Electronics Mart India Limited

BAJAJ ELECTRONICS

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: <u>Investor's Presentation to be held on 10th November 2025.</u>

Dear Sir/Madam,

In pursuance to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, please find enclosed herewith the Investor presentation for the Second Quarter and First Half Year ended 30th September 2025 to be held on 10th November 2025 at 05:00 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: 2025.11.10 13:49:00 +05'30'

Rajiv Kumar
Company Secretary and Compliance Officer

Date: 10th November 2025
Place: Hyderabad

Electronics Mart India Limited

Fueled by Experience, Growing with Trust

Investor Presentation

November 2025

SAFE HARBOR

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Electronics Mart India Limited

LARGEST **ELECTRONICS** RETAILER IN SOUTH INDIA

Q2 & H1 FY26 BUSINESS & FINANCIAL PERFORMANCE

Q2 FY26 FINANCIAL SNAPSHOT

Financial Highlights

Rs. 1,591 Crores
Revenue from Operations

Rs. 224 Crores
Gross Profit

Rs. 82 Crores
EBITDA

Rs. 16 Crores*
Profit After Tax (PAT)

*Profit After Tax (PAT) includes exceptional pertaining to insurance claim and IQ Sale which was ~ Rs. 15 crores

Operational Highlights

11.4%
Same Store Sales Growth

8
[1]Net Store Opening

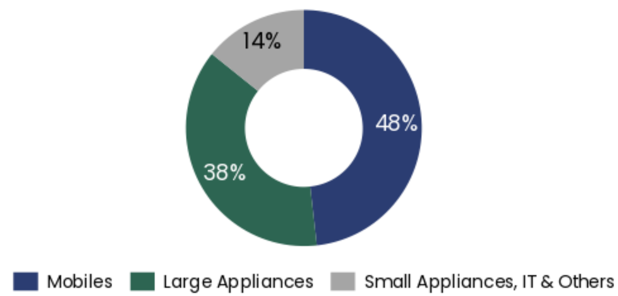
5.1%
EBITDA Margin

1.0%*
PAT Margin

*PAT Margin Includes Exceptional Gain

Sales Mix and Store Ownership

Product Mix (Q2 FY26)



678
Bill Cuts (Nos. in '000)

Rs. 22,479
Average Ticket Size (Rs.)

[1]Gross store openings: 12 stores during Q2 FY26; net addition of 8 stores after IQ Apple Store divestments

H1 FY26 FINANCIAL SNAPSHOT

Financial Highlights

Rs. 3,330 Crores
Revenue from Operations

Rs. 477 Crores
Gross Profit

Rs. 192 Crores
EBITDA

Rs. 38 Crores*
Profit After Tax (PAT)

*Profit After Tax (PAT) includes exceptional pertaining to insurance claim and IQ Sale which was Rs. ~7 crores

Operational Highlights

-4.8%
Same Store Sales Growth

15
Net Store Opening

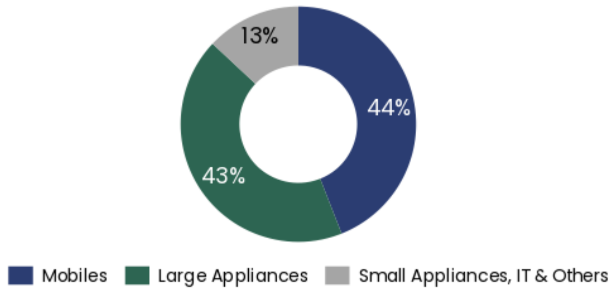
5.8%
EBITDA Margin

1.1%*
PAT Margin

*PAT Margin Includes Exceptional Gain

Sales Mix and Store Ownership

Product Mix (H1 FY26)

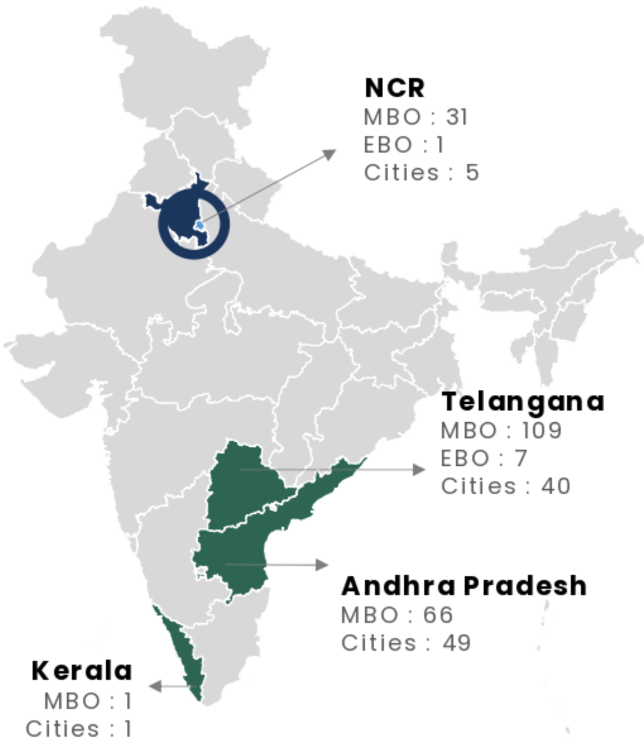


1,400
Bill Cuts (Nos. in '000)

Rs. 22,757
Average Ticket Size (Rs.)

CLUSTER-WISE FINANCIAL PERFORMANCE

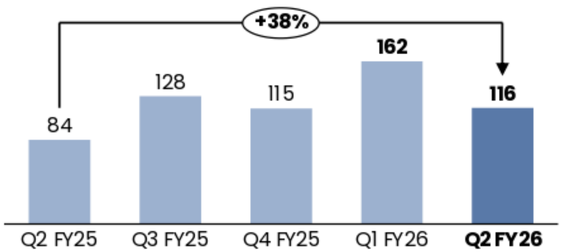
Electronics Mart India Limited



Map not to scale, for representation purpose only

Cluster Sales Include EBO & MBO Sales Combined

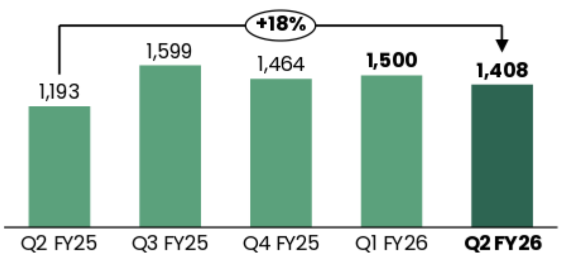
NORTH CLUSTER (Rs. Crs.)



NORTH CLUSTER MARGIN* (H1 FY26)

1%

SOUTH CLUSTER (Rs. Crs.)



SOUTH CLUSTER MARGIN* (H1 FY26)

6%

- ✓ 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

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

CLUSTER WISE REVENUE – Q2 & H1 FY26

Q2 FY26

	Telangana – HYD City	Telangana – UP Country	Andhra Pradesh	Delhi NCR
Revenue (Rs. Crs.) Q2 FY25	799	183	187	82
Revenue (Rs. Crs.) **Q2 FY26**	**919**	**226**	**242**	**114**
Growth	+15%	+23%	+29%	+38%
SSSG	**12%**	**16%**	**8%**	**11%**

H1 FY26

	Telangana – HYD City	Telangana – UP Country	Andhra Pradesh	Delhi NCR
Revenue (Rs. Crs.) H1 FY25	1,868	448	533	213
Revenue (Rs. Crs.) **H1 FY26**	**1,881**	**459**	**517**	**273**
Growth	+1%	+2%	-3%	+28%
SSSG	**-2%**	**-2%**	**-17%**	**1%**

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	84 Stores	131 Stores
[2]Total Revenue from Sales of Products	Rs. 2,254 Crores[1]	Rs. 933 Crores[1]
[2]Total EBITDA	Rs. 153 Crores[1]	Rs. 28 Crores[1]
EBITDA Margin (%)	6.8%	3.0%

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

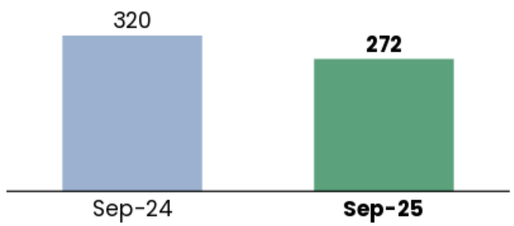
*Stores opened Prior to 31st March 2021 are considered as a Mature Store of Greater than 4 Years old
[1]Revenue and EBITDA is Unaudited
[2]Total Revenue and Total EBITDA of the Mature and Non Mature stores is for the First 6 Months Basis

STRONG CASH FLOW & BALANCE SHEET

Cash Flow from Operations

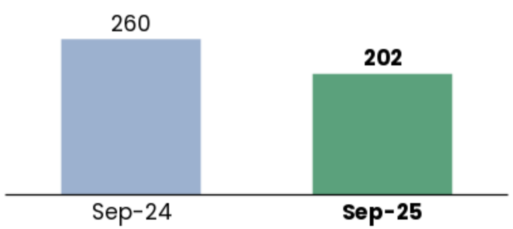
Post IND-AS 116

Rs. Crs.



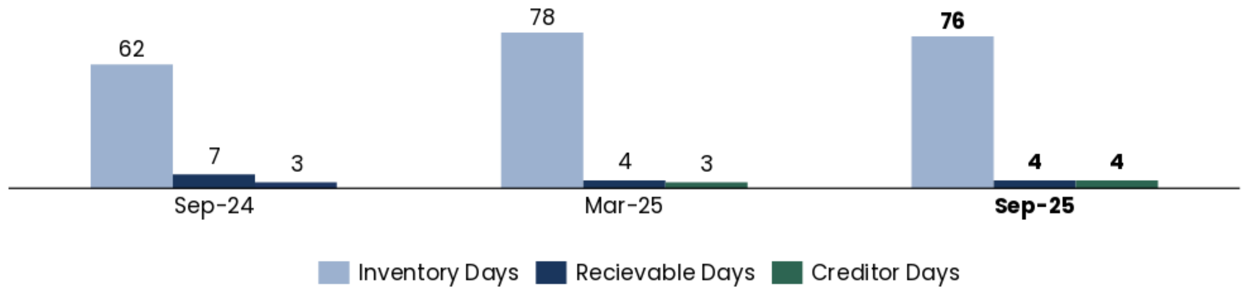
Pre IND-AS 116

Rs. Crs.



Working Capital

66	79	76	In Days



RoCE*	RoE*	Cash & Cash Equivalents
9.8%	4.9%	Rs. 25 Crs.

* On Annualised Basis

Q2 FY26 PROFIT AND LOSS STATEMENT

Electronics Mart India Limited

Profit & Loss (in Rs. Crore)	Q2 FY26			Q2 FY25			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
Total Revenue	**1,591.0**		**1,591.0**	**1,335.4**		**1,335.4**	**19%**
Purchases of stock in trade	1,561.2		1,561.2	1,386.3		1,386.3	
Changes in Inventory	-194.0		-194.0	-245.6		-245.6	
Gross Profit	**223.8**		**223.8**	**194.6**		**194.6**	**15%**
Gross Margin	**14.1%**		**14.1%**	**14.6%**		**14.6%**	
Employee Cost	39.2		39.2	28.3		28.3	
Rent Expense	0.0	35.5	35.5	0.0	30.4	30.4	
Other Expenses	103.0		103.0	83.95		84.0	
EBITDA	**81.6**		**46.1**	**82.4**		**52.0**	**-1%**
EBITDA Margin	**5.1%**		**2.9%**	**6.2%**		**3.9%**	
Other Income	1.7		1.7	2.39		2.4	
Depreciation	38.4	24.1	14.3	31.33	21.7	9.6	
EBIT	**44.9**		**33.5**	**53.47**		**44.8**	
Finance Cost	38.5	23.8	14.7	22.47	20.1	2.3	
Profit before Tax Exceptional Items	**6.4**		**18.8**	**31.0**		**42.4**	**-79%**
*Exceptional Item	-15.2		-15.2	-		-	
Profit Before Tax	21.6			**31.0**			**-30%**
Tax	5.5			7.6			
PAT	16.1		-	**23.4**		-	**-31%**
PAT Margin	**1.0%**			**1.8%**			
EPS (in Rs.)	0.42			0.61			

- ❖ Revenue growth was strong due to factors including GST and Preponement of Festive Season by ~ 25 Days

- ❖ Due to GST There was a slowdown in Large Appliances for a 22 Day Period
- ❖ This Shifted the sales mix more toward Mobiles and Other IT Devices which impacted GM and EBITDA Margins

- ❖ All Losses due to fire incident has been recovered by Insurance
- ❖ Exceptional Items also includes a 8 Crore Profit on Sale of 4 IQ Apple Stores

H1 FY26 PROFIT AND LOSS STATEMENT

Profit & Loss (in Rs. Crore)	H1 FY26			H1 FY25			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
Total Revenue	**3,330.4**		**3,330.4**	**3,262.1**		**3,262.1**	**2%**
Purchases of stock in trade	2,821.5		2,821.5	2,779.3		2,779.3	
Changes in Inventory	31.8		31.8	-11.8		-11.8	
Gross Profit	**477.1**		**477.1**	**494.6**		**494.6**	**-4%**
Gross Margin	**14.3%**		**14.3%**	**15.2%**		**15.2%**	
Employee Cost	76.5		76.5	61.4		61.4	
Rent Expense	0.0	69.9	69.9	0.0	59.9	59.9	
Other Expenses	208.9		208.9	191.1		191.1	
EBITDA	**191.7**		**121.8**	**242.1**		**182.2**	**-21%**
EBITDA Margin	**5.8%**		**3.7%**	**7.4%**		**5.6%**	
Other Income	2.9		2.9	4.6		4.6	
Depreciation	75.2	47.7	27.5	61.5	42.7	18.8	
EBIT	**119.4**		**97.2**	**185.2**		**168.0**	
Finance Cost	75.9	46.5	29.4	51.0	39.5	11.6	
Profit before Tax Exceptional Items	**43.5**		**67.7**	**134.2**		**156.4**	**-68%**
*Exceptional Item	-7.0		-7.0	-		-	
Profit Before Tax	50.5			**134.2**			**-62%**
Tax	12.8			33.8			
PAT	37.8		-	**100.32**		-	**-62%**
PAT Margin	**1.1%**			**3.1%**			
EPS (in Rs.)	0.98			2.61			

BALANCE SHEET

Assets (in Rs. Crs.)	Sep-25	Mar-25
Non - Current Assets	**2,088.5**	**1,941.0**
Property Plant & Equipments	987.4	905.1
CWIP	15.1	30.4
Intangible assets	2.4	2.7
Right of use asset	912.8	850.6
Financial Assets		
Other Financial Assets	65.3	63.9
Deferred Tax Assets (Net)	45.8	40.2
Other Non - Current Assets	44.6	45.4
Other Non - Current Tax Assets	15.2	2.8
Current Assets	**1,589.8**	**1,696.4**
Inventories	1,198.4	1,230.2
Financial Assets		
(i)Trade receivables	73.7	74.2
(ii)Cash and cash equivalents	25.2	30.5
(iii) Loans	2.0	1.7
Other Financial Assets	9.2	2.6
Other Current Assets	281.2	357.2
Total Assets	**3,678.4**	**3,637.3**

Equity & Liabilities (in Rs. Crs.)	Sep-25	Mar-25
Total Equity	**1,556.4**	**1,518.8**
Share Capital	384.7	384.7
Reserves & Surplus	1,171.6	1,134.0
Non-Current Liabilities	**1,225.2**	**1,140.3**
Financial Liabilities		
(i) Borrowings	216.2	205.5
(ii) Lease Liabilities	1,008.3	933.0
Provisions	0.7	1.7
Current Liabilities	**896.7**	**978.3**
Financial Liabilities		
(i) Borrowings	675.8	778.4
(ii) Trade Payables	76.4	56.3
(iii) Lease	63.0	59.4
(iv) Other Financial Liabilities	23.8	22.9
Other Current Liabilities	48.9	53.7
Provisions	3.5	2.2
Current tax liabilities (net)	5.3	5.3
Total Equity & Liabilities	**3,678.3**	**3,637.3**

CASH FLOW

Particulars (Rs. Crs.)	Sep-25	Sep-24
Net Profit Before Tax	**50.5**	**134.2**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	146.6	109.8
Operating profit before working capital changes	**197.1**	**244.0**
Changes in working capital	105.5	114.1
Cash generated from Operations	**302.6**	**358.1**
Direct taxes paid (net of refund)	-31.0	-37.7
Net Cash from Operating Activities	**271.6**	**320.4**
Net Cash from Investing Activities	**-83.5**	**-122.7**
Net Cash from Financing Activities	**-193.4**	**-234.3**
Net Decrease in Cash and Cash equivalents	**-5.3**	**-36.7**
Add: Cash & Cash equivalents at the beginning of the period	30.5	85.5
Cash & Cash equivalents at the end of the period	**25.23**	**48.76**

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
(207 MBO & 8 EBO)

WE ARE THE

4th
Largest Electronics Retailer in India

OUR MBO BRANDS

BAJAJ ELECTRONICS
ELECTRONICS MART
KITCHEN STORIES
AUDIO & BEYOND
EASY KITCHENS
THE CHARCOAL PROJECT

RETAIL AREA

1.88 + Mn.
Square feet

Experience of Over

4
Decades

PRODUCT OFFERINGS

Air Conditioner
Smart Phones
Television
Laptop
Refrigerator
Washing Machines
Chimney
Audio Devices
Cooler
Other Products

Central Warehouse	12
Cities Present	90+
Employees	3,000+
Leased Stores	181
Owned Stores	20
POPL Stores	14

Map not to scale, for representation purpose only

STRATEGIC PARTNERSHIPS AND PREMIUM POSITIONING DRIVE ASP LEADERSHIP

Electronics Mart India Limited

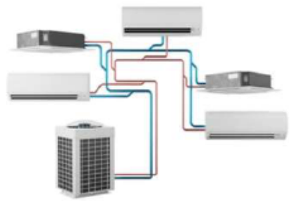
We Partner with most of the world's best Brands and are a preferred distributor

SONY · LG · SAMSUNG · BLUE STAR · oppo · vivo

BOSCH · Whirlpool · xiaomi · ONEPLUS · LLOYD · DELL · FABER

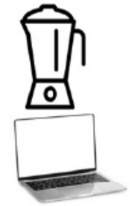
98" Inch TV

Built In



VRV System
(Centralized)

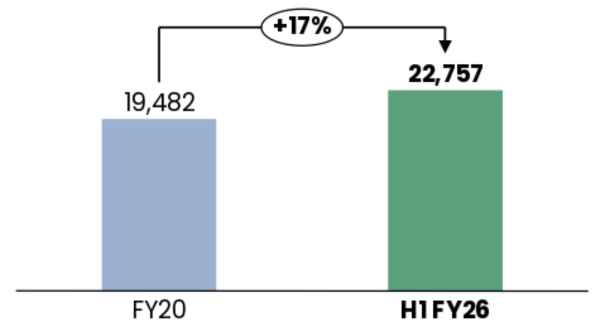
Smart Phones



Entry Level
Products

From Ultra Premium to Entry Level Products we work with pull brands

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

We are Present Across

95 Cities

6 States

215 Retail Stores
(207 MBO & 8 EBO)

1.88 Mn. Sq. Ft.
Avg. Store Size of 10k sq. ft.

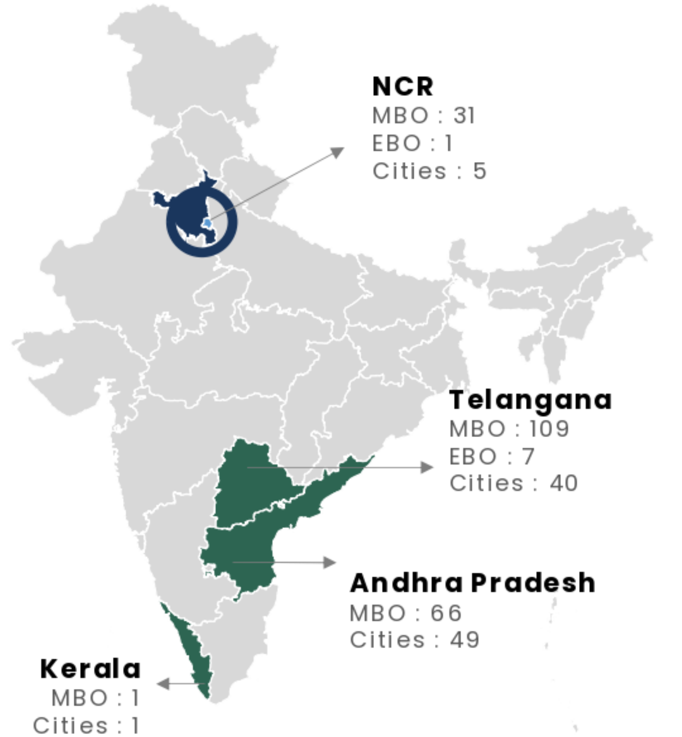
12 Central Warehouses
6 in TS, 3 in AP & 3 in NCR

Store Ownership

Leased	Owned	POPL
181	20	14

MBO Brands (# Stores)

166	Bajaj Electronics
28	Electronics Mart
6	Kitchen Stories
3	Audio & Beyond
3	Easy Kitchens
1	The Charcoal Project



Map not to scale, for representation purpose only

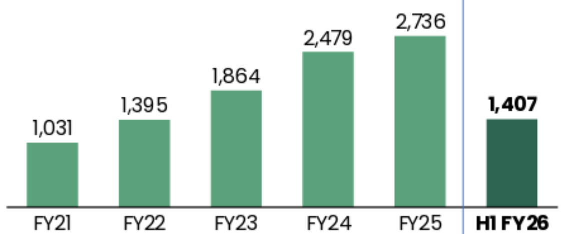
DIVERSIFIED PRODUCT PROFILE COMPRISING OF 8,000+ SKUs

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

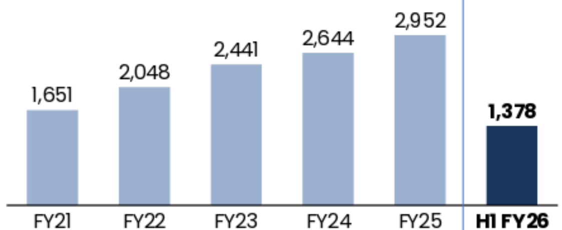


Large Appliances

TV, Washing Machine, AC, Refrigerators

Highest contributing segment in terms of revenues

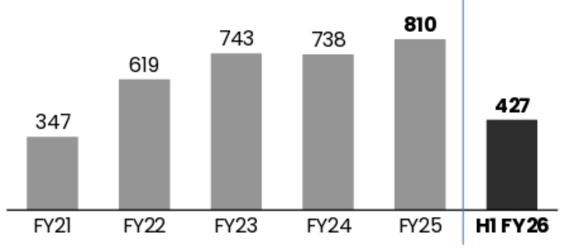
Have relationships with the largest brands in this space – LG, Haier, Sony etc



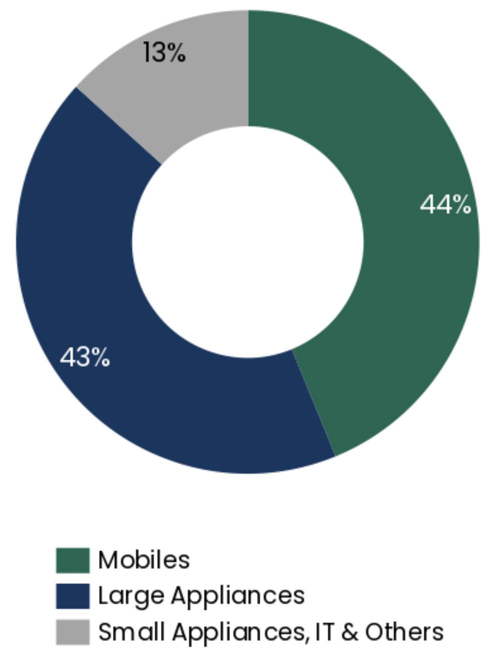
Small Appliances, IT & Others

Laptop, Printer, Geyser & Others

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

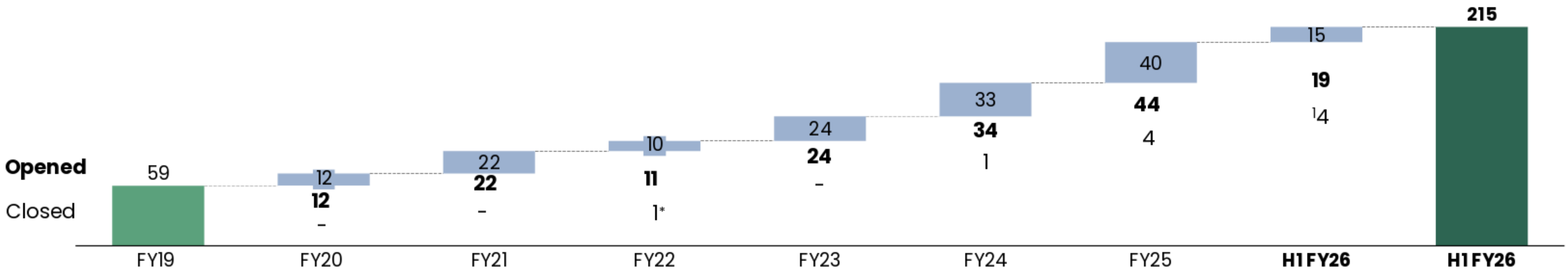


Cash Flow from Operations



RAPID STORE EXPANSION

Stores	71	**+31%**	93	**+11%**	103	**+23%**	127	**+21%**	160	**+25%**	200	**+8%**	215
Retail '000s sq. ft	765	**+23%**	940	**+11%**	1,041	**+17%**	1,222	**+17%**	1,471	**+19%**	1,758	**+7%**	1,884



Particulars	FY20	FY21	FY22	FY23	FY24	FY25	H1 FY26
Store Count	**71**	**93**	**103**	**127**	**160**	**200**	**215**
MBOs	**63**	**82**	**91**	**114**	**147**	**189**	**207**
Bajaj Electronics / Electronics Mart	63	80	88	105	137	176	195
Kitchen Stories	-	2	2	5	6	6	6
Audio & Beyond	-	-	1	1	1	3	3
Easy Kitchen	-	-	-	3	3	3	3
Charcoal Project	-	-	-	-	-	1	8
EBOs	**8**	**11**	**12**	**13**	**13**	**11**	**8**

* The store has been converted to EBO [1]4 Closures during the period were primarily driven by the divestment of IQ Apple Retail stores

DRIVING SALES THROUGH DIFFERENTIATED IN-STORE EXPERIENCES

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)

STRATEGICALLY LOCATED LOGISTICS AND WAREHOUSING FACILITIES

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

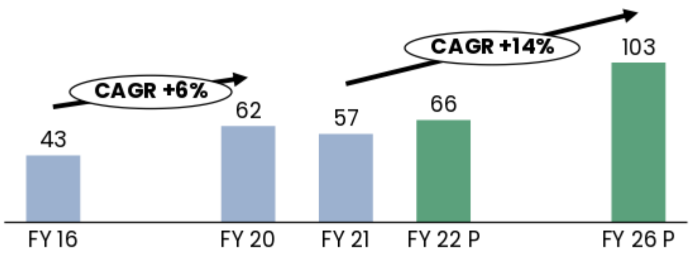
- Extensive Supply Chain with 80% of Volumes coming from OEMS
- Computerized Inventory Management System utilized to track daily SKU movement
- Systems setup in a way it synchronises with all stores and Central Warehouse
- Inventory is constantly monitored to ensure fresh stock is available using "first in first out approach"

Robust Information Technology System

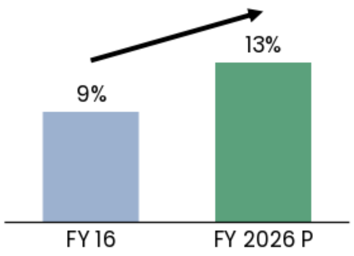
- ERP and POS systems from leading industry software providers
- Wide Rage of Data Management Tools used to further improve efficiency
- Tracking systems with real time updates on status of their orders
- Use data to swiftly align inventory with changing customer preferences

STRONG GROWTH IN ORGANISED BRICK & MORTAR RETAIL

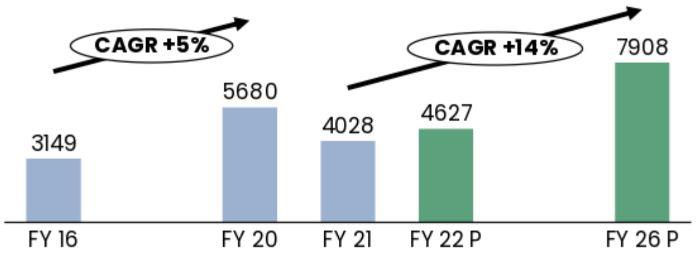
Retail Industry Market Size Expected to Grow at 14% CAGR



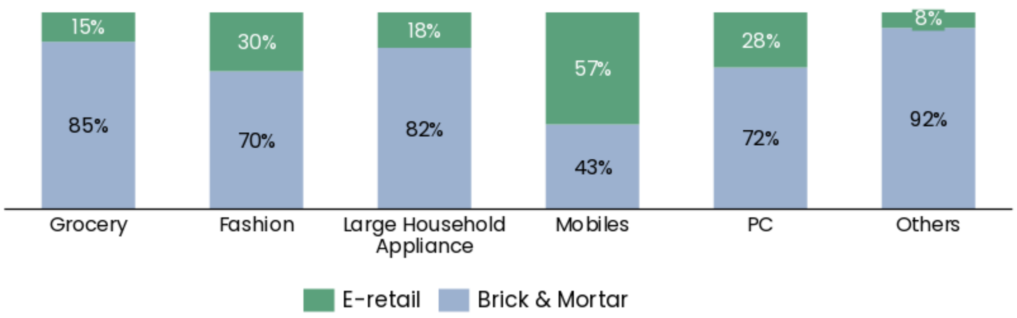
Organised Retail Penetration also Expected to Grow



Organised Brick & Mortar (B&M) Growing Faster



Brick & Mortar continues to dominate the organized retail market



Growth Factors for Organised B&M Retails

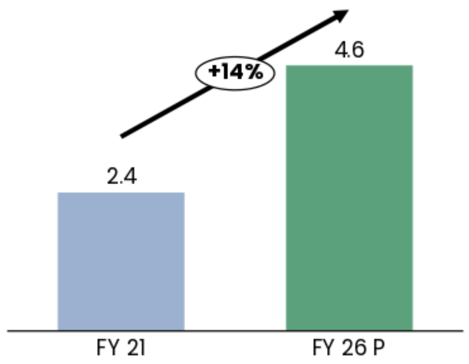
- **Touch and feel of the product:** "Try it before you buy it" very relevant especially for high priced items
- **Warranty and service issues:** Provides comfort to consumers – assurance of product's genuineness + better understanding of warranty and service details
- **Installation and after-sales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

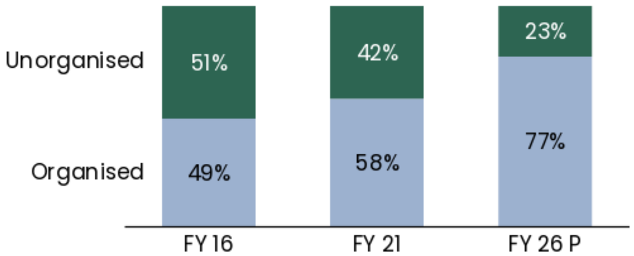
India lags global peers in consumer durables penetration

% 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



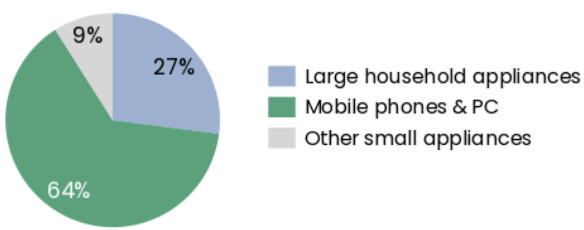
Organised segment outspacing the unorganized players in Indian consumer's durables industry



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



Source: CRISIL Industry Report

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

KEY GROWTH STRATEGIES

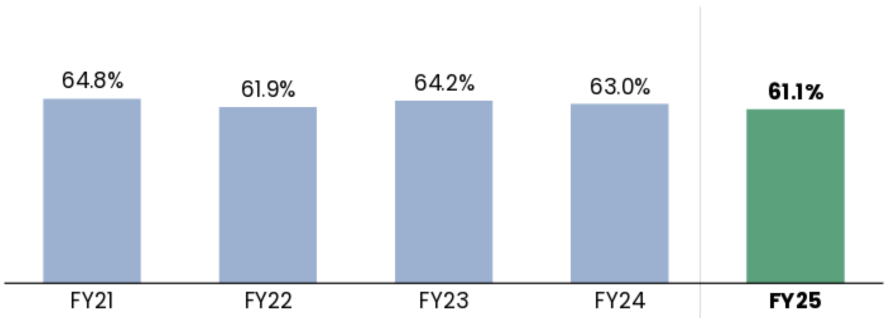
Cashflow Generation Through Inventory Optimization	✓ We are strengthening cash flows by optimizing working capital, especially at the inventory level ✓ Leveraging data analytics for demand forecasting and assortment planning, we're improving stock turns and reducing excess inventory. ✓ Technology-driven 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

HISTORICAL HIGHLIGHTS

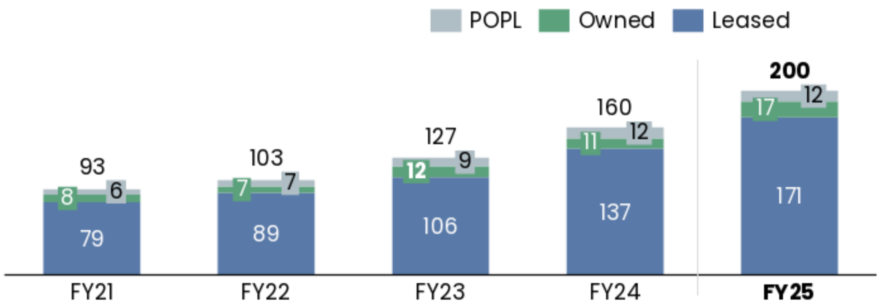
OPERATING INDICATORS

Electronics Mart India Limited

Top 5 Brands (% of Sales)

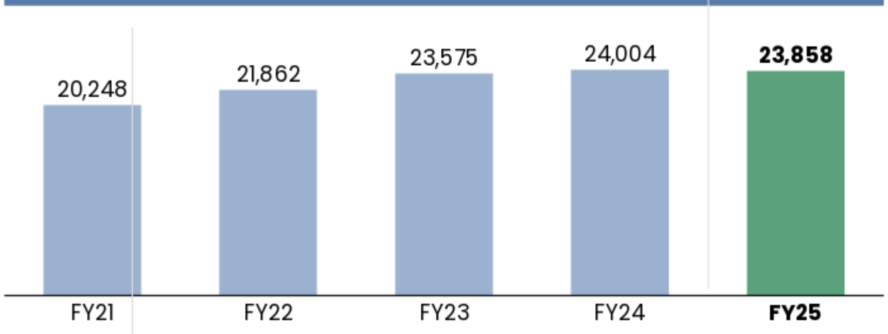


Store Ownership (#)



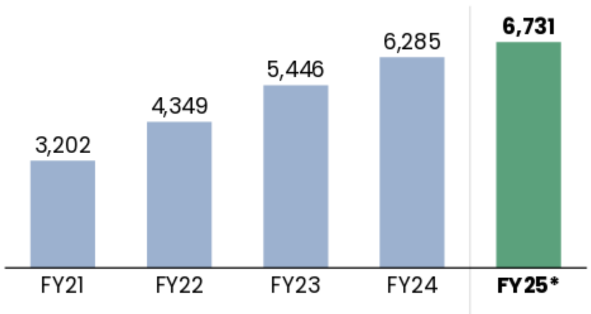
Bill Cuts (Nos. in '000)

Average Ticket Size (Rs.)

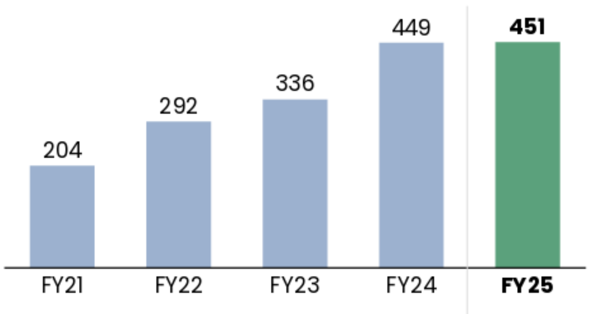


FINANCIAL INDICATORS

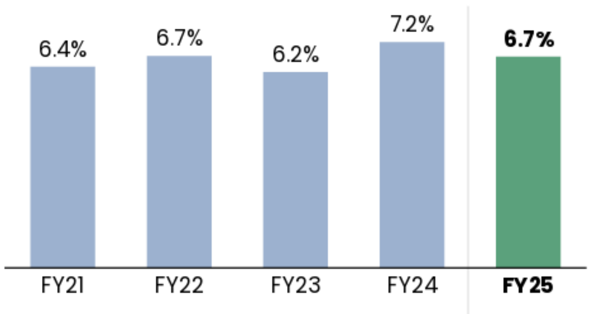
Revenue (Rs. Crs.)



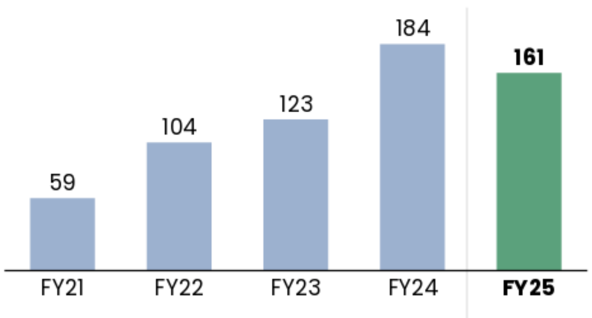
EBITDA ((Rs. Crs.)



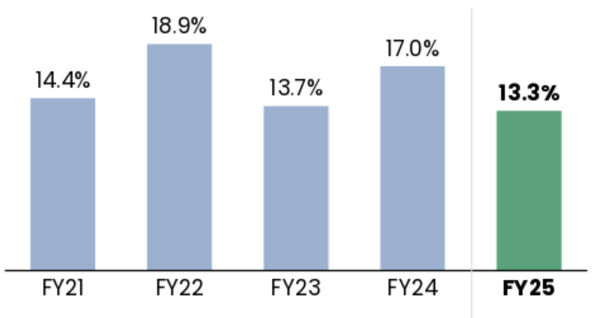
EBITDA Margins



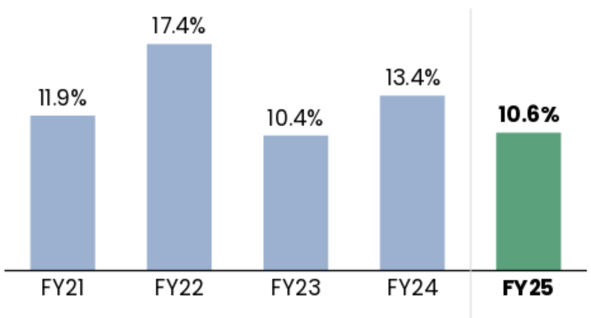
Profit After Tax (PAT)



RoCE



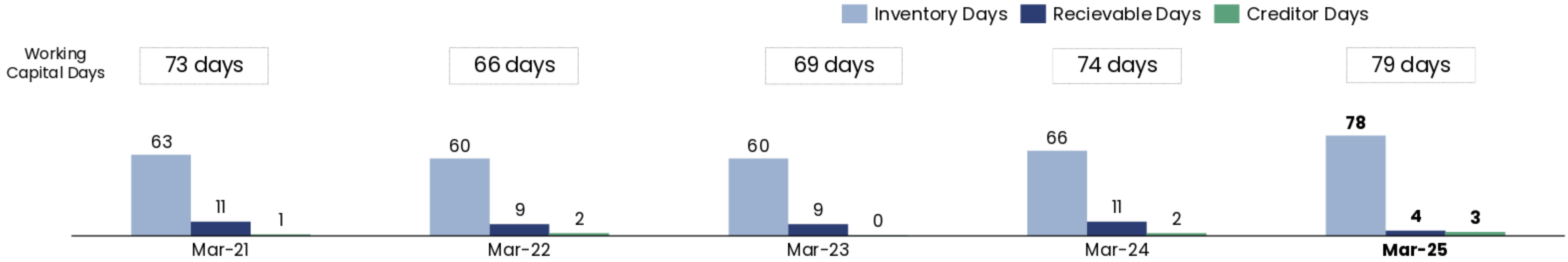
RoE



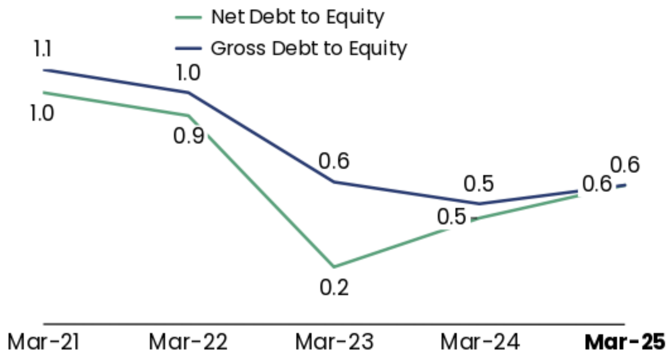
*Revised post reclassification

STRONG BALANCE SHEET

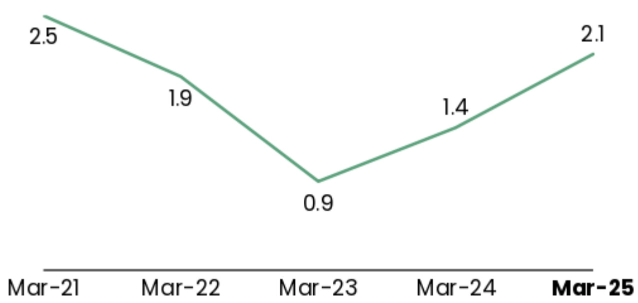
Working Capital*



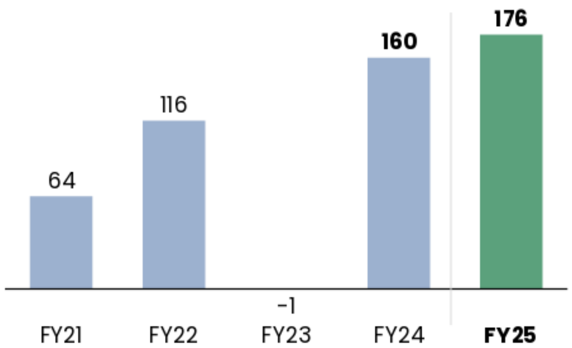
Debt to Equity Ratio



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
Revenue from Operations	**6,731.3**	**6,285.4**	**5,445.7**	**4,349.3**	**3,201.9**
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
Gross Profit	**997.5**	**914.7**	**740.7**	**593.9**	**434.6**
Gross Profit Margin	**14.8%**	**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	**451.1**	**449.5**	**336.1**	**291.9**	**203.9**
EBITDA Margin	**6.7%**	**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	**333.6**	**353.8**	**261.7**	**224.4**	**151.2**
EBIT Margin	**5.0%**	**5.6%**	**4.8%**	**5.2%**	**4.7%**
Finance Cost	117.5	107.7	98.5	84.6	71.7
Profit before Tax	**216.0**	**246.2**	**163.2**	**139.8**	**79.6**
Profit before Tax Margin	**3.2%**	**3.9%**	**3.0%**	**3.2%**	**2.5%**
Tax	55.6	62.2	40.4	35.9	20.9
Profit After Tax	**160.5**	**183.9**	**122.8**	**103.9**	**58.6**
Profit After Tax Margin	**2.4%**	**2.9%**	**2.3%**	**2.4%**	**1.8%**
EPS	4.17	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	**1,696.4**	**1,541.6**	**1,407.9**	**956.6**	**803.3**
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
Total Assets	**3,637.3**	**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	**1,518.8**	**1,369.7**	**1,184.3**	**596.5**	**491.9**
Share Capital	384.7	384.7	384.7	300.0	300.0
Reserves & Surplus	1,134.0	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	**978.3**	**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	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
Total Equity & Liabilities	**3,637.3**	**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	**216.0**	**246.2**	**163.2**	**139.8**	**79.6**
Adjustments for: Non-Cash Items / Other Investment or Financial Items	236.8	202.5	171.7	152.6	130.4
Operating profit before working capital changes	**452.9**	**448.7**	**334.9**	**292.3**	**209.9**
Changes in working capital	-216.2	-218.5	-287.0	-138.6	-125.8
Cash generated from Operations	**236.6**	**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	**175.8**	**159.8**	**-0.6**	**116.2**	**64.0**
Net Cash from Investing Activities	**-332.0**	**-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	**-54.9**	**-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

THANK YOU

Company: Electronics Mart India Limited
CIN: L52605TG2018PLC126593

Electronics Mart India Limited

Mr. Premchand Devarakonda (CFO)
premchand.d@bajajelectronics.in
040 2323 0244

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

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