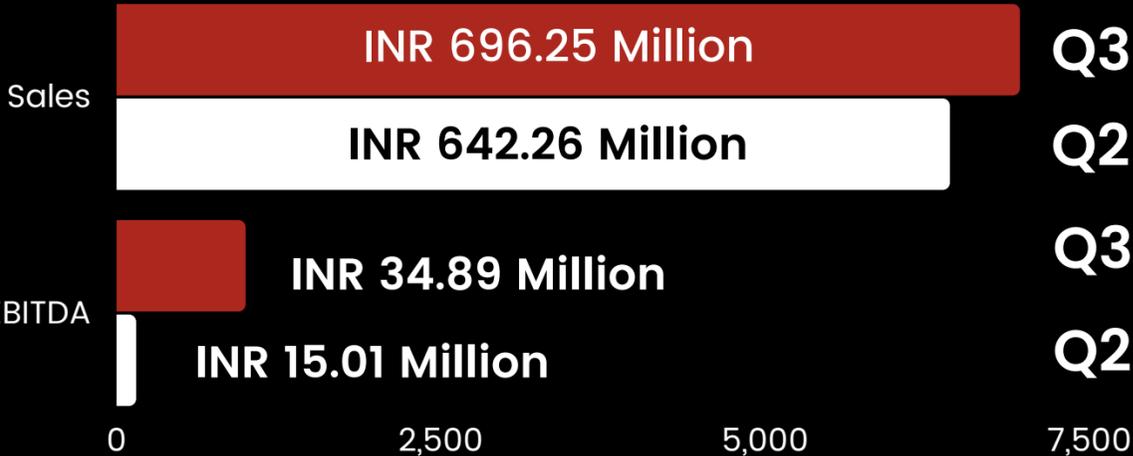
Conversion Rate

98%

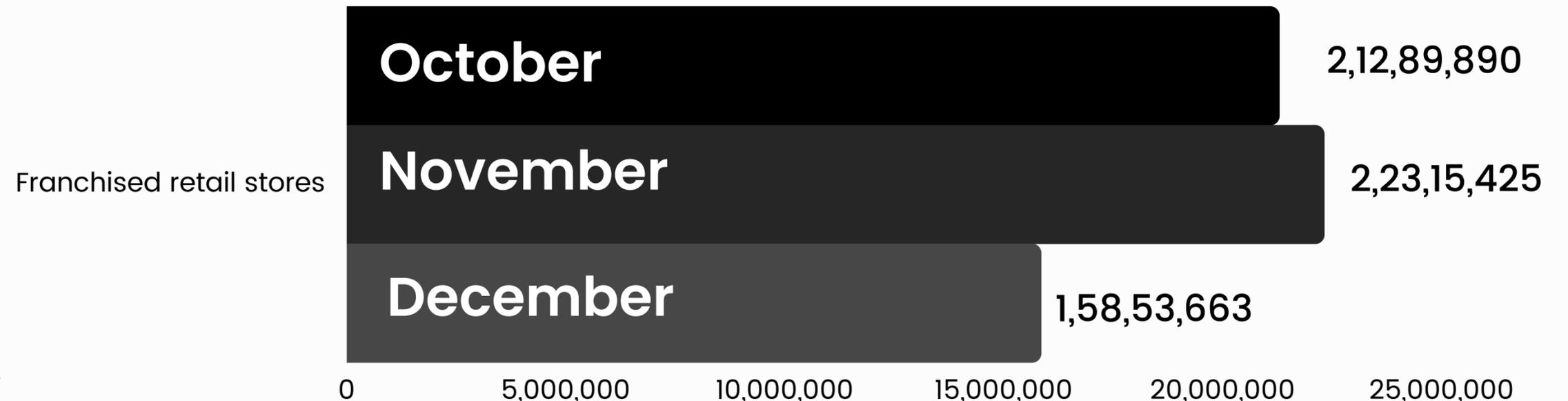
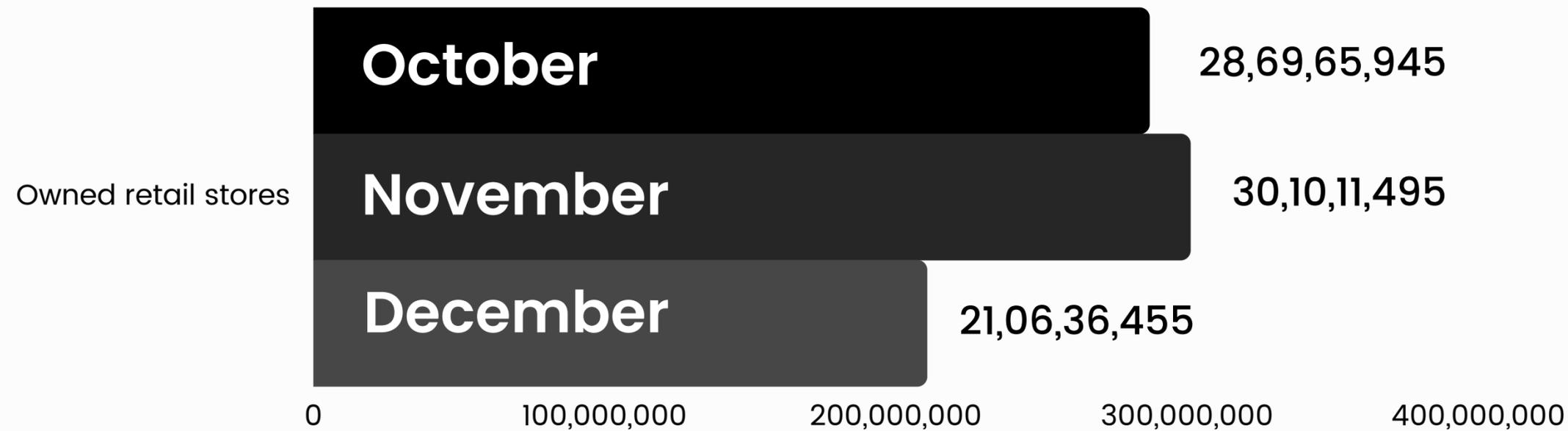


EBITDA Margin

5.01%



# Sales – Store wise



\*\*Sales Amount (Without) Net of Returns; After GST

# Number of Stores



# Key Performance Metrics



## A Brief About Our Operations

Business of trading Mobile Phones & Accessories, Tablets, LED TVs, Air Conditioners, Washing Machines, and other Electronic Equipment.

The company has presence all over South – Gujarat, with its maximum branches in Surat.



Total Sq. feet

**1,10,568**

Q3 FY2022

Revenue per sq. feet

**INR 6,297**

Q3 FY2022

Total Devices sold

**83,477**

Q3 FY2022

# Product Portfolio Development Timeline



**2019**



**Multi product outlets**

Launch of multi-product outlets, providing necessary product diversification.

**2020**



**Establishing Inventory system**

The company focused on developing an inventory system for other products as it did for mobile phones & tablets.

**2021**



**Year of Pandemic**

The company had enough resources to make sure that they were not impacted by the outbreak, and came back stronger in the post COVID era.

**2022**



**Improved Profitability Margins**

Various steps taken over the past 3 years, result in improved profitability margins.

# About the Industry



## Industry Insights

Revenue in the Consumer Electronics market amounts to US\$ 71,177m in 2022.

In the Consumer Electronics market, 83% of total revenue generated through offline sales in 2022.

The average volume per person in the Consumer Electronics market is around 0.61 pieces in 2022.



# Growth Drivers

## 01 Affordability

Affordable appliances and easy access to credit.

## 02 Lifestyle

Shift in lifestyle patterns & preferences.

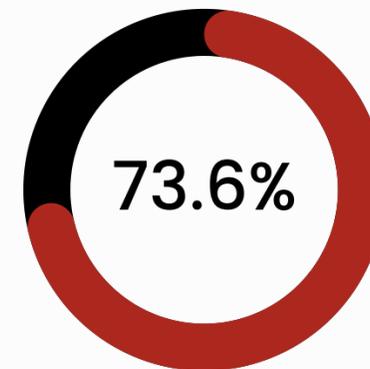
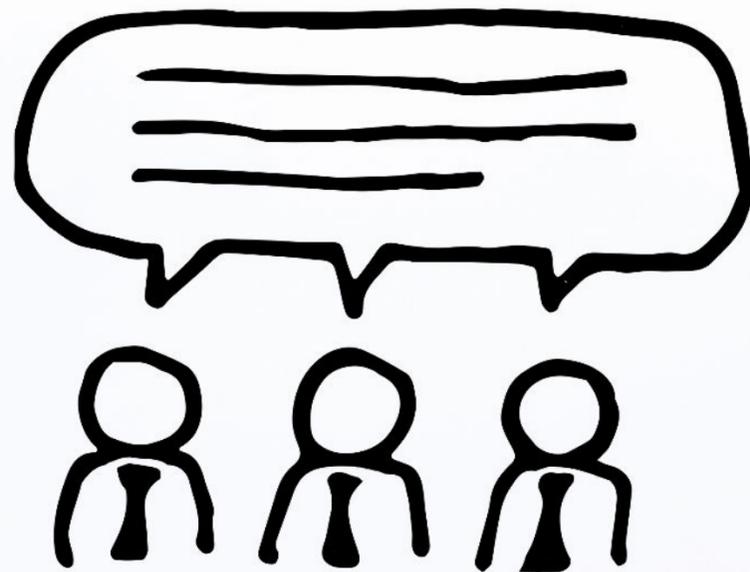
## 03 Penetration

Increased middle-class population with growing purchasing power

## 04 COVID TAILWINDS

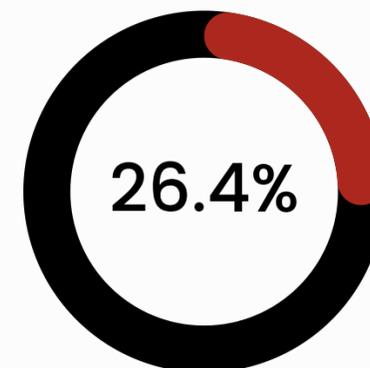
The outbreak of COVID-19 and people shifting to work-from home culture has increased the usage of Mobile Phones and Tablets.

# Shareholding Pattern



## Promoters & Promoters' Group

The company has 6 promoters who hold 73.63% of the company, with the majority of it being held by Nikhil Kumar Bhatia & Sanjeev Harbansal Bhatia.



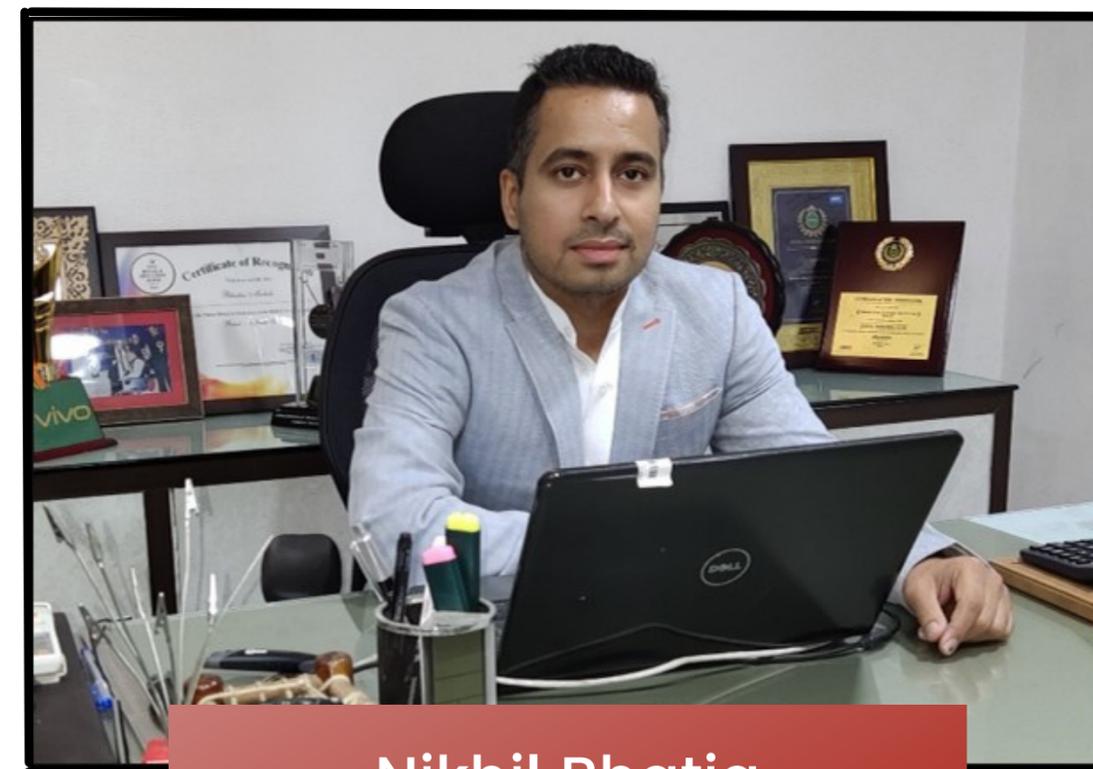
## Public

The company got listed on the main board of BSE and is being actively traded by Public since then.

# KEY MANAGEMENT



**Sanjeev Bhatia**  
Managing Director



**Nikhil Bhatia**  
Whole Time Director

# Thank You

**Because, We're Committed To  
Growth.**

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