

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



Date: 03/06/2025

To

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai- 400001

Script ID/ Code/ ISIN : BHATIA/ 540956/ INE341Z01025

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, 2025 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

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BHATIA'S[®]

A Public Limited Company

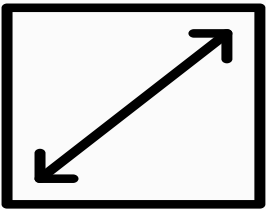
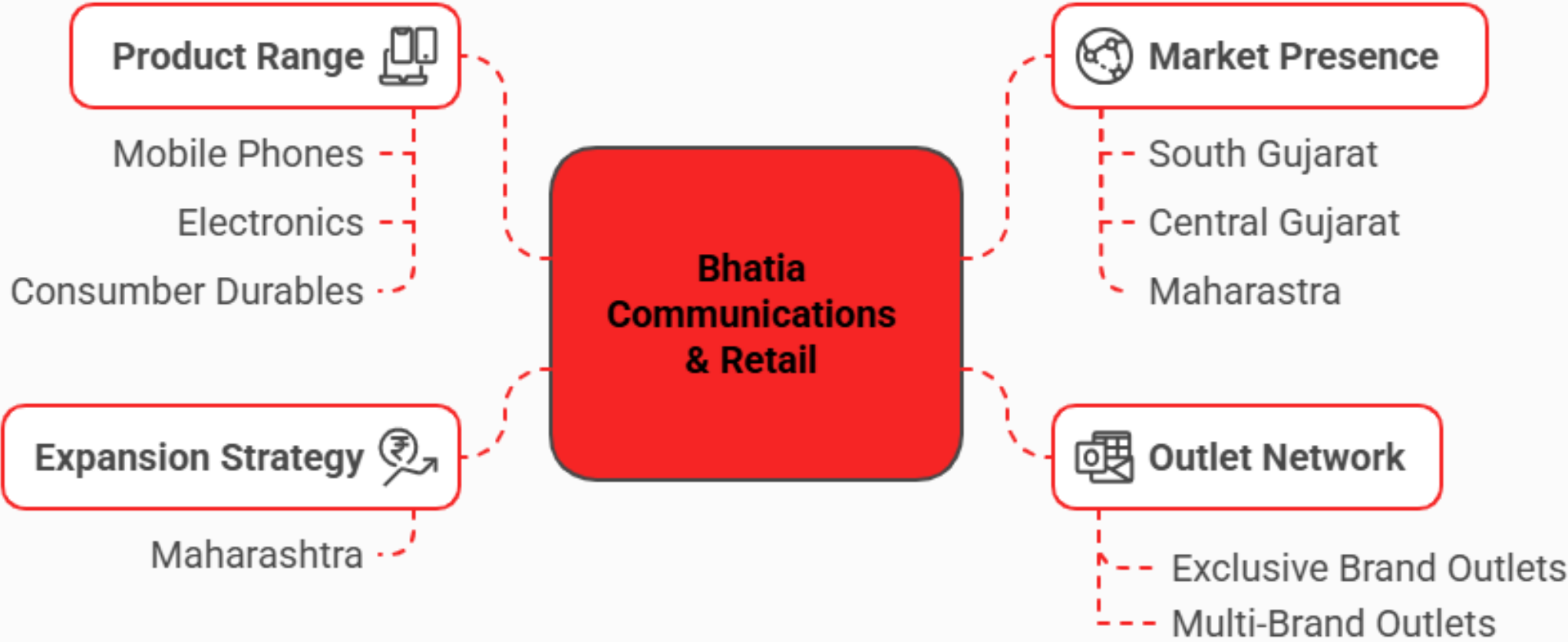


Bhatia- At a Glance

- **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 FY25 the company has 237 stores (233 owned and 4 franchise).**
- **Expanding operations outside Gujarat and opened its first store in Maharashtra in FY23 and today the number of stores stands at 16.**
- **The company has been gradually operating lot of multi product outlets within the existing stores, specially in the semi urban areas thereby creating good opportunities for growth.**

Business Overview

Bhatia Communications & Retail: Business Overview



1.80 Lakh sq.ft.
Total Retail footprint



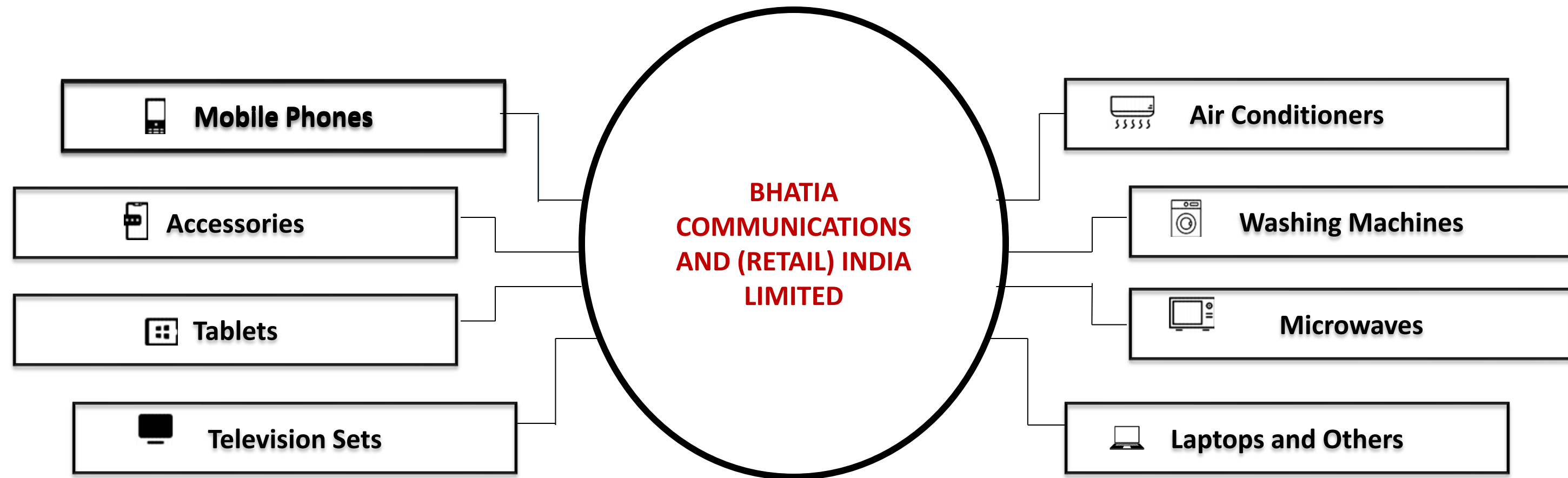
237
Stores as on FY25



Surat
Headquarters

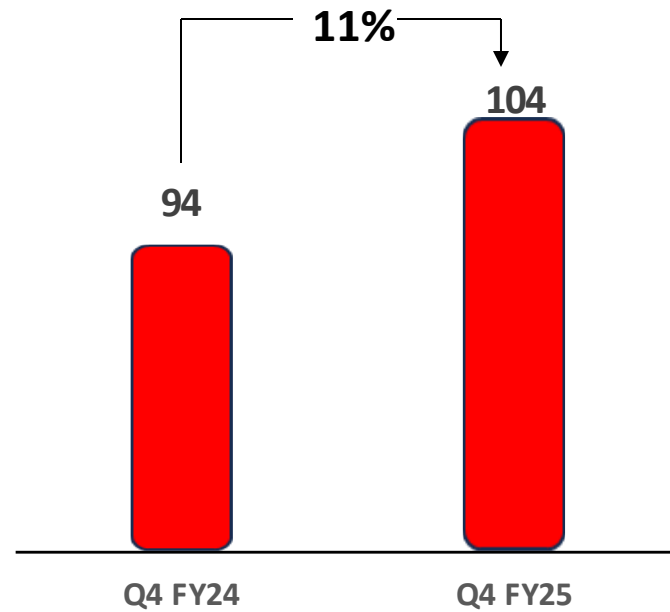
Bhatia- Products

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

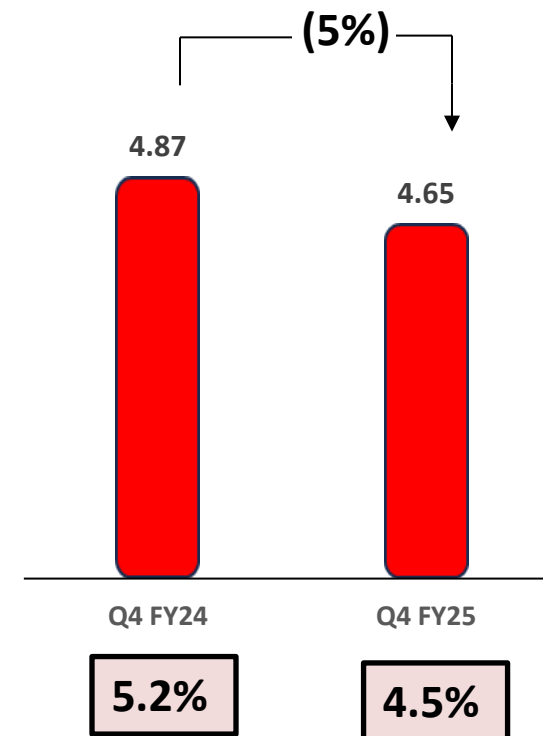


Q4 & FY25 Financial Performance

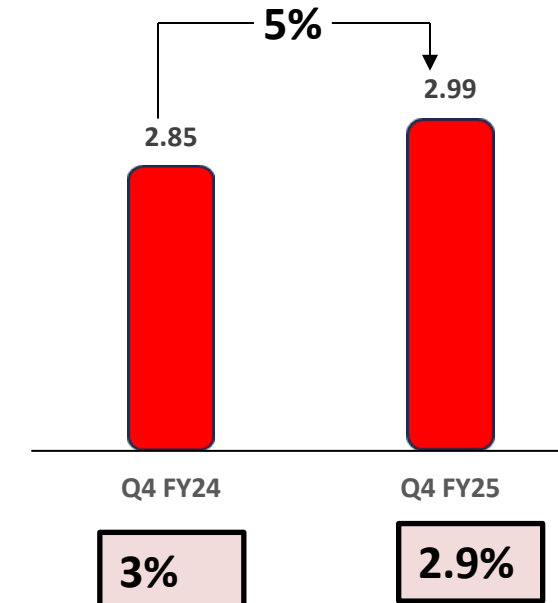
Revenue



EBITDA



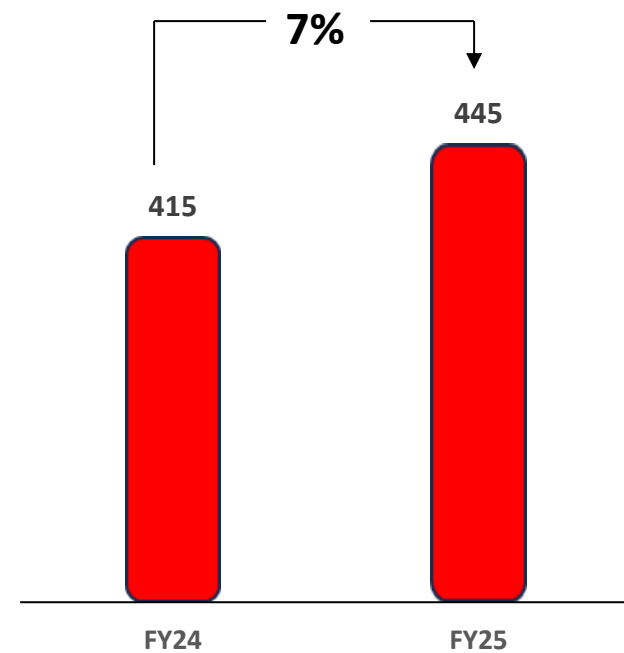
PAT



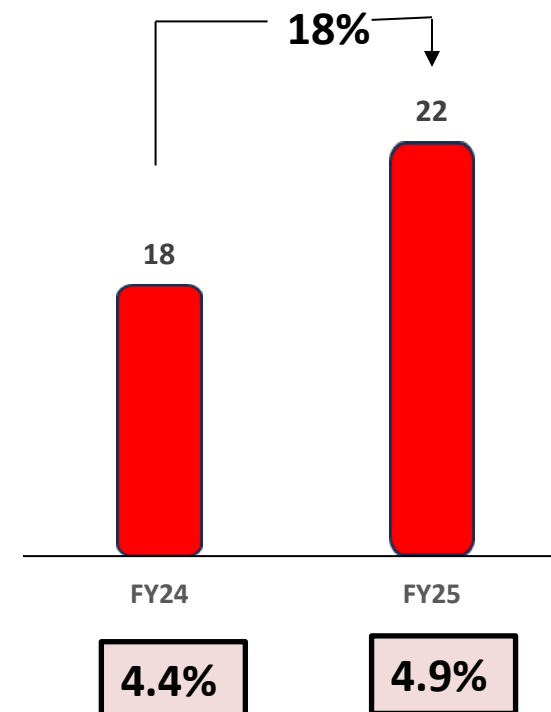
Margins



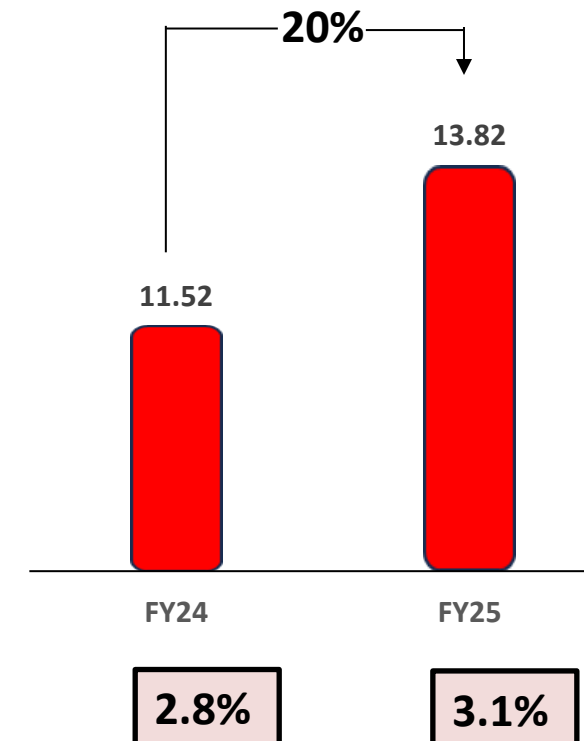
Revenue



EBITDA



PAT

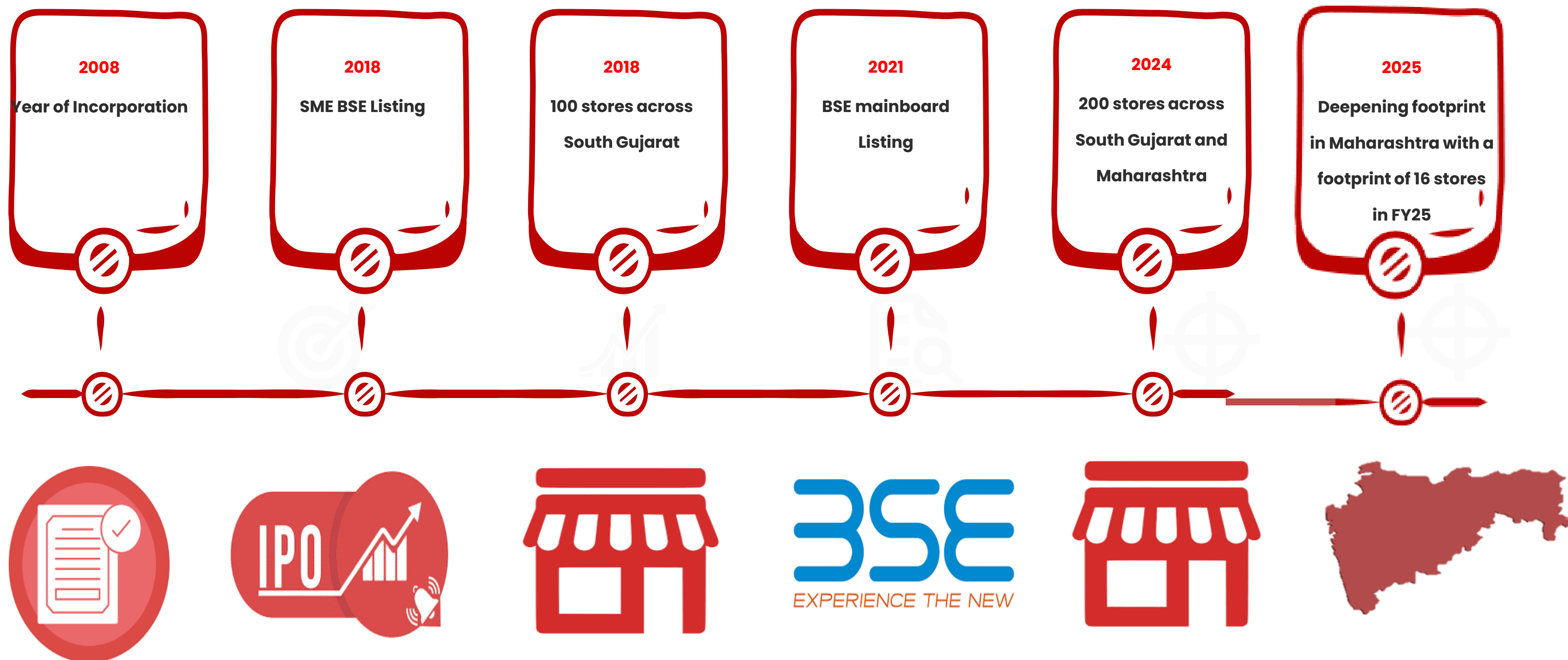


Margins



- The current year operating margins, reflects the robust set of operations and given the rise of discretionary income for the consumers, the revenue is expected to grow consistently with robust profitability.
- The robust growth in Revenue and Profitability has come on the back of sustained expansions and profitable operations with best in class ROE's.

Milestones- From Strength to Strength



Key Management

SANJEEV BHATIA, **MANAGING DIRECTOR**

Sanjeev Bhatia, aged 46 years, is having vast experience of 26 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 43 years, have vast experience of 23 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



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

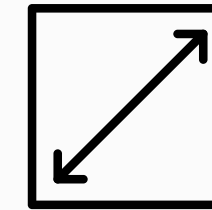
Customers can select from a wide range of options

Business Model



237

Stores as on FY25



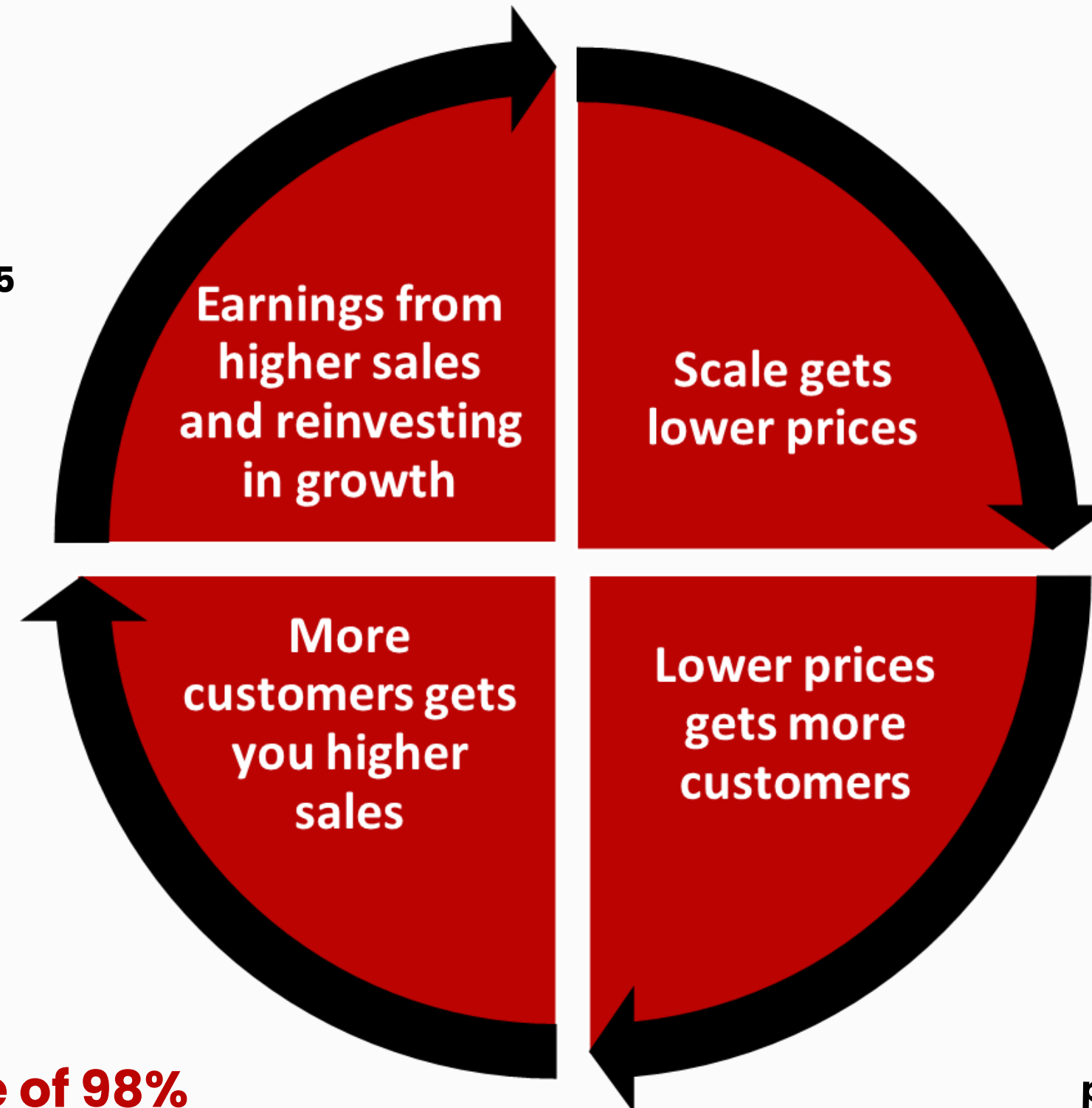
760 sq.ft.
Average Store
Size



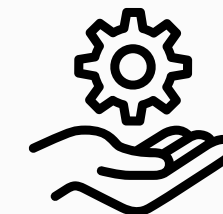
**Direct purchase from companies at
competitive prices**
Robust Supply Chain



Customer Conversion rate of 98%
Consumer Centric



www.bhatiamobile.com
Online Store



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

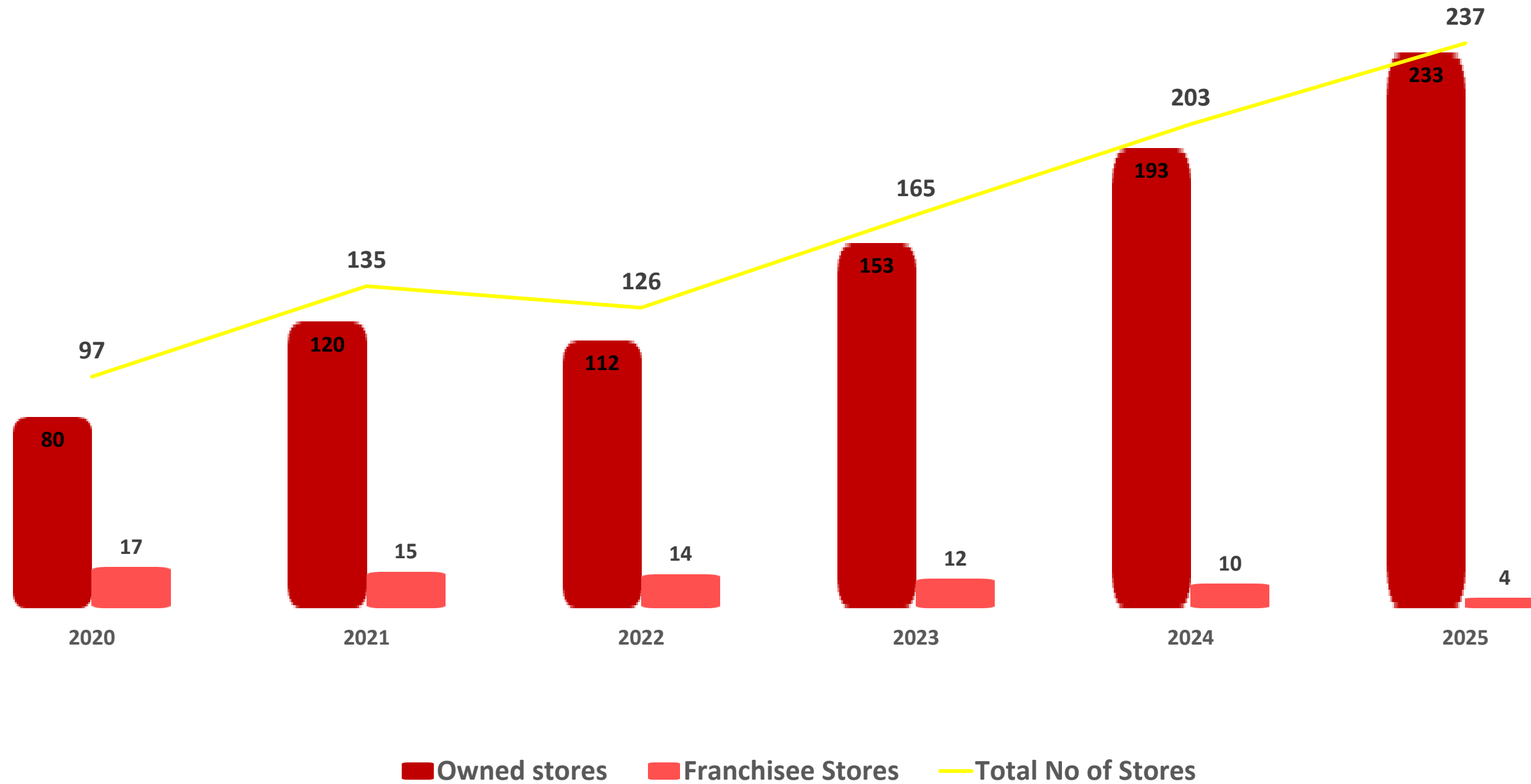
Prudent Capital Allocation

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

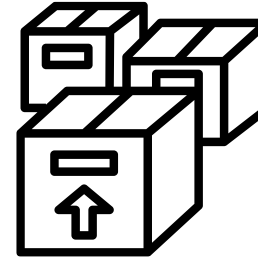


Store Unit Economics



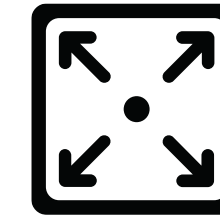
Rs. 8-10 lakhs

Average Capex per store



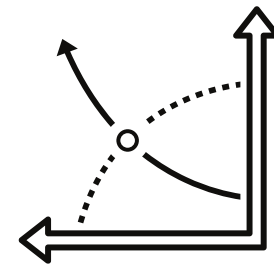
Rs. 33-35 lakhs

**Average Working capital
req. per store**



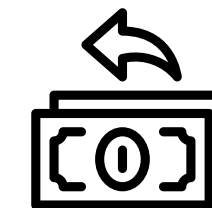
760 sq.ft.

Average Store Size



3-4 months

Average monitoring period



12-13 months

Average Payback Period

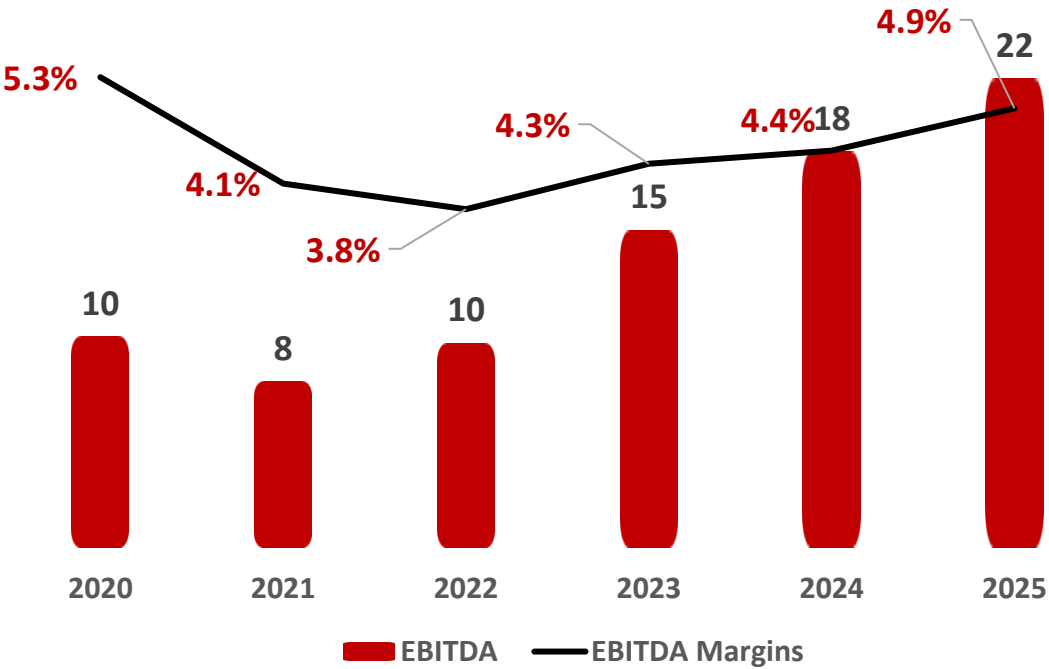
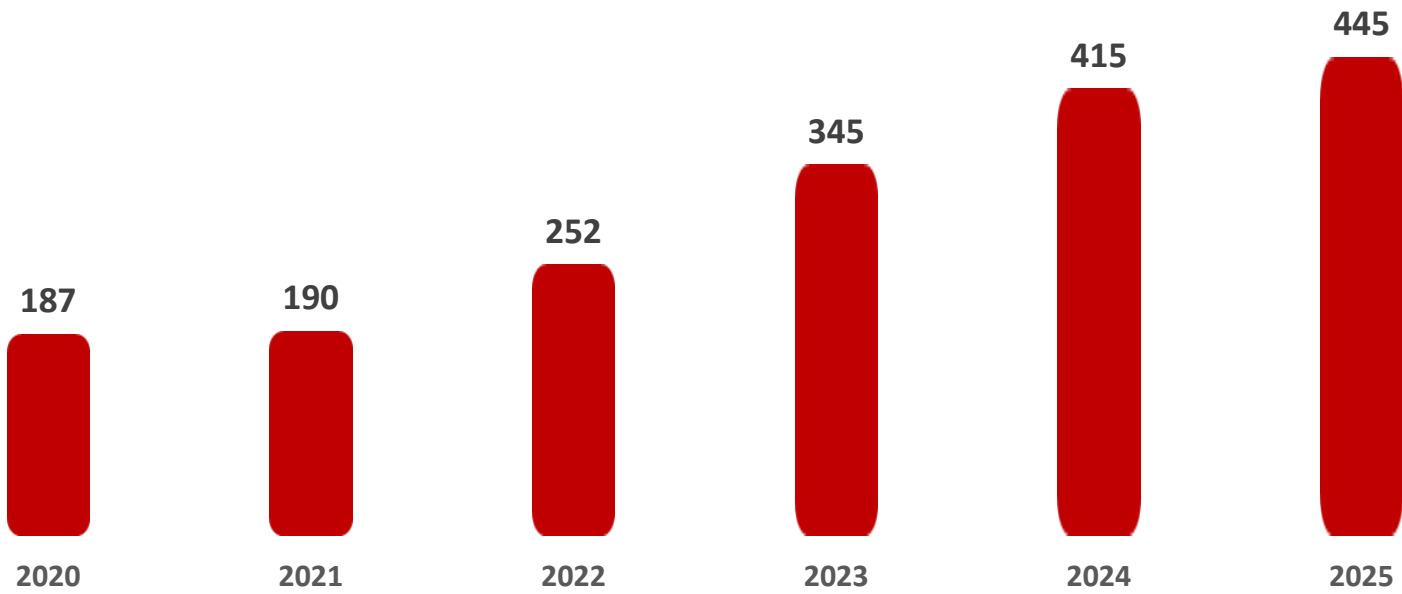
Financial Highlights

Particulars	FY25	FY24	Growth YoY%	Q4 FY25	Q4 FY24	Growth YoY%
Revenue	444.67	415.40	7%	104.49	94.32	11%
Total Expenditure	426.37	400.01	7%	100.51	90.27	11%
EBITDA	21.85	18.45	18%	4.65	4.87	-5%
EBITDA Margin %	4.91%	4.44%	-	4.5%	5.2%	-
Depreciation	1.79	1.45	-	0.43	0.38	-
EBIT	20.06	17.00	18%	4.22	4.49	-6%
Interest	1.76	1.61	-	0.24	0.43	-
PBT	18.31	15.38	19%	3.98	4.04	-2%
Tax	4.49	3.86	-	1.04	1.07	-
Net Profit	13.82	11.52	20%	2.93	2.99	-2%
PAT Margin %	3.1%	2.8%	-	2.8%	3.2%	-
EPS	1.10	0.92	20%	0.23	0.24	-2%

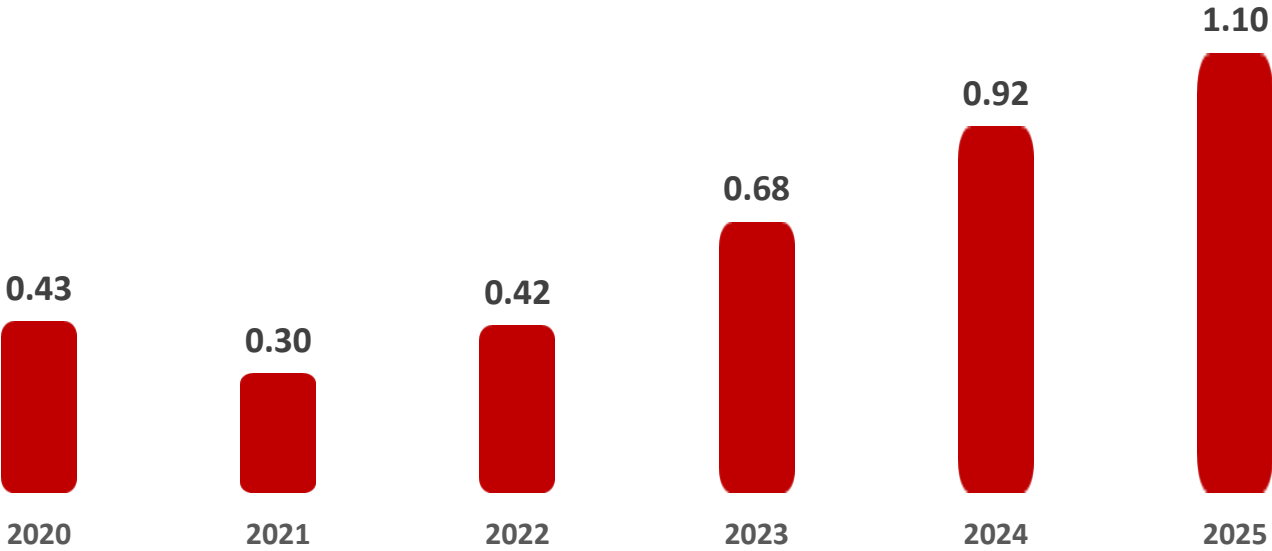
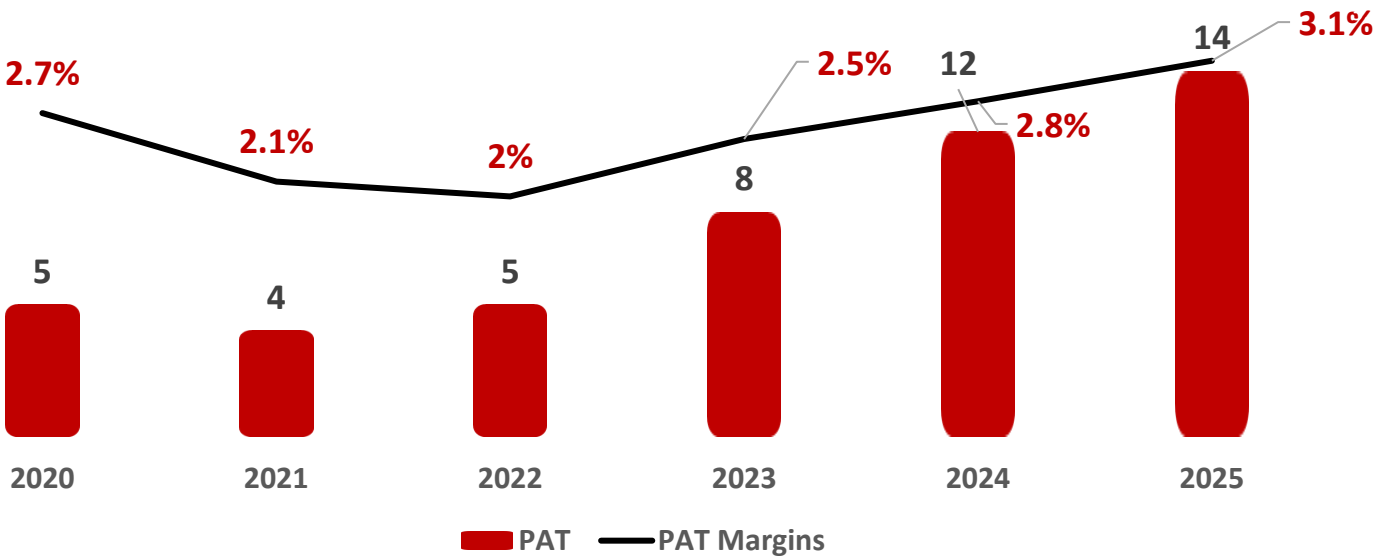
****Figures in Rs. crores**

Financial Highlights

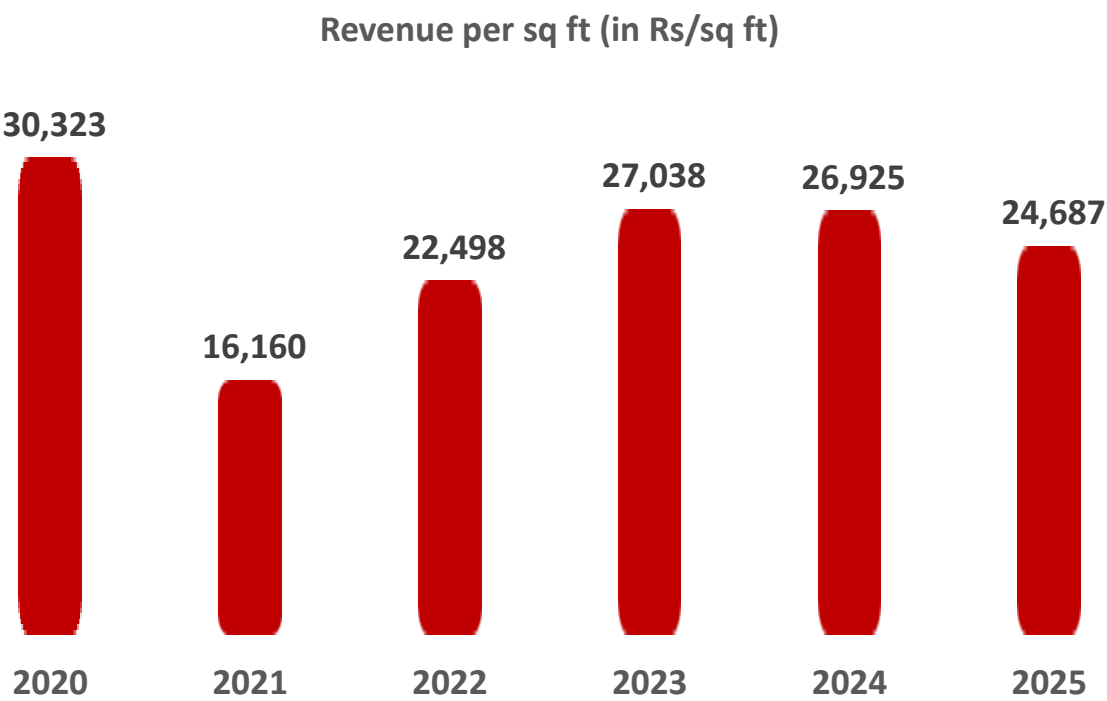
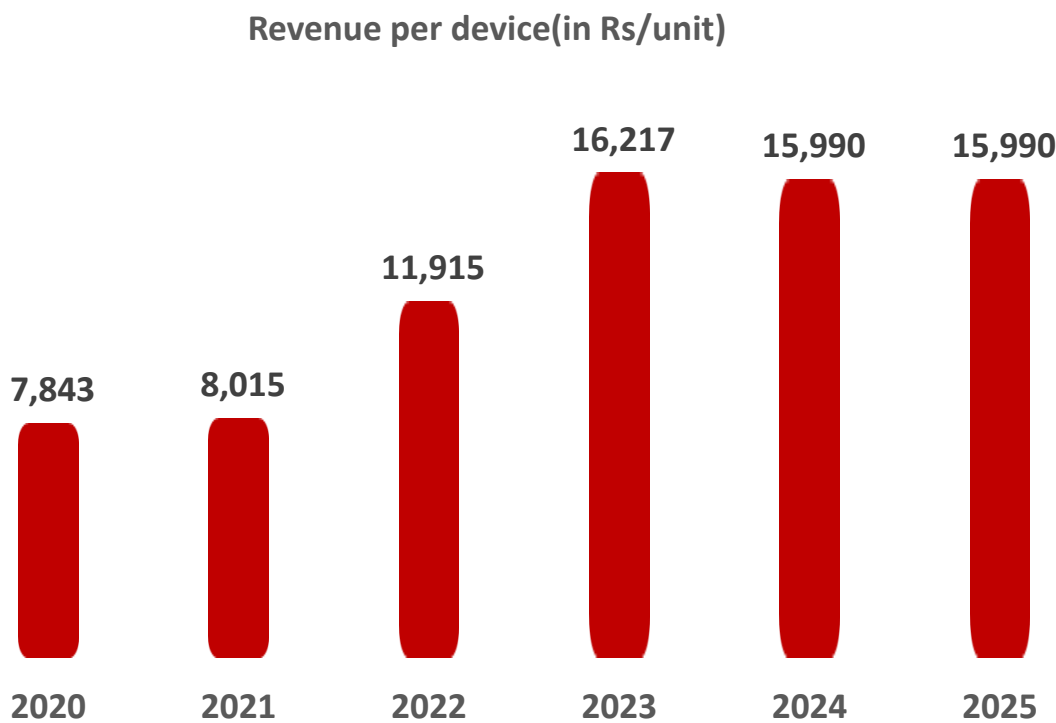
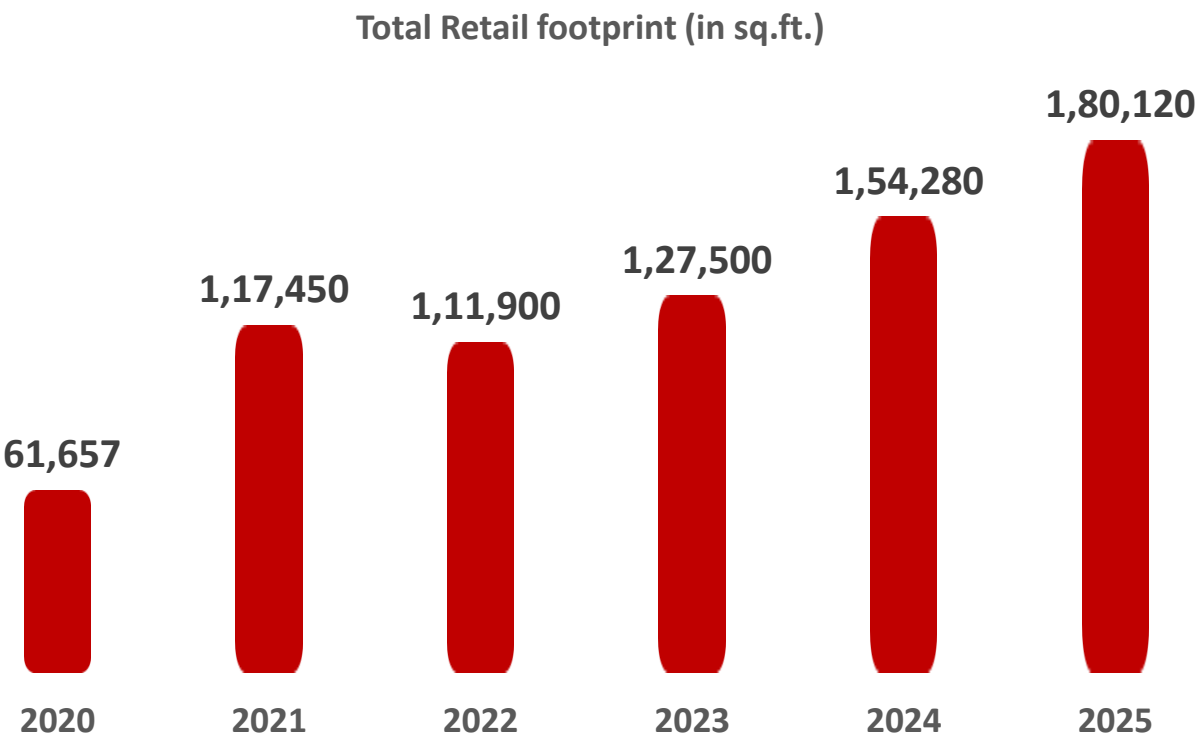
Revenue from Operations



Earning per Share

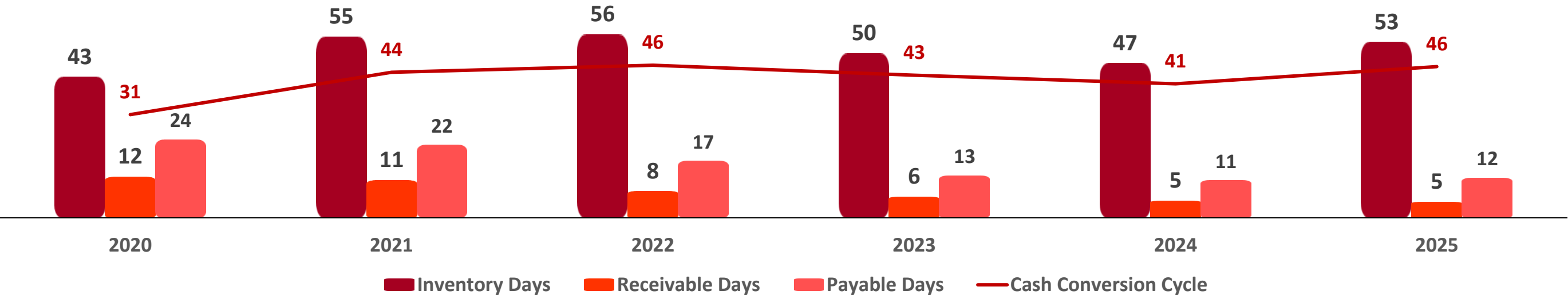


Key Performance Indicators

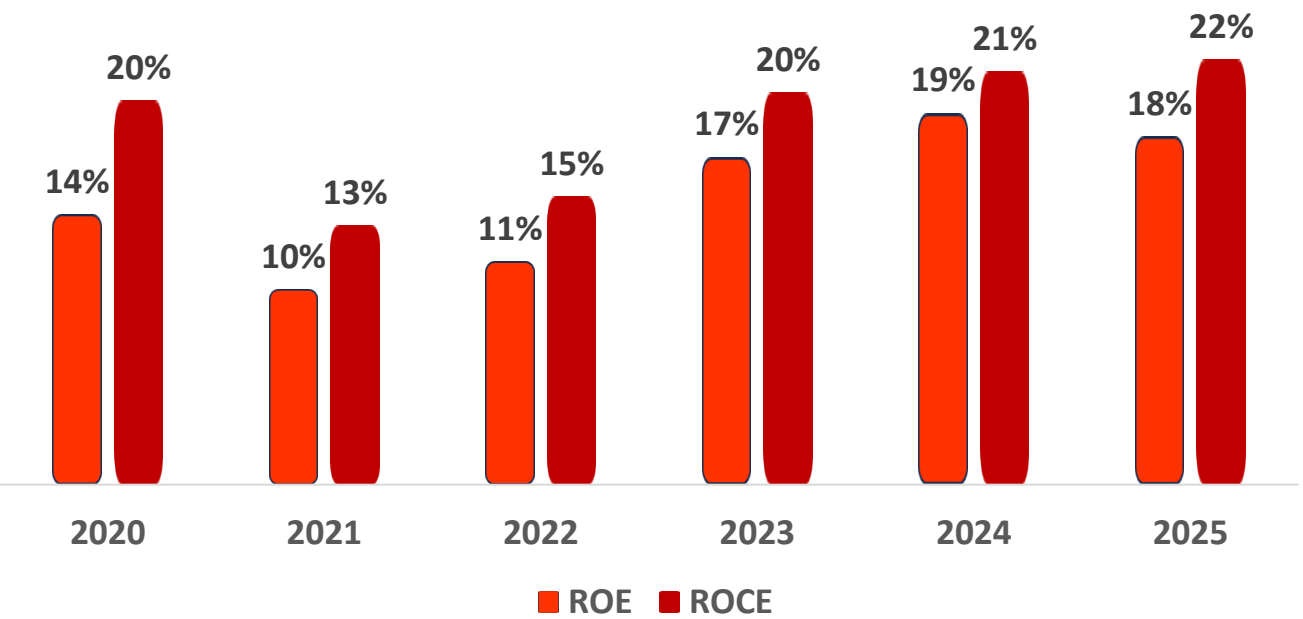


Prudent Financial Management

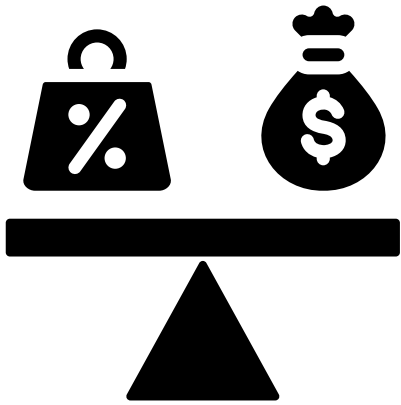
Working Capital Management



Return Ratios



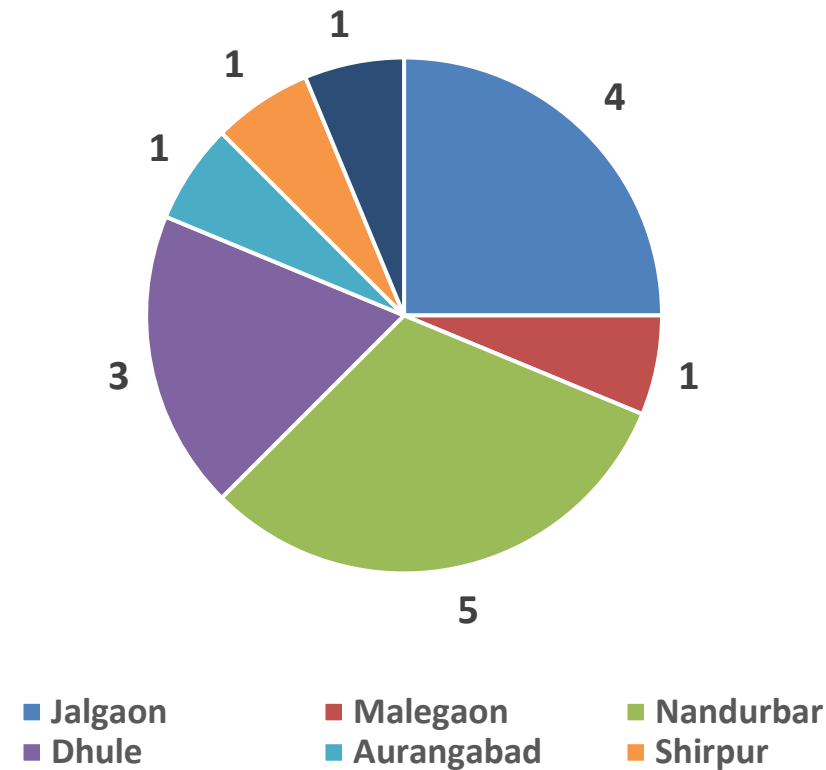
0.10x
Debt to Equity



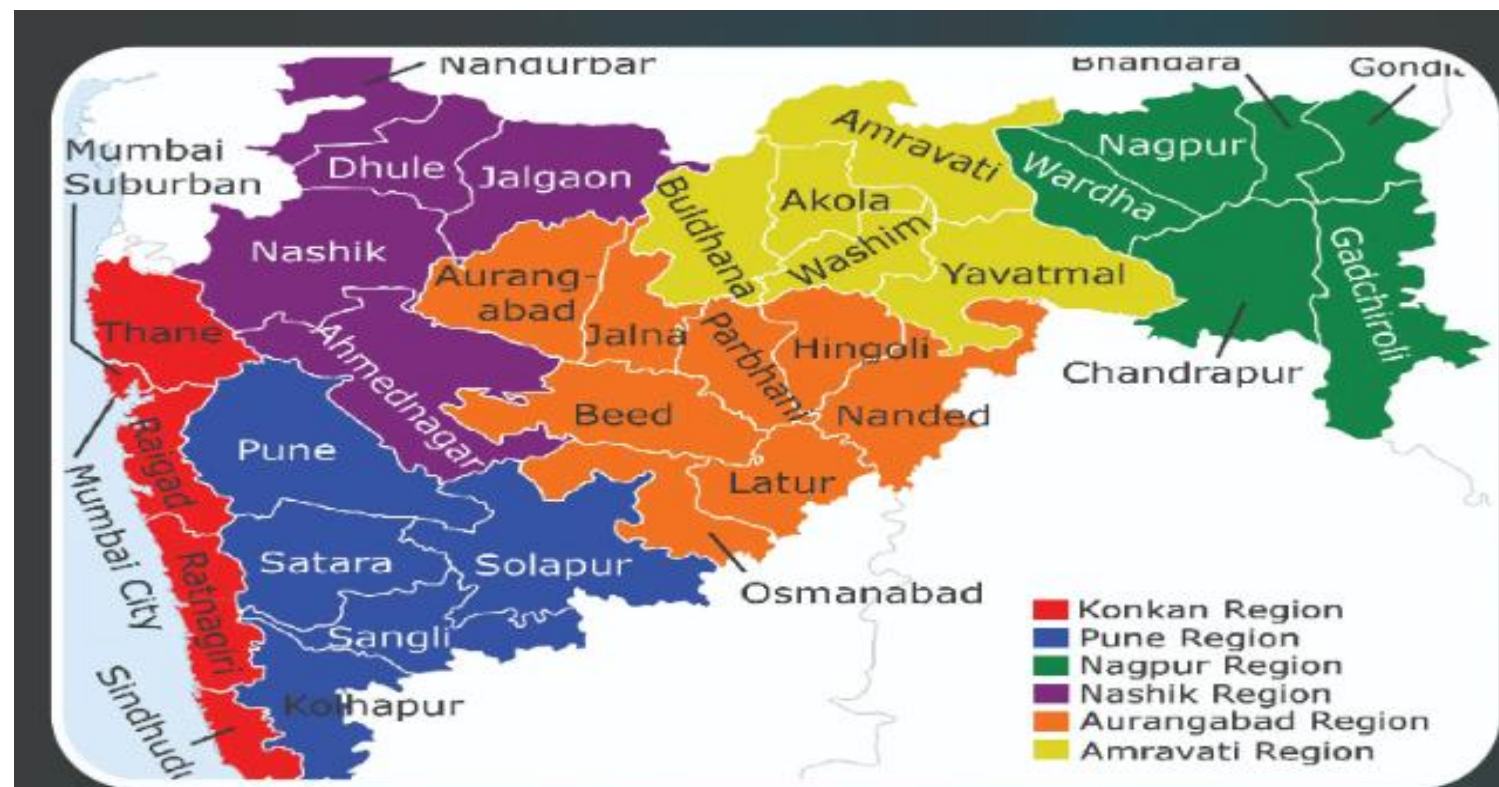
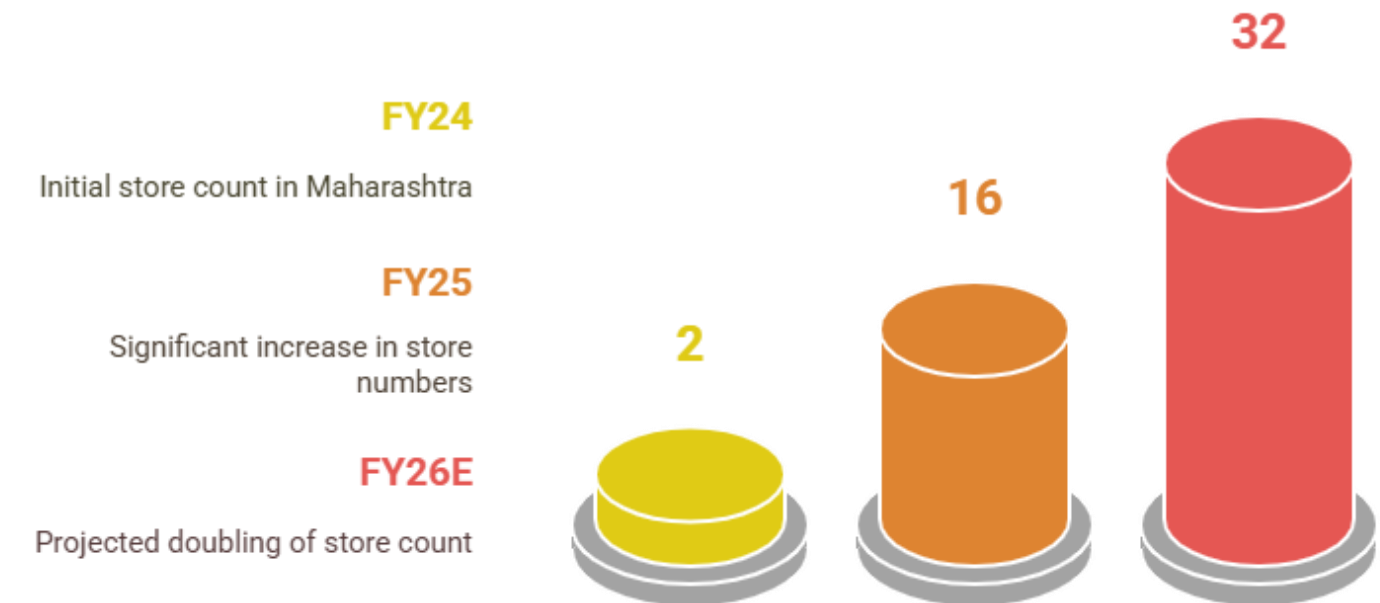
**Net Debt Free Balance Sheet with
Surplus "Cash on Books"**

Future Growth Drivers

Branches in Maharashtra as on March-25



Growth of Stores in Maharashtra



Our company is targeting the semi urban areas in Maharashtra, the same strategy it deployed in Gujarat. Over the next 2-3 years the target of the company is to develop strong foothold in the existing districts of Maharashtra.

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**

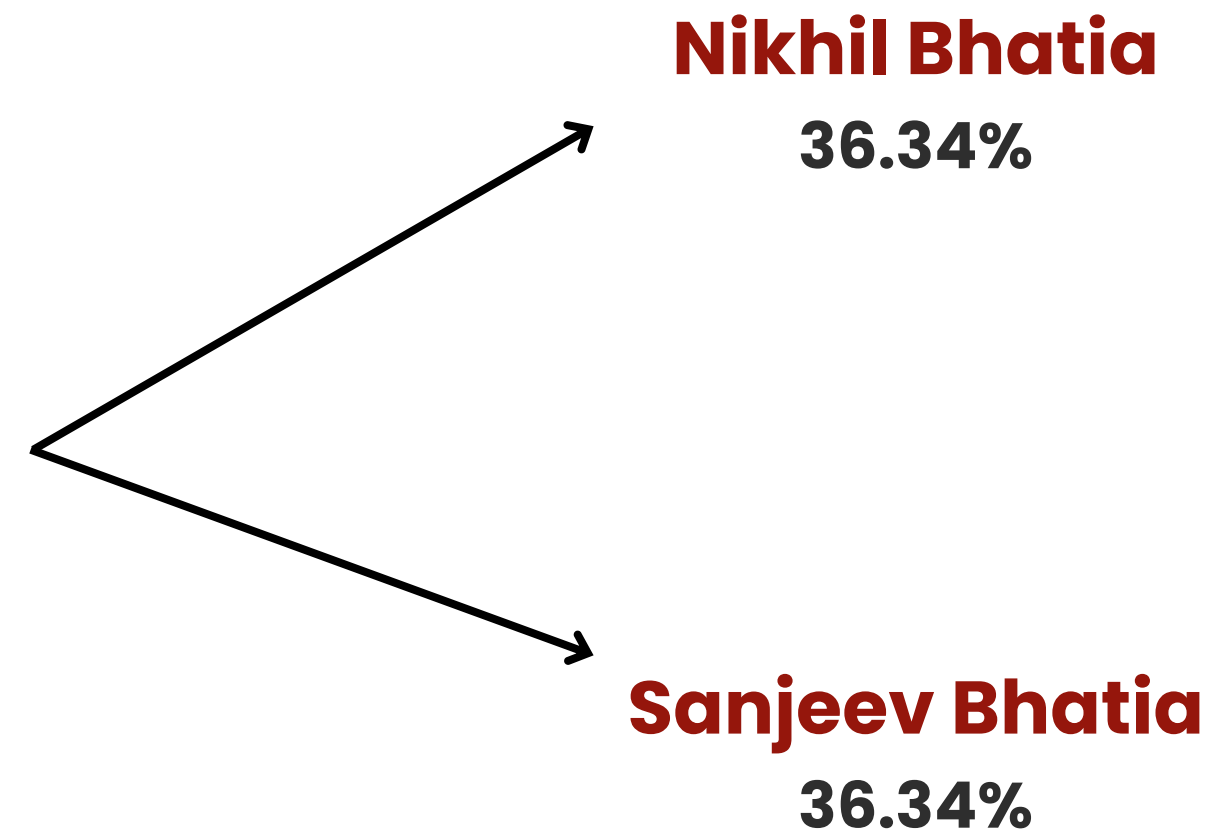
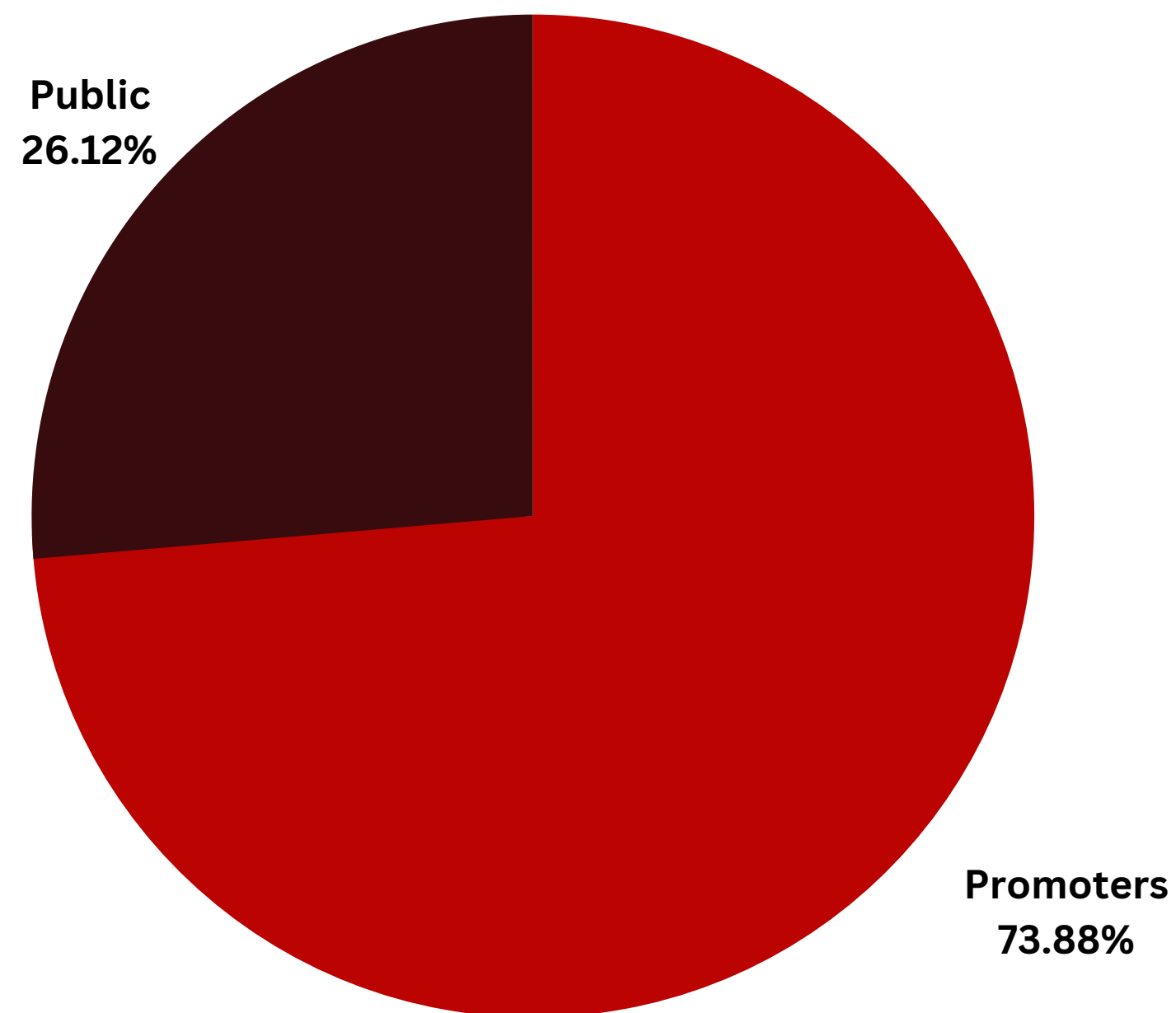
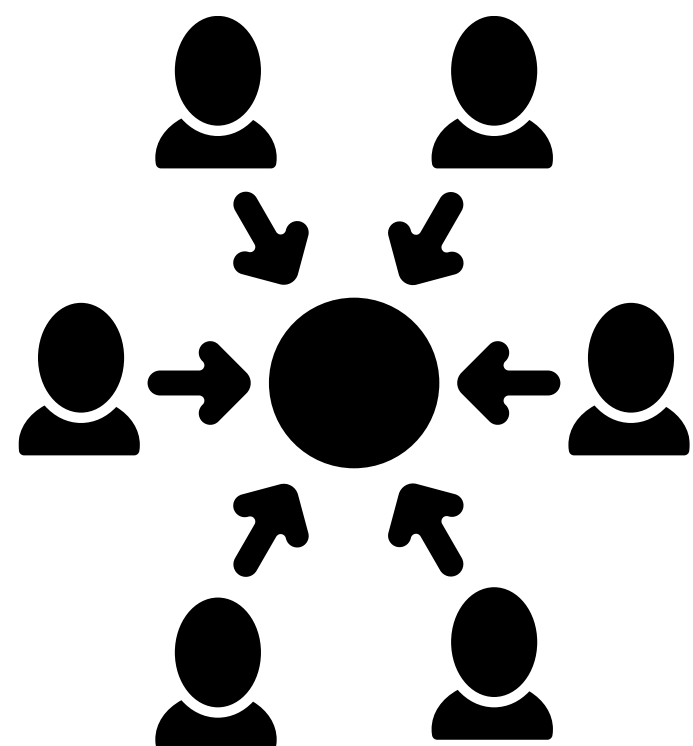


**Customer
Purchase
Upgradation**



**Curated finance
options with
leading banks**

Shareholding Pattern



 <https://bhatiamobile.com/>
 info@bhatiamobile.com

BHATIA'S[®]
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