

# 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: 13/07/2020

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

**Subject:** Disclosure of information pursuant to Regulations 30 read with Part A of Schedule III, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In compliance with Regulation 30 read with Part A of Schedule III, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Kindly find enclosed herewith a copy of Half Yearly Financial Results presentation with respect to the H2 2020 audited Yearly Financial results for the year ended 31<sup>st</sup> March, 2020 of the Company.

Kindly take the above information on record and oblige.

Thanking you.

Yours Faithfully.

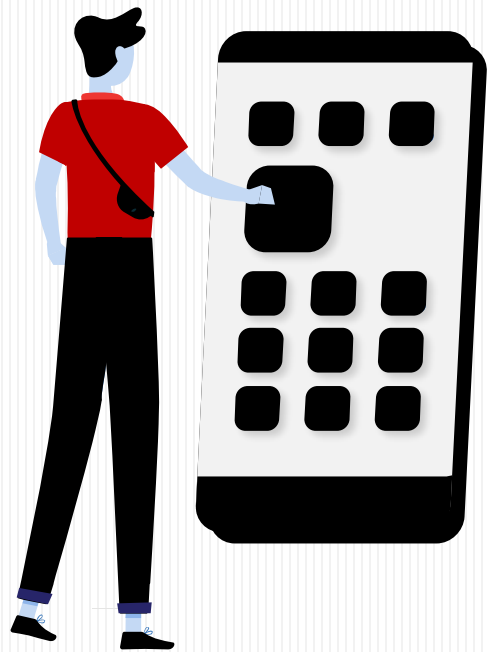
For and on behalf of

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

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



Place: Surat



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

# Bhatia Communications & Retail (India) Limited

FY2020 Year End Earnings Presentation

## Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Bhatia Communication & Retail (India) Ltd. (the "Company") solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. All product names, logos, and brands are property of their respective owners. All company, product and service names used in this presentation are for identification purposes only. Use of these names, logos, and brands does not imply endorsement. Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guaranteeing of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

# Content

---

01

---

Key  
Financials

02

---

Company at  
a Glance

03

---

Sector  
Overview

# FY20 Financial Highlights

**3.45%**

**TOTAL REVENUE**

FY2020: ₹1870 Million

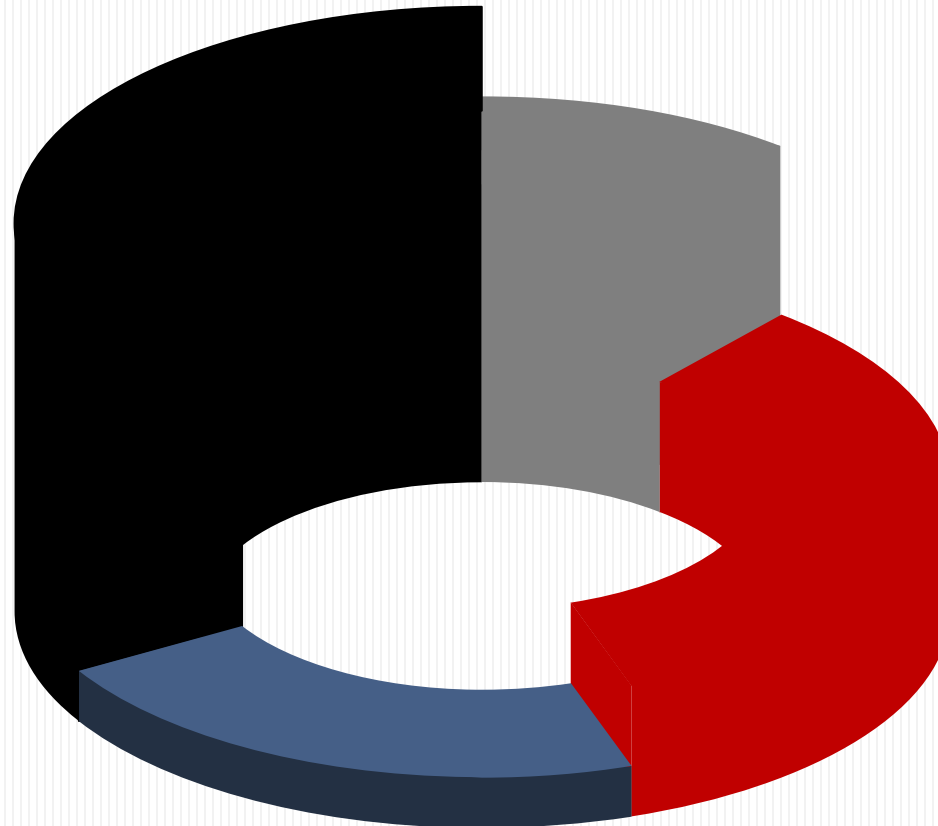
YoY Growth: 3.45%

**7.59%**

**PAT**

FY2020: ₹54 Million

YoY Growth: 7.59%



**16.29%**

**EBITDA**

FY2020: ₹99 Million

YoY Growth: 16.29%

**15.24%**

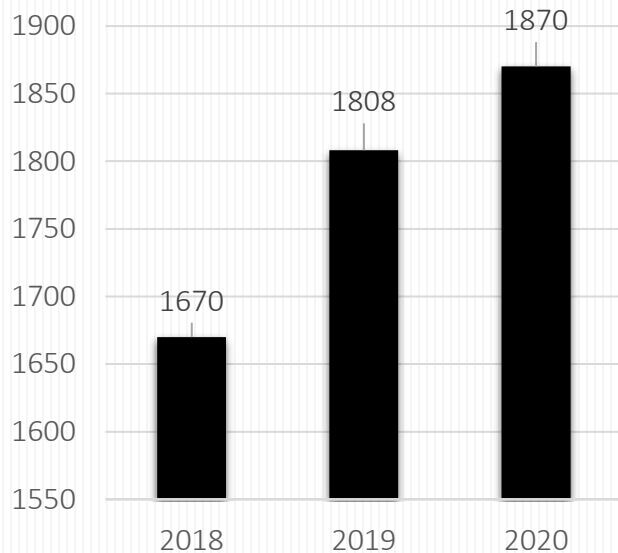
**EBIT**

FY2020: ₹88 Million

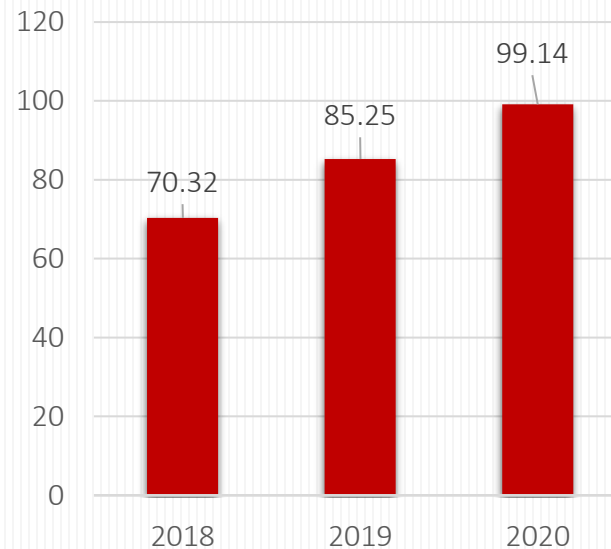
YoY Growth: 15.24%

\*\*PAT does not include OCI

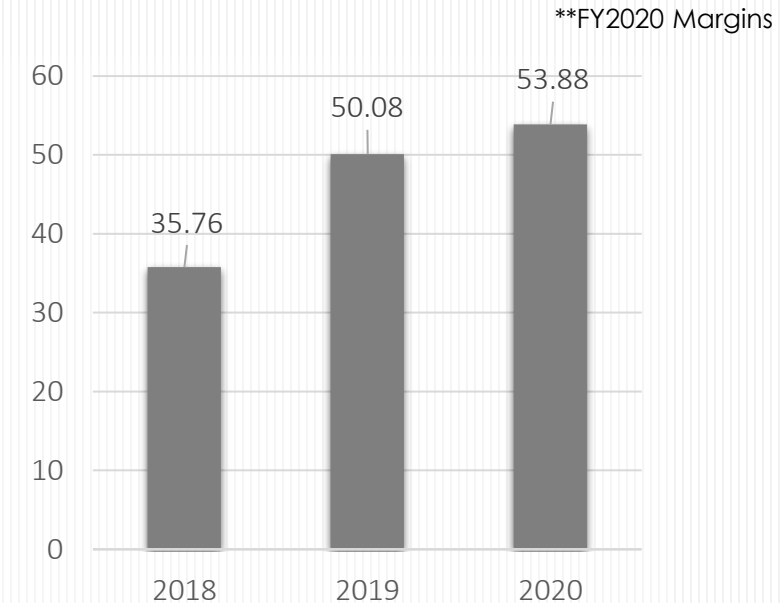
# Key Financials: Profitability Highlights FY20



■ Total Revenue (in ₹ millions)



■ EBITDA (in ₹ millions)



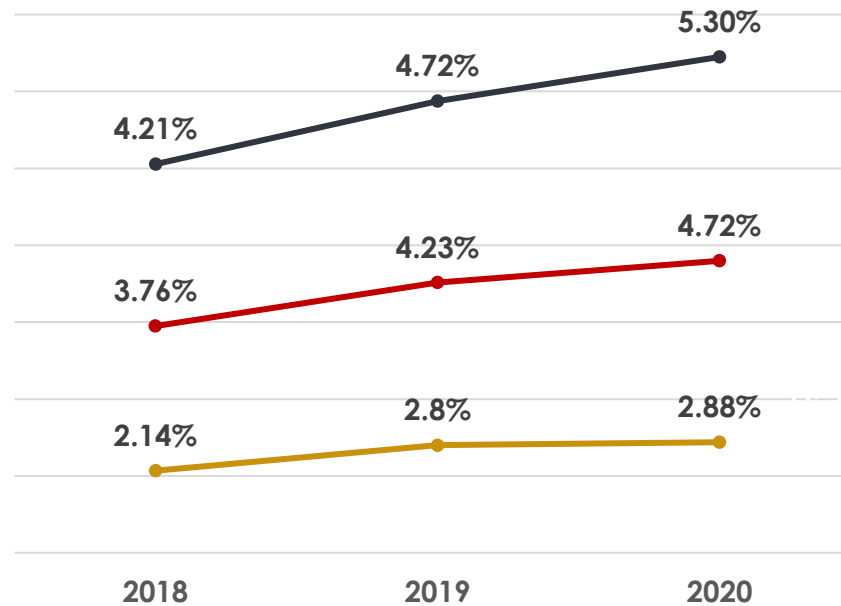
■ PAT (in ₹ millions)

- The Company provides credit/EMI facilities to customers for buying products, tied up with major leading credit houses like Bajaj Finserv, Capital First and other Banking Channel Partners.
- The Company is increasing its South Gujarat presence, and has started to enter other regions of Gujarat.
- The company uses various platforms like Social Media, Radio Ads, Print Media for Advertisement and Marketing to create brand awareness.

# PROFITABILITY MARGINS

The Company has been able to improve its margins on the backdrop of:

- 1) Inventory Management
- 2) Owned Retail Outlets per sq. ft. Revenue
- 3) Multi-Product Outlets



EBITDA Margin



EBIT Margin



PAT Margin

# Key Financials: Profitability Highlights FY20

Financial Year Ending (in millions)	FY2019	FY2020	YoY
<b>TOTAL REVENUE</b>	<b>1808</b>	<b>1870</b>	<b>3.5%</b>
Purchase of Stock-in-trade	1614	1652	
Employee Benefit Expenses	38	36	
Other Expenditure	70	83	
<b>EBITDA</b>	<b>86</b>	<b>99</b>	<b>16.3%</b>
<b>EBITDA Margin</b>	<b>4.72%</b>	<b>5.30%</b>	
Depreciation	9	11	
Interest	5	15	
Exceptional Items			
PBT	72	73	
Tax Expenses	21	19	
<b>PAT</b>	<b>51</b>	<b>54</b>	<b>7.6%</b>
<b>PAT Margin</b>	<b>2.8%</b>	<b>2.88%</b>	

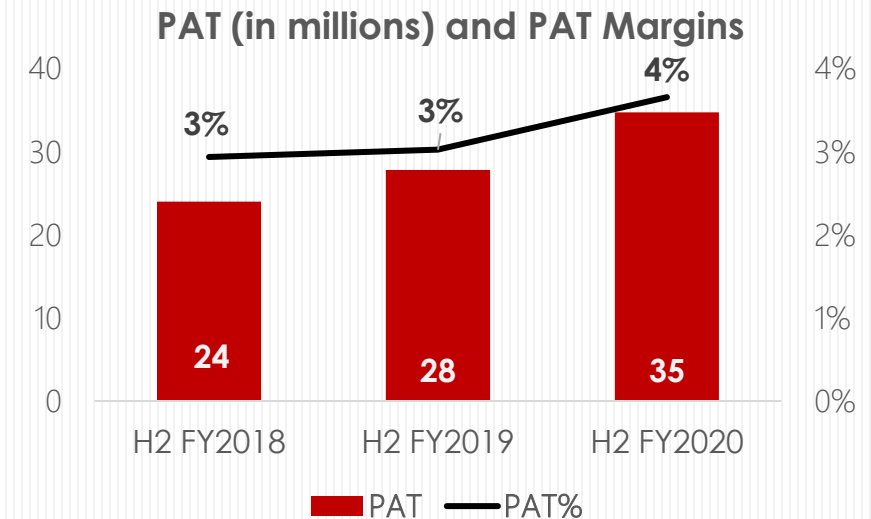
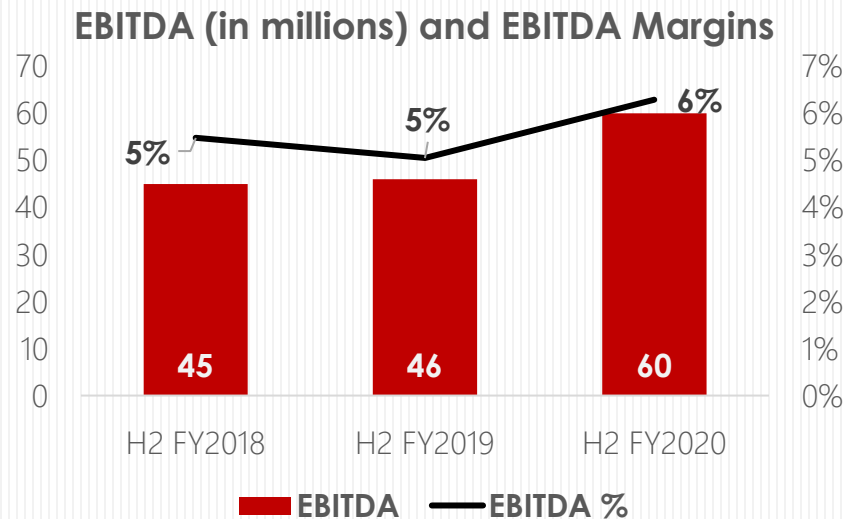
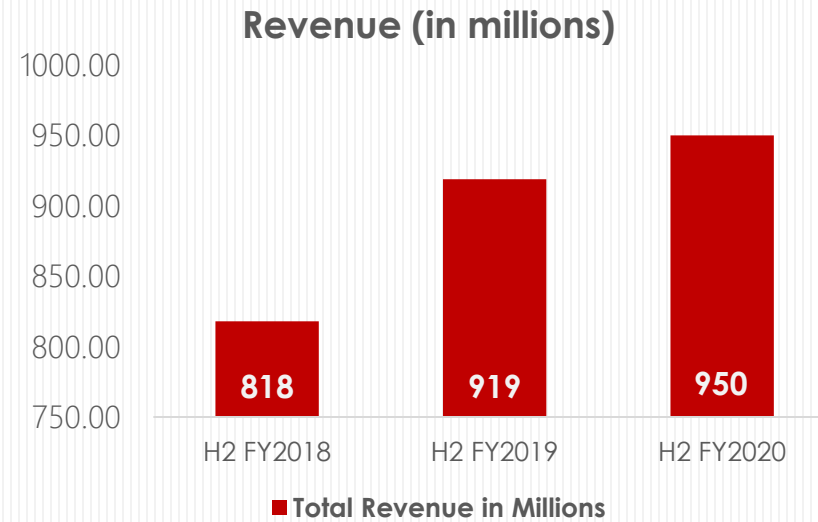


# Key Financials: Balance Sheet Highlights FY20

(INR in millions)	Mar-19	Sep-19	Mar-20
<b>Shareholders' Funds</b>	<b>333</b>	<b>352</b>	<b>386</b>
Share Capital	125	125	125
Reserves & Surplus	208	227	261
<b>Non-current liabilities</b>	<b>19</b>	<b>24</b>	<b>42</b>
Long Term Borrowings	10	12	22
Deferred Tax Liabilities (Net)	1	-	2
Long-Term Provisions	2	2	3
Other long-term liabilities	6	10	16
<b>Current Liabilities</b>	<b>169</b>	<b>284</b>	<b>222</b>
Borrowings	43	124	86
Trade Payables	102	149	113
Other Current Liabilities	4	2	4
Short-term provisions	20	9	20
<b>Total Equities &amp; Liabilities</b>	<b>521</b>	<b>660</b>	<b>651</b>

(INR in millions)	Mar-19	Sep-19	Mar-20
<b>Non-current assets</b>	<b>99</b>	<b>98</b>	<b>128</b>
Tangible Assets	71	68	65
CWIP	-	-	-
Intangible Assets	3	3	3
Non Current Investments	-	-	-
Deferred Tax Assets (Net)	-	-	-
Long-term Loans & Advances	26	27	60
Other Non-Current Assets	-	-	-
<b>Current Assets</b>	<b>422</b>	<b>562</b>	<b>522</b>
Inventories	164	240	223
Investments	-	-	-
Trade receivables	55	73	59
Cash & Cash Equivalents	163	178	196
Short-term loans & Advances	41	71	44
Other Current Assets	-	-	-
<b>Total Assets</b>	<b>521</b>	<b>660</b>	<b>651</b>

# Key Financials: Profitability Highlights Half Year Ending FY20

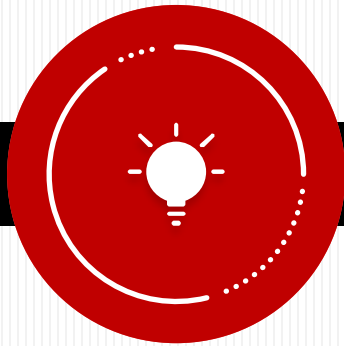


# Key Financials: Profitability Highlights Half Year Ending FY20

6 months ending (in millions)	H2 FY19	H2 FY20	YoY
<b>TOTAL REVENUE</b>	<b>919</b>	<b>950</b>	<b>3.37%</b>
Purchase of Stock-in-trade	817	831	
Employee Benefit Expenses	20	17	
Other Expenditure	35	43	
<b>EBITDA</b>	<b>46</b>	<b>60</b>	<b>28.81%</b>
<b>EBITDA Margin</b>	<b>5.04%</b>	<b>6.29%</b>	
Depreciation	4	5	
Interest	3	8	
Exceptional Items	-	-	
PBT	39	46	
Tax Expenses	11	12	
<b>PAT</b>	<b>28</b>	<b>35</b>	<b>24.95%</b>
<b>PAT Margin</b>	<b>3.02%</b>	<b>3.65%</b>	

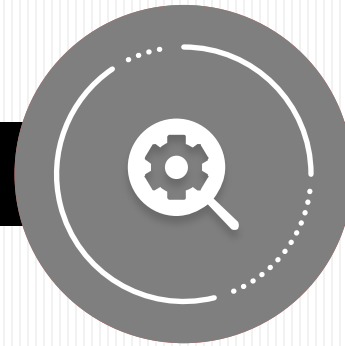
# Company at a Glance: Business Overview

## BUSINESS



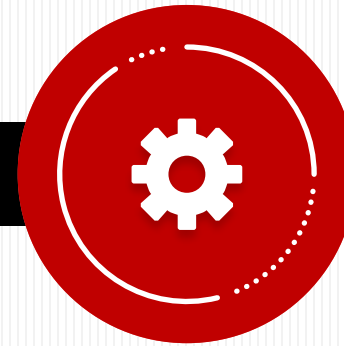
Business of trading Mobile Phones & Accessories, Tablets, LED TVs, Air Conditioners, Washing Machines and other Electronic Equipments.

## TEAM



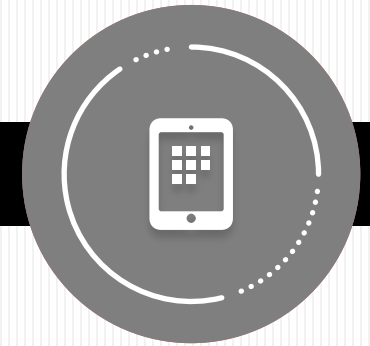
- 1000+ Expert Advisors
- 100+ Employees
- Management with Experience of 20 years.

## PRESENCE



The company has presence all over South – Gujarat, with its maximum branches in Surat, followed by adjoining towns and cities like Vapi, Valsad, and Navsari. The Management plans to increase the Company's presence all over Gujarat.

## ROADMAP AHEAD

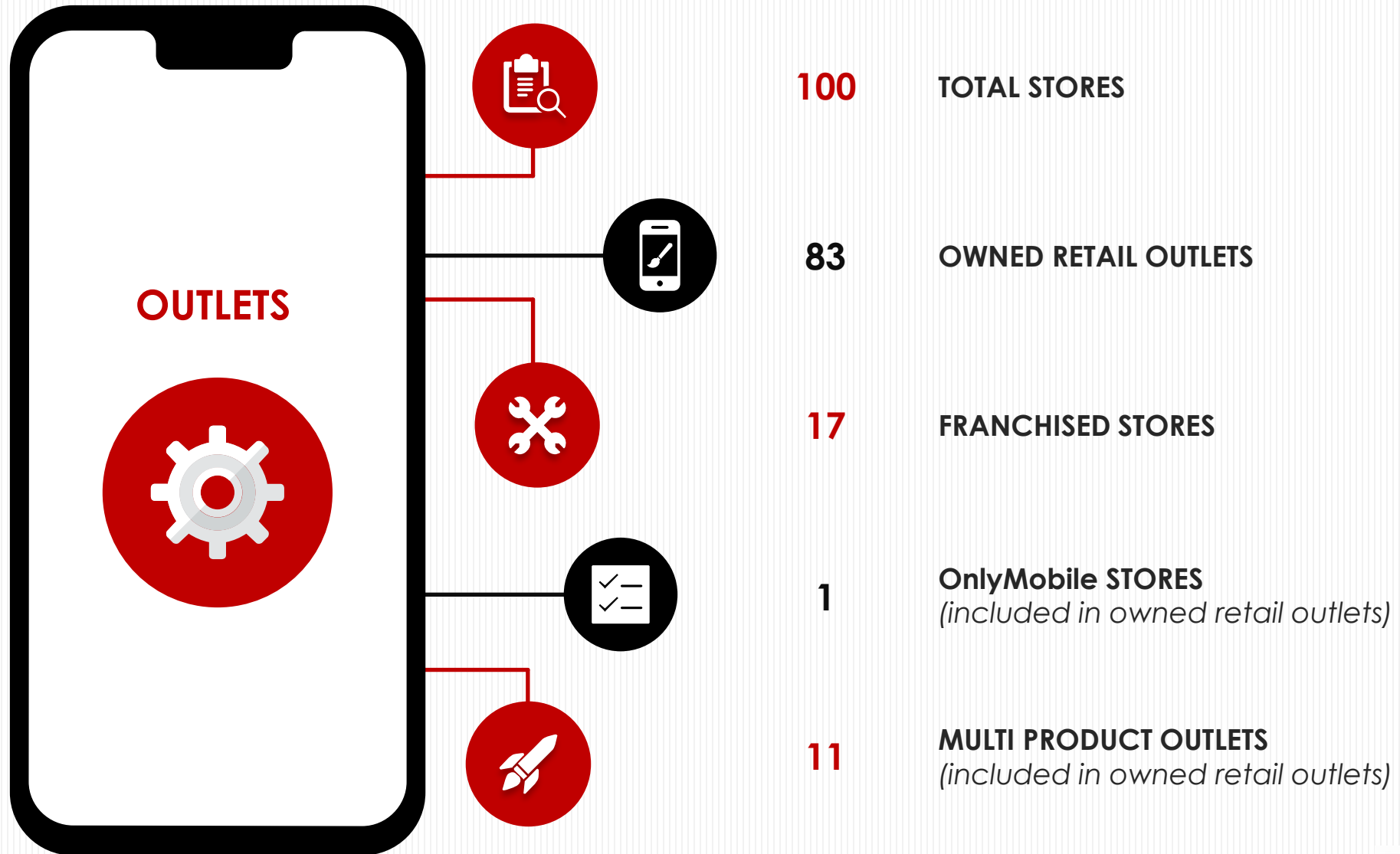


- Focus on Multi-Product Outlets
- Focus on increasing Sales from Owned Retail Outlets.

# Company at a Glance: Business Overview

- **Conversion Rate:** 96%
- **Total Square Feet of all Stores (Owned and Franchised):** 97,400 sq. ft.
- **Three Dimensional Focus:** Company's Product Diversification into other Electronic Items is helping it to grow its Topline with better Profitability Margins.

# Company at a Glance: Business Overview



# Company at a Glance: Multi- Product Outlets



Sr. No.	OUTLETS
1	ANAVAL - ELECTRONICS
2	BHAVNAGAR
3	GUNJAN-2
4	HAZIRA
5	IBC PIPLD
6	KRISHNA MARKET - RING ROAD-1
7	PALANPUR PATIA
8	RANDER
9	SACHIN
10	SILVASSA
11	VASANDA

# Company at a Glance: New Branches added outside Surat

500 sq. ft

**Dahod  
Branch**

500 sq. ft

**Halol 2  
Branch**

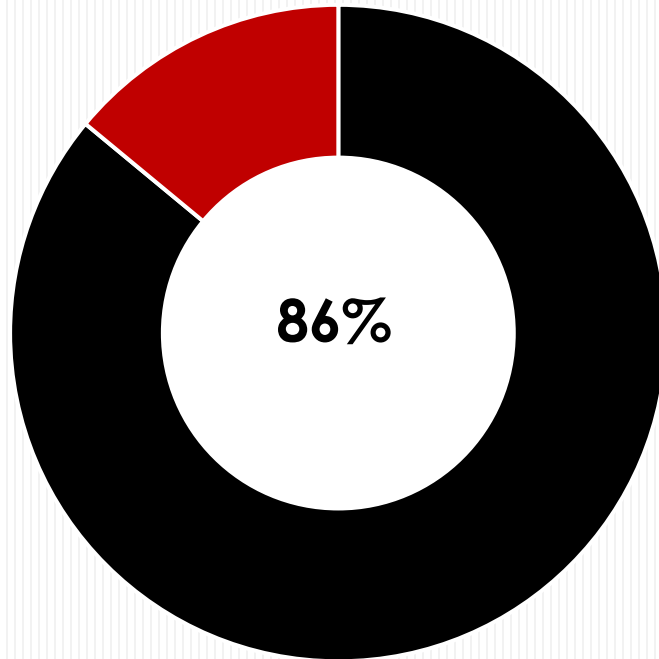
500 sq. ft

**Kaalol  
Branch**



# Company at a Glance: Revenue Breakup

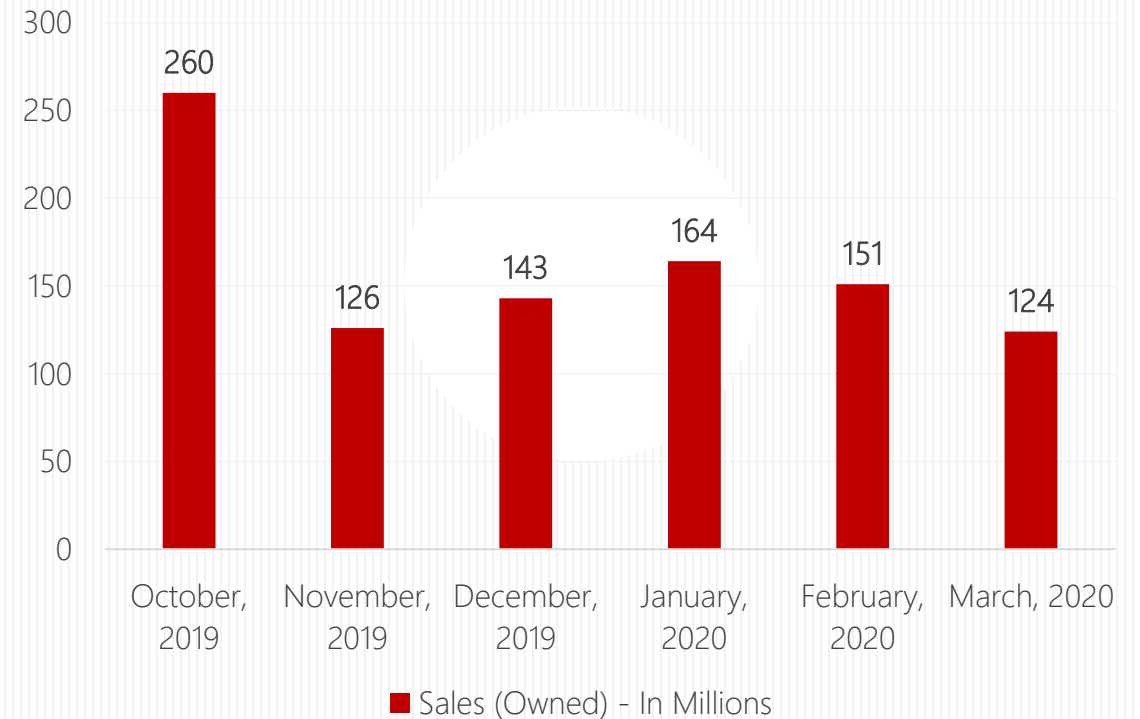
## OWNED RETAIL OUTLETS



The Company is focusing to increase its reach through own retail outlets, rather than franchisee for better management and perpetual growth.

**(2<sup>nd</sup> Half Year FY20)**

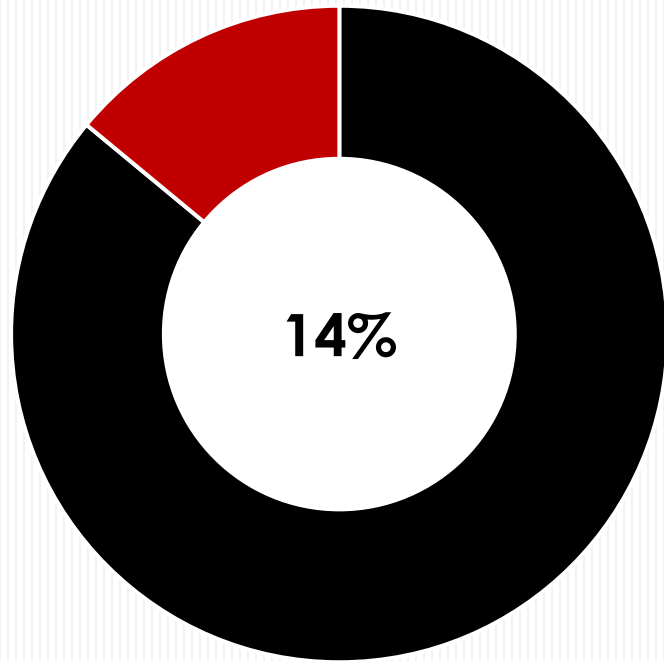
## 2<sup>nd</sup> Half Year Monthly Sales FY2020 – In Millions (Owned Retail Outlets)



**\*\* Sales amount (without) net of returns; after GST**

# Company at a Glance: Revenue Breakup

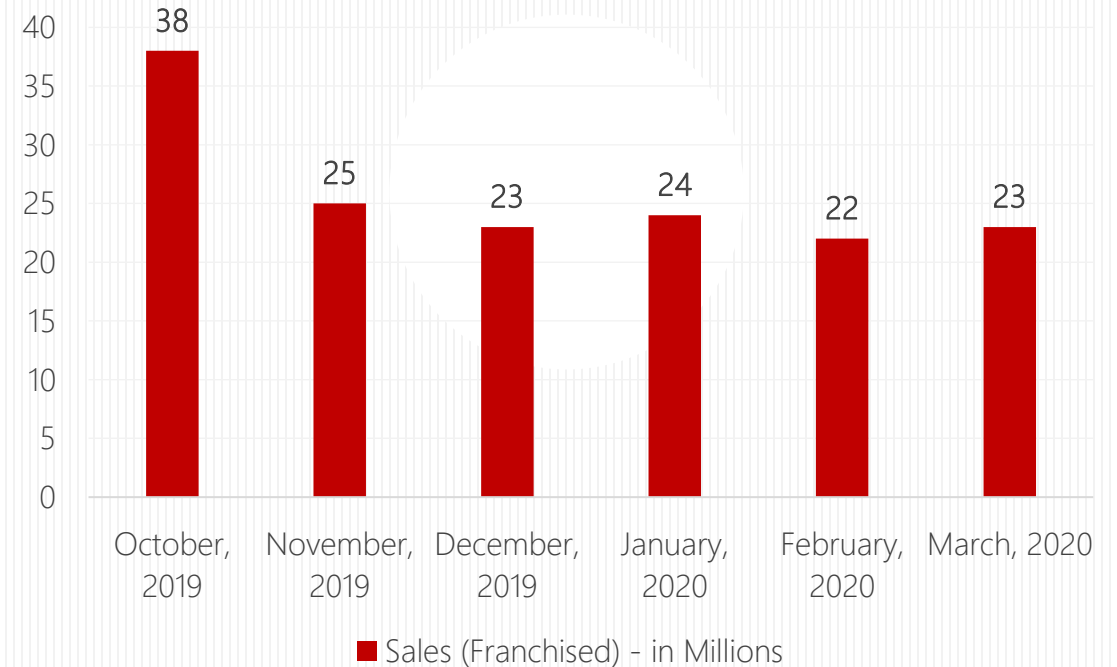
FRANCHISED STORES



(2<sup>nd</sup> Half Year FY20)

The Sales made from Franchised Outlets include Inter-Company Sales from Owned to Franchised Outlets as well. The Sale is initially recorded by Owned Retail Outlet, followed by Franchised Stores.

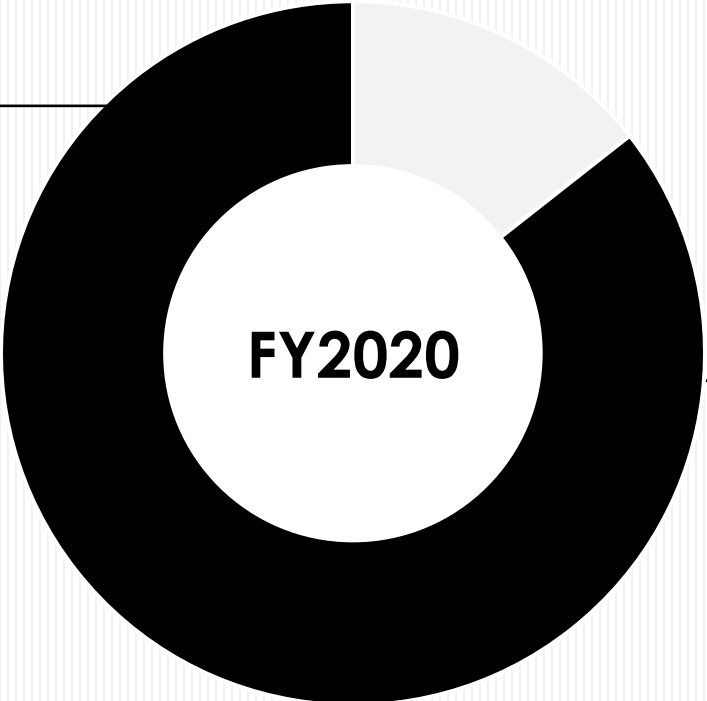
2<sup>nd</sup> Half Year Monthly Sales FY2020 – In Millions  
(Franchised Stores)



\*\* Sales amount (without) net of returns; after GST

# Company at a Glance: Revenue Breakup

**OWNED RETAIL OUTLETS**  
85.6% of TOTAL REVENUE

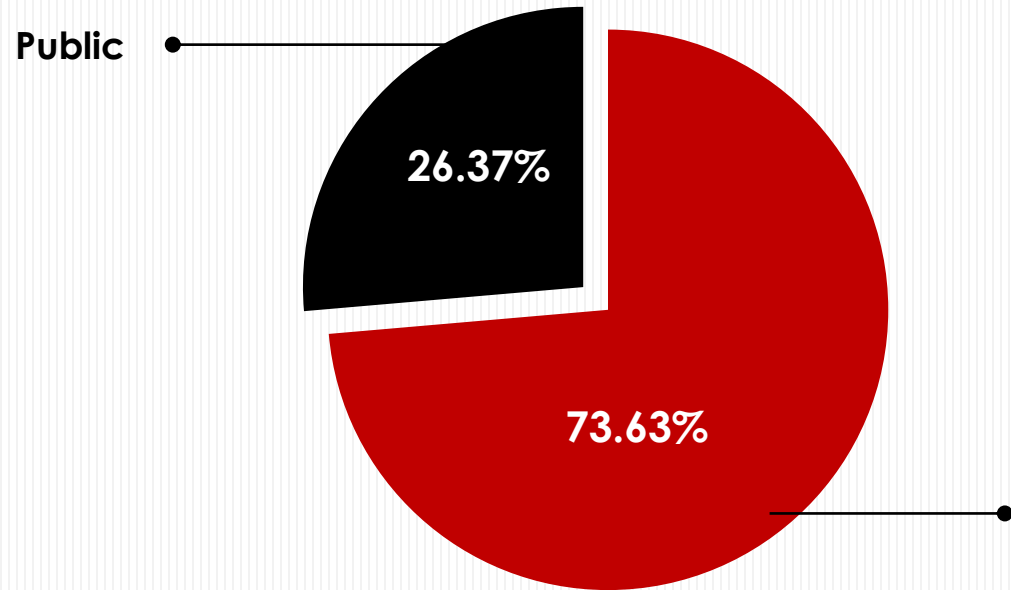


**FRANCHISED STORES**  
14.4% OF TOTAL REVENUE

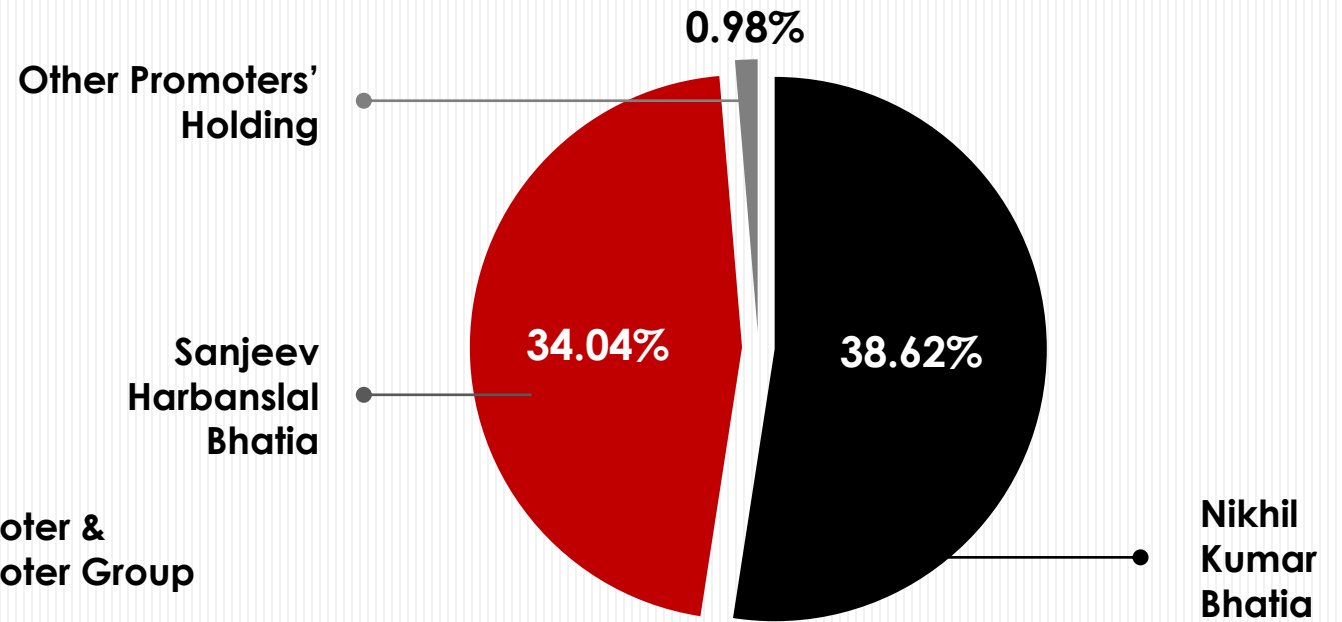
*\*\* Sales amount (without) net of returns; after GST*

# Company at a Glance: Shareholding Pattern

Bhatia Communications & Retail (India) Limited Holding



Promoter and Promoter Group Holding



# Company at a Glance: Key Management



**Sanjeev Bhatia**  
**(Managing Director)**

Sanjeev Bhatia, aged 41 years, is having vast experience of 20 years of retail and wholesale business of consumable electronic goods and looks after Finance, Franchise Outlet and General Administration functions. He plays a vital role in motivating employees so that they come forward with their ideas.



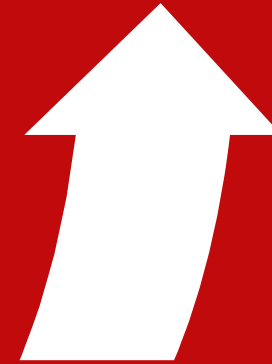
**Nikhil Bhatia**  
**(Whole Time Director)**

Nikhil Bhatia, aged 38 years, have vast experience of 14 years in the Field of Finance and Sales and look after Sales, Purchase, Finance and Accounts Department of the Company. He is proficient in business development and regularly explores the market for expansion.

# Sector Outlook



As more and more people are spending time at home, the need for home convenience and home entertainment increases which will lead to increased demand for White goods- Heavy consumer durables, home appliances and electronics.



**₹76,400 crore**

Market size in 2019

Indian appliance and consumer electronics (ACE) market



## WORK FROM HOME

Leading to demand increase of ACs, laptops, tablets and most importantly mobile phones.



## NATION-WIDE LOCKDOWN

Leading to demand increase of microwave ovens, washing machines, dish washers, etc.



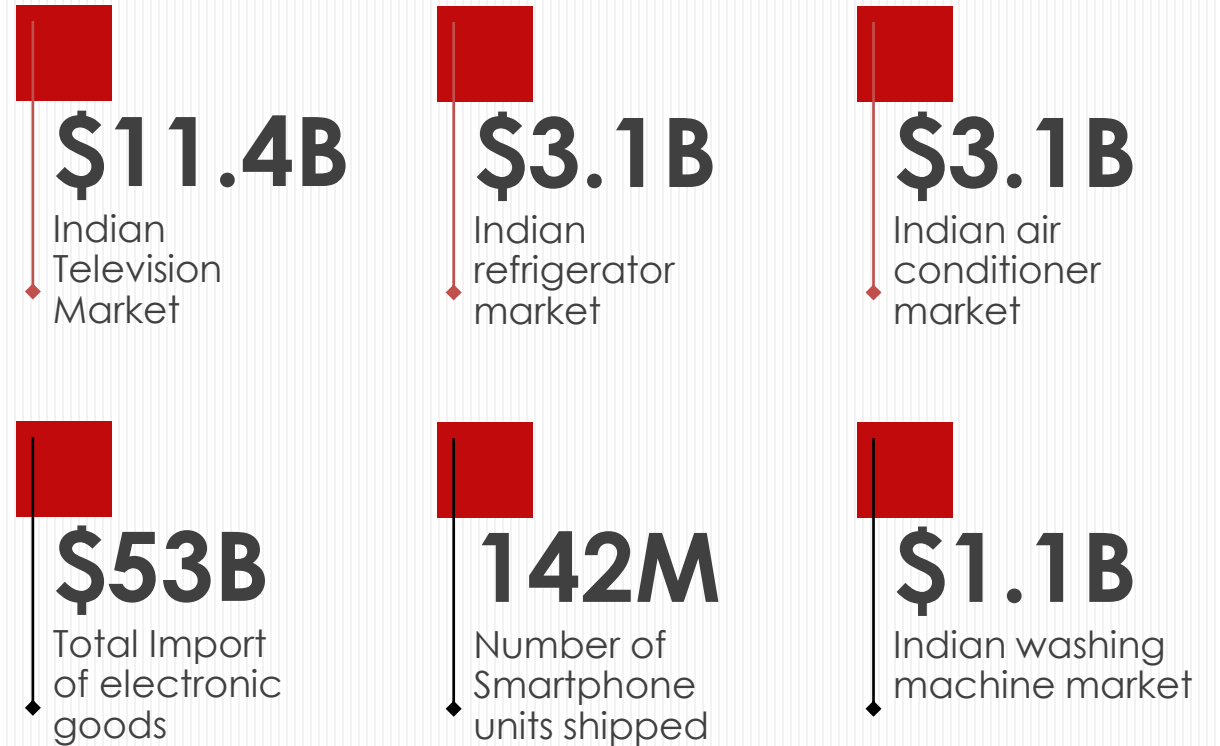
## RISING HOME ENTERTAINMENT

Leading to demand increase of Television sets, tablets, gaming consoles, etc.

# Sector Outlook

## Runway of Growth


It is not just the preliminary demand but the replacement demand will kick in faster as the usage per day per appliance/device is increasing at a faster rate. With so much of online content available on various OTT platforms and no new movie hitting the wide theatrical screens, the role of smart TVs, laptops, tablets and phones for entertainment becomes imperative. With cheap data and refined options, people are flocking to buy newer screen devices or replace old ones for better experience.



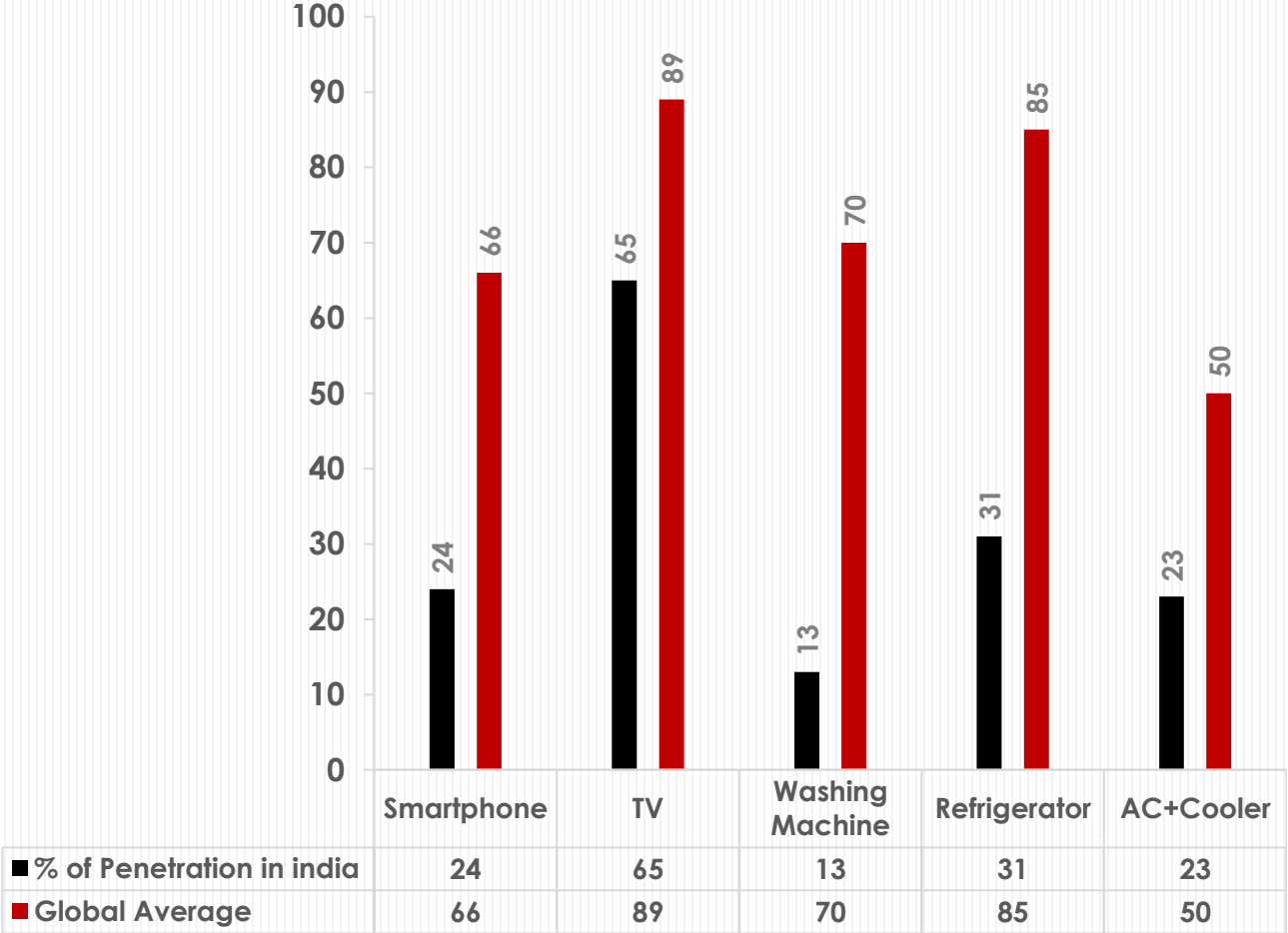
All data pertains to FY18. Indian appliance and consumer electronics (ACE) market is expected to steadfastly grown to reach \$21.18 billion by 2025

Source: IBEF

# Sector Outlook



**Anatomy of Under-penetration**

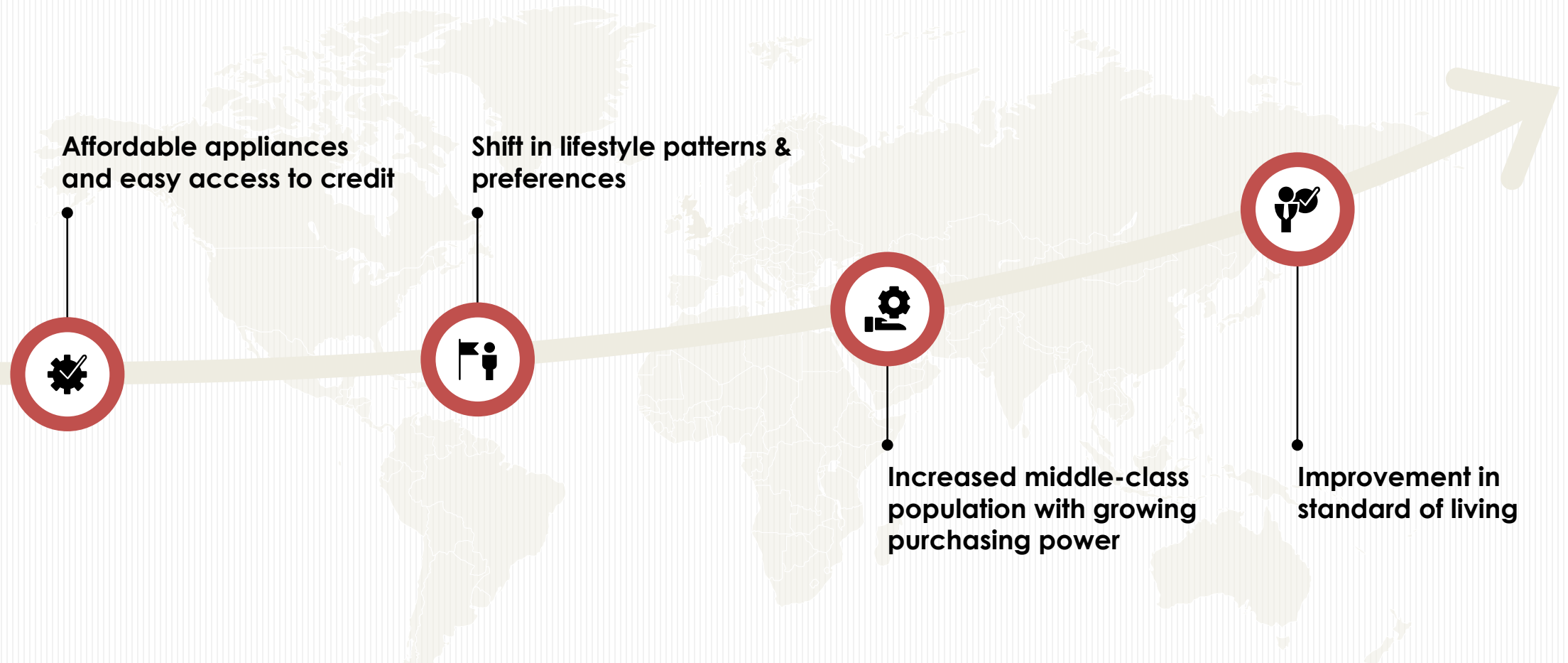


Source: PWC, FY18



# Sector Outlook

## Growth Drivers Of Consumer Spending On Electronics And Home Appliances



However, availability of counterfeit brands in the white goods market serves as a challenge. Which is why people trust established players like us, a name that they believe to deliver only genuine electronic products and home appliances, from all known brands of their choice.

# THANK YOU

---

