

Date: 23/02/2023

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 ended 31st December, 2022 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

Digitally signed by
SANJEEV HARBANSLAL
BHATIA

Date: 2023.02.23
16:09:33 +05'30'

Sanjeev Harbanslal Bhatia

Managing Director

DIN: 02063671

Place: Surat

Encl: As Above



BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

Q3 2022-2023 INVESTOR PRESENTATION

Safe Harbour

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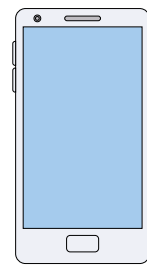
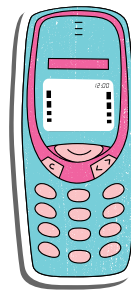
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Business Overview

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.



FOCUS AREA

Our Goals to Grow perpetually



Marketing



Supply Chain



Operation



Sales

Problem

Quality Electronic Products with after-purchase customer service.

BHATIA'S[®] Solution
The mobile one stop shop

Recognizable Service

PAN Gujarat presence with 100+ outlets, providing premium quality Electronic products of various brands.

Unique Value Proposition

- Bhatia Communications & Retail (India) Limited is moving up the value chain increasing outlets with multiple products.
- After Sales customer service.
- First-mover advantage with strategically locating new Key Metrics stores.

Shifting Environment

Smart Phones and Electronic Gadgets are no more considered a luxury item, they are necessities for everyone.

Existing Alternatives

There are regional players, having minimal presence, but they're unable to provide end-to end solution.

However, there is competition from large retail giants, but we have been easily able to compete with them.

Why we stand apart

Unfair Advantage

Competitive pricing.

Customer Service.

Wide range of products.

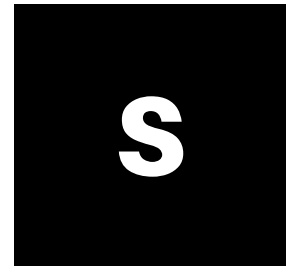
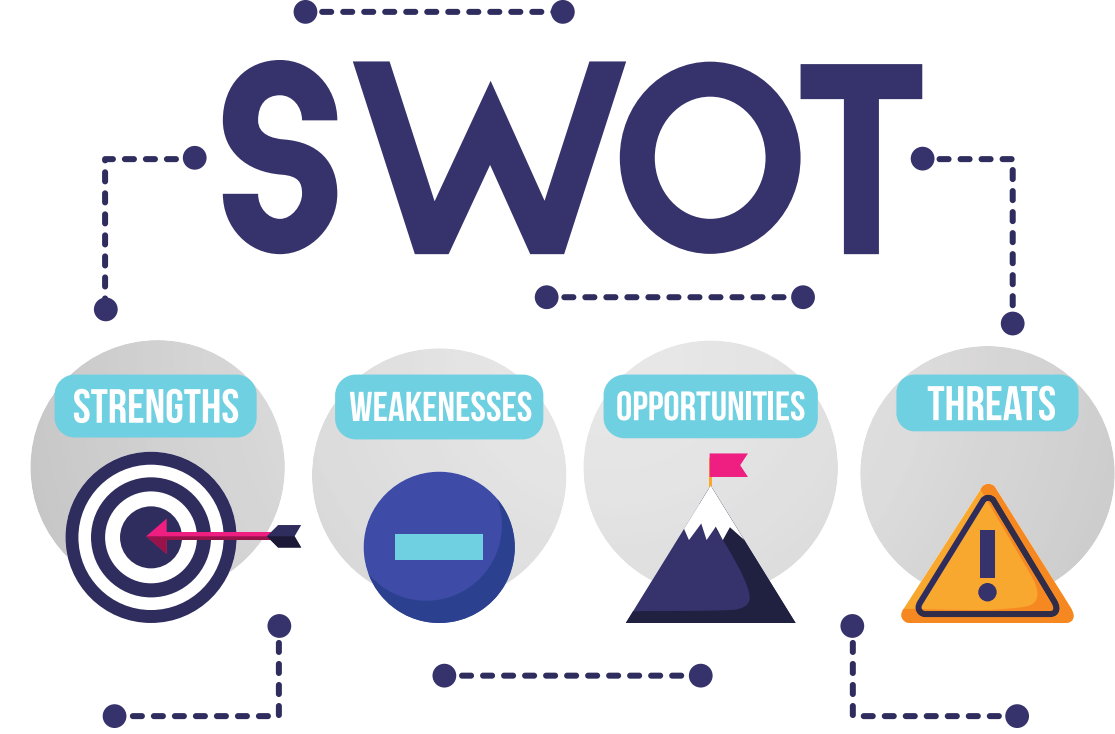
Strong distribution network across Surat city

Channels

Direct marketing, social media, ads along with tieup with Financial Channel Partners is helping the company reach wider audience.

BHATIA'S®

The mobile one stop shop

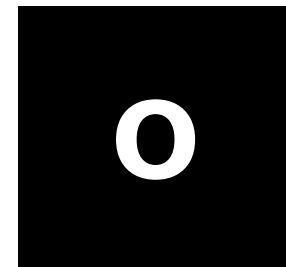


Strengths

- Diversified Product Portfolio
- Trained Work force
- Established Inventory Management System
- Increased in Multi-Brand Stores

Weaknesses

- Lack of Brand Awareness
- Resource Availability and Distribution
- Increase in outdated inventories
- Competitive market



Opportunities

- Work from Home becoming a norm increase in gadgets demand.
- Smartphones and Tablets becoming essentials 5G Tech
- Introduction in India

Threats

- Competition may shrink Margins.
- Low Entry barriers for new entrants.
- Online platform bringing in competition.
- Supply Chain Disruptions
- Products getting easily outdated



Executive Managers



SANJEEV BHATIA

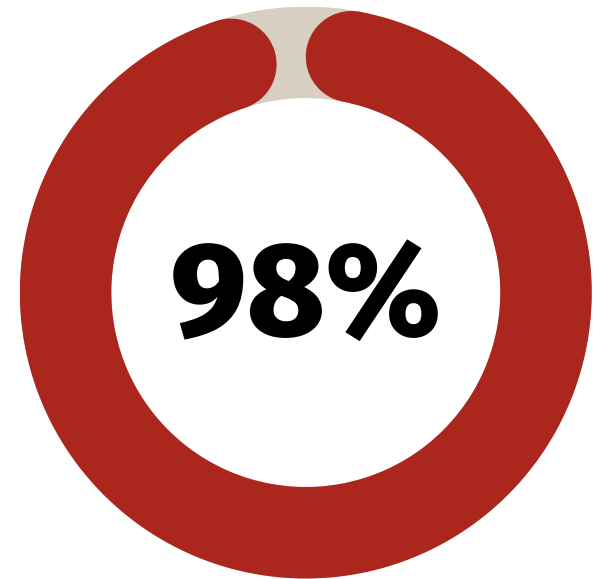
CHAIRMAN & MANAGING DIRECTOR



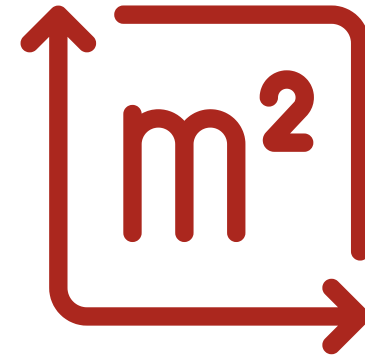
NIKHIL BHATIA

WHOLE-TIME DIRECTOR

Key Metrics



**Conversion
Rate**



1,21,500

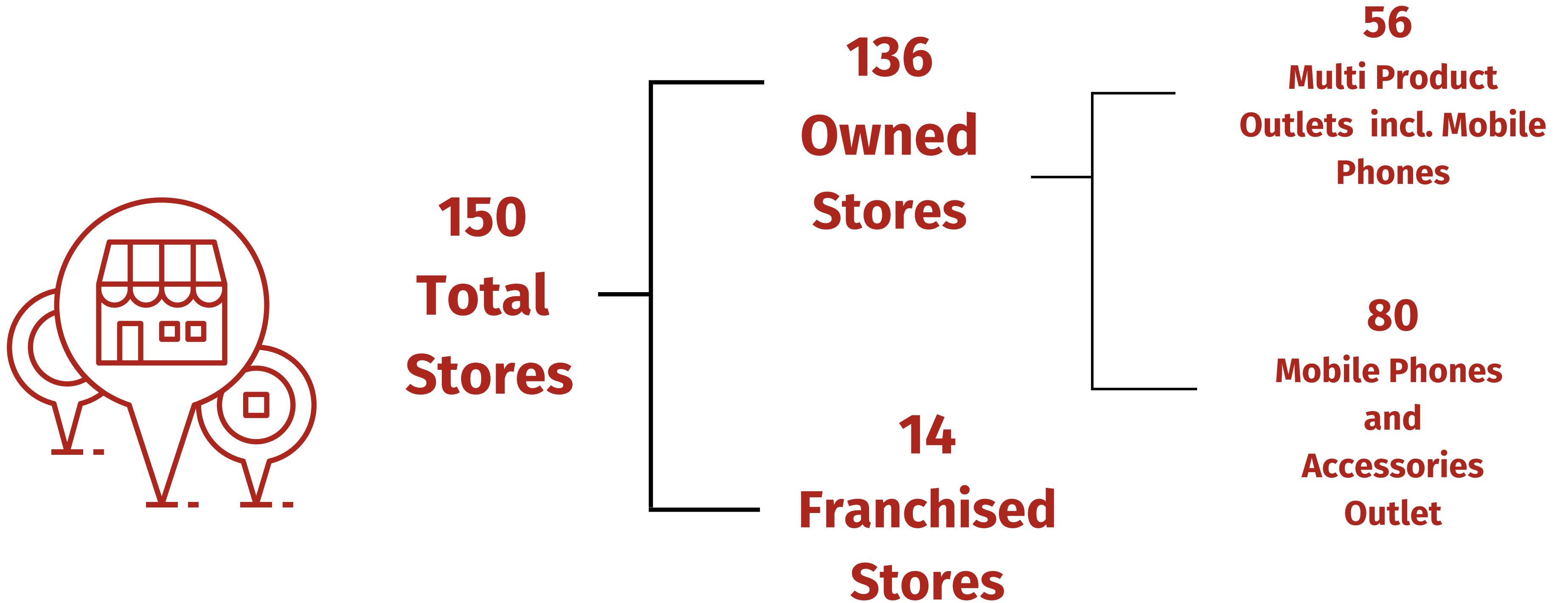
**Total
Square feet**



₹ 2734.15

**Revenue per
Square feet**

Number of Stores



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

It enables consumers to come and try the product themselves before buying.



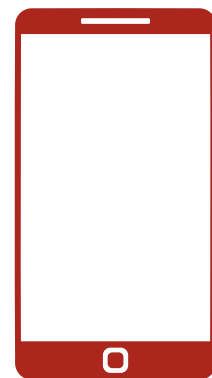
**Trust of:
15 YEARS +**



**People:
97**



**Stores:
150**



**Units Sold:
80,590**

● **Quarter Summary**

Bhatia Communications keeps growing YoY by utilizing excellent people with large number of retail stores, which when combined with adequate experience yields high revenue.





Financial Highlights

Key Financial Highlights of Q3 2022-23

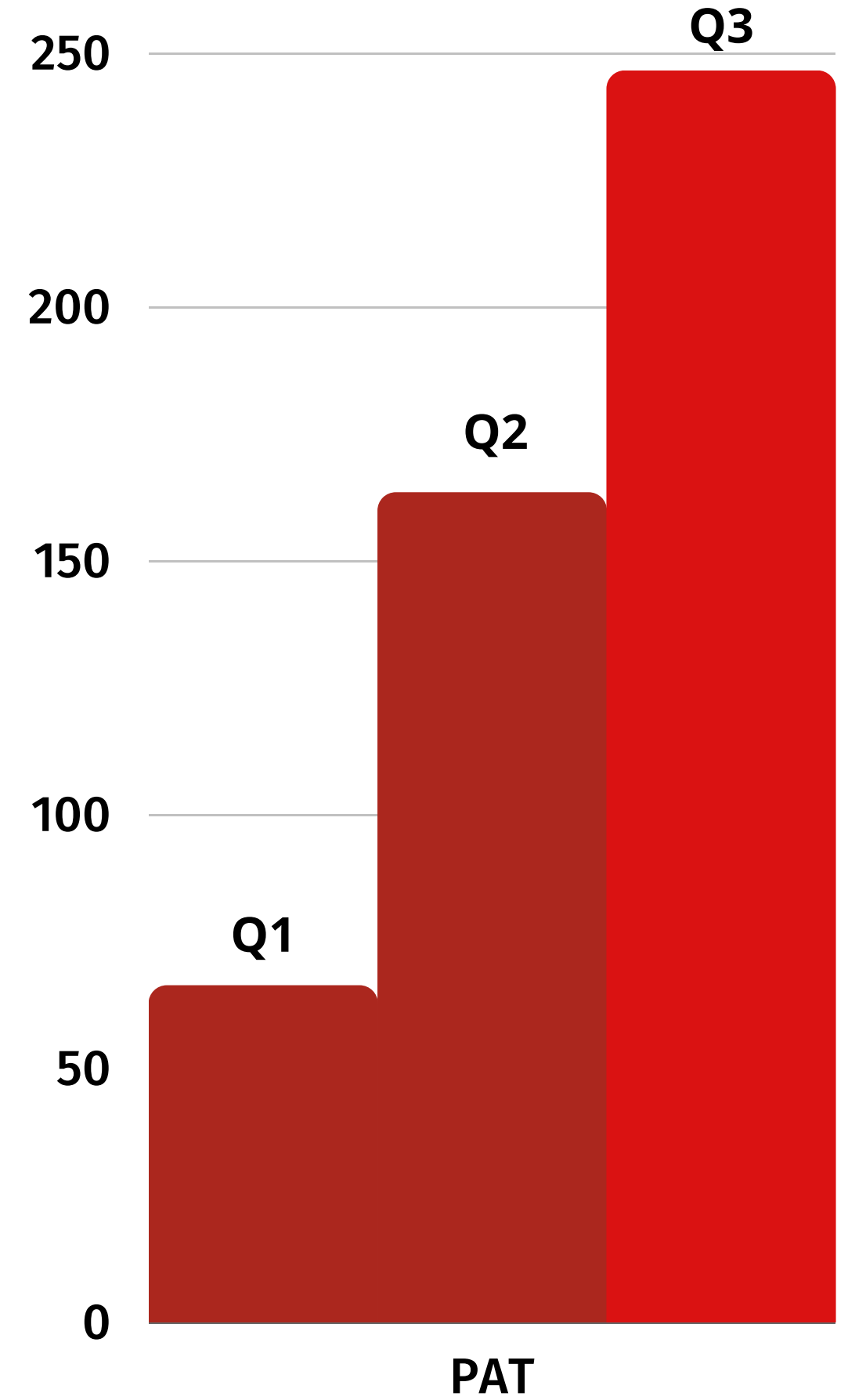
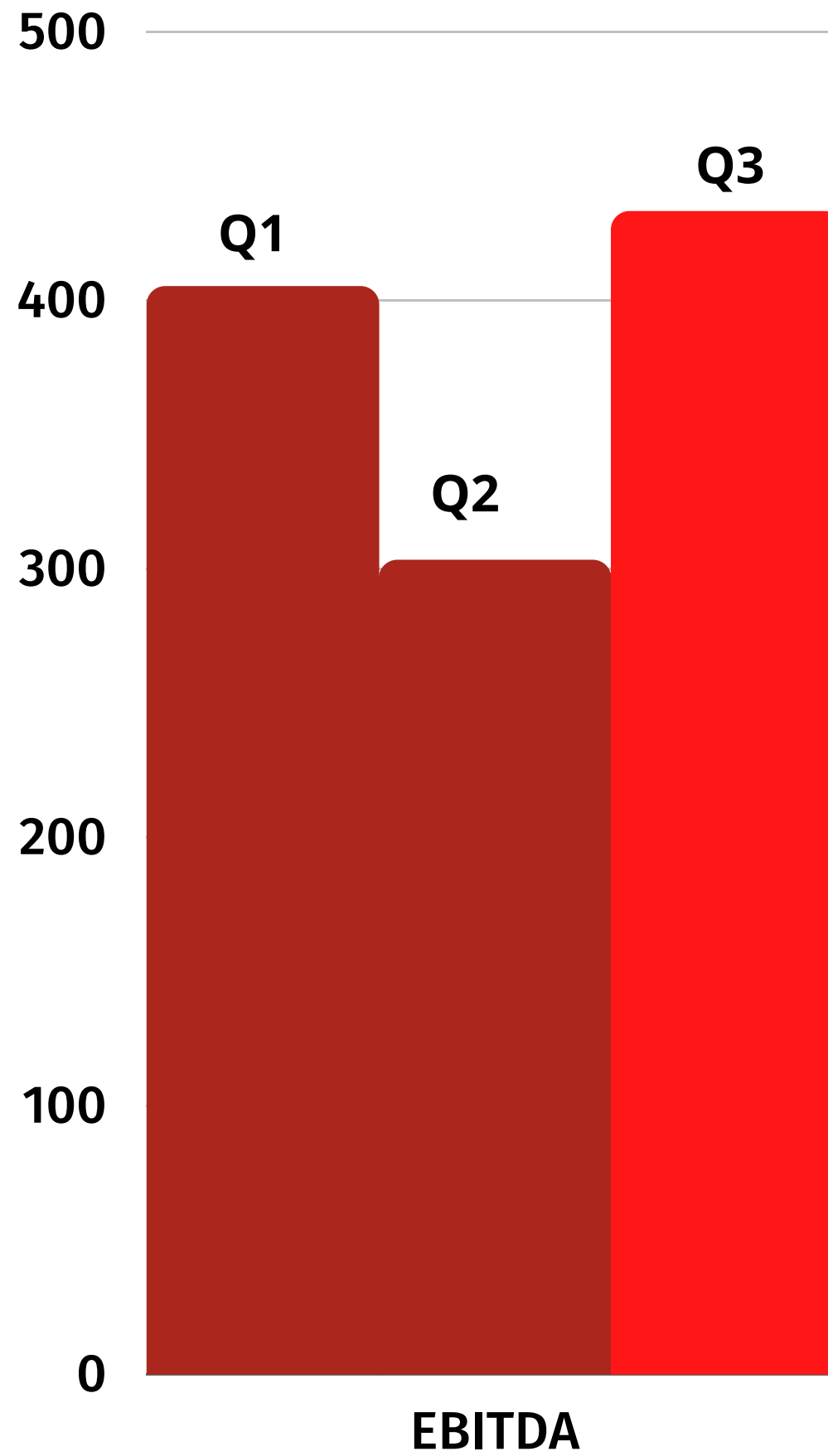
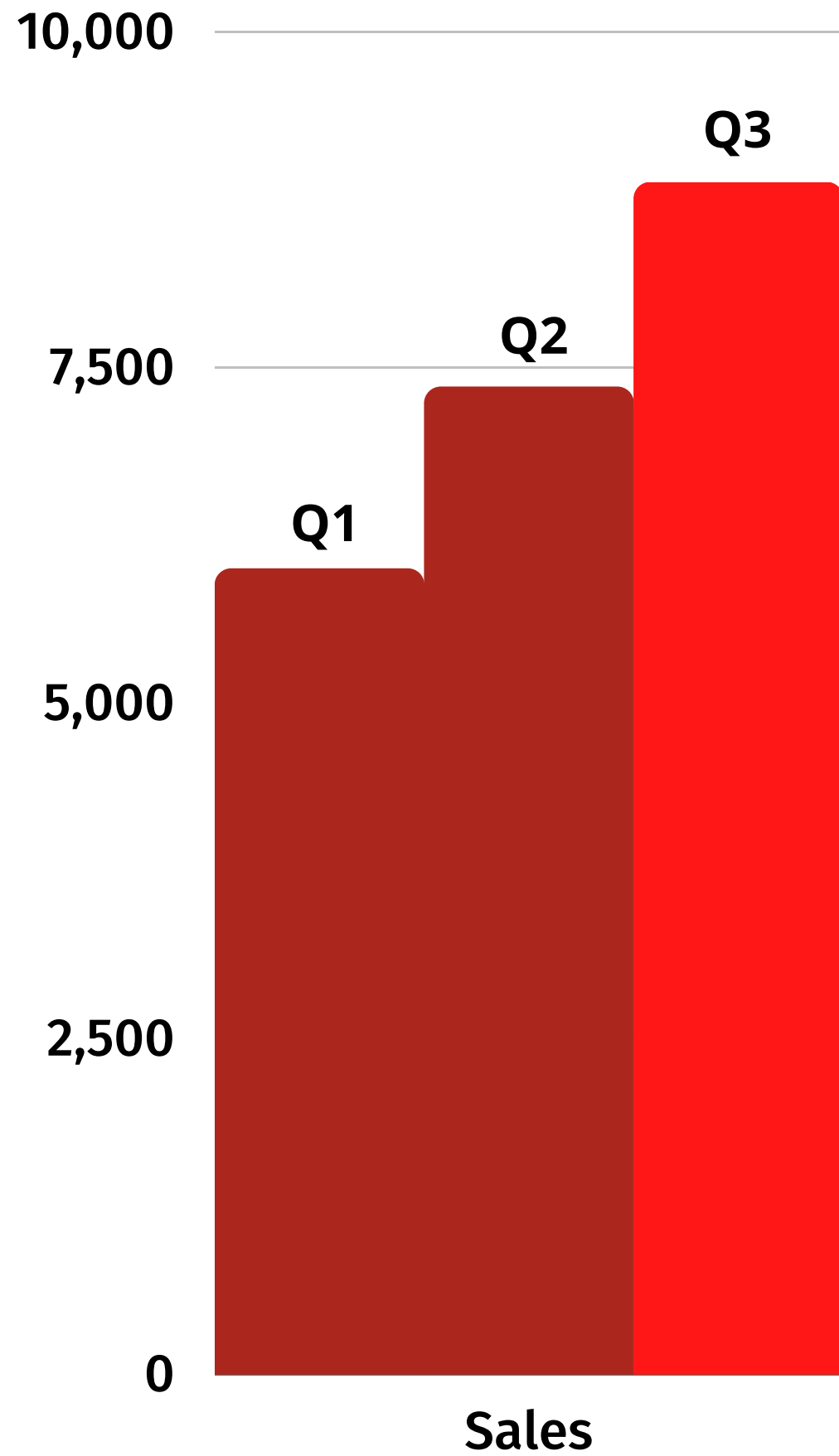
Profitability Q on Q

(in lakhs ₹)

Particulars	Q1 2022-23	Q2 2022-23	Q3 2022-23
Sales	6879.80	7354.88	8878.04
Total Income	7456.77	8161.30	9838.07
COGS	6805.87	7453.90	8975.89
Total Expenses	7224.97	7910.77	9475.29
EBITDA	279.20	303.27	433.05
PBT	200.05	217.72	329.13
PAT	154.78	163.55	246.59

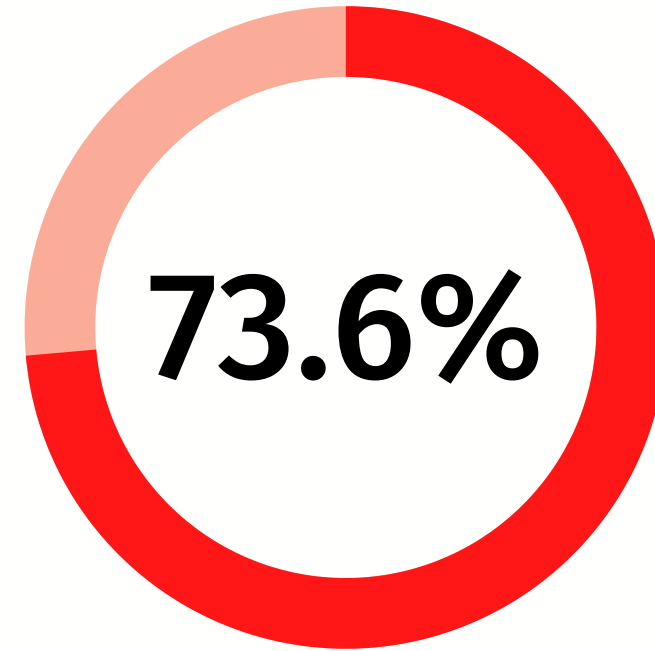
Key Highlights

(in lakhs ₹)



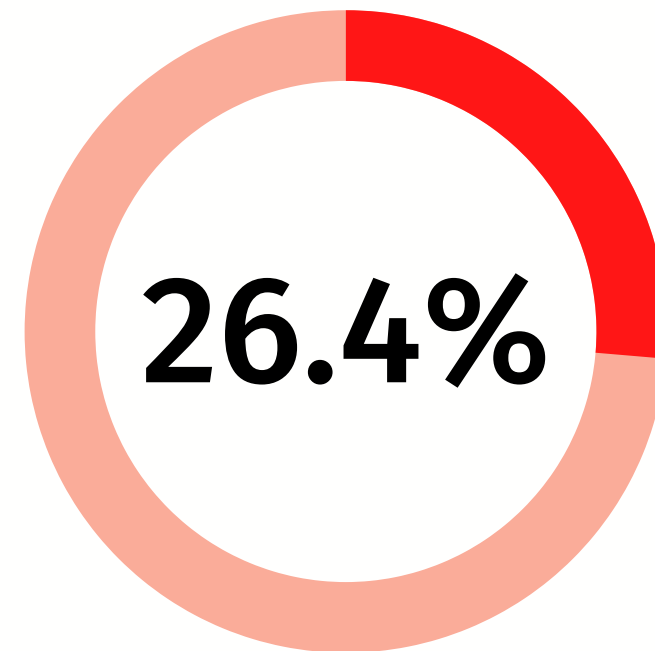
Current Shareholding Pattern

**Promoters'
Holding**



**7 Shareholders
with
9,21,78,190 Shares**

**Public
Holding**



**15,660 Shareholders
with
3,29,73,810 Shares**

Award Winning Performance



BHATIA'S[®]
The mobile one stop shop

Contact Us



We are committed to grow and bring growth.



<https://bhatiamobile.com>



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