

BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

BHATIA'S[®]
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: 14/11/2020

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

Script 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 Unaudited Financial Results for the period ended on 30th September, 2020 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)





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Bhatia Communications & Retail (India) Limited

Half-Year FY2021 Earnings Presentation

Safe Harbour

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CONTENT



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KEY MILESTONES

2

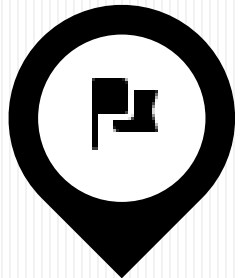
BUSINESS OVERVIEW

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FINANCIALS

MILESTONES

FROM STRENGTH TO STENGTH



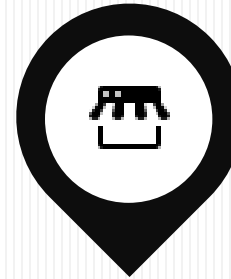
FY2008
YEAR OF INCORPORATION



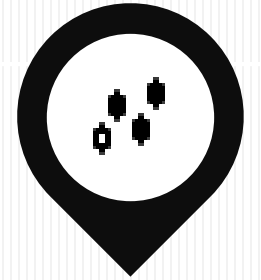
FY2017
100 CR. REVENUE



FY2018
SME BSE LISTING



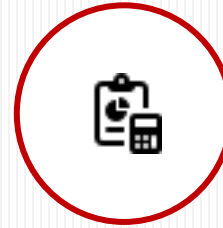
FY2018
100 STORES ACROSS
SOUTH GUJARAT



FY2021
BSE LISTING

BUSINESS OVERVIEW

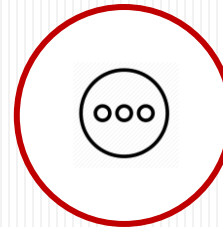
COMPANY UPDATE



The company got listed on BSE main platform in September, 2020.



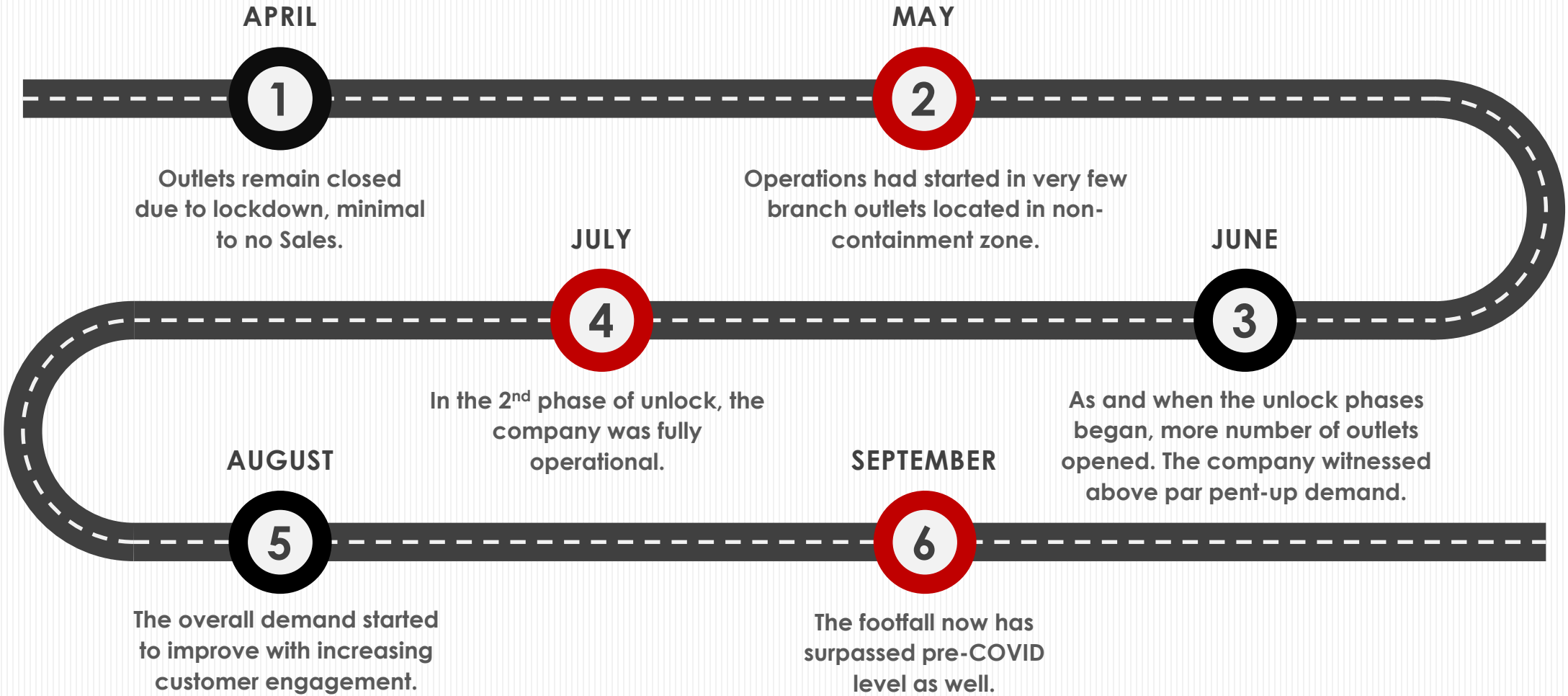
Minimal overall impact on revenue generation due to COVID-19.



Diversification of business: The company now has 21 owned multi-product retail stores.

BUSINESS OVERVIEW

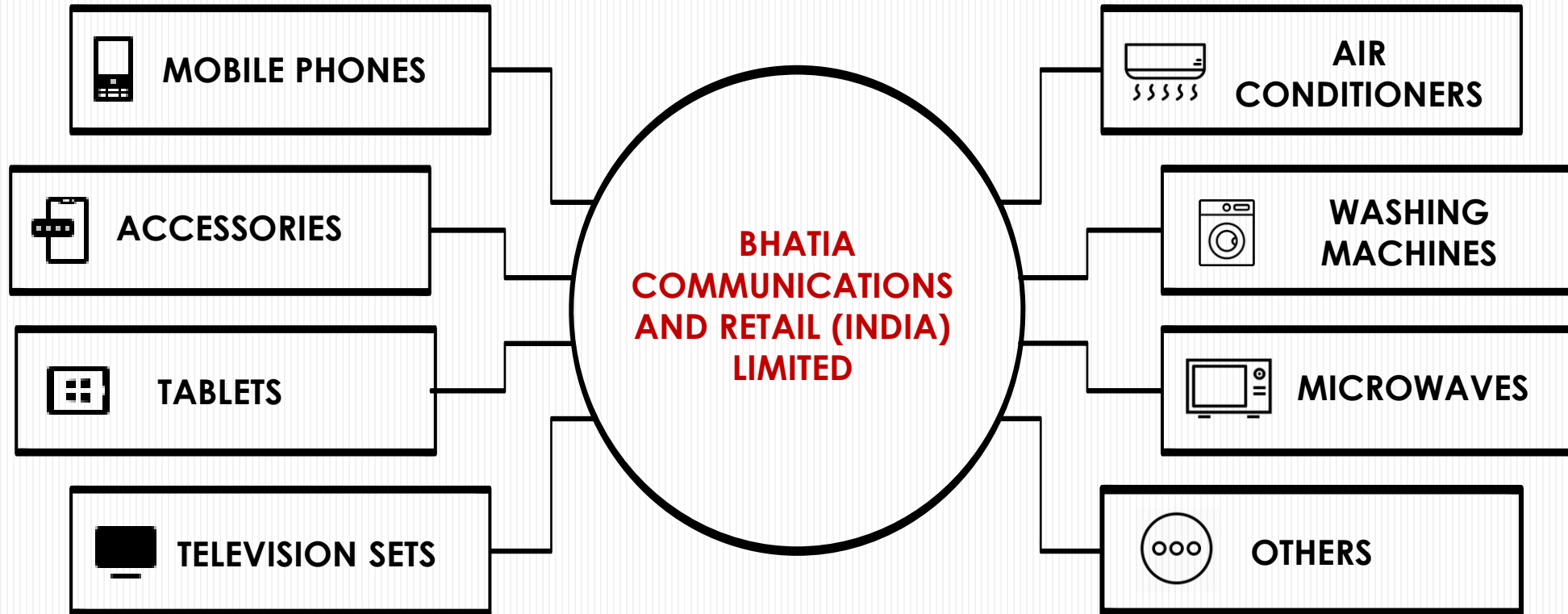
IMPACT OF COVID-19



BUSINESS OVERVIEW

PRODUCTS

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



BUSINESS OVERVIEW

CHANNEL PARTNERS

Provides credit/EMI facilities to customers for buying products tied up with major leading credit houses like Bajaj Finserv, HDFC Finance etc.



From the trusted family of HDFC Bank Ltd.



SAMSUNG
Finance+

HOME
CREDIT



BUSINESS OVERVIEW

KEY METRICS



CONVERSION RATE

~97%



TOTAL SQUARE FEET OF ALL STORES (OWNED & FRANCHISED)

1,09,750 sq. feet



TOTAL NUMBER OF RETAIL STORES

113



NUMBER OF EMPLOYEES

100+

**Conversion rate: Proportion of customers entering the store and ending up buying a product

BUSINESS OVERVIEW

OUTLETS



113 TOTAL STORES



98 OWNED RETAIL OUTLETS



**21 MULTI PRODUCT OUTLETS
(included in owned retail outlets)**

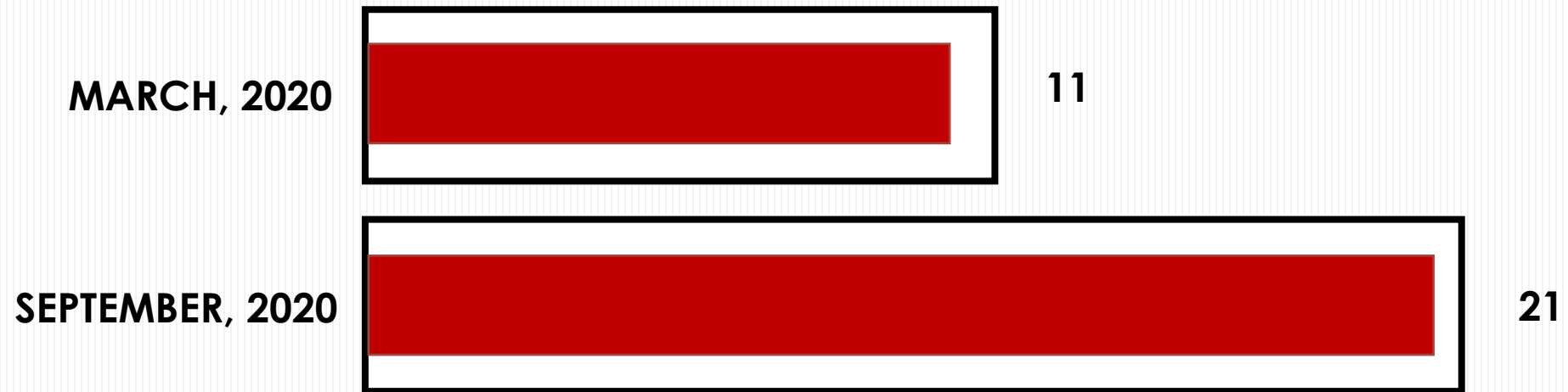


15 FRANCHISED STORES



BUSINESS OVERVIEW

NUMBER OF MULTI-PRODUCT OUTLETS



BUSINESS OVERVIEW

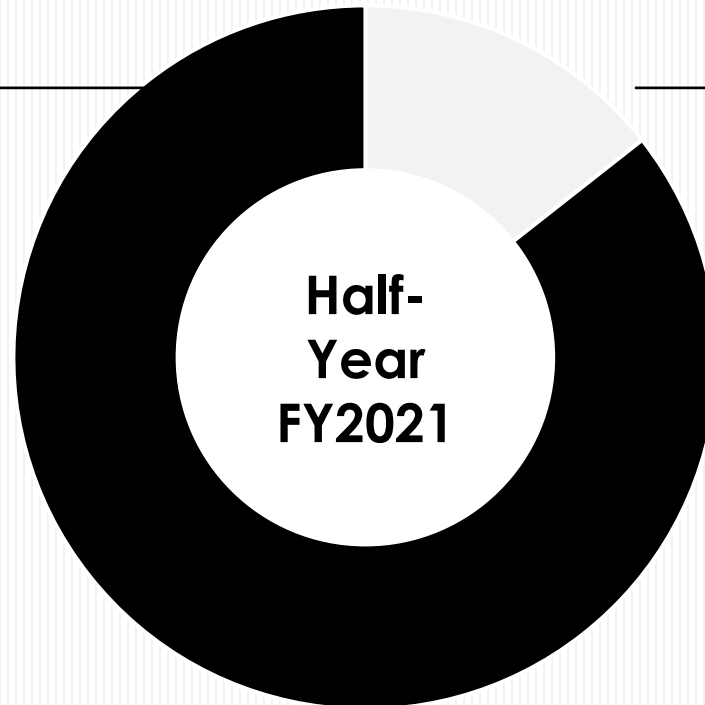
MULTI-PRODUCT OUTLETS

GUNJAN-2	BHAVNAGAR-1	HALOL-1
MS - RING ROAD-3	KRISHNA MARKET - RING ROAD	HALOL-2
MS SACHIN	IBC PIPLOD	DAHOD
MS VEDROAD	ANAVAL - STATION ROAD	MEHSANA-1
UDHNA TEEN RASTA	SILVASSA	VISNAGAR
YOGI CHOWK -2	SACHIN	UDHNA STATION
HAZIRA	L.B. APPT RING ROAD	SAMARTH PARK ADAJAN

BUSINESS OVERVIEW

REVENUE BREAK-UP

OWNED RETAIL OUTLETS
87% of TOTAL REVENUE



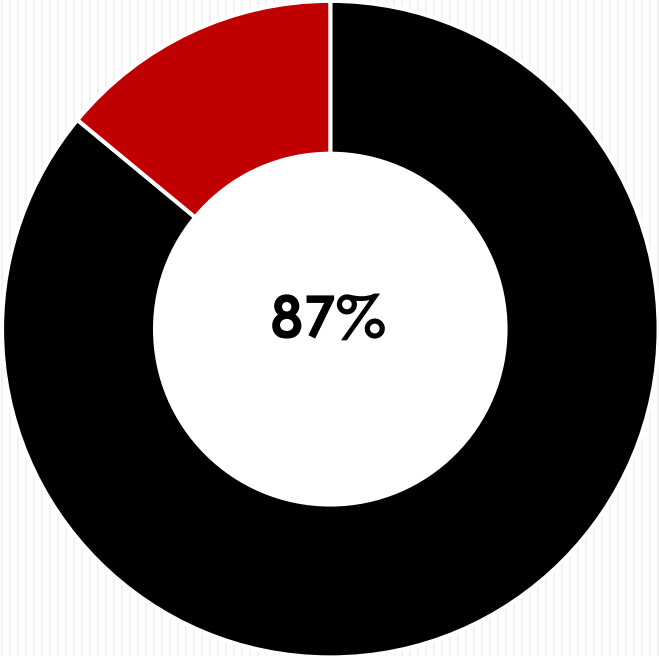
FRANCHISED STORES
13% OF TOTAL REVENUE

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

BUSINESS OVERVIEW

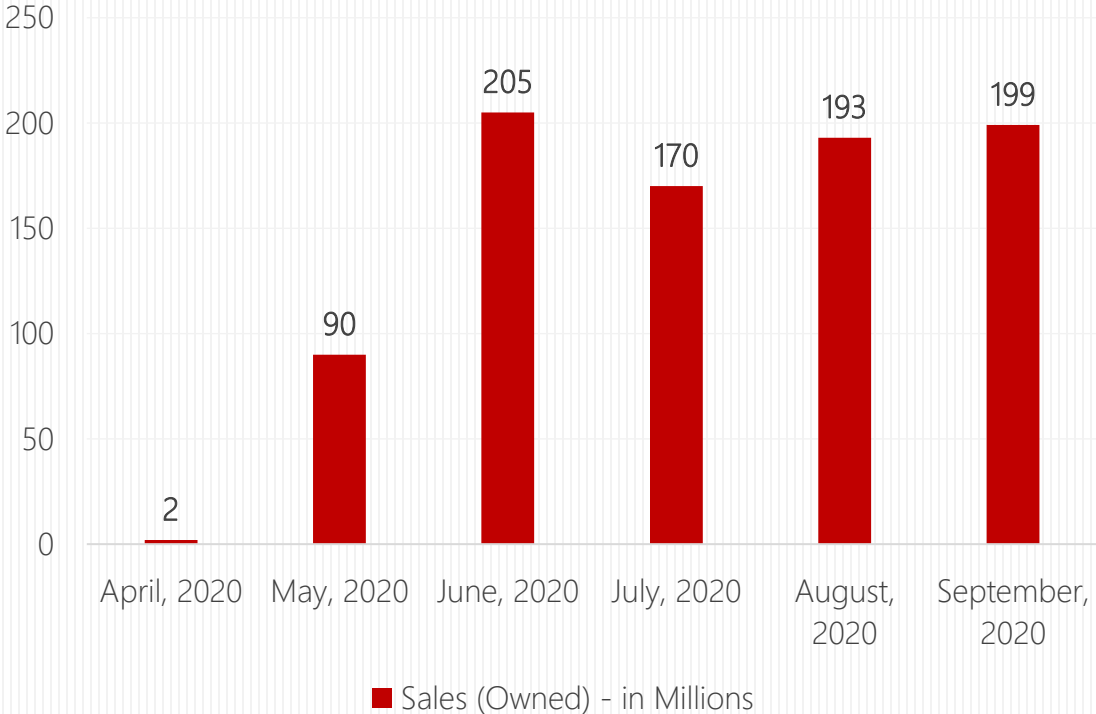
OWNED RETAIL STORES

OWNED RETAIL OUTLETS



(Half Year FY21)

Half Year Monthly Sales FY2021 – In Millions
(Owned Retail Outlets)

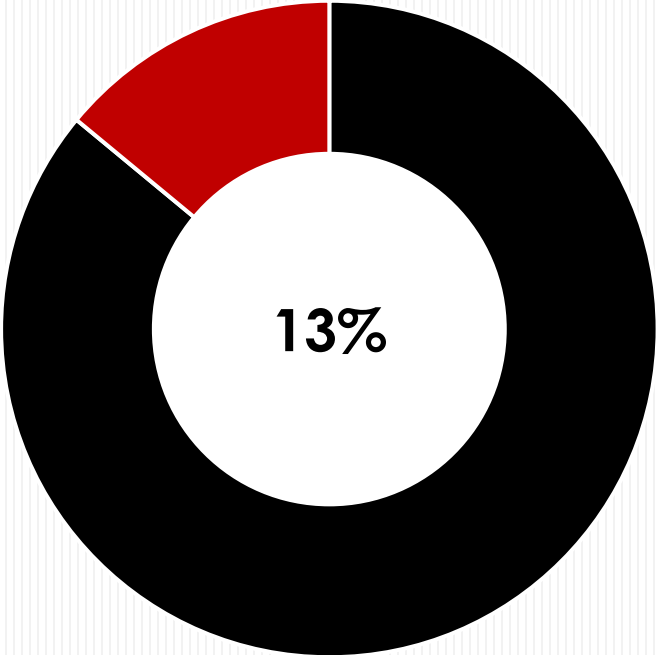


** Sales amount (without) net of returns; after GST

BUSINESS OVERVIEW

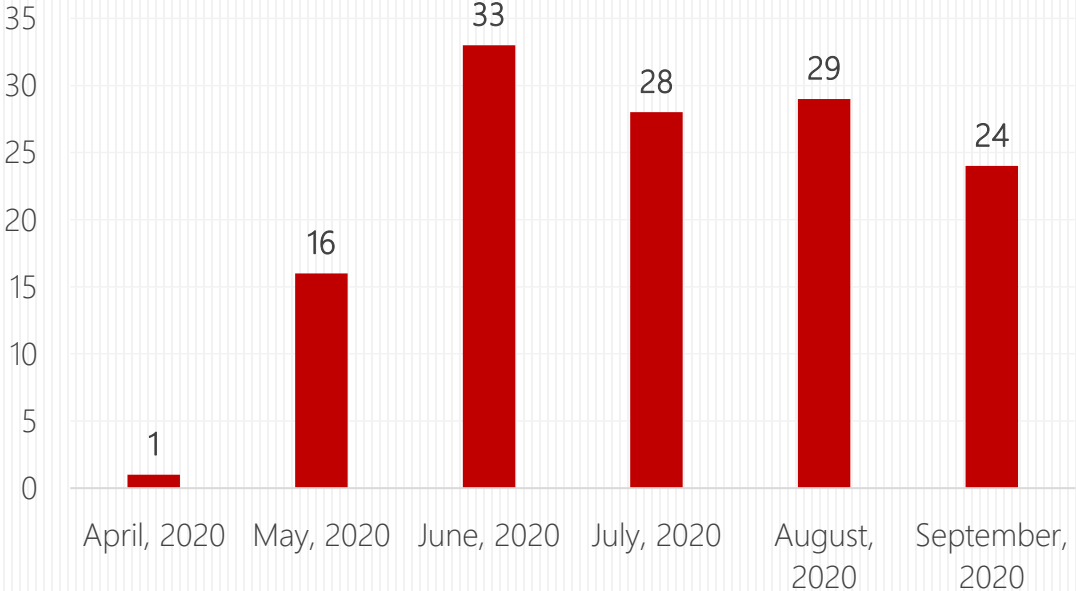
FRANCHISED RETAIL STORES

FRANCHISED STORES



(Half Year FY21)

Half Year Monthly Sales FY2021 – In Millions
(Franchised Stores)



■ Sales (Franchised) - in Millions

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

BUSINESS OVERVIEW

OFFLINE MARKET Vs. ONLINE MARKET

Product Experience before purchasing Electronic Device.

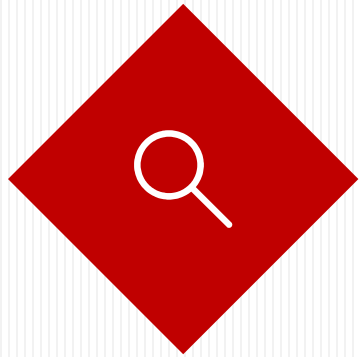
Simple return and replacement process.

Better after Sales-service.

All brands available under one-roof.

BUSINESS OVERVIEW

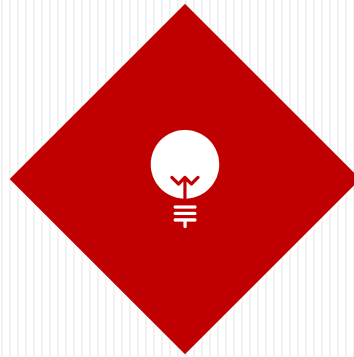
GROWTH STRATEGY – WAY FORWARD



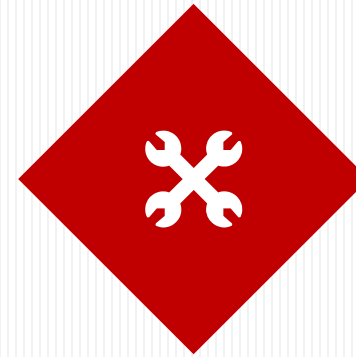
Moving up the value chain – Increasing outlets with multiple products



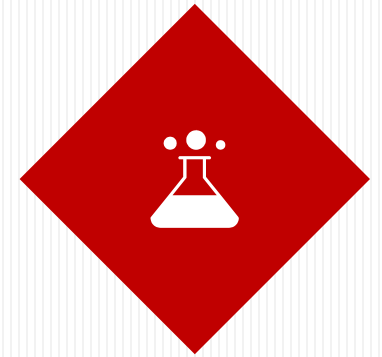
Maintaining price competitiveness



Promotion through Intelligent Marketing



Increasing number of brands at outlets



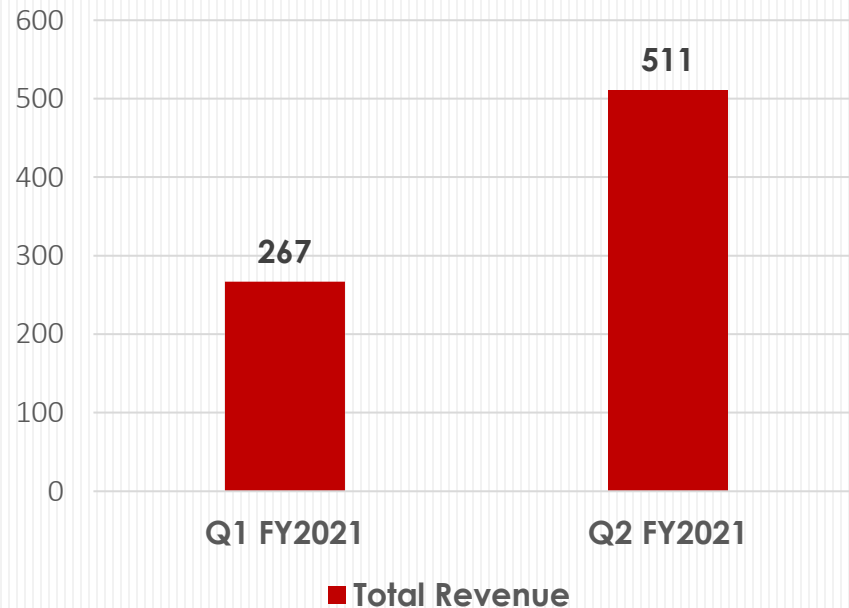
Improving per store sales growth

FINANCIALS

FINANCIAL PERFORMANCE – Q2 FY2021

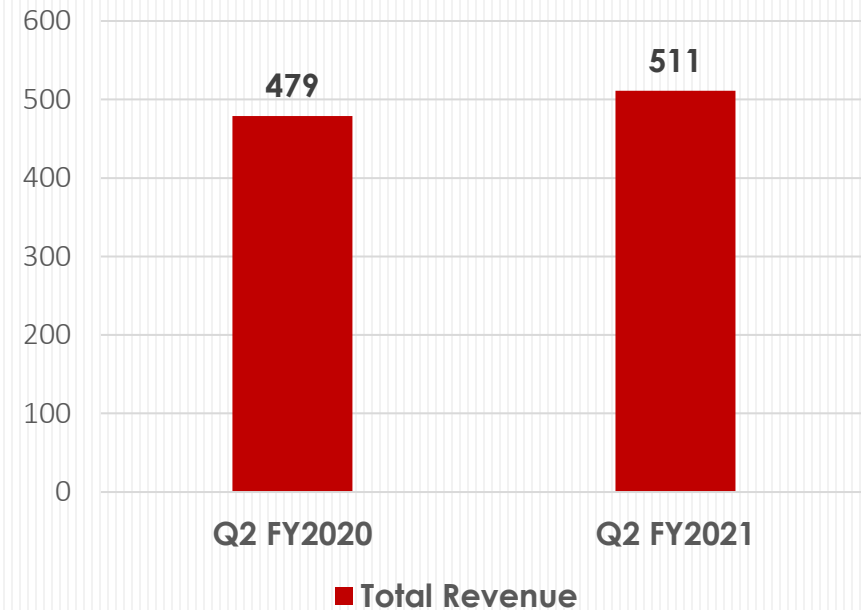
QoQ comparison

Total Revenue (in millions)



YoY comparison

Total Revenue (in millions)



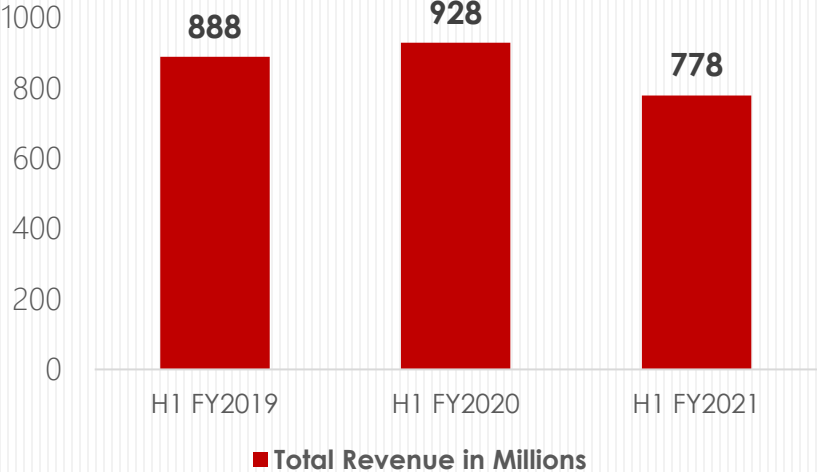
The company has been able to bounce back strongly post lockdown, and the demand for its products have witnessed minimal to no impact.

FINANCIALS

FINANCIAL PERFORMANCE – H1 FY2021

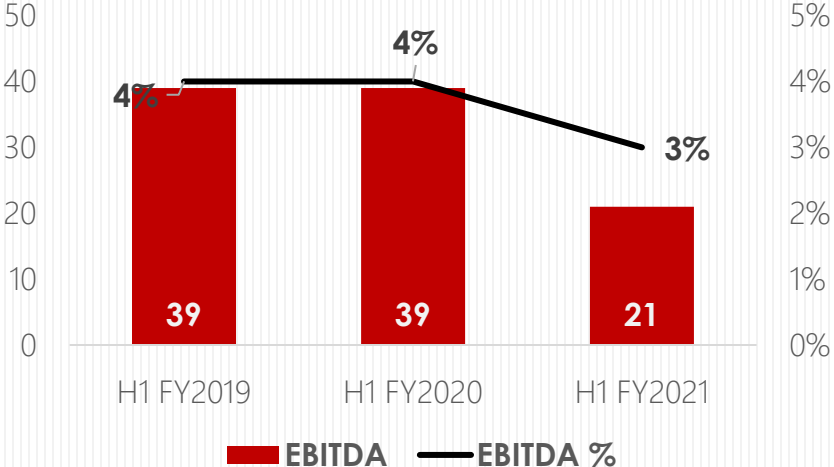
H1 FY2021 topline and profitability have declined due to the outbreak of COVID-19 and nationwide lockdown.

Revenue (in millions)

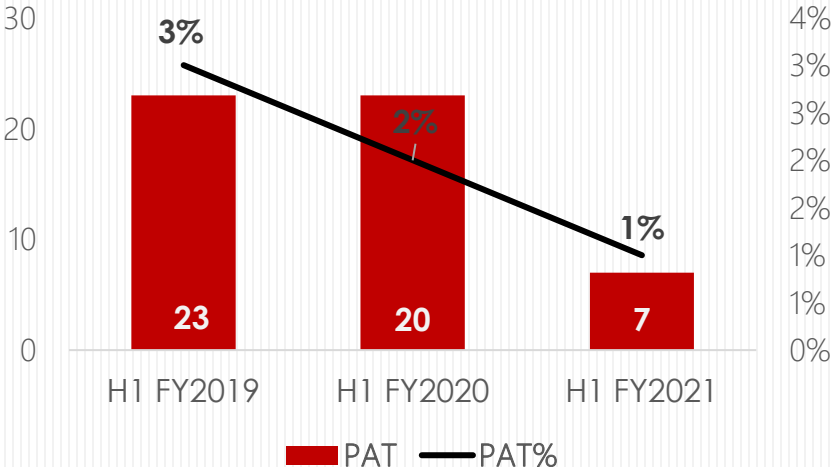


The company's outlet expansion has been completed and it is expected to be in a good wicket in the coming quarters and improve its profitability.

EBITDA (in millions) and EBITDA Margins

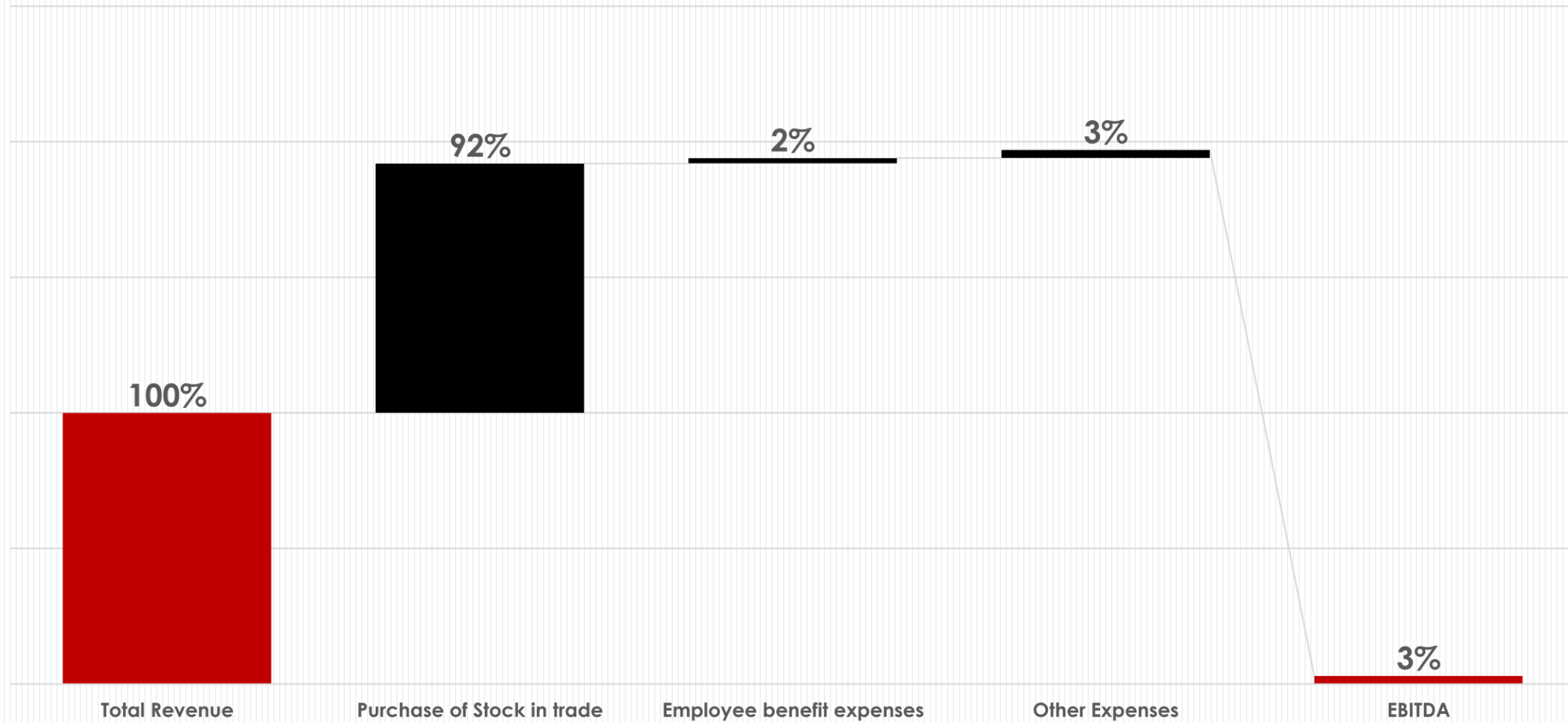


PAT (in millions) and PAT Margins



FINANCIALS

MARGIN PERCENTAGE BRIDGE – H1 FY2021



FINANCIALS

PROFITABILITY HIGHLIGHTS

6 months ending (in millions)	H1 FY20	H1 FY21
TOTAL REVENUE	928	778
Purchase of Stock-in-trade	832	714
Employee Benefit Expenses	17	16
Other Expenditure	40	26
EBITDA	39	21
EBITDA Margin	4%	3%
Depreciation	6	5
Interest	7	6
Exceptional Items	-	-
PBT	27	10
Tax Expenses	7	2
PAT	20	7
PAT Margin	2%	1%

FINANCIALS

BALANCE SHEET HIGHLIGHTS

(INR in millions)	Sept-19	Mar-20	Sept-20
Shareholders' Funds	352	386	380
Share Capital	125	125	125
Reserves & Surplus	227	261	255
Non-current liabilities	24	42	72
Long Term Borrowings	12	22	22
Deferred Tax Liabilities (Net)	-	2	1
Long-Term Provisions	2	3	3
Other long-term liabilities	10	16	45
Current Liabilities	284	222	224
Borrowings	124	86	127
Trade Payables	149	113	91
Other Current Liabilities	2	4	2
Short-term provisions	9	20	4
Total Equities & Liabilities	660	651	676

(INR in millions)	Sept-19	Mar-20	Sept-20
Non-current assets	98	128	123
Tangible Assets	68	65	62
CWIP	-	-	-
Intangible Assets	3	3	3
Non Current Investments	-	-	-
Deferred Tax Assets (Net)	-	-	-
Long-term Loans & Advances	27	60	58
Other Non-Current Assets	-	-	-
Current Assets	562	522	553
Inventories	240	223	247
Investments	-	-	-
Trade receivables	73	59	80
Cash & Cash Equivalents	178	196	186
Short-term loans & Advances	71	44	40
Other Current Assets	-	-	-
Total Assets	660	651	676

THANK YOU

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