

BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

BHATIA'S®
The mobile one stop shop

CIN: L32109GJ2008PLC053336

Regd Off: 132, Dr. Ambedkar Shopping Centre, Ring Road, Surat-395002
Email: info@bhatiamobile.com, Ph: 0261-2349892
Website : www.bhatiamobile.com

Date: 13/07/2020

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

Subject: Disclosure of information pursuant to Regulations 30 read with Part A of Schedule III, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In compliance with Regulation 30 read with Part A of Schedule III, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Kindly find enclosed herewith a copy of Half Yearly Financial Results presentation with respect to the H2 2020 audited Yearly Financial results for the year ended 31st March, 2020 of the Company.

Kindly take the above information on record and oblige.

Thanking you.

Yours Faithfully.

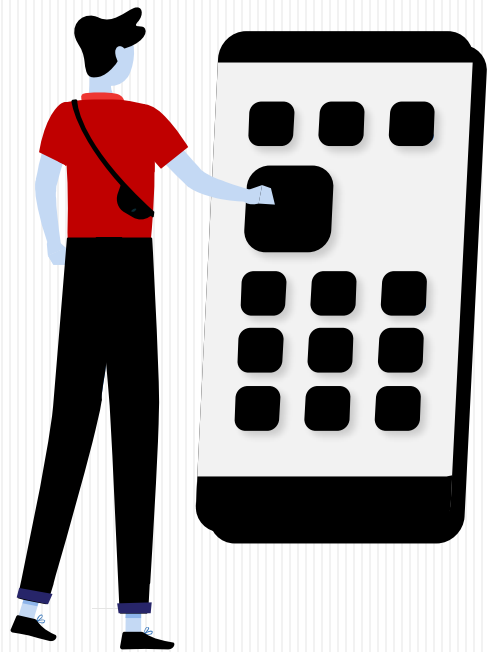
For and on behalf of

Bhatia Communications & Retail (India) Limited


Sanjeev Harbanslal Bhatia
Managing Director
DIN: 02063671



Place: Surat



BHATIA'S®
The mobile one stop shop

Bhatia Communications & Retail (India) Limited

FY2020 Year End Earnings Presentation

Safe Harbour

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Overview

FY20 Financial Highlights

3.45%

TOTAL REVENUE

FY2020: ₹1870 Million

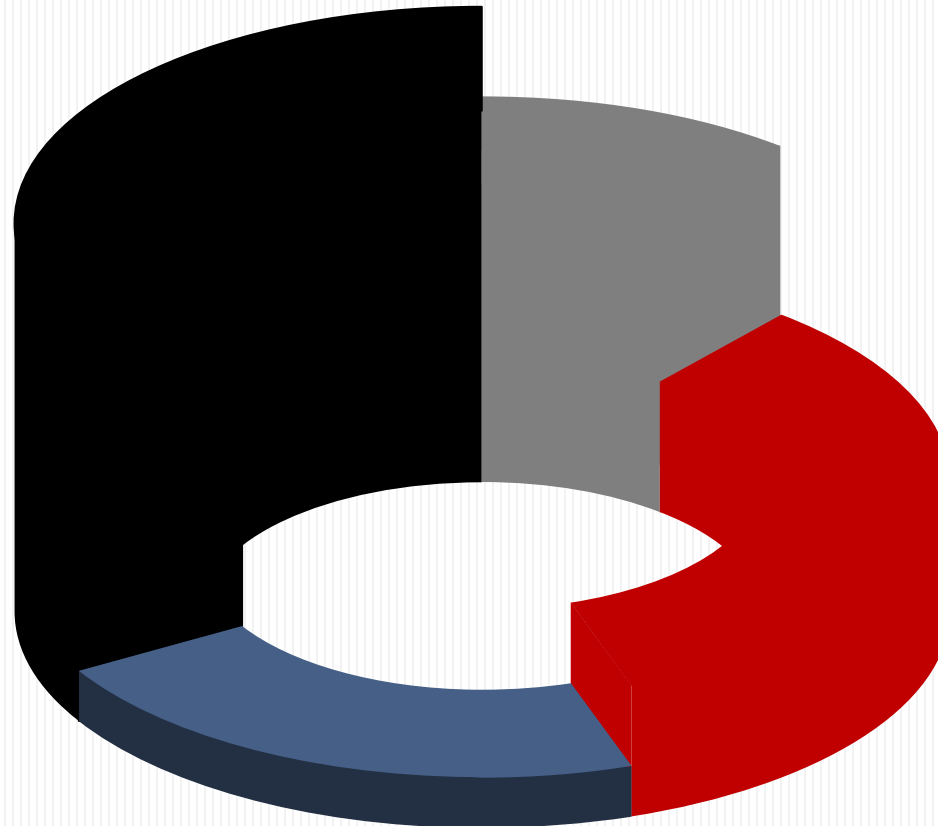
YoY Growth: 3.45%

7.59%

PAT

FY2020: ₹54 Million

YoY Growth: 7.59%



16.29%

EBITDA

FY2020: ₹99 Million

YoY Growth: 16.29%

15.24%

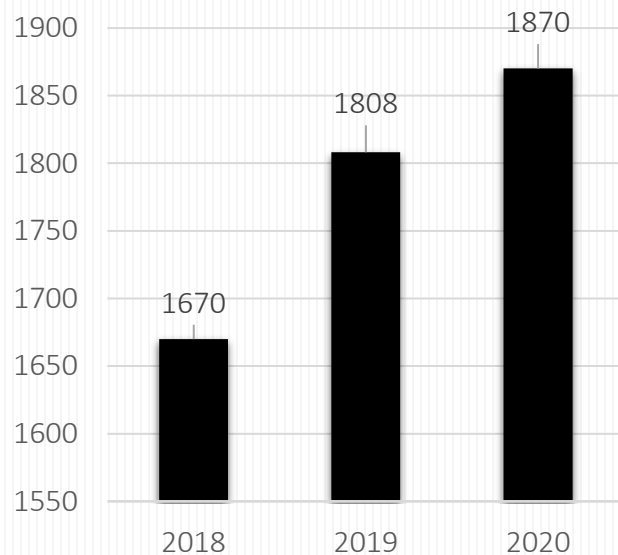
EBIT

FY2020: ₹88 Million

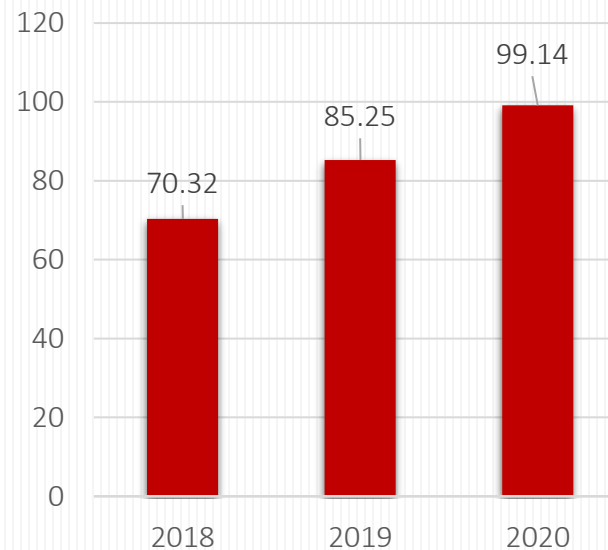
YoY Growth: 15.24%

**PAT does not include OCI

Key Financials: Profitability Highlights FY20



■ Total Revenue (in ₹ millions)



■ EBITDA (in ₹ millions)



■ PAT (in ₹ millions)

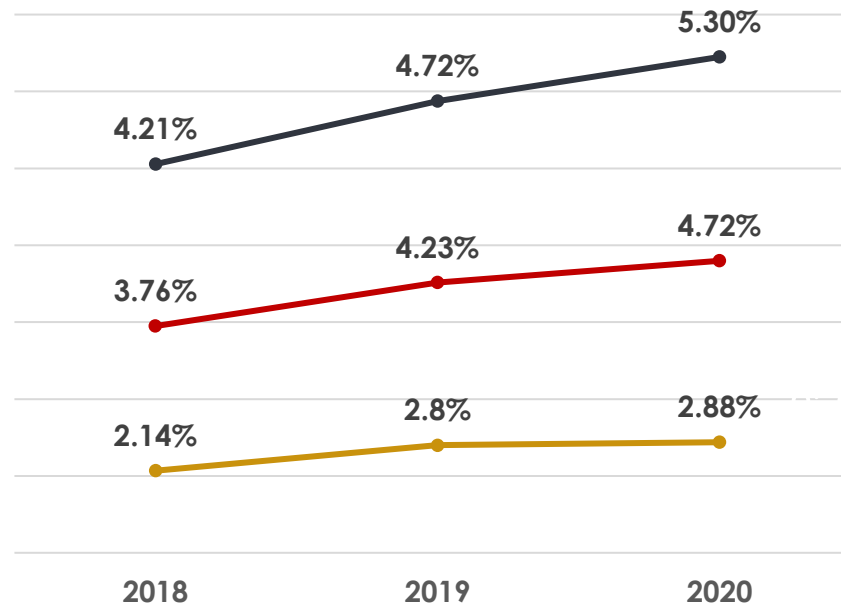
**FY2020 Margins

- The Company provides credit/EMI facilities to customers for buying products, tied up with major leading credit houses like Bajaj Finserv, Capital First and other Banking Channel Partners.
- The Company is increasing its South Gujarat presence, and has started to enter other regions of Gujarat.
- The company uses various platforms like Social Media, Radio Ads, Print Media for Advertisement and Marketing to create brand awareness.

PROFITABILITY MARGINS

The Company has been able to improve its margins on the backdrop of:

- 1) Inventory Management
- 2) Owned Retail Outlets per sq. ft. Revenue
- 3) Multi-Product Outlets



EBITDA Margin



EBIT Margin



PAT Margin

Key Financials: Profitability Highlights FY20

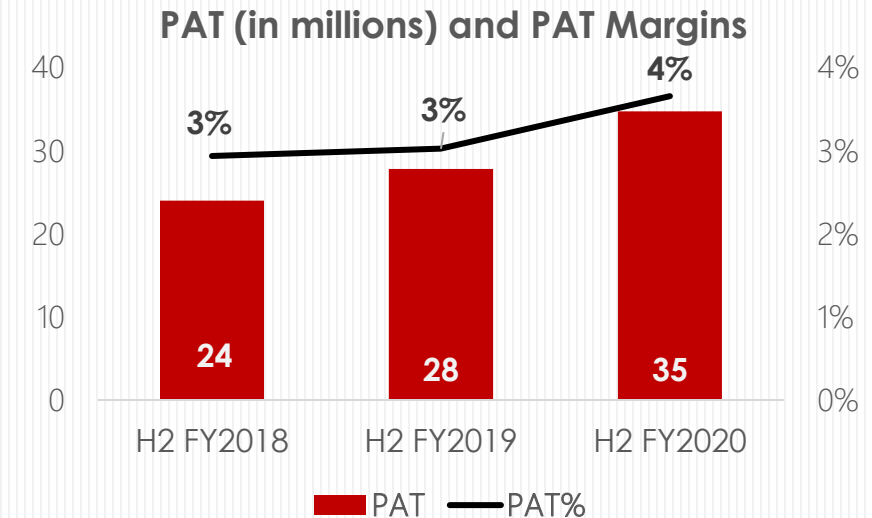
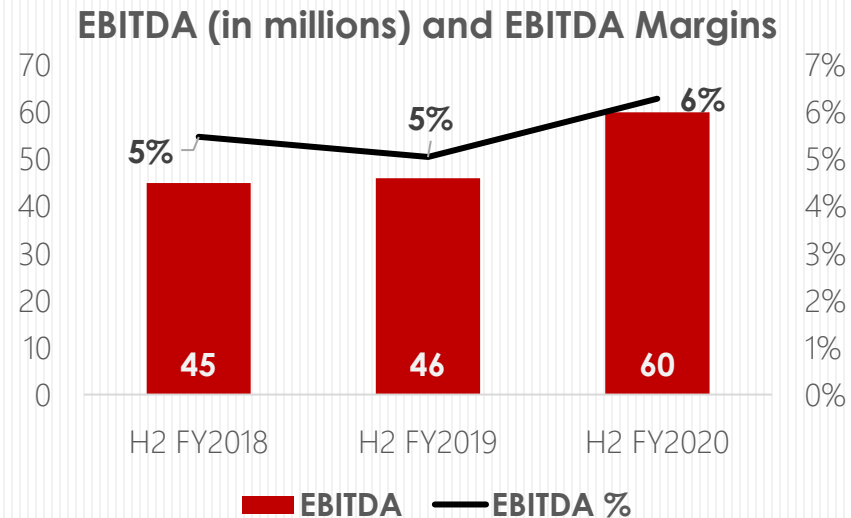
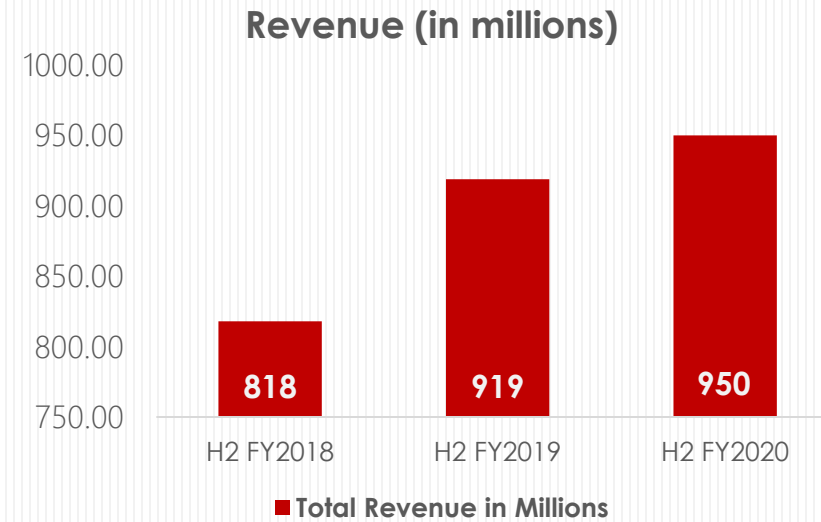
Financial Year Ending (in millions)	FY2019	FY2020	YoY
TOTAL REVENUE	1808	1870	3.5%
Purchase of Stock-in-trade	1614	1652	
Employee Benefit Expenses	38	36	
Other Expenditure	70	83	
EBITDA	86	99	16.3%
EBITDA Margin	4.72%	5.30%	
Depreciation	9	11	
Interest	5	15	
Exceptional Items			
PBT	72	73	
Tax Expenses	21	19	
PAT	51	54	7.6%
PAT Margin	2.8%	2.88%	

Key Financials: Balance Sheet Highlights FY20

(INR in millions)	Mar-19	Sep-19	Mar-20
Shareholders' Funds	333	352	386
Share Capital	125	125	125
Reserves & Surplus	208	227	261
Non-current liabilities	19	24	42
Long Term Borrowings	10	12	22
Deferred Tax Liabilities (Net)	1	-	2
Long-Term Provisions	2	2	3
Other long-term liabilities	6	10	16
Current Liabilities	169	284	222
Borrowings	43	124	86
Trade Payables	102	149	113
Other Current Liabilities	4	2	4
Short-term provisions	20	9	20
Total Equities & Liabilities	521	660	651

(INR in millions)	Mar-19	Sep-19	Mar-20
Non-current assets	99	98	128
Tangible Assets	71	68	65
CWIP	-	-	-
Intangible Assets	3	3	3
Non Current Investments	-	-	-
Deferred Tax Assets (Net)	-	-	-
Long-term Loans & Advances	26	27	60
Other Non-Current Assets	-	-	-
Current Assets	422	562	522
Inventories	164	240	223
Investments	-	-	-
Trade receivables	55	73	59
Cash & Cash Equivalents	163	178	196
Short-term loans & Advances	41	71	44
Other Current Assets	-	-	-
Total Assets	521	660	651

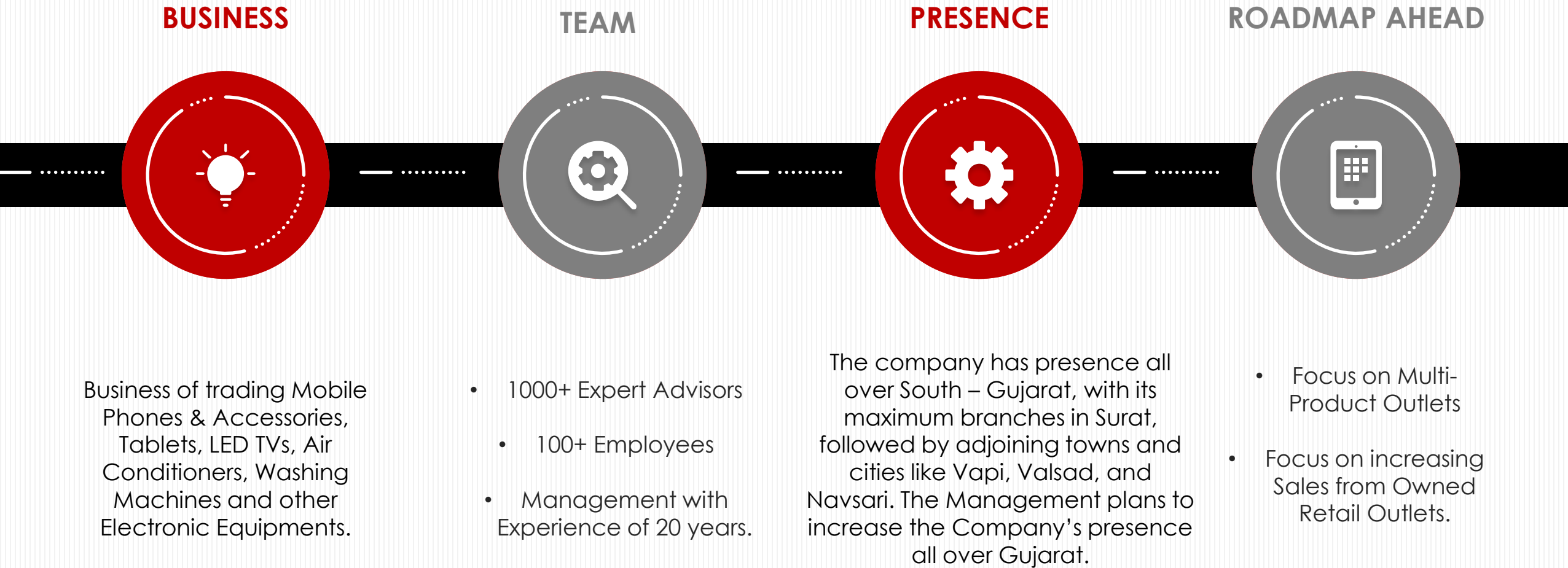
Key Financials: Profitability Highlights Half Year Ending FY20



Key Financials: Profitability Highlights Half Year Ending FY20

6 months ending (in millions)	H2 FY19	H2 FY20	YoY
TOTAL REVENUE	919	950	3.37%
Purchase of Stock-in-trade	817	831	
Employee Benefit Expenses	20	17	
Other Expenditure	35	43	
EBITDA	46	60	28.81%
EBITDA Margin	5.04%	6.29%	
Depreciation	4	5	
Interest	3	8	
Exceptional Items	-	-	
PBT	39	46	
Tax Expenses	11	12	
PAT	28	35	24.95%
PAT Margin	3.02%	3.65%	

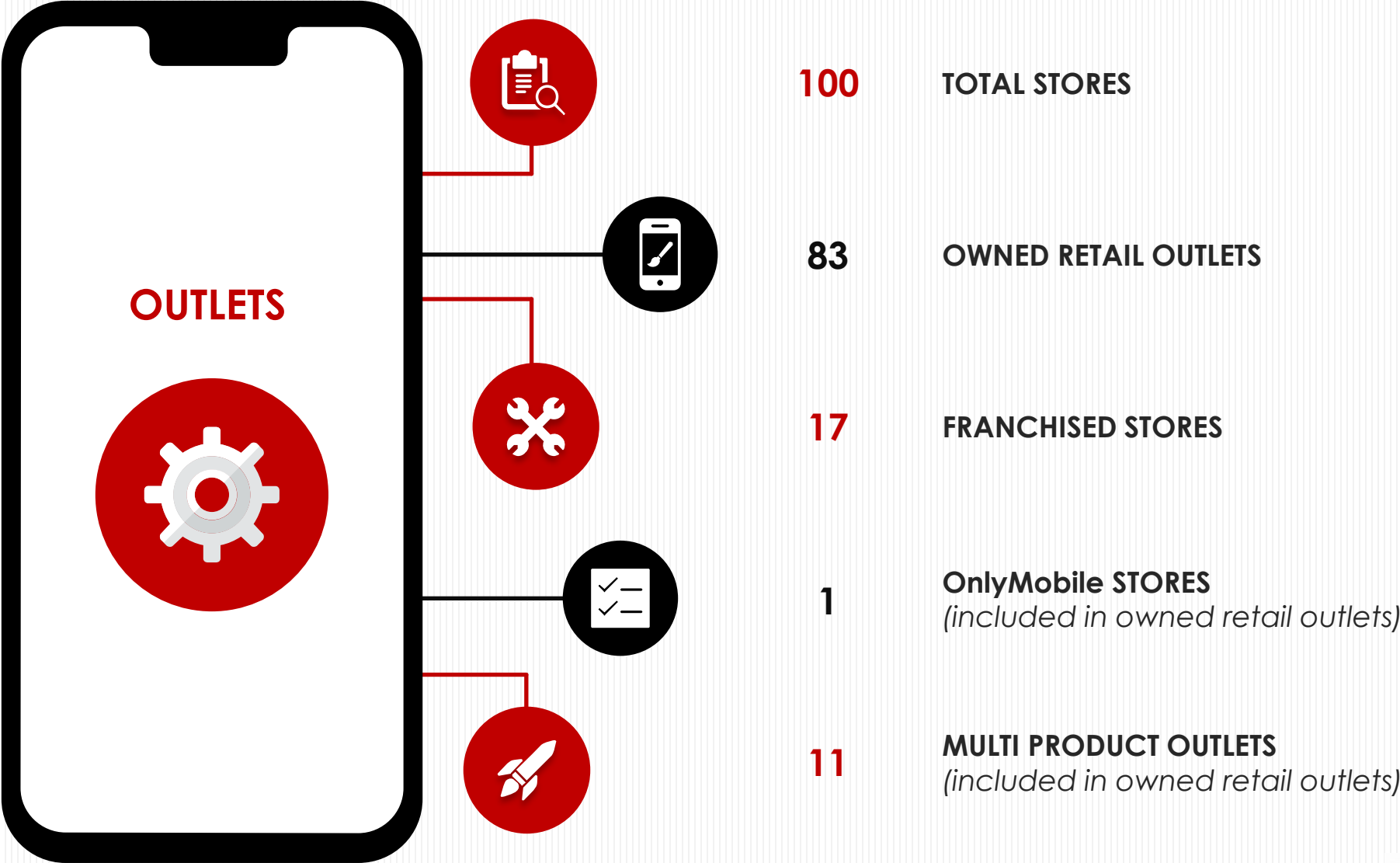
Company at a Glance: Business Overview



Company at a Glance: Business Overview

- **Conversion Rate:** 96%
- **Total Square Feet of all Stores (Owned and Franchised):** 97,400 sq. ft.
- **Three Dimensional Focus:** Company's Product Diversification into other Electronic Items is helping it to grow its Topline with better Profitability Margins.

Company at a Glance: Business Overview



Company at a Glance: Multi- Product Outlets



Sr. No.	OUTLETS
1	ANAVAL - ELECTRONICS
2	BHAVNAGAR
3	GUNJAN-2
4	HAZIRA
5	IBC PIPLD
6	KRISHNA MARKET - RING ROAD-1
7	PALANPUR PATIA
8	RANDER
9	SACHIN
10	SILVASSA
11	VASANDA

Company at a Glance: New Branches added outside Surat

500 sq. ft

**Dahod
Branch**

500 sq. ft

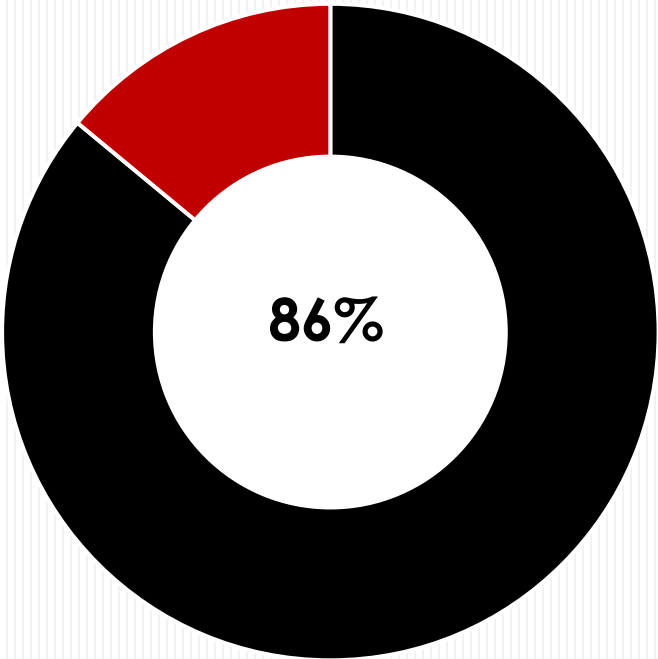
**Halol 2
Branch**

500 sq. ft

**Kaalol
Branch**

Company at a Glance: Revenue Breakup

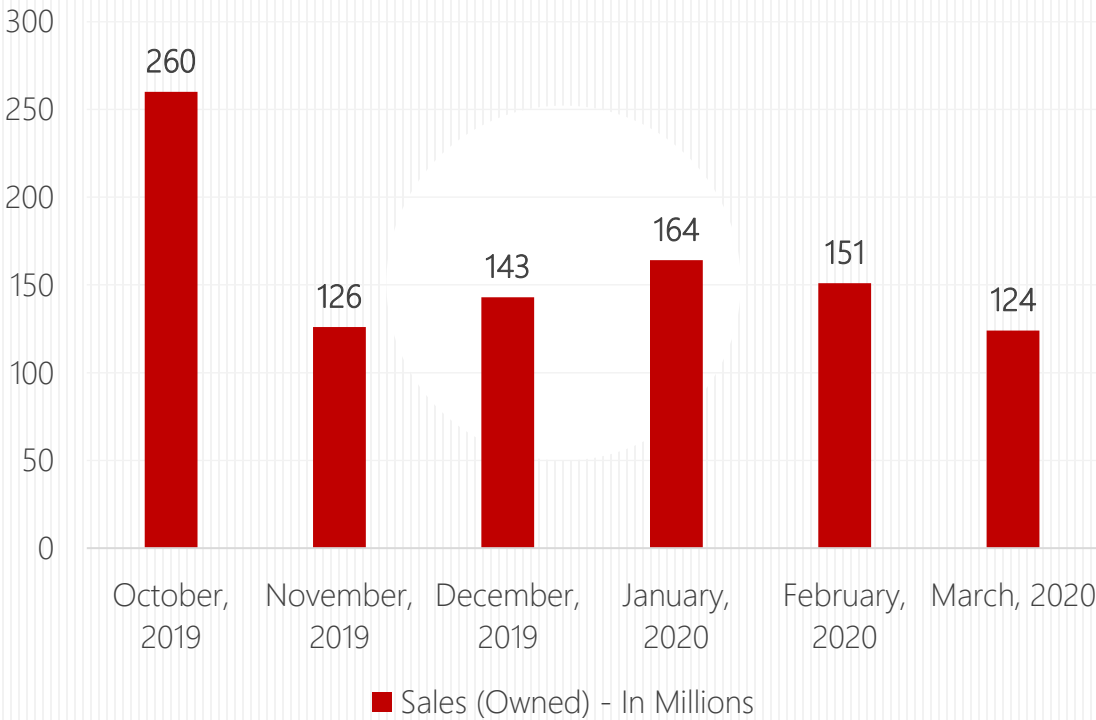
OWNED RETAIL OUTLETS



The Company is focusing to increase its reach through own retail outlets, rather than franchisee for better management and perpetual growth.

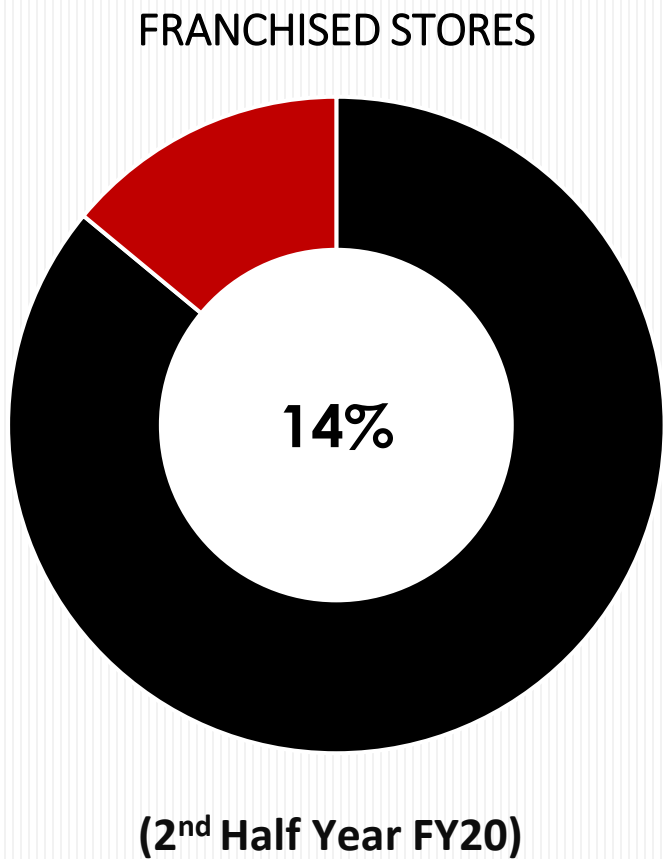
(2nd Half Year FY20)

2nd Half Year Monthly Sales FY2020 – In Millions
(Owned Retail Outlets)



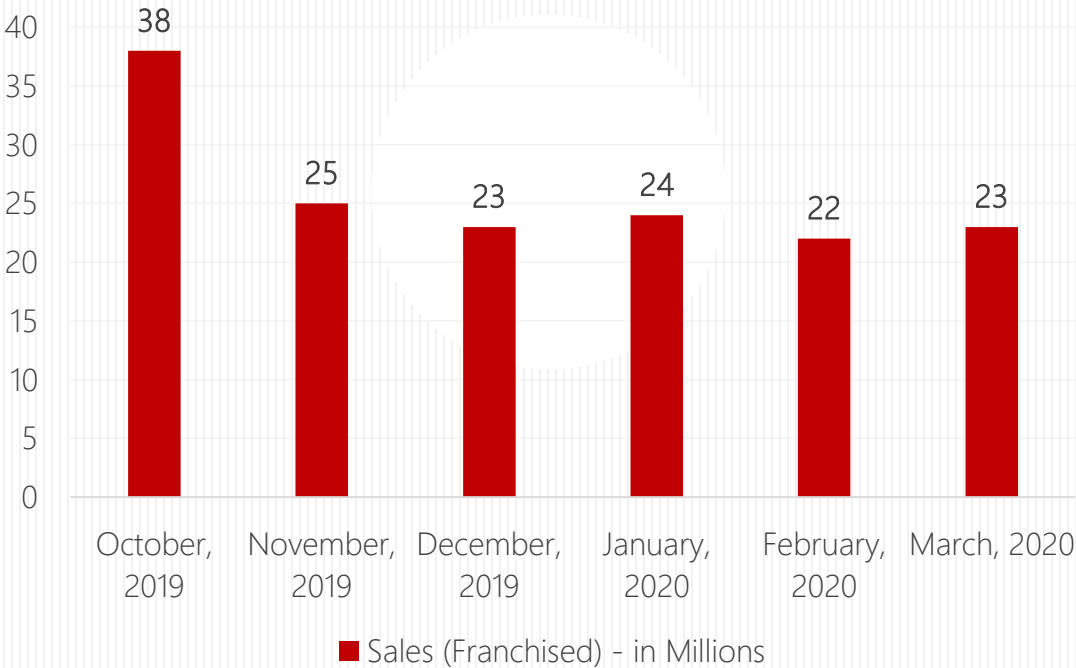
**** Sales amount (without) net of returns; after GST**

Company at a Glance: Revenue Breakup



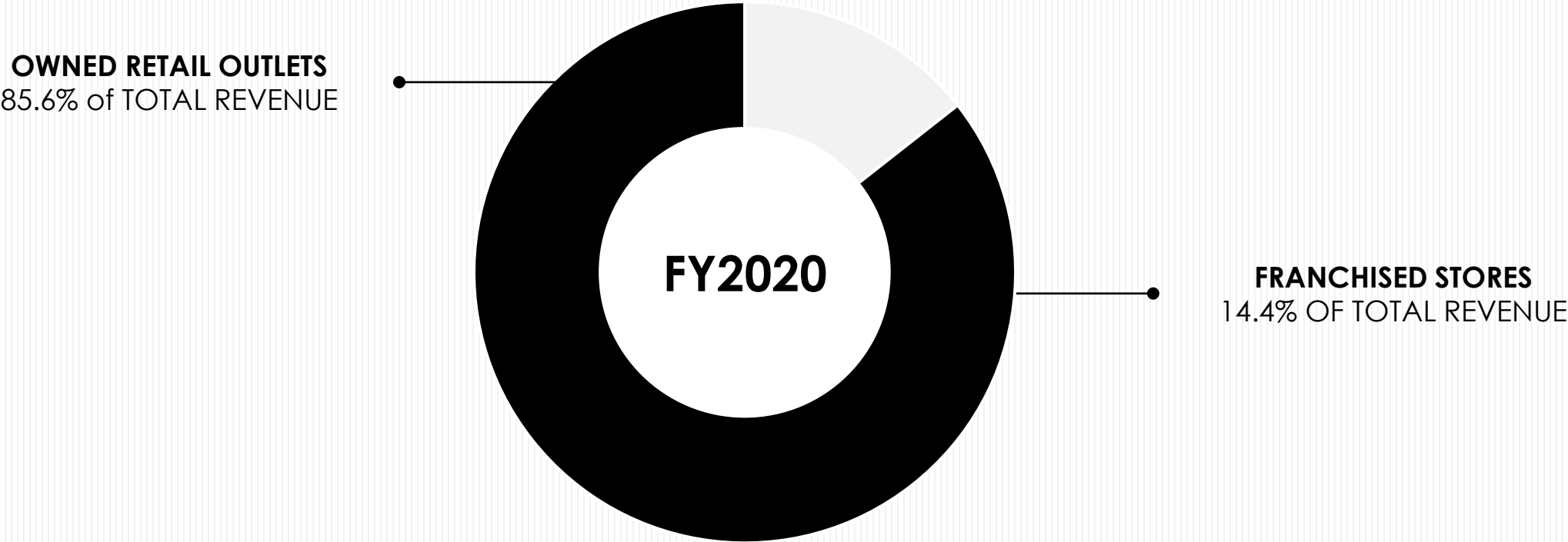
The Sales made from Franchised Outlets include Inter-Company Sales from Owned to Franchised Outlets as well. The Sale is initially recorded by Owned Retail Outlet, followed by Franchised Stores.

2nd Half Year Monthly Sales FY2020 – In Millions
(Franchised Stores)



*** Sales amount (without) net of returns; after GST*

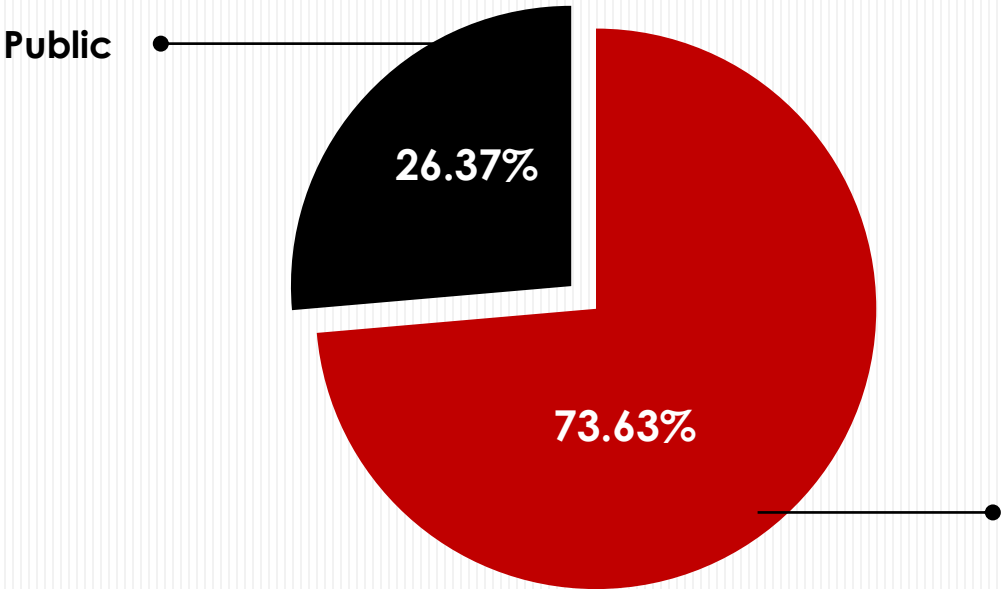
Company at a Glance: Revenue Breakup



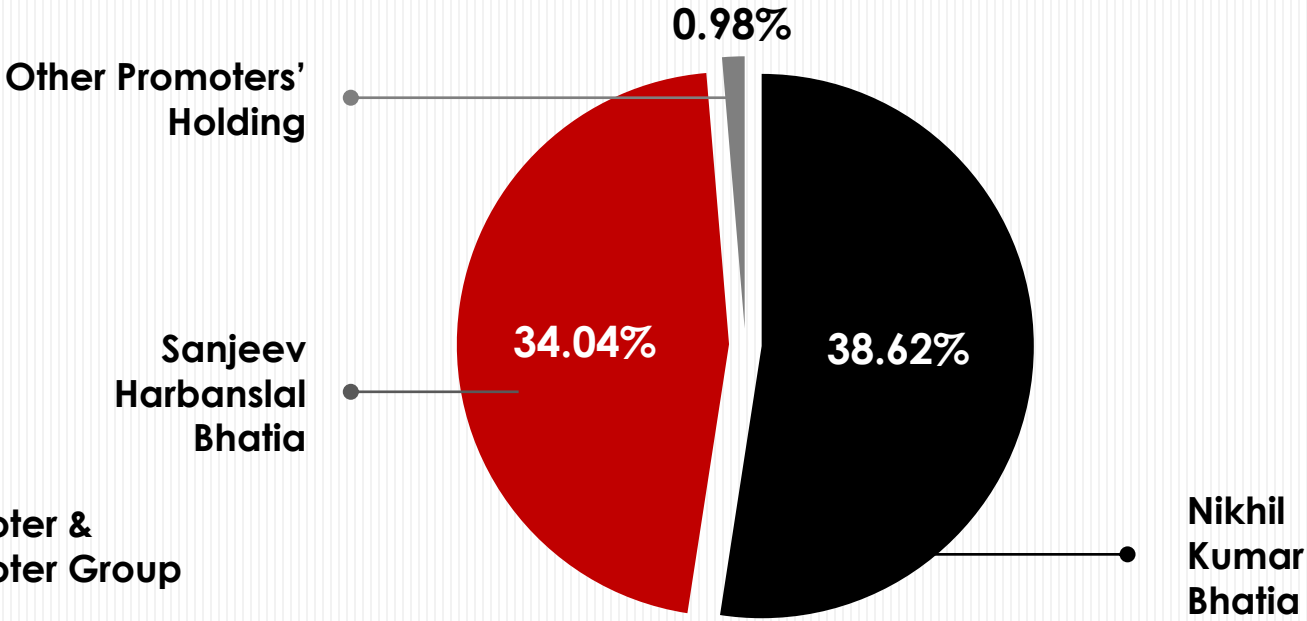
*** Sales amount (without) net of returns; after GST*

Company at a Glance: Shareholding Pattern

Bhatia Communications & Retail (India) Limited Holding



Promoter and Promoter Group Holding



Company at a Glance: Key Management



Sanjeev Bhatia
(Managing Director)

Sanjeev Bhatia, aged 41 years, is having vast experience of 20 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.



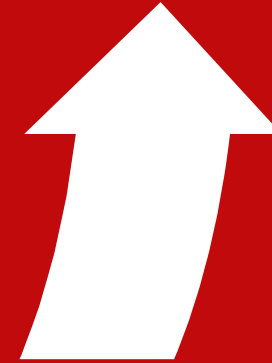
Nikhil Bhatia
(Whole Time Director)

Nikhil Bhatia, aged 38 years, have vast experience of 14 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.

Sector Outlook



As more and more people are spending time at home, the need for home convenience and home entertainment increases which will lead to increased demand for White goods- Heavy consumer durables, home appliances and electronics.



₹76,400 crore

Market size in 2019

Indian appliance and consumer electronics (ACE) market



WORK FROM HOME

Leading to demand increase of ACs, laptops, tablets and most importantly mobile phones.



NATION-WIDE LOCKDOWN

Leading to demand increase of microwave ovens, washing machines, dish washers, etc.



RISING HOME ENTERTAINMENT

Leading to demand increase of Television sets, tablets, gaming consoles, etc.

Sector Outlook

Runway of Growth

It is not just the preliminary demand but the replacement demand will kick in faster as the usage per day per appliance/device is increasing at a faster rate. With so much of online content available on various OTT platforms and no new movie hitting the wide theatrical screens, the role of smart TVs, laptops, tablets and phones for entertainment becomes imperative. With cheap data and refined options, people are flocking to buy newer screen devices or replace old ones for better experience.



\$11.4B

Indian
Television
Market



\$3.1B

Indian
refrigerator
market



\$3.1B

Indian air
conditioner
market



\$53B

Total Import
of electronic
goods



142M

Number of
Smartphone
units shipped



\$1.1B

Indian washing
machine market

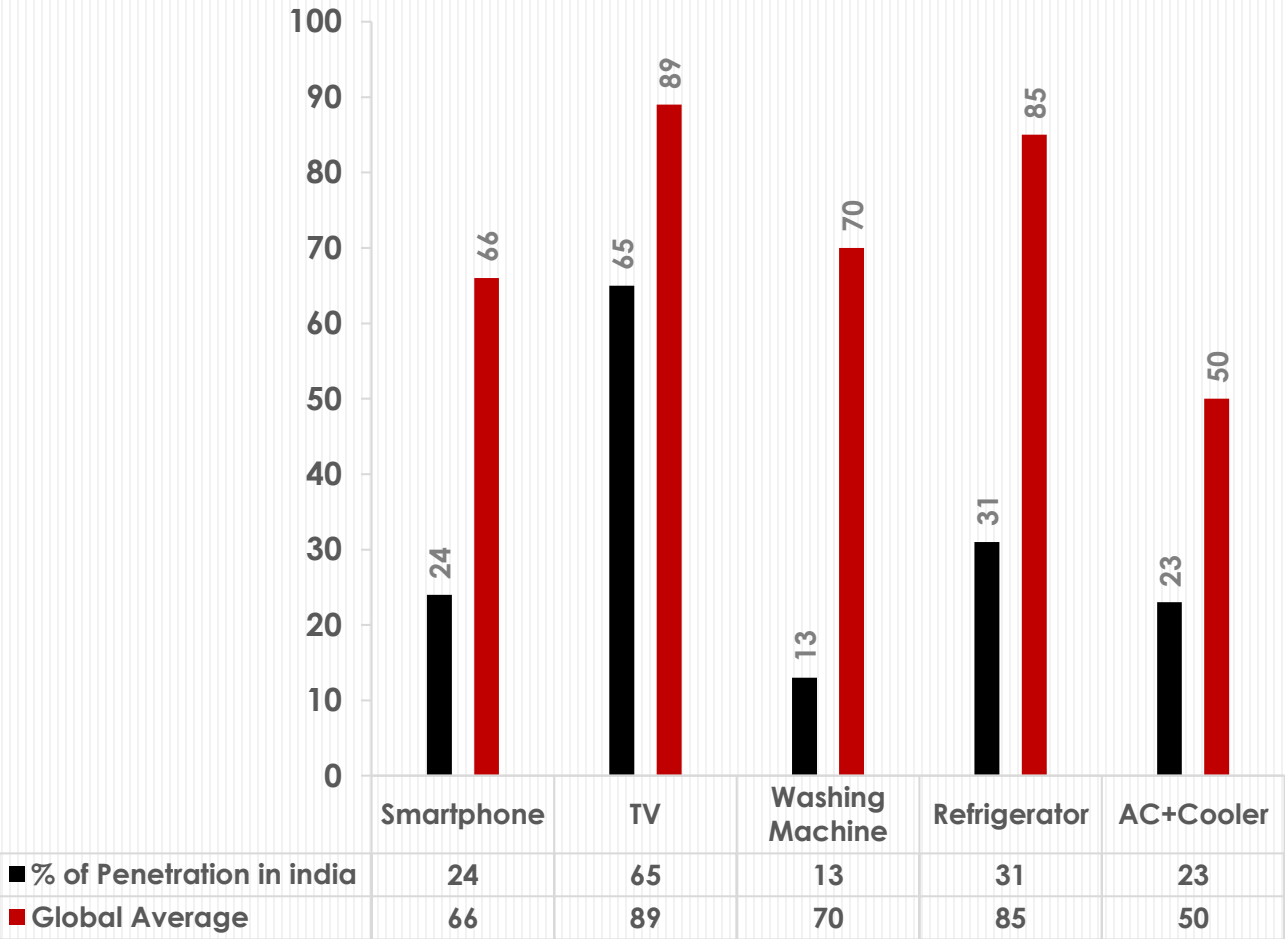
All data pertains to FY18. Indian appliance and consumer electronics (ACE) market is expected to steadfastly grown to reach \$21.18 billion by 2025

Source: IBEF

Sector Outlook



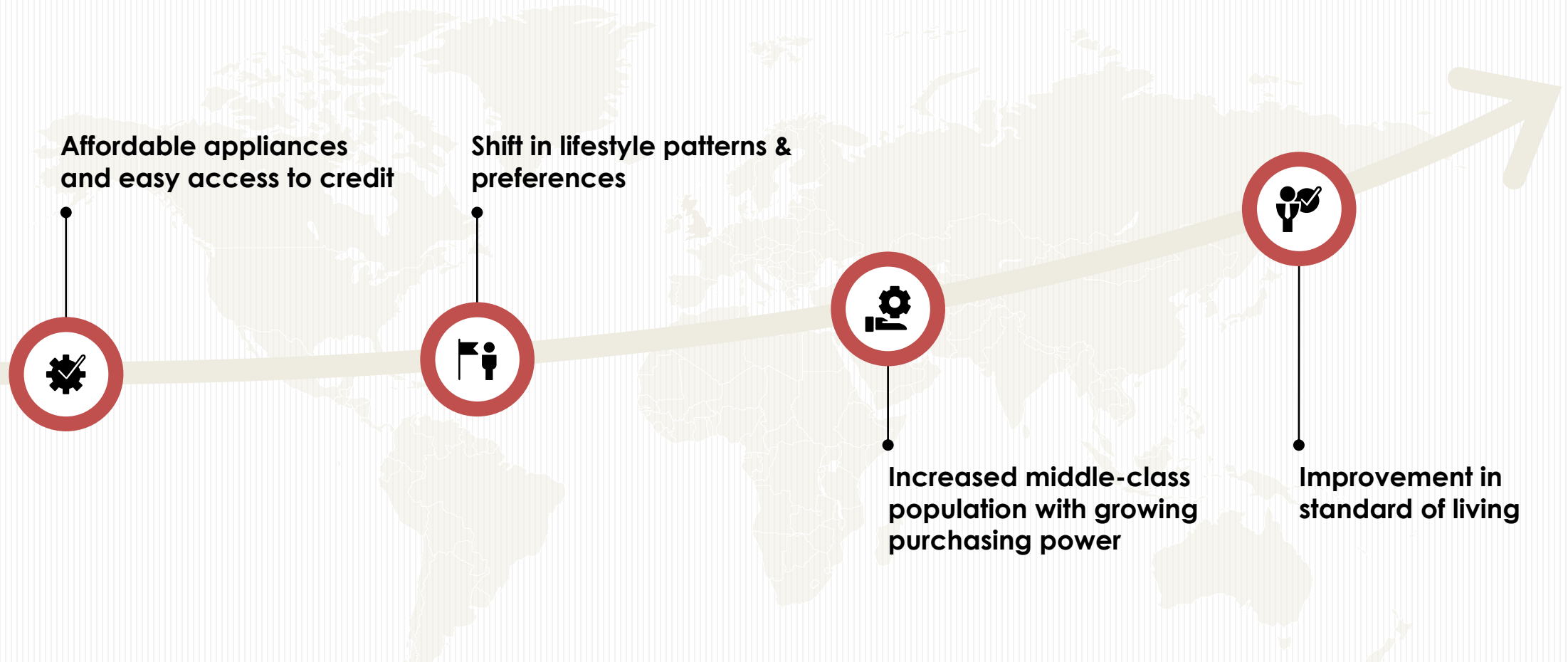
Anatomy of Under-penetration



Source: PWC, FY18

Sector Outlook

Growth Drivers Of Consumer Spending On Electronics And Home Appliances



However, availability of counterfeit brands in the white goods market serves as a challenge. Which is why people trust established players like us, a name that they believe to deliver only genuine electronic products and home appliances, from all known brands of their choice.

THANK YOU

