

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 20th May 2025.

Dear Sir/Madam,

In pursuance to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor presentation for the Fourth Quarter and Financial year ended 31st March 2025 to be held on 20th May 2025 at 04:00 P.M. 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
Company Secretary and Compliance Officer

Date: 20th May 2025
Place: Hyderabad

SAMSUNG

QLED TV

LARGEST
ELECTRONICS
RETAILER IN
SOUTH INDIA

UHD TV

QLED TV

LG

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LARGEST
ELECTRONICS
RETAILER IN
SOUTH INDIA

Q4 & FY25 BUSINESS & FINANCIAL PERFORMANCE

Q4 FY25 FINANCIAL HIGHLIGHTS

Revenue from Operations

Rs. 1,719 crores

EBITDA

Rs. 114 crores

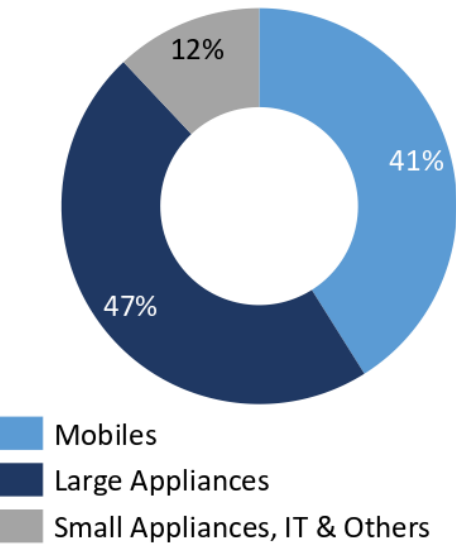
Profit Before Tax

Rs. 44 crores

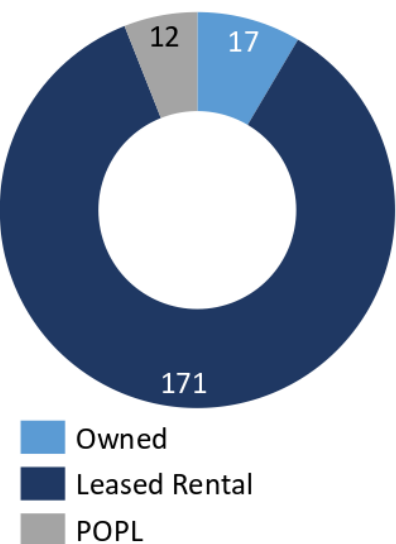
Profit After Tax

Rs. 31 crores

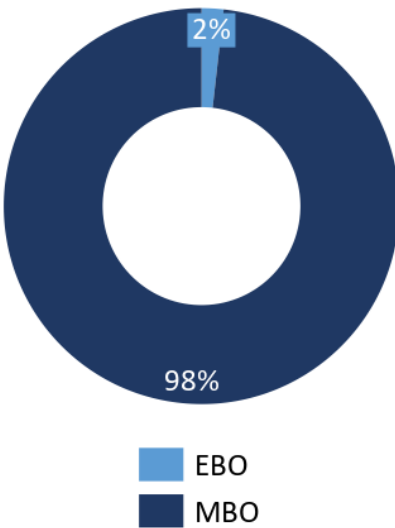
Sales Mix



Store Ownership



Format wise Retail Sales Mix



Retail Store Area

1.76 Mn Sq. Ft.

85,000 Sq ft of store area opened in Q4 FY25

Net Store Additions

8 Stores

FY25 FINANCIAL HIGHLIGHTS

Revenue from Operations

Rs. 6,965 crores

EBITDA

Rs. 451 crores

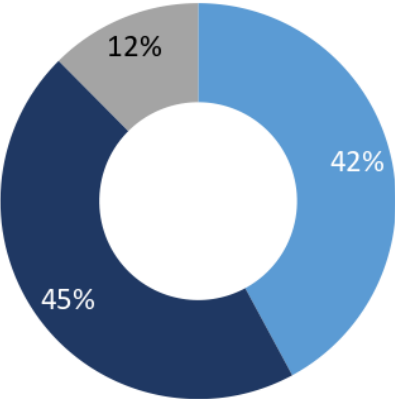
Profit Before Tax

Rs. 215 crores

Profit After Tax

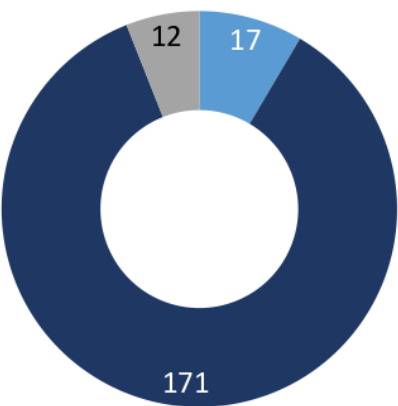
Rs. 160 crores

Sales Mix



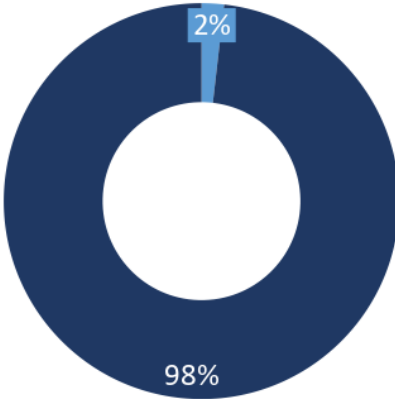
Mobiles
Large Appliances
Small Appliances, IT & Others

Store Ownership



Owned
Leased Rental
POPL

Format wise Retail Sales Mix



EBO
MBO

Retail Store Area

1.76 Mn Sq. Ft.

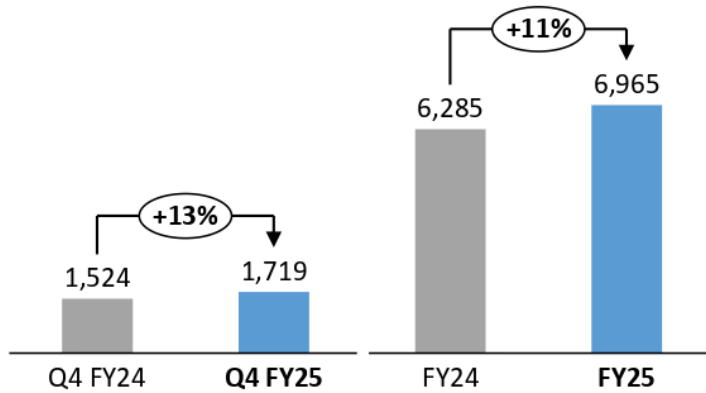
85,000 Sq ft of store area opened in Q4 FY25

Net Store Additions

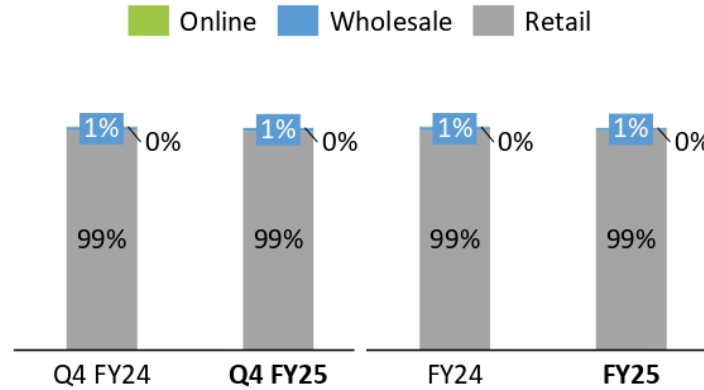
40 Stores

Q4 & FY25 FINANCIAL HIGHLIGHTS

Revenue from Operations (Rs. Crs.)



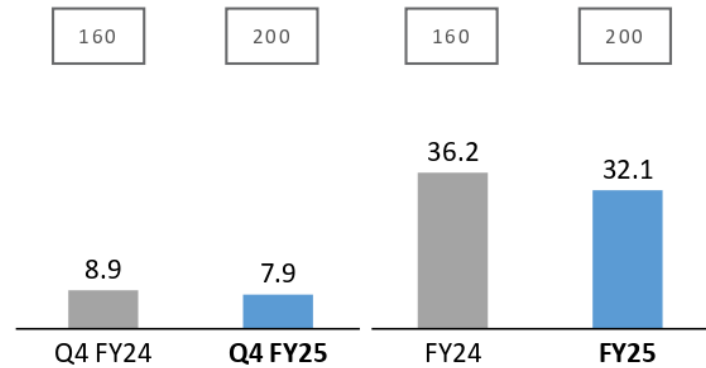
Revenue from Sale of Electronic & Consumer Durables



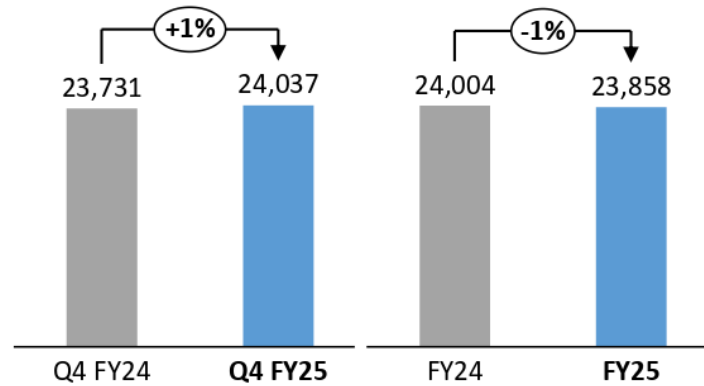
Same Store Sales Growth (SSSG)



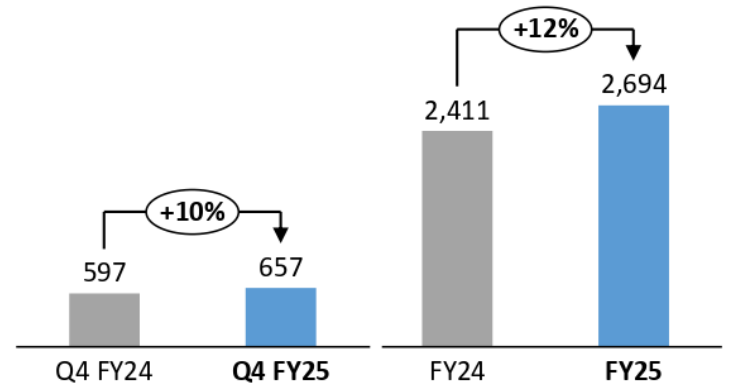
Net Retail Sales per store (Rs. Crs.)



Average Ticket Size (Rs.)



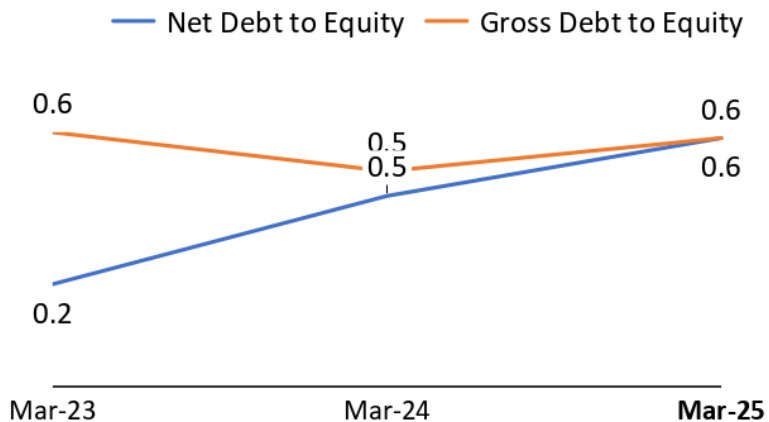
Bill Cuts (Nos. in '000)



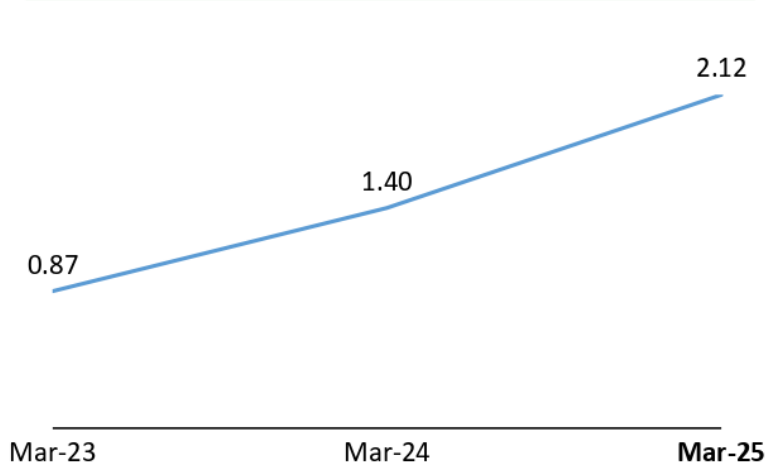
* Reduced due to increase in new stores (12 added) in Q4 FY25 Store Count

STRONG BALANCE SHEET

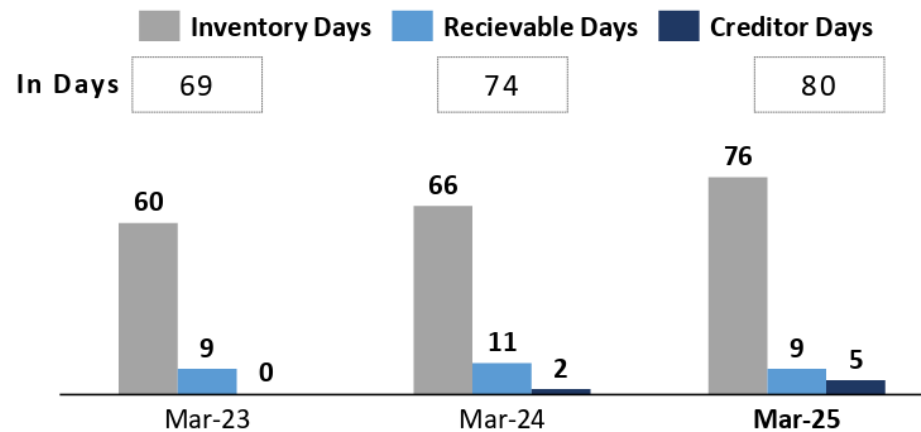
Debt to Equity Ratio



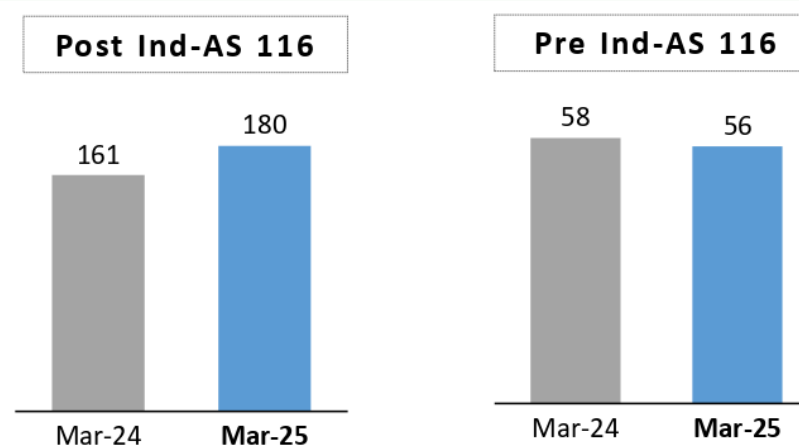
Net Debt to EBITDA[#]



Working Capital*



Cash Flow from Operations* (Rs. Crs.)



*ROCE & ROE

#ROCE

13.2%

ROE

10.5%

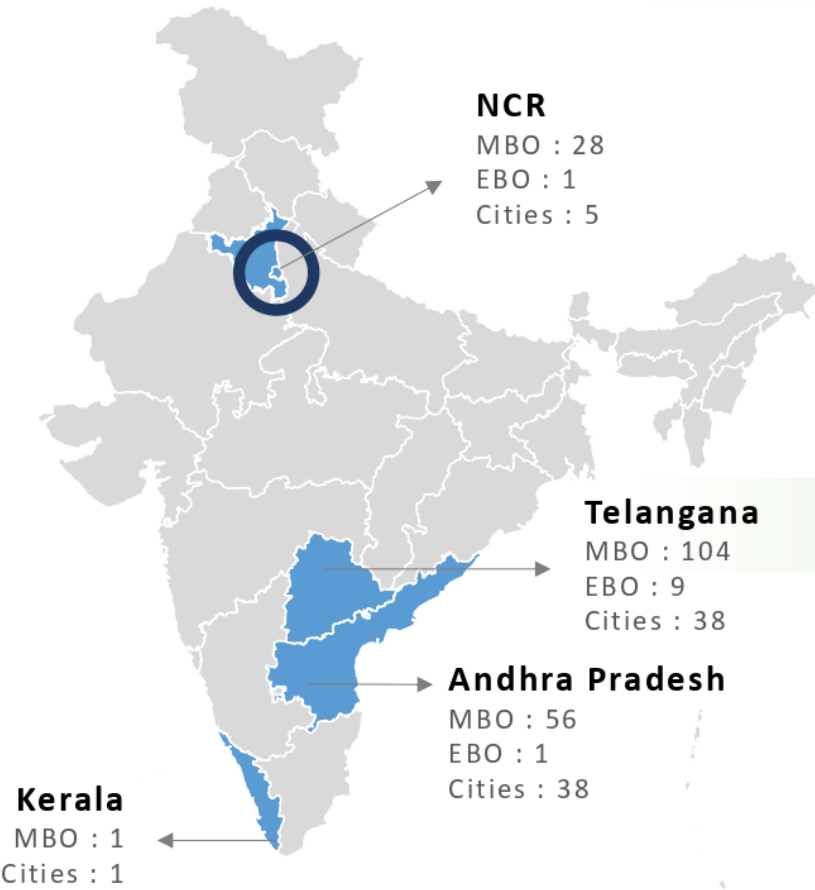
#ROCE has been calculated as EBIT/Capital employed (LT debt +ST debt+ Total Equity)

*Note: ROCE and ROE for the quarter have been annualized

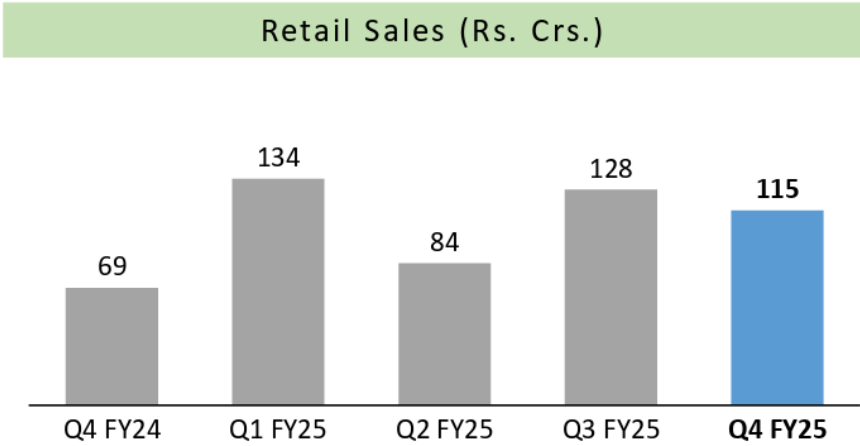
Cash & Cash Equivalent

Rs 30.5 Crores ^

CLUSTER BASED FINANCIALS HIGHLIGHTS

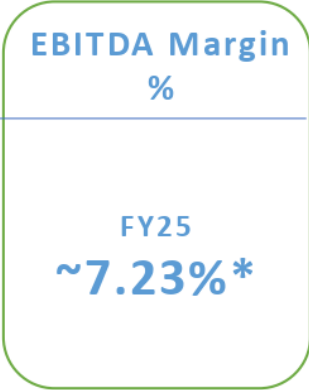
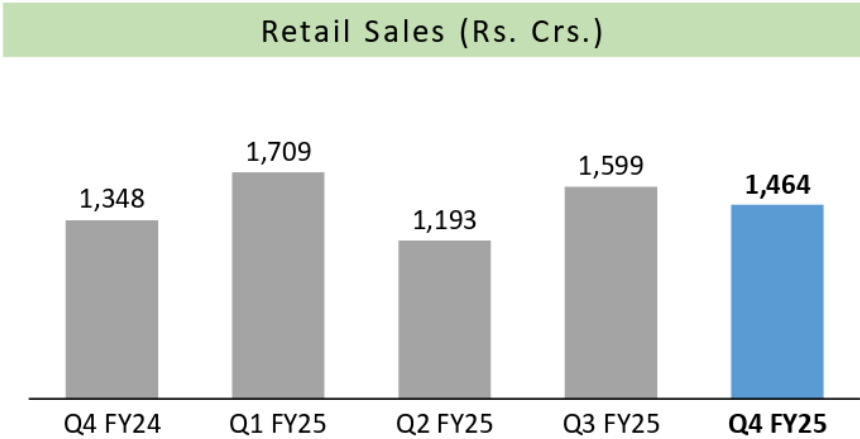


North Cluster



Operations in Delhi NCR began in August 2022, which shall perform in line of South Cluster in coming years

South Cluster



South Cluster operations is high cash generating region with high margins

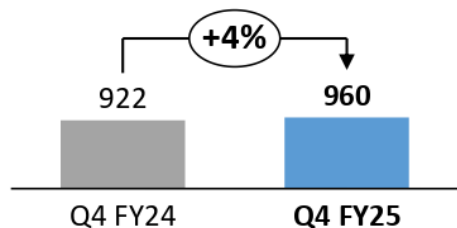
*The EBITDA Margin % are unaudited and uncertified and on Pre Ind AS 116 basis

Cluster Wise Revenue – Q4 & FY25

Telangana – HYD City

Q4 FY25

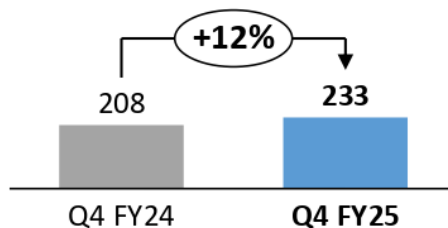
Revenue
(Rs. Crores)



SSSG

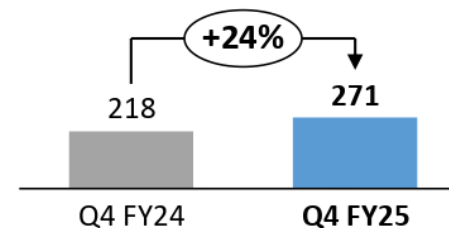
-0.9%

Telangana – UP Country



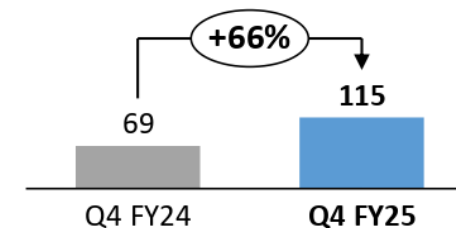
+0.2%

Andhra Pradesh



+5.1%

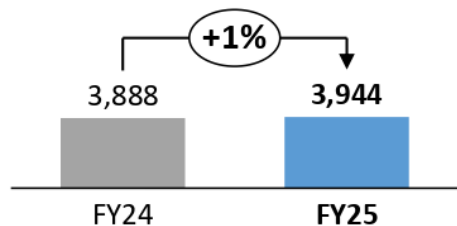
Delhi NCR



+33.8%

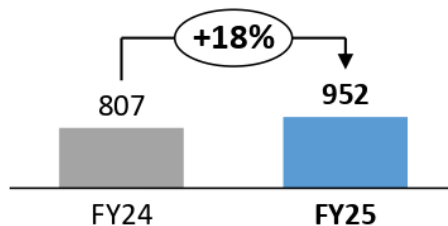
FY25

Revenue
(Rs. Crores)

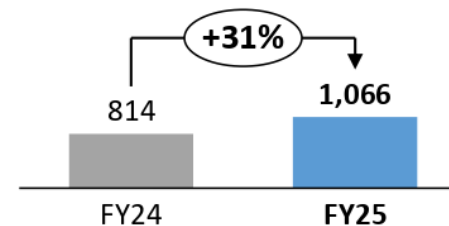


SSSG

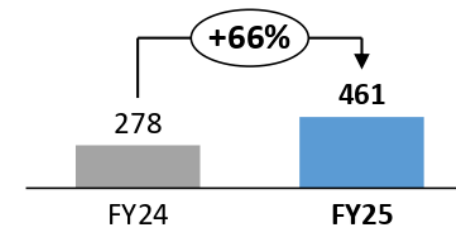
-0.5%



+9.9%



+21.7%



+50.0%

Revenue in Hyderabad City has declined due to subdued demand in the region, driven by tighter credit conditions, a slowdown in the real estate sector, and rising inflation. All other regions have performed well with growth across categories.

Q4 FY25 PROFIT AND LOSS STATEMENT

Profit & Loss (in Rs. Crore)	Q4 FY25			Q4 FY24			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
Total Revenue	1,719.0		1,719.0	1,524.2		1,524.2	13%
Purchases of stock in trade	1,957.9		1,957.9	1,548.9		1,548.9	
Changes in Inventory	-490.8		-490.8	-244.8		-244.8	
Gross Profit	251.8		251.8	220.2		220.2	14%
Gross Margin	14.6%		14.6%	14.4%		14.4%	
Employee Cost	35.1		35.1	29.4		29.4	
Rent Expense	0.0	33.4	33.4	0.0	28.9	28.9	
Other Expenses	102.9		102.9	83.1		83.1	
EBITDA	113.9		80.5	107.6		78.7	6%
EBITDA Margin	6.6%		4.7%	7.1%		5.2%	
Other Income	2.1		2.1	3.0		3.0	
Depreciation	35.5	(22.9)	12.6	29.3	(21.2)	8.1	
EBIT	80.5		70.0	81.3		73.5	
Finance Cost	36.5	(22.3)	14.2	28.0	(16.3)	11.7	
Profit before Tax	44.0		55.8	53.3		61.8	-17%
Tax	12.6			12.7			
PAT	31.5			40.5			-22%
PAT Margin	1.8%			2.7%			
EPS (in Rs.)	0.82			1.05			

- ✓ Increase in **Other expenses** is on account of **increased branding costs as wells as manpower cost** as the company has opened **12 new stores** during the quarter
- ✓ As these stores ramp up and achieve operational stability, **manpower cost and branding costs as a percentage of sales is expected to normalize and overall profitability is expected to improve**

FY25 PROFIT AND LOSS STATEMENT

Profit & Loss (in Rs. Crore)	FY25			FY24			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
Total Revenue	6,964.8		6,964.8	6,285.4		6,285.4	11%
Purchases of stock in trade	6,240.8		6,240.8	5,566.4		5,566.4	
Changes in Inventory	-272.9		-272.9	-195.7		-195.7	
Gross Profit	996.9		996.9	914.7		914.7	9%
Gross Margin	14.3%		14.3%	14.6%		14.6%	
Employee Cost	133.1		133.1	111.5		111.5	
Rent Expense	0.0	124.8	124.8	0.0	103.0	103.0	
Other Expenses	413.3		413.3	353.8		353.8	
EBITDA	450.5		325.8	449.5		346.4	0%
EBITDA Margin	6.5%		4.7%	7.2%		5.5%	
Other Income	9.1		9.1	10.1		10.1	
Depreciation	126.7	(84.7)	42.0	105.7	(74.9)	30.8	
EBIT	333.0		292.9	353.8		325.7	
Finance Cost	117.5	(82.3)	35.2	107.7	(67.3)	40.4	
Profit before Tax	215.5		257.7	246.2		285.3	-12%
Tax	55.4			62.2			
PAT	160.1		-	183.9		-	-13%
PAT Margin	2.3%			2.9%			
EPS (in Rs.)	4.16			4.78			

- ✓ **Soft Consumer Demand** persisted across consumer durables categories, impacting overall sales, especially in the southern region of India
- ✓ **Slowdown in the Real Estate** Sector in Hyderabad further dampened purchasing activity of consumer durables
- ✓ During the year the company added **44 new stores** which led to elevated manpower and branding costs
- ✓ Excluding these store additions the company witnessed an EBITDA & PBT growth with improved margins
- ✓ **We remain optimistic that as store throughput improves, it will drive operating leverage and enhance overall profitability—without compromising our growth momentum**

BALANCE SHEET

Assets (in Rs. Crs.)	Mar-25	Mar-24
Non - Current Assets	1,941.0	1,517.5
Property Plant & Equipments	905.1	602.2
CWIP	30.4	44.9
Intangible assets	2.7	1.7
Right of use asset	850.6	752.4
Financial Assets		
Other Financial Assets	63.9	50.4
Deferred Tax Assets (Net)	40.2	31.7
Other Non - Current Assets	45.4	28.0
Other Non - Current Tax Assets	2.8	6.1
Current Assets	1,756.1	1,541.6
Inventories	1,242.2	969.3
Financial Assets		
(i) Trade receivables	177.4	181.4
(ii) Cash and cash equivalents	30.5	85.5
(iii) Loans	1.7	1.5
Other Financial Assets	2.6	4.0
Other Current Assets	301.7	299.9
Total Assets	3,697.0	3,059.1

Equity & Liabilities (in Rs. Crs.)	Mar-25	Mar-24
Total Equity	1,530.9	1,369.7
Share Capital	384.7	384.7
Reserves & Surplus	1,146.2	984.9
Non-Current Liabilities	1,140.3	907.9
Financial Liabilities		
(i) Borrowings	205.5	98.0
(ii) Lease Liabilities	933.0	809.7
Provisions	1.7	0.2
Current Liabilities	1,025.8	781.6
Financial Liabilities		
(i) Borrowings	778.4	614.8
(ii) Trade Payables	104.0	43.1
(iii) Lease	59.4	47.4
(iv) Other Financial Liabilities	22.9	18.4
Other Current Liabilities	53.7	39.5
Provisions	2.2	13.0
Current tax liabilities (net)	5.1	5.3
Total Equity & Liabilities	3,697.0	3,059.1

CASH FLOW

Particulars (Rs. Crs.)	Mar-25	Mar-24
Net Profit Before Tax	215.5	246.2
Adjustments for: Non -Cash Items / Other Investment or Financial Items	239.3	202.5
Operating profit before working capital changes	454.8	448.7
Changes in working capital	-214.4	-218.5
Cash generated from Operations	240.4	230.1
Direct taxes paid (net of refund)	-60.8	-70.3
Net Cash from Operating Activities	176.7	159.8
Net Cash from Investing Activities	-332.9	-116.9
Net Cash from Financing Activities	101.2	-160.6
Net Decrease in Cash and Cash equivalents	-55.0	-117.7
Add: Cash & Cash equivalents at the beginning of the period	85.5	203.2
Cash & Cash equivalents at the end of the period	30.5	85.5

LARGEST
ELECTRONICS
RETAILER IN
SOUTH INDIA

OVERVIEW & KEY STRATEGIES



Largest Player in the Southern region in revenue terms with dominance in Telangana and Andhra Pradesh and the 4th largest consumer durables and electronics retailer in India



**ELECTRONICS
MART**

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



**EASY
KITCHENS**

iQ



MBOs
189

EBOs
11



Diversified product offerings from **100+ brands** comprising of more than **8,000 SKU** across product categories



A/C



Mobile Phones



Laptop



TV



Washing Machine



Refrigerator



Cooler



Mixer

Brands
100+

SKUs
8,000+



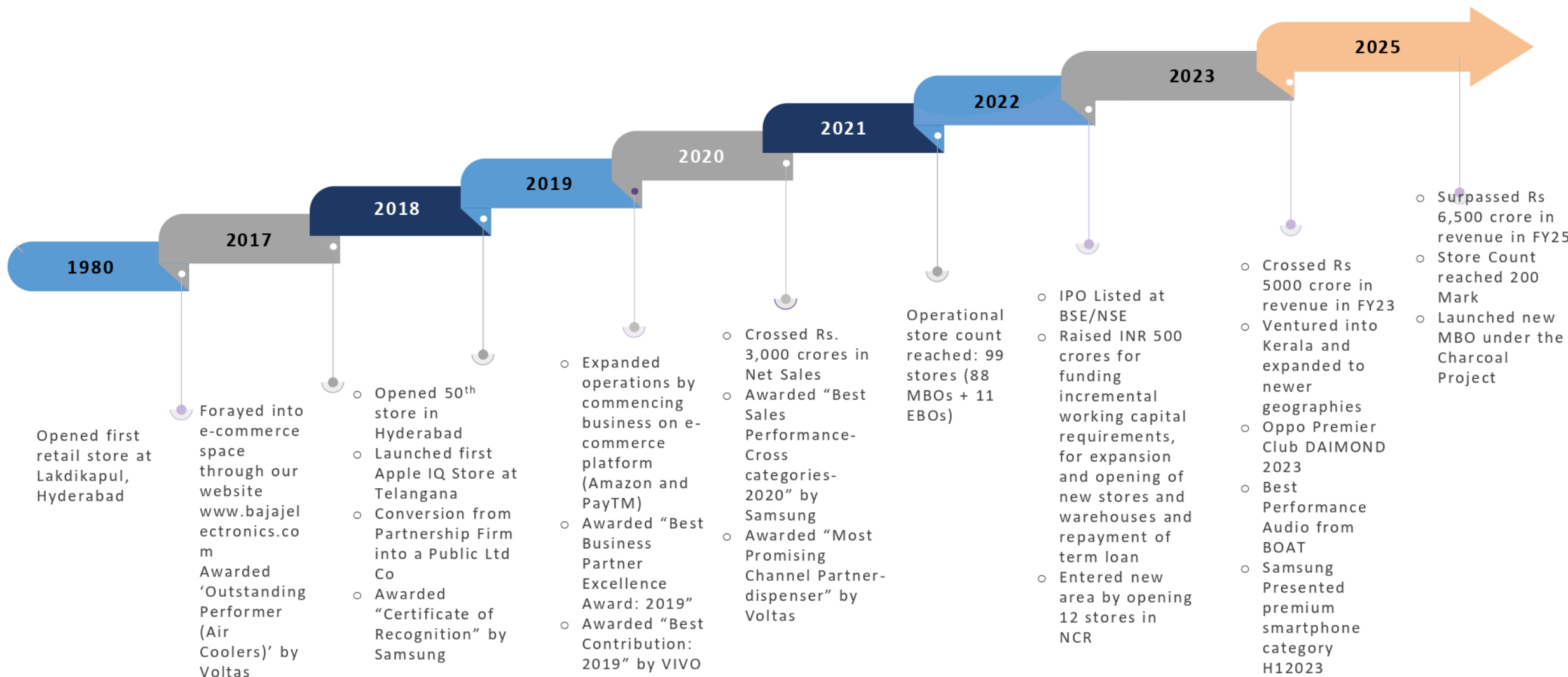
Long standing relationship with leading consumer brands Market



Market presence and geographic reach with cluster-based expansion

Retail Business Area
1.76 mn. sq. ft.

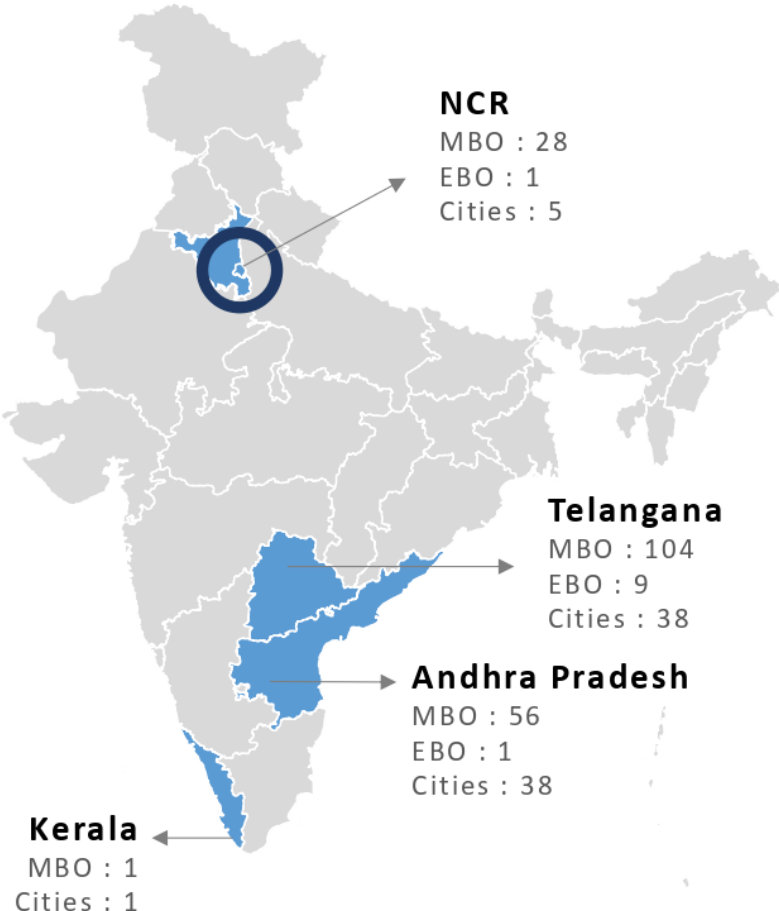
OUR JOURNEY



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

MBO Brands (# Stores)

151	
25	
6	
3	
3	
1	



Cities	States	Retail Stores
82	6	200
		189 MBO; 11 EBO

Retail Area	Central Warehouses
1.76 mn. sq. ft.	12
Avg. Store Size of 10k sq. ft.	6 in TS, 3 in AP & 3 in NCR

Store Ownership (#)

Leased	Owned	POPL
171	17	12

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 FY24

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

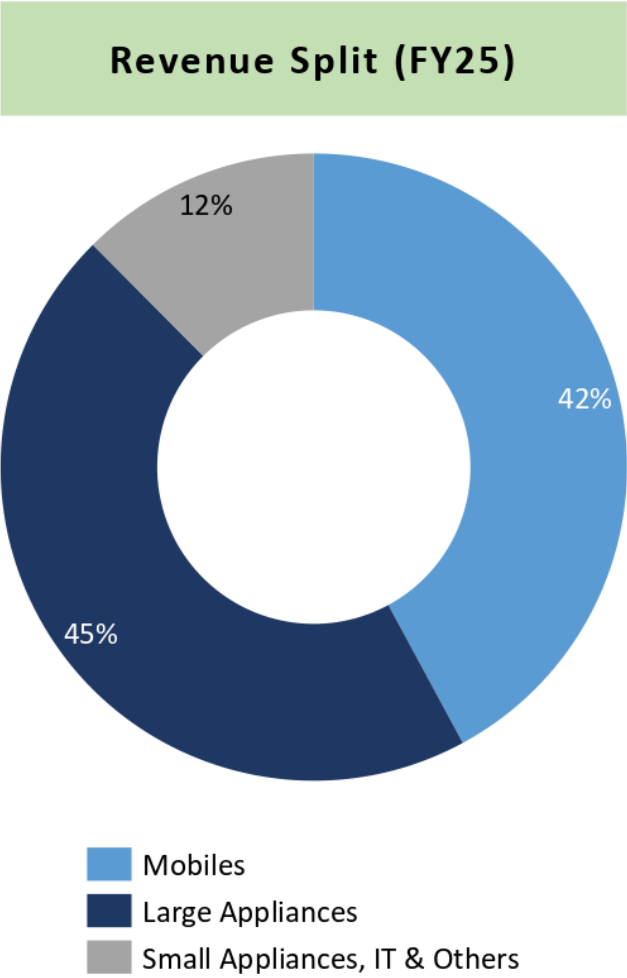
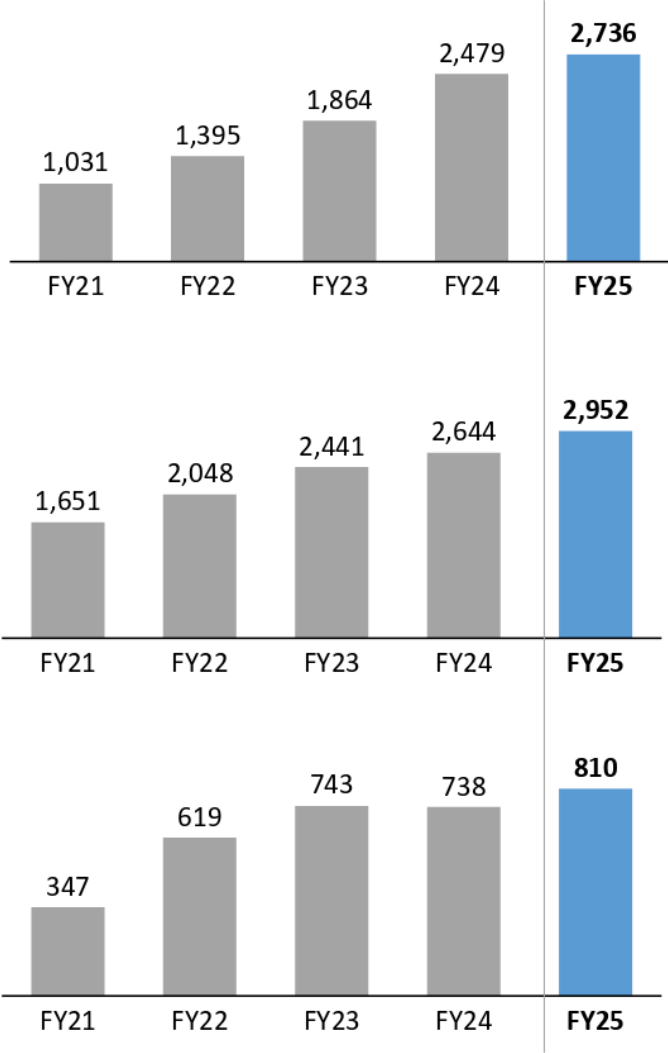
Large Appliances
TV, Washing Machine, AC, Refrigerators

Highest contributing segment in terms of revenues

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

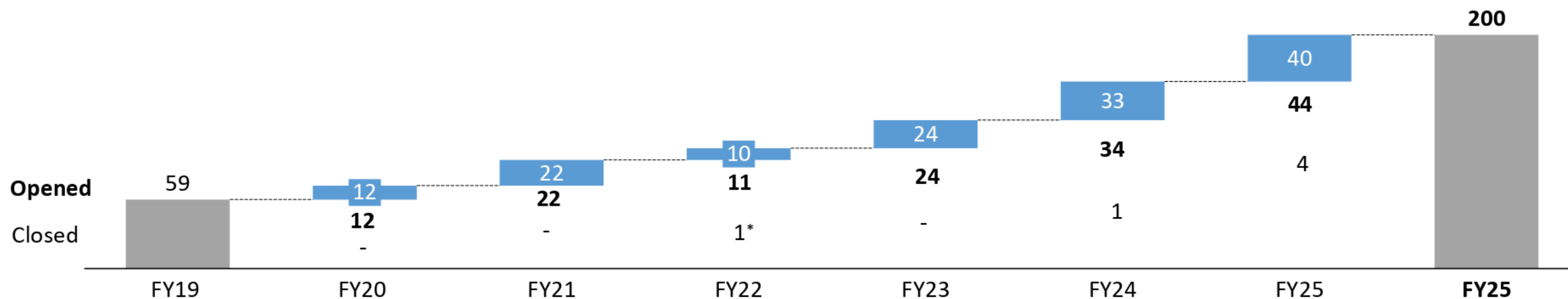
Small Appliances, IT & Others
Laptop, Printer, Geyser & Others

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



RAPID STORE EXPANSION

Stores	71	+31.0%	93	+10.8%	103	+23.3%	127	+20.6%	160	+25.0%	200
Retail '000s sq. ft	765	+23.0%	940	+10.7%	1,041	+17.4%	1,222	+16.9%	1,471	+18.9%	1,758



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

OUR RETAIL OUTLETS

Himayatnagar
(Hyderabad)



Punjabi Bagh
(New Delhi)



Patel Nagar
(New Delhi)



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 network of suppliers and more than 80% of the volume of procurement from OEMs
- ✓ Stores utilise **computerized inventory management system**, to track the inventory level and movement of SKUs on a daily basis
- ✓ **Inventory management systems of all stores are synchronise** with distribution centres and offices
- ✓ Monitor inventory levels to ensure that **inventories are fresh by adopting a first-in, first-out policy** for all our merchandise



Robust Information Technology System

- ✓ ERP and POS systems from leading industry software providers
- ✓ Wide range of data management tools to support procurement, sales and inventory management across all stores on a daily basis
- ✓ Tracking systems with real time updates on status of their orders
- ✓ Use data to identify and quickly react to changes in customer preferences and consequently align inventory to such preferences

OUR SPECIALISED RETAIL STORES

Kitchen Stories
(Jubilee Hills, Hyderabad)



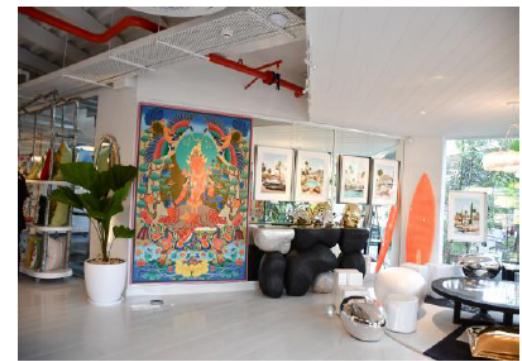
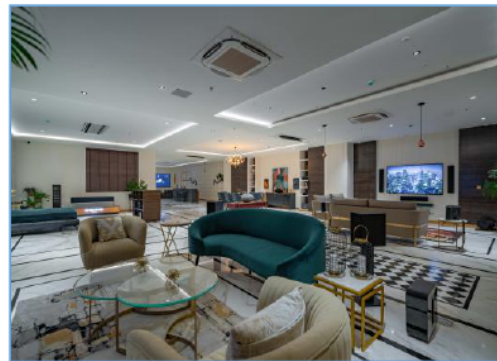
Easy Kitchens
(Jubilee Hills, Hyderabad)



Audio & Beyond
(Jubilee Hills, Hyderabad)

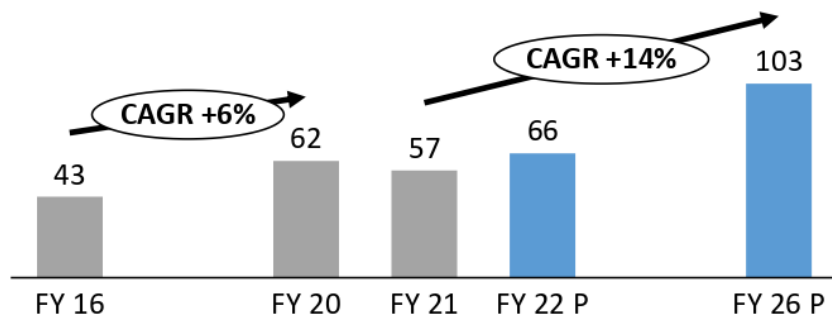


The Charcoal Project
(Jubilee Hills, Hyderabad)

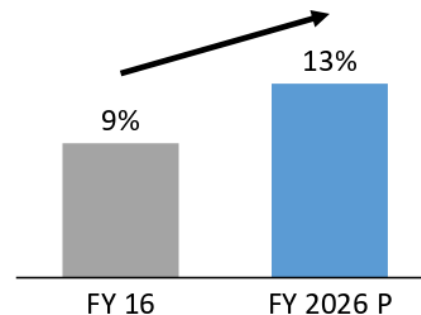


STRONG GROWTH IN ORGANISED BRICK & MORTAR RETAIL

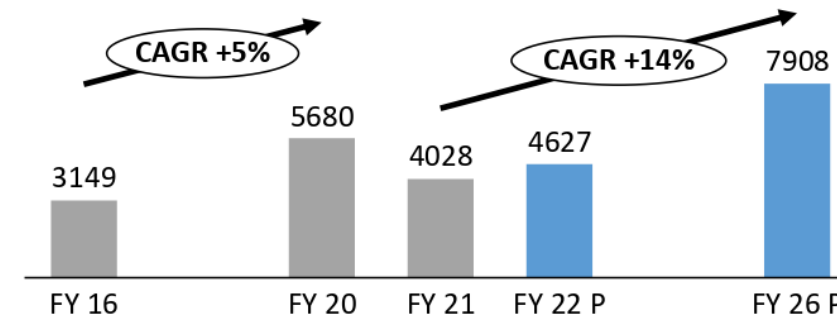
Retail Industry Market Size Expected to Grow at 14% CAGR



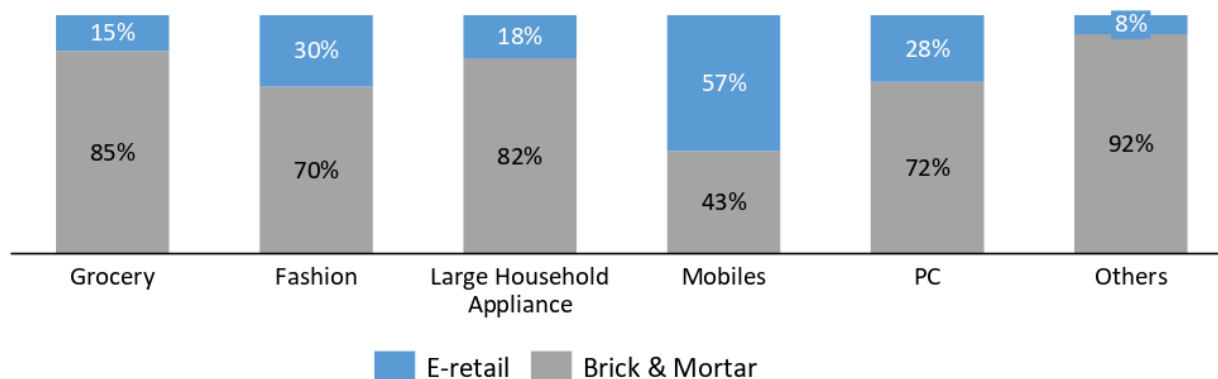
Organised Retail Penetration also Expected to Grow



Organised Brick & Mortar (B&M) Growing Faster



Brick & Mortar continues to dominate the organized retail market










Growth Factors for Organised B&M Retailers

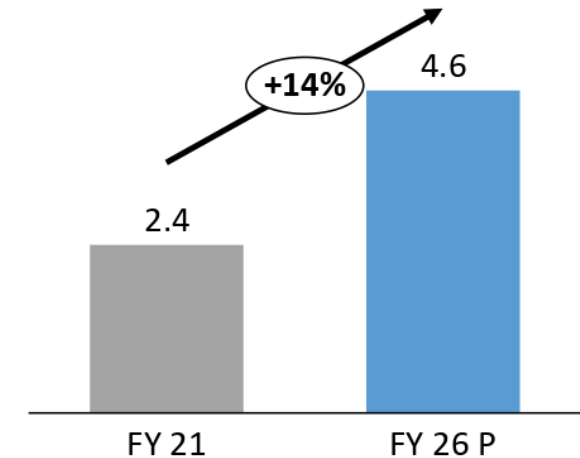
- ✓ **Touch and feel of the product:** "Try it before you buy it" very relevant especially for high priced items
- ✓ **Warranty and service issues:** Provides comfort to consumers – assurance of product's genuineness + better understanding of warranty and service details
- ✓ **Installation and after-sales 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

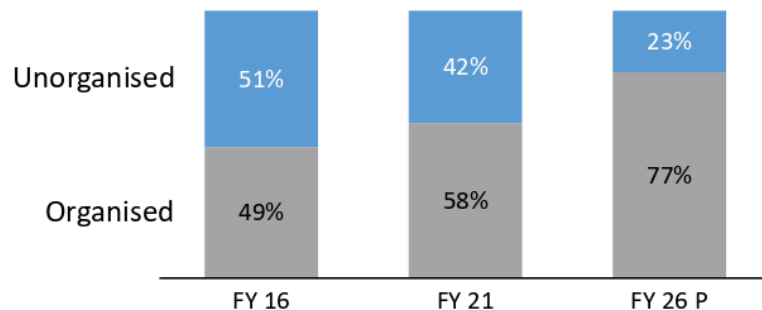
India lags global peers in consumer durables penetration

% 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



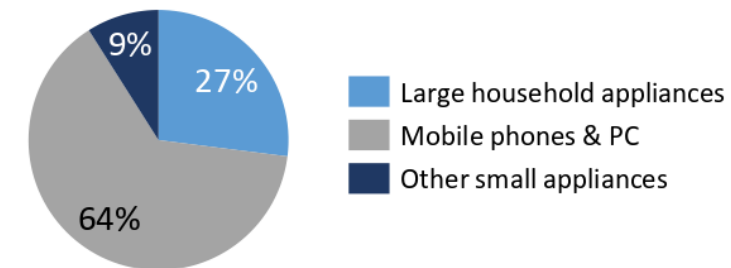
Organised segment outpacing the unorganized players in Indian consumer's durables industry



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





Pavan Kumar Bajaj

Chairman & Managing Director

- 40+ years experience in the retail business management
- Founder of erstwhile sole proprietorship M/S Bajaj Electronics in 1980



Karan Bajaj

Chief Executive Officer & WTD

- 10+ years experience in the retail business management
- Holds post graduate diploma in international management and Bachelor's of Commerce degree



Astha Bajaj

Executive Director & WTD

- 4+ years experience in business management
- Holds master's degree in biochemistry from Nirma University and bachelor's degree in science from Gujarat University



Col. GURDEEP SINGH (Retd.)

Independent Director

- 10+ years of experience (post-release from the Indian Army) as the State Head (Head Operations) in PVT COY dealing with the defence, home ministries, PSUs, and Ordnance factories.
- 28 years of rich experience in the largest Logistic echelon of the Indian Army Ordnance Corps, & have practical experience in Business Supply Chain Operations



Mirza Ghulam Muhammad Baig

Independent Director

- 31+ years experience in tax administration and served as Deputy Commissioner, previously associated with World Bank and Deloitte Touch Tohmatsu India Private Limited
- Holds master's and bachelor's degree in Arts



Jyotsna Angara

Independent Director

- 8+ years experience in the non profit sector
- She is also a member of the institute of Directors, India
- Holds a bachelor's degree in arts from, Osmania University



Premchand Devarakonda

Chief Financial Officer

- Qualified Chartered Accountant and holds Bachelor's degree in Commerce
- Was associated with M/S Manoj & Prem, as partner and Coromandel Fertilisers Limited



Sandeep Singh Jolly

Chief Operating officer

- Post graduate diploma in Business Management and Bachelors degree in Commerce
- Previously associated with Samsung as Senior Director with total organisational experience of 20+ years



Vishal Singh

Chief Marketing Officer

- Holds Bachelor's of Commerce and Post Graduate Diploma in Management (Marketing Management)
- Was associated with Bennett Coleman as manager of response department



Rajiv Kumar

CS & Compliance Officer

- Qualified company secretary and holds Master's degree in Business Administration and bachelor's degree in commerce
- Was associated with GENPACT India and SNJ Synthetics Limited



Nammi Ravi Kiran

Chief Human Resources Officer

- Holds provisional bachelor's degree in computer applications & post graduate diploma: business management (marketing management with HR management)
- Was associated with Mahathi Software Private Limited as Human Resource Manager



Annapurna Devi Kuchibhatla

Chief Technology Officer

- Holds master's degree in computer applications & bachelor's degree in science
- Was associated with LV Prasad Eye Institute as CTO

AWARDS & ACCOLADES

Certificate of Appreciation For
exemplary sales
Contribution H12024
SAMSUNG

Electronics Mart India Limited
Top Performing Brand
Amzaon Pay

Revenue Champion
2024
Apple





Expand reach across select geographies and deepen the footprint in existing markets

- Deepen store network in existing clusters and increase market share in existing markets, Follow a peripheral and concentric expansion approach
- Our Plan to open a further 13 MBOs in NCR, 21 MBOs in AP, and 8 MBOs in Telangana has been achieved. Adopt a methodical approach in evaluating and selecting locations for new stores
- Focus on modernising our current stores and improving store infrastructure



Maintaining and forging new relationships with leading brands

- Increase product range currently available across our MBOs through expanding and forging new relationships with renowned brands
- Set up specialised stores – Kitchen Stories – catering to the kitchen specific demands by showcasing various kitchen appliances
- Set up specialised store format – Audio & Beyond – focusing on high end home audio and home communication solutions
- Establish our brand as a comprehensive and complete dealer and distributor of major electronics brands



Technology led effective inventory management & lean operating structure

- Our model requires us to maintain high levels of operational efficiency on a regular basis
- Closely monitor planning, sourcing, vendor management, logistics, quality control, pilferage control, replacement and replenishment, by (i)
- Investing further in our technological systems; (ii) Expanding and upgrading our warehouse; (iii) Continuing to absorb best industry practises;
- (iv) Supplementing our current security system, consisting of manual checks and electronic surveillance
- Eventually gravitating towards an omni-channel business model



Enhancing sales volumes to continuing to prioritize customer satisfaction

- **Right mix of product assortments at competitive pricing:** Maintaining optimal customer service standards and introduce new products
- **Leveraging consumer finance to provide convenience & enhance purchasing ability:** Make our products accessible to wider customer base
- **Focus on differentiated customer experience and engagement:** Provide a one stop shopping experience in a pleasant ambience and functional store layout, improve checkout time. Adopt “Intelligent Marketing” - inform our registered customers for new schemes or offers
- Invest in advertising and branding, improve our Customer Relationship Management, analyse and manage customer interactions



Continuous training of manpower

- Aim at identifying fresh talent, training, grooming them and providing opportunities for growth
- Place special emphasis on managing attrition and attracting and retaining our employees
- Further improve our training programmes to develop skill sets to meet customers demands and provide quality customer service.
- Encourage our employees to be enterprising and grow within the organization

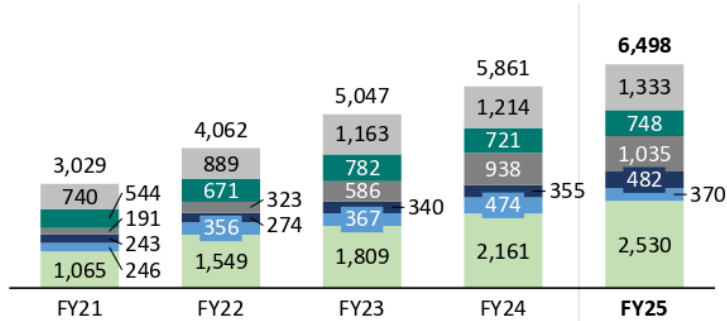
LARGEST
ELECTRONICS
RETAILER IN
SOUTH INDIA

HISTORICAL HIGHLIGHTS

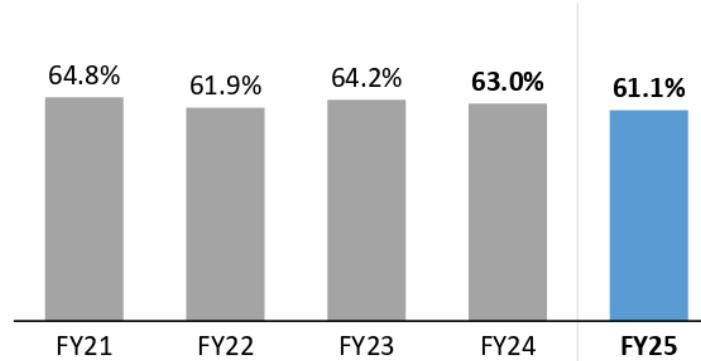
OPERATING INDICATORS

Top 5 Brands (Revenues)

Brand 1 Brand 2 Brand 3 Brand 4 Brand 5 Others

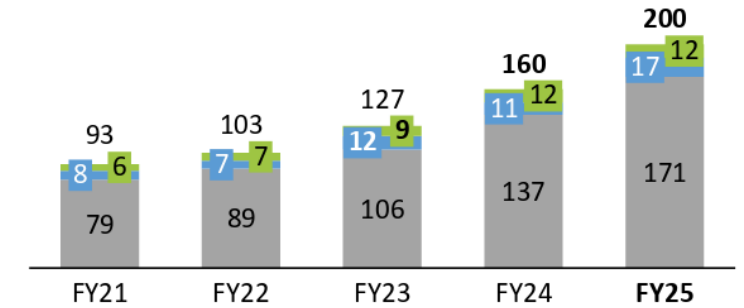


Top 5 Brands (% of Revenues)

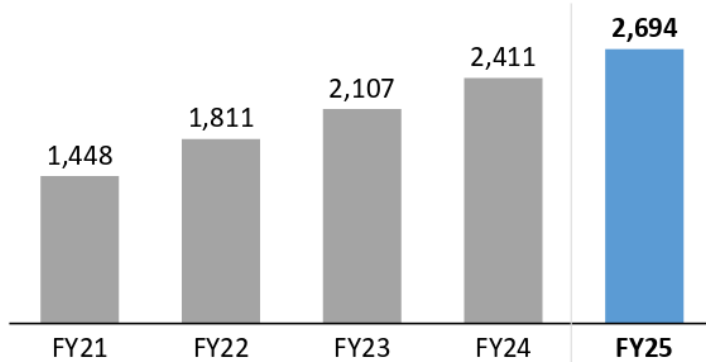


Store Ownership (#)

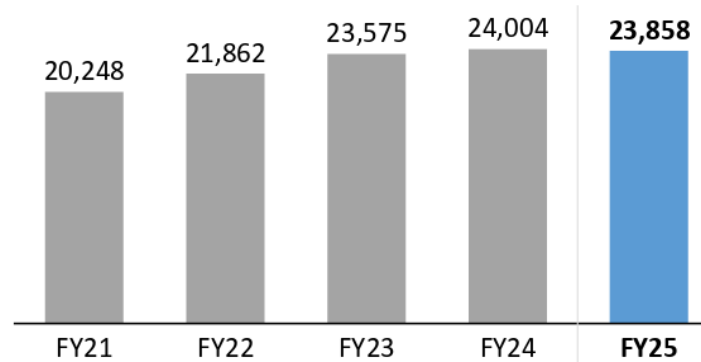
POPL Owned Leased



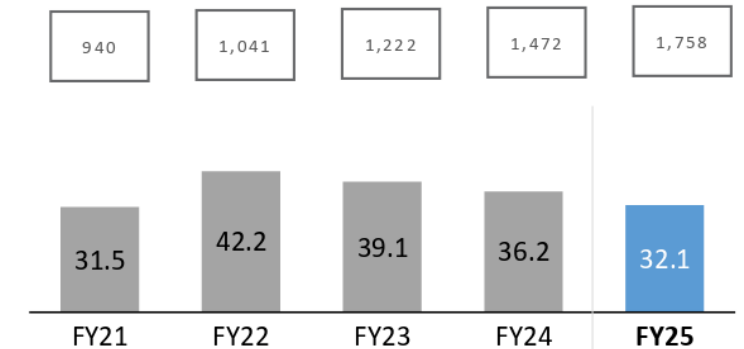
Bill Cuts (Nos. in '000)



Average Ticket Size (Rs.)



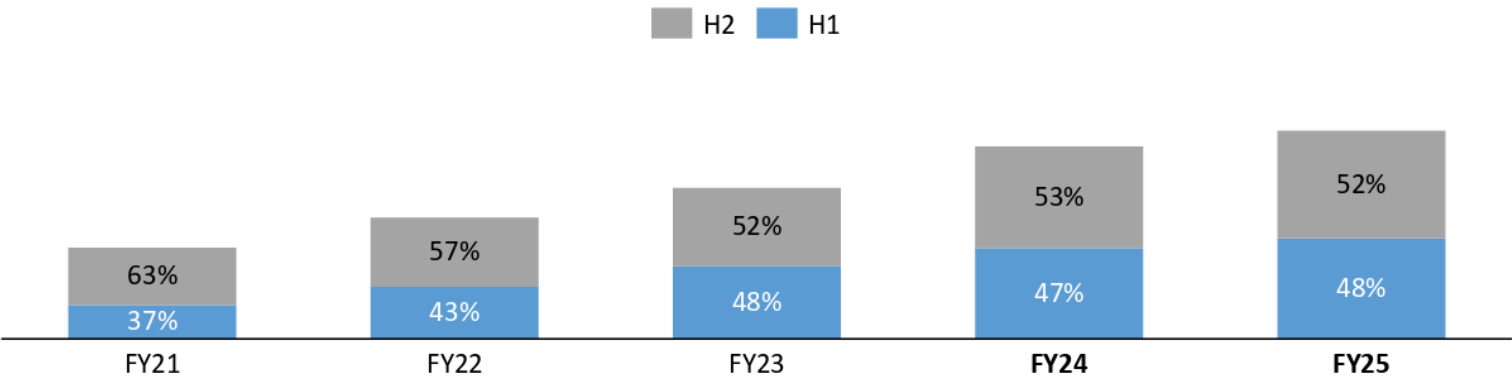
Net Retail Sales per store* (Rs. Crs.)



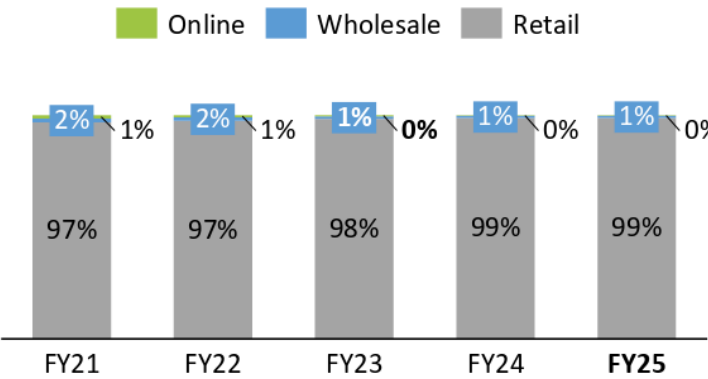
Total Retail Area (in '000 sq. ft.)

* Reduced due to increase in new stores (39 added) in FY25 and in the month of March 2025

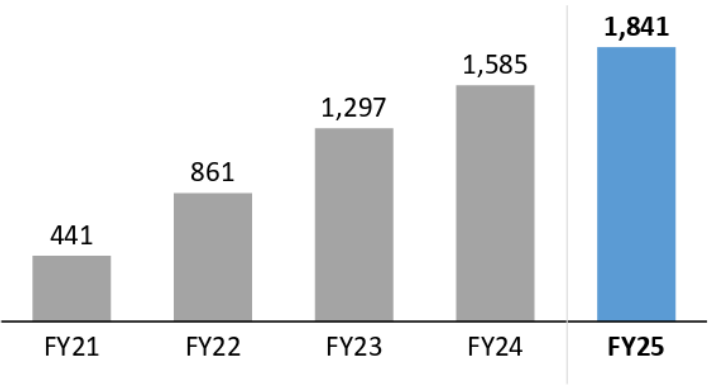
Sale of Products



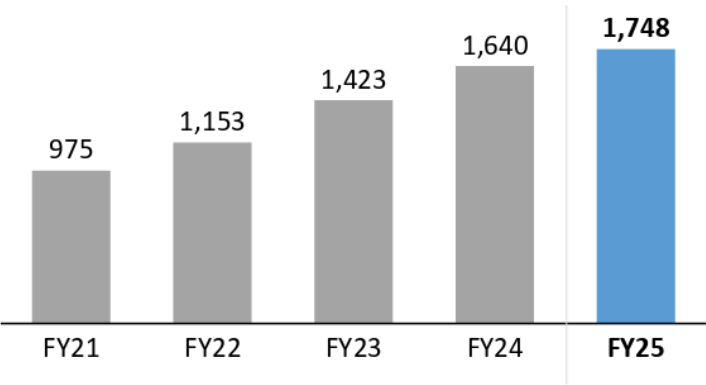
Retail dominates the Revenues



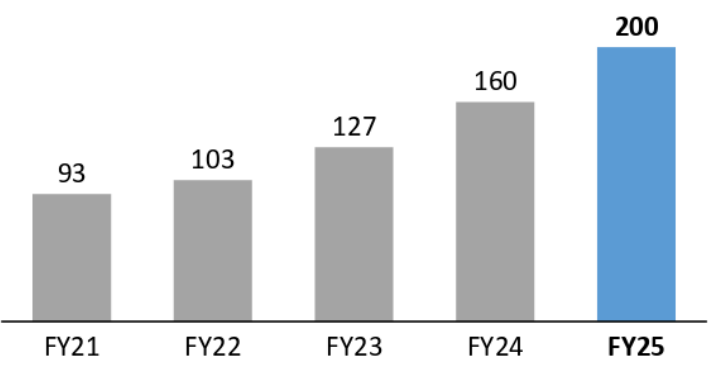
Summer Season Revenue (April - June)



Festive Season Revenue (Sept - Nov)



Store Count

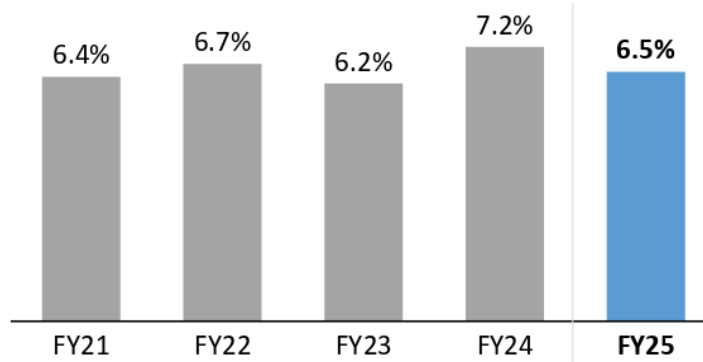


FINANCIAL INDICATORS

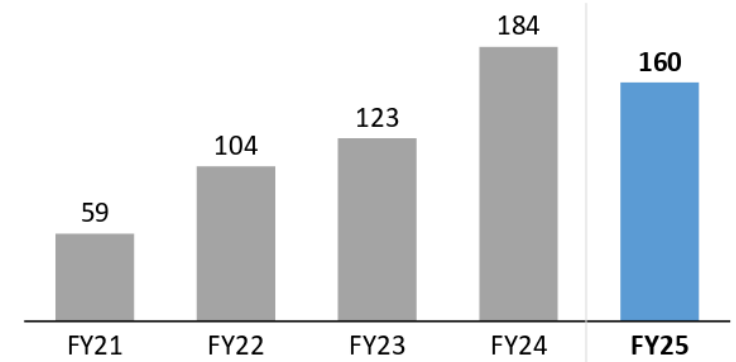
EBITDA (Rs. Crs.)



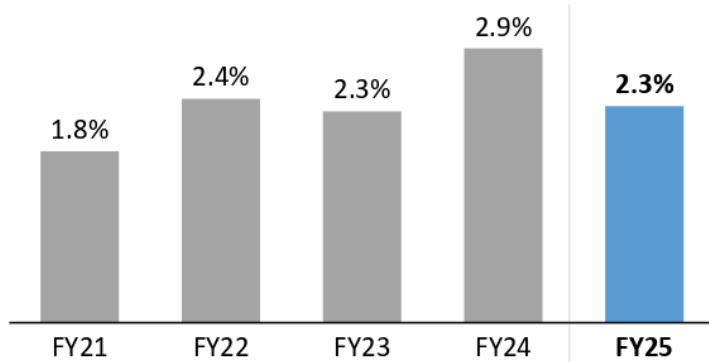
EBITDA Margins



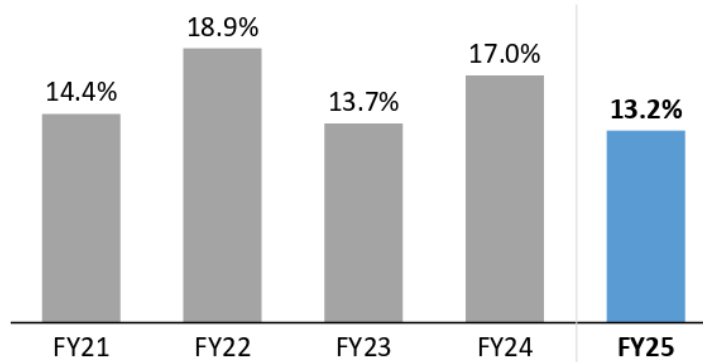
Profit After Tax (PAT)



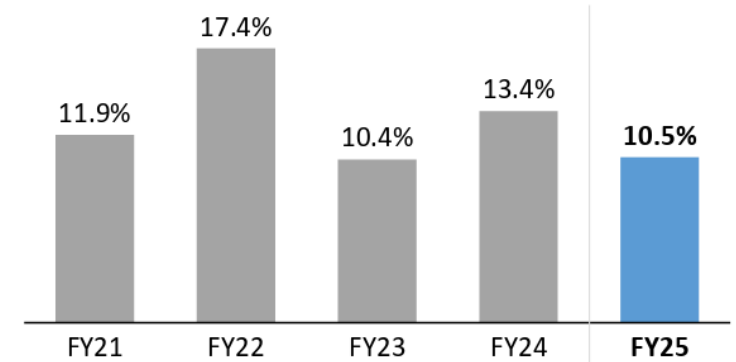
PAT Margins



RoCE

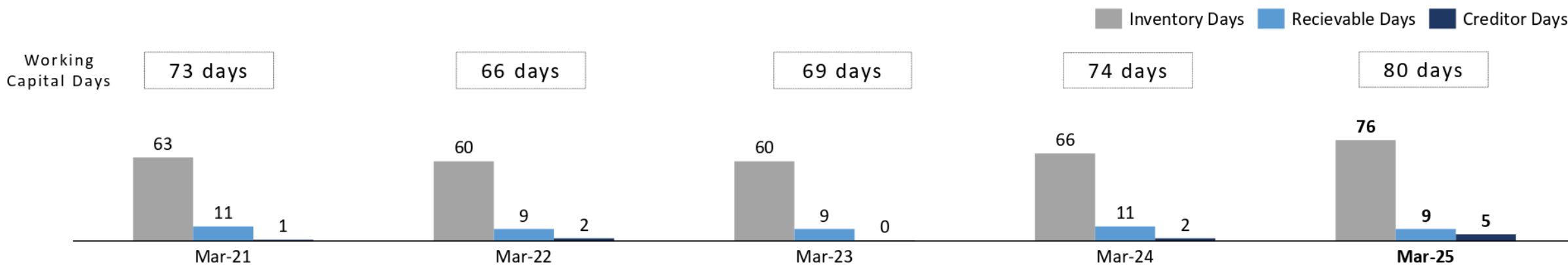


RoE

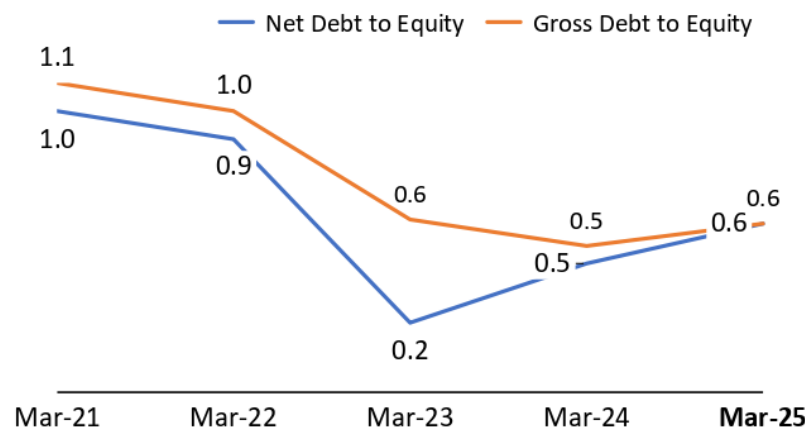


STRONG BALANCE SHEET

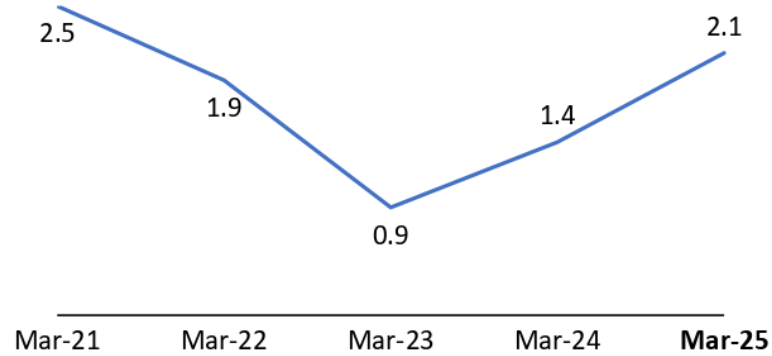
Working Capital*



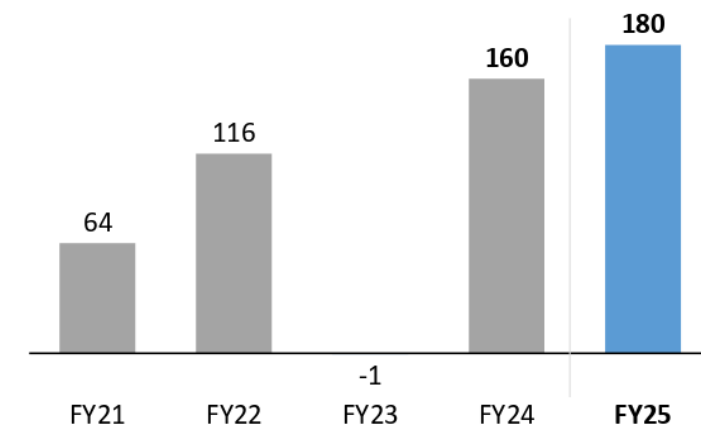
Debt to Equity Ratio



Net Debt to EBITDA



Cash Flow from Operations (Rs. Crs.)



HISTORICAL PROFIT AND LOSS STATEMENT

Profit and Loss (in Rs. Crs.)	FY25	FY24	FY23	FY22	FY21
Revenue from Operations	6,964.8	6,285.4	5,445.7	4,349.3	3,201.9
Purchases of stock in trade	6,240.8	5,566.4	4,864.7	3,887.8	2,846.9
Changes in Inventory	-272.9	-195.7	-159.7	-132.5	-79.6
Gross Profit	996.9	914.7	740.7	593.9	434.6
Gross Profit Margin	14.3%	14.6%	13.6%	13.7%	13.6%
Employee Cost	133.1	111.5	94.0	78.8	61.4
Other Expenses	413.3	353.8	310.6	223.2	169.2
EBITDA	450.5	449.5	336.1	291.9	203.9
EBITDA Margin	6.5%	7.2%	6.2%	6.7%	6.4%
Depreciation	126.7	105.7	85.4	71.3	58.1
Other Income	9.1	10.1	11.0	3.8	5.5
EBIT	333.0	353.8	261.7	224.4	151.2
EBIT Margin	4.8%	5.6%	4.8%	5.2%	4.7%
Finance Cost	117.5	107.7	98.5	84.6	71.7
Profit before Tax	215.5	246.2	163.2	139.8	79.6
Profit before Tax Margin	3.1%	3.9%	3.0%	3.2%	2.5%
Tax	55.4	62.2	40.4	35.9	20.9
Profit After Tax	160.1	183.9	122.8	103.9	58.6
Profit After Tax Margin	2.3%	2.9%	2.3%	2.4%	1.8%
EPS	4.16	4.78	3.63	3.46	1.95

HISTORICAL BALANCE SHEET

Assets (in Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Non - Current Assets	1,941.0	1,517.5	1,285.9	875.4	720.2
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
Current Assets	1,756.1	1,541.6	1,407.9	956.6	803.3
Inventories	1,242.2	969.3	773.5	613.8	481.4
Financial Assets			0.0		
(i) Trade receivables	177.4	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	301.7	299.9	283.3	191.7	190.4
Total Assets	3,697.0	3,059.1	2,693.9	1,832.0	1,523.5

Equity & Liabilities (in Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Total Equity	1,530.9	1,369.7	1,184.3	596.5	491.9
Share Capital	384.7	384.7	384.7	300.0	300.0
Reserves & Surplus	1,146.2	984.9	799.6	296.5	191.9
Non-Current Liabilities	1,140.3	907.9	768.2	579.7	465.9
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
Current Liabilities	1,025.8	781.6	741.4	655.7	565.7
Financial Liabilities					
(i) Borrowings	778.4	614.8	626.3	538.5	473.9
(ii) Trade Payables	104.0	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)	5.1	5.3	2.7	7.1	0.0
Total Equity & Liabilities	3,697.0	3,059.1	2,693.9	1,832.0	1,523.5

HISTORICAL CASH FLOW

Particulars (Rs. Crs.)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Net Profit Before Tax	215.5	246.2	163.2	139.8	79.6
Adjustments for: Non -Cash Items / Other Investment or Financial Items	239.3	202.5	171.7	152.6	130.4
Operating profit before working capital changes	454.8	448.7	334.9	292.3	209.9
Changes in working capital	-214.4	-218.5	-287.0	-138.6	-125.8
Cash generated from Operations	240.4	230.1	48.0	153.8	84.1
Direct taxes paid (net of refund)	-60.8	-70.3	-48.5	37.6	-20.1
Net Cash from Operating Activities	176.7	159.8	-0.6	116.2	64.0
Net Cash from Investing Activities	-332.9	-116.9	-300.7	-67.9	-59.9
Net Cash from Financing Activities	101.2	-160.6	470.0	-48.9	-56.1
Net Decrease in Cash and Cash equivalents	-55.0	-117.7	168.8	-0.6	-52.1
Add: Cash & Cash equivalents at the beginning of the period	85.5	203.2	34.4	35.0	87.1
Cash & Cash equivalents at the end of the period	30.5	85.5	203.2	34.4	35.0

KEY TAKEAWAYS



Cluster based expansion strategy with robust growth and highest Operating margins; Recently forayed in new geography by opening stores in the lucrative NCR market

Flexible business model built to create long term sustainable footprint

Long Term Relationship with marquee Brands in each segment; Diversified Product Profile comprising of 6,000 SKUs with Comprehensive Range in Each Segment

Strong Balance Sheet to propel expansion plans and Revenue and Profitability trajectory; Company raised Rs. 500 Cr via IPO in October 2022

Strategically located logistics and warehousing facilities backed by stringent inventory management using IT systems

Fastest growing consumer durable and electronics retailer with consistent track record of growth and Industry leading profitability

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

THANK YOU

Company: Electronics Mart India Limited

CIN: L52605TG2018PLC126593



Mr. Premchand Devarakonda (CFO)

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Investor Relations: Strategic Growth Advisors (SGA)

CIN: U74140MH2010PTC204285

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