BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

BHATIA'S®
The mob le 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: 14/11/2020

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

Script 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 Unaudited Financial Results for the period ended on 30th September, 2020 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)

BHATIA COMMUNICATIONS & RETAIL (I) LTD. * SURAT

BHATIA'S®

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Bhatia Communications & Retail (India) Limited

Half-Year FY2021 Earnings Presentation

Safe Harbour

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CONTENT

MILESTONES

FROM STRENGTH TO STENGTH

FY2008
YEAR OF INCORPORATION

FY2017
100 CR. REVENUE

FY2018
SME BSE LISTING

FY2018
100 STORES ACROSS SOUTH GUJARAT

FY2021
BSE LISTING

BUSINESS OVERVIEW

COMPANY UPDATE

- The company got listed on BSE main platform in September, 2020.
- Minimal overall impact on revenue generation due to COVID-19.
- Diversification of business: The company now has 21 owned multi- product retail stores.

BUSINESS OVERVIEW

IMPACT OF COVID-19

APRIL

1

Outlets remain closed due to lockdown, minimal to no Sales.

MAY

2

Operations had started in very few branch outlets located in non-containment zone.

JUNE

3

As and when the unlock phases began, more number of outlets opened. The company witnessed above par pent-up demand.

JULY

4

In the 2nd phase of unlock, the company was fully operational.

AUGUST

5

The overall demand started to improve with increasing customer engagement.

SEPTEMBER

6

The footfall now has surpassed pre-COVID level as well.

BUSINESS OVERVIEW

PRODUCTS

Business of trading Mobile Phones & Accessories, Tablets, LED TVs,
Air Conditioners, Washing Machines and other Electronic Equipments.

BUSINESS OVERVIEW

CHANNEL PARTNERS

Provides credit/EMI facilities to customers for buying products tied up with major leading credit houses like Bajaj Finserv, HDFC Finance etc.

HDFC BANK

BAJAJ FINSERV

IDFC

HDB FINANCIAL SERVICES

From the trusted family of HDFC Bank Ltd.

benow

SAMSUNG Finance+

HOME CREDIT

BUSINESS OVERVIEW

KEY METRICS

CONVERSION RATE
~97%

TOTAL SQUARE FEET OF ALL STORES (OWNED & FRANCHISED)
1,09,750 sq. feet

TOTAL NUMBER OF RETAIL STORES
113

NUMBER OF EMPLOYEES
100+

**Conversion rate: Proportion of customers entering the store and ending up buying a product

BUSINESS OVERVIEW
OUTLETS

113 TOTAL STORES

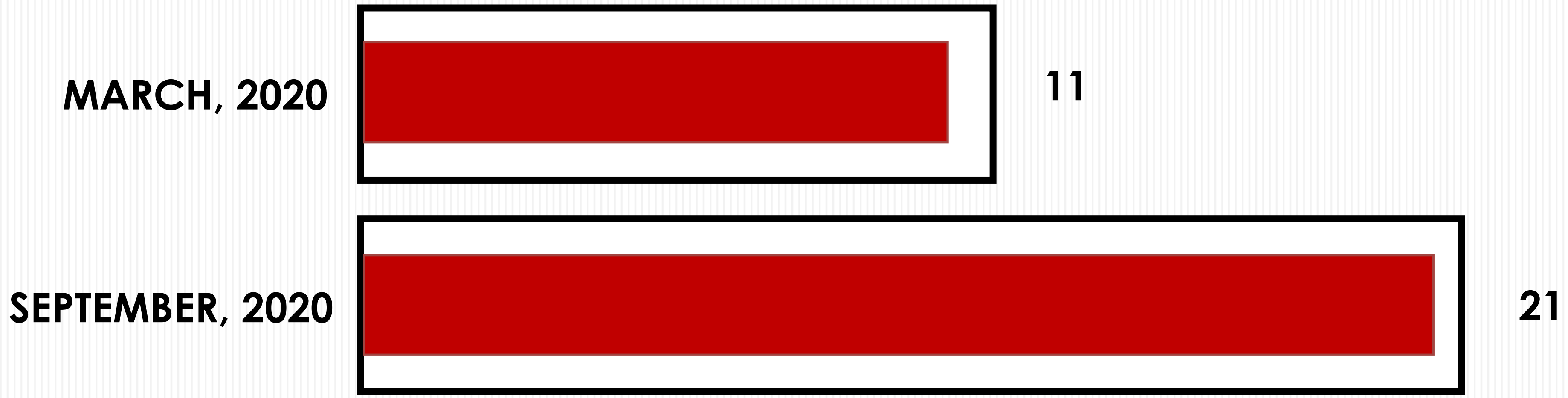
98 OWNED RETAIL OUTLETS

21 MULTI PRODUCT OUTLETS (included in owned retail outlets)

15 FRANCHISED STORES

BUSINESS OVERVIEW

NUMBER OF MULTI-PRODUCT OUTLETS



BUSINESS OVERVIEW

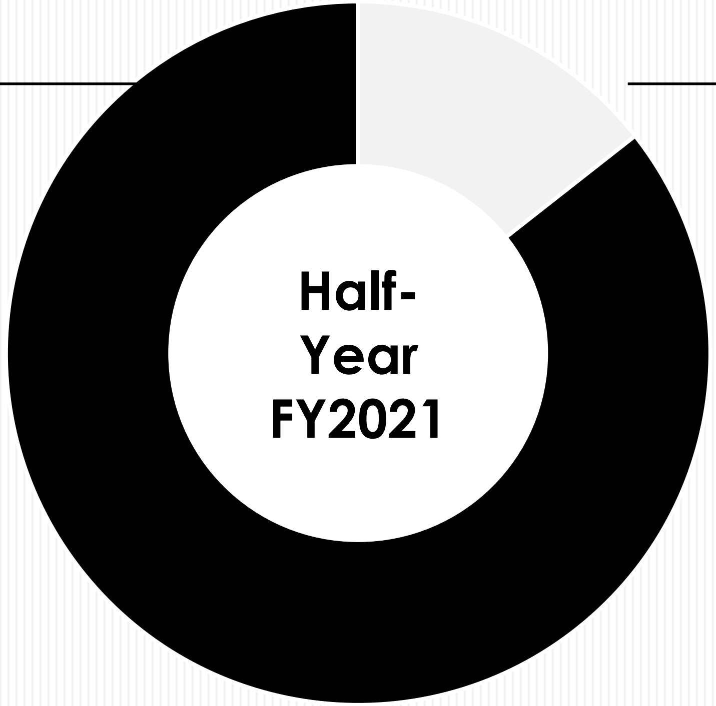
MULTI-PRODUCT OUTLETS

GUNJAN-2	BHAVNAGAR-1	HALOL-1
MS - RING ROAD-3	KRISHNA MARKET - RING ROAD	HALOL-2
MS SACHIN	IBC PIPLOD	DAHOD
MS VEDROAD	ANAVAL - STATION ROAD	MEHSANA-1
UDHNA TEEN RASTA	SILVASSA	VISNAGAR
YOGI CHOWK -2	SACHIN	UDHNA STATION
HAZIRA	L.B. APPT RING ROAD	SAMARTH PARK ADAJAN

BUSINESS OVERVIEW

REVENUE BREAK-UP

OWNED RETAIL OUTLETS
87% of TOTAL REVENUE

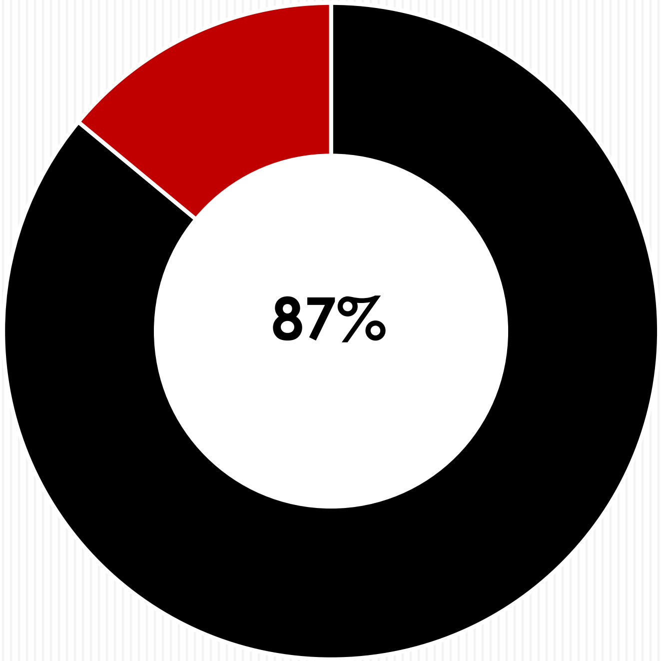


FRANCHISED STORES
13% OF TOTAL REVENUE

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

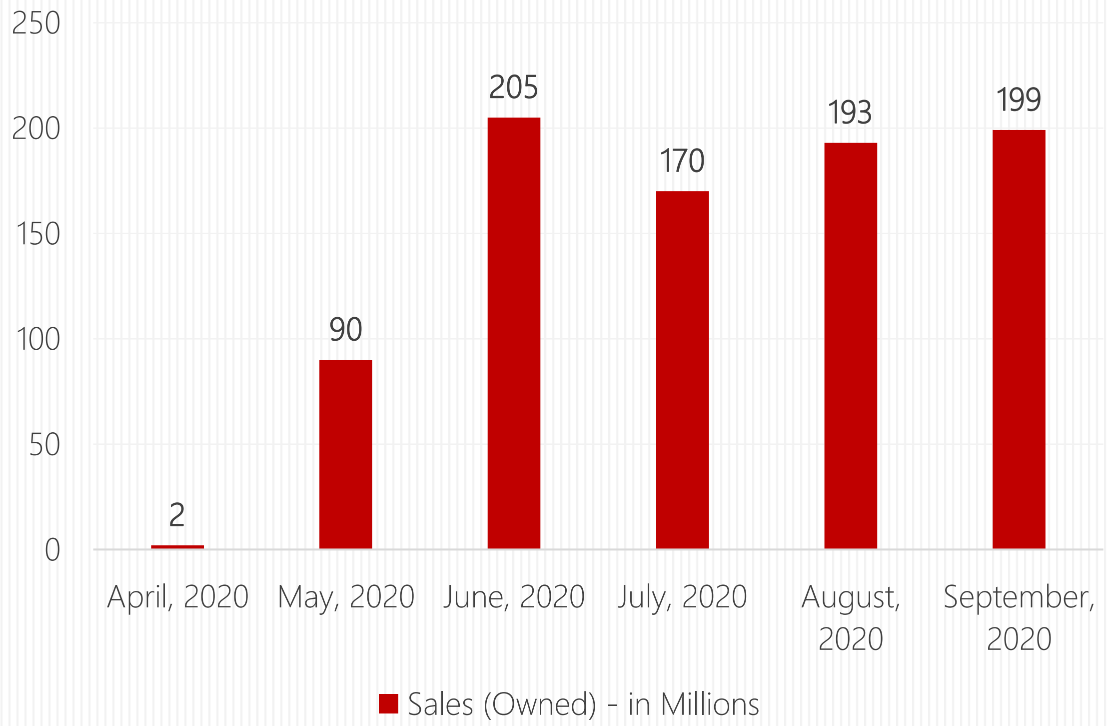
BUSINESS OVERVIEW
OWNED RETAIL STORES

OWNED RETAIL OUTLETS



(Half Year FY21)

Half Year Monthly Sales FY2021 – In Millions (Owned Retail Outlets)

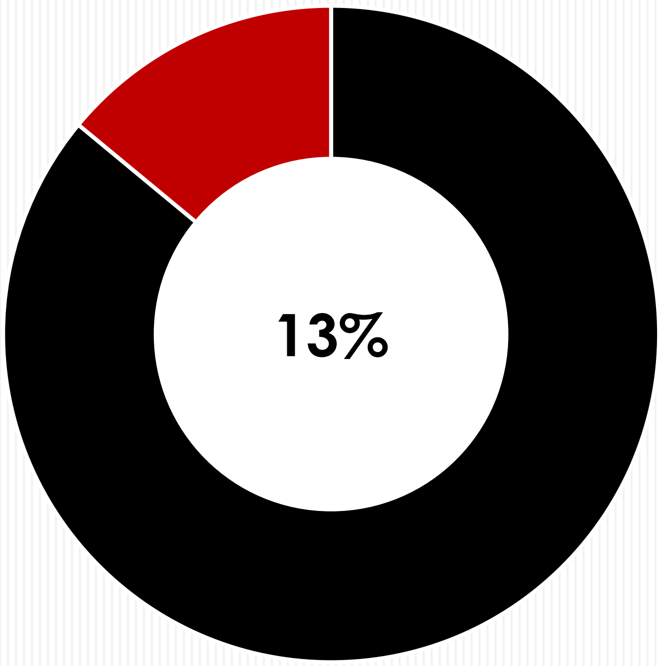


***** Sales amount (without) net of returns; after GST***

BUSINESS OVERVIEW

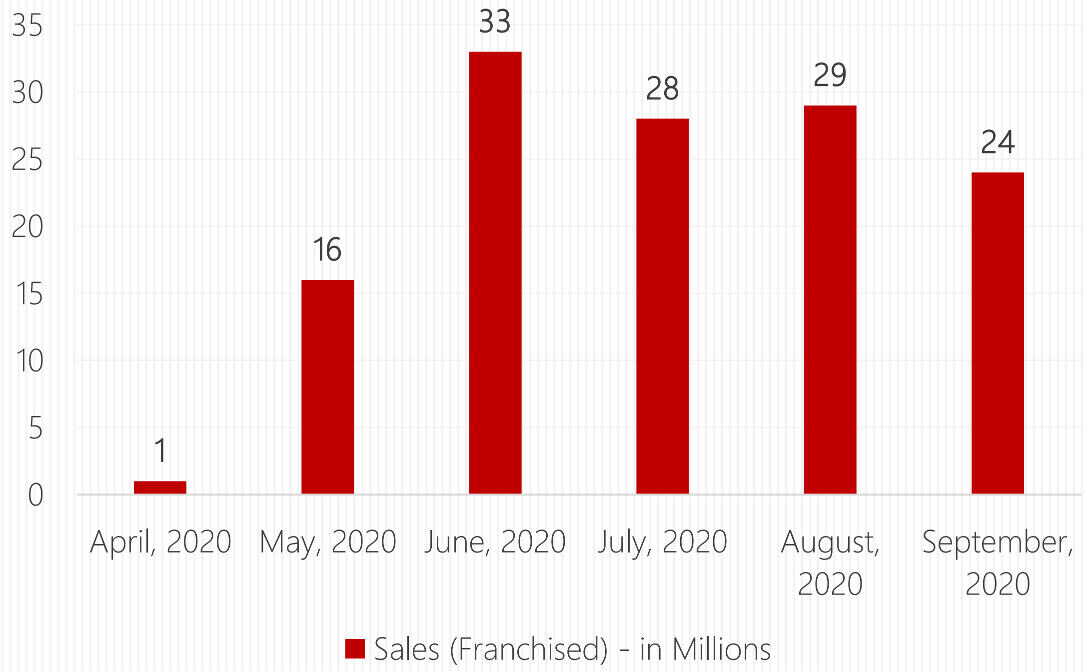
FRANCHISED RETAIL STORES

FRANCHISED STORES



(Half Year FY21)

Half Year Monthly Sales FY2021 – In Millions (Franchised Stores)



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

BUSINESS OVERVIEW

OFFLINE MARKET Vs. ONLINE MARKET

- Product Experience before purchasing Electronic Device.
- Simple return and replacement process.
- Better after Sales-service.
- All brands available under one-roof.

BUSINESS OVERVIEW

GROWTH STRATEGY – WAY FORWARD

Moving up the value chain – Increasing outlets with multiple products

Maintaining price competitiveness

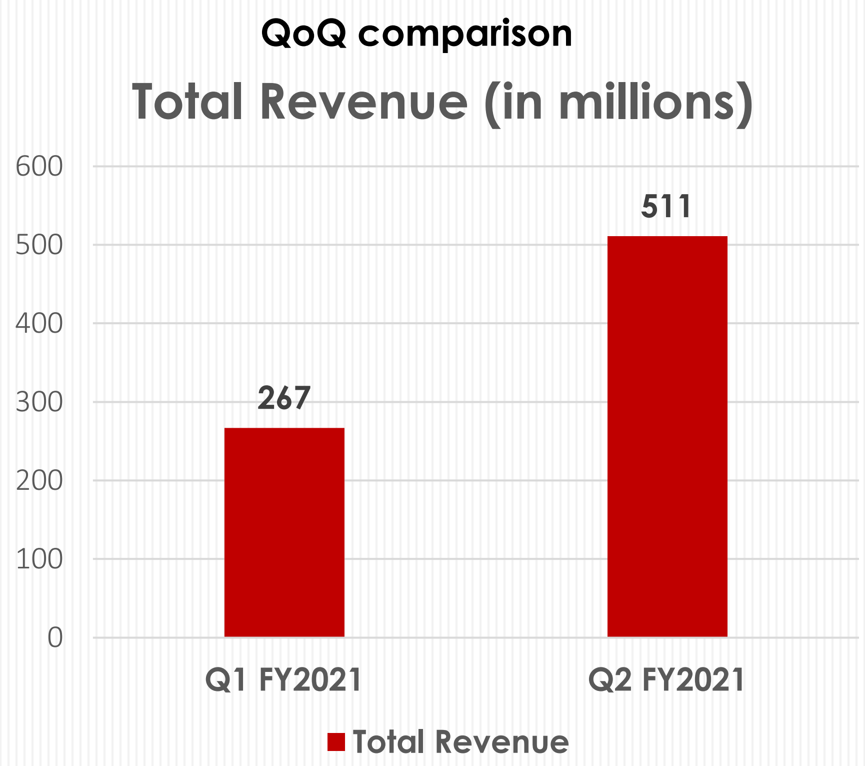
Promotion through Intelligent Marketing

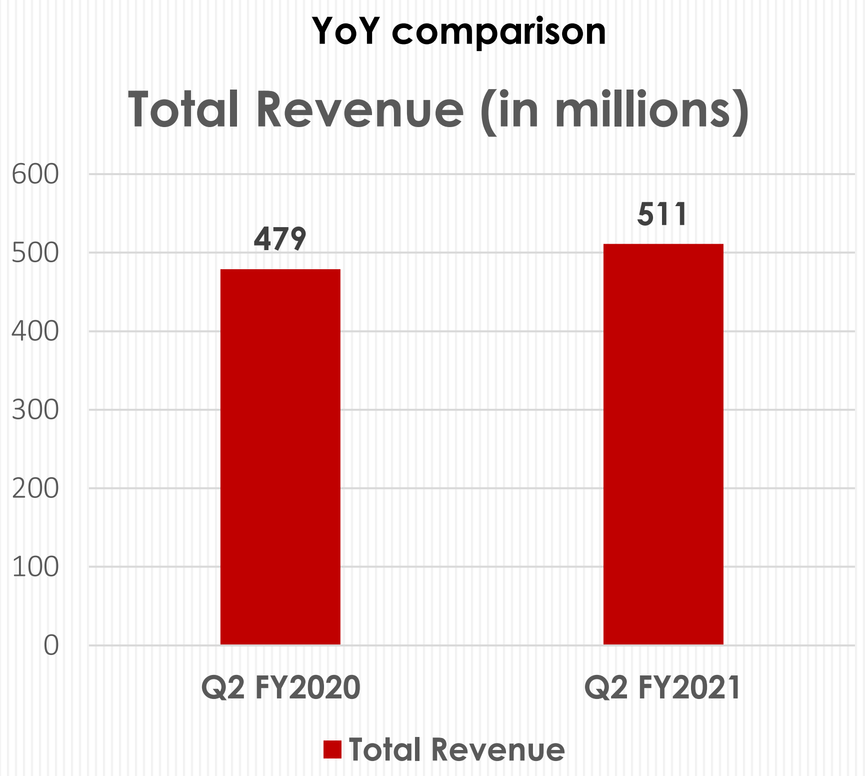
Increasing number of brands at outlets

Improving per store sales growth

FINANCIALS

FINANCIAL PERFORMANCE – Q2 FY2021



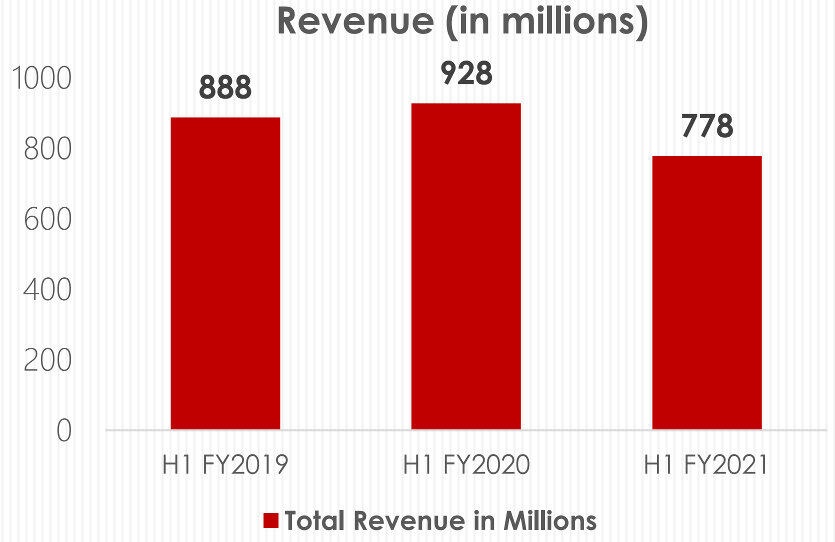


The company has been able to bounce back strongly post lockdown, and the demand for its products have witnessed minimal to no impact.

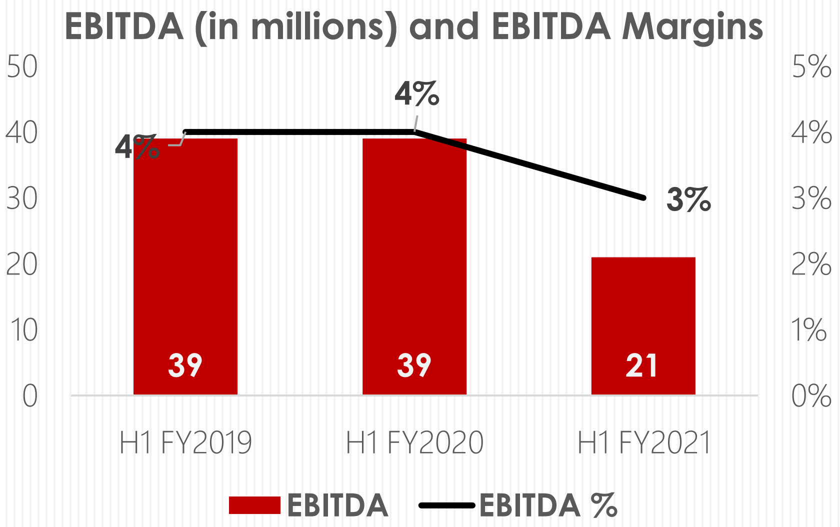
FINANCIALS

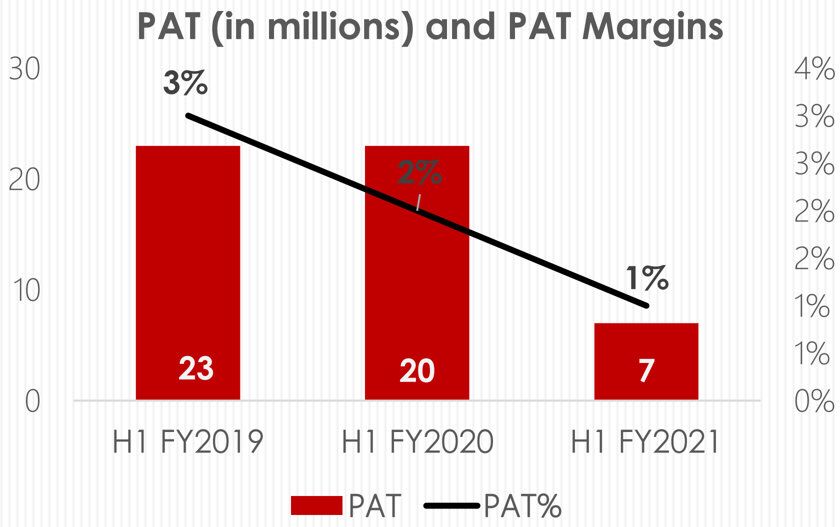
FINANCIAL PERFORMANCE – H1 FY2021

H1 FY2021 topline and profitability have declined due to the outbreak of COVID-19 and nationwide lockdown.



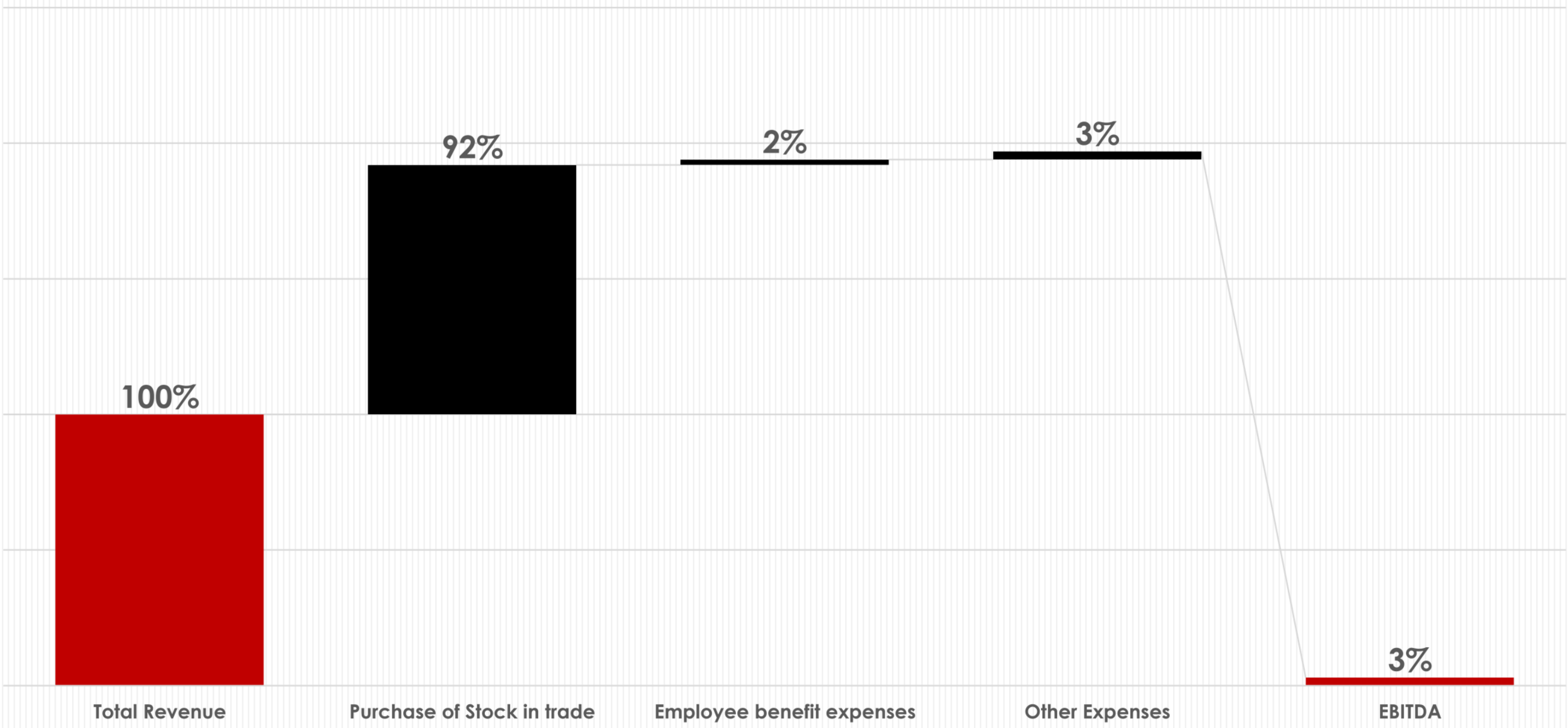
The company's outlet expansion has been completed and it is expected to be in a good wicket in the coming quarters and improve its profitability.





FINANCIALS

MARGIN PERCENTAGE BRIDGE – H1 FY2021



FINANCIALS

PROFITABILITY HIGHLIGHTS

6 months ending (in millions)	H1 FY20	H1 FY21
TOTAL REVENUE	**928**	**778**
Purchase of Stock-in-trade	832	714
Employee Benefit Expenses	17	16
Other Expenditure	40	26
EBITDA	**39**	**21**
EBITDA Margin	***4%***	***3%***
Depreciation	6	5
Interest	7	6
Exceptional Items	-	-
PBT	27	10
Tax Expenses	7	2
PAT	**20**	**7**
PAT Margin	***2%***	***1%***

FINANCIALS

BALANCE SHEET HIGHLIGHTS

(INR in millions)	Sept-19	Mar-20	Sept-20
Shareholders' Funds	**352**	**386**	**380**
Share Capital	125	125	125
Reserves & Surplus	227	261	255
Non-current liabilities	**24**	**42**	**72**
Long Term Borrowings	12	22	22
Deferred Tax Liabilities (Net)	-	2	1
Long-Term Provisions	2	3	3
Other long-term liabilities	10	16	45
Current Liabilities	**284**	**222**	**224**
Borrowings	124	86	127
Trade Payables	149	113	91
Other Current Liabilities	2	4	2
Short-term provisions	9	20	4
Total Equities & Liabilities	**660**	**651**	**676**

(INR in millions)	Sept-19	Mar-20	Sept-20
Non-current assets	**98**	**128**	**123**
Tangible Assets	68	65	62
CWIP	-	-	-
Intangible Assets	3	3	3
Non Current Investments	-	-	
Deferred Tax Assets (Net)	-	-	
Long-term Loans & Advances	27	60	58
Other Non-Current Assets	-	-	
Current Assets	**562**	**522**	**553**
Inventories	240	223	247
Investments			
Trade receivables	73	59	80
Cash & Cash Equivalents	178	196	186
Short-term loans & Advances	71	44	40
Other Current Assets	-	-	
Total Assets	**660**	**651**	**676**

THANK YOU

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