

BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

CIN: L32109GJ2008PLC053336

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

Website: [www.bhatiamobile.com](http://www.bhatiamobile.com), mail: info@bhatiamobile.com, Ph: 0261-2349892

---

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

Date: 14.06.2023

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 Year ended 31st March, 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**



# **INVESTOR PRESENTATION**

**BHATIA COMMUNICATIONS AND RETAIL (INDIA)  
LIMITED  
QUARTER ENDED 31.03.2023**



# Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Bhatia Communications & 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.

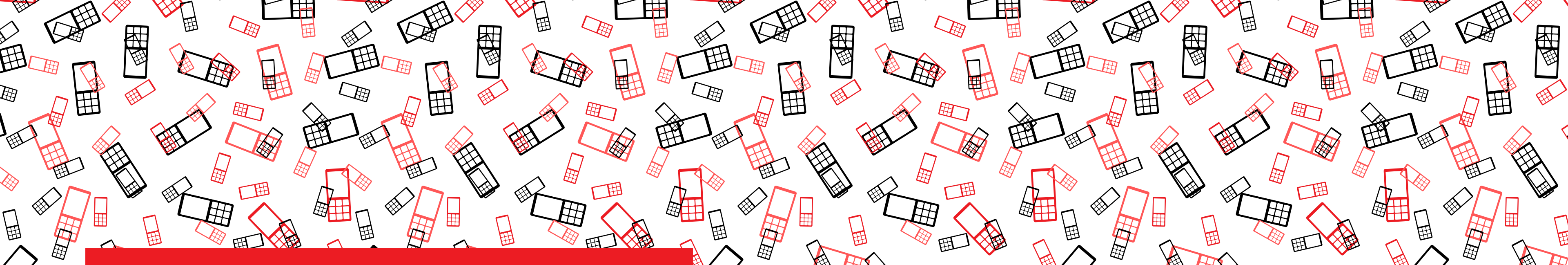
# COMPANY OVERVIEW

**Our company is engaged into retail and wholesale distribution business of trading mobile handsets, tablets, data-cards, mobile accessories, air conditioners, Washing Machines and other Electronic Equipment. We sell smart mobile handsets of all the brands including APPLE I-PHONE, SAMSUNG, OPPO, GIONEE, VIVO, HONOR, JIO, REALME, REDMI, NOKIA etc, mobile related products, tablets, data cards, accessories under one roof through our owned 153 retail outlets chain located all over the South Gujarat region including Surat, Vapi, Valsad, Navsari, Vyara and other towns of South Gujarat. We also provide the same services through our 12 franchisee retail chain dealers located in the South Gujarat region.**

**The existing business was started back in 2008 with a single shop by taking over the running business of partnership firm M/s. Bhatia Watch & Gift and at present under the Brand name of Bhatia Communication/Bhatia Mobile – “The Mobile One stop Shop” the same has expanded its space to more than 165 shops in South Gujarat including franchisees.**

**Apart from Mobiles handsets, Tablets and its accessories, we are also engaged in trading of home appliances product like Televisions (Smart TV, LED TV and LCD TV), Air conditioners, Air coolers, Microwaves, Refrigerators, Washing Machines and other home Appliances. We sell all these home Appliances of various brands like AKAI, WHIRLPOOL, KENSTAR, PANASONIC, HAIER, VOLTAS, USHA and many more.**

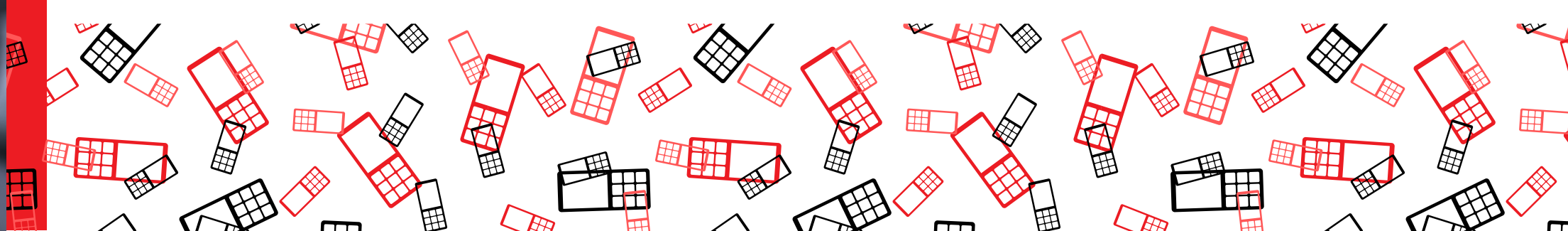


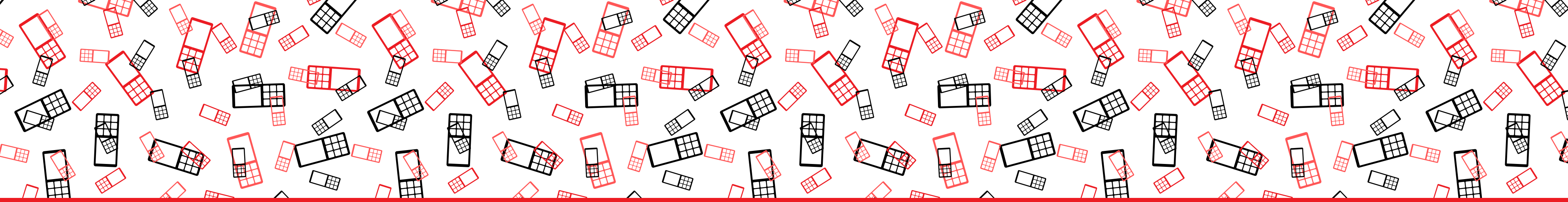


# LIST OF CONTENTS

## 01 BUSINESS OVERVIEW

## 02 FINANCIAL HIGHLIGHTS





# **BUSINESS UPDATES**

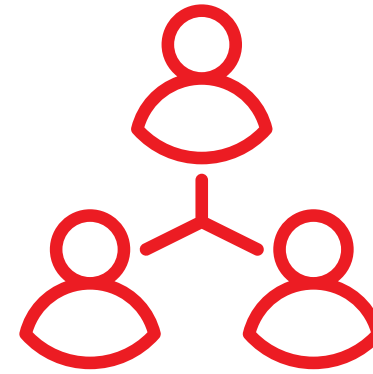


# CORPORATE GOVERNANCE AND COMPLIANCE PRACTICES



Clients

- Business value
- Innovation



Employees

- Career Opportunities
- Learning & Development



Community

- Swachh Bharat Abhiyan
- Improving Livelihoods



Government

- Good Governance
- Compliance



Partners

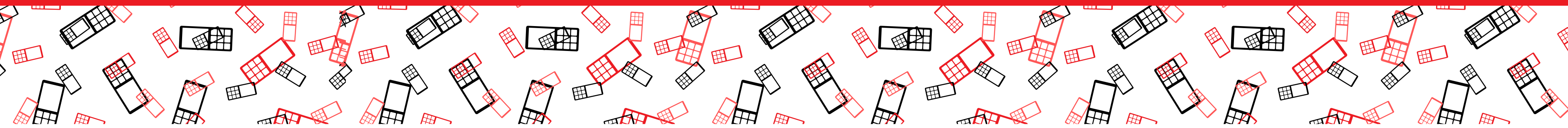
- Engagement
- Long term partnership



Investors

- Stability
- Reputation

# 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.

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.

## Year of Pandemic

**2021**

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

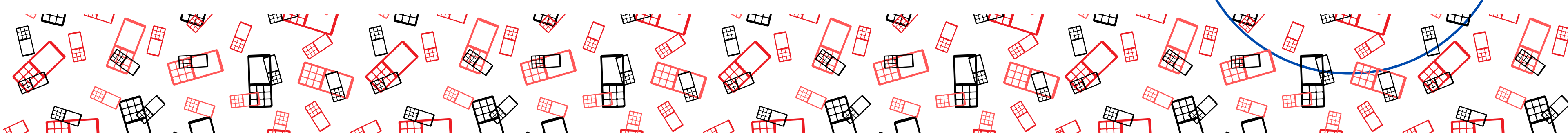
## Improved Profitability Margins

**2022**

**2023**

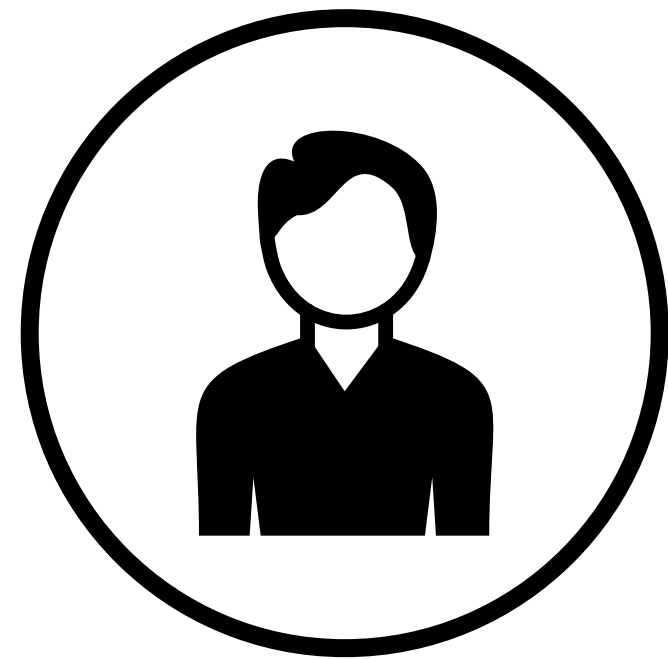
## Business Expansion

The company concentrated on expanding its business and started its first outlet in Maharashtra



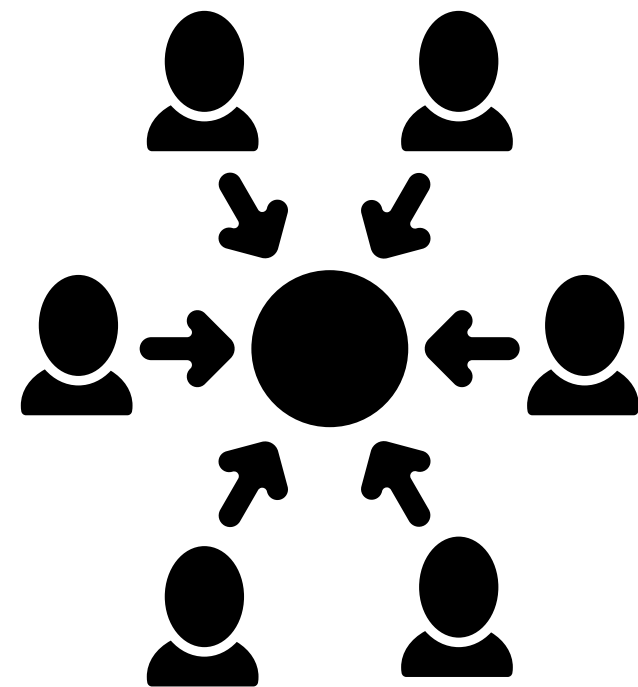
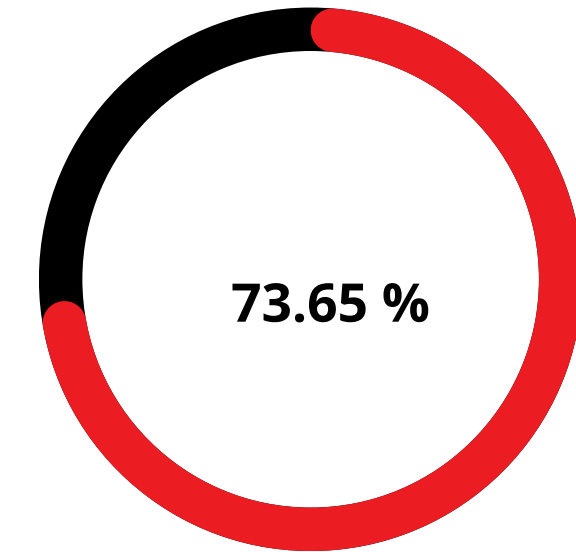


# CURRENT SHAREHOLDING PATTERN



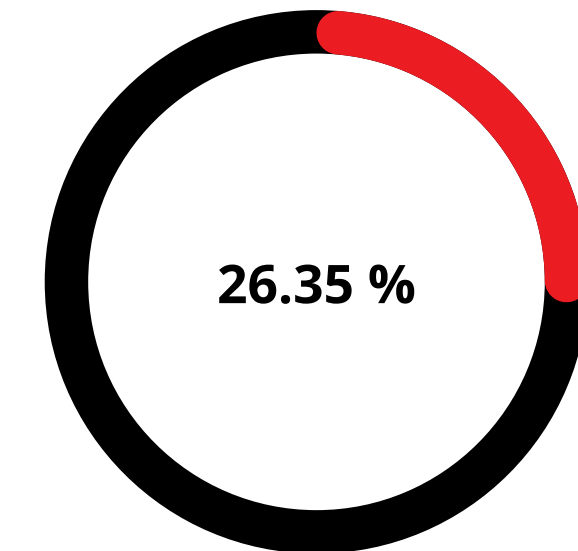
**PROMOTERS'  
SHAREHOLDING**

**7 PROMOTERS WITH  
9,21,78,190 SHARES**



**PUBLIC  
SHAREHOLDING**

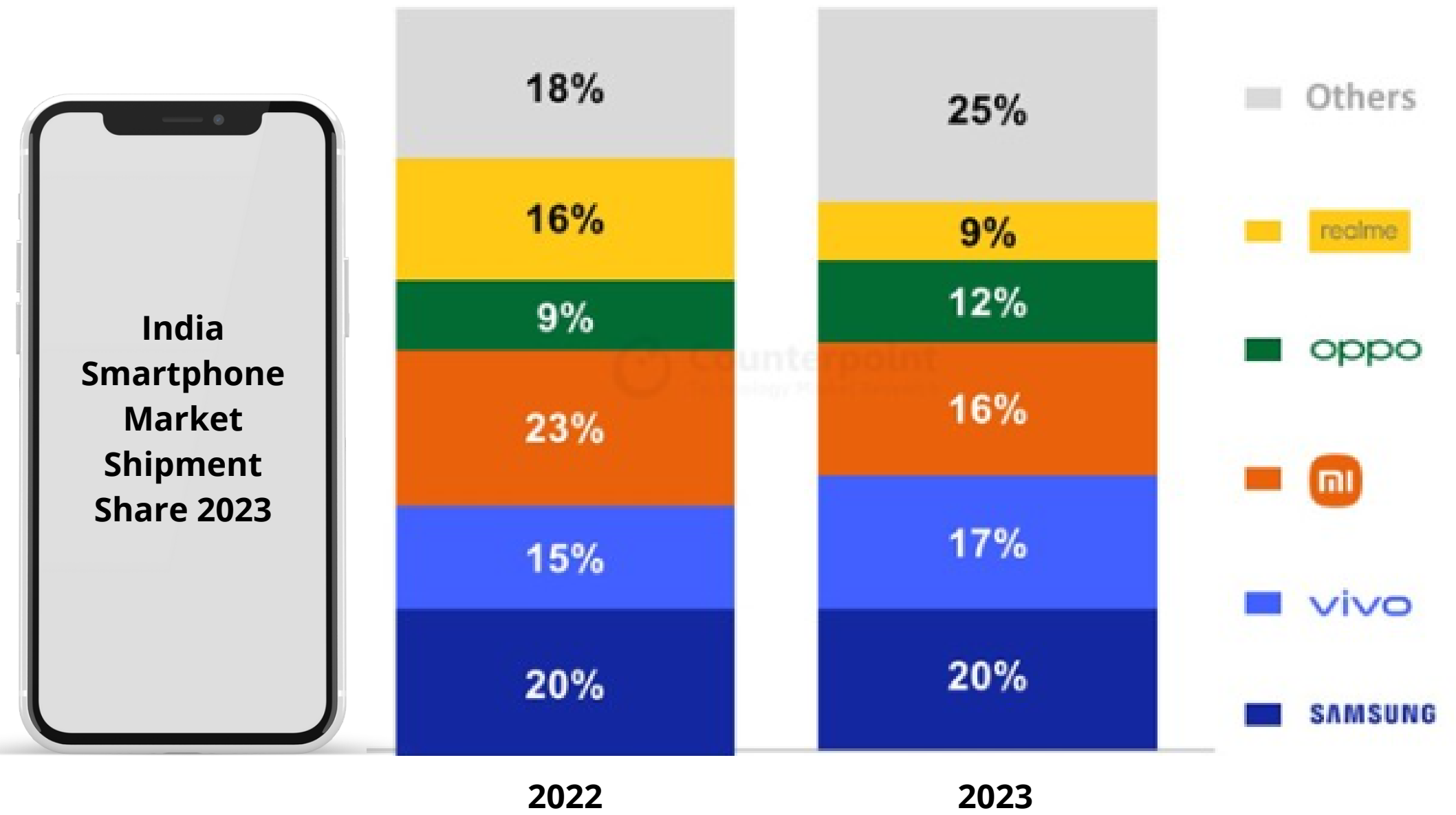
**16,904 SHAREHOLDERS  
WITH 3,29,73,810 SHARES**



# INDUSTRY INSIGHTS

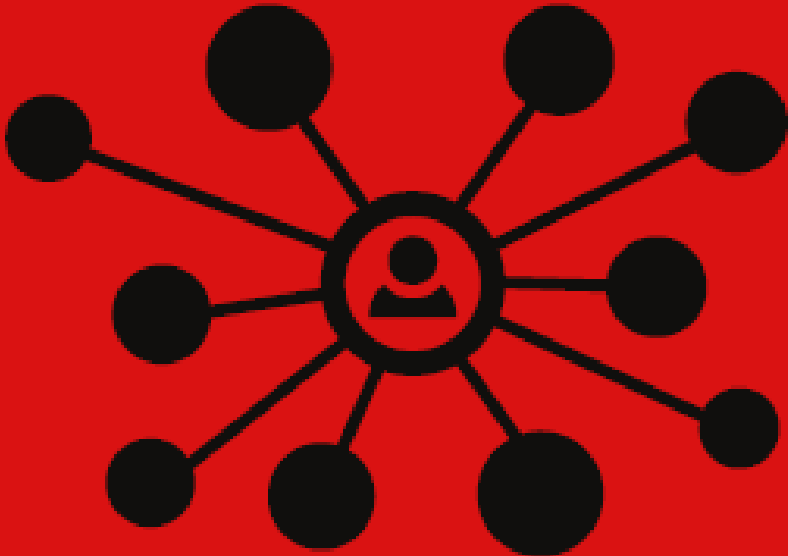
## India Smartphone Market Records

- 2023 (January-March) was the third consecutive quarter to see a decline in India's smartphone shipments.
- 5G smartphones' contribution to total smartphone shipments reached a record of 43%.
- With a 20% share, Samsung led the Indian smartphone market for the second consecutive quarter. It was also the top 5G brand.
- Vivo captured the second spot and became the leading brand in the affordable premium segment (INR 30,000-INR 45,000, ~\$370-\$550)
- Apple continued to lead the premium and ultra-premium segments, with strong growth in offline channels.
- OnePlus was the fastest growing brand, followed by Apple.



Source : <https://www.counterpointresearch.com/india-smartphone-market-records-highest-ever-q1-decline/>

# FOCUS AREAS



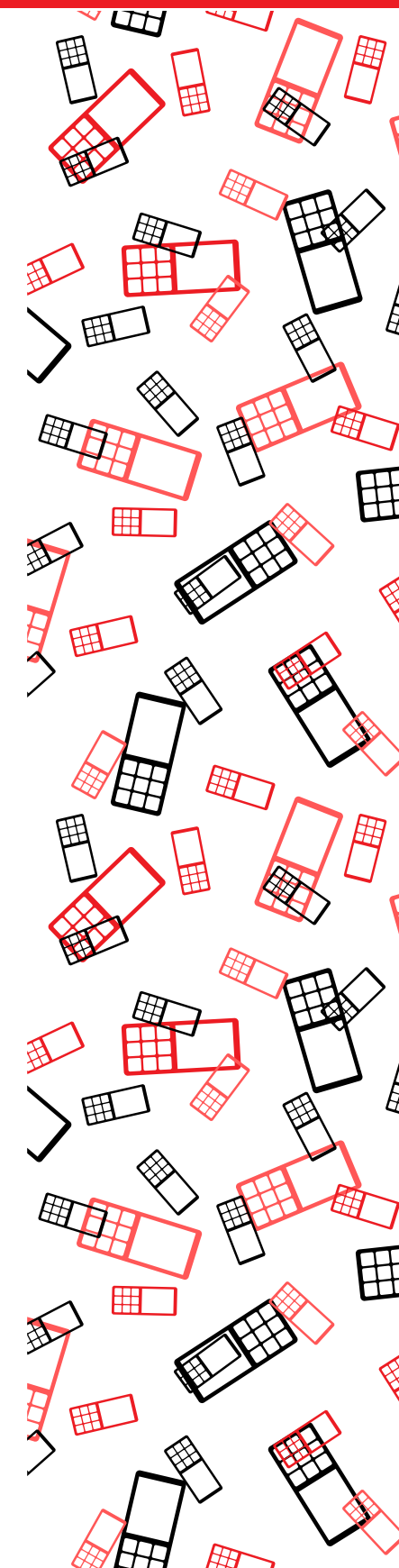
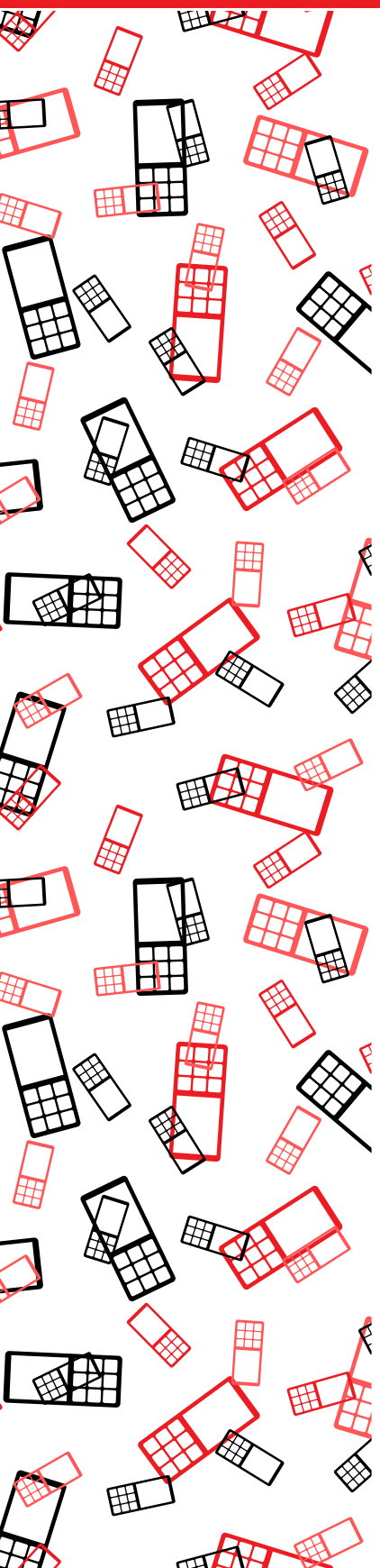
**MARKETING**

**OPERATIONS**

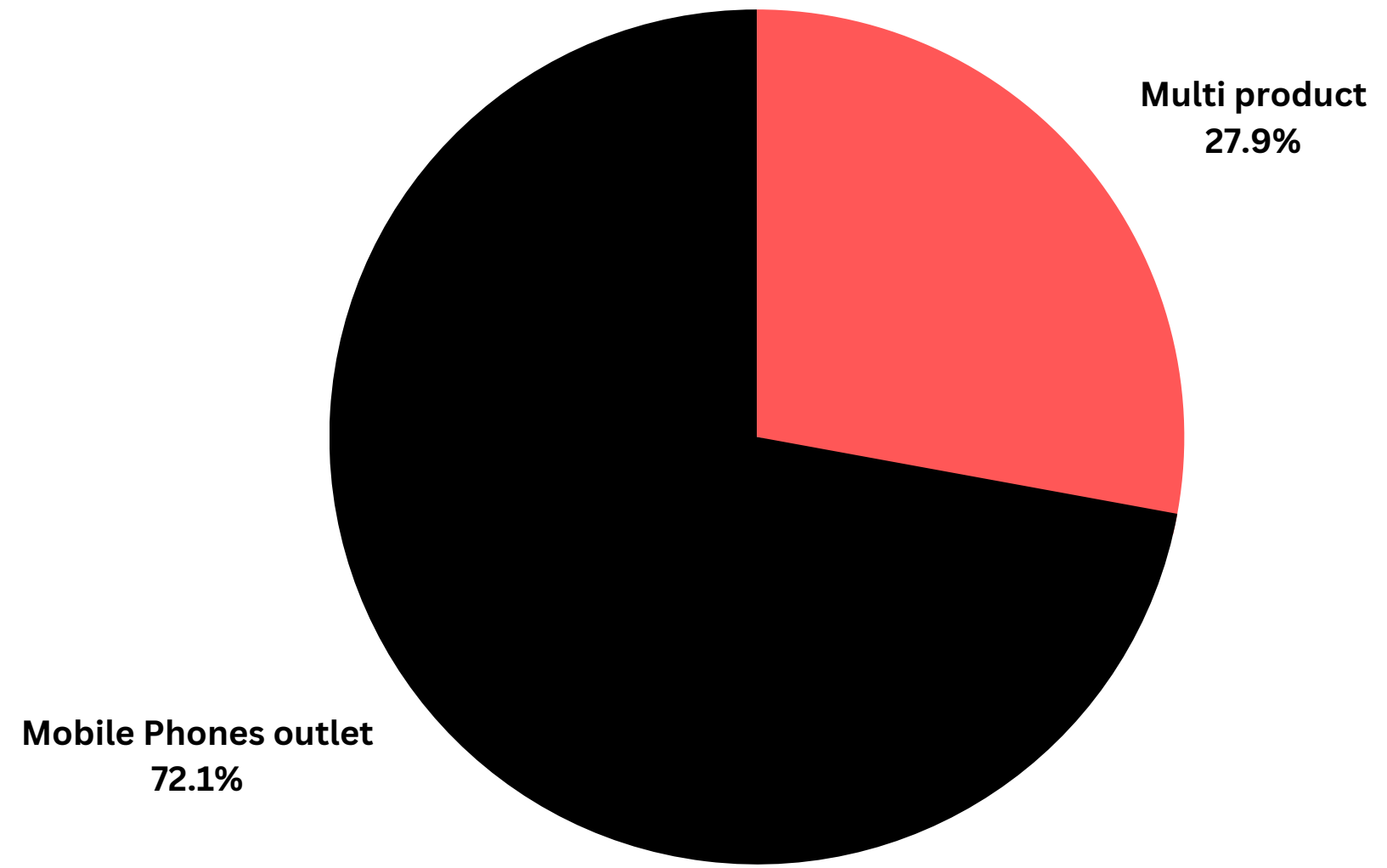
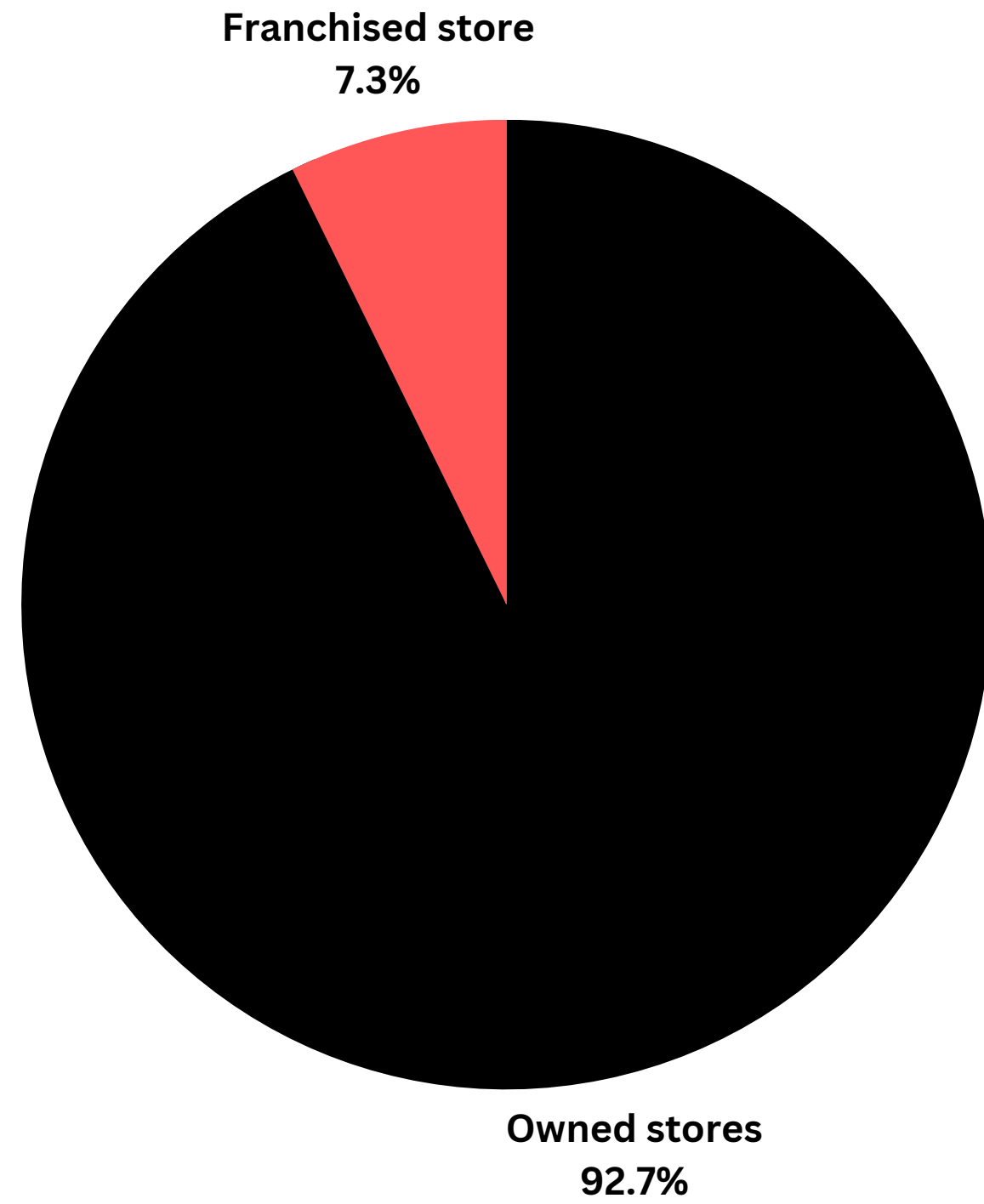
**SALES**

**SUPPLY CHAIN**

# FINANCIAL HIGHLIGHTS

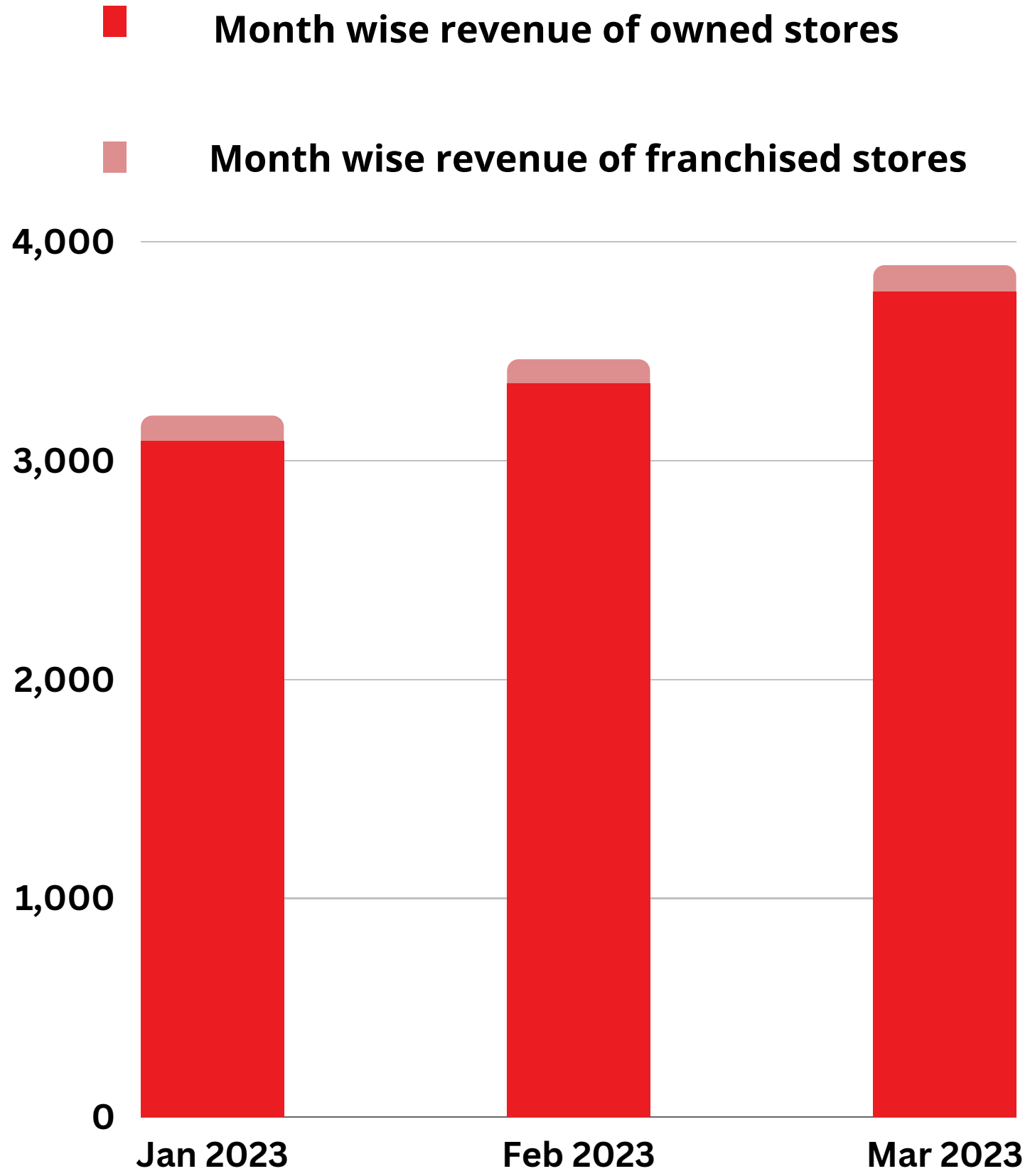


# STORES



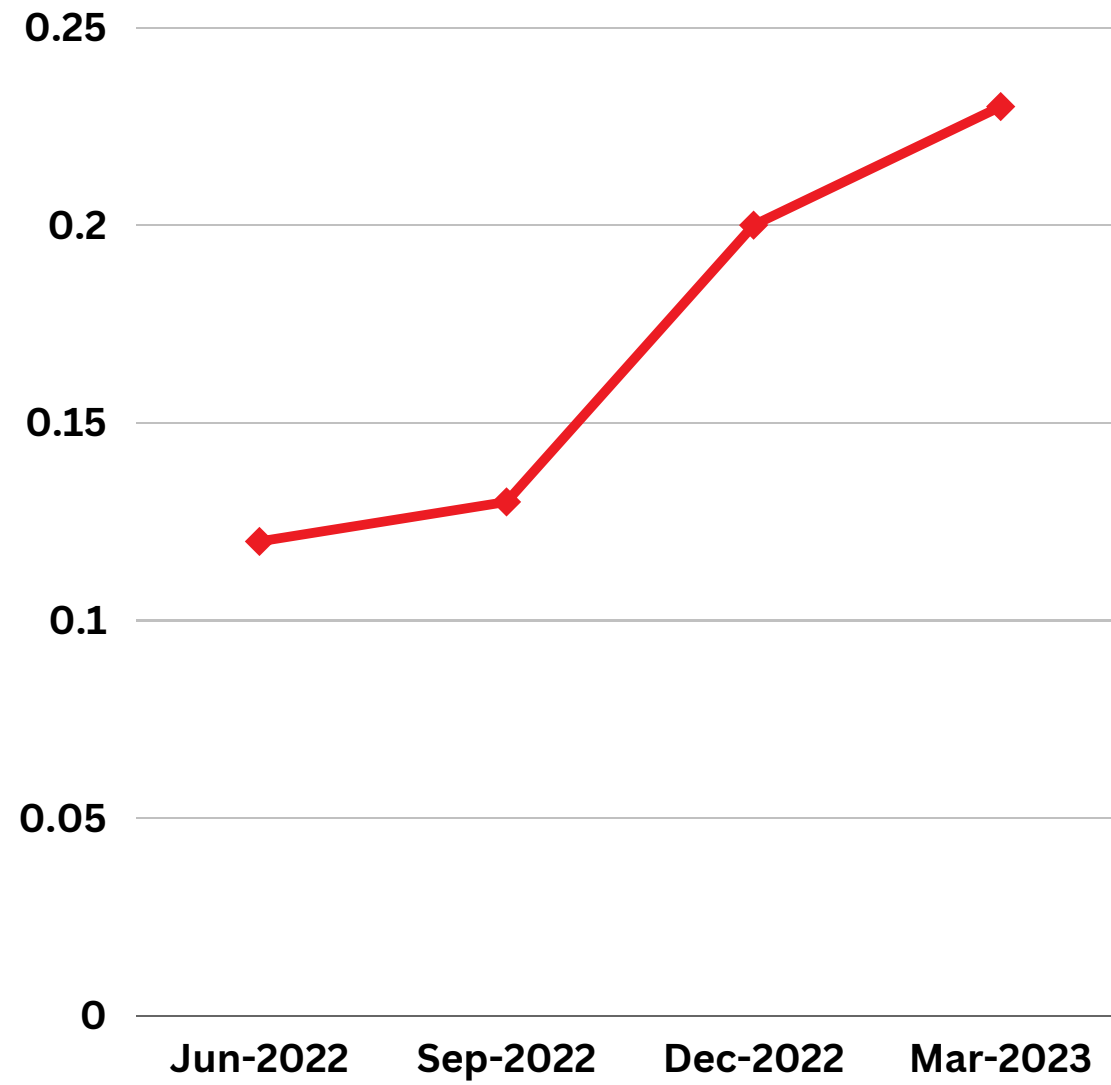
# GROSS REVENUE COMPARISON

(in lacs)

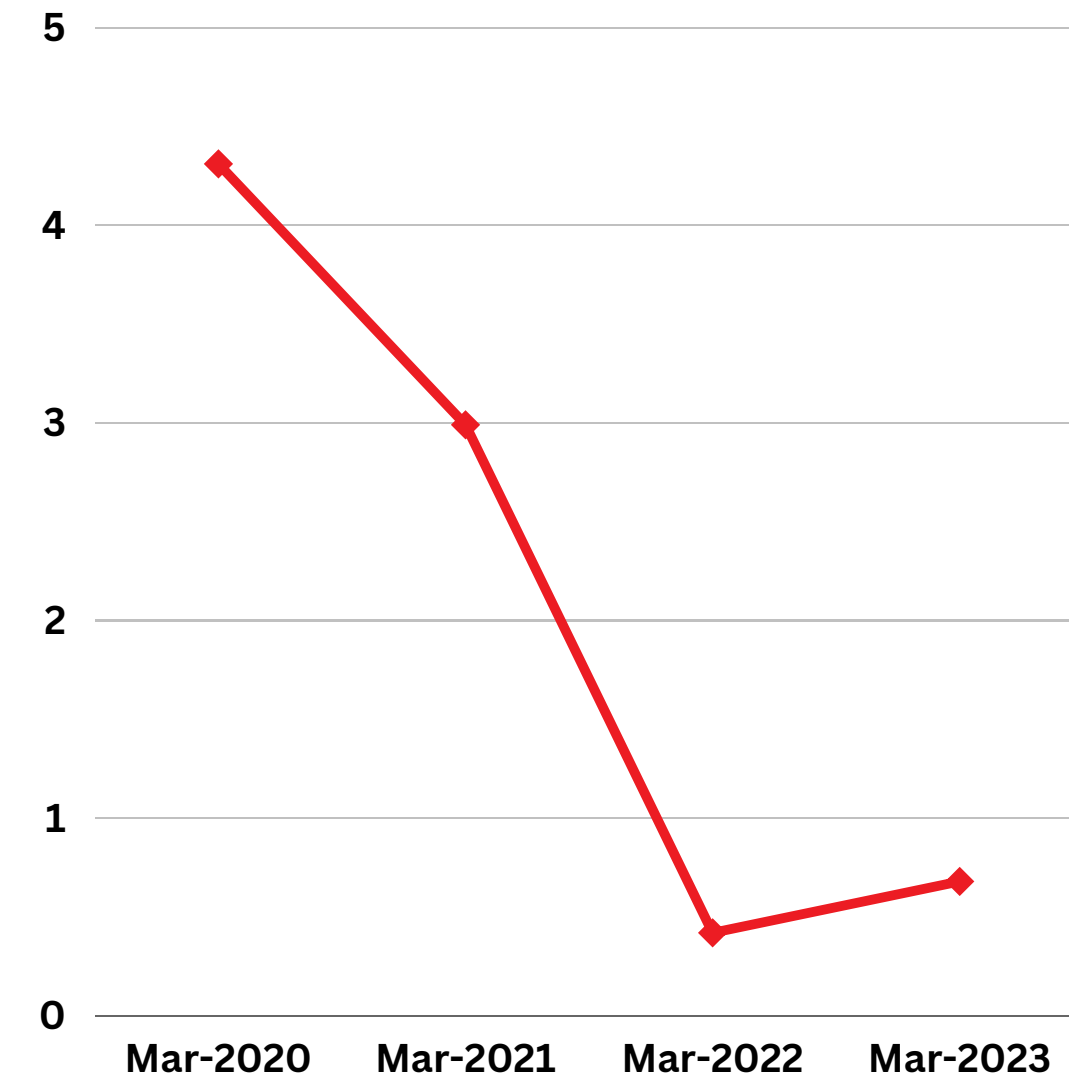


# EARNING PER SHARE

## Quarterly Comparison

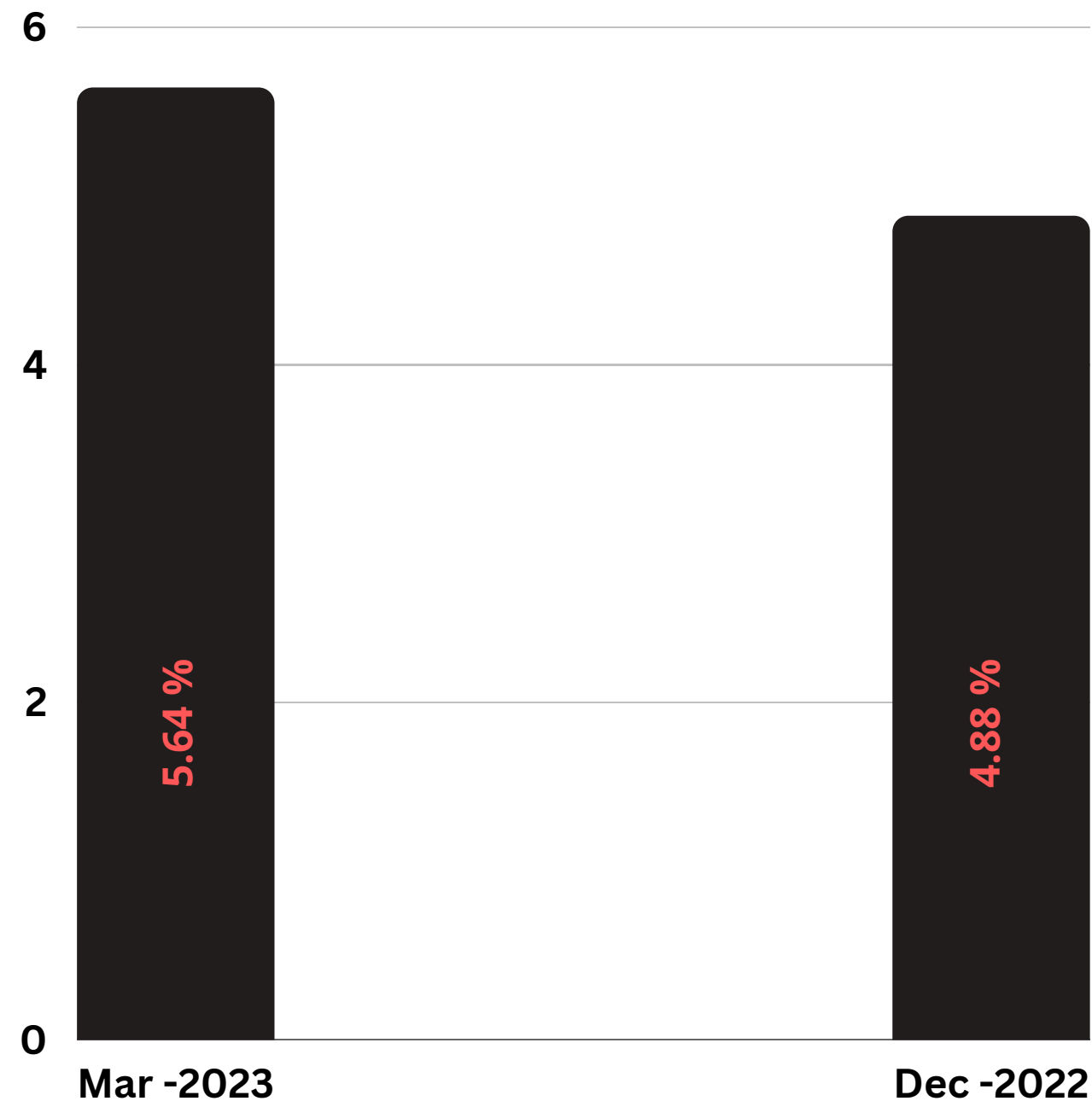


## Yearly Comparison

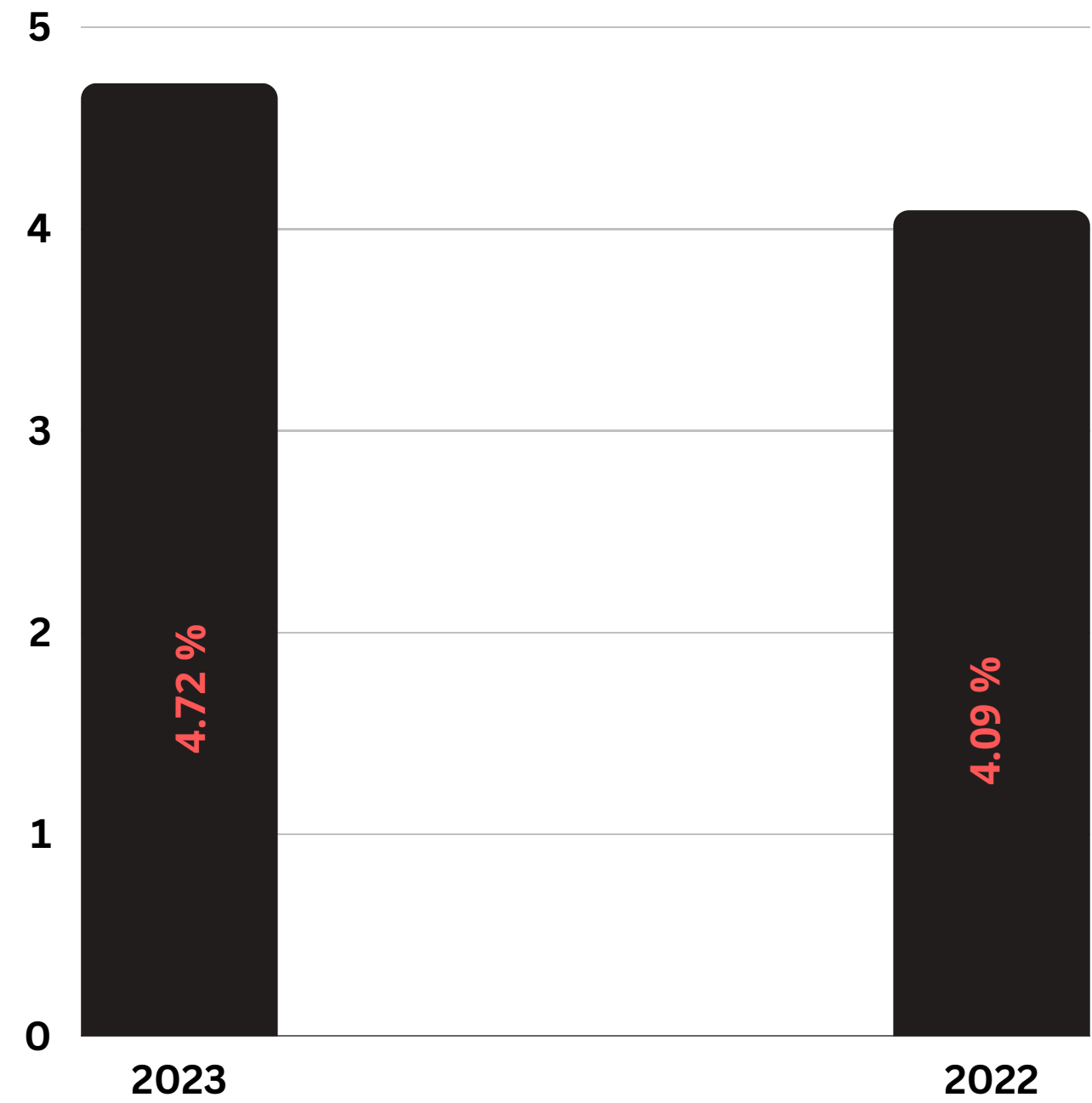


# OPERATING PROFIT MARGINS

## Quarterly Comparison



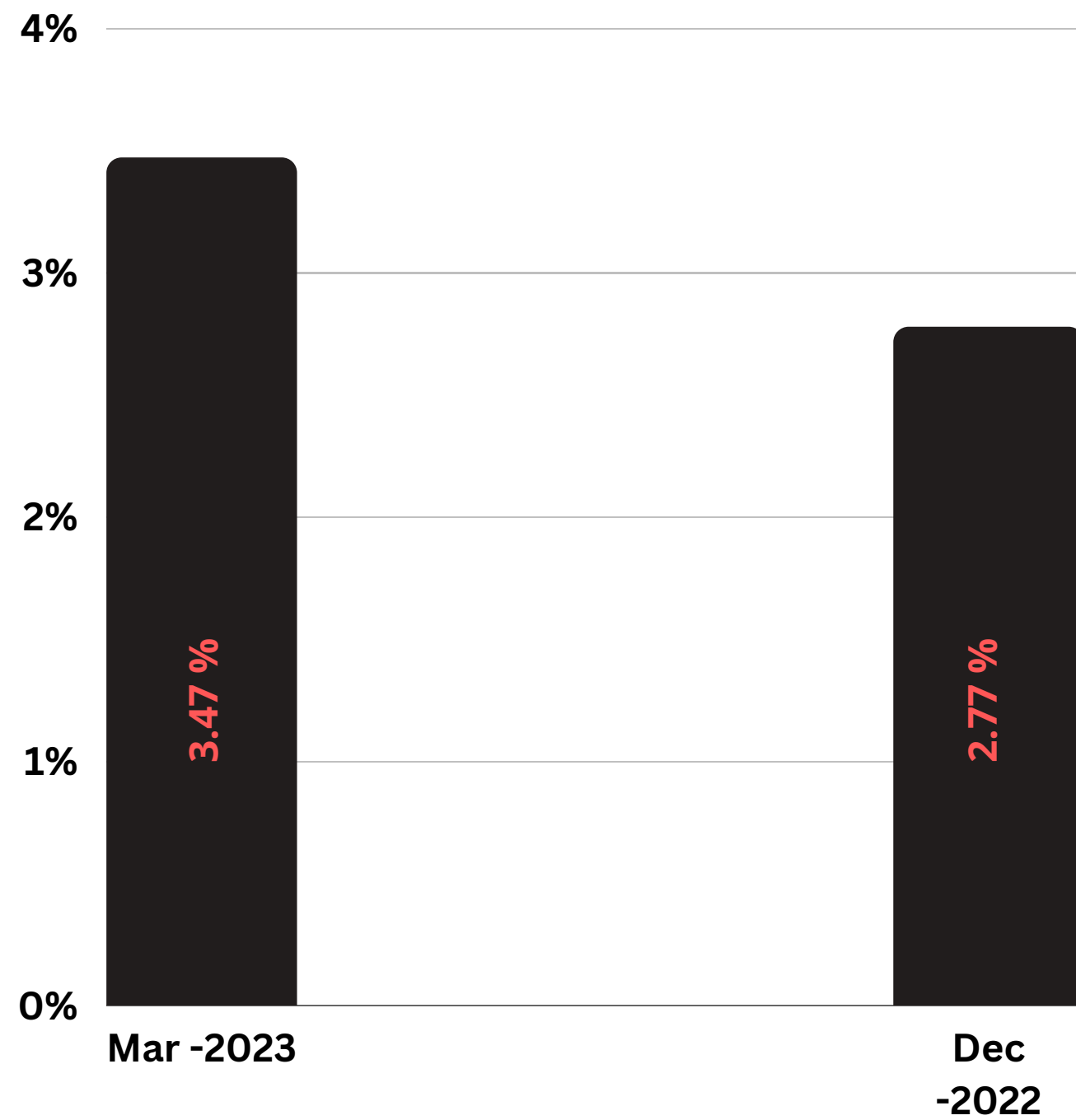
## Yearly Comparison



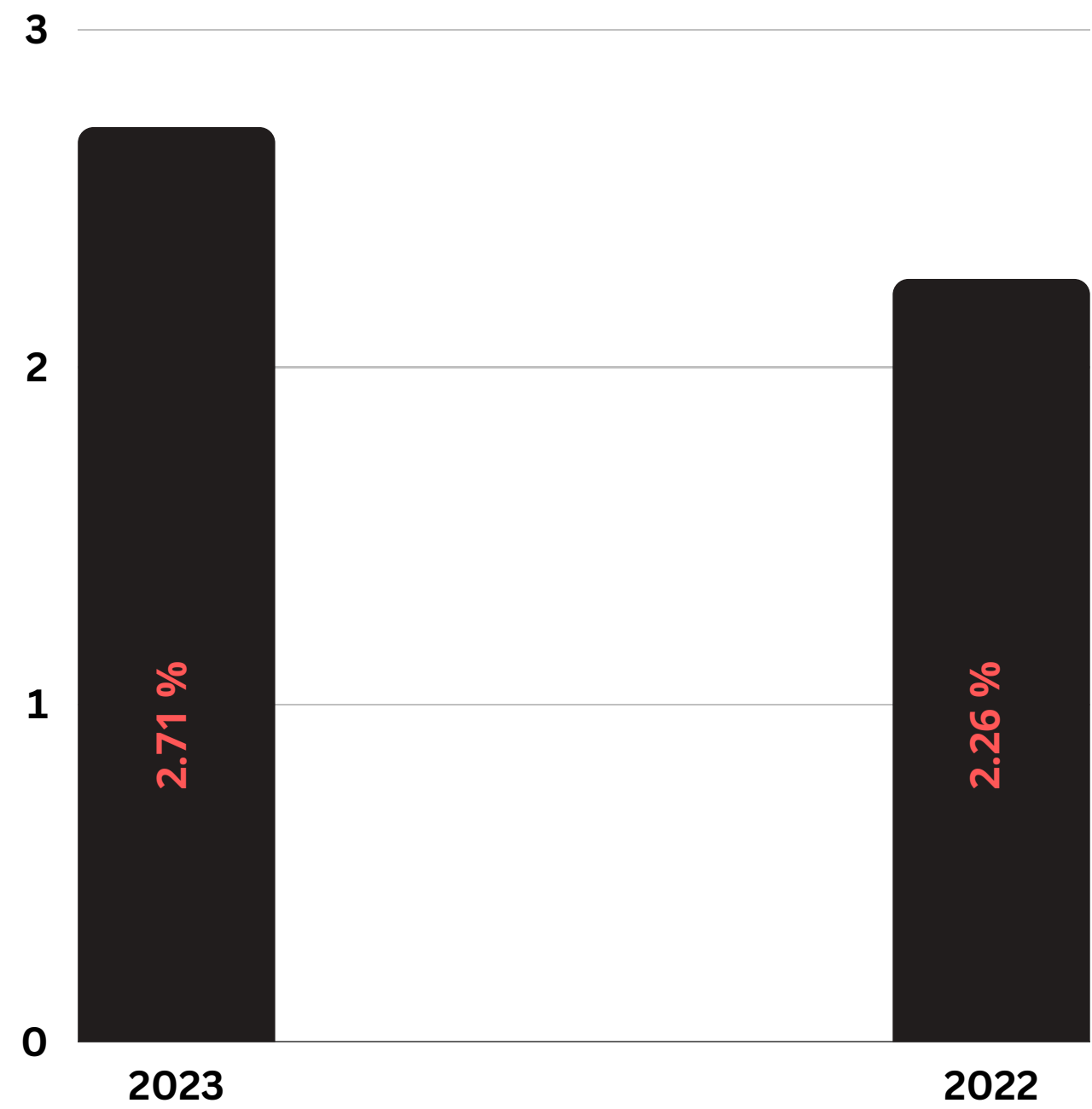


# NET PROFIT MARGINS

## Quarterly Comparison



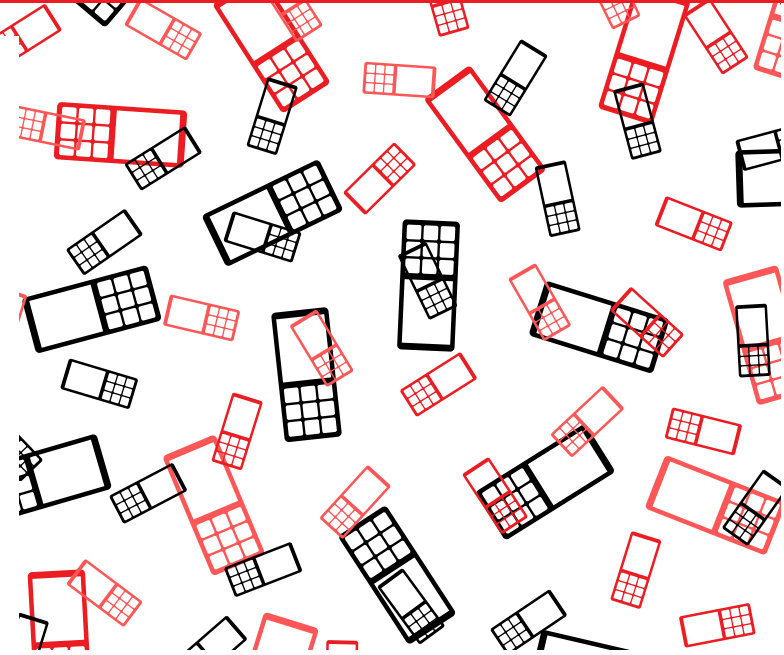
## Yearly Comparison



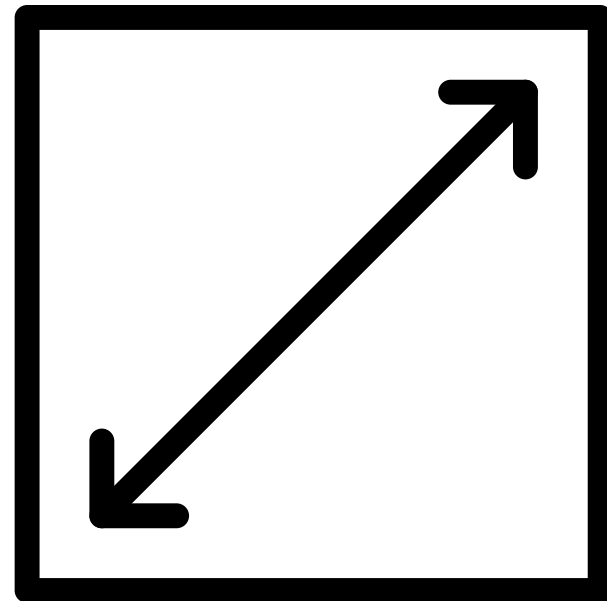
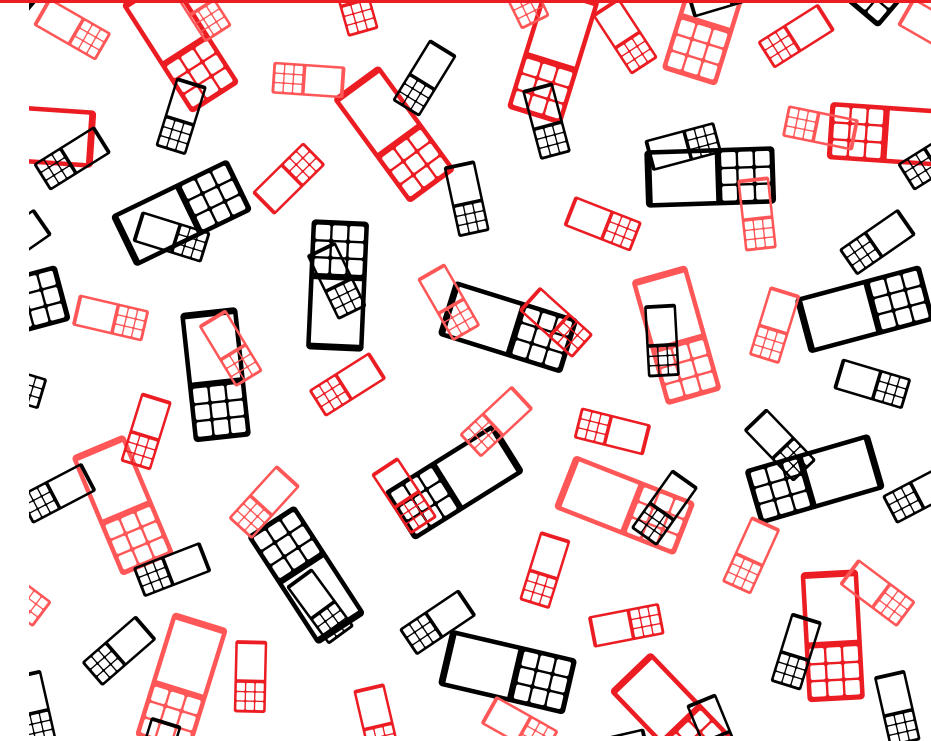
# KEY METRICS



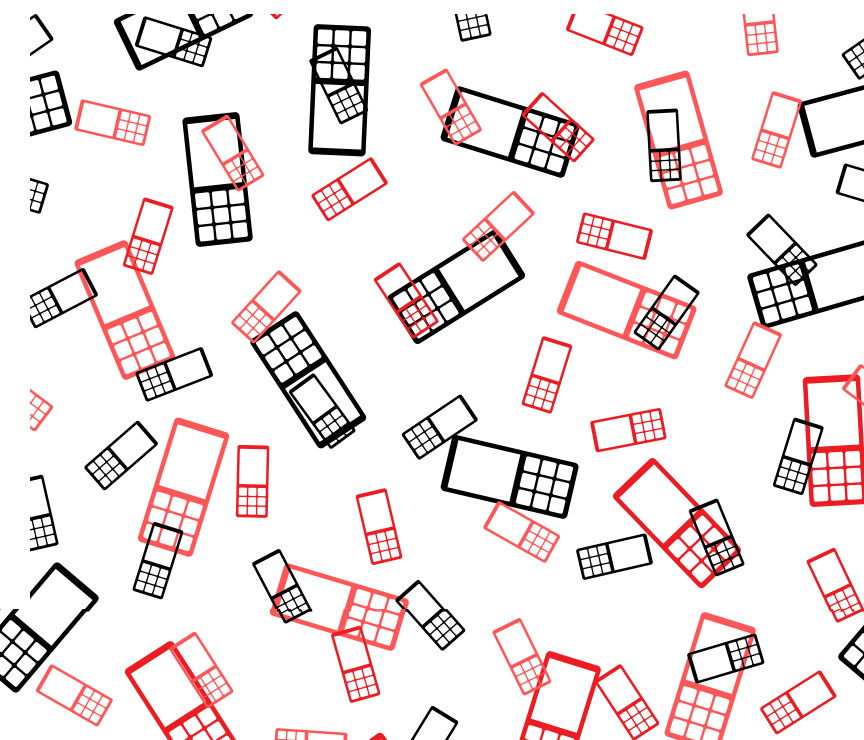
**Conversion Rate**  
98 %



**Revenue per Square feet**  
2,501



**Total Square feet**  
1,27,500



**TOTAL DEVICES SOLD**  
67,265  
(Q4 2022-23)

# CONTACT US



<https://bhatiamobile.com>



+91- 261 - 2349892



[info@bhatiamobile.com](mailto:info@bhatiamobile.com)

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

**Thank You**