

To,  
Listing Manager,  
The National Stock Exchange of India Ltd.,  
(Through NEAPS)  
**Symbol: EMIL**  
**Series: EQ**  
**ISIN: INE02YR01019**

The Secretary,  
BSE Limited,  
(Through BSE Listing Centre)  
**Scrip Code: 543626**

**Sub: Investor's Presentation to be held on 09<sup>th</sup> February 2026.**

Dear Sir/Madam,

In pursuance of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, please find enclosed the Investor Presentation for the Third Quarter and Nine Months ended 31<sup>st</sup> December 2025, to be held on 09<sup>th</sup> February 2026, at 4:00 P.M. IST. A copy of the said presentation is also being uploaded on the Company's website.

This is for your information and dissemination on respective websites.

Thanking you,

For and on behalf of **Electronics Mart India Limited**

**Rajiv Kumar**  
Digitally signed  
by Rajiv Kumar  
Date: 2026.02.09  
14:03:40 +05'30'

**Rajiv Kumar**

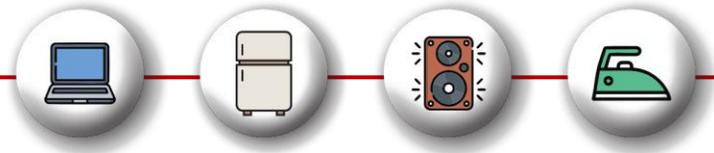
Company Secretary and Compliance Officer

Date: 09<sup>th</sup> February 2026

Place: Hyderabad



# Fueled by Experience, Growing with Trust



## Investor Presentation

February 2026

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..... LARGEST .....  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA  
.....

**Q3 & 9M FY26 BUSINESS & FINANCIAL PERFORMANCE**



# Q3 FY26 FINANCIAL SNAPSHOT

## Financial Highlights

**Rs. 1,940 Crores**

Revenue from Operations



**Rs. 278 Crores**

Gross Profit



**Rs. 119 Crores**

EBITDA



**Rs. 30 Crores\***

Profit After Tax (PAT)



\*PAT includes a one-time exceptional charge arising from adoption of the new Labour Codes, mainly due to higher gratuity provisioning

## Operational Highlights

**2.5%**

Same Store Sales Growth



**4**

Net Store Opening



**6.1%**

EBITDA Margin



**1.5%\***

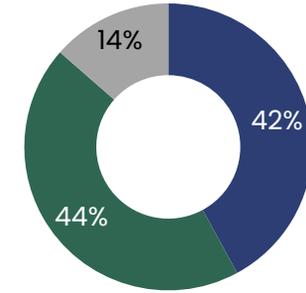
PAT Margin



\*PAT Margin Includes Exceptional item pertaining to labour code change

## Sales Mix and Store Ownership

### Product Mix (Q3 FY26)



■ Mobiles ■ Large Appliances ■ Small Appliances, IT & Others

**789**

Bill Cuts (Nos. in '000)



**Rs. 23,616**

Average Ticket Size (Rs.)





# 9M FY26 FINANCIAL SNAPSHOT

## Financial Highlights

**Rs. 5,270 Crores**

Revenue from Operations



**Rs. 755 Crores**

Gross Profit



**Rs. 311 Crores**

EBITDA



**Rs. 67 Crores\***

Profit After Tax (PAT)



\*Profit After Tax (PAT) includes exceptional Items

## Operational Highlights

**0.2%**

Same Store Sales Growth



**19**

Net Store Opening



**5.9%**

EBITDA Margin



**1.3%\***

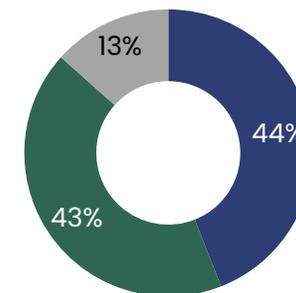
PAT Margin



\*PAT Margin Includes Exceptional Item

## Sales Mix and Store Ownership

### Product Mix (9M FY26)



■ Mobiles ■ Large Appliances ■ Small Appliances, IT & Others

**2,189**

Bill Cuts (Nos. in '000)



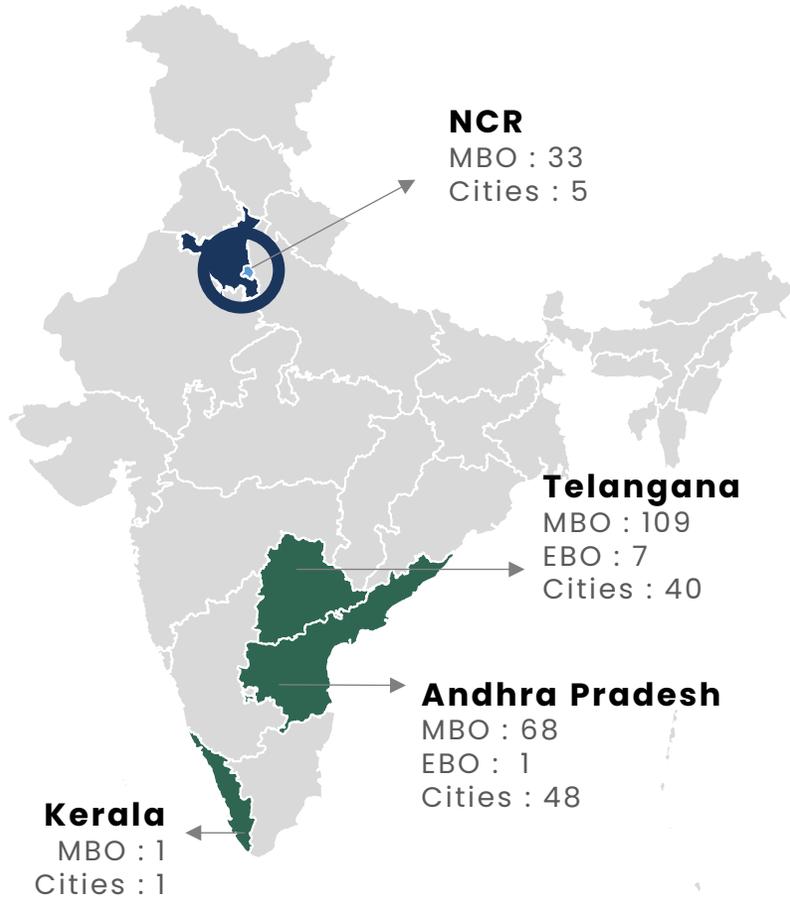
**Rs. 23,066**

Average Ticket Size (Rs.)

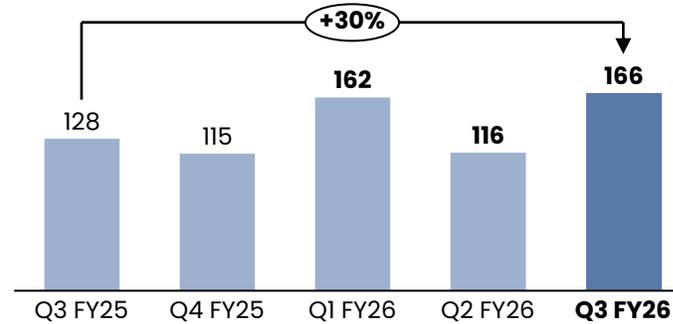




# CLUSTER-WISE FINANCIAL PERFORMANCE



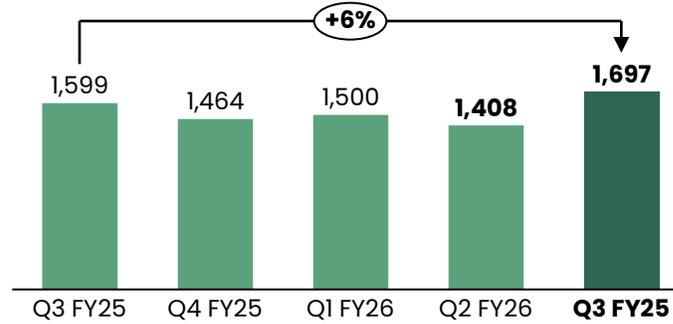
## NORTH CLUSTER (Rs. Crs.)



**NORTH CLUSTER MARGIN\* (9M FY26)**

**0.5%**

## SOUTH CLUSTER (Rs. Crs.)



**SOUTH CLUSTER MARGIN\* (9M FY26)**

**6.2%**

- ✓ Began North cluster operations in 2022 and are scaling aggressively, following the same strategy that drove success in the South
- ✓ As scale builds, the Company expects store productivity and margins to align with South cluster benchmarks
- ✓ North cluster presents a large addressable market, and the Company is steadily building presence as it did earlier in the South

Map not to scale, for representation purpose only  
Cluster Sales Include EBO & MBO Sales Combined

\*The EBITDA margin (%) is calculated at the store level and excludes corporate and warehouse expenses. The figures are unaudited and uncertified and are presented on a pre-Ind AS 116 basis.



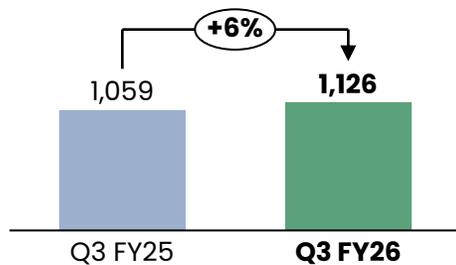
# CLUSTER WISE REVENUE – Q3 & 9M FY26

## Q3 FY26

Revenue  
(Rs. Crs.)

SSSG

### Telangana – HYD City



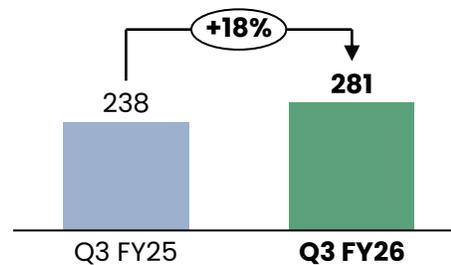
SSSG: **3.3%**

### Telangana – UP Country



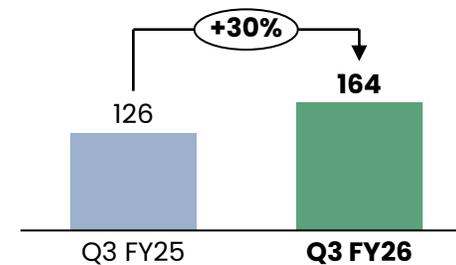
SSSG: **-4.8%**

### Andhra Pradesh



SSSG: **4.9%**

### Delhi NCR

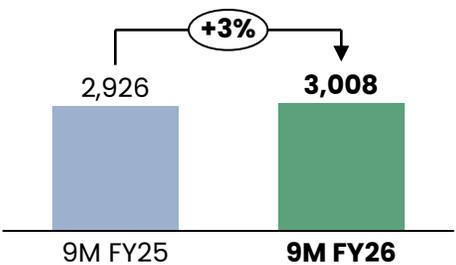


SSSG: **7.1%**

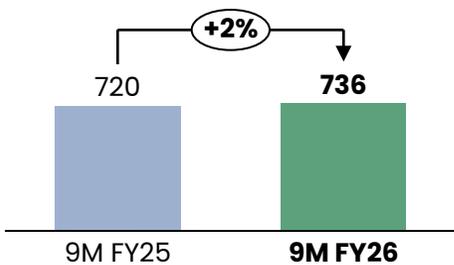
## 9M FY26

Revenue  
(Rs. Crs.)

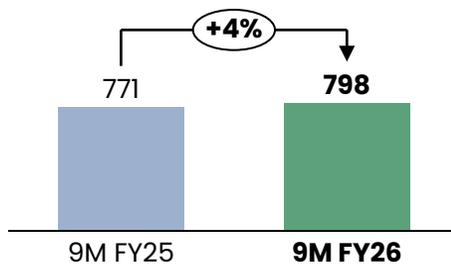
SSSG



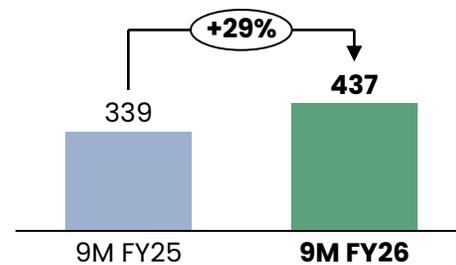
SSSG: **0.5%**



SSSG: **-2.7%**



SSSG: **-4.2%**



SSSG: **11.0%**



# Mature Stores vs Non Mature Stores

Metrics	Mature Store Stores > *4 Years Old	Non Mature Store Stores <4 Years Old (Average Store Age of 1.9 Years)
Number Of Stores	83 Stores	136 Stores
<sup>2</sup> Total Revenue from Sales of Products	Rs. 3,523 Crores <sup>1</sup>	Rs. 1,528 Crores <sup>1</sup>
<sup>2</sup> Total EBITDA	Rs. 244 Crores <sup>1</sup>	Rs. 42 Crores <sup>1</sup>
EBITDA Margin (%)	6.9%	2.7%

**With a significant part of our network still in early stages, we expect profitability to improve as more stores mature and unlock higher throughput and operating leverage**

\*Stores opened Prior to 31<sup>st</sup> March 2021 are considered as a Mature Store of Greater than 4 Years old Revenue and EBITDA include EBO & MBO

<sup>1</sup>Revenue and EBITDA is Unaudited

<sup>2</sup>Total Revenue and Total EBITDA of the Mature and Non Mature stores is for the 9 Months Basis

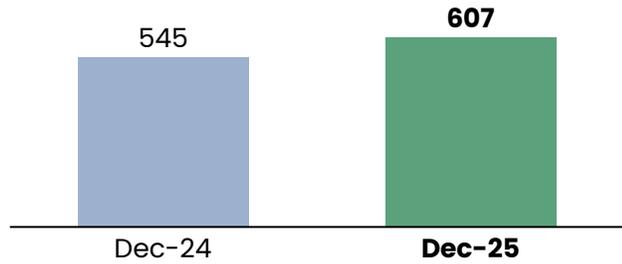


# STRONG CASH FLOW & BALANCE SHEET

## Cash Flow from Operations

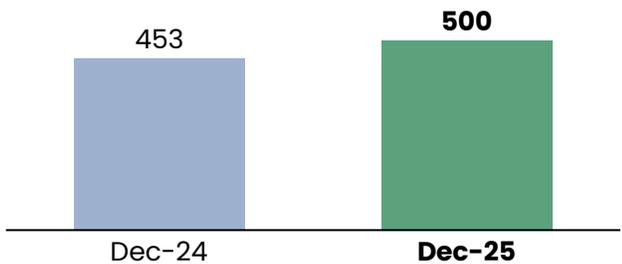
### Post IND-AS 116

Rs. Crs.

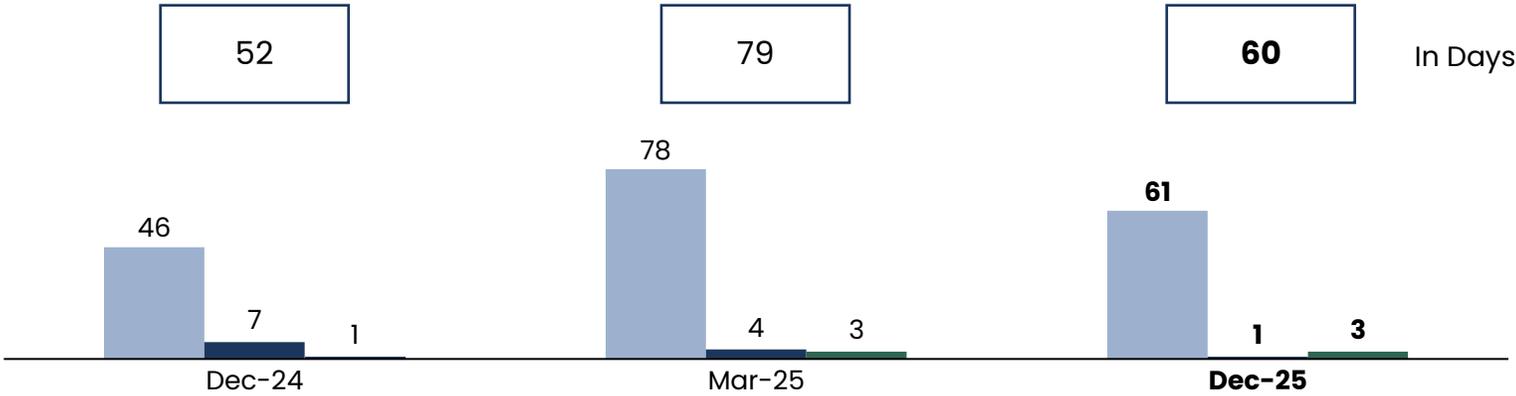


### Pre IND-AS 116

Rs. Crs.



## Working Capital



Inventory Days    Receivable Days    Creditor Days

**RoCE\***

**11.0%**

**RoE\***

**5.8%**

**Cash & Cash Equivalentents**

**Rs. 21 Crs.**

\* On Annualised Basis



# Q3 FY26 PROFIT AND LOSS STATEMENT

Profit & Loss (in Rs. Crore)	Q3 FY26			Q3 FY25			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
<b>Total Revenue</b>	<b>1,939.7</b>		<b>1,939.7</b>	<b>1,805.0</b>		<b>1,805.0</b>	<b>7%</b>
Purchases of stock in trade	1,474.3		1,474.3	1,324.8		1,324.8	
Changes in Inventory	187.6		187.6	222.6		222.6	
<b>Gross Profit</b>	<b>277.7</b>		<b>277.7</b>	<b>257.5</b>		<b>257.5</b>	<b>8%</b>
<b>Gross Margin</b>	<b>14.3%</b>		<b>14.3%</b>	<b>14.3%</b>		<b>14.3%</b>	
Employee Cost	39.1		39.1	36.7		36.7	
Rent Expense	0.0	37.0	37.0	0.0	31.5	31.5	
Other Expenses	119.8		119.8	119.3		119.3	
<b>EBITDA</b>	<b>118.9</b>		<b>81.9</b>	<b>101.6</b>		<b>70.0</b>	<b>17%</b>
<b>EBITDA Margin</b>	<b>6.1%</b>		<b>4.2%</b>	<b>5.6%</b>		<b>3.9%</b>	
Other Income	3.8		3.8	2.46		2.5	
Depreciation	40.3	25.6	14.7	29.76	22.1	7.7	
<b>EBIT</b>	<b>82.4</b>		<b>71.0</b>	<b>74.3</b>		<b>64.9</b>	<b>11%</b>
Finance Cost	38.7	24.1	14.6	30.0	20.6	9.4	
<b>Profit before Tax</b>	<b>43.7</b>		<b>56.3</b>	<b>44.3</b>		<b>55.4</b>	<b>-1%</b>
<b>Exceptional Items</b>							
*Exceptional Item	-4.3			0.0			
<b>Profit Before Tax</b>	<b>39.4</b>			<b>44.3</b>			
Tax	9.8			10.8			
<b>PAT</b>	<b>29.6</b>			<b>33.5</b>			<b>-12%</b>
<b>PAT Margin</b>	<b>1.5%</b>			<b>1.9%</b>			
EPS (in Rs.)	0.77			0.87			



❖ GST Rationalization led to improved demand across key categories



❖ Our Core Clusters has sustained growth in Q3 FY26  
❖ Margin improvement on account of Operating Leverage



❖ Exceptional charge arising from adoption of the new Labour Codes, majorly due to higher gratuity provisioning



# 9M FY26 PROFIT AND LOSS STATEMENT



Profit & Loss (in Rs. Crore)	9M FY26			9M FY25			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
<b>Total Revenue</b>	<b>5,270.0</b>		<b>5,270.0</b>	<b>5,067.1</b>		<b>5,067.1</b>	<b>4%</b>
Purchases of stock in trade	4,295.9		4,295.9	4,104.1		4,104.1	
Changes in Inventory	219.4		219.4	210.9		210.9	
<b>Gross Profit</b>	<b>754.8</b>		<b>754.8</b>	<b>752.1</b>		<b>752.1</b>	<b>0.4%</b>
<b>Gross Margin</b>	<b>14.3%</b>		<b>14.3%</b>	<b>14.8%</b>		<b>14.8%</b>	
Employee Cost	115.6		115.6	98.0		98.0	
Rent Expense	0.0	106.9	106.9	0.0	91.4	91.4	
Other Expenses	328.7		328.7	310.4		310.4	
<b>EBITDA</b>	<b>310.5</b>		<b>203.7</b>	<b>343.7</b>		<b>252.3</b>	<b>-10%</b>
<b>EBITDA Margin</b>	<b>5.9%</b>		<b>3.9%</b>	<b>6.8%</b>		<b>5.0%</b>	
Other Income	6.7		6.7	7.0		7.0	
Depreciation	115.5	73.2	42.2	91.2	64.8	26.5	
<b>EBIT</b>	<b>201.8</b>		<b>168.2</b>	<b>259.5</b>		<b>232.8</b>	<b>-22%</b>
Finance Cost	114.6	70.5	44.1	81.0	60.0	21.0	
<b>Profit before Tax Exceptional Items</b>	<b>87.2</b>		<b>124.1</b>	<b>178.4</b>		<b>211.9</b>	<b>-51%</b>
*Exceptional Item	2.8			0.0			
<b>Profit Before Tax</b>	<b>89.9</b>			<b>178.4</b>			
Tax	22.5		-	44.6		-	
<b>PAT</b>	<b>67.4</b>			<b>133.8</b>			<b>-50%</b>
<b>PAT Margin</b>	<b>1.3%</b>			<b>2.6%</b>			
EPS (in Rs.)	1.75			3.48			

..... LARGEST .....  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA  
.....

**OVERVIEW & KEY STRATEGIES**



# EMIL AT A GLANCE



## Inception & Presence

EMIL began its journey with a single store in **Hyderabad** and has since built a strong presence across **Andhra Pradesh, Telangana, and NCR**, with plans to expand into high-potential markets like **Western UP**

### Store Count

**200+**  
Stores  
(211 MBO & 8 EBO)

### WE ARE THE

**4<sup>th</sup>**  
Largest Electronics  
Retailer in India

Central Warehouse  
**12**

Cities Present  
**90+**



## OUR MBO BRANDS

**BAJAJ  
ELECTRONICS**

**ELECTRONICS  
MART**

**KITCHEN  
STORIES**  
FROM THE HOUSE OF BAJAJ ELECTRONICS

**AUDIO & BEYOND**  
HOME CINEMA | HOME AUTOMATION  
FROM THE HOUSE OF BAJAJ ELECTRONICS

**EASY  
KITCHENS**



### RETAIL AREA

**1.90 + Mn.**  
Square feet

### Experience of Over

**4**  
Decades

Employees  
**3,000+**

Leased Stores  
**185**



## PRODUCT OFFERINGS



Air  
Conditioner



Smart  
Phones



Television



Laptop



Refrigerator



Washing  
Machines



Chimney



Audio  
Devices



Cooler



Other  
Products

Owned Stores  
**20**

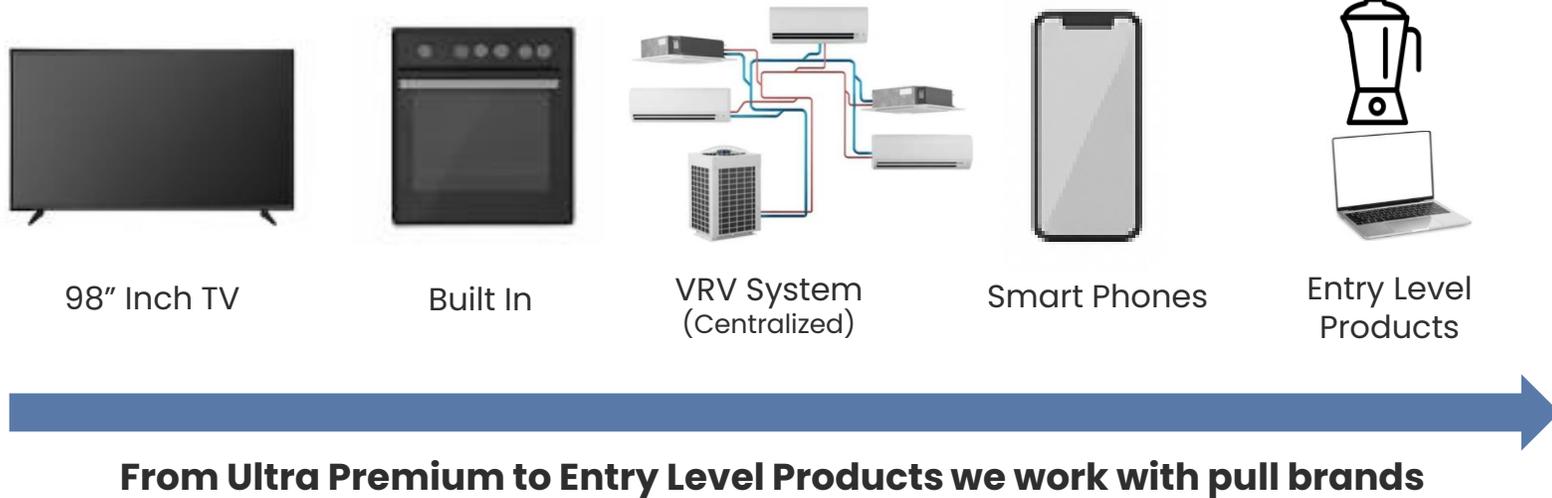
POPL Stores  
**14**



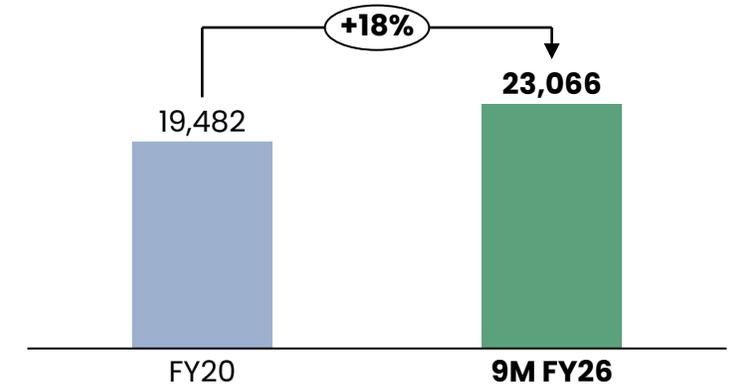
# STRATEGIC PARTNERSHIPS AND PREMIUM POSITIONING DRIVE ASP LEADERSHIP



We Partner with most of the world's best Brands and are a preferred distributor



Among organized retailers we drive the one of the highest **ASP's** for most OEMs

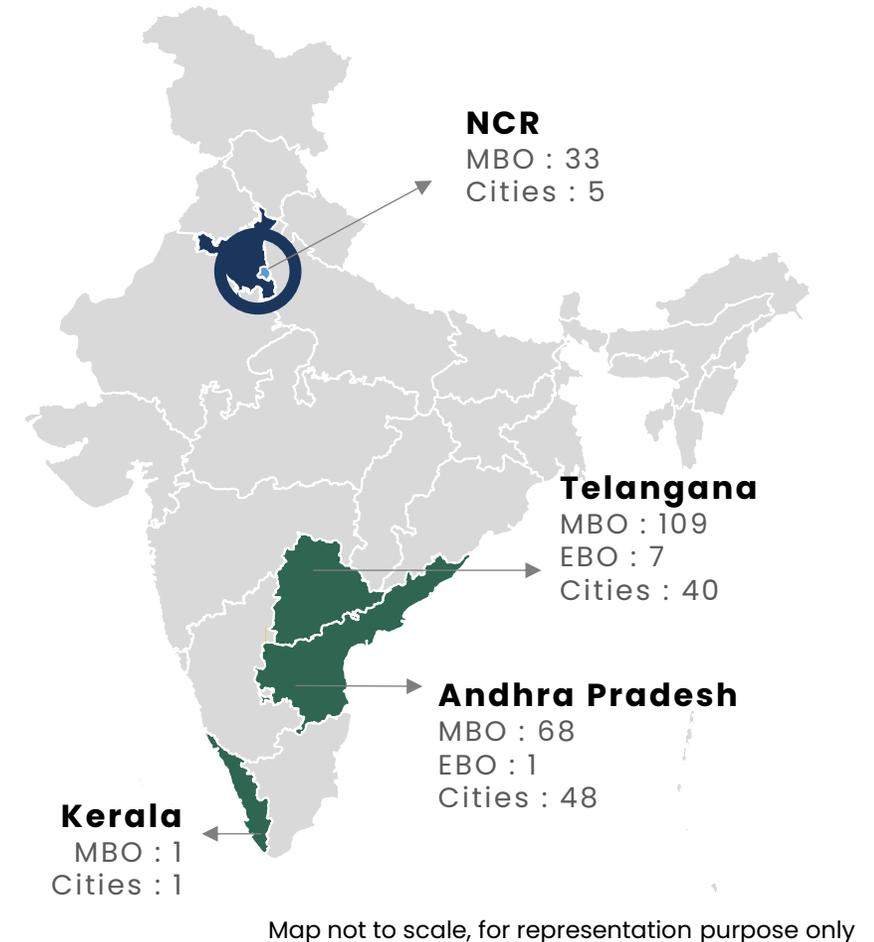
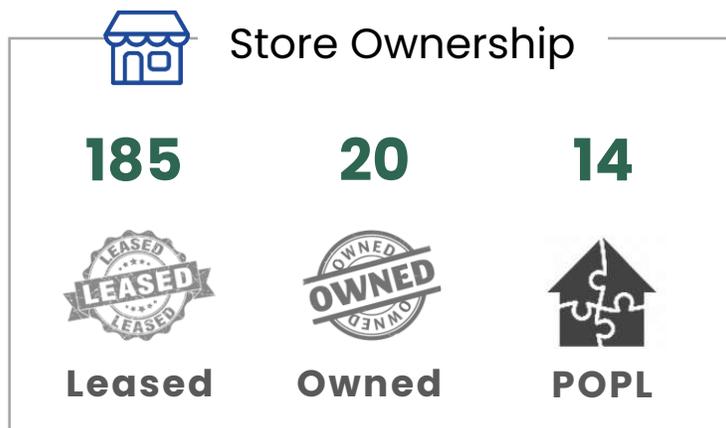
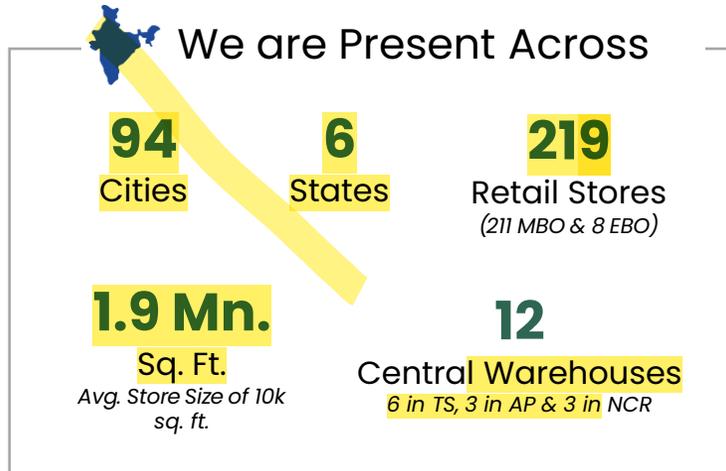


\*ASP: Average Selling Price



# CLUSTER BASED DISTRIBUTION NETWORK

## Deep penetration in the states of Andhra Pradesh & Telangana with a growing presence in NCR



Map not to scale, for representation purpose only



# DIVERSIFIED PRODUCT PROFILE COMPRISING OF 8,000+ SKUs

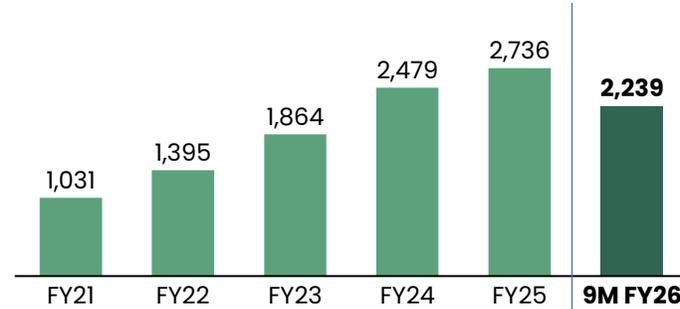


## Mobiles

Phones, Fitness Tracker & Tablets

Fastest growing segment with rising contribution to the overall revenue pie from 29% FY19 to 42% in FY25

Have relationships with the large brands in this space – Oppo, Vivo and OnePlus

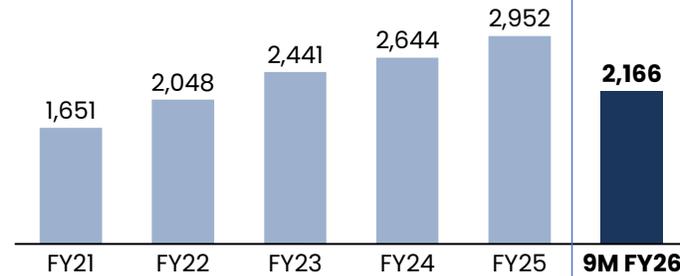


## Large Appliances

TV, Washing Machine, AC, Refrigerators

Highest contributing segment in terms of revenues

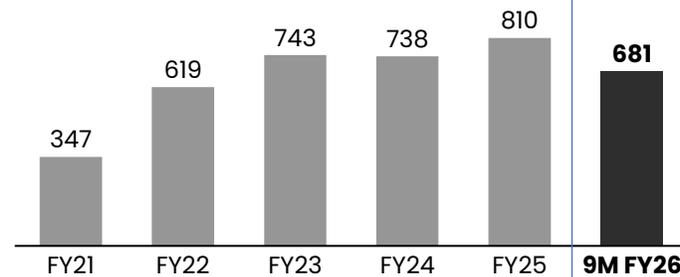
Have relationships with the largest brands in this space – LG, Haier, Sony etc



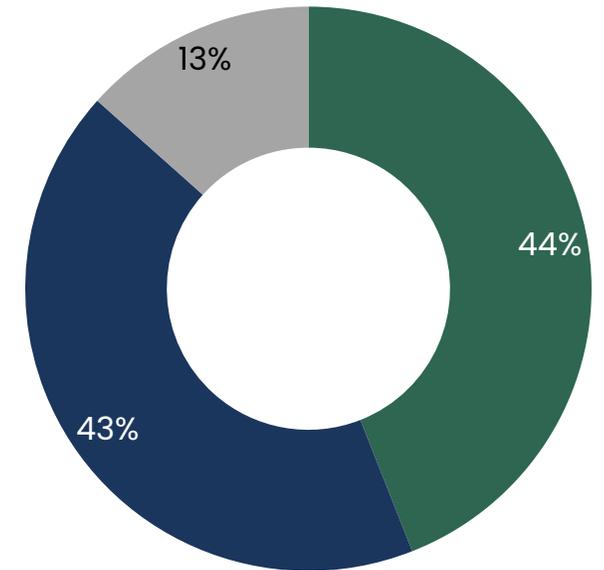
## Small Appliances, IT & Others

Laptop, Printer, Geyser & Others

Have relationships with the largest brands in this space – Dell, Sony, Havells, Orient etc



## Revenue Mix



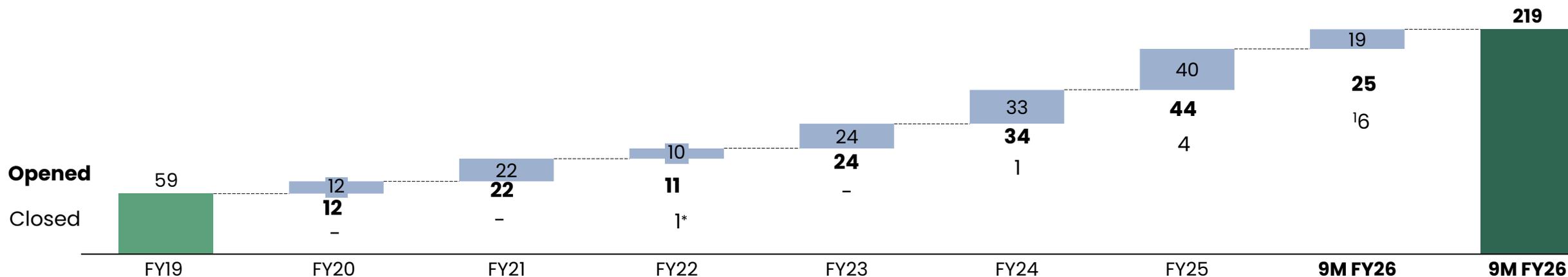
- Mobiles
- Large Appliances
- Small Appliances, IT & Others



# RAPID STORE EXPANSION



<b>Stores</b>	71	<b>+31%</b>	93	<b>+11%</b>	103	<b>+23%</b>	127	<b>+21%</b>	160	<b>+25%</b>	200	<b>+10%</b>	219
<b>Retail '000s sq. ft</b>	765	<b>+23%</b>	940	<b>+11%</b>	1,041	<b>+17%</b>	1,222	<b>+17%</b>	1,471	<b>+19%</b>	1,758	<b>+9%</b>	1,914

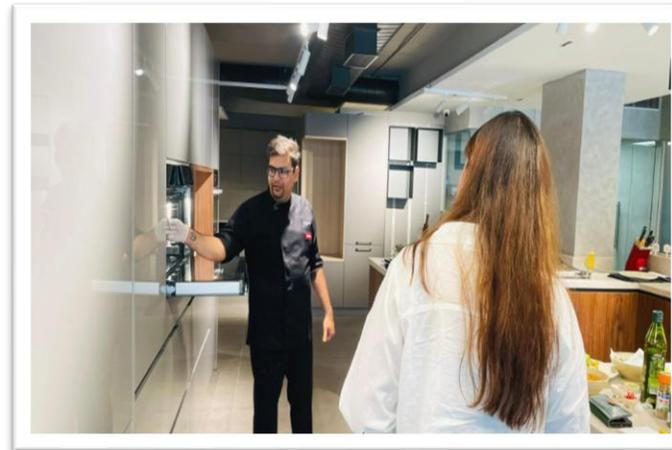


Particulars	FY20	FY21	FY22	FY23	FY24	FY25	9M FY26
<b>Store Count</b>	<b>71</b>	<b>93</b>	<b>103</b>	<b>127</b>	<b>160</b>	<b>200</b>	<b>219</b>
<b>MBOs Total</b>	<b>63</b>	<b>82</b>	<b>91</b>	<b>114</b>	<b>147</b>	<b>189</b>	<b>211</b>
Bajaj Electronics / Electronics Mart	63	80	88	105	137	176	198
Kitchen Stories	-	2	2	5	6	6	6
Audio & Beyond	-	-	1	1	1	3	3
Easy Kitchen	-	-	-	3	3	3	3
Charcoal Project	-	-	-	-	-	1	1
<b>EBOs</b>	<b>8</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>11</b>	<b>8</b>

\* The store has been converted to EBO 16 Closures during the period were primarily driven by the divestment of IQ Apple Retail stores



## Differentiated in Store Experiences



### Product Experience Event

In-store live demonstrations (e.g., juicing stations) build trust and authenticity



### Interactive Product Trial

Turns shopping into an experience – especially impactful for Gen Z and millennial buyers



### Event-Driven Selling

Festival-themed sales (Diwali, Pongal, etc.) with games, prizes, and live counters



### Consultative Selling Approach

Our Sales Team engage customers with a solutions mindset – understanding lifestyle and usage to recommend the right products



# OUR RETAIL OUTLETS

## NCR Stores



## Hyderabad Stores



## Andhra Pradesh & Telangana Up Country Stores





# OUR SPECIALISED RETAIL STORES

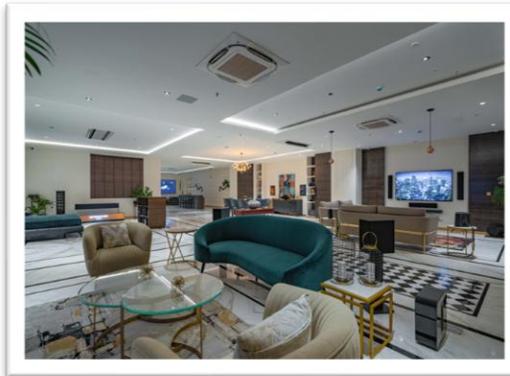
## Kitchen Stories (Jubilee Hills, Hyderabad)



## Easy Kitchens (Jubilee Hills, Hyderabad)



## Audio & Beyond (Jubilee Hills, Hyderabad)



## The Charcoal Project (Jubilee Hills, Hyderabad)





## 12 large centrally located warehousing facilities

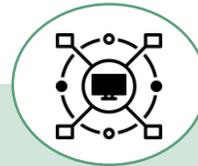
which are backed by individual storage areas at store level of varying sizes to cater to individual stores or a group of stores



### Efficient Inventory Management



Extensive Supply Chain with 80% of Volumes coming from OEMS



Computerized Inventory Management System utilized to track daily SKU movement



Systems setup in a way it synchronises with all stores and Central Warehouse



Inventory is constantly monitored to ensure fresh stock is available using "first in first out approach"



### Robust Information Technology System



ERP and POS systems from leading industry software providers



Wide Range of Data Management Tools used to further improve efficiency



Tracking systems with real time updates on status of their orders

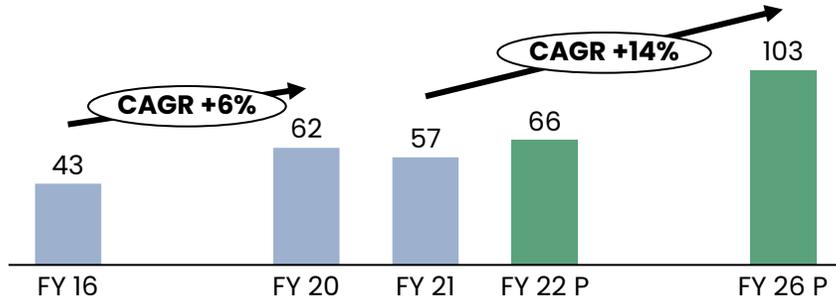


Use data to swiftly align inventory with changing customer preferences

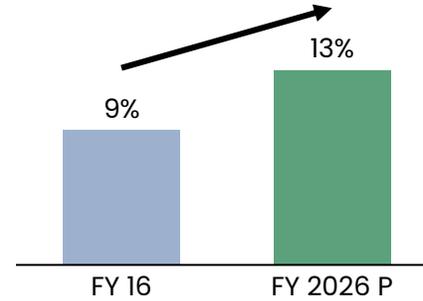


# STRONG GROWTH IN ORGANISED BRICK & MORTAR RETAIL

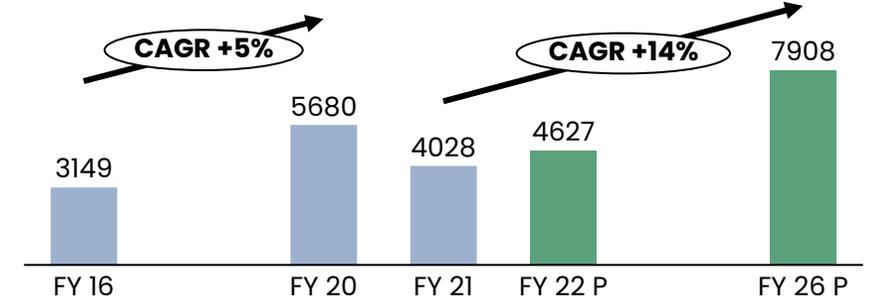
## Retail Industry Market Size Expected to Grow at 14% CAGR



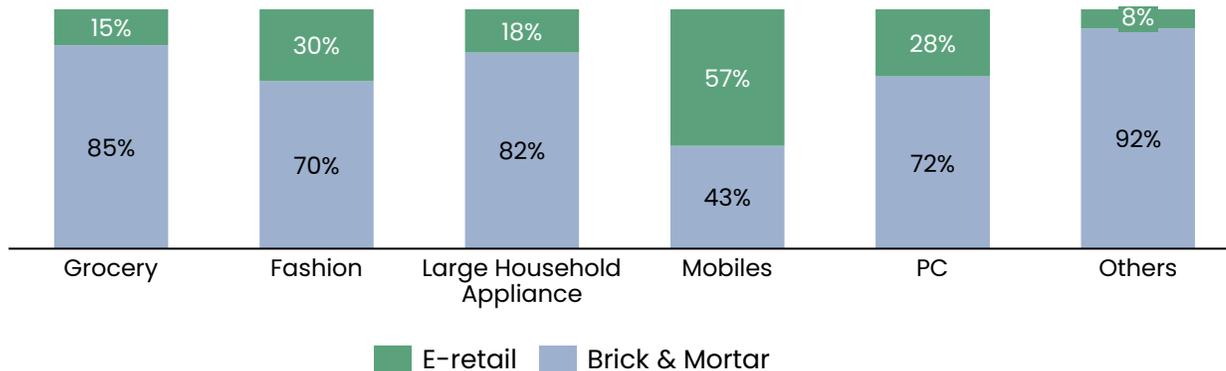
## Organised Retail Penetration also Expected to Grow



## Organised Brick & Mortar (B&M) Growing Faster



## Brick & Mortar continues to dominate the organized retail market



## Growth Factors for Organised B&M Retails

- ✓ **Touch and feel of the product:** "Try it before you buy it" very relevant especially for high priced items
- ✓ **Warranty and service issues:** Provides comfort to consumers – assurance of product's genuineness + better understanding of warranty and service details
- ✓ **Installation and after-sales services:** Much faster and more efficient
- ✓ **Consumer finance schemes:** Easy and instant zero-cost financing options to increase repeat customers

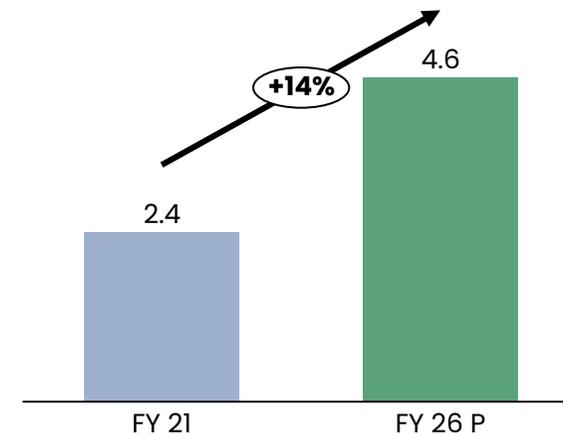


# CONTINUED GROWTH MOMENTUM IN CONSUMER DURABLES ACROSS CATEGORIES

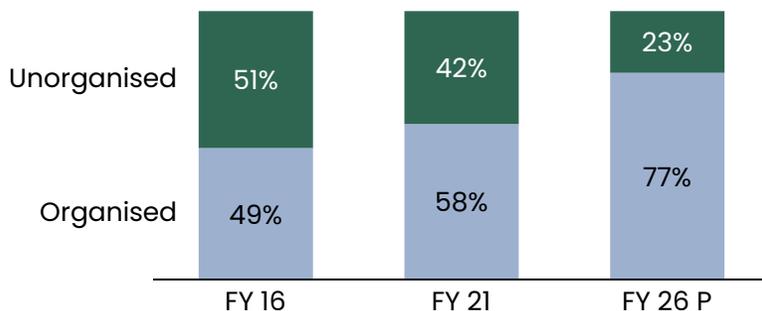
## India lags global peers in consumer durables penetration

% of households							
Colour Televisions	50%	98 - 100%	96 - 98%	96 - 98%	98 - 100%	96 - 98%	95 - 97%
Refrigerator	40%	98 - 100%	98 - 100%	97-99%	98 - 100%	95 - 97%	97-99%
Mobile	40%	94 - 96%	97-99%	96 - 98%	98 - 100%	96 - 98%	93 - 95%
Washing Machine	20%	85 - 87%	95 - 97%	96 - 98%	97-99%	93 - 95%	66 - 68%
Air Conditioner	16%	91 - 93%	25 - 27%	93 - 95%	79 - 81%	92 - 94%	19 - 21%
Personal Computer	13%	91 - 93%	91-93%	79 - 81%	84 - 86%	59 - 61%	44 - 46%

## Consumer Durable Industry Stated to Grow at 13-15% ahead



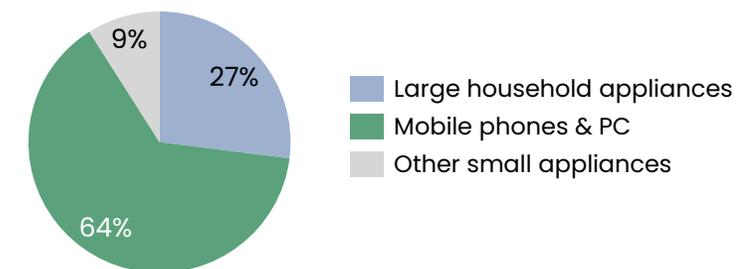
## Organised segment outpacing the unorganized players in Indian consumer's durables industry



## Modern trade to grow in consumer durables / mobiles vs general trade

- Urbanisation
- Rising awareness
- Higher discounts
- Larger portfolio
- Various financing options

## Market segmentation of Consumer Durables appliances





# BOARD OF DIRECTORS



**Pavan Kumar Bajaj**  
*Chairman & Managing Director*



**Karan Bajaj**  
*Chief Executive Officer & WTD*



**Astha Bajaj**  
*Executive Director & WTD*



**Col. Gurdeep Singh  
(Retd.)**  
*Independent Director*



**Mirza Ghulam  
Muhammad Baig**  
*Independent Director*



**Jyotsna Angara**  
*Independent Director*



# AWARDS & ACCOLADES



**Revenue  
Champion  
2024  
Apple**



**2024**



**Electronics Mart  
India Limited Top  
Performing  
Brand  
Samsung**



**2024**



**Certificate of  
Appreciation For  
exemplary sales  
Contribution  
H12024  
SAMSUNG**



**2024**



**Oppo Diamond  
Awards**



**2024**



**One Plus  
Preferred Partner**



**2025**



## Cashflow Generation Through Inventory Optimization

- ✓ We are strengthening cash flows by optimizing working capital, especially at the inventory level
- ✓ Leveraging data analytics for demand forecasting and assortment planning, we're improving stock turns and reducing excess inventory.
- ✓ Technology-driven replenishment is further accelerating inventory rotation and enhancing our cash conversion cycle



## Strengthening Presence

- ✓ We are expanding into newer clusters like Western UP, while consolidating our presence in recently entered regions like the NCR
- ✓ These markets are largely unorganized, and we are witnessing a clear shift towards organized retail offering significant headroom for growth through our cluster-based strategy



## Operating Leverage to Drive Profit Growth

- ✓ As stores mature and stabilize, we expect improved throughput and higher revenue productivity
- ✓ This will enhance fixed cost absorption, leading to a gradual normalization of EBITDA margins over time



## A Trusted Partner for Leading Brands

- ✓ We are a trusted partner for leading consumer electronics and appliance brands, backed by our scale, operational excellence, and retail execution capabilities
- ✓ Our partnerships are built on mutual growth—enabling faster market penetration for brands and ensuring we offer customers the latest products with strong value propositions



## Differentiated In-store Experience

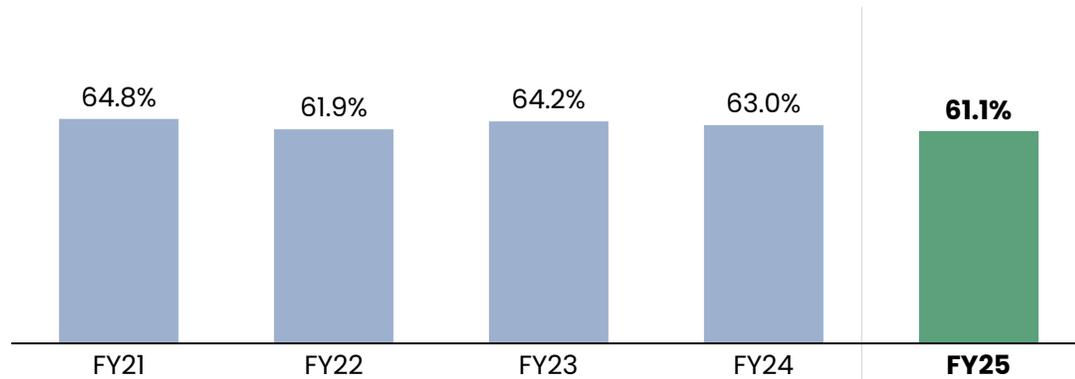
- ✓ Our MBO format offer live demos, and brand-led events create an engaging retail environment
- ✓ With a consultative sales approach and trained staff, we help customers make informed decisions—enhancing satisfaction and conversion

..... LARGEST .....  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA  
.....

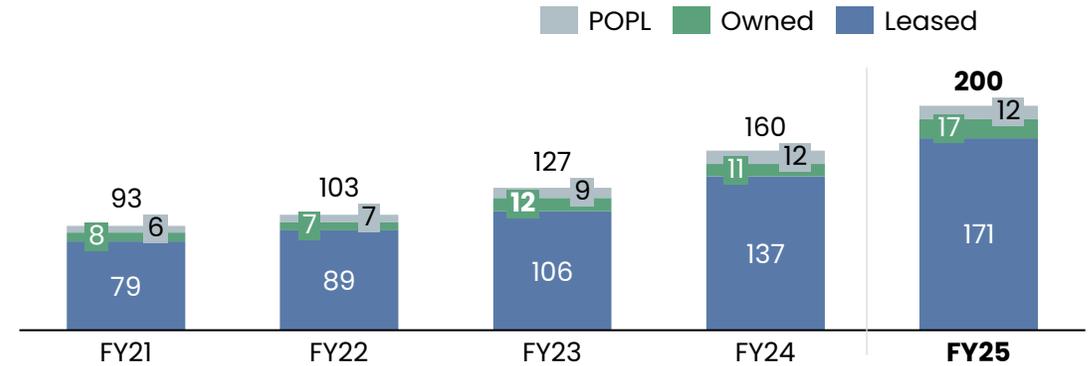
**HISTORICAL HIGHLIGHTS**



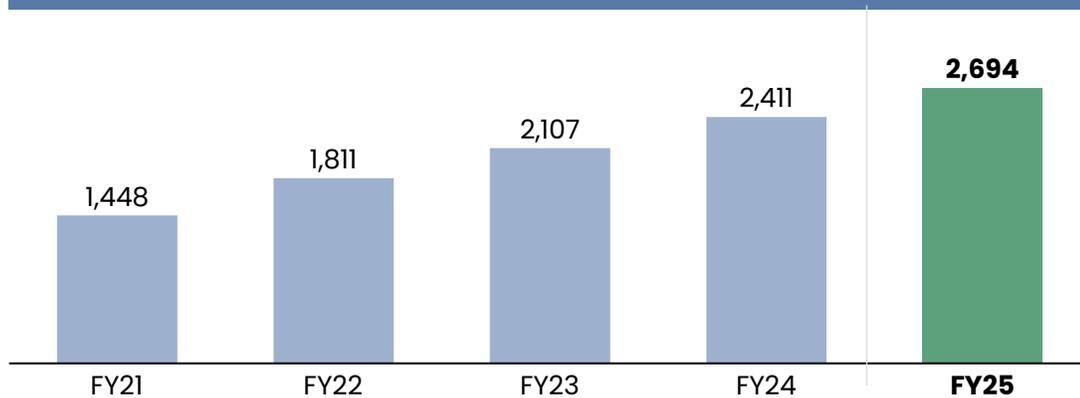
## Top 5 Brands (% of Sales)



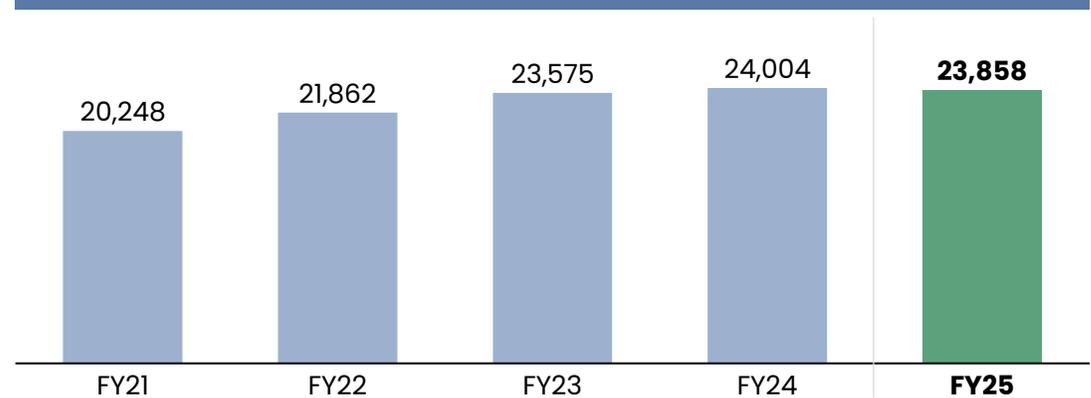
## Store Ownership (#)



## Bill Cuts (Nos. in '000)

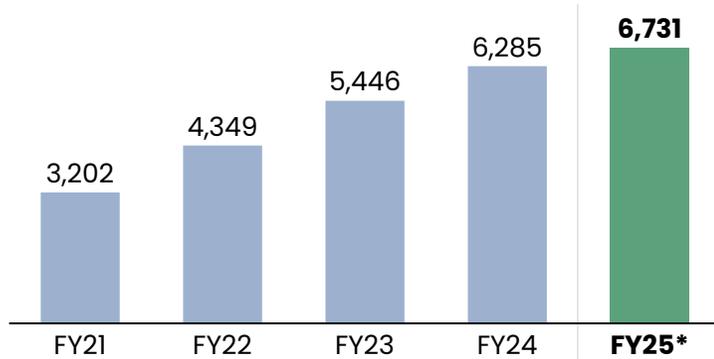


## Average Ticket Size (Rs.)

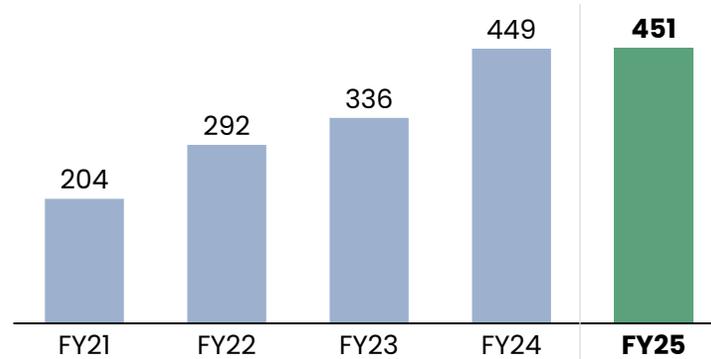




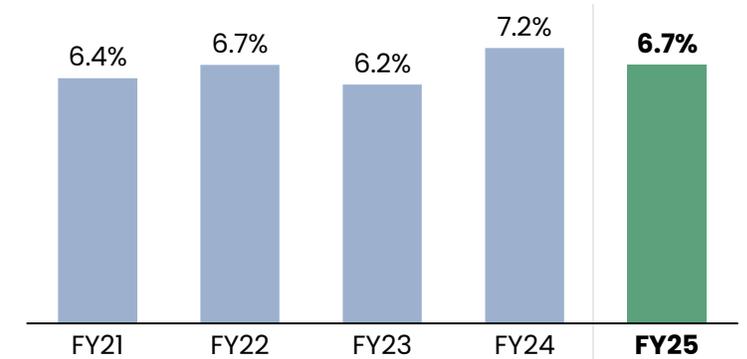
## Revenue (Rs. Crs.)



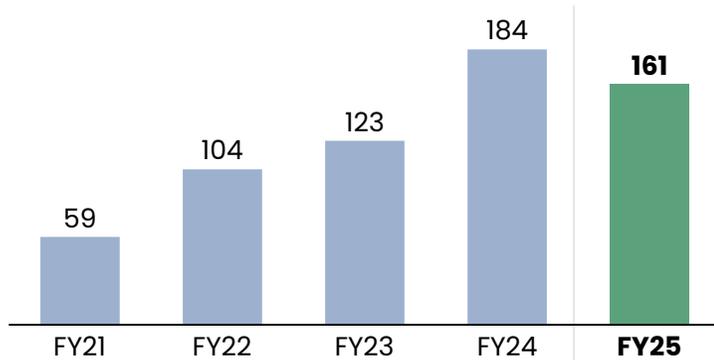
## EBITDA ((Rs. Crs.))



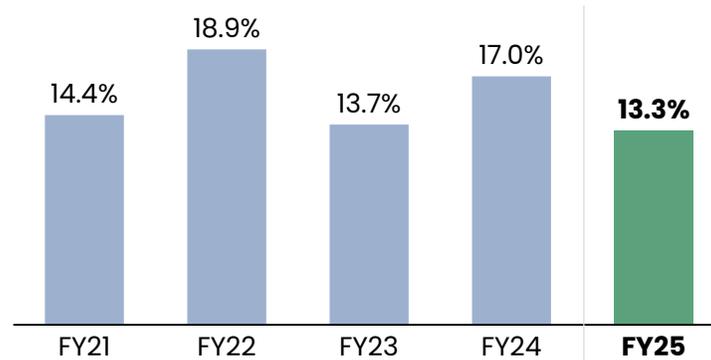
## EBITDA Margins



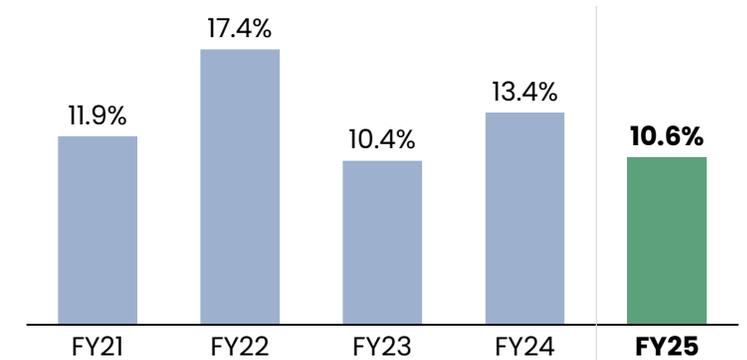
## Profit After Tax (PAT)



## RoCE



## RoE





# STRONG BALANCE SHEET



## Working Capital\*

Inventory Days    Recievable Days    Creditor Days

Working Capital Days

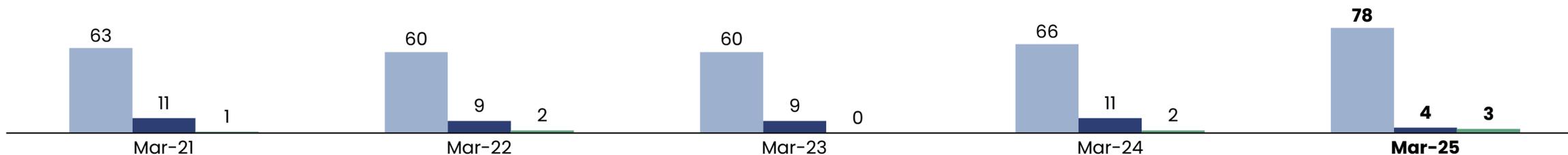
73 days

67 days

69 days

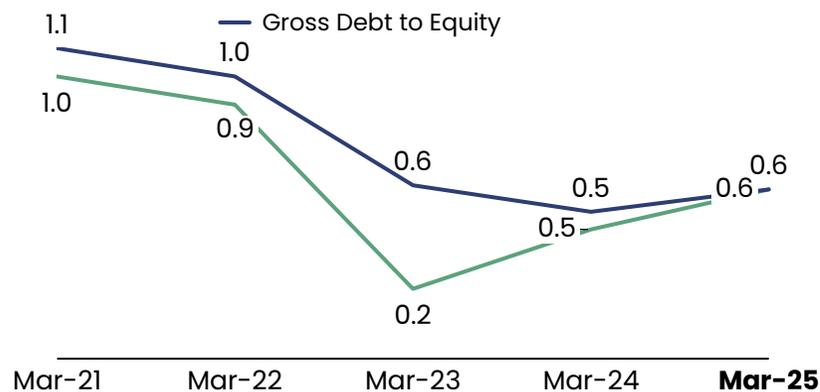
75 days

79 days

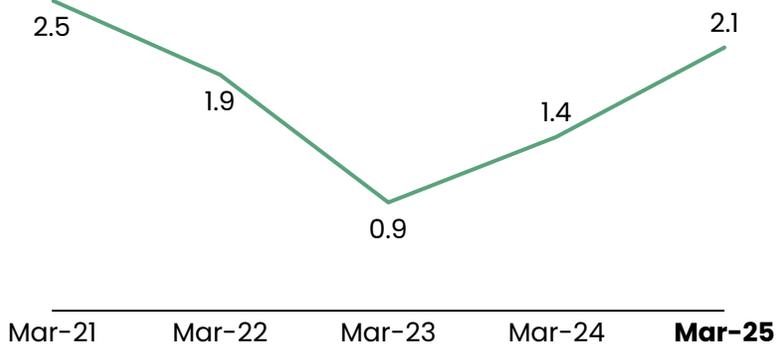


## Debt to Equity Ratio

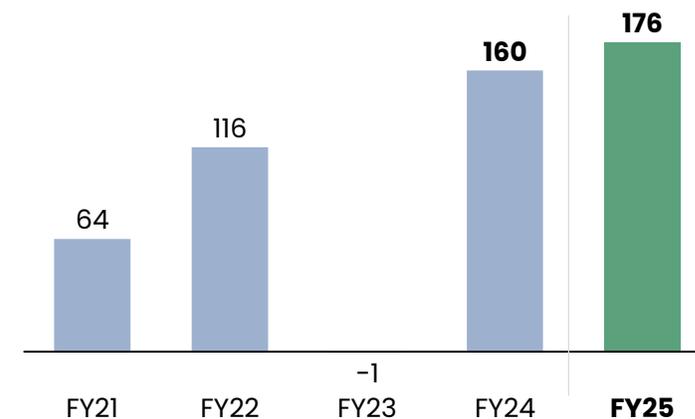
Net Debt to Equity  
Gross Debt to Equity



## Net Debt to EBITDA



## Cash Flow from Operations (Rs. Crs.)



\*The numbers for the WC cycle are unaudited and uncertified



# HISTORICAL PROFIT AND LOSS STATEMENT

Profit and Loss (in Rs. Crs.)	FY25	FY24	FY23	FY22	FY21
<b>Revenue from Operations</b>	<b>6,731.3</b>	<b>6,285.4</b>	<b>5,445.7</b>	<b>4,349.3</b>	<b>3,201.9</b>
Purchases of stock in trade	6,007.3	5,566.4	4,864.7	3,887.8	2,846.9
Changes in Inventory	-273.5	-195.7	-159.7	-132.5	-79.6
<b>Gross Profit</b>	<b>997.5</b>	<b>914.7</b>	<b>740.7</b>	<b>593.9</b>	<b>434.6</b>
<b>Gross Profit Margin</b>	<b>14.8%</b>	<b>14.6%</b>	<b>13.6%</b>	<b>13.7%</b>	<b>13.6%</b>
Employee Cost	133.1	111.5	94.0	78.8	61.4
Other Expenses	413.3	353.8	310.6	223.2	169.2
<b>EBITDA</b>	<b>451.1</b>	<b>449.5</b>	<b>336.1</b>	<b>291.9</b>	<b>203.9</b>
<b>EBITDA Margin</b>	<b>6.7%</b>	<b>7.2%</b>	<b>6.2%</b>	<b>6.7%</b>	<b>6.4%</b>
Depreciation	126.7	105.7	85.4	71.3	58.1
Other Income	9.1	10.1	11.0	3.8	5.5
<b>EBIT</b>	<b>333.6</b>	<b>353.8</b>	<b>261.7</b>	<b>224.4</b>	<b>151.2</b>
<b>EBIT Margin</b>	<b>5.0%</b>	<b>5.6%</b>	<b>4.8%</b>	<b>5.2%</b>	<b>4.7%</b>
Finance Cost	117.5	107.7	98.5	84.6	71.7
<b>Profit before Tax</b>	<b>216.0</b>	<b>246.2</b>	<b>163.2</b>	<b>139.8</b>	<b>79.6</b>
<b>Profit before Tax Margin</b>	<b>3.2%</b>	<b>3.9%</b>	<b>3.0%</b>	<b>3.2%</b>	<b>2.5%</b>
Tax	55.6	62.2	40.4	35.9	20.9
<b>Profit After Tax</b>	<b>160.5</b>	<b>183.9</b>	<b>122.8</b>	<b>103.9</b>	<b>58.6</b>
<b>Profit After Tax Margin</b>	<b>2.4%</b>	<b>2.9%</b>	<b>2.3%</b>	<b>2.4%</b>	<b>1.8%</b>
<b>EPS</b>	<b>4.17</b>	<b>4.78</b>	<b>3.63</b>	<b>3.46</b>	<b>1.95</b>



# HISTORICAL BALANCE SHEET

Assets (in Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
<b>Non - Current Assets</b>	<b>1,941.0</b>	<b>1,517.5</b>	<b>1,285.9</b>	<b>875.4</b>	<b>720.2</b>
Property Plant & Equipments	905.1	602.2	509.9	279.5	275.5
CWIP	30.4	44.9	13.9	23.8	2.0
Intangible assets	2.7	1.7	0.5	0.6	0.6
Right of use asset	850.6	752.4	631.7	504.9	397.5
Financial Assets					
Loans	0.0	0.0	0.0	0.0	17.7
Other Financial Assets	63.9	50.4	92.9	29.2	7.3
Deferred Tax Assets (Net)	40.2	31.7	25.1	17.6	11.6
Other Non - Current Assets	45.4	28.0	2.0	14.1	3.2
Other Non - Current Tax Assets	2.8	6.1	9.9	5.7	4.8
<b>Current Assets</b>	<b>1,696.4</b>	<b>1,541.6</b>	<b>1,407.9</b>	<b>956.6</b>	<b>803.3</b>
Inventories	1,230.2	969.3	773.5	613.8	481.4
Financial Assets			0.0		
(i) Trade receivables	74.2	181.4	138.4	115.2	95.4
(ii) Cash and cash equivalents	30.5	85.5	203.2	34.4	35.0
(iii) Loans	1.7	1.5	1.2	1.3	1.0
Other Financial Assets	2.6	4.0	8.3	0.2	0.2
Other Current Assets	357.2	299.9	283.3	191.7	190.4
<b>Total Assets</b>	<b>3,637.3</b>	<b>3,059.1</b>	<b>2,693.9</b>	<b>1,832.0</b>	<b>1,523.5</b>

Equity & Liabilities (in Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
<b>Total Equity</b>	<b>1,518.8</b>	<b>1,369.7</b>	<b>1,184.3</b>	<b>596.5</b>	<b>491.9</b>
Share Capital	384.7	384.7	384.7	300.0	300.0
Reserves & Surplus	1,134.0	984.9	799.6	296.5	191.9
<b>Non-Current Liabilities</b>	<b>1,140.3</b>	<b>907.9</b>	<b>768.2</b>	<b>579.7</b>	<b>465.9</b>
Financial Liabilities					
(i) Borrowings	205.5	98.0	100.8	55.2	62.1
(ii) Lease Liabilities	933.0	809.7	665.7	523.9	401.7
Provisions	1.7	0.2	1.7	0.7	2.1
<b>Current Liabilities</b>	<b>978.3</b>	<b>781.6</b>	<b>741.4</b>	<b>655.7</b>	<b>565.7</b>
Financial Liabilities					
(i) Borrowings	778.4	614.8	626.3	538.5	473.9
(ii) Trade Payables	56.3	43.1	24.6	35.2	7.6
(iii) Lease	59.4	47.4	38.9	31.3	0.0
(iv) Other Financial Liabilities	22.9	18.4	23.6	16.7	66.0
Other Current Liabilities	53.7	39.5	14.5	19.8	16.4
Provisions	2.2	13.0	10.7	7.2	1.8
Current tax liabilities (net)	5.3	5.3	2.7	7.1	0.0
<b>Total Equity &amp; Liabilities</b>	<b>3,637.3</b>	<b>3,059.1</b>	<b>2,693.9</b>	<b>1,832.0</b>	<b>1,523.5</b>



# HISTORICAL CASH FLOW

Particulars (Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
<b>Net Profit Before Tax</b>	<b>216.0</b>	<b>246.2</b>	<b>163.2</b>	<b>139.8</b>	<b>79.6</b>
Adjustments for: Non-Cash Items / Other Investment or Financial Items	236.8	202.5	171.7	152.6	130.4
<b>Operating profit before working capital changes</b>	<b>452.9</b>	<b>448.7</b>	<b>334.9</b>	<b>292.3</b>	<b>209.9</b>
Changes in working capital	-216.2	-218.5	-287.0	-138.6	-125.8
<b>Cash generated from Operations</b>	<b>236.6</b>	<b>230.1</b>	<b>48.0</b>	<b>153.8</b>	<b>84.1</b>
Direct taxes paid (net of refund)	-60.8	-70.3	-48.5	37.6	-20.1
<b>Net Cash from Operating Activities</b>	<b>175.8</b>	<b>159.8</b>	<b>-0.6</b>	<b>116.2</b>	<b>64.0</b>
<b>Net Cash from Investing Activities</b>	<b>-332.0</b>	<b>-116.9</b>	<b>-300.7</b>	<b>-67.9</b>	<b>-59.9</b>
<b>Net Cash from Financing Activities</b>	<b>101.2</b>	<b>-160.6</b>	<b>470.0</b>	<b>-48.9</b>	<b>-56.1</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-54.9</b>	<b>-117.7</b>	<b>168.8</b>	<b>-0.6</b>	<b>-52.1</b>
Add: Cash & Cash equivalents at the beginning of the period	85.5	203.2	34.4	35.0	87.1
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>30.5</b>	<b>85.5</b>	<b>203.2</b>	<b>34.4</b>	<b>35.0</b>



# KEY TAKEAWAYS



OVER 4 DECADES  
OF **LEGACY**  
— THAT'S ICONIC —

BAJAJ  
ELECTRONICS

# THANK YOU

**Company: Electronics Mart India Limited**

CIN: L52605TG2018PLC126593



**Mr. Premchand Devarakonda (CFO)**

[premchand.d@bajajelectronics.in](mailto:premchand.d@bajajelectronics.in)

040 2323 0244

**Investor Relations: Strategic Growth Advisors (SGA)**

CIN: U74140MH2010PTC204285

**SGA** Strategic Growth Advisors

**Mr. Deven Dhruva / Mr. Ronak Jain**

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