

Date: 23/02/2023

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 ended 31<sup>st</sup> December, 2022 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) LIMITED**

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**Q3 2022-2023 INVESTOR PRESENTATION**

# Safe Harbour

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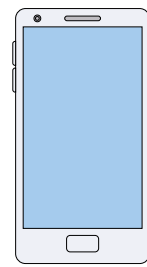
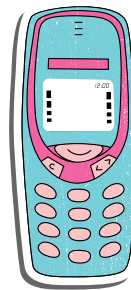
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# Business Overview

Our company is engaged into retail and wholesale distribution business of trading mobile handsets, tablets, data-cards, mobile accessories, air conditioners, Washing Machines and other Electronic Equipment.



# FOCUS AREA

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Our Goals to Grow perpetually



**Marketing**



**Supply Chain**



**Operation**



**Sales**

# Problem

Quality Electronic Products with after-purchase customer service.

**BHATIA'S<sup>®</sup> Solution**  
The mobile one stop shop

## Recognizable Service

PAN Gujarat presence with 100+ outlets, providing premium quality Electronic products of various brands.

## Unique Value Proposition

- Bhatia Communications & Retail (India) Limited is moving up the value chain increasing outlets with multiple products.
- After Sales customer service.
- First-mover advantage with strategically locating new Key Metrics stores.

## Shifting Environment

Smart Phones and Electronic Gadgets are no more considered a luxury item, they are necessities for everyone.

# Existing Alternatives

There are regional players, having minimal presence, but they're unable to provide end-to end solution.

However, there is competition from large retail giants, but we have been easily able to compete with them.

# Why we stand apart

## Unfair Advantage

Competitive pricing.

Customer Service.

Wide range of products.

Strong distribution network across Surat city

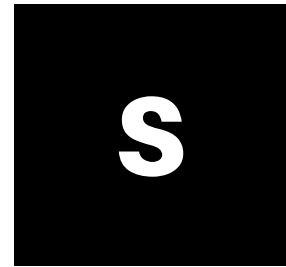
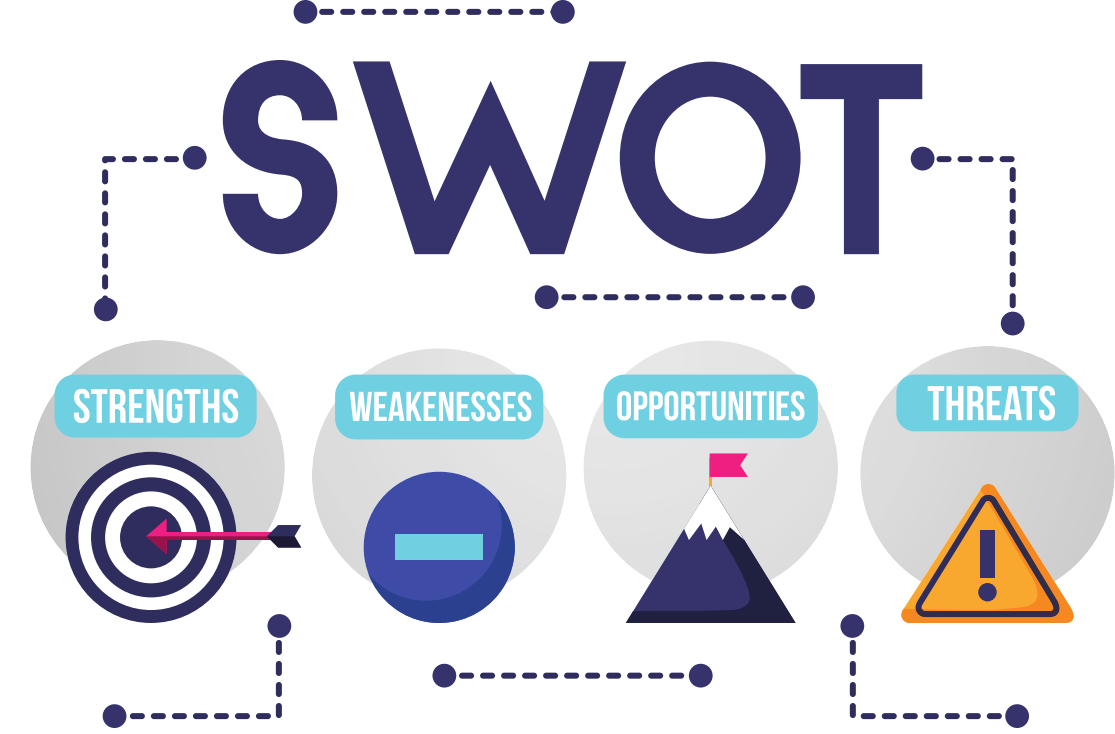
## Channels

Direct marketing, social media, ads along with tieup with Financial Channel Partners is helping the company reach wider audience.



# BHATIA'S®

The mobile one stop shop

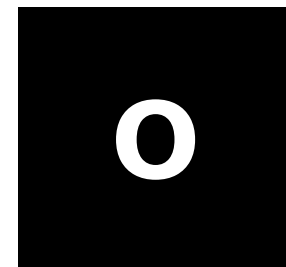


## Strengths

- Diversified Product Portfolio
- Trained Work force
- Established Inventory Management System
- Increased in Multi-Brand Stores

## Weaknesses

- Lack of Brand Awareness
- Resource Availability and Distribution
- Increase in outdated inventories
- Competitive market



## Opportunities

- Work from Home becoming a norm increase in gadgets demand.
- Smartphones and Tablets becoming essentials 5G Tech
- Introduction in India

## Threats

- Competition may shrink Margins.
- Low Entry barriers for new entrants.
- Online platform bringing in competition.
- Supply Chain Disruptions
- Products getting easily outdated



# Executive Managers



**SANJEEV BHATIA**

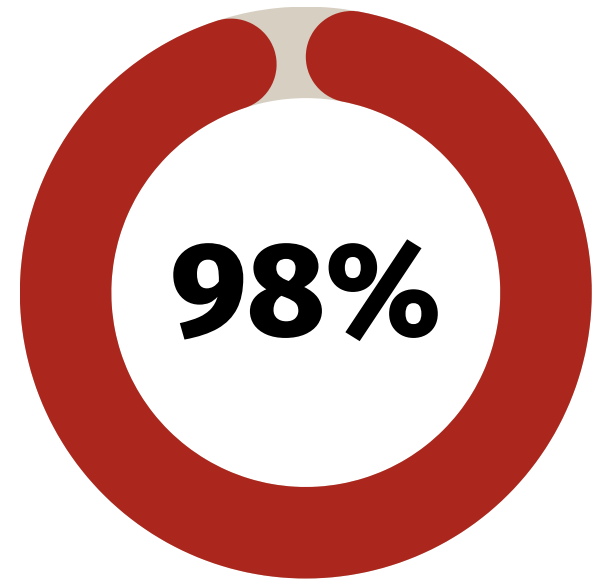
CHAIRMAN & MANAGING DIRECTOR



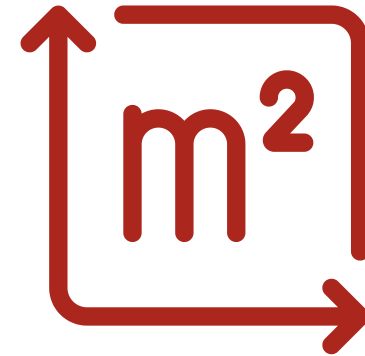
**NIKHIL BHATIA**

WHOLE-TIME DIRECTOR

# Key Metrics



**Conversion  
Rate**



**1,21,500**

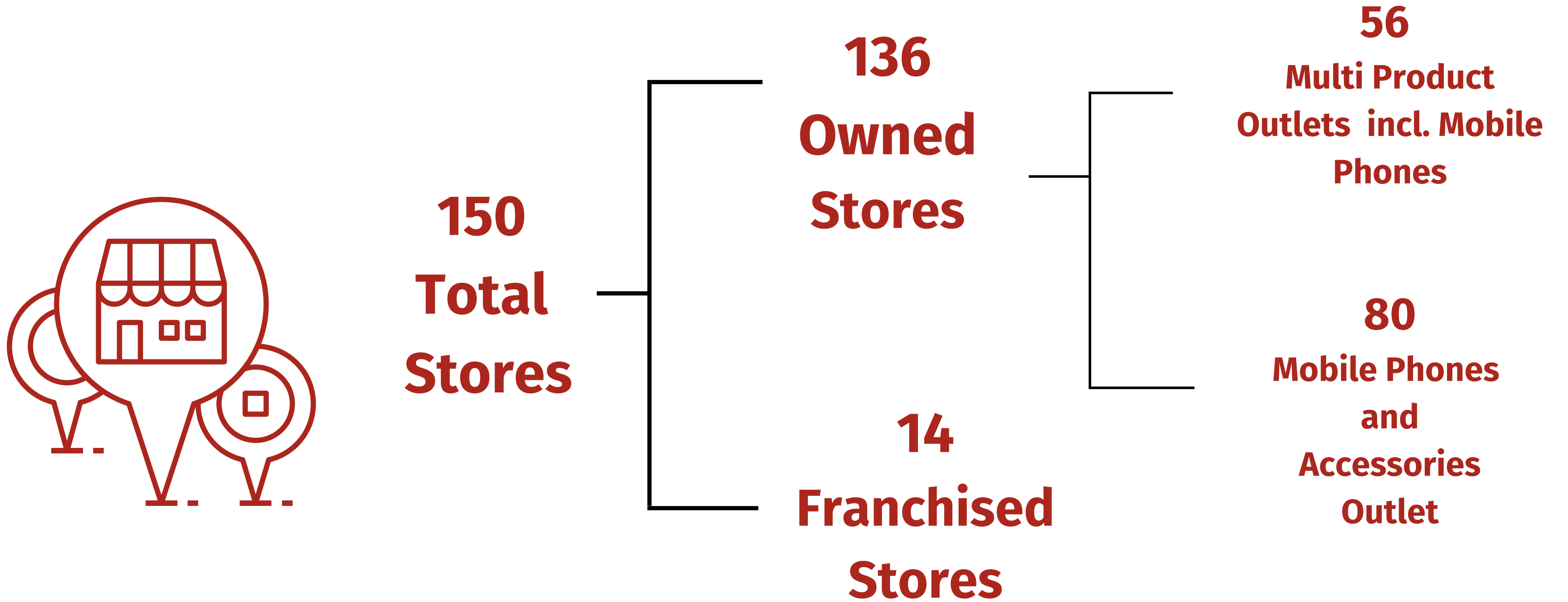
**Total  
Square feet**



**₹ 2734.15**

**Revenue per  
Square feet**

# Number of Stores



# Why Offline Still Matters?



## Personal Customer Service

Important for Indians when it comes to Electronics.



## After Sales Service

Customer can walk-in anytime after a sale for support, bolstering repeat purchases.



## Tangible Marketing

It enables consumers to come and try the product themselves before buying.



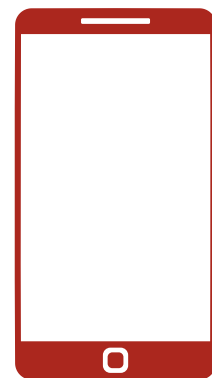
**Trust of:  
15 YEARS +**



**People:  
97**



**Stores:  
150**



**Units Sold:  
80,590**

## ● **Quarter Summary**

Bhatia Communications keeps growing YoY by utilizing excellent people with large number of retail stores, which when combined with adequate experience yields high revenue.





# Financial Highlights

Key Financial Highlights of Q3 2022-23

# Profitability Q on Q

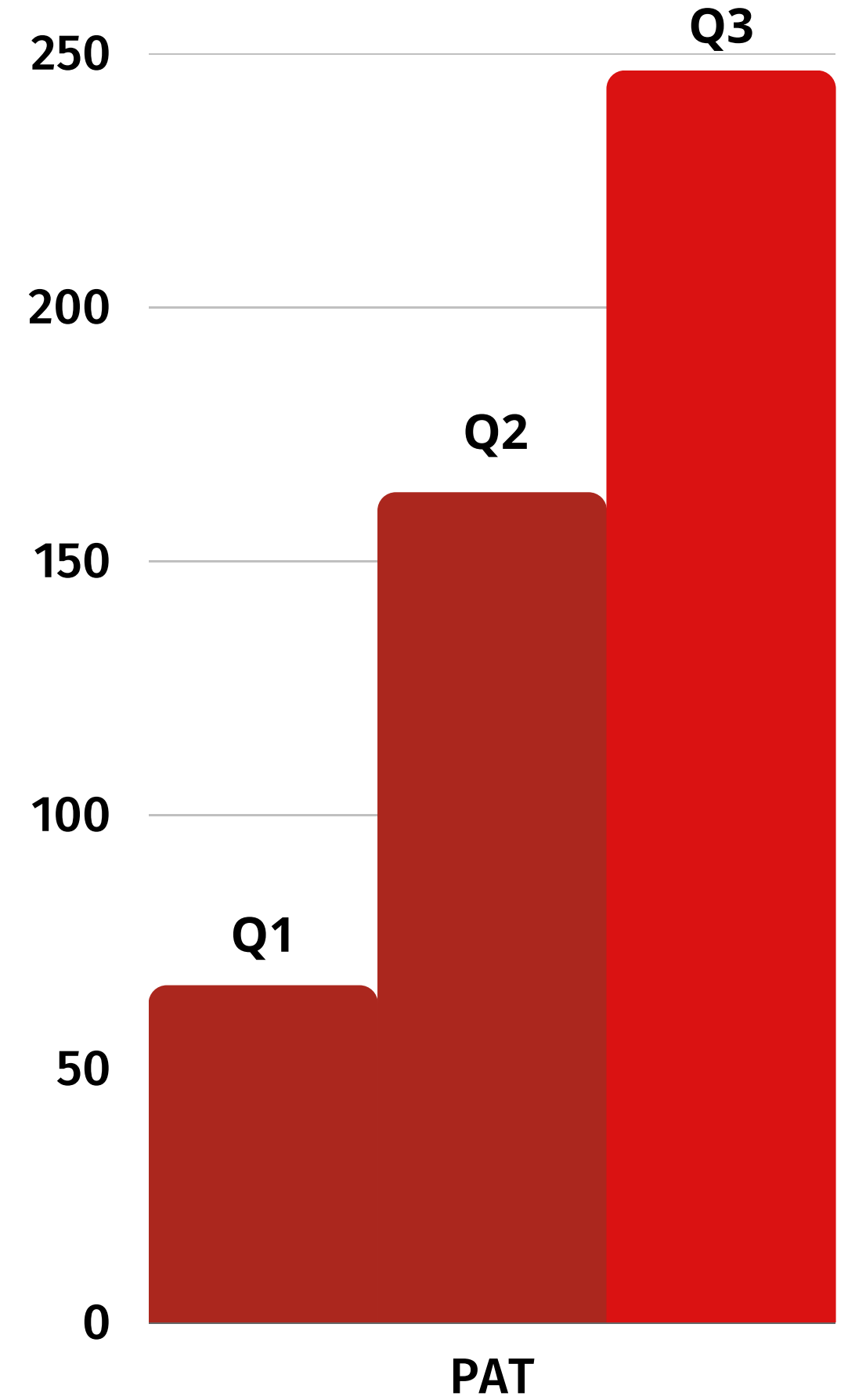
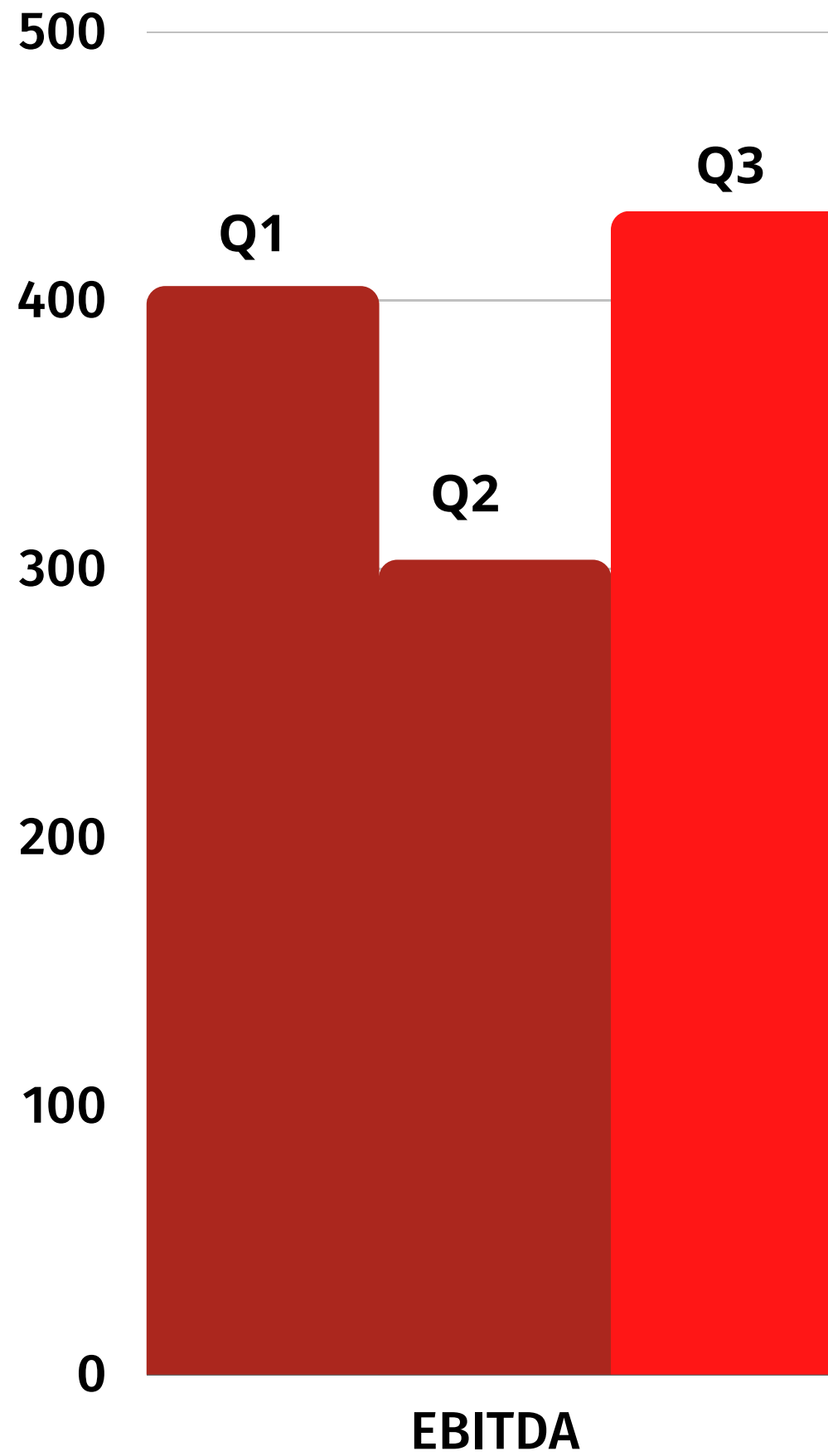
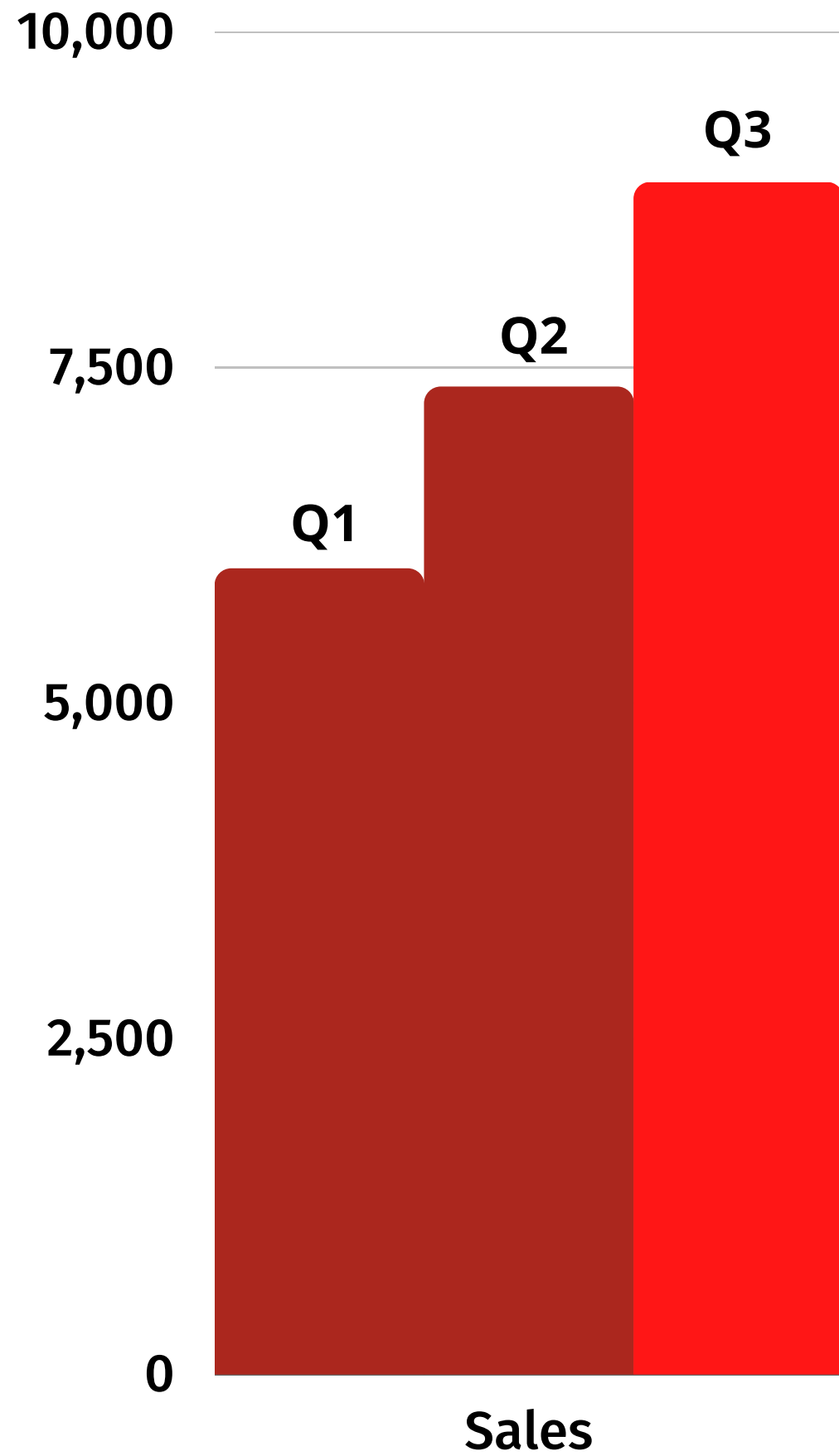
(in lakhs ₹)

<b>Particulars</b>	<b>Q1 2022-23</b>	<b>Q2 2022-23</b>	<b>Q3 2022-23</b>
<b>Sales</b>	<b>6879.80</b>	<b>7354.88</b>	<b>8878.04</b>
<b>Total Income</b>	<b>7456.77</b>	<b>8161.30</b>	<b>9838.07</b>
<b>COGS</b>	<b>6805.87</b>	<b>7453.90</b>	<b>8975.89</b>
<b>Total Expenses</b>	<b>7224.97</b>	<b>7910.77</b>	<b>9475.29</b>
<b>EBITDA</b>	<b>279.20</b>	<b>303.27</b>	<b>433.05</b>
<b>PBT</b>	<b>200.05</b>	<b>217.72</b>	<b>329.13</b>
<b>PAT</b>	<b>154.78</b>	<b>163.55</b>	<b>246.59</b>



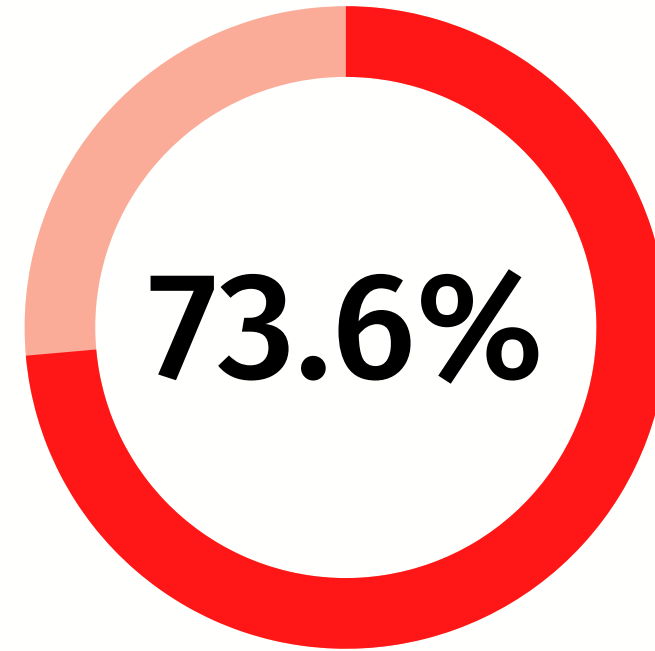
# Key Highlights

(in lakhs ₹)



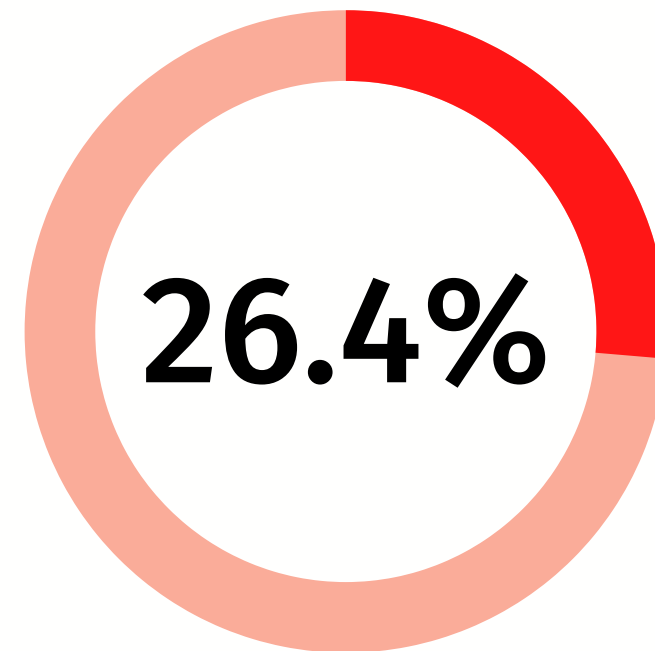
# Current Shareholding Pattern

**Promoters'  
Holding**



**7 Shareholders  
with  
9,21,78,190 Shares**

**Public  
Holding**



**15,660 Shareholders  
with  
3,29,73,810 Shares**

# Award Winning Performance



**BHATIA'S**<sup>®</sup>  
The mobile one stop shop

# Contact Us



We are committed to grow and bring growth.



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