

To,
Listing Manager,
The National Stock Exchange of India Ltd.,
Exchange Plaza, Plot No: C/1, G Block,
Bandra Kurla Complex- Bandra(E),
Mumbai - 400051
Symbol: EMIL
Series: EQ
ISIN: INE02YR01019

The Secretary
BSE Limited
PJ Towers
Dalal Streets
Mumbai- 400001
Scrip Code: 543626

Dear Sir/Madam,

Sub: Proceedings of 5th Annual General Meeting held on Wednesday, 23rd August 2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, we are submitting herewith the proceedings of the 5th Annual General Meeting of the Company held on Wednesday, 23rd August 2023 at 12.30 p.m. and concluded at 02.21 p.m. through Video Conferencing ("VC") or Other Audio-Visual means ("OAVM").

You are requested to take the same in your records kindly.

Thanking You,
For and on behalf of **Electronics Mart India Limited**

Rajiv Kumar
Company Secretary and Compliance Officer

Date: 24th August 2023
Place: Hyderabad

SUMMARY OF PROCEEDINGS OF 5TH ANNUAL GENERAL MEETING

The 5th Annual General Meeting (“AGM/Meeting”) of the Members of Electronics Mart India Limited (the “Company”) was held on Wednesday, 23rd August 2023 at 12.30 PM (IST) through Video Conference (“VC”) / Other Audio-Visual Means (“OAVM”).

Mr. Pavan Kumar Bajaj, Chairman and Managing Director of the Company, chaired the proceedings of the Meeting.

As of the record date of 17th August 2023, the number of shareholders was 88,420.

The details of the number of shareholders present in the meeting are as follows:

Category	Promoter and Promoter Group	Public	Total
In Person	03	-	03
Through Proxy / Authorised Representative	-	-	-
Video Conference	02	45	47
Total	05	45	50

The Chairman welcomed all the members and called the meeting to order as the requisite quorum was present. The Chairman introduced the Directors and Management Team present at the meeting.

The Chairman addressed the Members and informed them about the Company's significant developments, strategic direction, and financial highlights. The Chairman also acknowledged the contribution of all employees and other stakeholders during the year. The Chairman's speech is attached as **Annexure 1**.

The Chairman requested Mr. Rajiv Kumar, the Company Secretary, to provide the general instructions to shareholders, explain the legal provisions relating to the meeting, provide details about the remote e-voting provided for the Meeting, and inform them that the poll/e-voting facility will remain open for shareholders during the Annual General Meeting and 15 minutes after the Company Secretary carried out Annual General Meeting and the same.

The Chairman then requested Mr. Karan Bajaj, Whole-time Director and Chief Executive Officer of the Company, to address the meeting and make a presentation attached as **Annexure 2**. After the presentation, the CEO handed over to the Company Secretary to provide a summary of the auditor's report and the resolutions in the notice.

The Company Secretary then informed the Members that the Statutory Auditor and Secretarial Auditor have expressed unqualified opinions in the respective audit reports for the financial year 2022-23. There were no qualifications, observations or adverse comments on the financial statements and matters which have any material bearing on the functioning of the Company. He informed the members that the Statutory Auditor's and Secretarial Auditor's reports are available in the Integrated Annual Report.

The brief on the following resolutions, as set out in the Notice convening the 5th Annual General Meeting, was read out by Mr. Rajiv Kumar, Company Secretary, as follows:

Sr. No.	Particulars	Type of Resolution
ORDINARY BUSINESS		
1.	Adoption of Audited Standalone and Consolidated Financial Statements together with the Report of Board of Directors and Auditors thereon for the Financial Year ended 31 st March, 2023	Ordinary Resolution
2.	Appointment of Mrs. Astha Bajaj (DIN: 07899784) as a Director who retire by rotation and eligible for re-appointment	Ordinary Resolution
SPECIAL BUSINESS		
3.	Re-appointment of and Remuneration payable to Mr. Pavan Kumar Bajaj (DIN: 07899635) as "Managing Director" of the Company for a period of 05 (five) years w.e.f 01 st October 2023	Special Resolution
4.	Re-appointment of and Remuneration payable to Mr. Karan Bajaj (DIN: 07899639) as Whole-time Director of the Company for a period of 05 (five) years w.e.f 01 st October 2023 designated as "Chief Executive Officer"	Ordinary Resolution
5.	Re-appointment of and Remuneration payable to Mrs. Astha Bajaj (DIN: 07899784) as Whole-time Director of the Company for a period of 05 (five) years w.e.f 01 st October 2023 designated as "Executive Director"	Ordinary Resolution
6.	Re-appointment of Mr Mirza Ghulam Muhammad Baig (DIN: 08281763) as an Independent Director for a second term of 05 (five) consecutive years	Special Resolution
7.	Appointment of Col. Gurdeep Singh (Retd.) (DIN: 07499896) as Independent Director for a term of 05 (five) consecutive years	Special Resolution

8.	Maintenance of Registers of Members, other Statutory Registers, and annual returns at a place other than the Registered office of the Company	Special Resolution
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After that, the Company Secretary opened session for the speaker's Question & Answer, and the Moderator announced the speakers name and activated the Audio/Video. The speakers were given 2 minutes to ask their questions, which the Board answered at the end.

Thereafter, the moderator closed the speaker Question/Answer session and handed over the meeting proceedings to the Company Secretary. The Company Secretary gave the Closing remarks, and the poll/ e-voting facility was opened for 15 minutes.

The Company had appointed Mr. Vinod Sakaram, Practising Company Secretary (ACS: 23285 and COP No.: 8345), as the Scrutinizer for scrutinizing the process of remote e-voting held prior and e-voting during the Annual General Meeting.

After the completion of the Annual General Meeting, after scrutiny of votes, the Scrutinizer submitted his Report to the Chairman. As per the report submitted by the Scrutinizer considering the consolidated results of the remote e-voting held prior and e-voting during the AGM, all resolutions embodied in the Notice of AGM dated 23rd August 2023 were approved with the requisite majority.

For Electronics Mart India Limited

Rajiv Kumar
Company Secretary and Compliance Officer
ACS No: A42082



Annexure 1

Dear Shareholders,

I appear before you today with immense pride and gratitude as we gather for your esteemed company's Fifth Annual General Meeting. It is an honor to welcome you to this pivotal event that signifies our commitment to transparency, accountability, and the collective pursuit of excellence.

Since the quorum is present, I call the meeting to order.

I request my colleagues to introduce themselves.

Karan,
Astha,
Anil sir,
Baig sir,
Jyotsna ma'am,
Gurdeep sir,
Prem sir,
Rajiv sir.

The Statutory Auditor and the Secretarial Auditor have joined the meeting from their respective location.

Our success rests on the shoulders of our dedicated workforce, whose passion and hard work continue to be our greatest asset. Their unwavering commitment to delivering outstanding customer experiences has enabled us to maintain our position as a leader in the retail industry.

Financially, we have delivered robust results, reflecting our ability to adapt and capitalize on emerging opportunities. During the fiscal year 2023, your Company successfully operationalized 24 new stores, bringing our total count to 127. Among these, 114 are multi-brand outlets, and 13 are exclusive brand outlets. Our extensive retail network spans 41 cities strategically situated in four states. As part of our expansion efforts, we ventured into new territories: the Delhi-NCR region and Kerala. We continue to focus on deepening our presence in Telangana and AP regions.

For FY23, revenues grew by 25% to Rs. 5,446 Crores. EBITDA during the year grew by 15% from Rs. 292 crores in FY22 to Rs. 336 crores in FY23. Profits for the year improved by 18% to Rs. 123 crores from 104 crores in FY22.

Our growth has been driven by establishing new stores in existing and untapped markets, garnering positive responses from various market segments.

Thanking you. I request Company Secretary, Mr. Rajiv Kumar, to provide general instructions.

W E L C O M E T O T H E 5 T H A G M



23rd August 2023

EMIL'S KEY MILESTONES



1980

FIRST STEPS

First store was opened in Lakdikapul, Hyderabad

2018

LET'S DO IT

Opened 50th store in Hyderabad; Conversion from Partnership Firm into a Public Ltd Co

2020

ALMOST THERE

Crossed Rs. 3,000 crores in Net Sales

2021

KEEP GOING

Opened 100th store

2022

HERE WE ARE

IPO Listed at BSE/NSE, raised INR 500 Cr

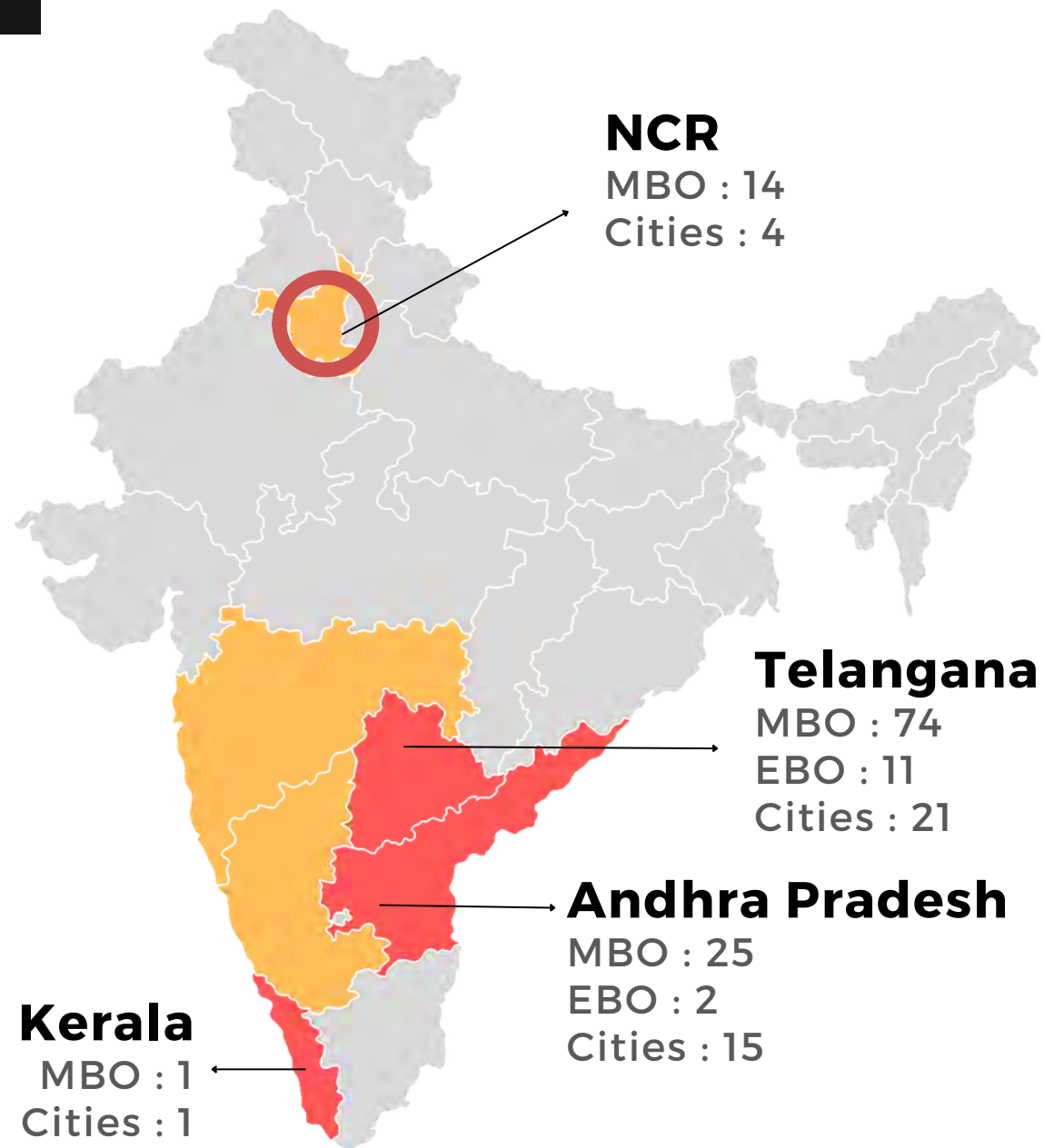
EMIL'S PRESENCE



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

MBO Brands (# Stores)

- 92** **BAJAJ ELECTRONICS**
- 13** **ELECTRONICS MART**
- 5** **KITCHEN STORIES**
FROM THE HOUSE OF BAJAJ ELECTRONICS
- 1** **AUDIO & BEYOND**
- 3** **EASY KITCHENS**



Cities **41** States **4** Retail Stores **127**
114 MBO; 13 EBO

Retail Area **1.23 mn. sq. ft.** Central Warehouses **11**
Avg. Store Size of 10k sq. ft. 6 in TS, 2 in AP & 3 in NCR

Store Ownership (#)



Leased

105



Owned

11



POPL

11

MBO : MULTI BRAND OUTLETS
EBO : EXCLUSIVE BRAND OUTLETS
POPL : PARTLY OWNED PARTLY LEASED

EMIL'S RETAIL OUTLETS



➤ **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

BAJAJ
ELECTRONICS

ELECTRONICS
MART

KITCHEN
STORIES
FROM THE HOUSE OF BAJAJ ELECTRONICS

AUDIO & BEYOND®

EASY
KITCHENS

iQ

➤ **Diversified product offerings** from **70+ brands** comprising of more than **6,000 SKU** across product categories



A/C



Mobile
Phones



Laptop



TV



Washing
Machine



Refrigerator



Cooler



Mixer

➤ Long standing relationship with leading consumer brands.

➤ Market presence and geographic reach with cluster-based expansion

EMIL'S RETAIL OUTLET- MBOs



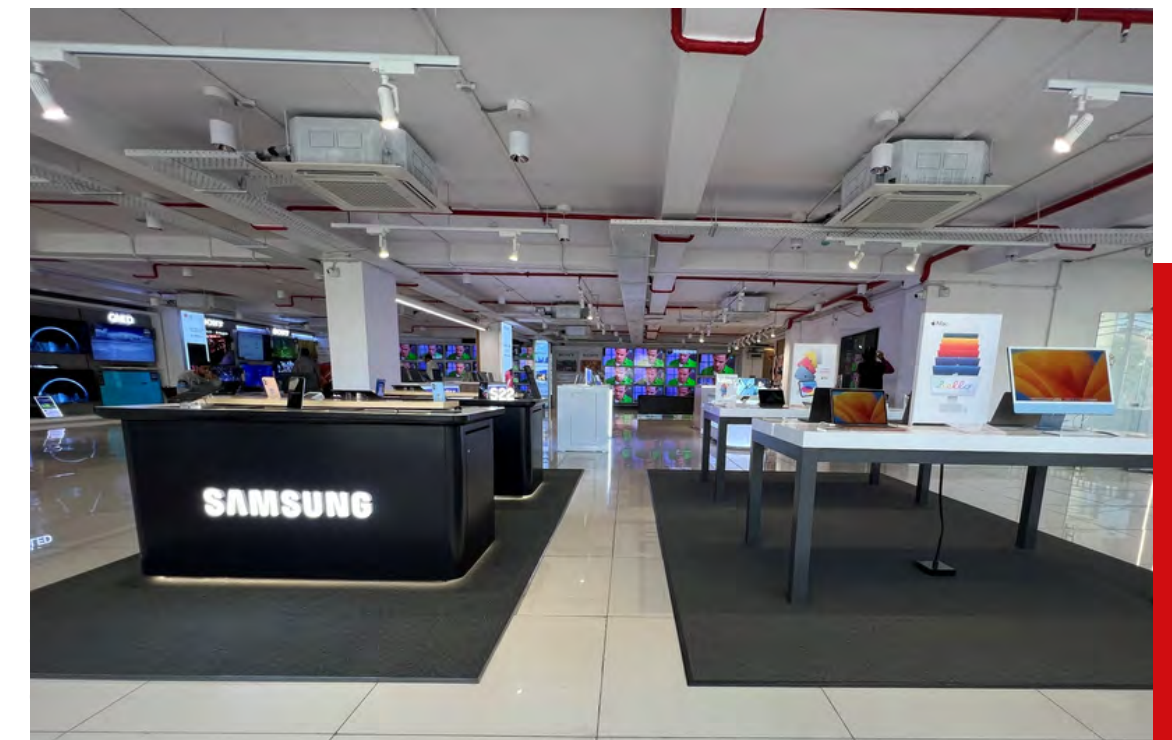
Bajaj Electronics - Inorbit Mall
(Hyderabad)



Electronics Mart - Punjabi Bagh
(Delhi)



Electronics Mart - Patel Nagar
(Delhi)



EMIL'S RETAIL OUTLET- EBOs



Samsung Plaza - Jubilee Hills
(Hyderabad)



iQ Store - Madhapur
(Hyderabad)



LG Best Shoppe - Punjagutta
(Hyderabad)



Mi Store - Nexus Mall
(Hyderabad)



LG Best Shoppe - Jubilee Hills
(Hyderabad)



Samsung Plaza - Punjagutta
(Hyderabad)

EMIL'S SPECIALIZED STORES



Kitchen Stories - Jubilee Hills
(Hyderabad)



Audio & Beyond - Jubilee Hills
(Hyderabad)



Easy Kitchens - Jubilee Hills
(Hyderabad)



CONTINUED GROWTH MOMENTUM IN CONSUMER DURABLES ACROSS CATEGORIES



Modern trade to grow in consumer durables / mobiles vs general trade



Urbanisation



Rising awareness



Higher discounts

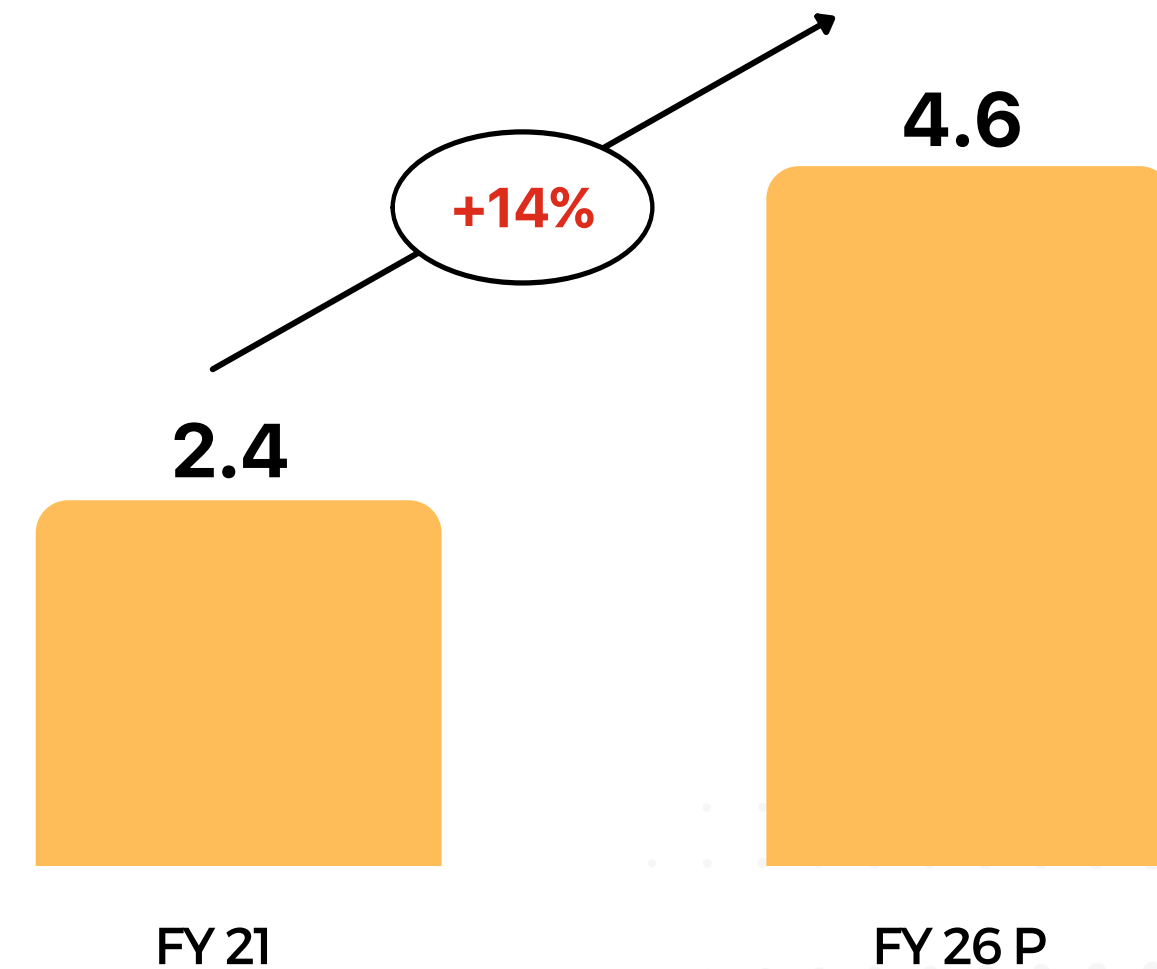


Larger portfolio



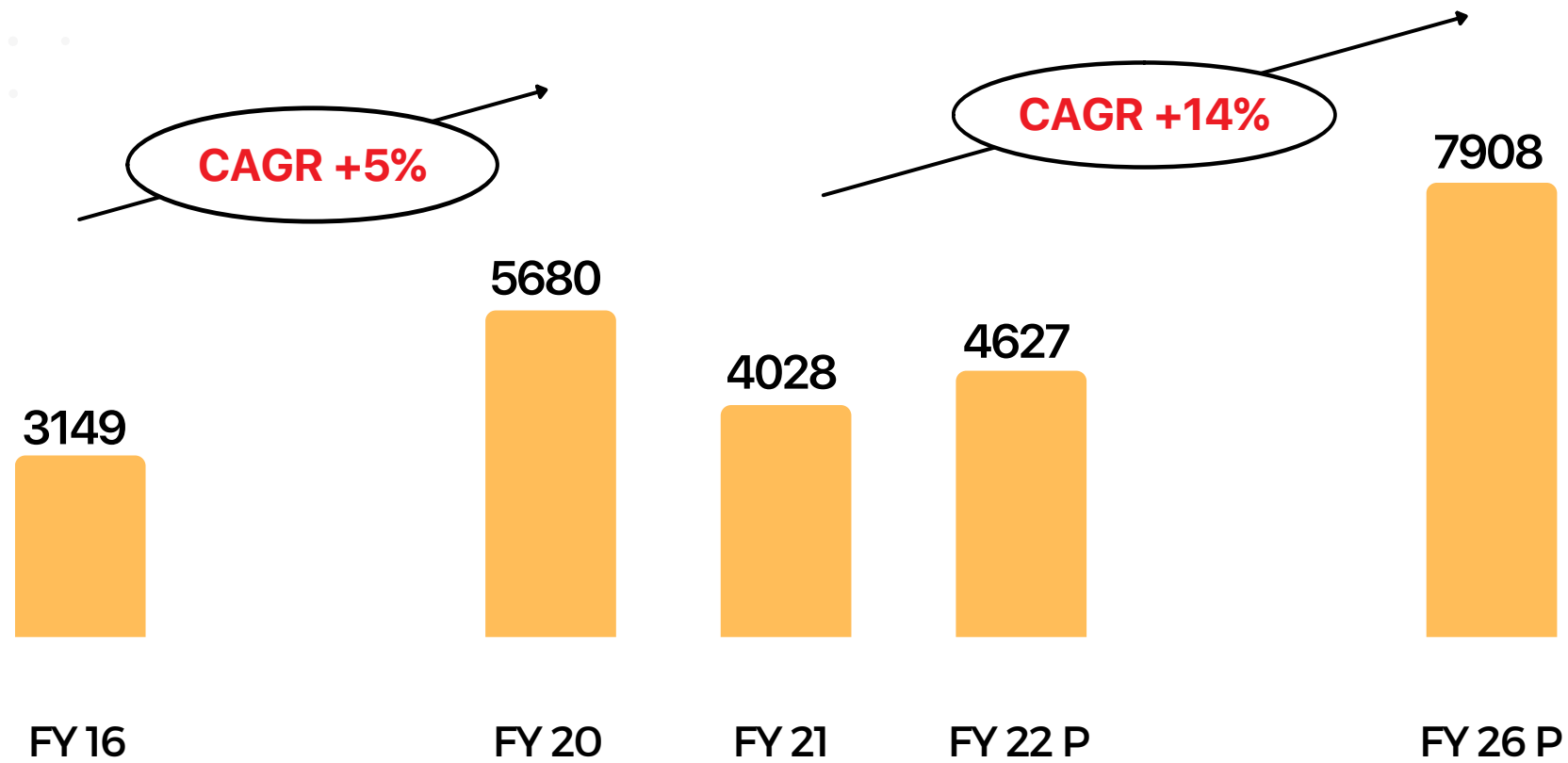
Various financing options

Consumer Durable Industry Stated to Grow at 13-15% ahead

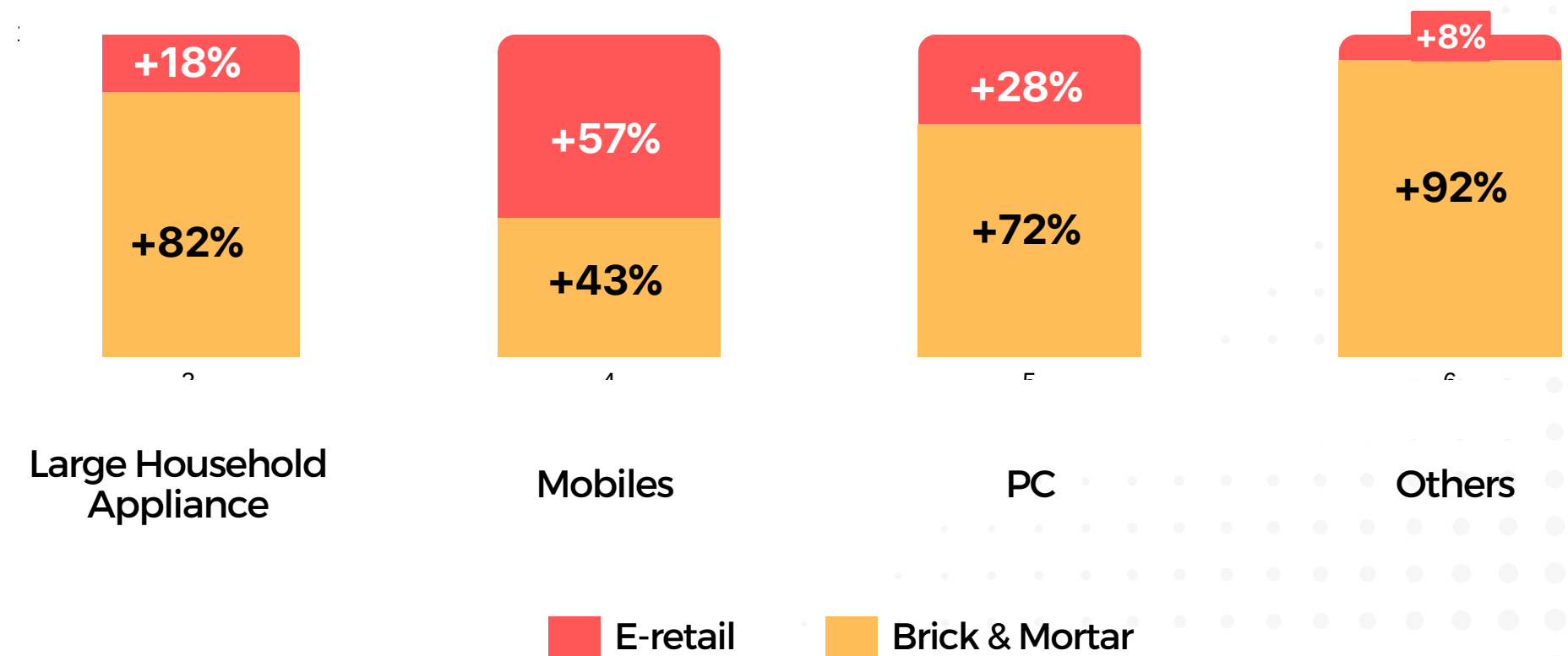


STRONG GROWTH IN ORGANISED BRICK & MORTAR RETAIL

Organised Brick & Mortar (B&M) Growing Faster



Brick & Mortar continues to dominate the organized retail market



EMIL'S KEY GROWTH STRATEGIES



STRONG FY23 PERFORMANCE



Revenue from Operations

Rs. 5,446 crores



EBITDA

Rs. 336 crores



Profit Before Tax

Rs. 163 crores

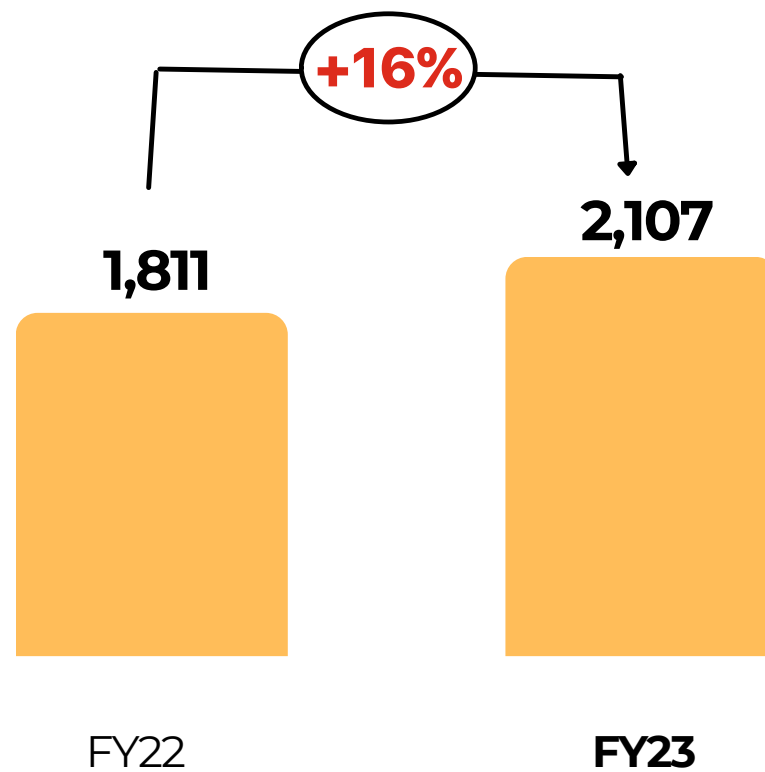


Profit After Tax

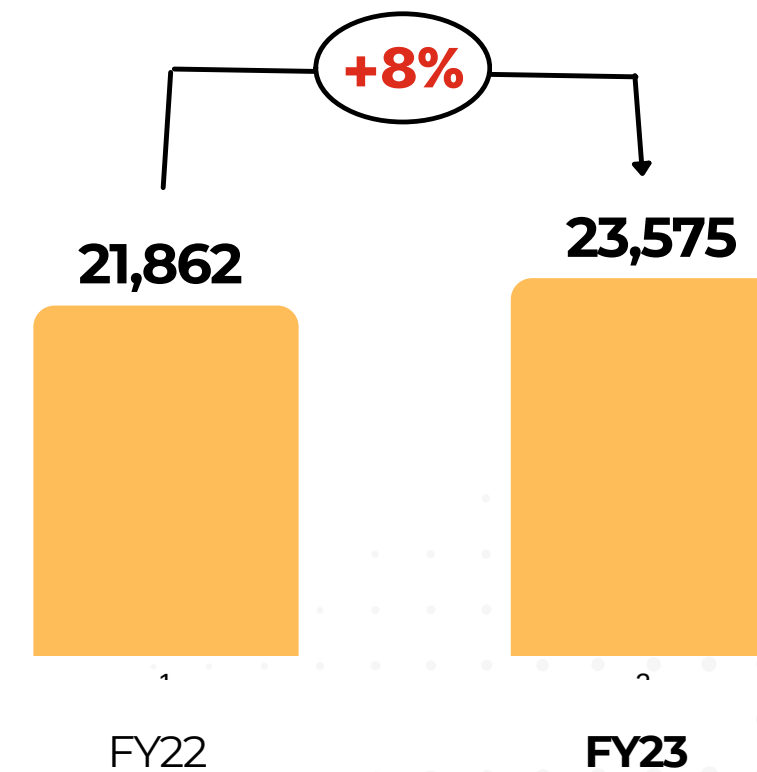
Rs. 123 crore



Bill Cuts (Nos. in '000)



Average Ticket Size (Rs.)



EMIL'S CSR ACTIVITIES



Sponsored treatments of newborn babies at various hospitals

Sponsored treatments of children suffering from thalassemia disease

Renovated school for underprivileged students

EMIL CS Foundation (ECF)

The community programmes of the Company aim to bring about positive societal change. The Company's CSR policy and initiatives outline the vision, mission, thrust areas, and key requirements. ECF is authorised to undertake the SR activities of the Company either directly or through EMIL CSR Foundation.



₹ 1.13 Million

Spent for Providing Educational Facilities for the School.



₹ 3.15 Million

Utilised for Construction of Classroom.



₹ 3.94 Million

Spent for Helping the Poor and Needy People who Require Medical Facility.



THANK YOU!