

BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

BHATIA'S[®]
The mobile one stop shop

CIN: L32109GJ2008PLC053336

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

Date: 11.03.2022

To

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai- 400001

Scrip ID/Code : BHATIA/540956

Subject : Disclosure of information pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Kindly find enclosed herewith a copy of Results presentation with respect to the Financial results for the Quarter and Nine Month ended 31st December, 2021 of the company.

Kindly take the above information on record and oblige.

Thanking you.

Yours Faithfully.

For Bhatia Communications & Retail (India) Limited

Sanjeev Harbanslal Bhatia
Managing Director
DIN: 02063671



Place: Surat

Encl: As Above



Bhatia Communications & Retail (India) Ltd.

Quarterly Investor Presentation

For the quarter ended 31/12/2021

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Safe Harbour

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FLOW OF INVESTMENT

01

FINANCIAL HIGHLIGHTS

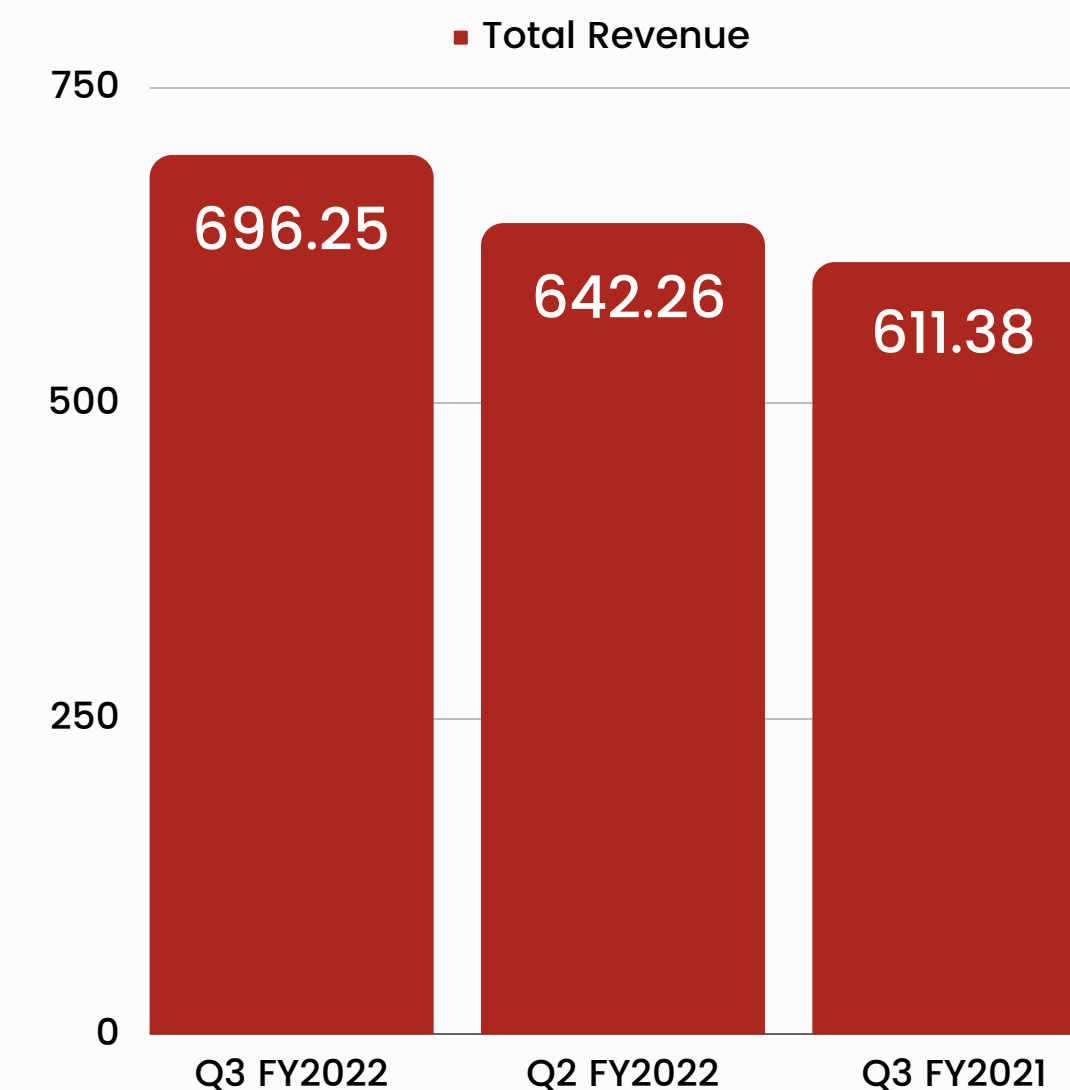
02

BUSINESS UPDATES

Financials

Corresponding to Q2 FY2022 and Q3 FY2021

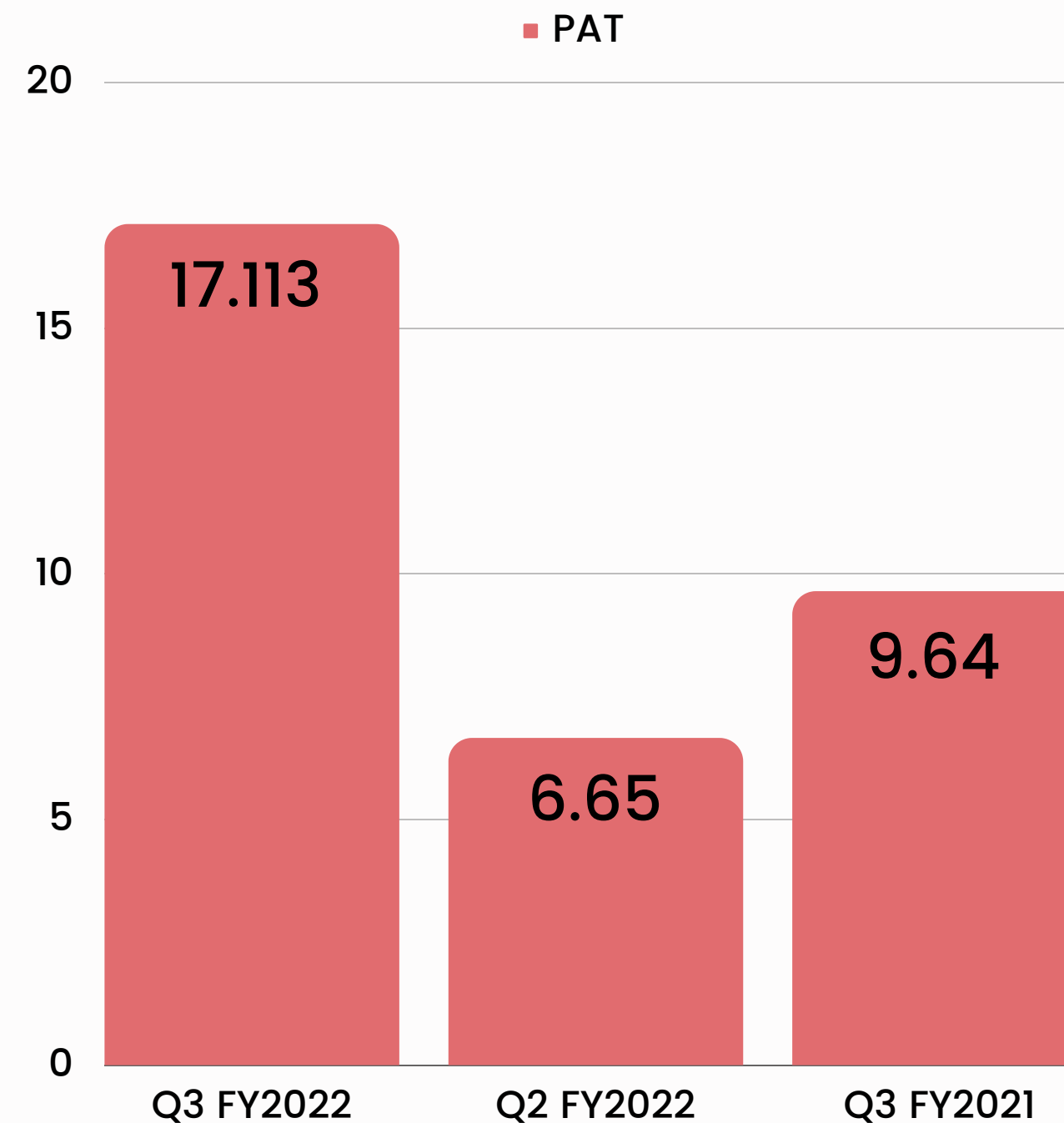
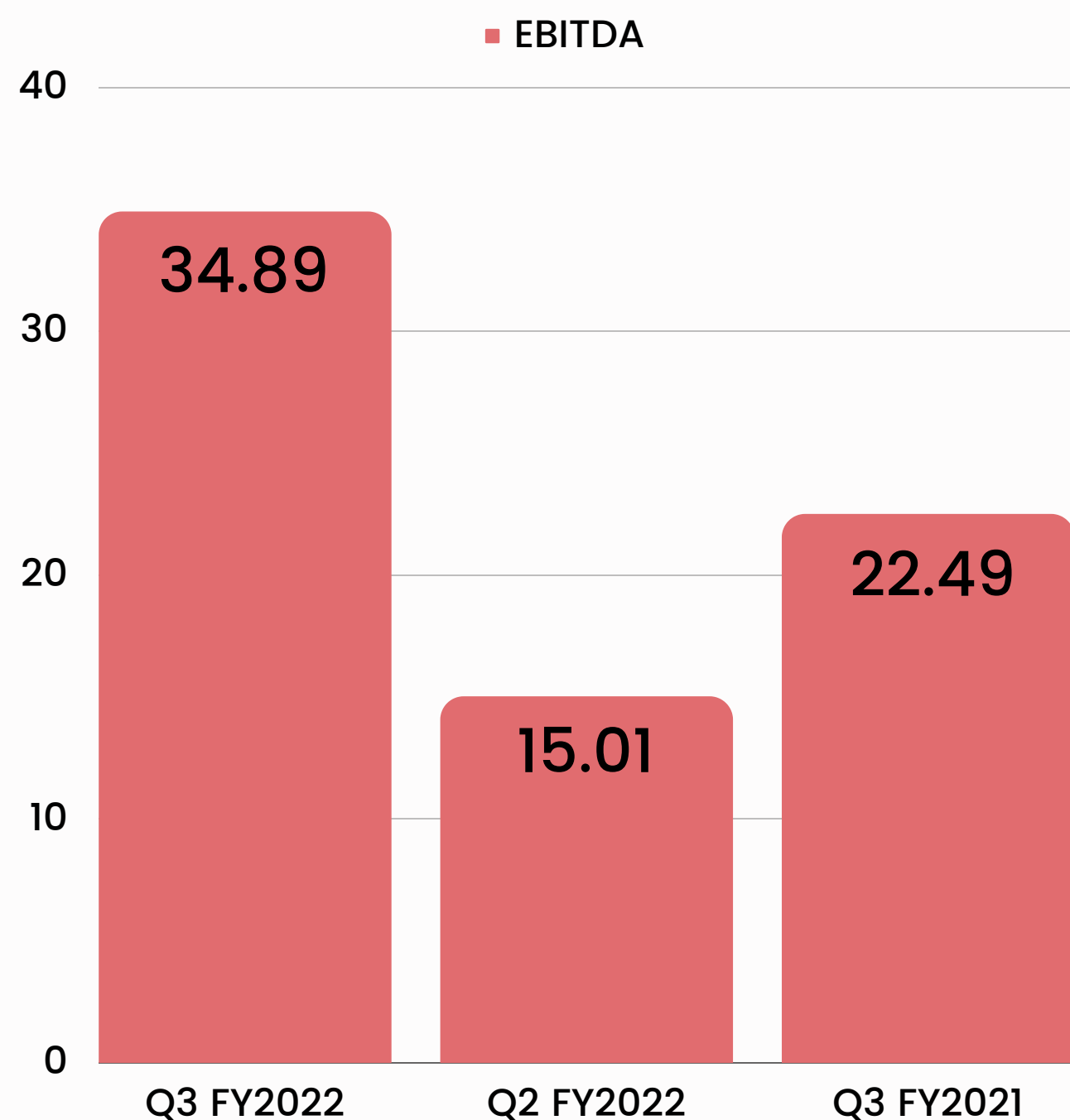
	Q3 2022	Q2 2022	Q3 2021
Revenue	696.25	642.26	611.39
% up from corresponding period		+8.41%	+13.88%
EBITDA	34.89	15.01	22.49
EBITDA Margin	5.01%	2.34%	3.68%
Total Expenses	668.48	633.37	596.14
PBT	27.77	8.89	15.25
PAT	17.11	6.65	9.64
PAT Margin	2.46%	1.04%	1.58%



Figures in millions

Financial Highlights: Profitability

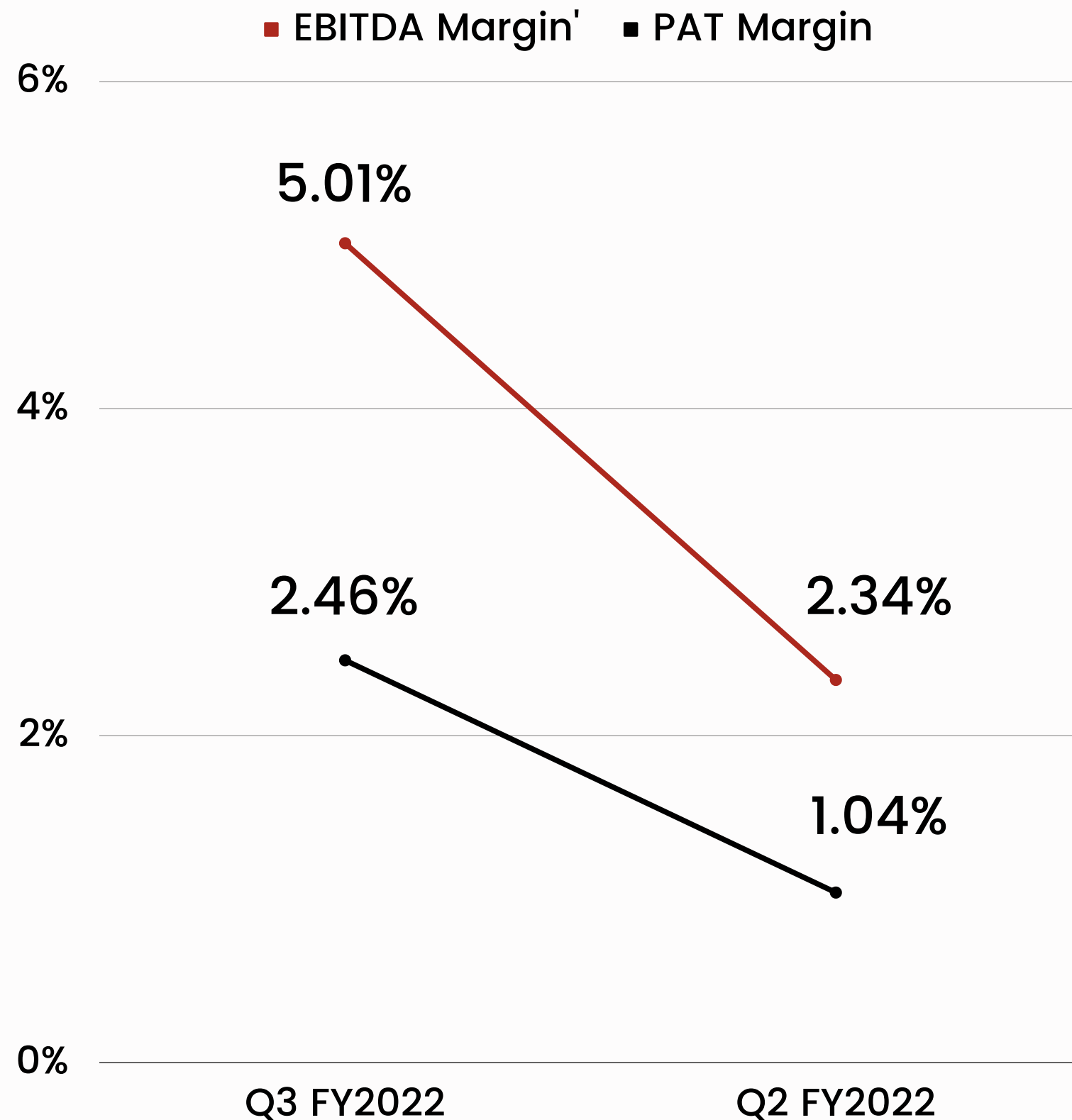
Corresponding to Q2 FY2022 and Q3 FY2021



Figures in millions

Financial Highlights

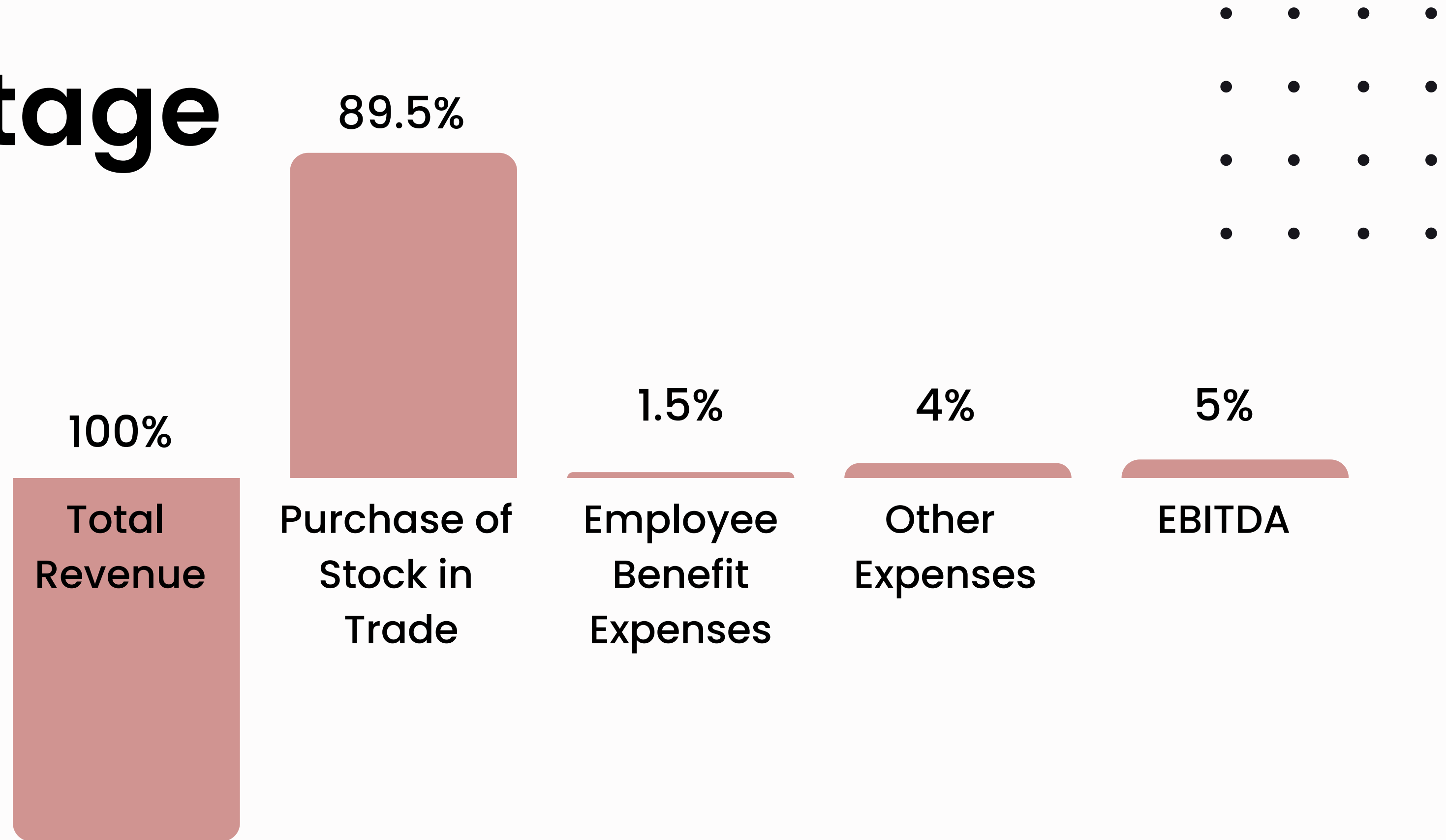
Corresponding to Q2 FY2022



The company has witnessed improvement in profit margins, both at EBITDA & PAT level.

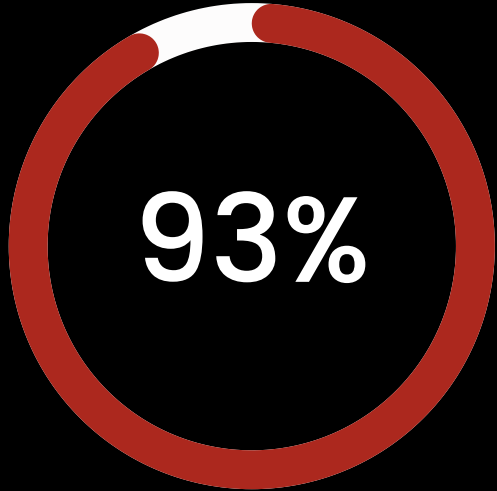
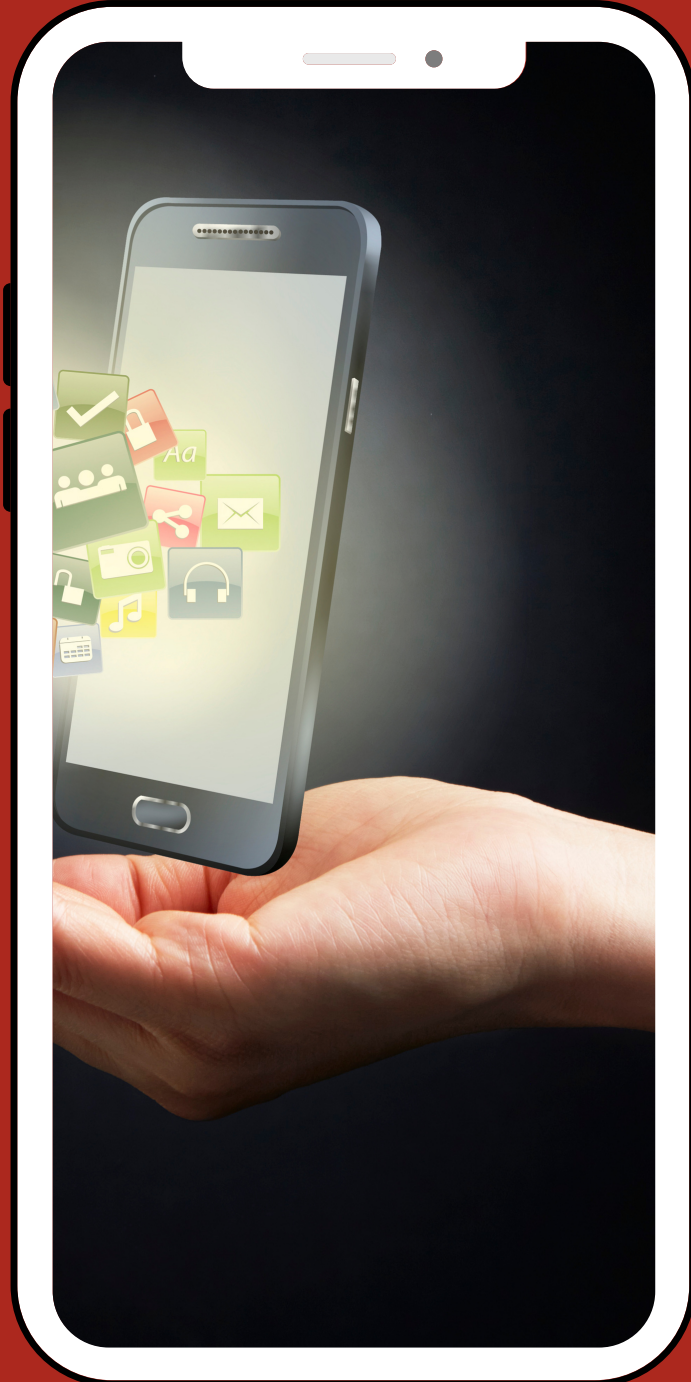
This is an outcome of better inventory management, and improved customer experience turning into sales.

Margin Percentage Bridge

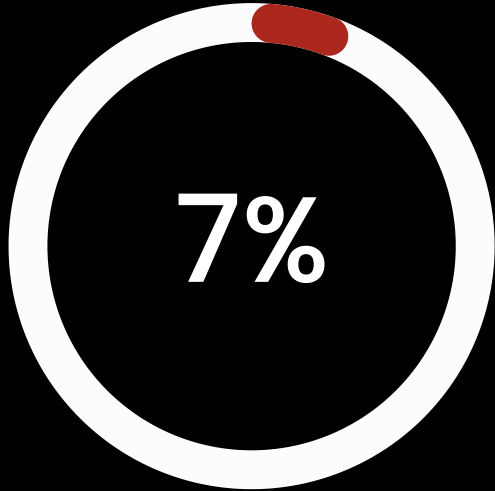


**these numbers have been rounded off

Performance Overview



Sales from Owned stores



Sales from Franchised Stores

Owned retail Store vs. Franchised stores



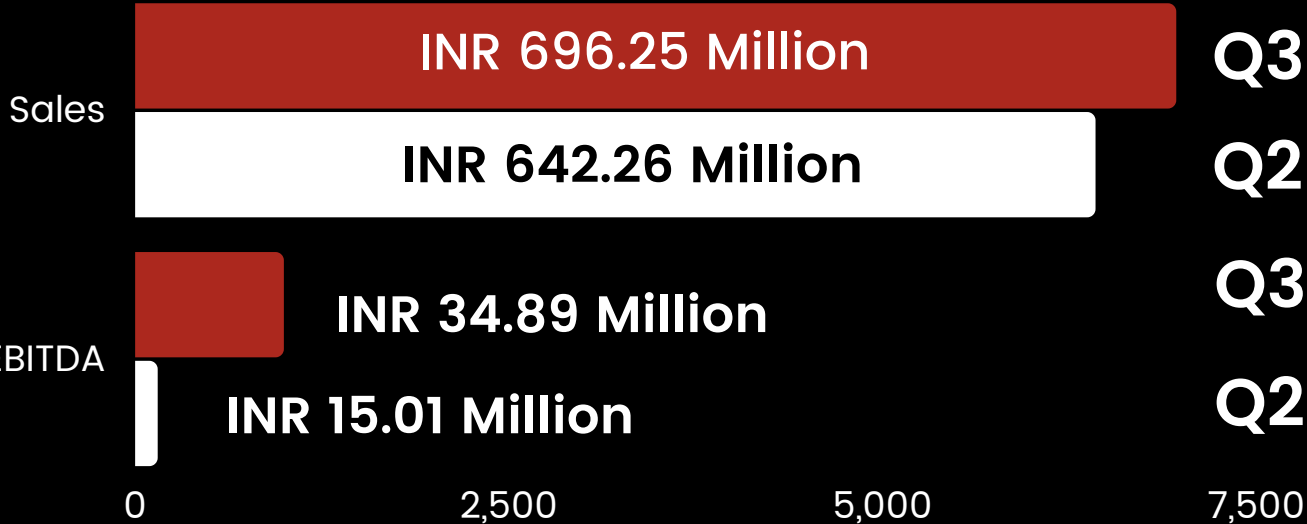
Conversion Rate

98%

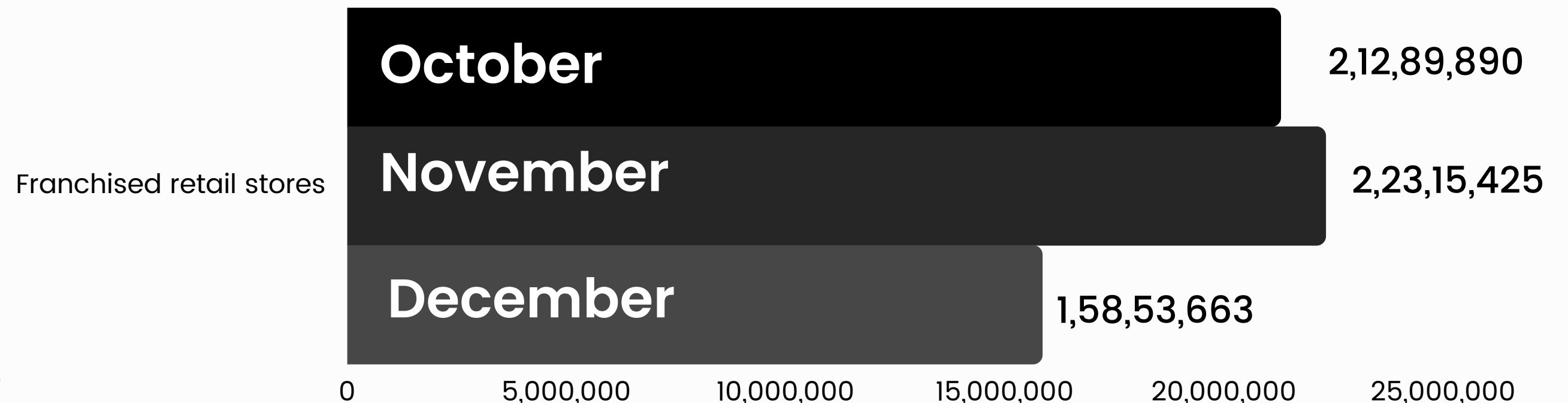
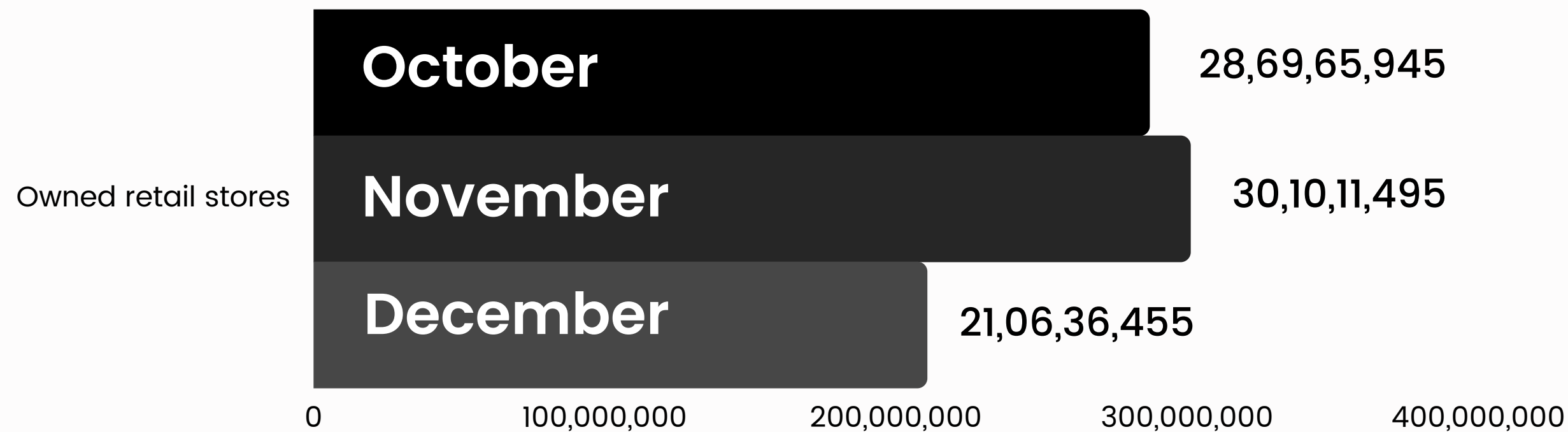


EBITDA Margin

5.01%



Sales – Store wise



**Sales Amount (Without) Net of Returns; After GST

Number of Stores



Key Performance Metrics



A Brief About Our Operations

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

The company has presence all over South – Gujarat, with its maximum branches in Surat.



Total Sq. feet

1,10,568

Q3 FY2022

Revenue per sq. feet

INR 6,297

Q3 FY2022

Total Devices sold

83,477

Q3 FY2022

Product Portfolio Development Timeline



2019



Multi product outlets

Launch of multi-product outlets, providing necessary product diversification.

2020



Establishing Inventory system

The company focused on developing an inventory system for other products as it did for mobile phones & tablets.

2021



Year of Pandemic

The company had enough resources to make sure that they were not impacted by the outbreak, and came back stronger in the post COVID era.

2022



Improved Profitability Margins

Various steps taken over the past 3 years, result in improved profitability margins.

About the Industry



Industry Insights

Revenue in the Consumer Electronics market amounts to US\$ 71,177m in 2022.

In the Consumer Electronics market, 83% of total revenue generated through offline sales in 2022.

The average volume per person in the Consumer Electronics market is around 0.61 pieces in 2022.



Growth Drivers

01 Affordability

Affordable appliances and easy access to credit.

02 Lifestyle

Shift in lifestyle patterns & preferences.

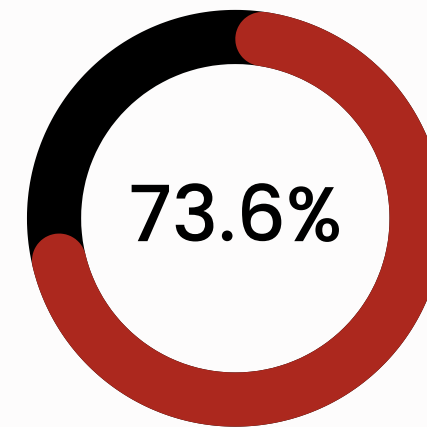
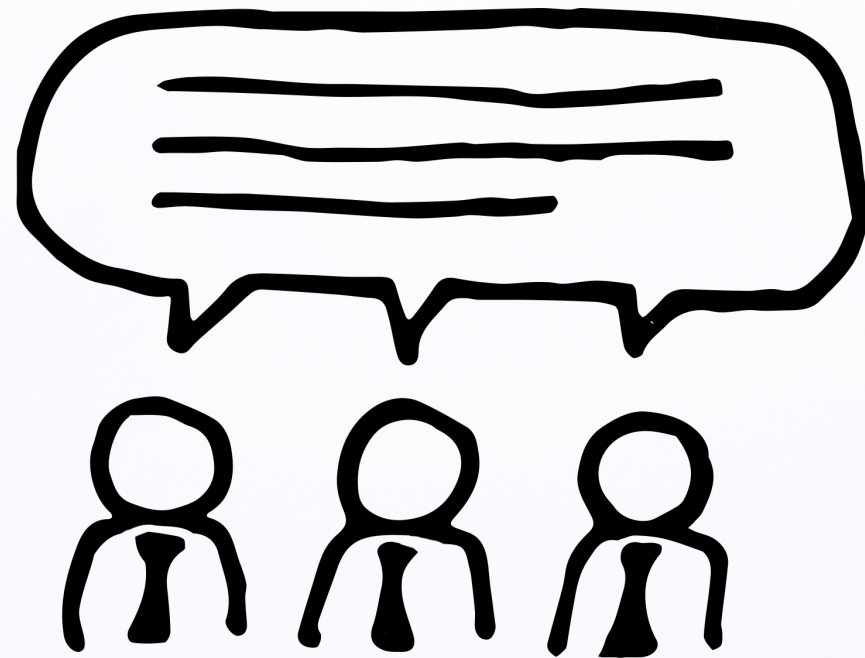
03 Penetration

Increased middle-class population with growing purchasing power

04 COVID TAILWINDS

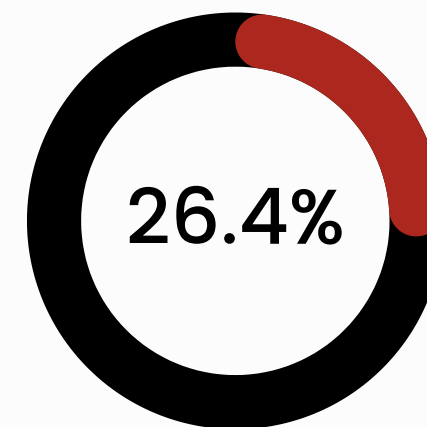
The outbreak of COVID-19 and people shifting to work-from home culture has increased the usage of Mobile Phones and Tablets.

Shareholding Pattern



Promoters & Promoters' Group

The company has 6 promoters who hold 73.63% of the company, with the majority of it being held by Nikhil Kumar Bhatia & Sanjeev Harbansal Bhatia.



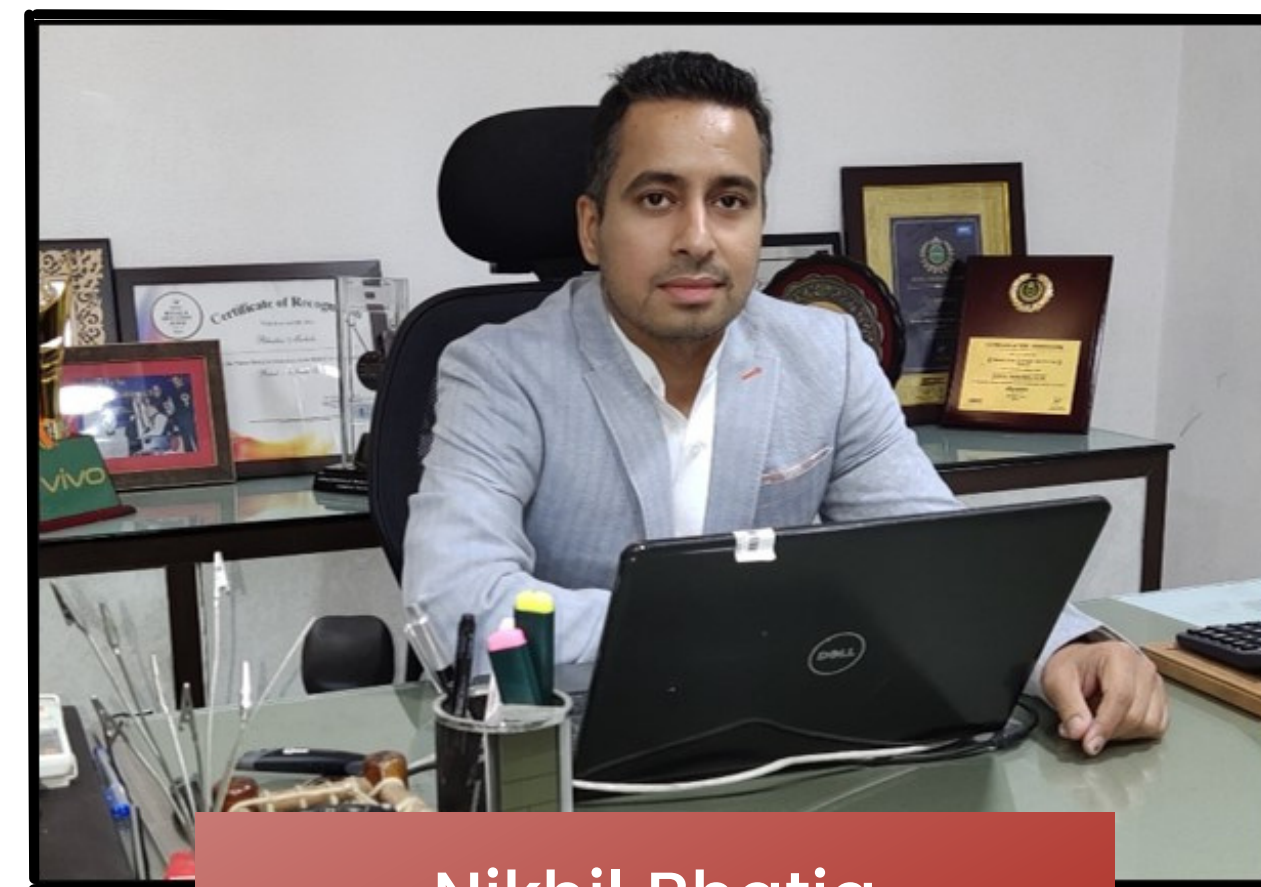
Public

The company got listed on the main board of BSE and is being actively traded by Public since then.

KEY MANAGEMENT



Sanjeev Bhatia
Managing Director



Nikhil Bhatia
Whole Time Director

Thank You

**Because, We're Committed To
Growth.**



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Website

<https://bhatiamobile.com/>