

June 03, 2026

To,
The Manager (Listing Department)
BSE Limited,
1st Floor, New Trading Ring,
P.J. Tower, Dalal Street, Fort,
Mumbai – 400 001.

Ref: BSE Scrip Code: 544464

Subject: Investor Presentation – H2 & FY 26

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclosed herewith the investor presentation, which is uploaded on our website as well.

The same can be accessed through the link below: <https://umiyamobile.com/h2-fy26/>.

Kindly take the aforesaid information on record.

Thanking you.

For UMIYA MOBILE LIMITED

**KISHORBHAI JADWANI
MANAGING DIRECTOR
DIN: 06460690**

UMIYA MOBILE LIMITED

CIN: L32202GJ2012PLC073173

Registered Office: Plot No.3, Ward No.7, C.S. No.5805, Vhora Aghat, Nr PDM Com.

Collage, opp. Lathiya Motors, Gondal Road, Rajkot – 360004, Gujarat

Mobile: +91 75750 39398, Email: cs@umiyamobile.in,

Website: www.umiyamobile.com



UMIYA[®]
MOBILE

UMIYA MOBILE LIMITED

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Umiya Mobile @Glance

Established in 2012, **Umiya Mobile Limited** has evolved into a prominent multi-brand retail player in smartphones, mobile accessories, and consumer electronics. The company operates under four brands, “**MYPHONE**”, “**PHONE PLUS**”, “**PHONE AND PHONE**” & “**LEELA MOBILE**”, and has built strong customer trust through a wide-ranging portfolio of products from leading global brands.

Its offerings span the latest smartphones from Apple, Samsung, Realme, Xiaomi, Oppo, Vivo, Motorola, Google Pixel, and Infinix, etc. as well as consumer durables including smart TVs, air conditioners, refrigerators, and coolers from renowned brands such as Sony, LG, Panasonic, and Godrej.



Key Facts

12+
Years of
Experience

400+
No. of Stores

200+
Brands

1,600+
SKUs

200+
Employees

Major Events & Milestones

2006

A small sim card selling outlet.

2012

Incorporation of Company as Private limited company.

2017

3rd Store in Rajkot (Panchayat Chowk)

2020

Started to run on highway with 6th store (Ahmedabad)

2023

Became the fastest growing retail chain

2025

Listed on BSE SME

2026

Started expanding in Madhya Pradesh

Certifications & Awards

							
Paytm Premium Partner	UV Club	Oppo Outstanding 2022	Onesite Go Wow Champions	Noice Authorised	Samsung Galaxy AI Conclave	Samsung Sambandh 2009	itel Contribution
							
At This Time	Realme India	Narzo	Vivo The Future is Nex	MI Fortune KP	Samsung The President Club 2022	Oppo Highest F25 Pro Sales	JBL 75 Years
							
Samsung the President Club 2019	Oppo F21	Samsung President Club 2020	Samsing S24 Performance Jan - Feb 24	MI Platinum Partners	Samsung President club 2018	Tecno Premium Partner H2 2021	Samsung President Club 2021
							
Oppo Premier Club Q3	Kotak 2022	Samsung President Club 2021	Rotary Virtual Marathon 2020	Samsung Galaxy AI Conclave	Samsung Growth FY 2024	Samsung Awesome 5G	Oppo Best Overall Performance 2023
							
Tecno 2020	HDFC Bank	Realme	Samsung Road to Glory 2.0	Oppo Royal Bandhan Club 2018	Samsung President Club 2016	Onsitego Partnership	Ramjhat Navratri 2022

Certifications & Awards



Home Credit 2024



Narzo Mighty
Performance Inside



Vivo in Recognition of
the exemplar 2022



Samsung President Club
2024



Vivo V29 Partners



Oppo Royal Bandhan Club



Vivo Membership 2022



Tecno Winner
Fly shanghai 2018



M&I Best seller



Kotak FY 20-21



Samsung H1 - 2023



Oppo Premier Club 2023



Royal Bandhan
Club 2019 Q1



PineLabs Q1 and Q2



Oppo R17 Pro
Certified



Samsung No. 1
Smartphone



Vivo Family Club

Retail Partners

Smartphones



Accessories



Consumer Electronics



Financing Tie-ups

Payment & Transaction Partners



Consumer Financing Partners



Business Model



30 Owned Stores



371 Retail Outlets

Stores spread across **81 cities** in Gujarat, **48 cities** in Maharashtra,
25 cities in Madhya Pradesh and **1 city** in Diu

Financing Solutions

Credit/EMI options via
banks & NBFC tie-ups
Expands affordability & boosts sales

After-Sales Services

Maintenance, repairs, customer
Support Available at both
owned & retail stores

Warranty & Replacement Process

Manufacturer-backed warranties
Seamless replacement/servicing
through suppliers

Accelerating Network Expansion



400+

**Total No. of Stores across Gujarat,
Maharashtra, Madhya Pradesh & Union
Territory**

Product Portfolio

Mobiles



Accessories



Smart Watch



Soundbar



Mobile Adapter & Cable



Headphone



Car Charger



Memory Card

Laptops / Tablets



Home Appliances



Television



Refrigerator



Air Conditioner



Air Cooler



Washing Machine



Wireless Camera

Store Unit Economics



~550 sq. ft
Retail footprint



~600 sq. ft
Avg. store size



91.9%
Conversion rate



89.10%
Repeat clientele



₹35–40 lakh
(with & without stock)
Capex/store



₹60–70 lakh
Working capital



300–400
SKUs/store

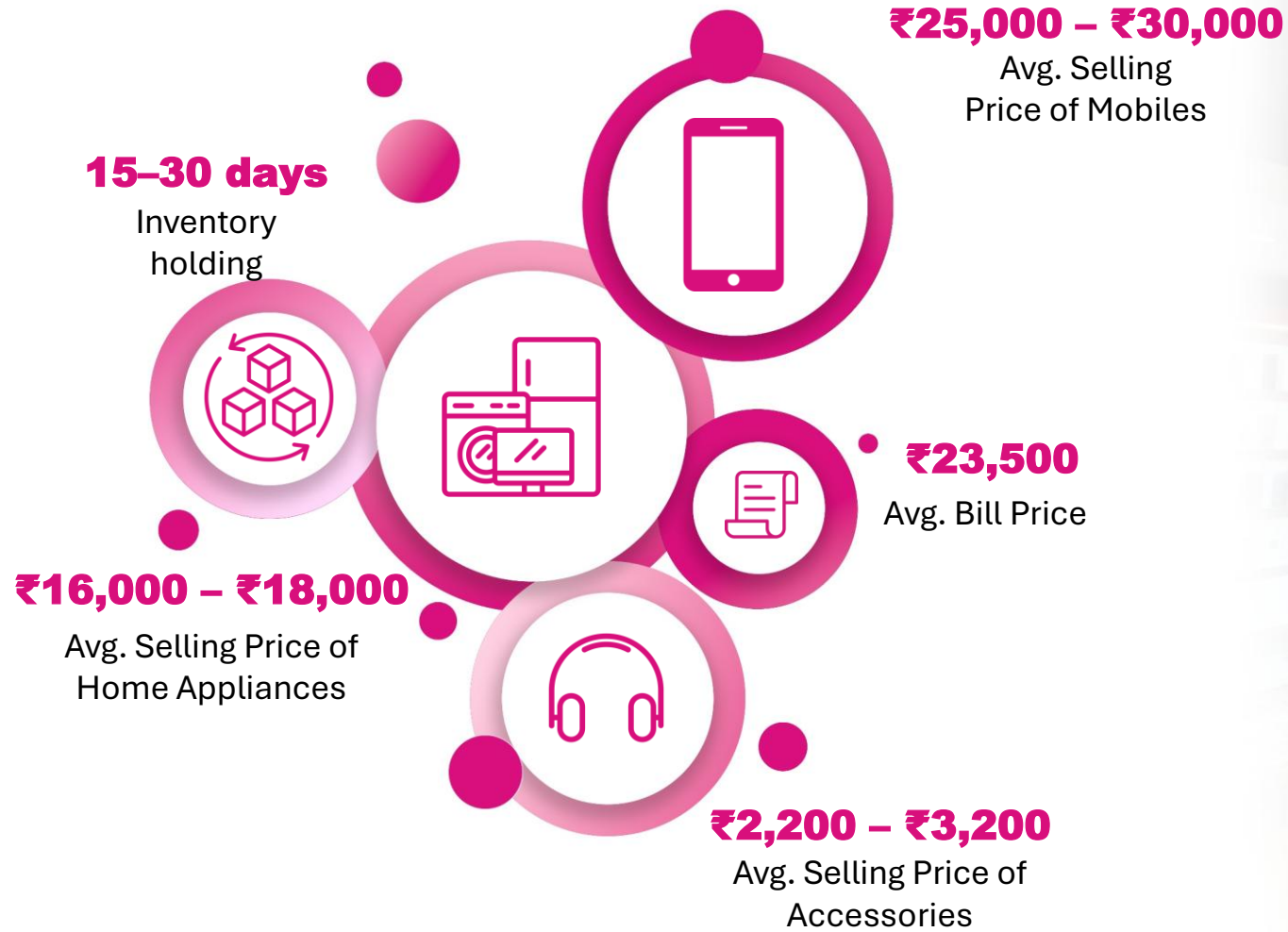


1 month
Monitoring period



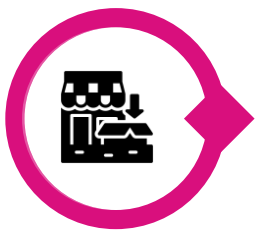
6–12 months
Payback

Sales and Operations Metrics



Major Presence - Gujarat

One Of The Third Largest
Turnover Gaining Mobile Chain In Gujarat.



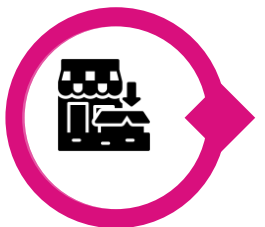
○ Retail Stores
186



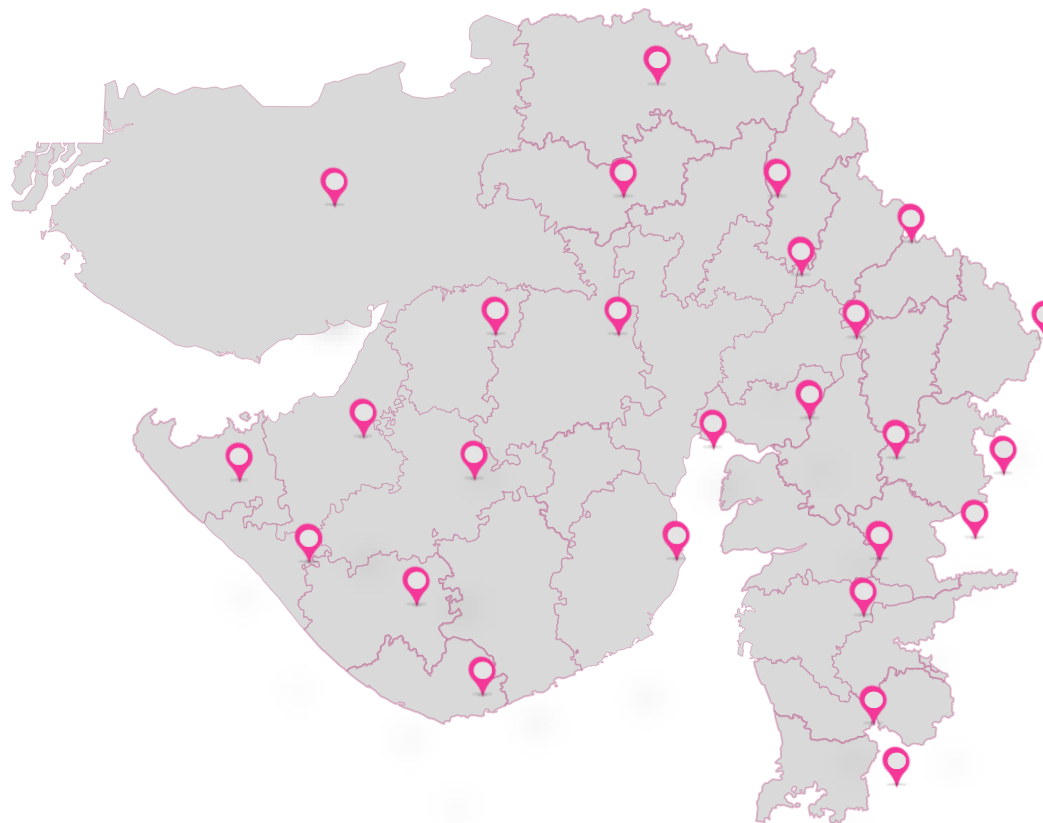
○ Owned Stores
25



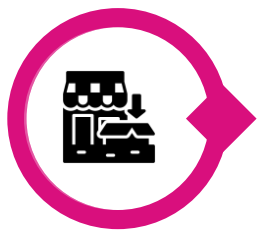
○ Warehouse
6



○ Total Stores
217



Major Presence - Maharashtra



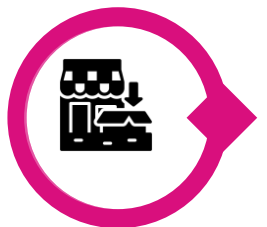
Retail Stores
129



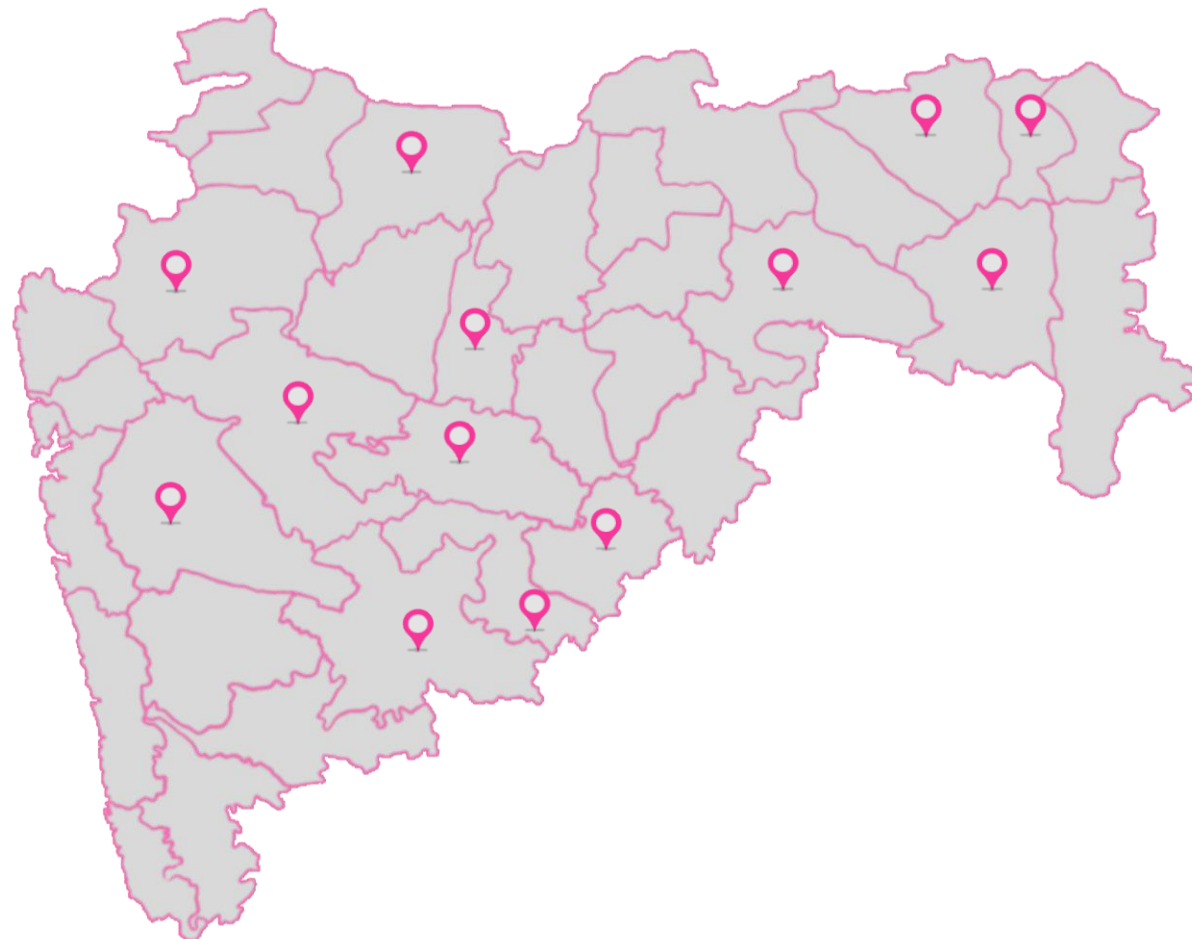
Owned Stores
3



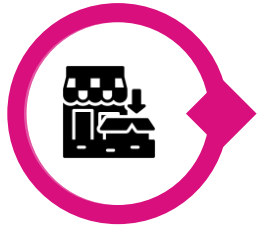
Warehouse
5



Total Stores
137



Major Presence – Madhya Pradesh



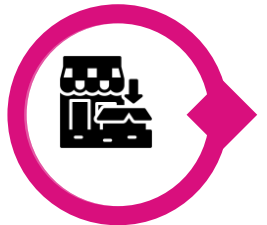
Retail Stores
54



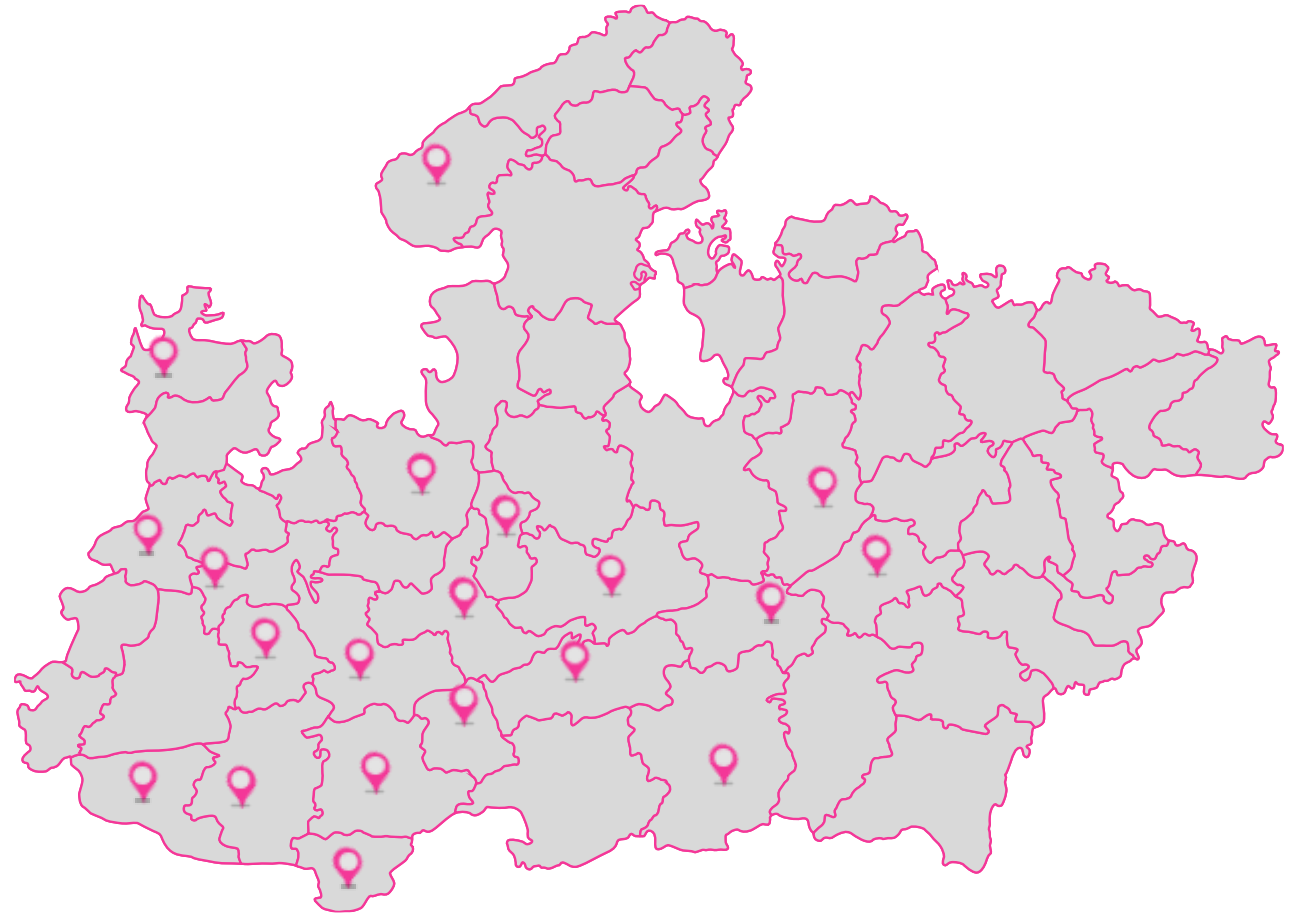
Owned Stores
2



Warehouse
1



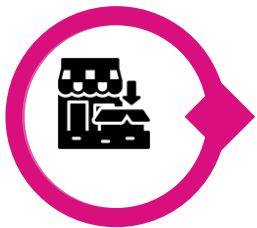
Total Stores
57



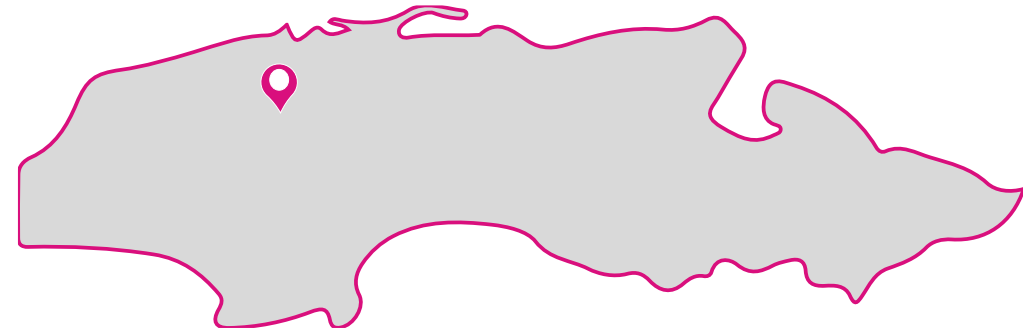
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Retail Stores
2



Total Stores
2



Business Strategy

Increase Brand Visibility

Expand dealer network to broaden reach, strengthen brand recall, and ensure retention in customers' minds.



Maintain Edge Over Competitors

Scale existing products, add new high- and mid-segment offerings, and expand portfolio to strengthen competitive edge.



Improve Sales

Expand into Tier 2 & 3 towns, reduce overhead costs, and benefit from post-GST shift from unorganized to organized retail.



Diversify Product Portfolio

Expand beyond smartphones into accessories, smart TVs, home appliances, and electronics with varied price points, exclusive lines, and bundles to drive sales and customer loyalty.



Leverage Market Skills & Relationships

Customer-focused approach with strong relationships, skilled teams, and effective follow-ups to ensure satisfaction.



Improve Debt-Equity Ratio

Repay loans to lower debt-equity ratio, strengthen financial stability, improve efficiency, and enable future expansion funding.



Marketing Activities

Sponsorships during festivals and sports events

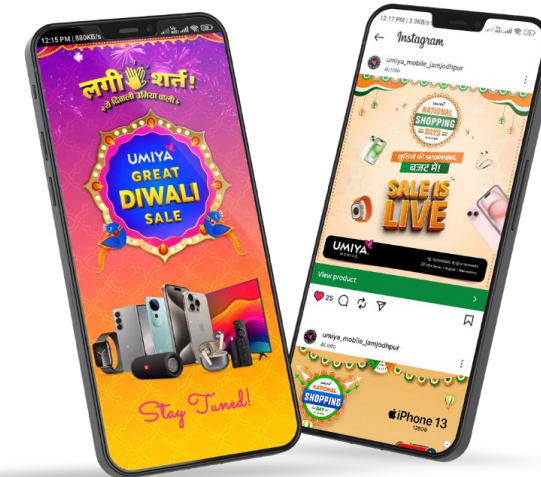


Video Shoots

Invest in high-quality video shoots to showcase product design, features, and performance, strengthening brand image and driving customer trust.

National Shopping day offer

Diwali sales Ad



Social Media

Actively connect with customers via popular platforms by sharing content, testimonials, and visuals, while offering direct interaction and prompt assistance.

Brief Profile of Directors



Mr. Jadwani Kishorbhai Premjibhai
Chairman and Managing Director

With 12+ years in electronics and mobile accessories retail, he has been associated with the Company since inception, driving key policy decisions, strategy formulation, and business growth.



Mr. Jadvani Girishkumar Premjibhai
Whole-Time Director

has More than 12 years of experience in the Business of trading in Electronics goods and Mobiles related accessories. He has been associated with our Company since incorporation.



Mr. Vijesh Premjibhai Patel
Whole-Time Director

With 12+ years in electronics and mobile accessories retail, he has been associated with the Company since inception, leading sales, marketing, brand building, HR, retail operations, and business expansion.



Ms. Komal Nishitbhai Ganatra
Non- Executive Independent Director

With 4+ years of experience in accountancy, bookkeeping, and advisory services, she has previously worked with Maverick International and now practices independently under her firm, Vrushti Consultancy..



Mr. Vishwas Odhavjibhai Sagparia
Non- Executive Independent Director

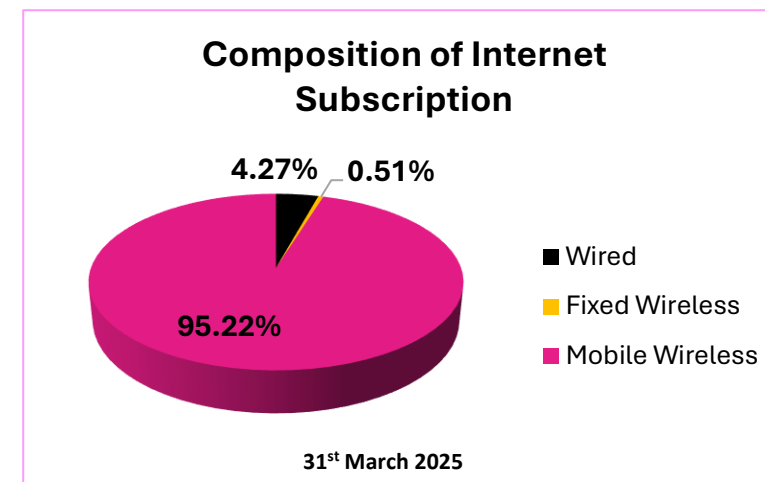
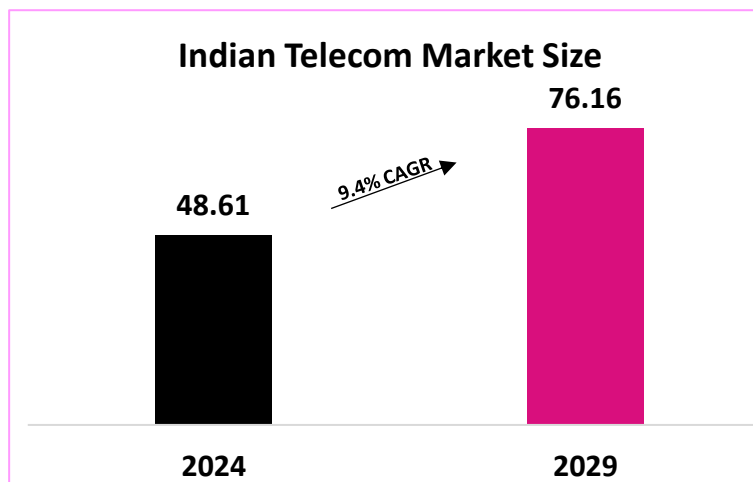
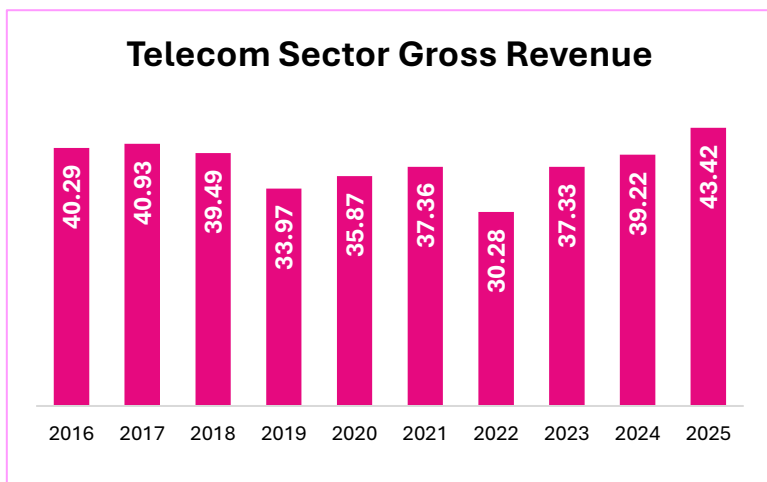
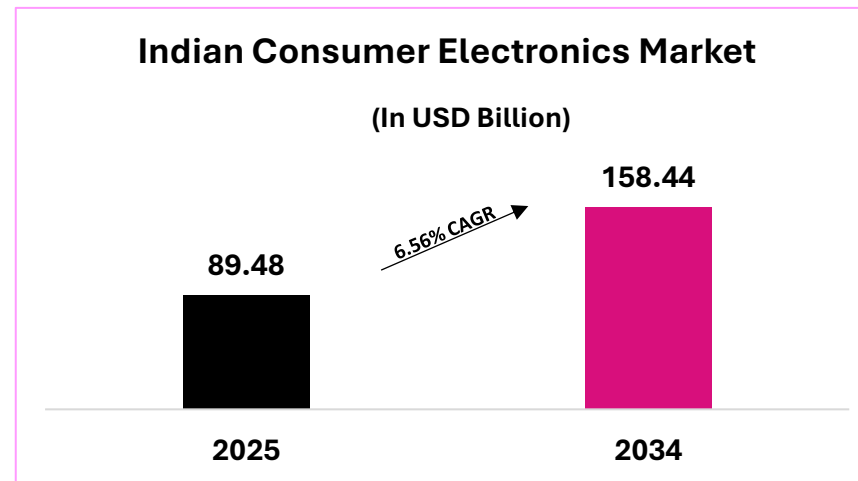
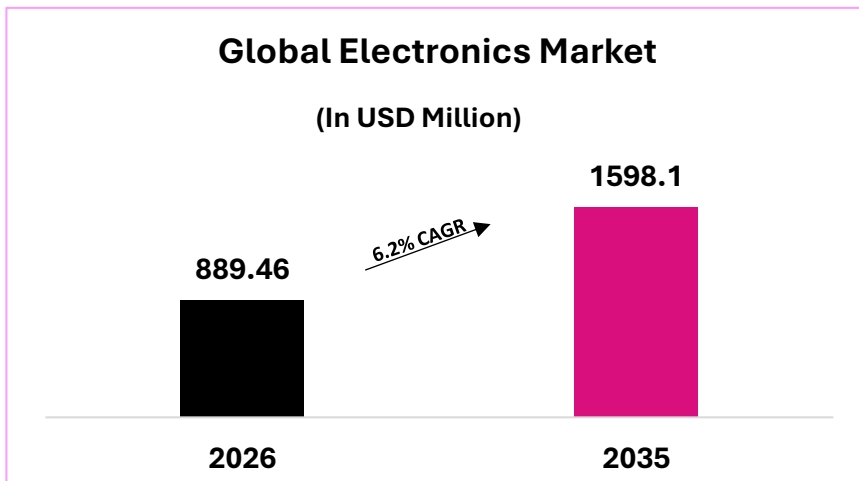
practicing Chartered Accountant with over 9 years of experience. He runs his own firm, Sagparia & Associates, specializing in Audit & Assurance, Corporate Law & Compliance, Taxation, Corporate Finance, and Strategic & Financial Planning.



Mr. Nathavani Bhavik K
Non- Executive Independent Director

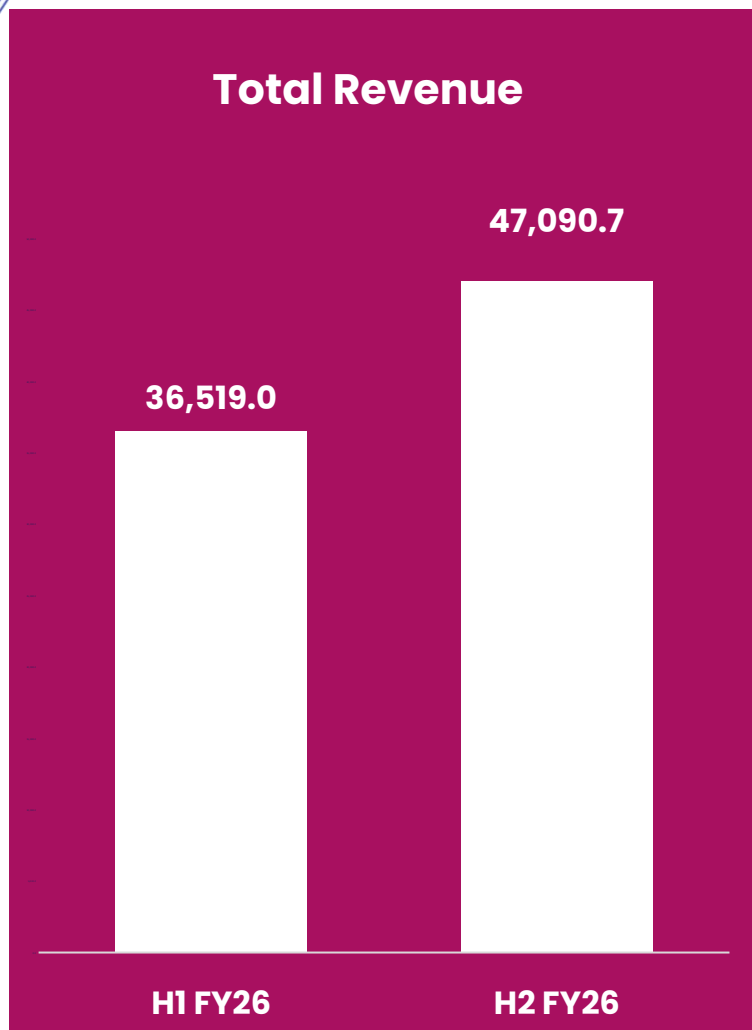
B.Com (Saurashtra University, 2009) and ICAI member since 2012, is a Chartered Accountant with 13+ years of experience. Through Bhavik Nathavani & Co, he specializes in Tax Planning, ERP Implementation, Corporate Finance, and Business Process Optimization.

Industry Outlook



Sources: [businessresearchinsights](https://www.businessresearchinsights.com) , [imarcgroup](https://www.imarcgroup.com) , [tra.gov](https://www.trai.gov) , [ibef.org](https://www.ibef.org) , [grantthornton](https://www.grantthornton.com)

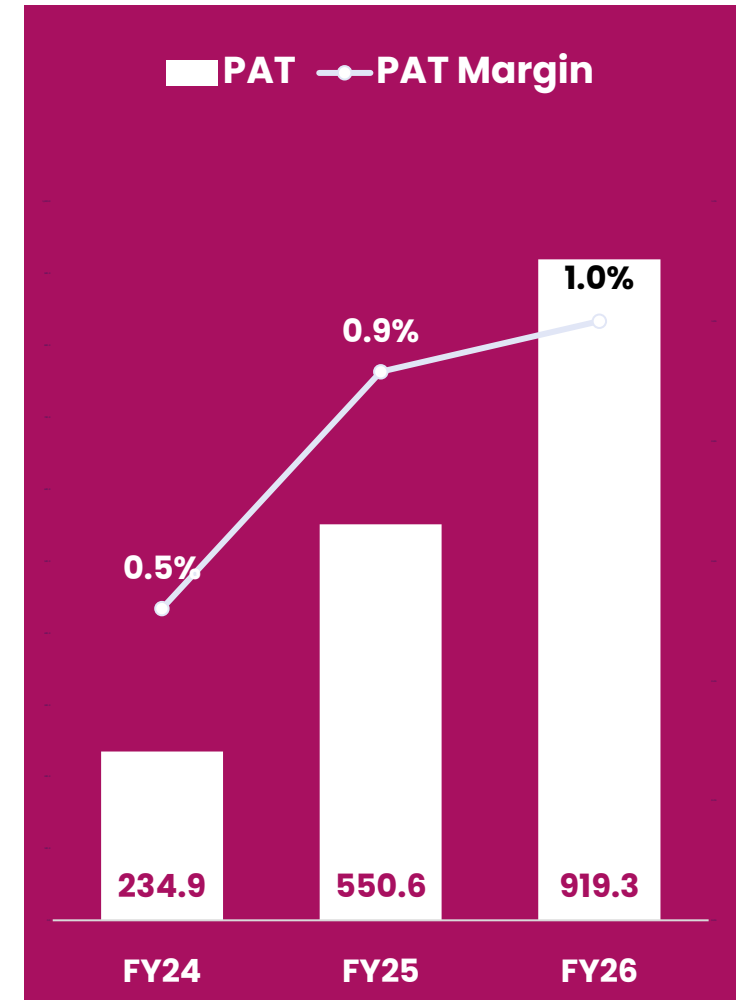
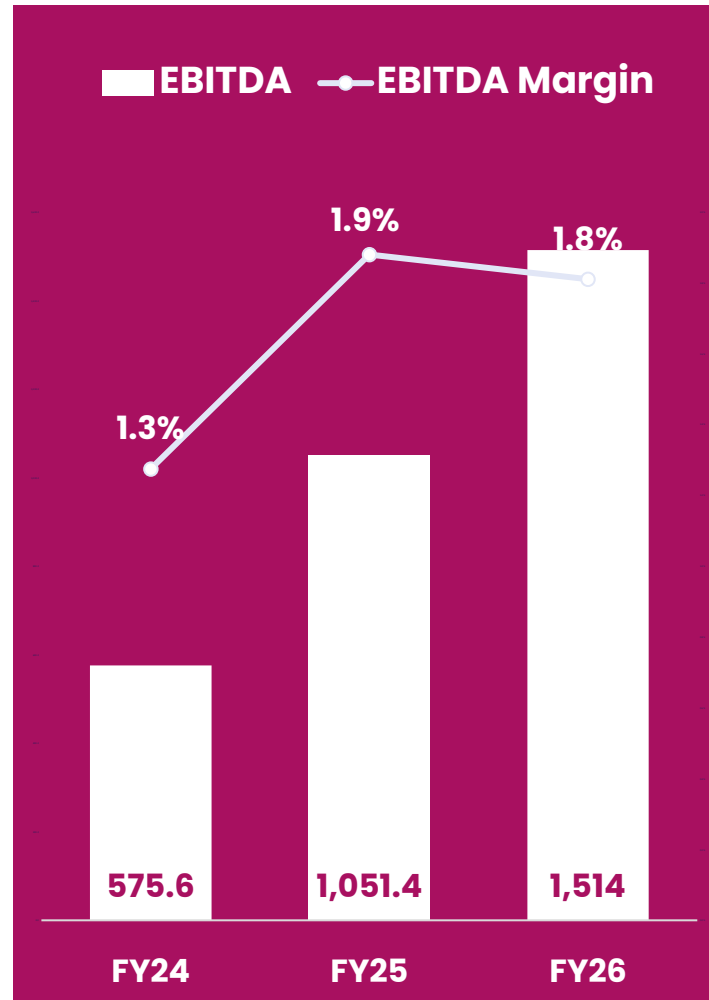
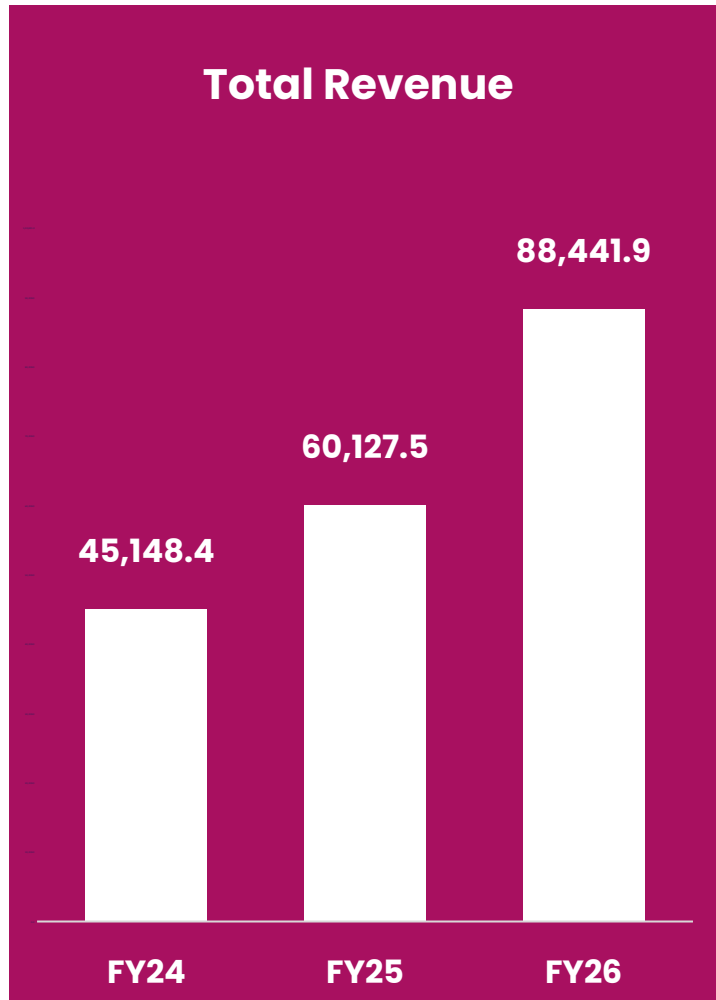
H2 FY26 Financial Snapshot



Income Statement (in ₹ lakhs)	H2 FY26	H1 FY25	YoY Change
Revenue from operations	47090.71	36518.98	29%
Purchases of Stock-in-Trade	46091.93	40319.43	
Change in Inventories	21.82	-3979.84	
Gross Profit	976.96	179.39	445%
Employee Costs	353.99	283.38	
Other Expenses	2215.01	1622.09	
EBITDA	-1592.04	-1726.08	
Depreciation	45.78	38.97	
EBIT	-1637.82	-1765.05	
Interest	101.46	98.51	
Other Income	2464.34	2367.83	
PBT	725.05	504.27	44%
PAT	540.92	378.45	43%
EPS (Face Value of Rs. 10 /- each)	3.80	3.23	18%

All Figures are in ₹ Lakhs

Financial Snapshot



All Figures are in ₹ Lakhs & Margins are in %

Income Statement

Particulars	FY24	FY25	FY26
Revenue from Operations	45,148.40	56,007.92	83,609.69
Purchases of Stock-in-Trade	43,734.30	58,942.21	86,411.36
Change in Inventories	(1,066.26)	(2,549.76)	(3,958.02)
Gross Profit	2,480.36	(384.53)	1,156.35
Employee Costs	367.39	489.34	637.37
Other Expense	1,537.40	2,194.33	3,837.10
EBITDA	575.57	(3,068.2)	(3,318.12)
Depreciation	59.69	71.80	84.75
EBIT	515.88	(3,140)	(3,402.87)
Interest	210.76	237.17	199.97
Other Income	10.03	4,119.61	4,832.17
PBT	315.13	742.44	1,229.32
PAT	234.94	550.68	919.37

All Figures are in ₹ Lakhs

Balance Sheet

Particulars	FY24	FY25	FY26	Particulars	FY24	FY25	FY26
Share Capital	55.00	1,045.00	1422.00	Tangible Assets	318.26	358.58	459.95
Reserves & Surplus	776.67	386.84	3417.41	Intangible Assets	22.83	25.25	84.85
Shareholder's Equity	831.67	1431.84	4839.41	Other Non-Current Assets	79.71	89.44	384.78
Long Term Borrowing	79.08	-	-	Deferred Tax Assets	7.94	2.61	3.47
Long Term Provisions	20.09	-	-	Total Non-Current Assets	427.74	475.88	933.05
Other Non-Current Liabilities	1,604.31	3,065.56	5174.91	Inventories	4,176.99	6,726.76	10,684.77
Short Term Borrowing	1,668.08	2335.93	633.06	Cash and Cash Equivalents	183.33	322.20	354.2
Trade Payables	2,224.51	2679.17	4915.03	Short-Term Loans & Advances	1,264.82	2,629.71	3,876.02
Short Term Provisions	65.34	251.95	390.52	Trade Receivables	198.82	369.12	654.97
Other Current Liabilities	181.41	805.49	599	Current Investments	6.47	46.27	48.92
Total Current Liabilities	4,139.34	6072.54	6537.61	Other Current Assets	416.25	-	-
Total Equities & Liabilities	6,674.43	10,500.34	16551.93	Total Current Assets	6,246.68	10,094.06	15,618.88
				Total Assets	6,674.43	10,569.94	16,551.93

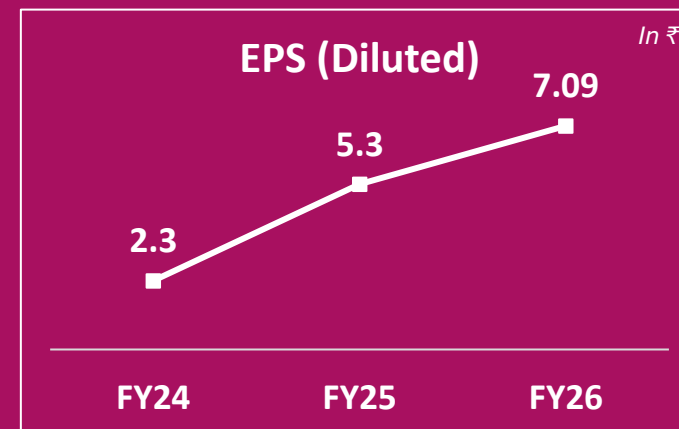
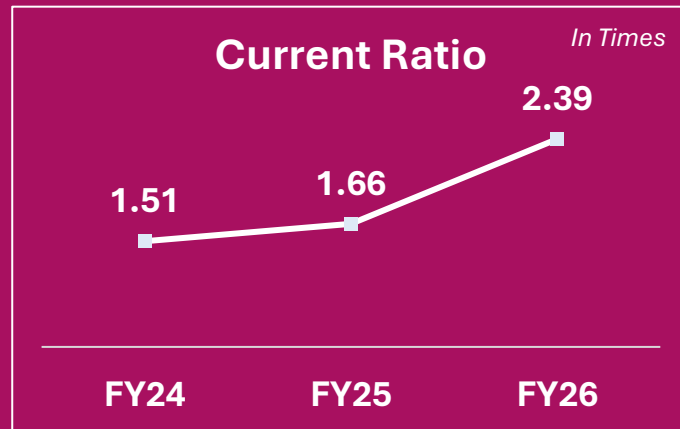
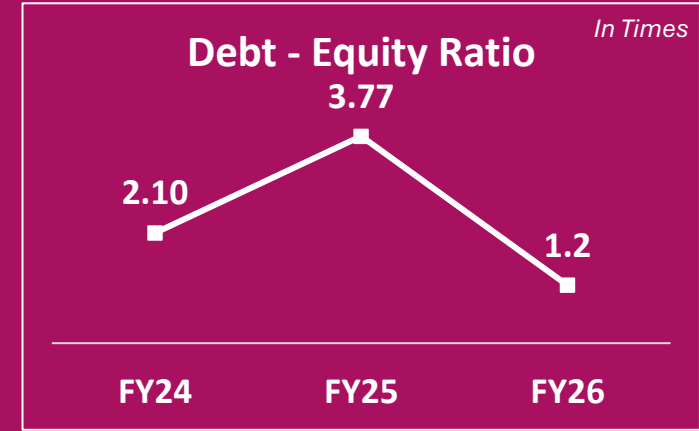
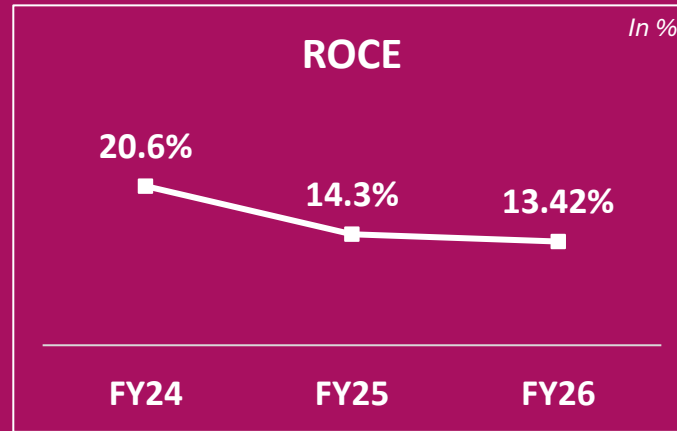
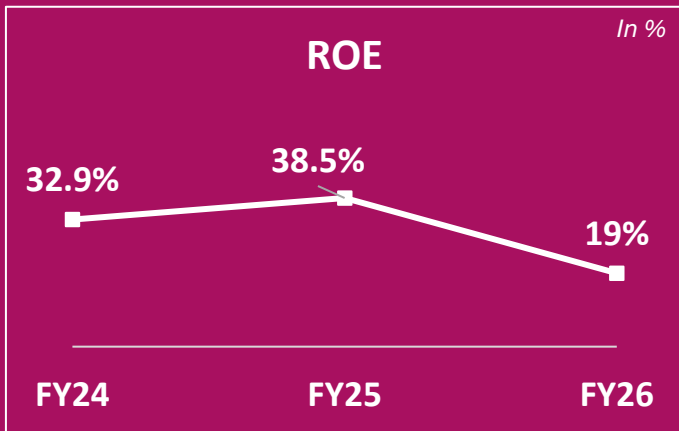
All Figures are in ₹ Lakhs

Cash Flow Statement

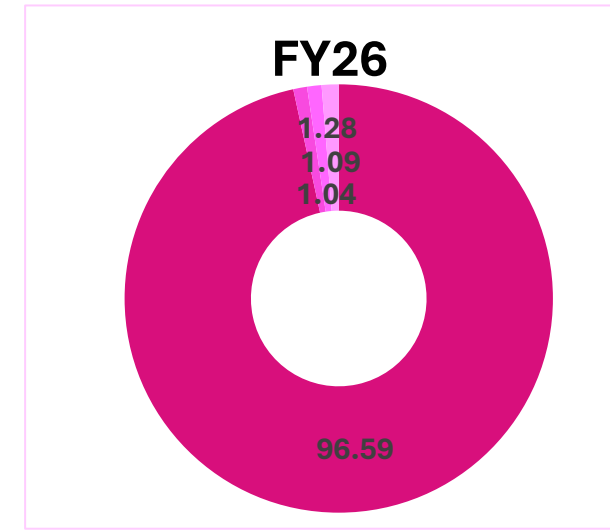
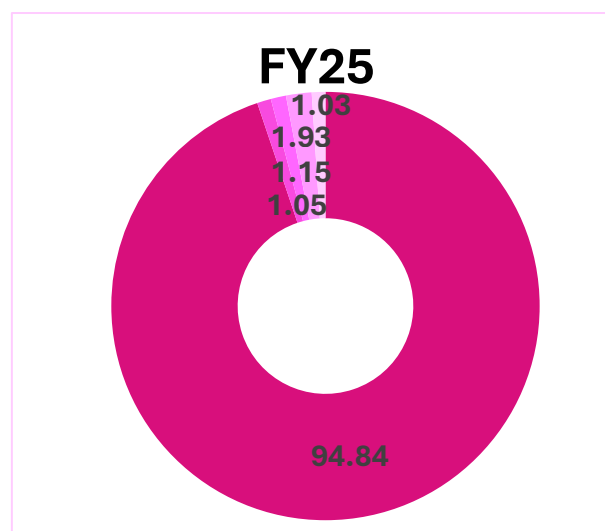
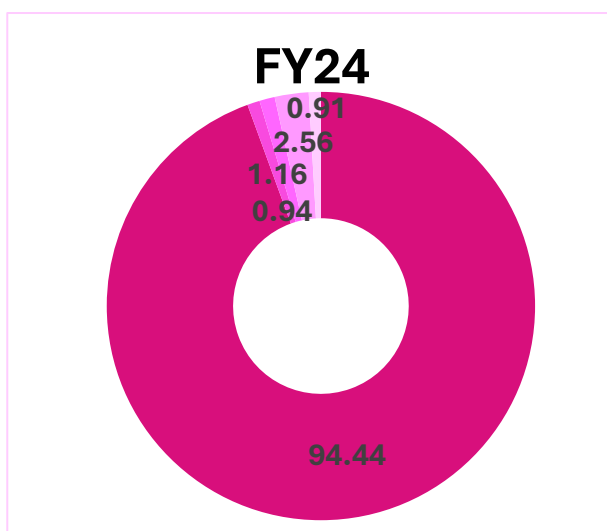
Particulars	FY24	FY25	FY26
Net Cash flow from Operating Activities	(656.91)	(1516.43)	298.08
Net Cash used in Investing Activities	540.69	1303.65	1571.1
Net Cash used in Financing Activities	110.98	351.65	(1837.17)
Net Increase / (Decrease) in Cash & Cash Equivalents	(5.24)	138.87	32
Cash & Cash Equivalents at Beginning of period	188.57	183.33	322.2
Cash & Cash Equivalents at End of period	183.33	322.2	354.2

All Figures are in ₹ Lakhs

Key Ratios



Product Wise Revenue Bifurcation

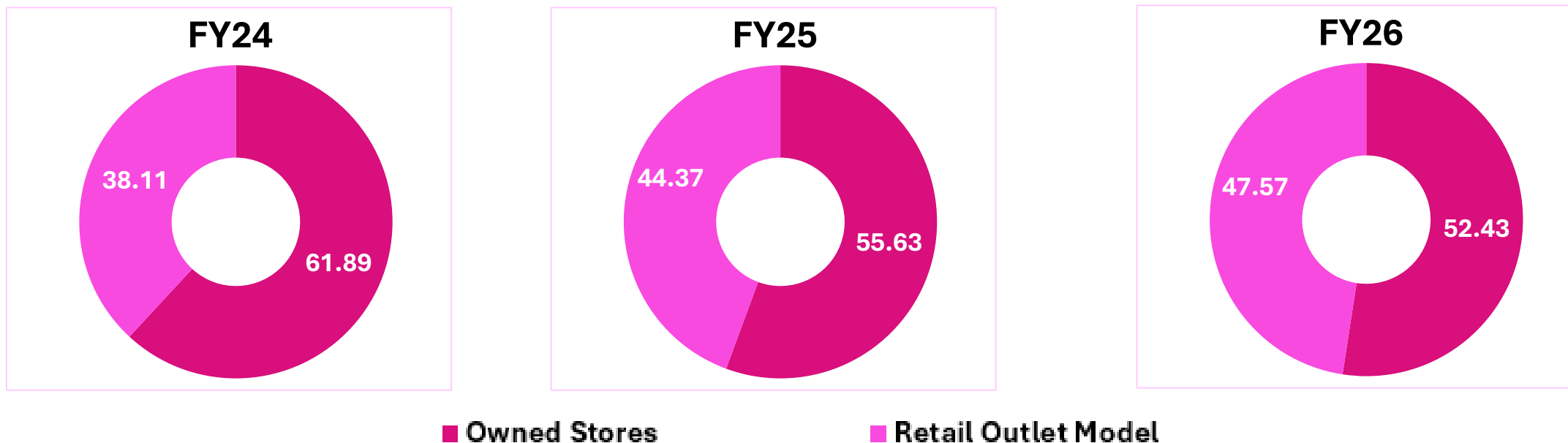


■ Mobile
 ■ Laptop/Tablet
 ■ Home Appliances
 ■ Accessories
 ■ Services

(₹ in Lakhs)

Particulars	FY26	FY25	FY24
Mobile	80,761.26	53,115.80	40,048.36
Laptop/Tablet	869.90	586.43	397.51
Home Appliances	912.51	646.02	493.51
Accessories	1066.02	1,081.43	1,084.31
Services	-	578.24	384.43
Total	83,609.69	56,007.92	42,408.13

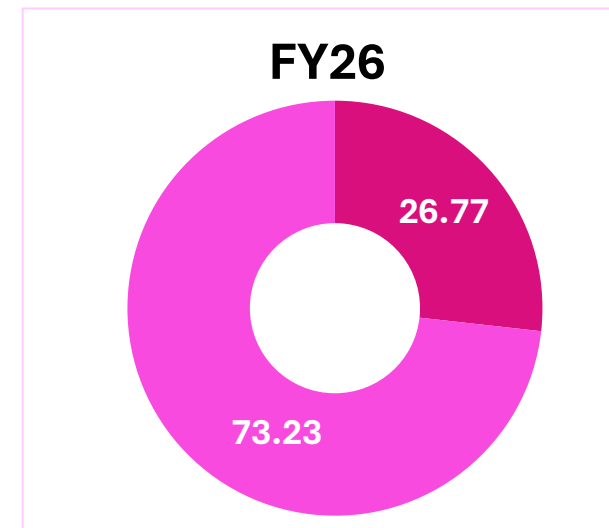
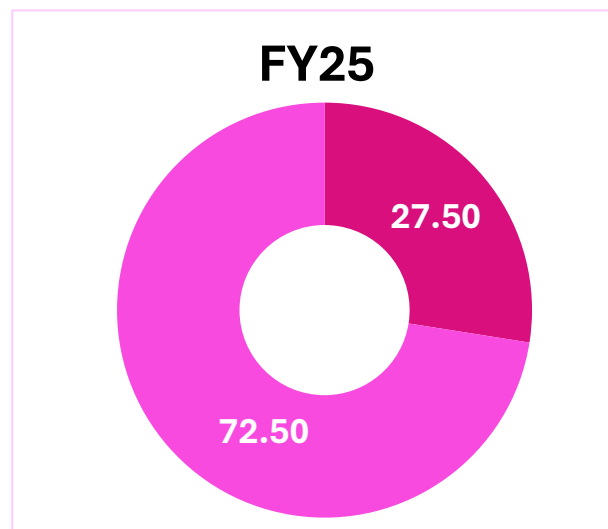
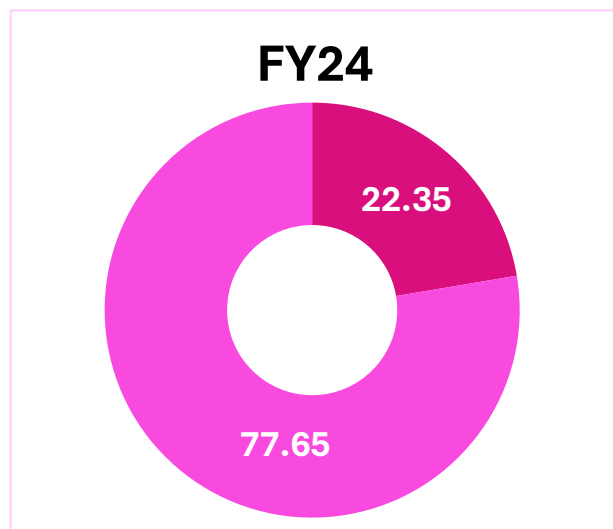
Store Category Wise Revenue Bifurcation



(₹ in Lakhs)

Particulars	FY26	FY25	FY24
Owned Stores	43,837.18	31,158.57	26,246.25
Retail Outlet Model	39,772.52	24,849.35	16,161.87
Total	83,609.69	56,007.92	42,408.13

Revenue Bifurcation From B2B & B2C



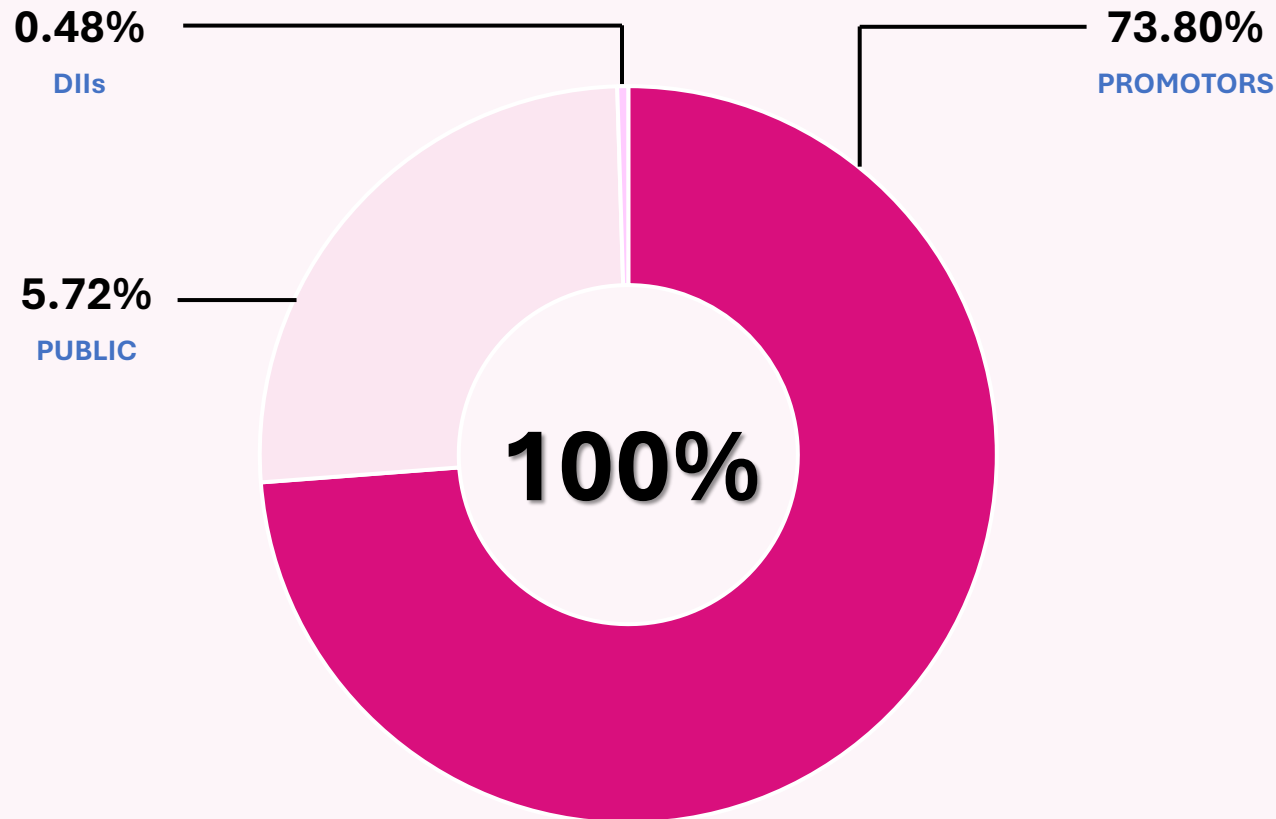
■ B2B ■ B2C

(₹ in Lakhs)

Particulars	FY26	FY25	FY24
B2B	22379.20	15,404.29	9,479.98
B2C	61230.49	40,603.63	32,928.15
Total	83609.69	56,007.92	42,408.13

Stock Data

Shareholding Pattern



Shareholding data as of March 2026

CURRENT MARKET PRICE ₹ 51.00

52 WEEK HIGH/LOW ₹ 124.89 / ₹ 41.75

MARKET CAPITALIZATION ₹ 72.75 CR

FACE VALUE ₹ 10

BSE SCRIP CODE BSE - SME: 544464

Market price data as of 22nd May 2026

THANK YOU



UMIYA MOBILE LIMITED

Address: Plot No. 3, Ward No. 7, C.S. No. 5805,
Vhora Aghat NR PDM COM. Collage,
Opp. Lathiya Motors, Gondal Road,
Rajkot - 360004, Gujarat, India

Email: invetsors@umiyamobile.in

Website: www.umiyamobile.com



ORIM CONNECT

Address: 220, Corporate Avenue, Goregaon,
Mumbai, Maharashtra 400063

Email: letsconnect@orim.in

Website: www.orim.in

