

BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

CIN: L32109GJ2008PLC053336

Regd. Off: 132, Dr. Ambedkar Shopping Centre, Ring Road, Surat-395002

Website: www.bhatiamobile.com, E mail: csbhatia@bhatiamobile.com, Ph: 9727714477

BHATIA'S
The mobile one stop shop

Date: 17/02/2024

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 months ended 31st December, 2023 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

Safe Harbor

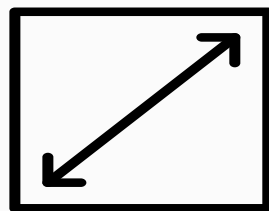
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BHATIA'S[®]
The mobile one stop shop



Bhatia- At a Glance

- **Bhatia Communications & Retail (India) Limited (is a renowned multi-brand consumer durables and electronic and electrical appliances retailer) specializing in a wide range of products.**
- **Dominant player in South and Central Gujarat, and other neighboring areas with a PAN Gujarat presence.**
- **The Company operates a network of multi-brand outlets (MBOs) under the brand name Bhatia Communication, "Bhatia Mobile - The One Stop Shop", "Only Mobile", "Mobile Station" and manages exclusive brand outlets (EBOs) for various brands.**
- **The company started mobile sales in 1996 and incorporated the company in 2008 with 1 store and as of Q3FY24 the company has 196 stores (186 owned and 10 franchise).**
- **Expanding operations outside Gujarat and opened its first store in Maharashtra in FY23.**



1.48 Lakh sq.ft.
Total Retail footprint

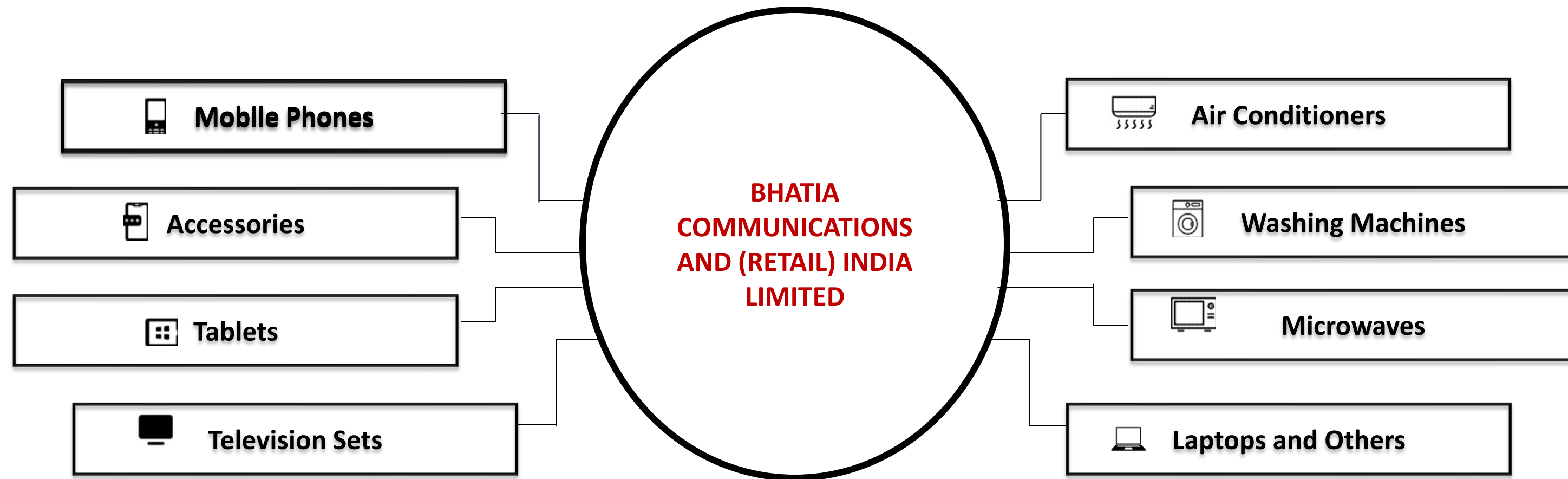


196
Stores as on Q3 FY24

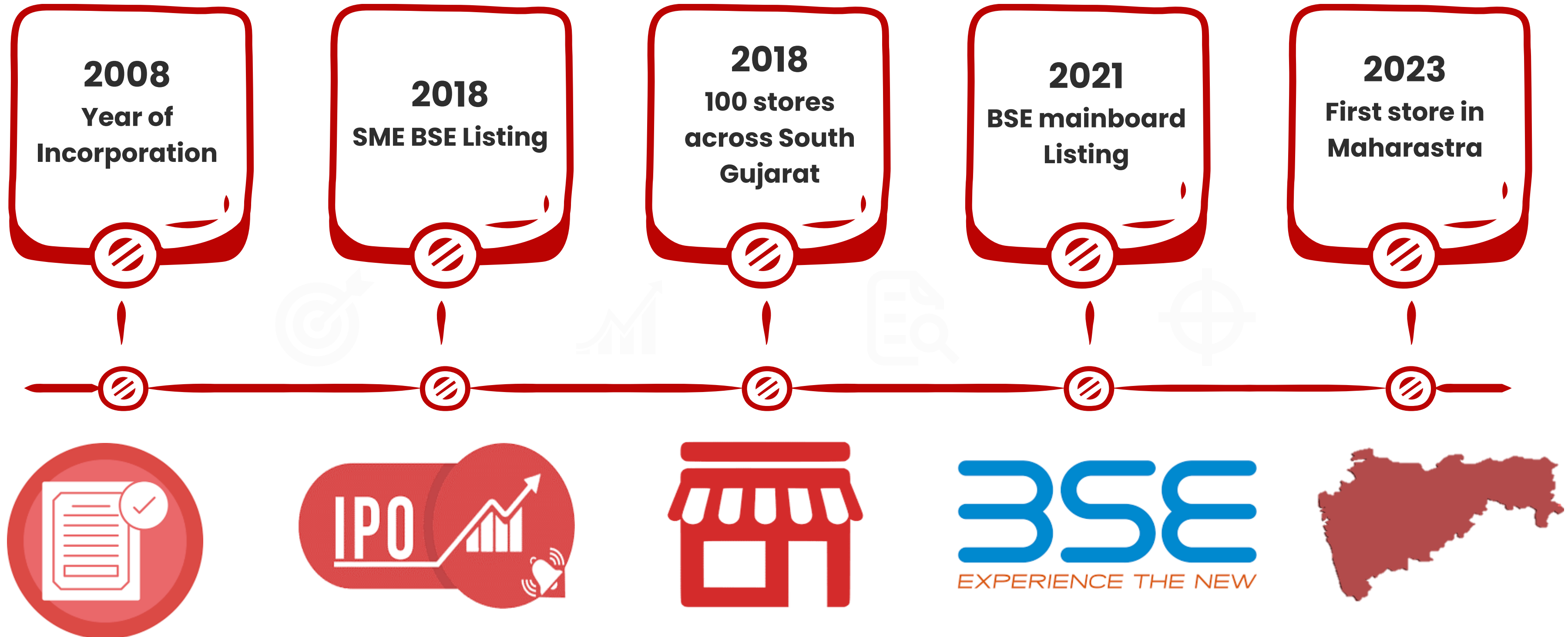


Surat
Headquarters

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



Milestones- From Strength to Strength



Key Management

SANJEEV BHATIA, MANAGING DIRECTOR

Sanjeev Bhatia, aged 44 years, is having vast experience of 24 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 42 years, have vast experience of 22 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.



Strong Partnerships

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xiaomi



TECNO



Lenovo



Offline- Viable Business Model

Why
Offline
Still
Matters?



Personal Customer Service

Important for Indians when it comes to Electronics



After Sales Service

Customer can walk-in anytime after a sale for support, bolstering repeat purchases



Tangible Marketing

Multiple rewards and loyalty programs for customers, thereby leading to customer retention



Multiple Finance Options

Customer can select from a slew of financing options and optimise their purchase decision



Wider Product Range

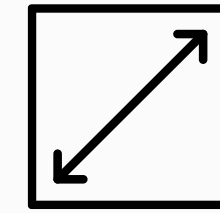
Customers can select from a wide range of options

Business Model



196

Stores as on 9M FY24



700 sq.ft.
Average Store
Size



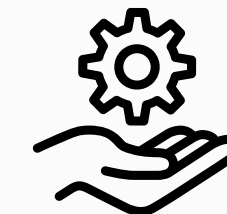
**Direct purchase from companies at
competitive prices**
Robust Supply Chain



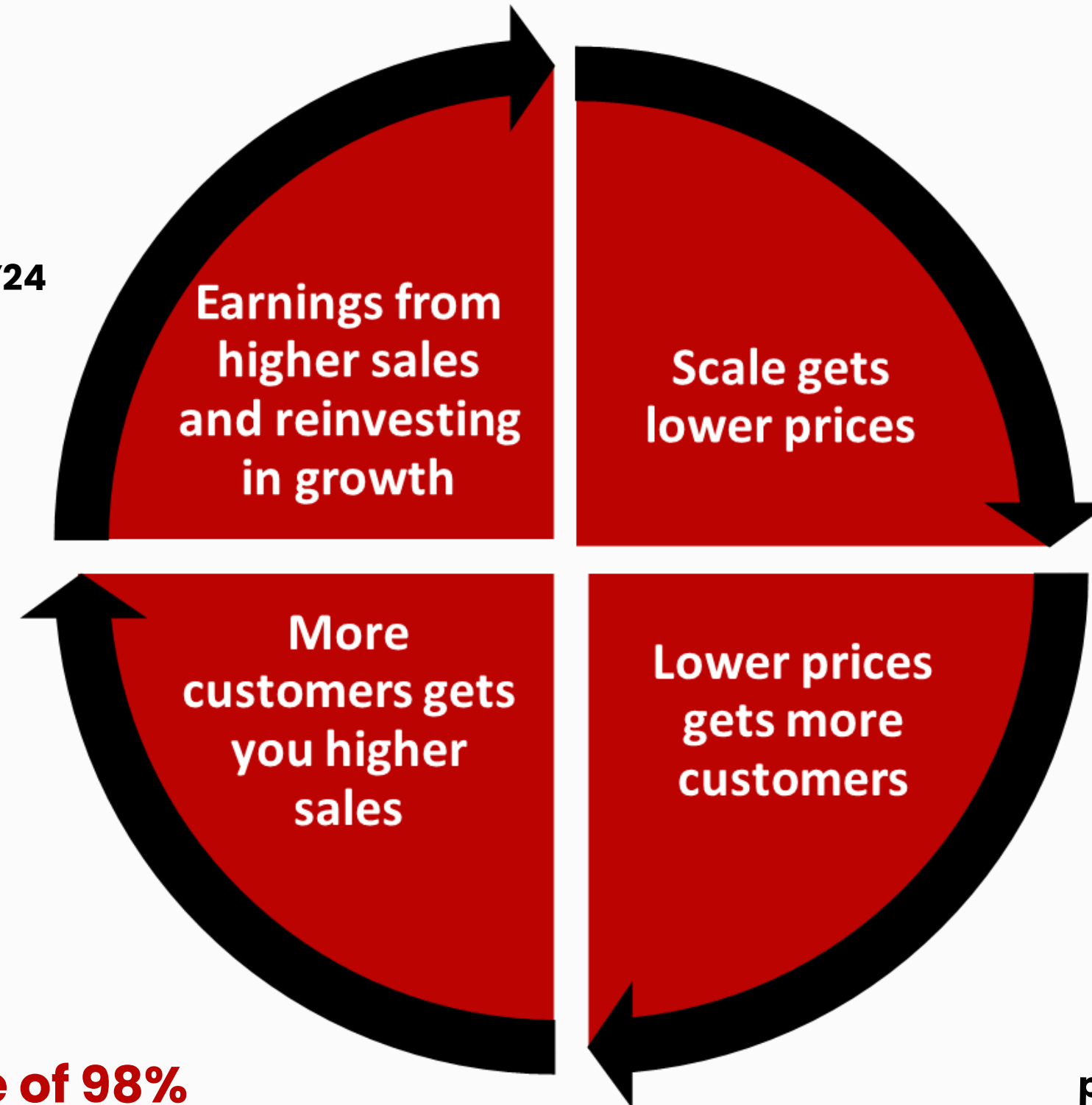
www.bhatiamobile.com
Online Store



Customer Conversion rate of 98%
Consumer Centric



Customer Service and Rewards
Innovative Sales idea and loyalty
programs coupled with robust after sales
support



Driving Principles

**Customer
Centric
Approach**

Customer-centric approach based on providing Best Range, Lowest Price, Fast Installation and Great After Sales Service

**Strong
relation with
Brands**

Large Supplier base (Brands) selling their products at Scale

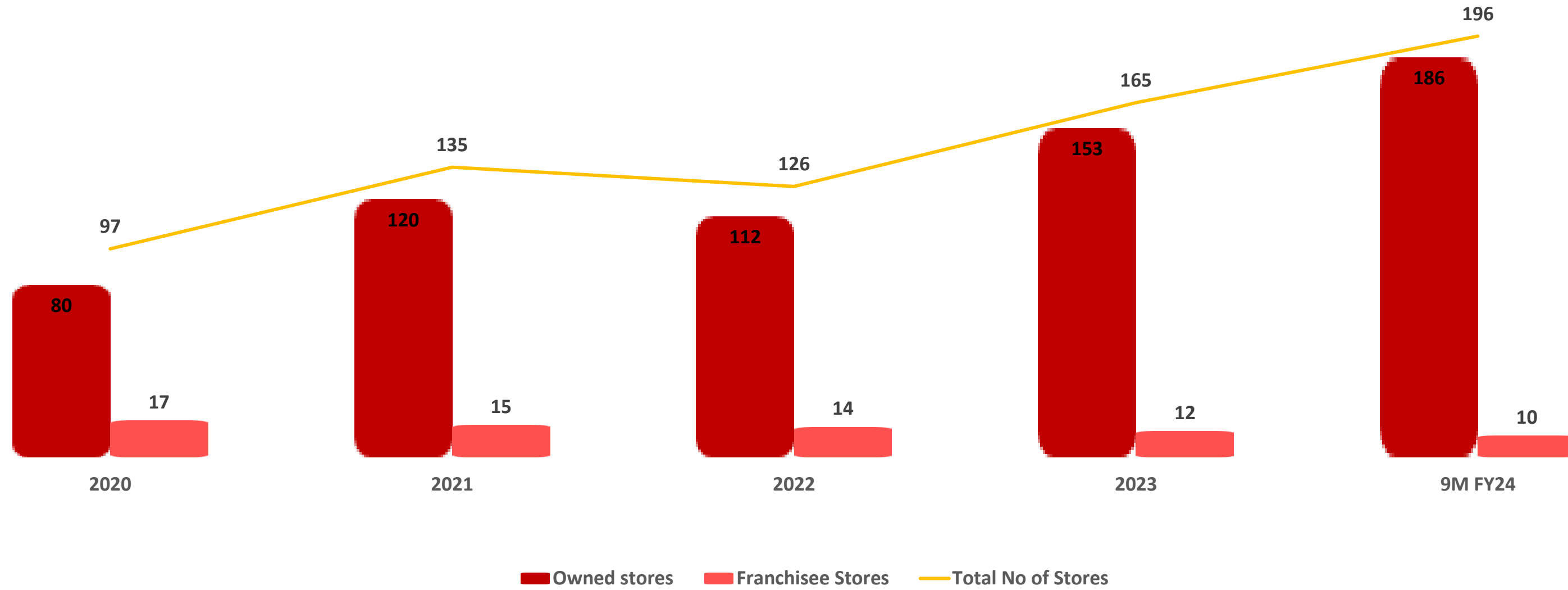
**Prudent
Capital
Allocation**

Prudent Capital Allocation with Strong Corporate Governance & Growth for all Stakeholders

**Statistical
Sales
Approach**

Incorporating MIS for brand selection, which in turn helps in strategic purchase decisions.

Stores and Formats

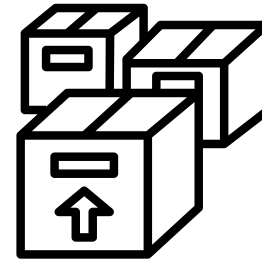


Store Unit Economics



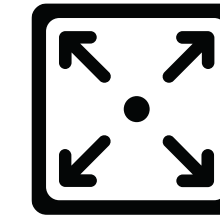
Rs. 8-10 lakhs

Average Capex per store



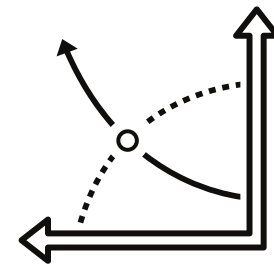
Rs. 33-35 lakhs

**Average Working capital
req. per store**



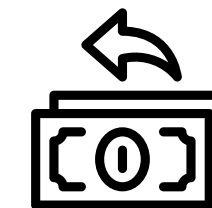
650-700 sq.ft.

Average Store Size



3-4 months

Average monitoring period



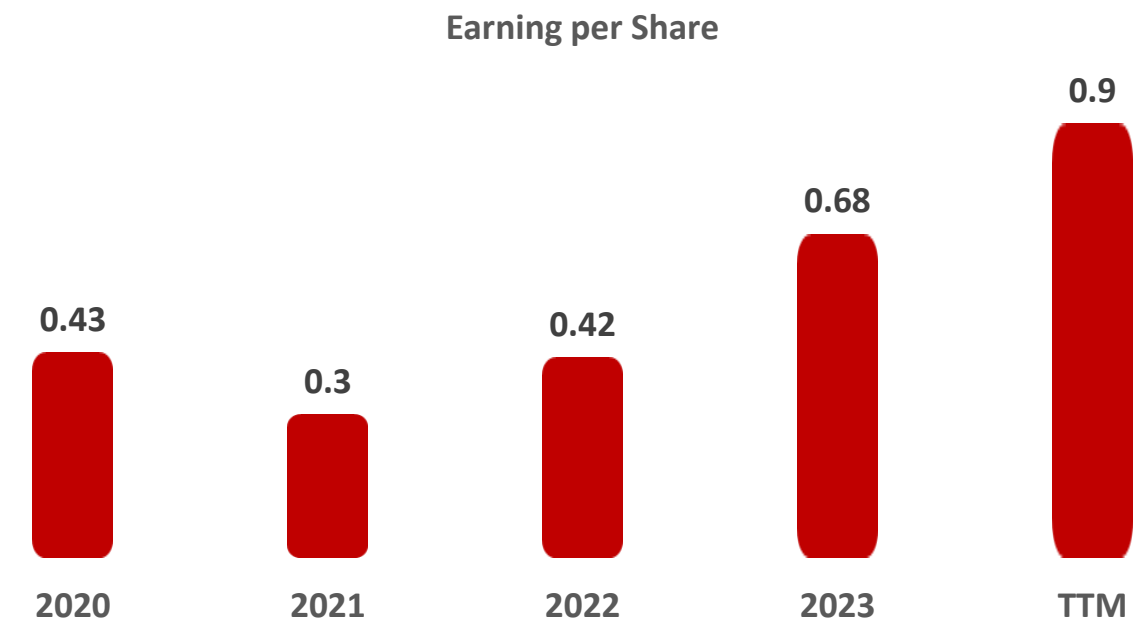
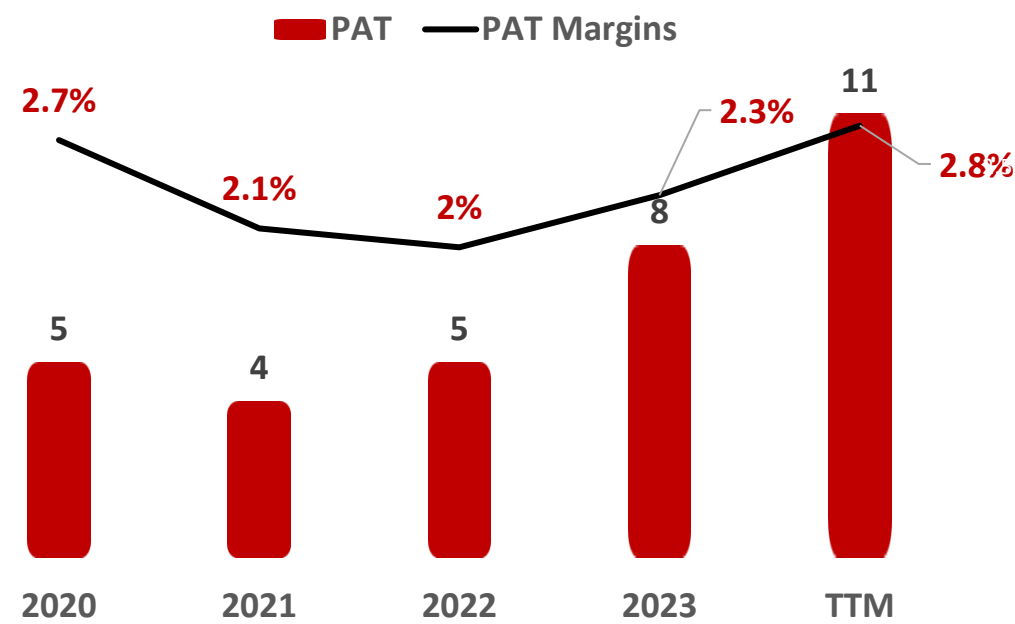
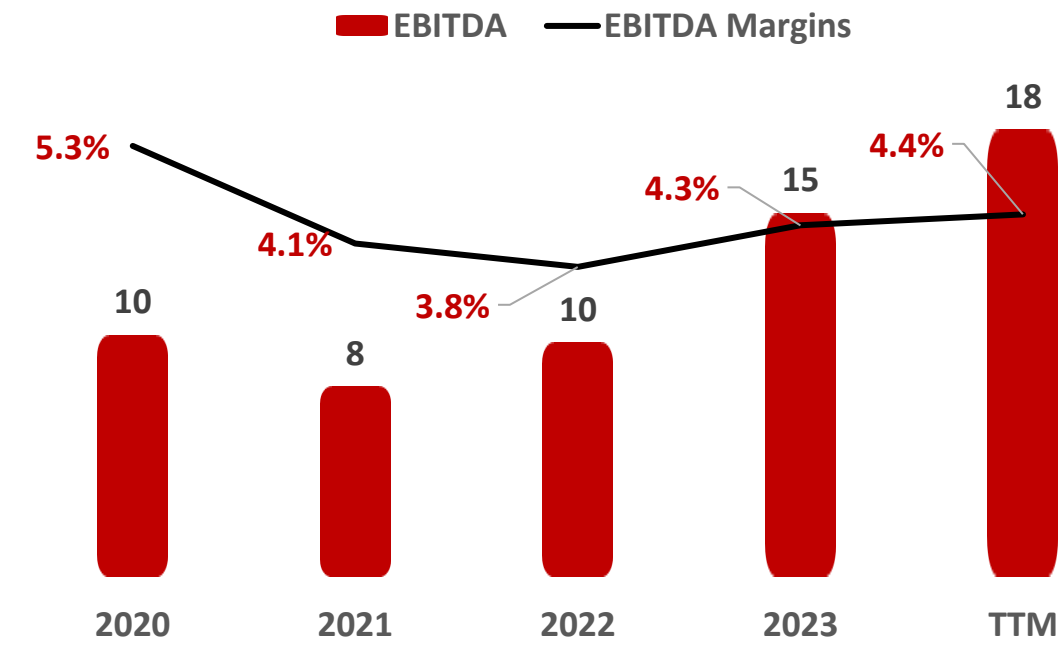
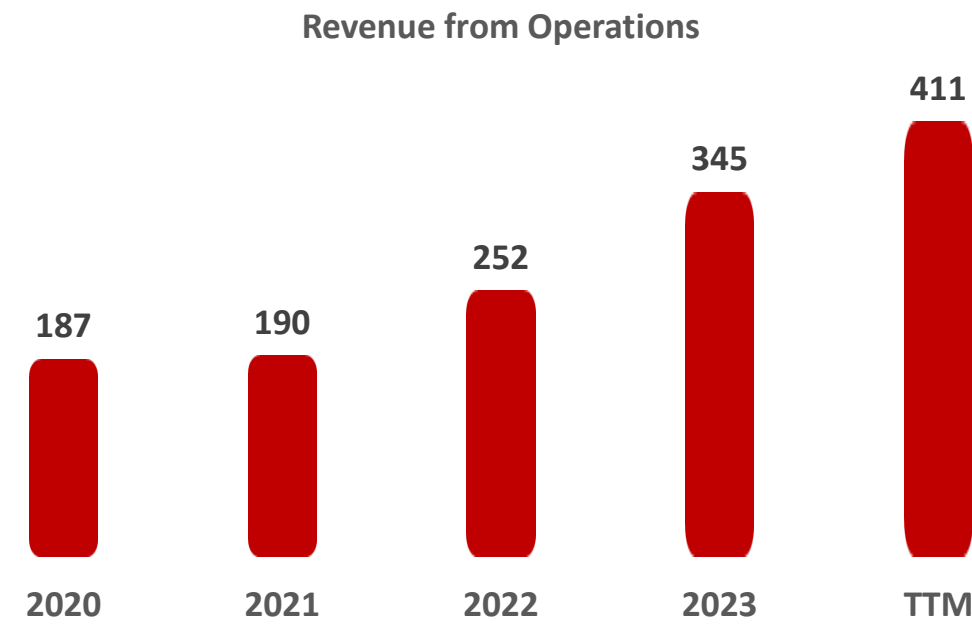
12-13 months

Average Payback Period

Quarterly Financial Highlights

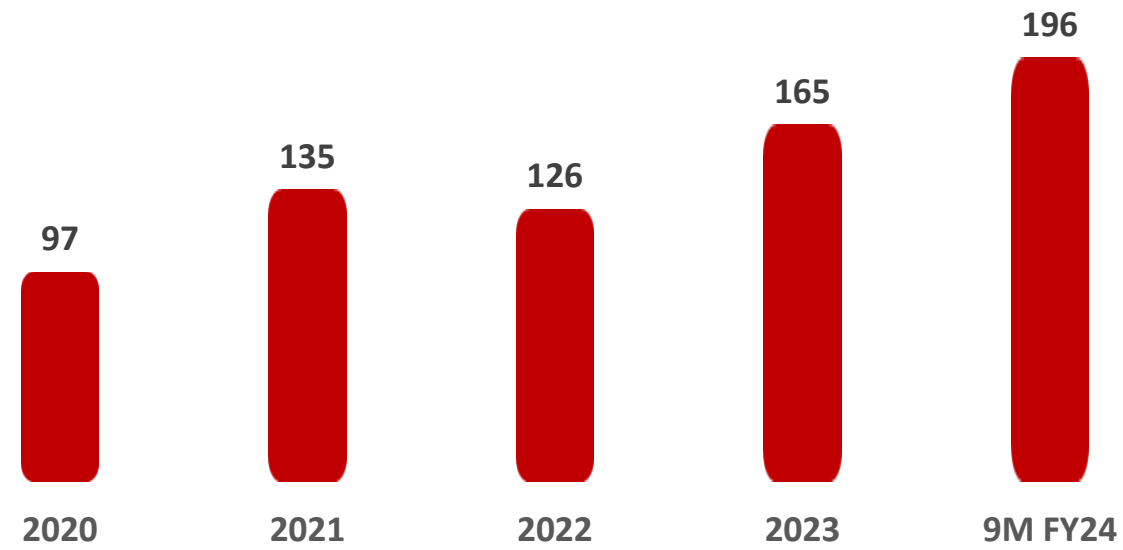
Particulars	9M FY24	9M FY23	Growth YoY%	Q3 FY24	Q3 FY23	Growth YoY%
Revenue	321.07	254.55	26%	117.00	98.38	19%
Total Expenditure	309.73	247.09	25%	113.68	95.07	20%
EBITDA	13.56	10.18	33%	3.30	3.31	0%
EBITDA Margin %	4.2%	4.0%	-	2.8%	3.4%	-
Depreciation	1.07	0.98	-	0.38	0.35	-
EBIT	12.49	9.20	36%	2.92	2.96	-1%
Interest	1.17	1.70	-	0.56	0.70	-
PBT	11.32	7.46	52%	3.32	3.31	0%
Tax	2.80	1.83	-	0.84	0.85	-
Net Profit	8.52	5.62	52%	2.48	2.47	0%
PAT Margin %	2.7%	2.2%	-	2.1%	2.5%	-
EPS	0.68	0.45	51%	0.20	0.20	0%

Financial Highlights

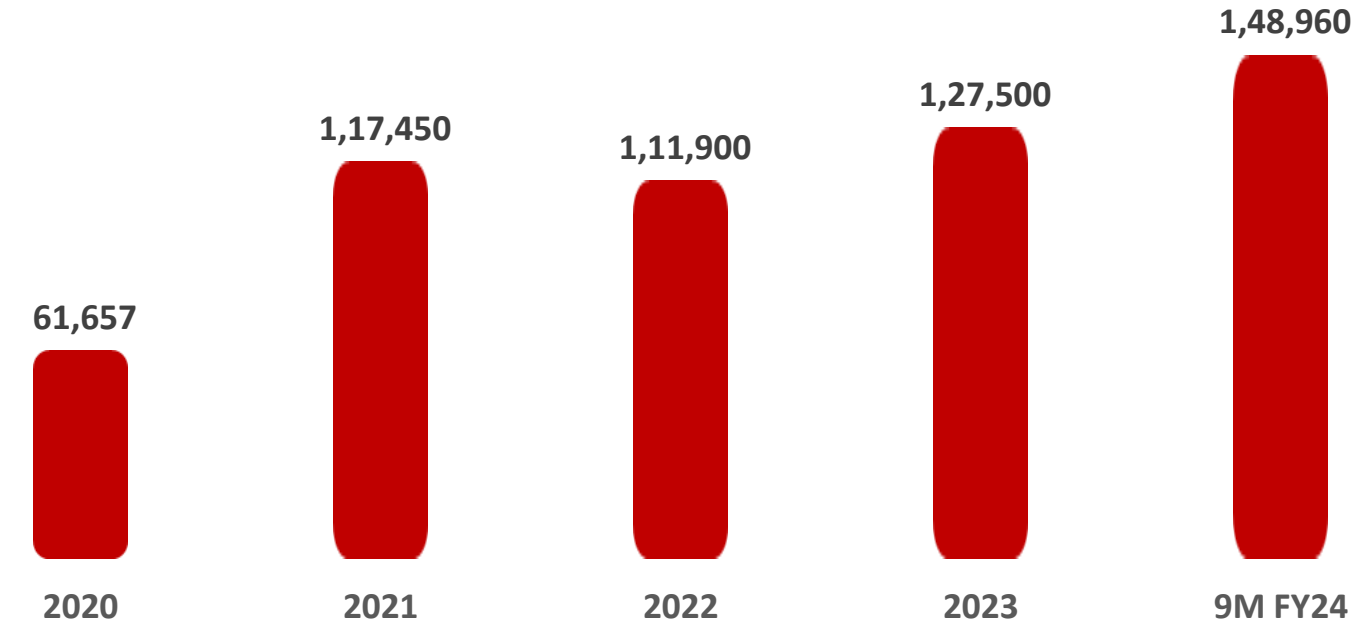


Key Performance Indicators

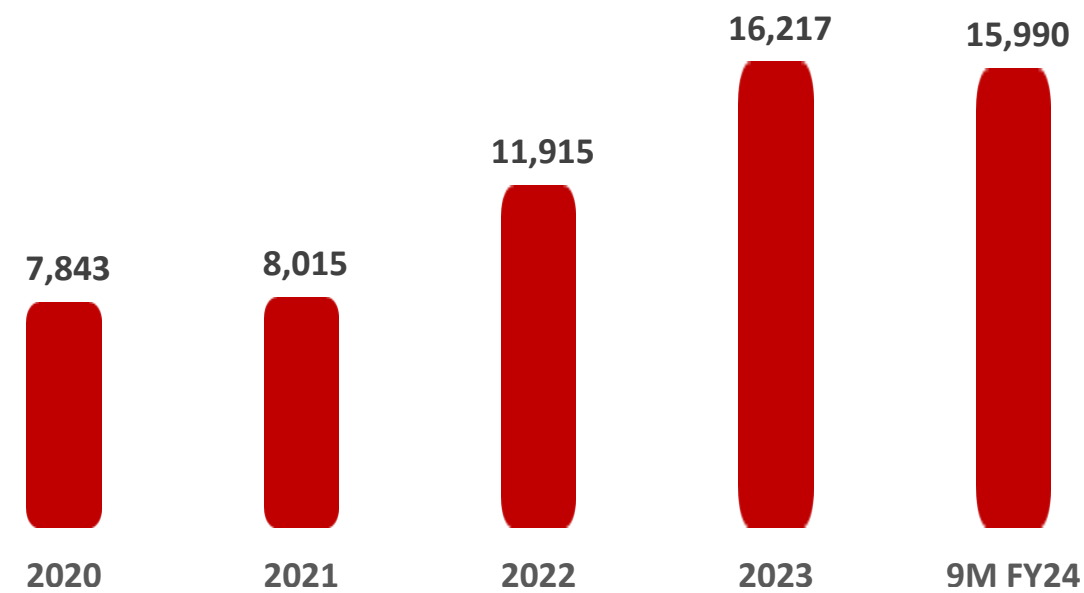
Total No of Stores



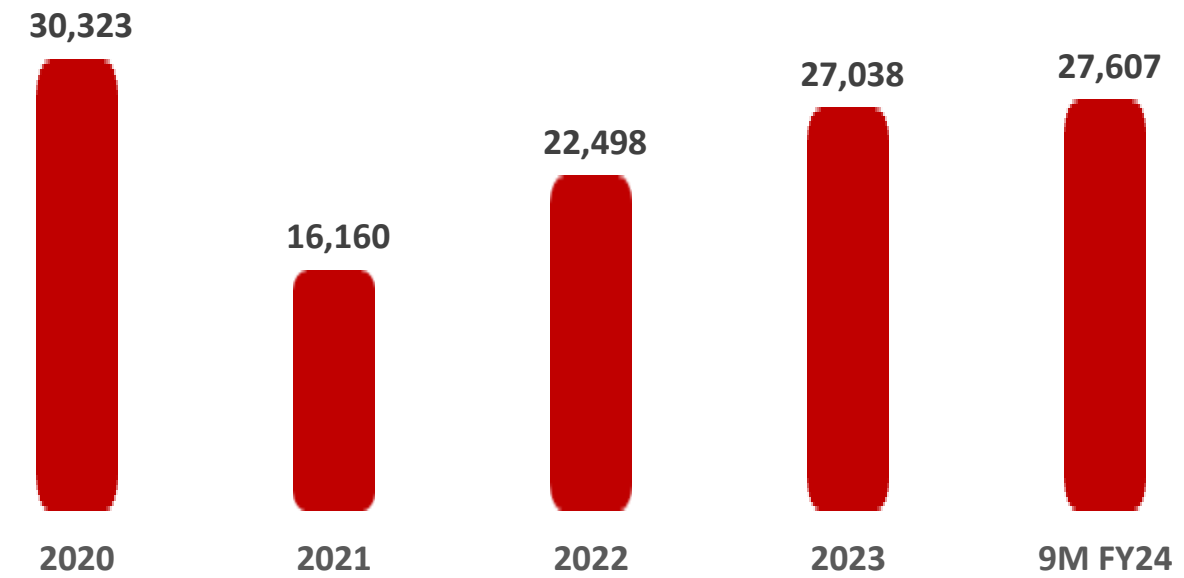
Total Retail footprint (in sq.ft.)



Revenue per device(in Rs/unit)

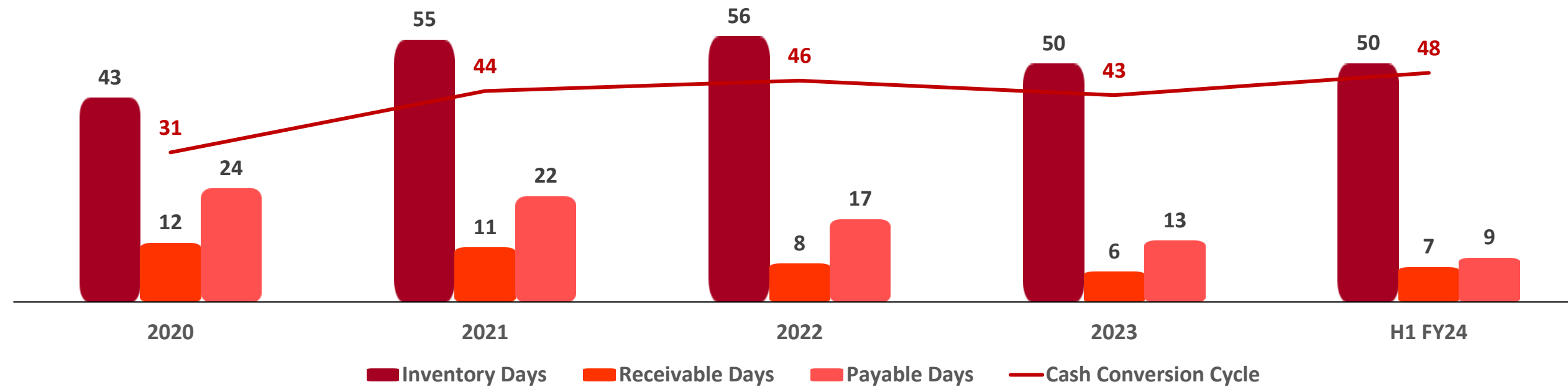


Revenue per sq ft (in Rs/sq ft)

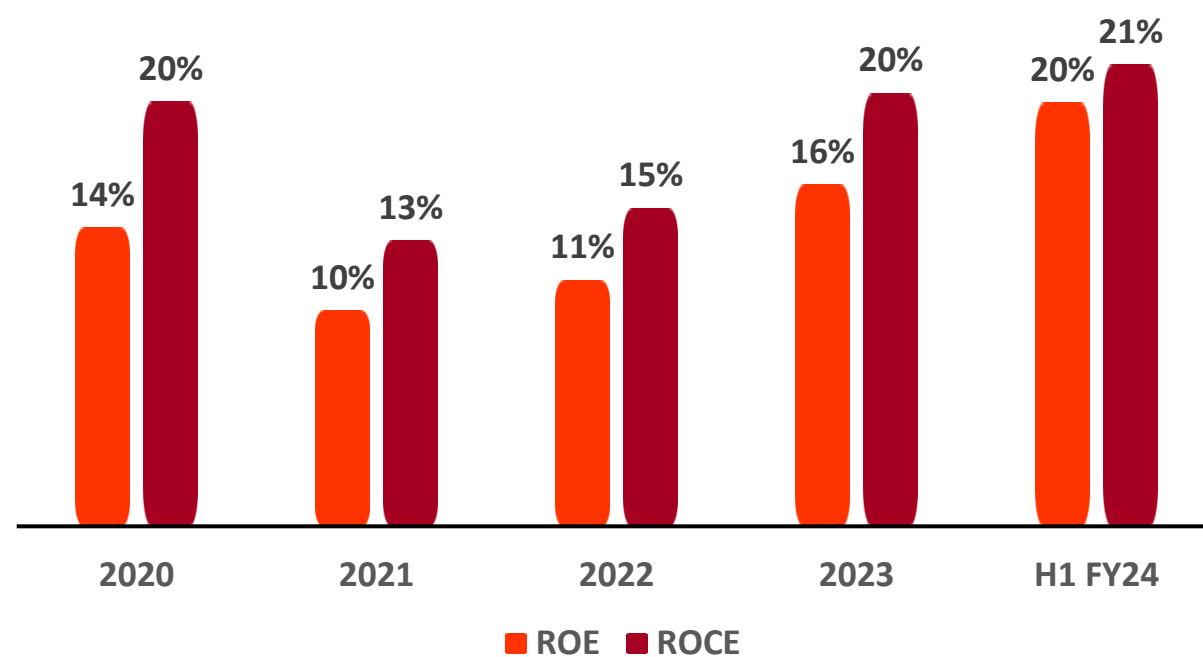


Prudent Financial Management

Working Capital Management



Return Ratios



0.4x
Debt to Equity



**Net Debt Free Balance Sheet with
Surplus "Cash on Books"**

What makes Bhatia Special?



Strong Brand Image



Exclusive agreements with leading brands



Net Debt-Free Balance Sheet



Robust Return on Capital



Attractive offers and loyalty programs for customers



Decentralised management operations

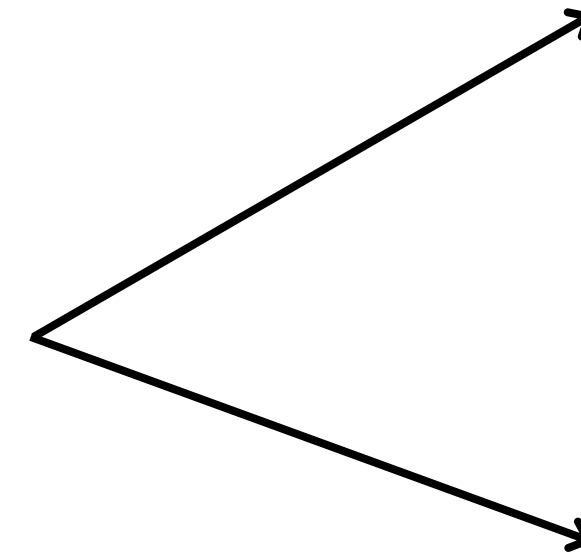
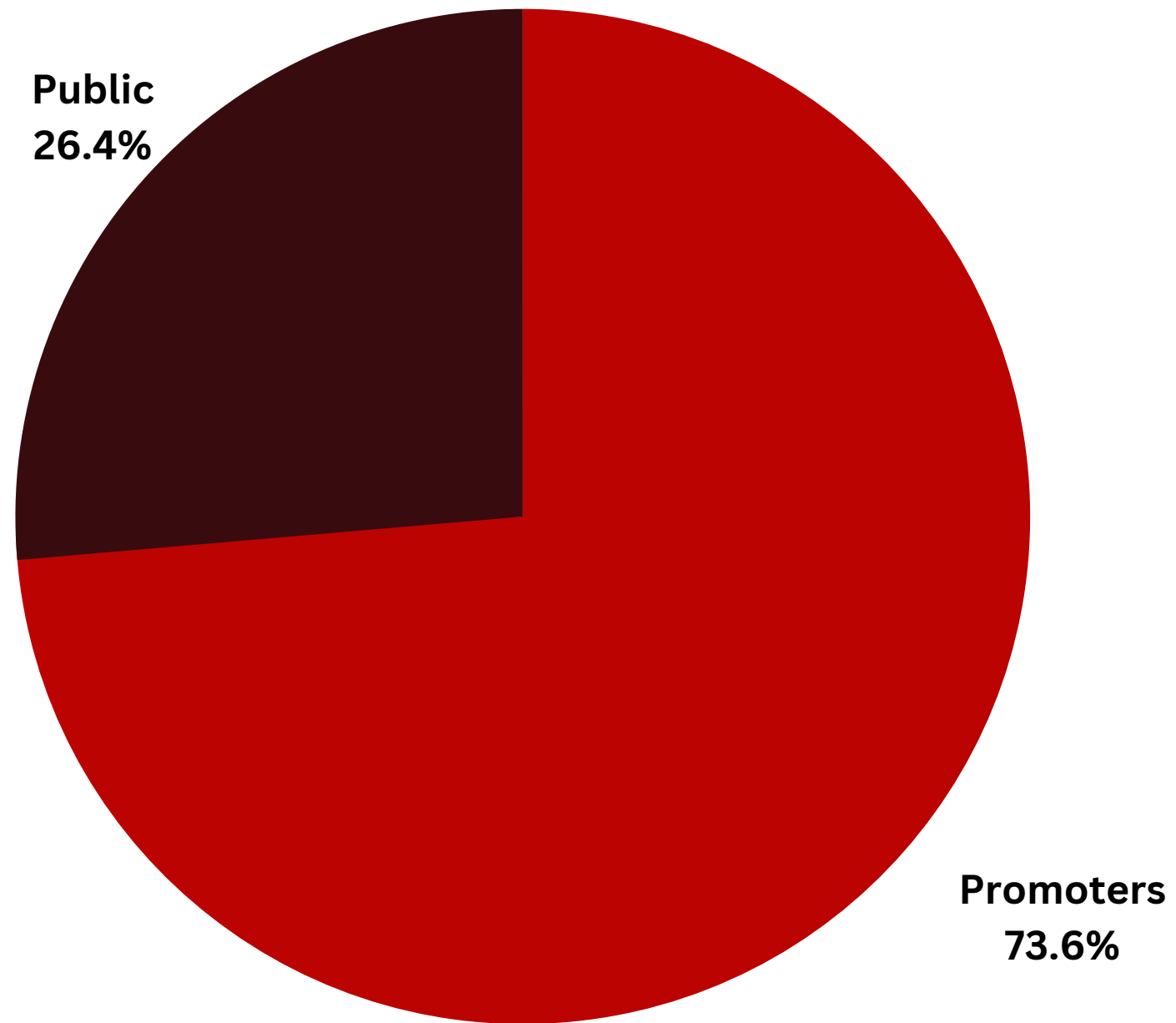
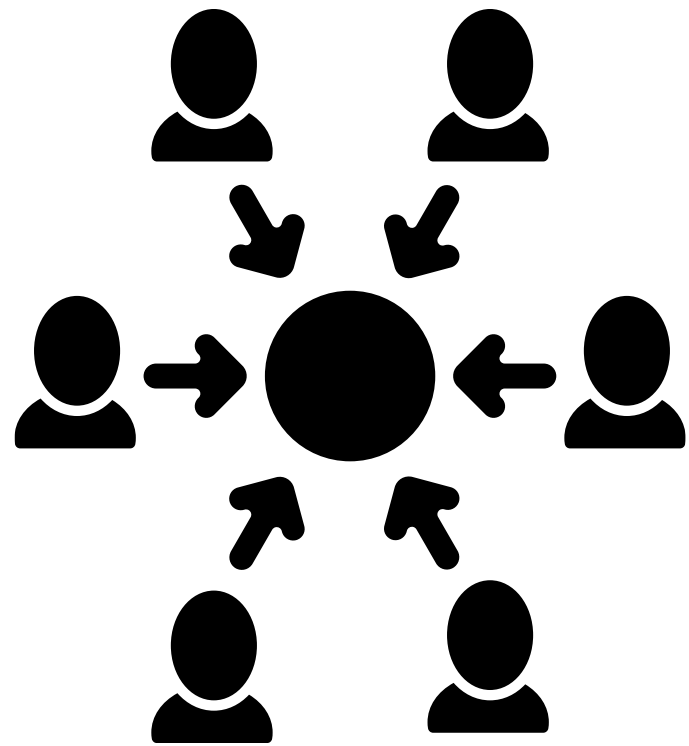


Customer Purchase Upgradation



Curated finance options with leading banks

Shareholding Pattern



Nikhil Bhatia
38.6%

Sanjeev Bhatia
34.06%



<https://bhatiamobile.com/>



+91 9727714477



csbhatia@bhatiamobile.com

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Thank You