

BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED

CIN: L32109GJ2008PLC053336

Regd. Off: 132, Dr. Ambedkar Shopping Centre, Ring Road, Surat-395002

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Date: 21/11/2025

To

**BSE Limited**

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai- 400001

Scrip ID/ Code/ ISIN : BHATIA/ 540956/ INE341Z01025

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 half year ended 30th September, 2025 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

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# **BHATIA'S**<sup>®</sup>

**A Public Limited Company**

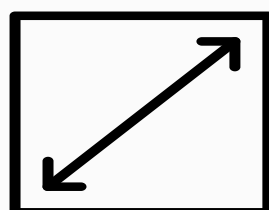
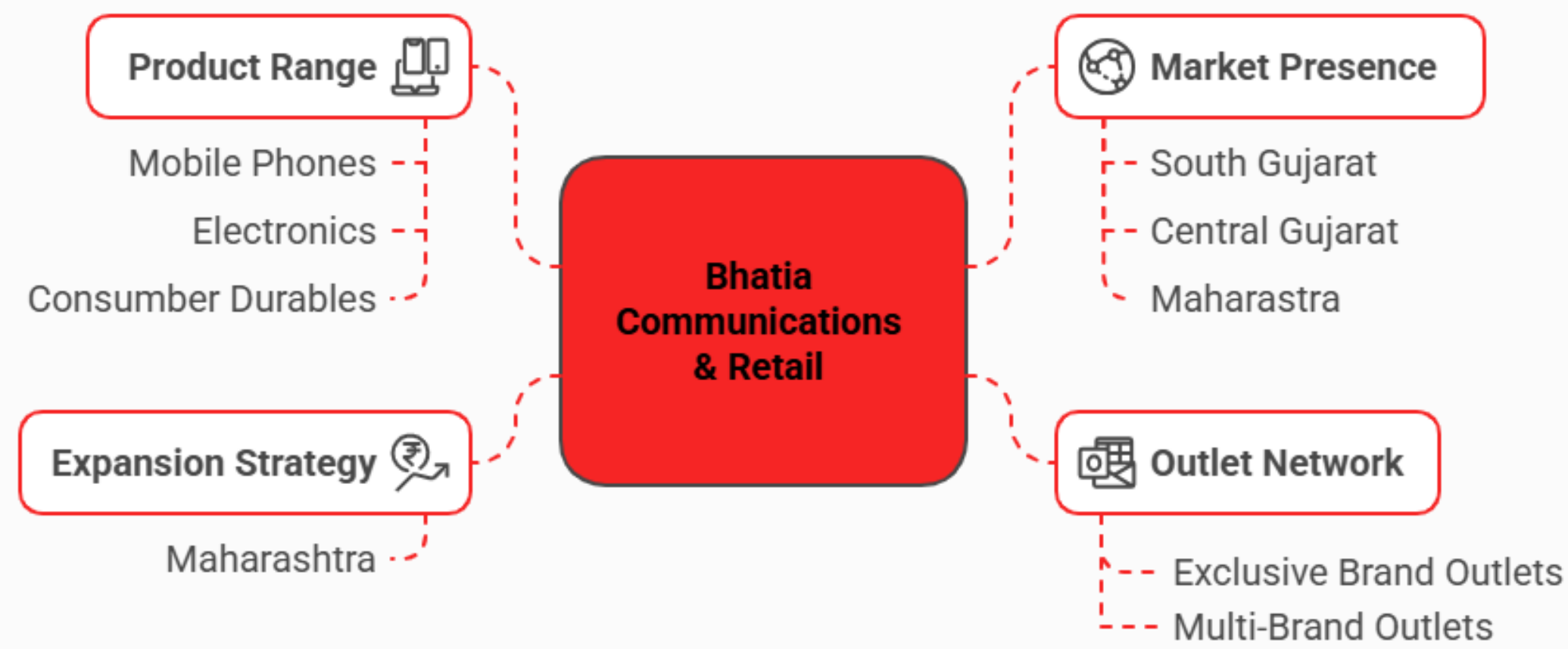


# Bhatia- At a Glance

- **Bhatia Communications & Retail (India) Limited (is a renowned multi-brand consumer durables and electronic and electrical appliances retailer) specializing in a wide range of products.**
- **Dominant player in South and Central Gujarat, and other neighboring areas with a PAN Gujarat presence.**
- **The Company operates a network of multi-brand outlets (MBOs) under the brand name Bhatia Communication, "Bhatia Mobile – The One Stop Shop", "Only Mobile", "Mobile Station" and manages exclusive brand outlets (EBOs) for various brands.**
- **The company started mobile sales in 1996 and incorporated the company in 2008 with 1 store and as of H1 FY26 the company has 253 stores (250 owned and 3 franchise).**
- **Expanding operations outside Gujarat and opened its first store in Maharashtra in FY23 and today the number of stores stands at 28.**
- **The company has been gradually operating lot of multi product outlets within the existing stores, specially in the semi urban areas thereby creating good opportunities for growth.**

# Business Overview

## Bhatia Communications & Retail: Business Overview



**1.93 Lakh sq.ft.**  
Total Retail footprint



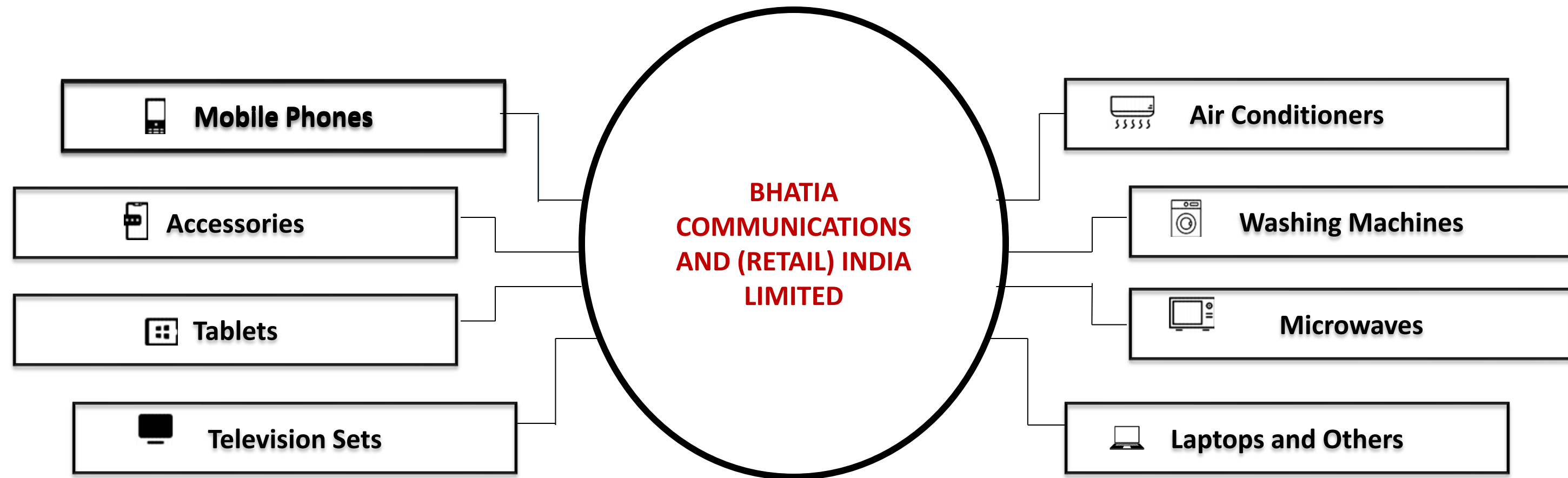
**253**  
Stores as on H1 FY26



**Surat**  
Headquarters

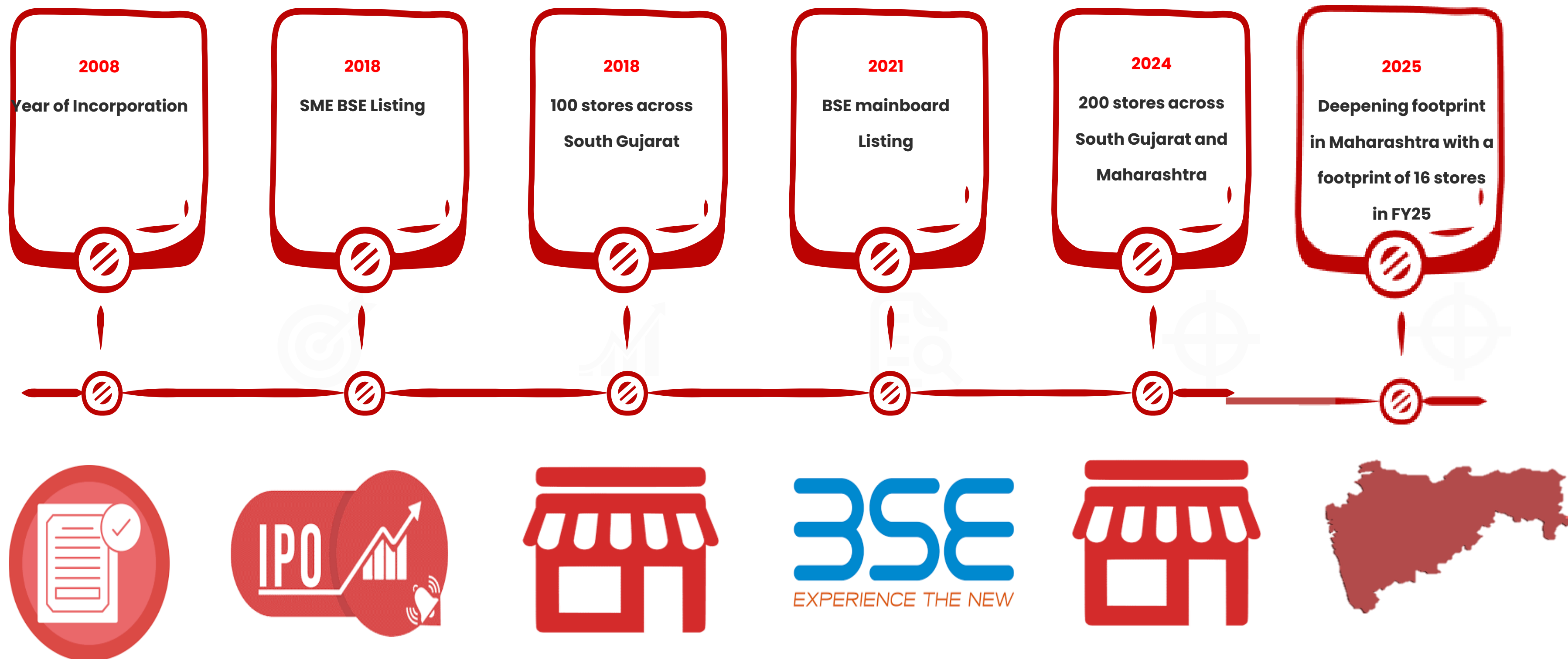
# Bhatia- Products

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





# Milestones- From Strength to Strength



# Key Management

## **SANJEEV BHATIA,** **MANAGING DIRECTOR**

Sanjeev Bhatia, aged 46 years, is having vast experience of 26 years of retail and wholesale business of consumable electronic goods and looks after Finance, Franchise Outlet and General Administration functions. He plays a vital role in motivating employees so that they come forward with their ideas.

## **NIKHIL BHATIA,** **WHOLE TIME DIRECTOR**

Nikhil Bhatia, aged 43 years, have vast experience of 23 years in the Field of Finance and Sales and look after Sales, Purchase, Finance and Accounts Department of the Company. He is proficient in business development and regularly explores the market for expansion.





# Strong Partnerships



xiaomi



TECNO



Lenovo



# Offline- Viable Business Model

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

Multiple rewards and loyalty programs for customers, thereby  
leading to customer retention



## Multiple Finance Options

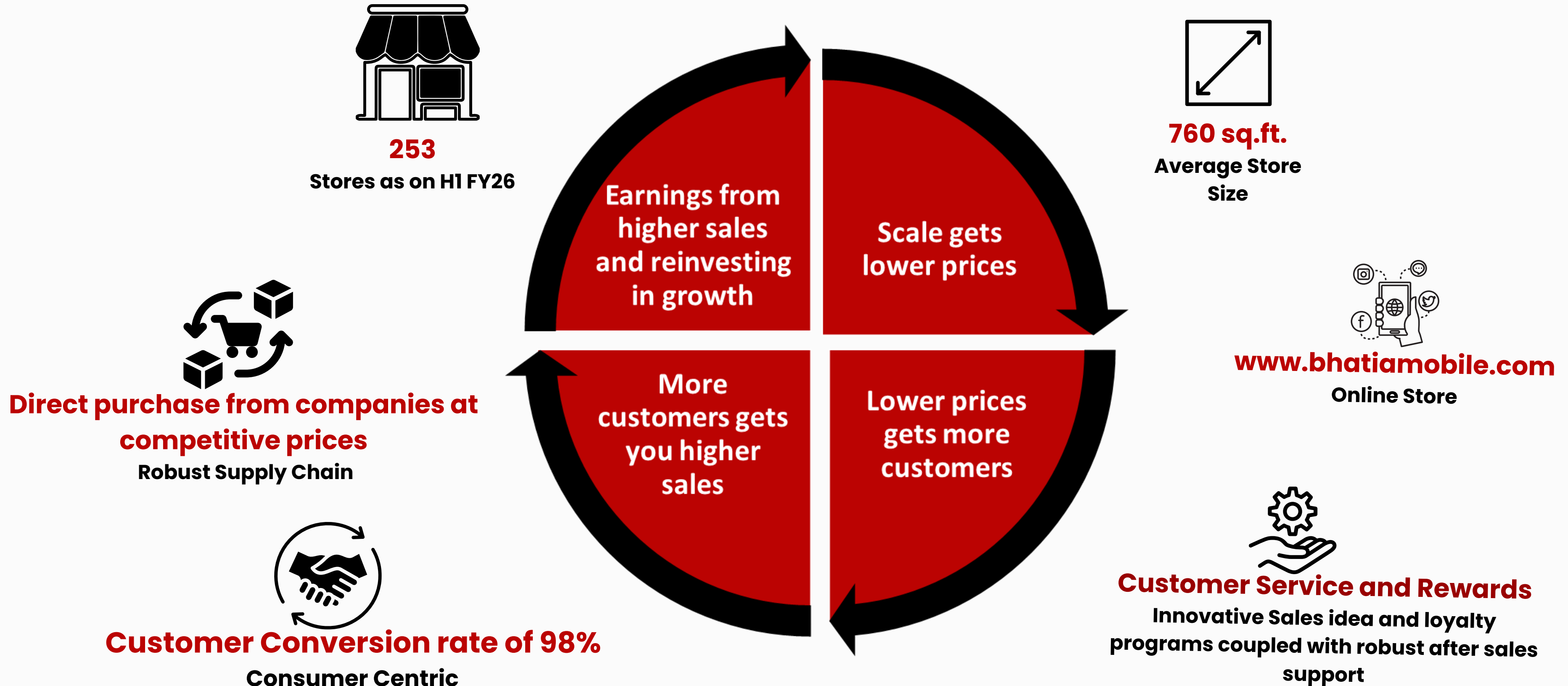
Customer can select from a slew of financing options and  
optimise their purchase decision



## Wider Product Range

Customers can select from a wide range of options

# Business Model



# Driving Principles

## Customer Centric Approach

Customer-centric approach based on providing Best Range, Lowest Price, Fast Installation and Great After Sales Service

## Strong relation with Brands

Large Supplier base (Brands) selling their products at Scale

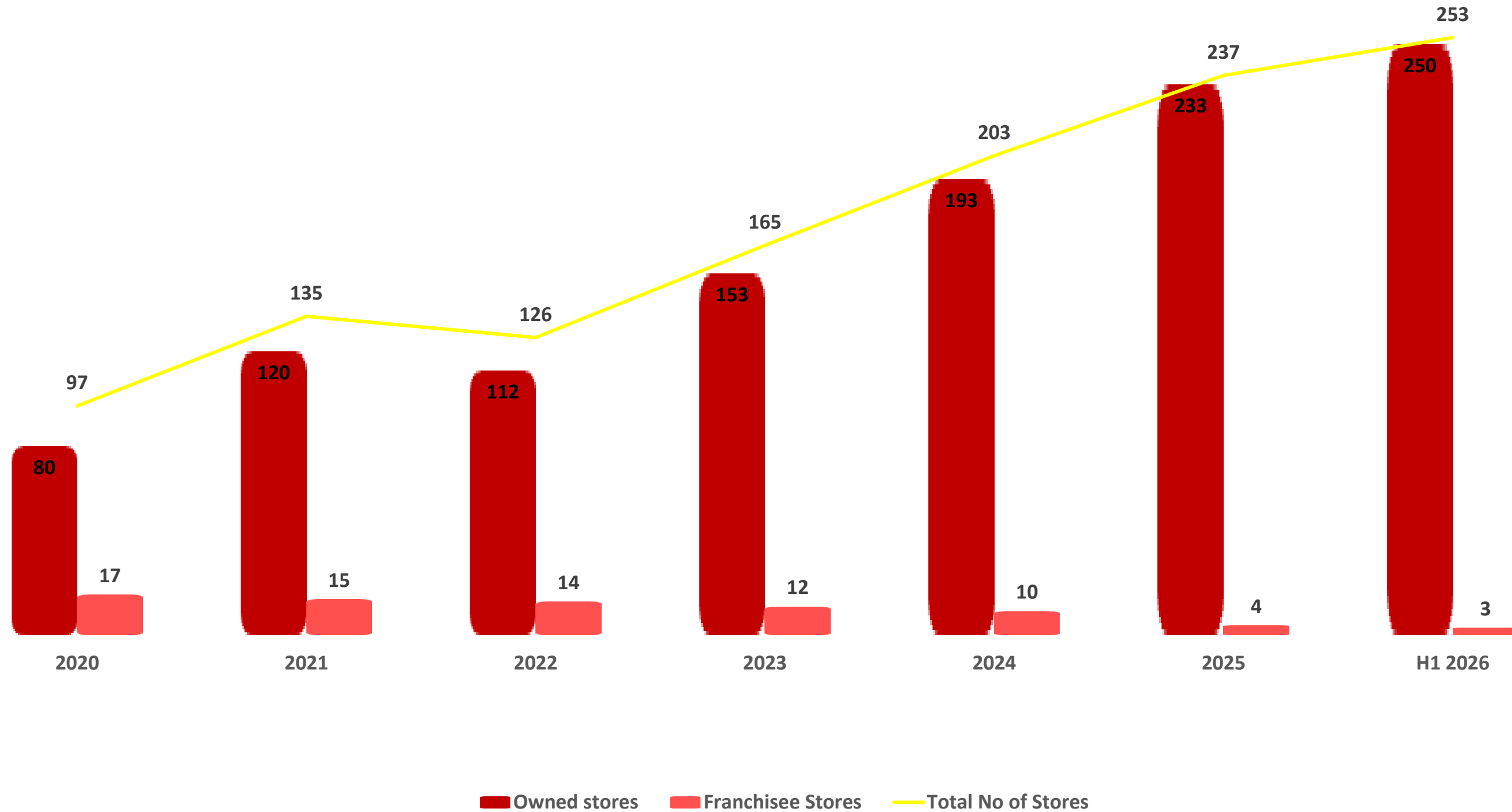
## Prudent Capital Allocation

Prudent Capital Allocation with Strong Corporate Governance & Growth for all Stakeholders

## Statistical Sales Approach

Incorporating MIS for brand selection, which in turn helps in strategic purchase decisions.

# Stores and Formats

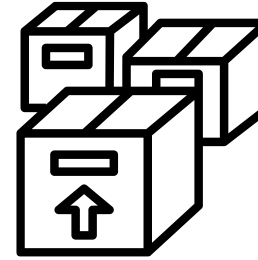


# Store Unit Economics



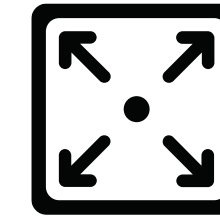
**Rs. 8-10 lakhs**

**Average Capex per store**



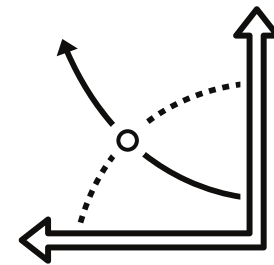
**Rs. 33-35 lakhs**

**Average Working capital  
req. per store**



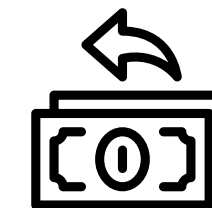
**760 sq.ft.**

**Average Store Size**



**3-4 months**

**Average monitoring period**



**12-13 months**

**Average Payback Period**



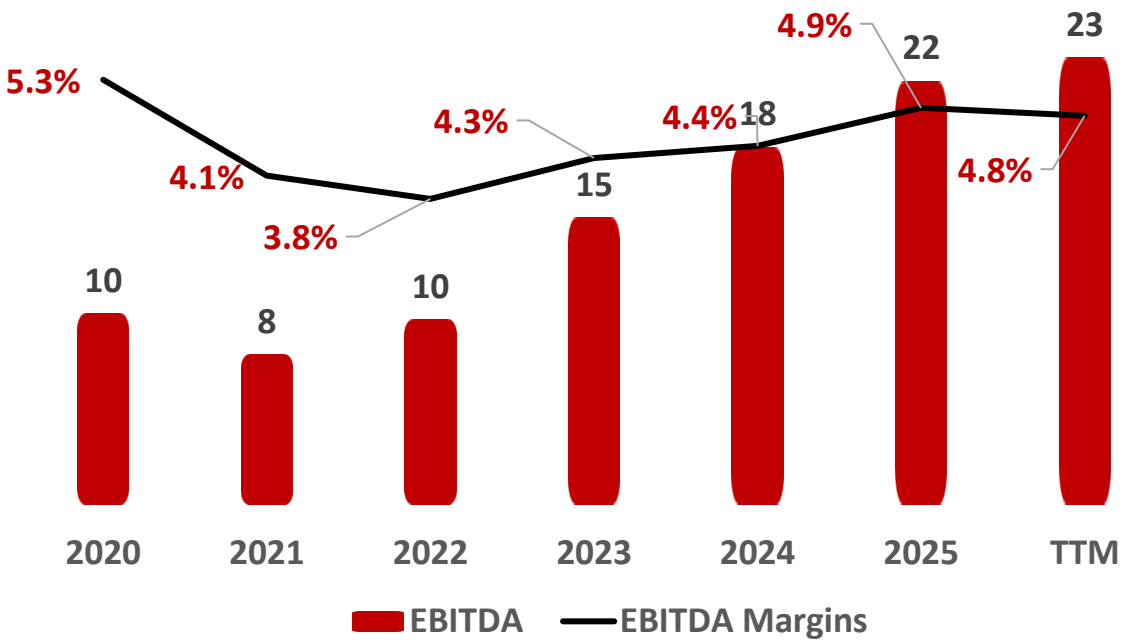
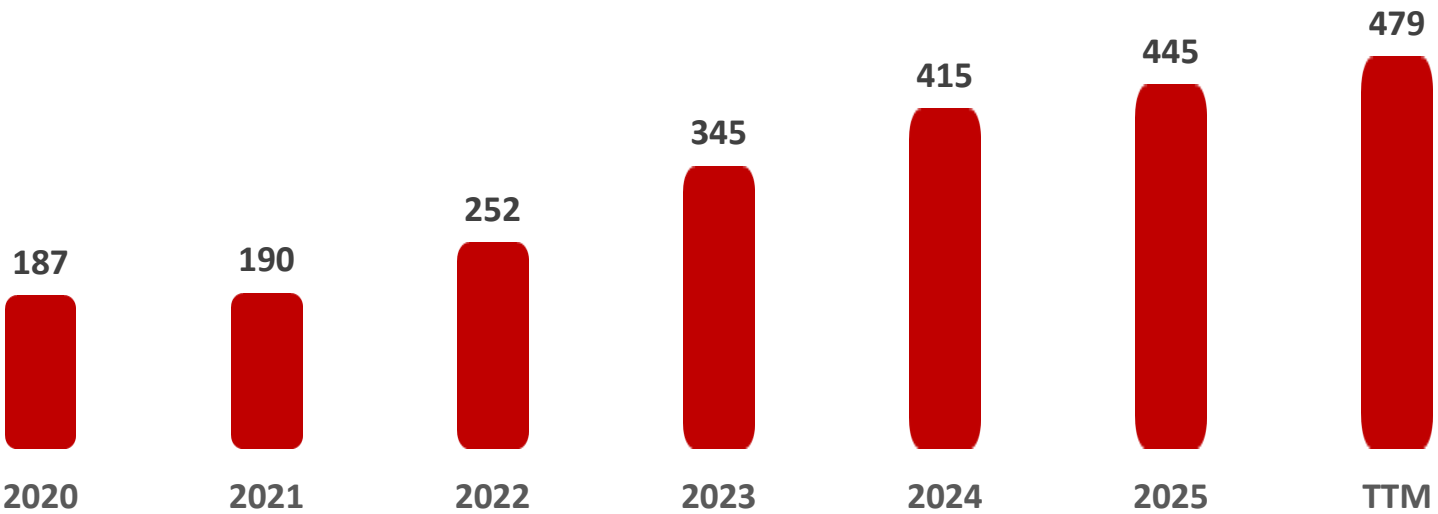
# Financial Highlights

Particulars	H1 FY26	H1 FY25	Growth YoY%	Q2 FY26	Q2 FY25	Growth YoY%
Revenue	247.18	212.85	16%	134.98	107.69	25%
Total Expenditure	237.67	203.23	17%	130.25	102.78	27%
EBITDA	12.53	11.14	12%	6.25	5.54	13%
EBITDA Margin %	5.07%	5.23%	–	4.6%	5.1%	–
Depreciation	1.51	0.88	–	0.66	0.45	–
EBIT	11.01	10.26	7%	5.59	5.09	–
Interest	1.49	0.84	–	0.85	0.38	–
PBT	9.51	9.62	–1%	4.73	4.90	–3%
Tax	2.20	2.32	–	1.01	1.25	–
Net Profit	7.31	7.30	0%	3.73	3.66	2%
PAT Margin %	3.0%	3.4%	–	2.8%	3.4%	–
Diluted EPS	0.52	0.52	0%	0.26	0.26	0%

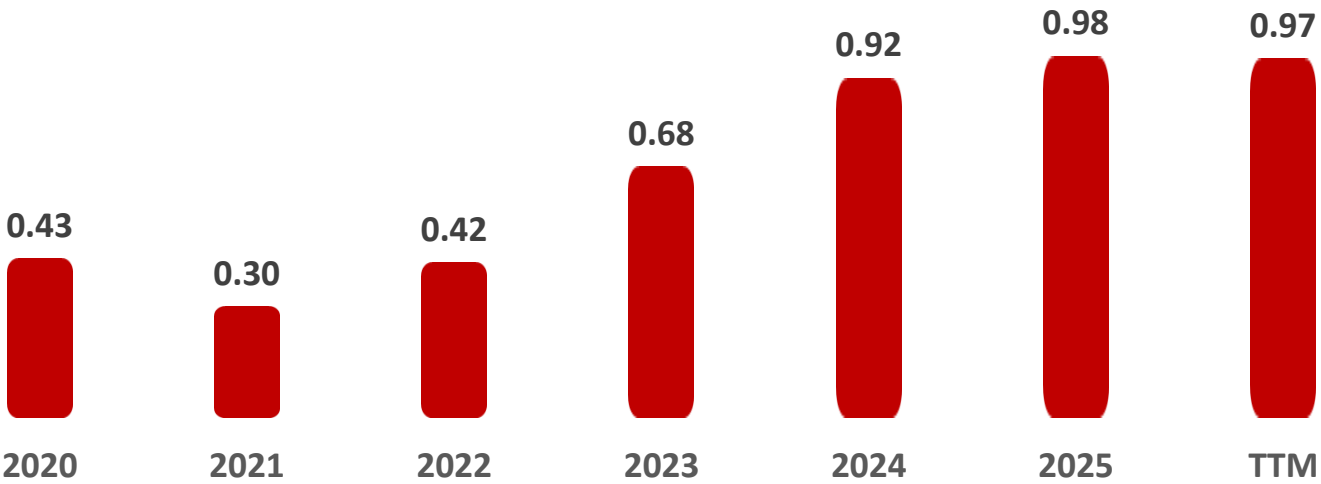
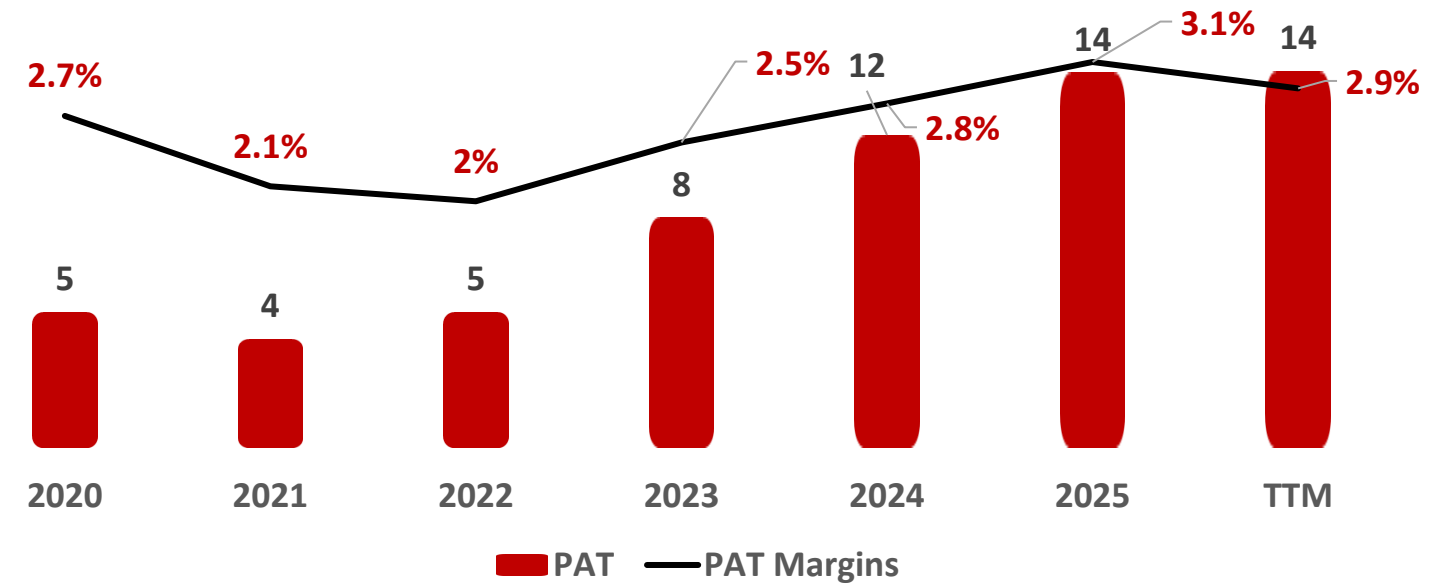
**\*\*Figures in Rs. crores**

# Financial Highlights

Revenue from Operations



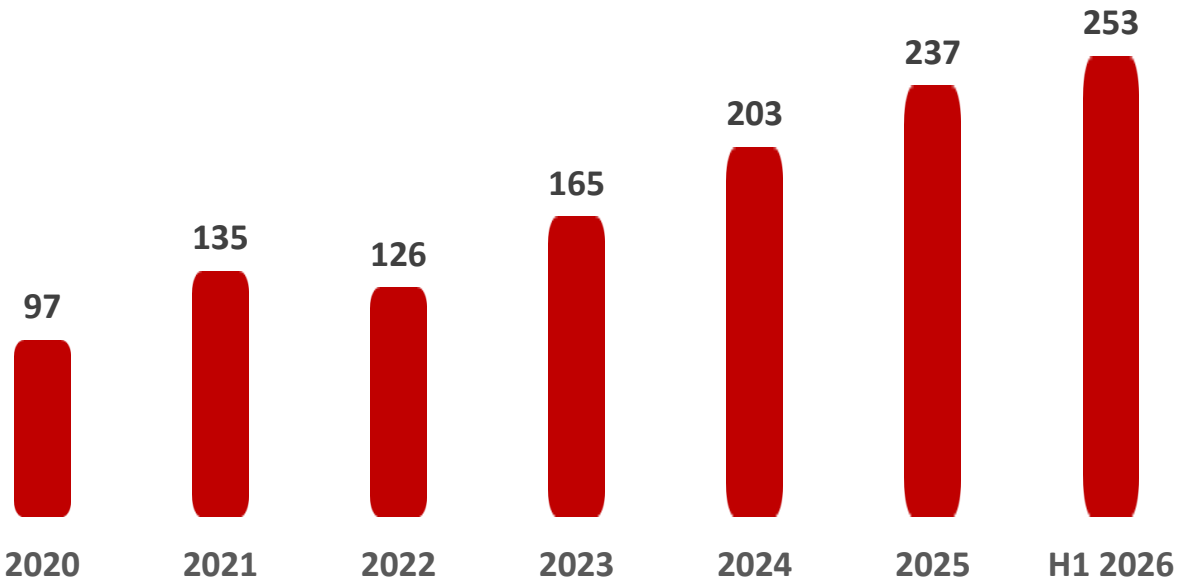
Diluted Earning per Share



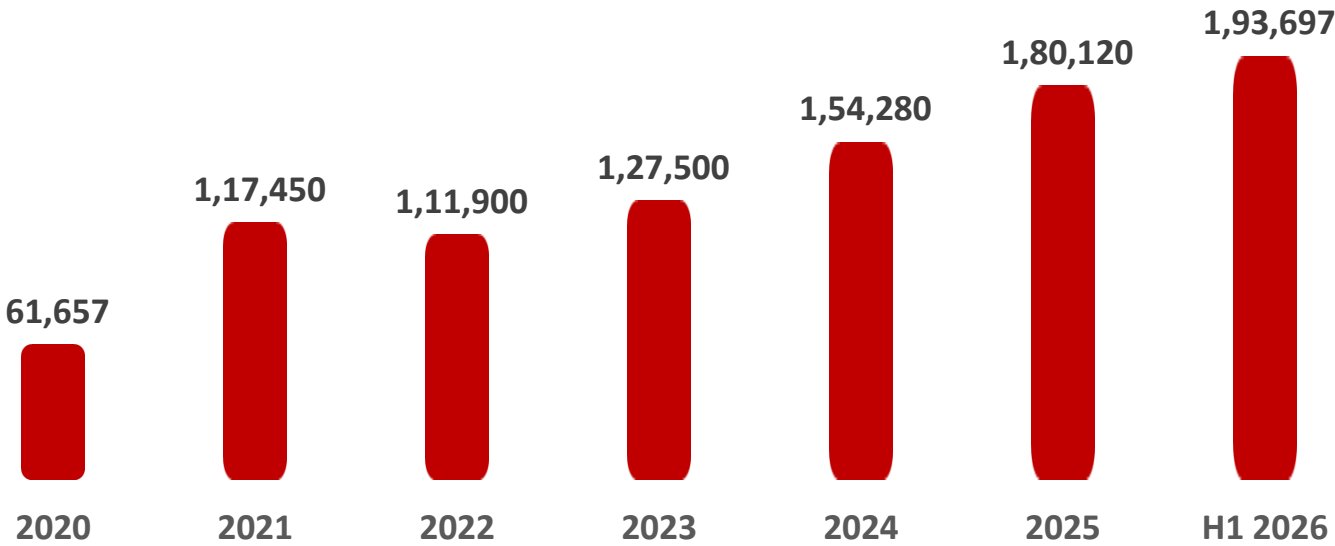
**\*\*Figures in Rs. crores**

# Key Performance Indicators

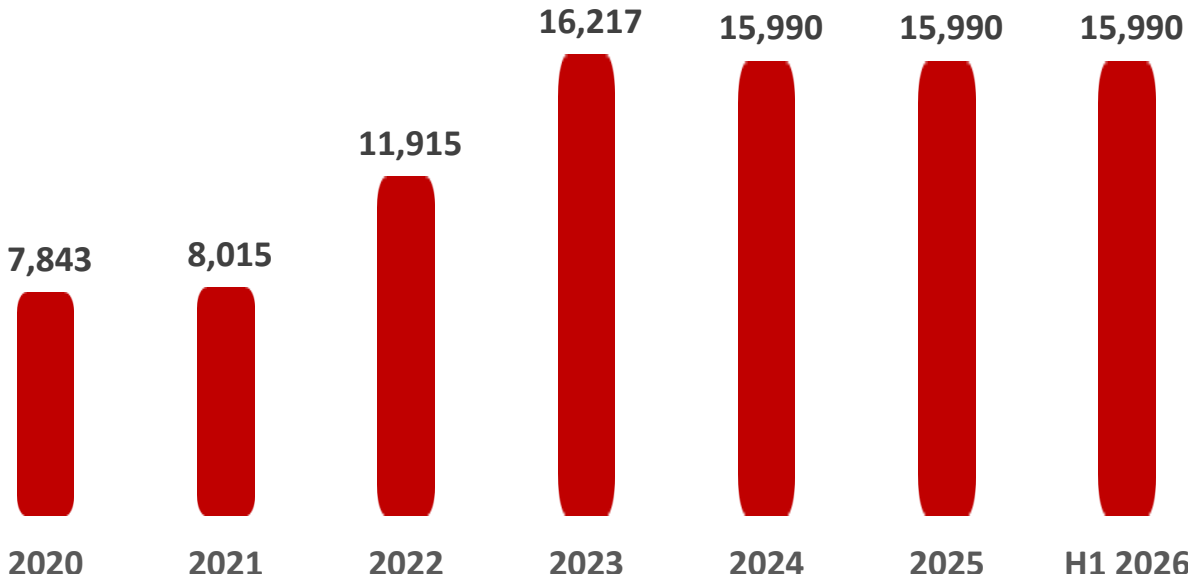
Total No of Stores



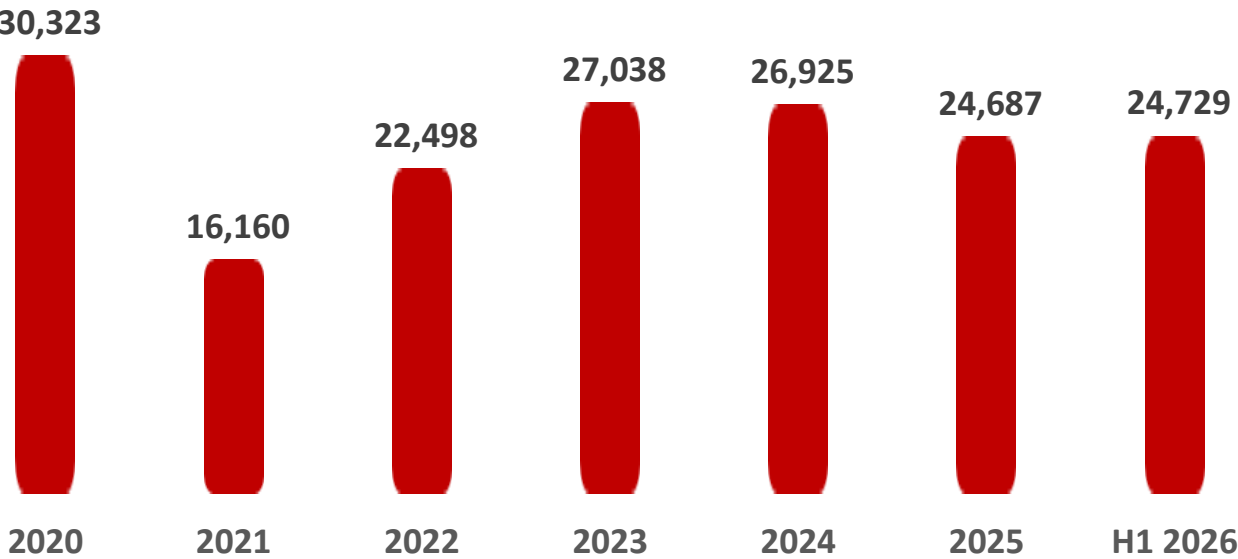
Total Retail footprint (in sq.ft.)



Revenue per device(in Rs/unit)

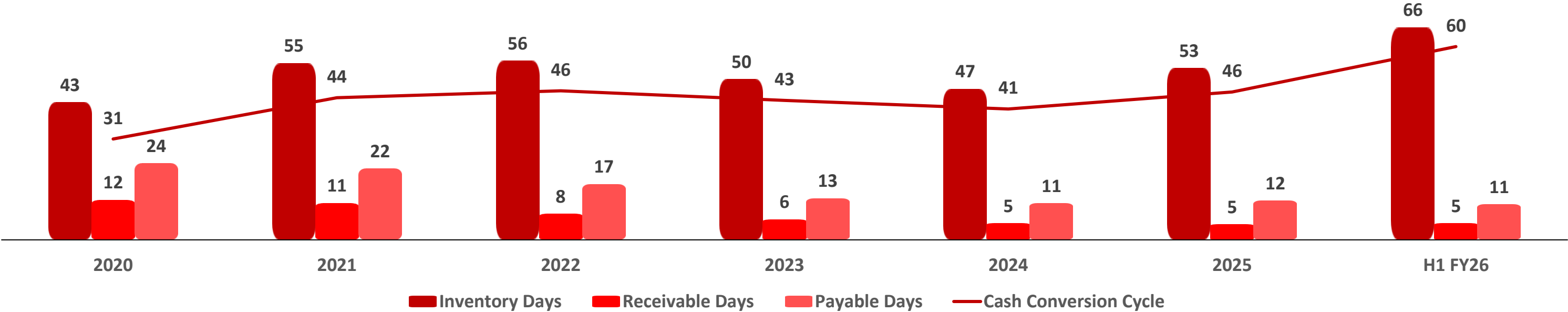


Revenue per sq ft (in Rs/sq ft)

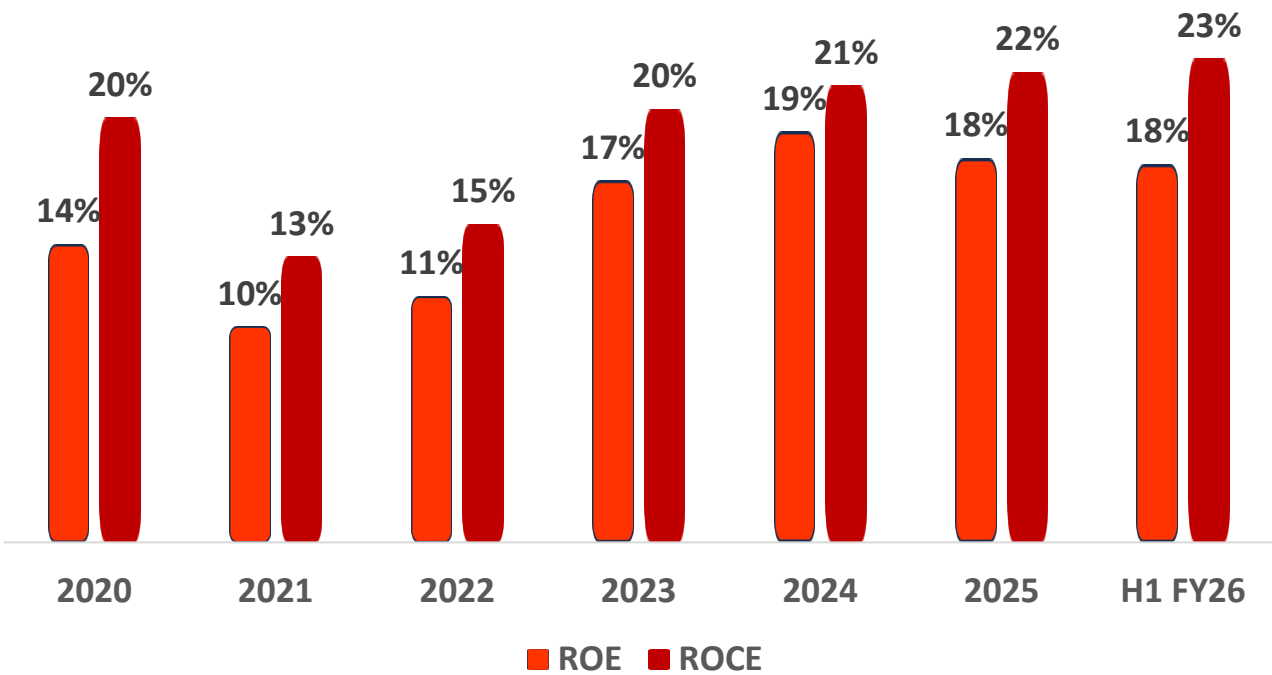


# Prudent Financial Management

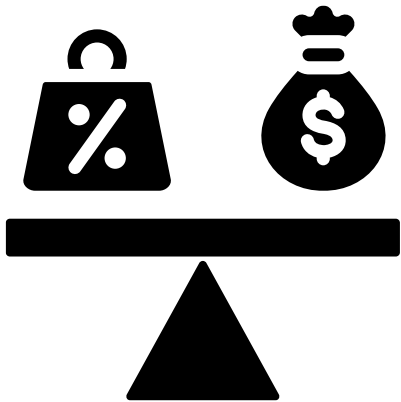
Working Capital Management



Return Ratios



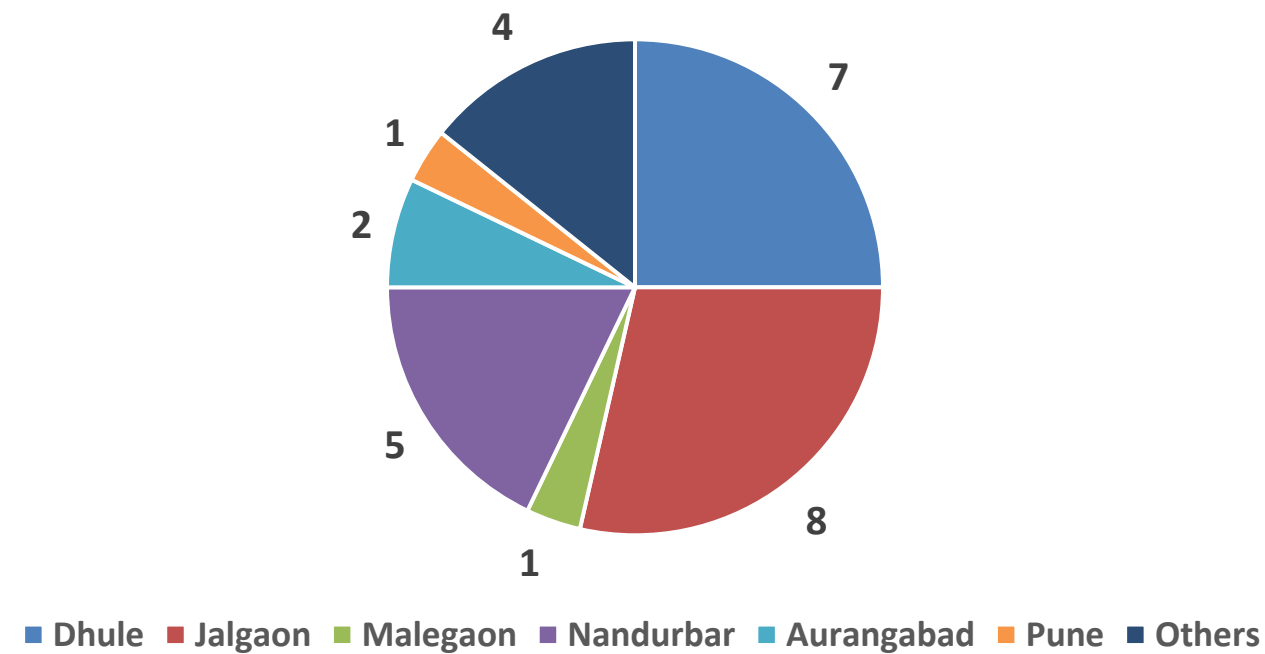
**0.30x**  
Debt to Equity



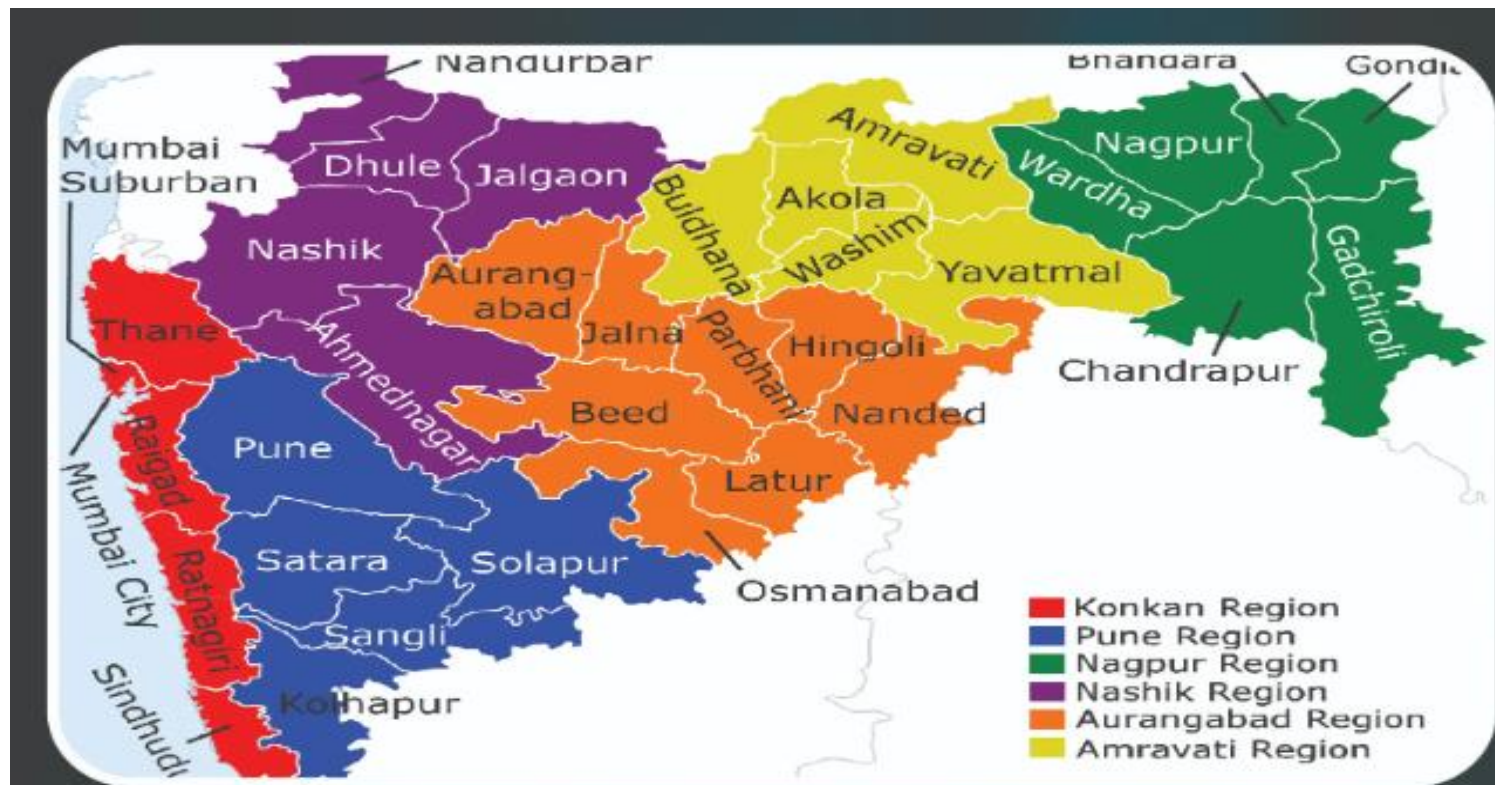
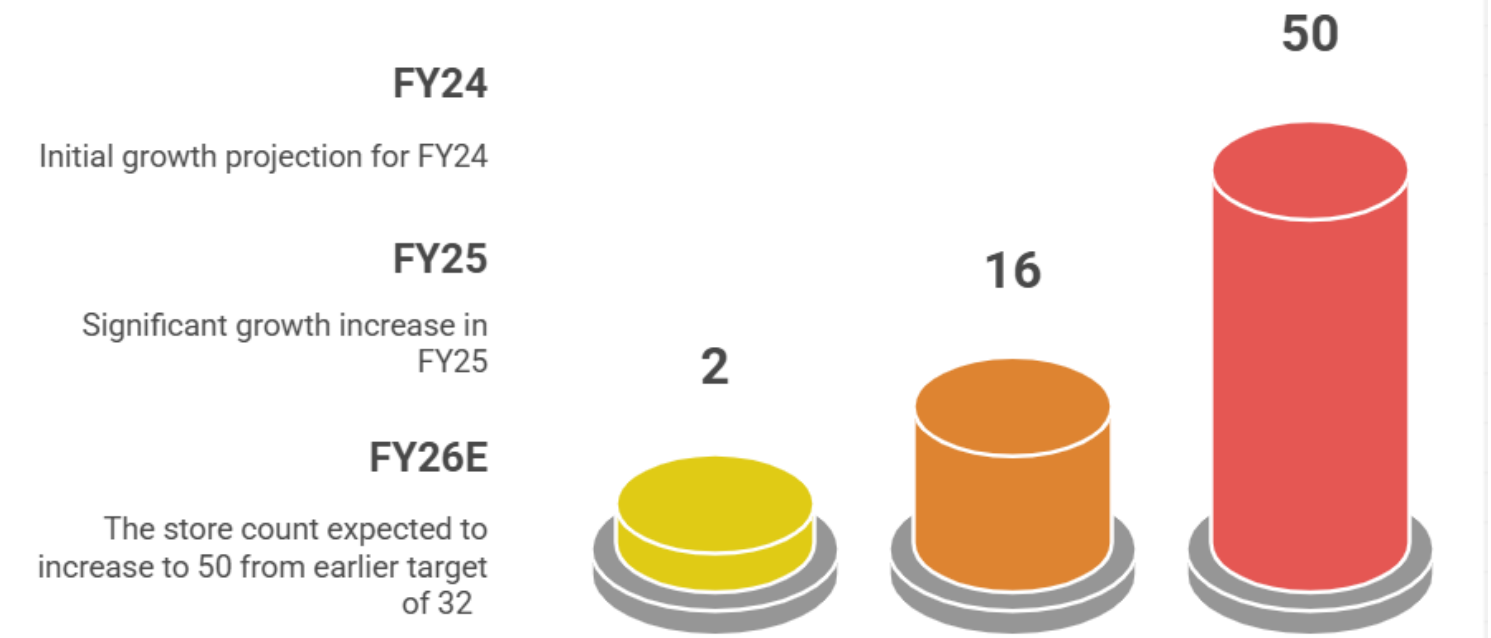
**Net Debt Free Balance Sheet with  
Surplus "Cash on Books"**

# Future Growth Drivers

Branches in Maharashtra as on Sept-25



Growth of Stores in Maharashtra



Our company is targeting the semi urban areas in Maharashtra, the same strategy it deployed in Gujarat. Over the next 2-3 years the target of the company is to develop strong foothold in the existing districts of Maharashtra.

# What makes Bhatia Special?



**Strong Brand  
Image**



**Exclusive  
agreements  
with leading  
brands**



**Net Debt-Free  
Balance Sheet**



**Robust Return  
on Capital**



**Attractive  
offers and  
loyalty  
programs for  
customers**



**Decentralised  
management  
operations**



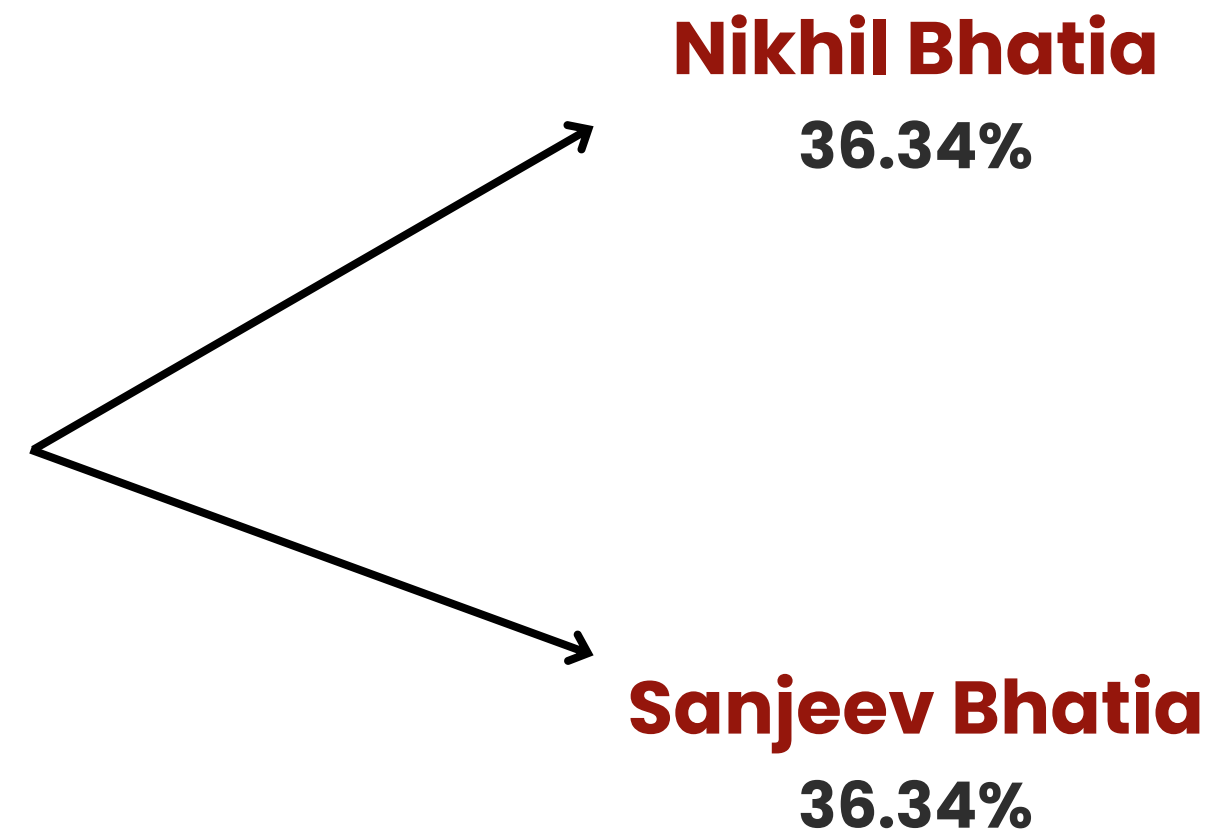
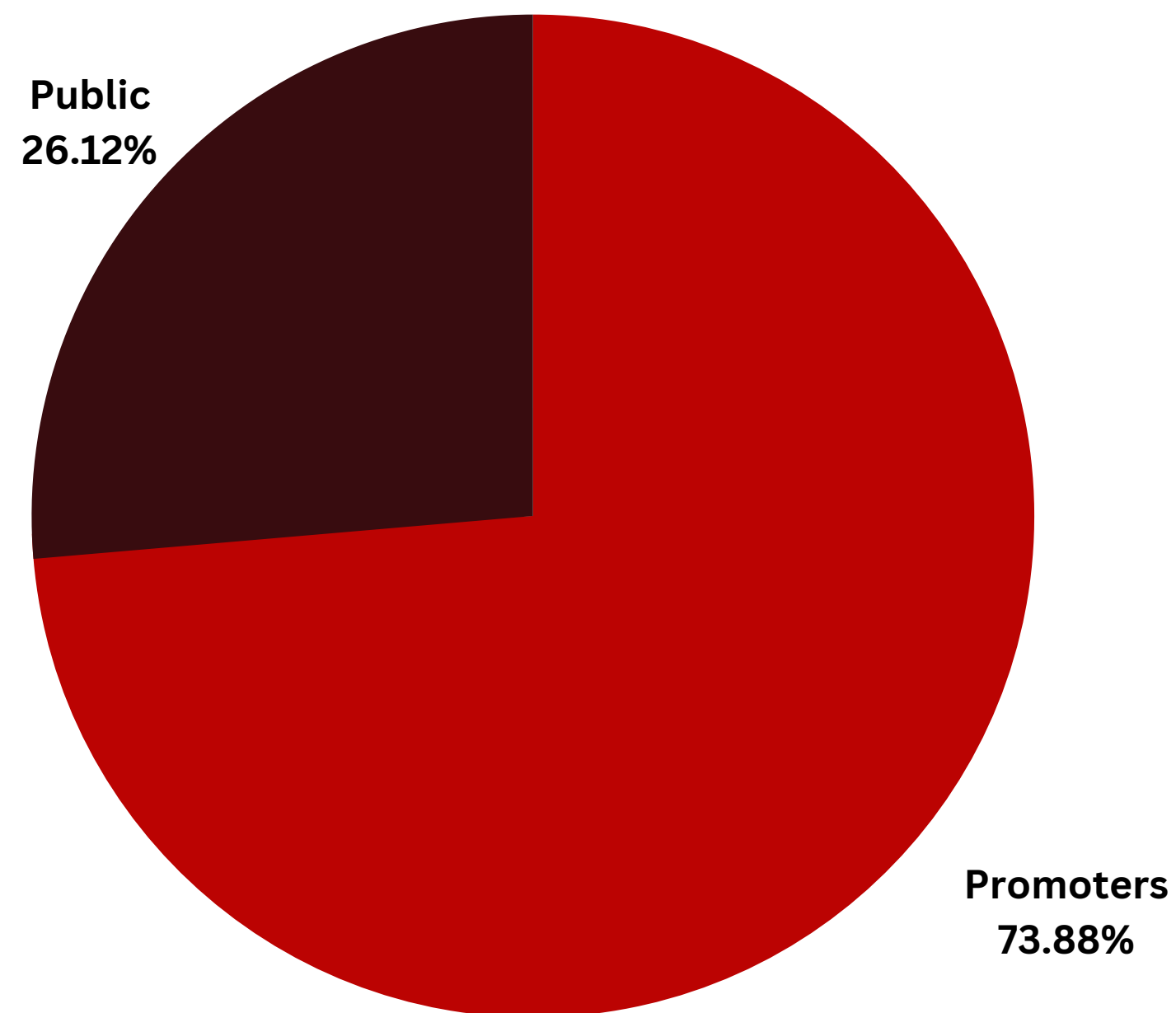
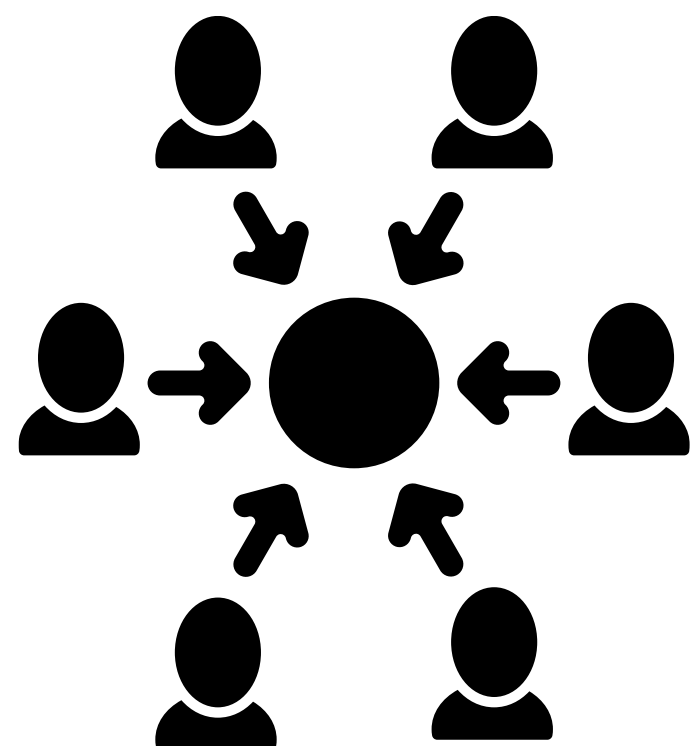
**Customer  
Purchase  
Upgradation**



**Curated finance  
options with  
leading banks**



# Shareholding Pattern



 <https://bhatiamobile.com/>  
 [info@bhatiamobile.com](mailto:info@bhatiamobile.com)

**BHATIA'S**<sup>®</sup>  
A Public Limited Company