



To,
Listing Compliance Department,
The National Stock Exchange of India Ltd.,
(Through NEAPS)
Symbol: EMIL
Series: EQ
ISIN: INE02YR01019

Listing Compliance Department
BSE Limited
(Through BSE Listing Centre)
Scrip Code: 543626

Dear Sir/Madam,

Sub: Proceedings of the 06th Annual General Meeting (AGM) held on Friday, 30th August 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the proceedings of the Sixth AGM of the Company, which was held on Friday, 30th August 2024, at 12:30 p.m. and concluded at 01:36 p.m. through Video-conferencing.

In this regard, please find enclosed the following: -

- **Annexure-1:** Proceeding of the AGM;
- **Annexure-2:** The Chairman's speech delivered at the AGM;
- **Annexure-3:** CEO's presentation to the shareholders.

We request you to kindly take the above information on record.

Thanking You,

For and on behalf of **Electronics Mart India Limited**

Rajiv Kumar

Company Secretary and Compliance Officer

Date: 30th August 2024

Place: Hyderabad

Bajaj Electronics is a Trademark of **ELECTRONICS MART INDIA LIMITED**
CIN L52605TG2018PLC126593

Regd. Office : 6-1-91, Shop No. 10, Ground Floor, Next to Telephone Bhavan, Secretariat Road, Saifabad, Hyderabad-500004
Corp. Office : M.No. 6-3-686/A1 to 7, 1st Floor, Opp. NIMS Hospital, Punjagutta Main Road, Hyderabad-500082. Ph : 040-23230244
E-mail : communications@bajajelectronics.in | Website : www.bajajelectronics.com

ANNEXURE-1

SUMMARY OF PROCEEDINGS OF 6TH ANNUAL GENERAL MEETING

The 6th Annual General Meeting (“AGM/Meeting”) of the Members of Electronics Mart India Limited (the “Company”) was held on Friday, 30th August 2024 at 12:30 PM (IST) through Video Conference (“VC”).

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

The details of the members present in the Meeting were as follows:

CATEGORY	PROMOTER & PROMOTER GROUP	PUBLIC	TOTAL
In-person	-	-	-
Through proxy or authorized representatives	-	-	-
VC	04	47	51
TOTAL	04	47	51

DIRECTORS, INVITEES AND IN ATTENDANCE

1. Mr. Pavan Kumar Bajaj – joined over VC from Hyderabad (Chairman, Managing Director)
2. Mr. Karan Bajaj – joined over VC from Hyderabad (Whole-time Director, Chief Executive Officer, Chairperson of Finance Committee)
3. Mrs. Astha Bajaj - joined over VC from Hyderabad (Whole-time Director, Chairperson of Corporate Social Responsibility Committee)
4. Mr. Gurdeep Singh – *joined over VC from New Delhi* (Independent Director, Chairperson of Audit Committee)
5. Mr. M.G.M. Baig - *joined over VC from New Jersey* (Independent Director, Chairperson of Nomination & Remuneration Committee and Risk Management Committee)
6. Mrs. Jyotsna Angara - *joined over VC from Washington D.C.* (Independent Director, Chairperson of Stakeholders’ Relationship Committee and Environment, Social & Governance Committee)
7. Mr. Premchand Devarakonda - joined over VC from Hyderabad (Chief Financial Officer)

8. Mr. Rajiv Kumar - joined over VC from Hyderabad
(Company Secretary & Compliance Officer)

OTHER REPRESENTATIVES

1. **Statutory Auditors** – representatives of *Walker Chandiook & Co LLP, Chartered Accountants*

Mr. Sanjay Kumar Jain – Partner, joined over VC from Hyderabad

2. **Secretarial Auditor** – representatives of *VSSK & Associates, Company Secretaries*

Mr. Vinod Sakaram – Partner, joined over VC from Hyderabad

3. **Scrutinizer**

Mr. Vinod Sakaram – PCS, joined over VC from Hyderabad

QUORUM OF THE MEETING

A total of 51 members representing 25,07,93,841 equity shares attended the Meeting.

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 then requested Mr. Rajiv Kumar, the Company Secretary, to provide the general instructions to shareholders about the Meeting. Mr. Rajiv Kumar explained the legal provisions relating to the Meeting, provided details about the remote e-voting, and informed shareholders that e-voting facility will remain open for shareholders, who have not cast their votes and are participating in the AGM, during the Annual General Meeting till 15 minutes after the Meeting is carried out.

The Company Secretary then requested Mr. Karan Bajaj, Whole-Time Director and Chief Executive Officer of the Company, to address the Meeting. Mr. Karan Bajaj made a presentation on the operational and financial performance of the Company for the Financial Year 2023-24.

After the presentation, the CEO handed over to the Company Secretary to provide a summary of the Auditors' Report and the proposed Resolutions in the Notice.

The Company Secretary then informed the Members that the Statutory Auditor and Secretarial Auditor have expressed unqualified opinions in their respective Audit Reports for the Financial Year 2023-24. 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 Reports of the Statutory Auditor and Secretarial Auditor are available in the Integrated Annual Report and the same is also available on the website of the Company.

The brief on the following resolutions, as set out in the Notice convening the 6th Annual General Meeting, was read out by Mr. Rajiv Kumar, Company Secretary, as follows:

SL. NO.	BUSINESS ITEM	TYPE OF RESOLUTION
1.	Adoption of Audited Standalone and Consolidated Financial Statements together with the Reports of the Auditors and Board thereon for the Financial Year ended on March 31, 2024.	ORDINARY RESOLUTION
2.	Appointment of Mr. Karan Bajaj (DIN: 07899639) as a Director, who is liable to retire by rotation and being eligible offers himself for re-appointment	ORDINARY RESOLUTION
3.	Re-appointment of M/s Walker Chandiook & Co LLP as the Statutory Auditors for their second term	ORDINARY RESOLUTION

After that, the Company Secretary opened the session for Speakers' Questions & Answers (Q&A), and the Moderator announced the Speakers' names and activated the Audio/Video. The Speakers were given appropriate time to ask their questions, which were answered by the CEO at the end. The CEO also answered certain questions raised by the shareholders over email.

Thereafter, the moderator closed the Speakers' Q&A session and handed over the Meeting proceedings to the Company Secretary. The Company Secretary gave the Closing remarks, and the e-voting facility was opened for 15 minutes after the Meeting.

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

The Company Secretary announced that the e-voting results along with the consolidated Scrutinizer's Report shall be submitted to the Stock Exchanges and the same shall be available on the website of the Company, KFin Technologies Ltd, and Stock Exchanges.



The Meeting concluded at 01:36 P.M. (IST) after being open for e-voting to be completed for 15 minutes.

All the resolutions as set forth in the Notice of 6th AGM shall be deemed to be passed on Friday, 30th August 2024 subject to receipt of requisite votes.

Details of voting results and Scrutinizer's Report as required under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and Companies Act, 2013 will be submitted separately in due course.

For and on behalf of **Electronics Mart India Limited**

Rajiv Kumar

Company Secretary and Compliance Officer

Date: 30th August 2024

Place: Hyderabad

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ANNEXURE-2

CHAIRMAN'S SPEECH

Dear Shareholders,

Good Afternoon!

I am pleased to welcome you all to the 6th Annual General Meeting of Electronics Mart India Limited. Thank you for taking the time to join us today. It is an honour to welcome you all to this 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.

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

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

We are pleased to report that revenue for the year stood at 62,854.06 million rupees, reflecting a growth of 15.42% over the previous year. Our net profit has also significantly increased to 1,839.83 million rupees, reflecting a growth of 50% over the previous year, highlighting our robust financial health.

Over the past year, we have expanded our retail footprint by opening 33 new stores across key locations in Andhra Pradesh, Telangana, and NCR. This expansion has allowed us to serve more customers and effectively cater to their needs.

We are excited about the growth opportunities that lie ahead. To cater to our customers' evolving needs, we plan to deepen our footprints in existing markets and expand our presence in new markets.

I would like to thank our Board of Directors for their valuable guidance and support. Their strategic insights have been instrumental in our success.

I would also like to thank our customers for their trust and loyalty towards us. Your satisfaction is our greatest reward.



I would also like to express my gratitude towards our shareholders, and thank you for your continued support and confidence in our vision. We remain committed to delivering sustained growth and value.

In conclusion, I am confident that with our strategic vision, dedicated team, and unwavering commitment to excellence, your Company will continue to achieve greater heights and deliver exceptional value to our customers, shareholders, and stakeholders.

I thank everyone.

I now request the Company Secretary, Mr. Rajiv Kumar, to provide general instructions.

Sd/-

Pavan Kumar Bajaj
Chairman & Managing Director
(DIN: 07899635)

Date: 30.08.2024

Place: Hyderabad

W E L C O M E T O T H E 6 T H A G M



August 30, 2024

EMIL'S KEY MILESTONES

1980
FIRST STEP
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 INR 3,000 crores in net Sales

2021
MILESTONE
OPENED 100th STORE

2022
GOING PUBLIC
IPO Listed at BSE/NSE, raised INR 500 CR
Expanded to new territory by opening 12 "Electronics Mart" Stores in NCR

2023
MILESTONE
• Crossed INR 5,000 crore of net Sales
• Encouraged sustainable practices by installing solar panels at stores

2024
HERE WE ARE
Crossed INR 6,000 crores of net sales

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 100+ brands** comprising of more than **8,000 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 PRESENCE

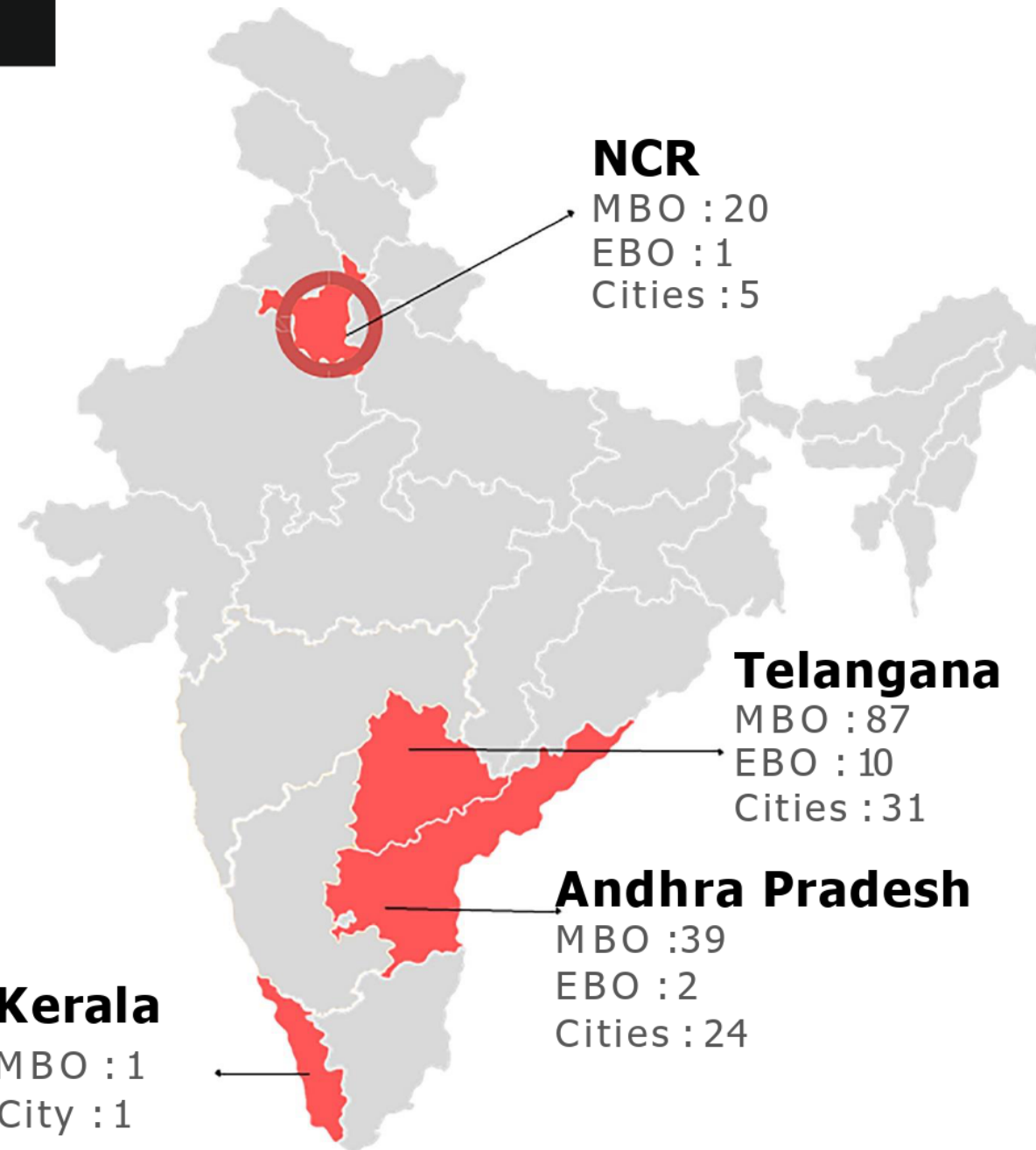


Deep penetration in the states of Andhra Pradesh & Telangana with a growing presence in NCR

MBO Brands (# Stores)

- 119** **BAJAJ ELECTRONICS**
- 18** **ELECTRONICS MART**
- 6** **KITCHEN STORIES**
FROM THE HOUSE OF BAJAJ ELECTRONICS
- 1** **AUDIO & BEYOND**
- 3** **EASY KITCHENS**

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



Cities
61

States
6

Retail Stores
160

147 MBO; 13 EBO

Retail Area
1.48 mn. sq. ft.

Central Warehouses
12

Avg. Store Size of 10k sq. ft.

6 in TS, 3 in AP & 3 in NCR

Store Ownership (#)



Leased

137



Owned

11



POPL

12

EMIL'S RETAIL OUTLET- MBOs



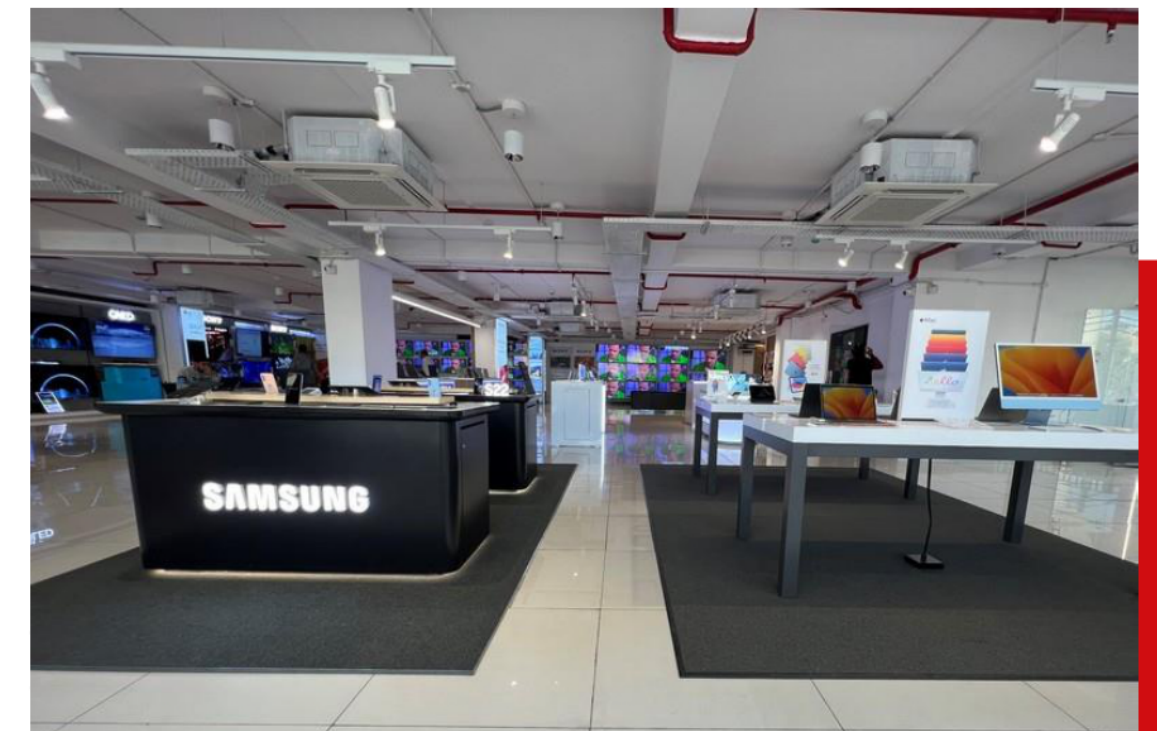
Bajaj Electronics-Himayatnagar (Hyderabad)



Electronics Mart – Noida Sec. 18



Electronics Mart - Patel Nagar (Delhi)



EMIL'S RETAIL OUTLET- EBOs



Samsung Plaza – Jubilee hills
(Hyderabad)



IQ Store - Madhapur
(Hyderabad)



LG Best Shoppe - Punjagutta
(Hyderabad)



IQ Store – Attapur
(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

Consumer durable industry slated to grow at 10-12% ahead



Urbanisation



Rising awareness



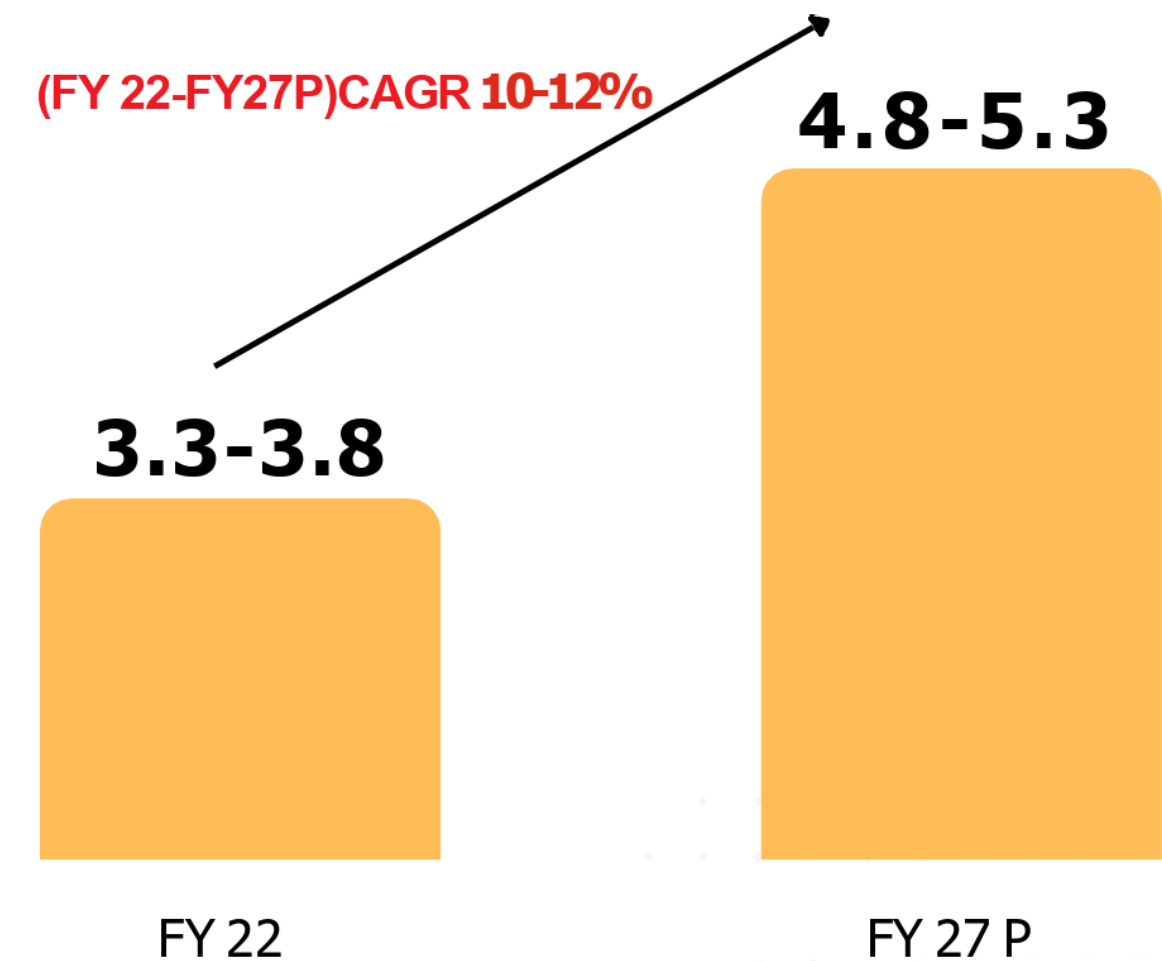
Higher discounts



Larger portfolio



Various financing options

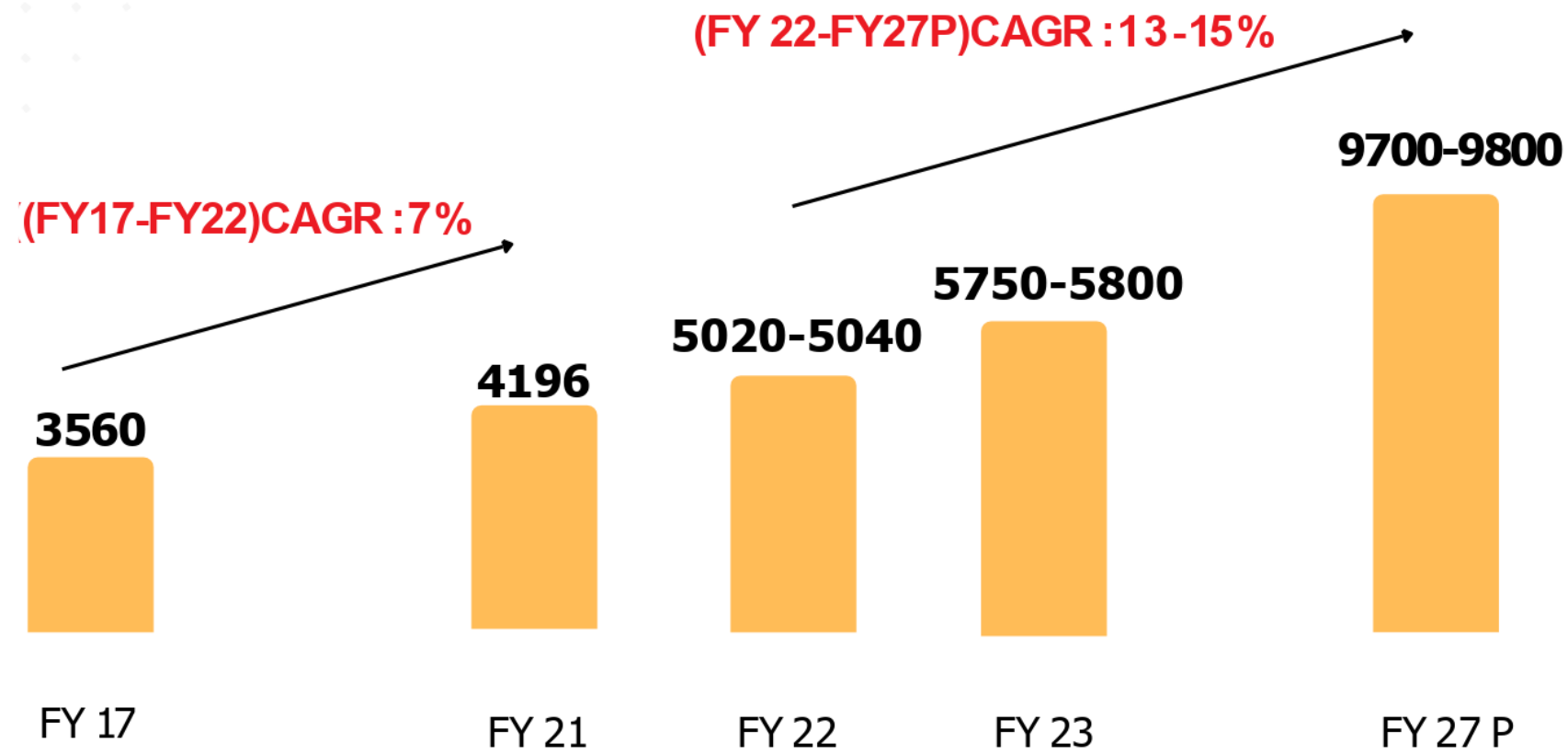


All figures are in ₹ trillion

STRONG GROWTH IN ORGANISED BRICK & MORTAR CONSUMER DURABLE RETAIL

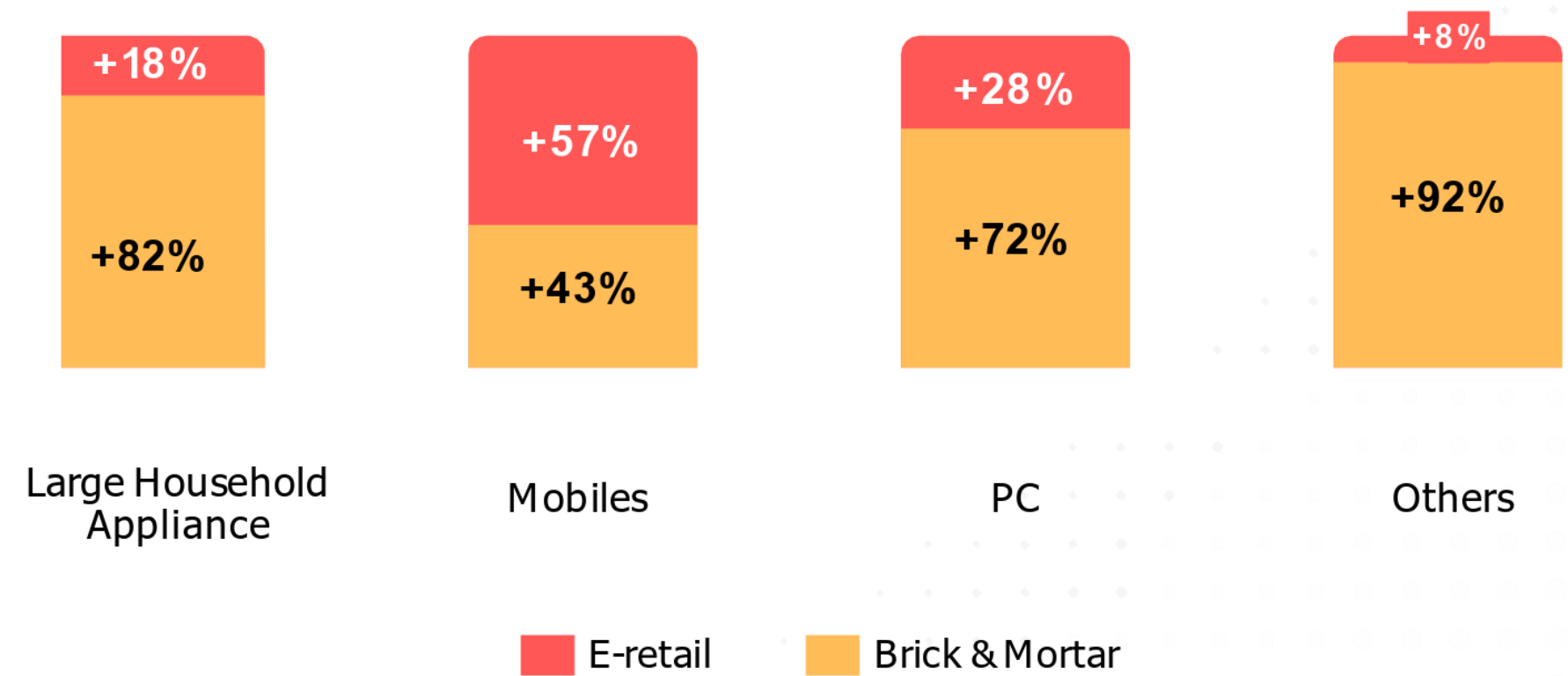


Organised Brick & Mortar (B&M) Growing Faster

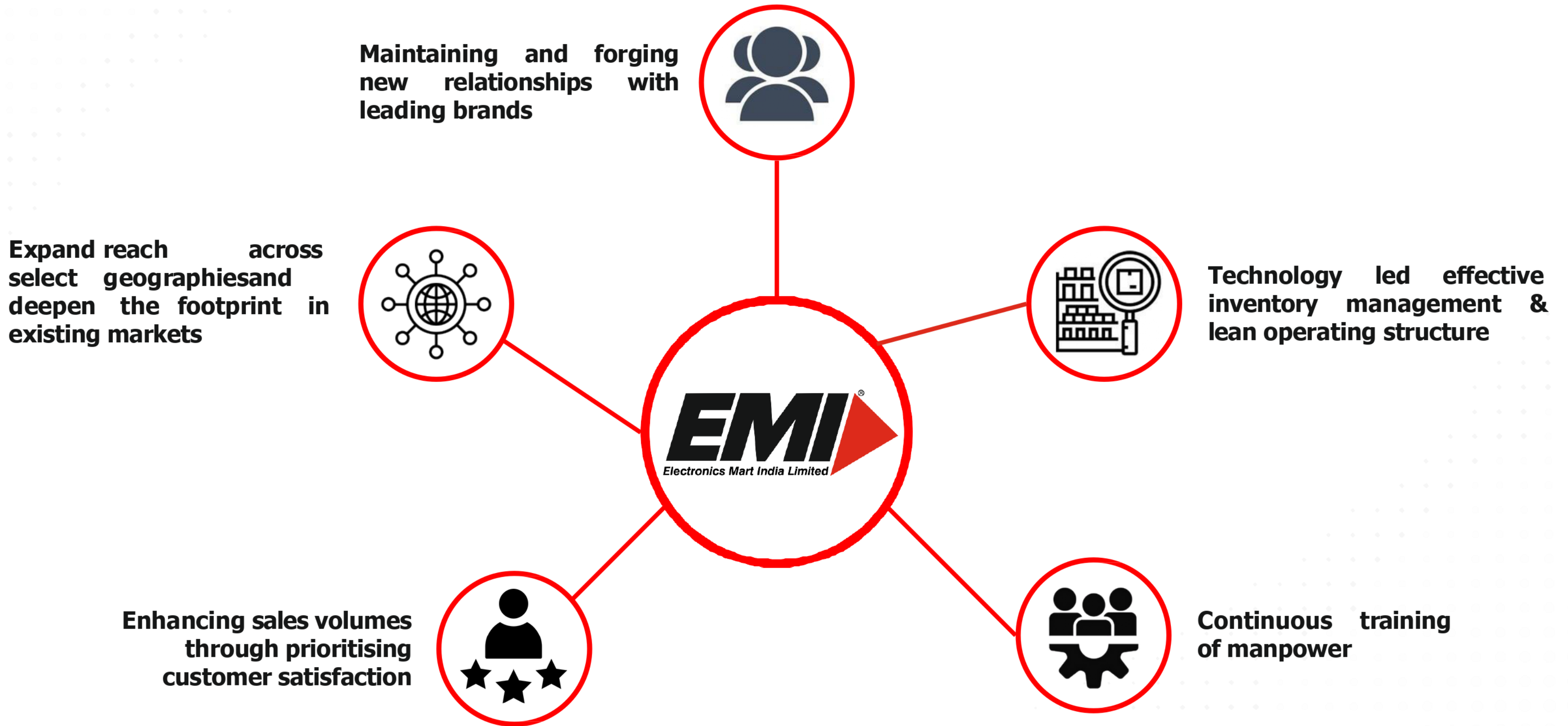


All figures are in ₹ billion

Brick & Mortar continues to dominate the organized retail market



EMIL'S KEY GROWTH STRATEGIES



STRONG FY24 PERFORMANCE



Revenue from Operations

₹62,854.06 Million



EBITDA

₹4,495.15 Million



Profit Before Tax

₹2,462 Million

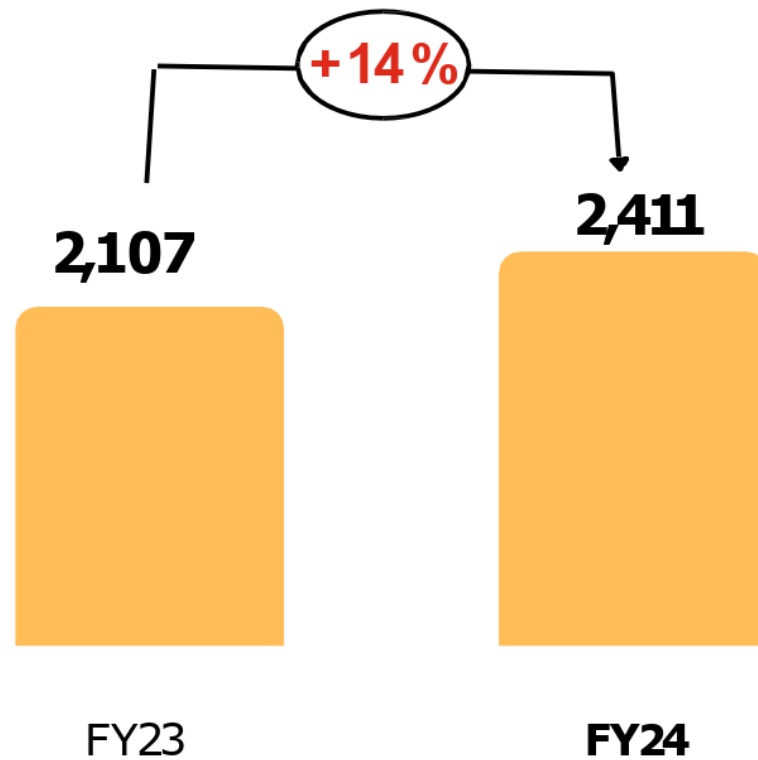


Profit After Tax

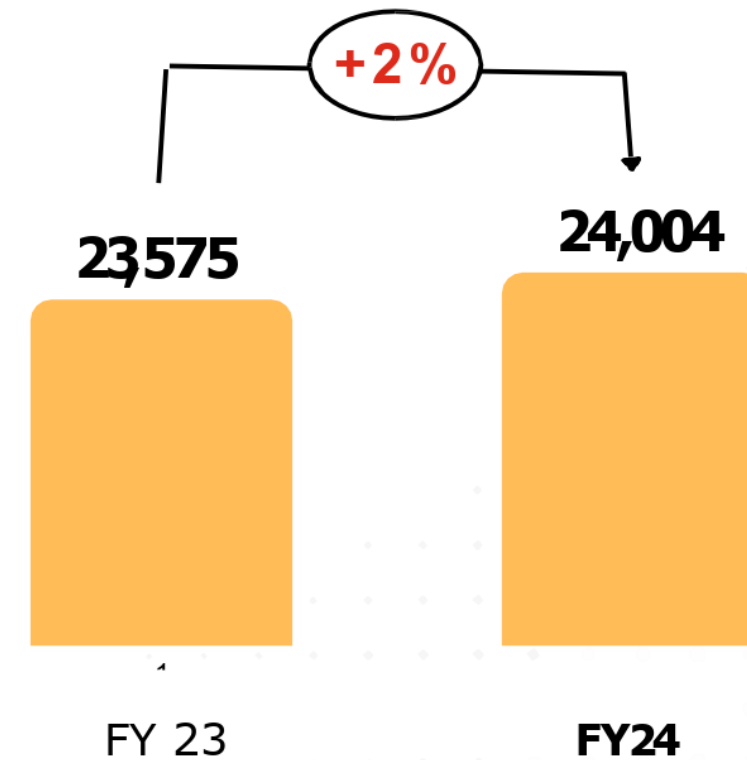
₹1,839.83 Million



Bill Cuts (Nos. in '000)



Average Ticket Size (Rs.)



EMIL CSR 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 CSR activities of the Company either directly or through EMIL CSR Foundation.



₹ 25.60 Million
Total allocated budget for various ongoing and upcoming CSR projects



₹ 22.86 Million
Allocated for healthcare initiatives



₹ 0.38 Million
for Sports Initiatives.



₹ 2.36 Million
Allocated for educational initiatives inclusive of vocational training

EMIL'S CSR PARTNERSHIPS



TEACHFORINDIA



EMIL'S CSR ACTIVITIES



Sponsored a state level table tennis player Hriaan Kheskani



Spent for educational initiatives inclusive of vocational training



Spent for healthcare initiatives



THANK YOU!