

To,  
Listing Manager  
The National Stock Exchange of India Ltd.,  
Exchange Plaza, Plot No: C/1, G Block,  
Bandra Kurla Complex- Bandra(E),  
Mumbai - 400 051

The Secretary  
BSE Limited  
PJ Towers  
Dalal Streets  
Mumbai- 400001

Symbol: EMIL  
Series: EQ  
ISIN: INE02YR01019

Scrip Code: 543626

**Sub: Investor's Presentation to be held on 26<sup>th</sup> May 2023.**

Dear Sir/Madam,

In pursuance to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith investor presentation for Quarter and Financial Year ended 31<sup>st</sup> March 2023 to be held on 26<sup>th</sup> May 2023 at 5:00 p.m. A copy of the said presentation is also being uploaded on the Company's website.

This is for your information and dissemination on respective websites.

Thanking You,

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

Rajiv  
Kumar

Digitally signed by  
Rajiv Kumar  
Date: 2023.05.26  
15:36:10 +05'30'

**Rajiv Kumar**

Company Secretary and Compliance Officer

Date: 26<sup>th</sup> May 2023

Place: Hyderabad

SAMSUNG

QLED TV

UHD TV

QLED TV

LARGEST  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA



Investor Presentation

May 2023

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# ABOUT US



**Largest Player in the Southern region** in revenue terms with dominance in Telangana and Andhra Pradesh and the 4<sup>th</sup> largest consumer durables and electronics retailer in India



MBOs

114

EBOs

13



**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

Brands

100+

SKUs

6,000+



**Long standing relationship with leading consumer brands Market**

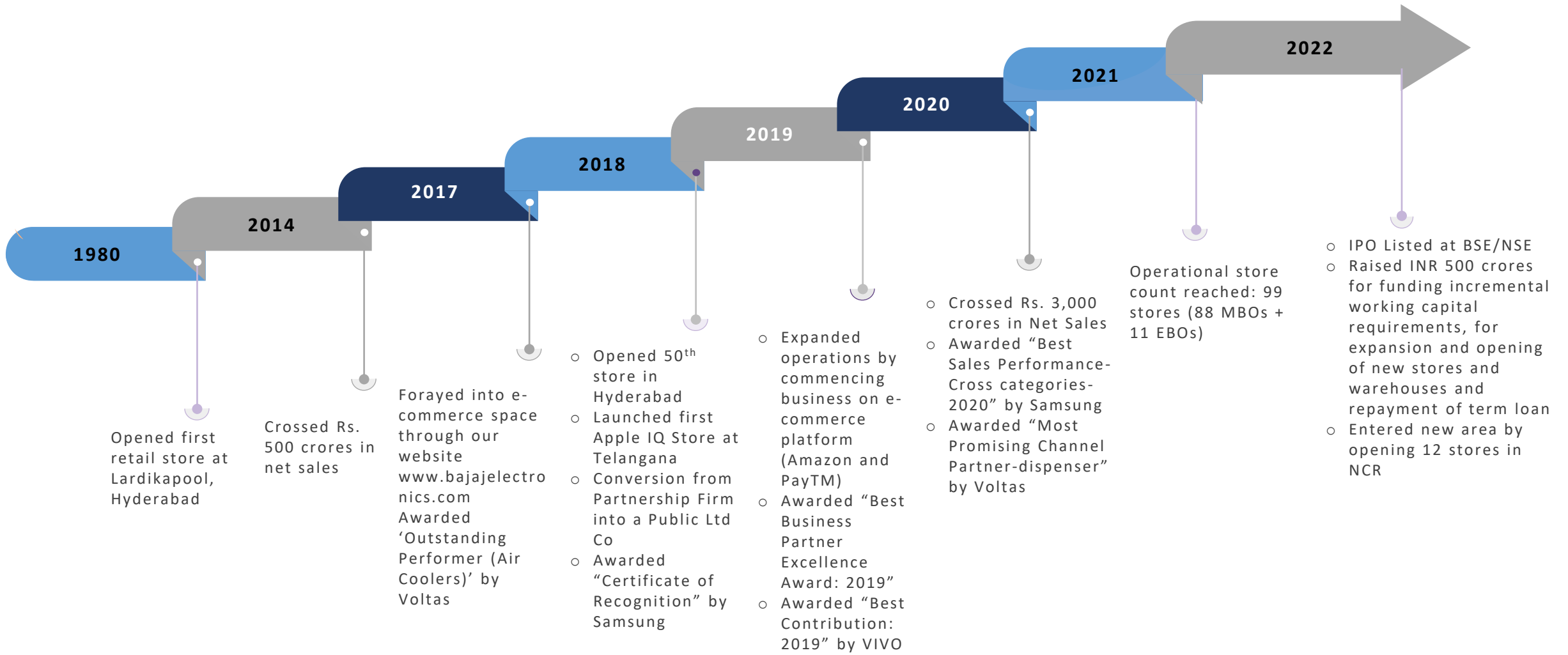


**Market presence and geographic reach with cluster-based expansion**

**Retail Business Area**

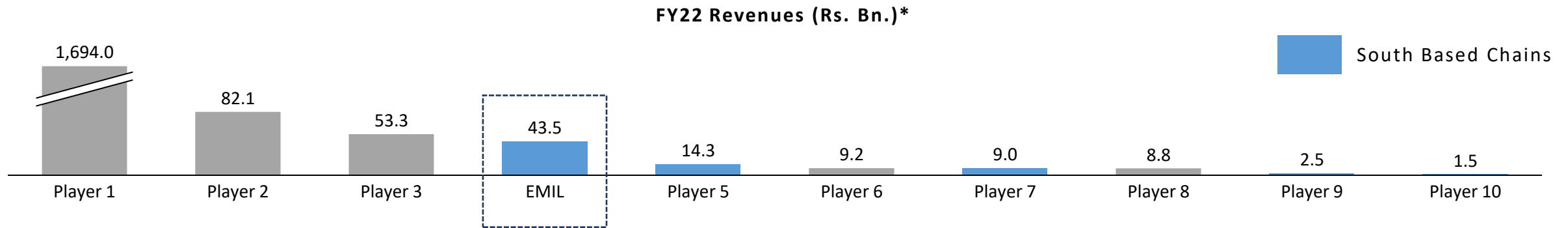
**1.23 mn. sq. ft.**

# OUR JOURNEY



# LARGEST ELECTRONICS GOODS RETAILER IN SOUTH INDIA

We are the Largest player in the Southern region in revenue terms with dominance in Telangana and Andhra Pradesh AND 4<sup>th</sup> Largest Consumer Durables and Electronics retailer in India



South India's most trusted multi-brand electronics retailer

Entered North India in NCR through the Brand of 'Electronics Mart'

Authorised Apple Reseller, offering matchless experience in Retail

Luxury built-in kitchen appliances & modular kitchen showroom

The best of home automation, entertainment & security, under one roof

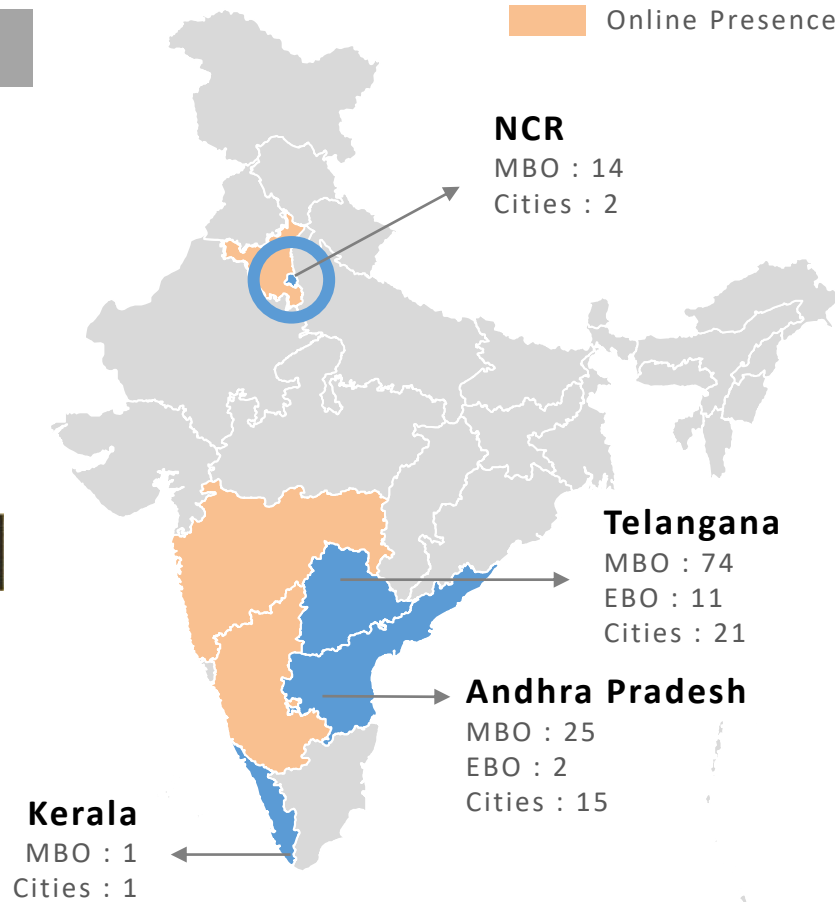
Affordable modular kitchens & built-in kitchen appliances

# CLUSTER BASED DISTRIBUTION NETWORK

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**  
HOME CINEMA | HOME AUTOMATION
- 3 **EASY KITCHENS**



Cities	States	Retail Stores
41	4	127
		114 MBO; 13 EBO
Retail Area	Central Warehouses	
1.23 mn. sq. ft.	10	
Avg. Store Size of 10k sq. ft.	6 in TS, 1 in AP & 3 in NCR	

## Store Ownership (#)

Leased	Owned	POPL
106	12	9

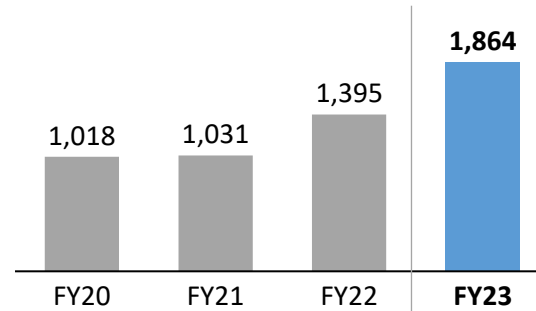
# DIVERSIFIED PRODUCT PROFILE COMPRISING OF 6,000+ SKUS

## Mobiles

*Phones, Fitness Tracker & Tablets*

Fastest growing segment with rising contribution to the overall revenue pie from 29% (FY19) to 37% in FY23

Have relationships with the large brands in this space – Oppo, Vivo and OnePlus

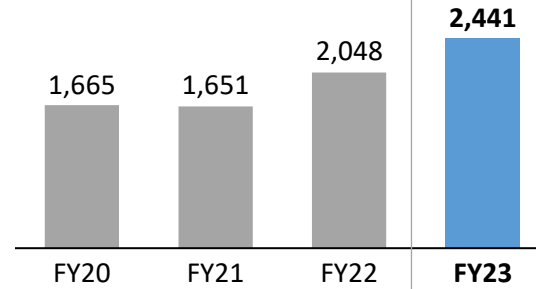


## Large Appliances

*TV, Washing Machine, AC, Refrigerators*

Highest contributing segment in terms of revenues

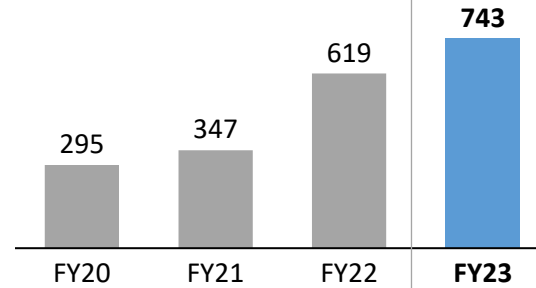
Have relationships with the largest brands in this space – LG, Panasonic, Phillips, Sony etc



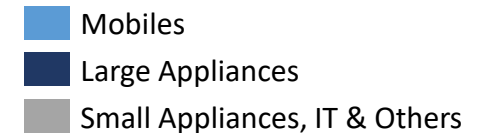
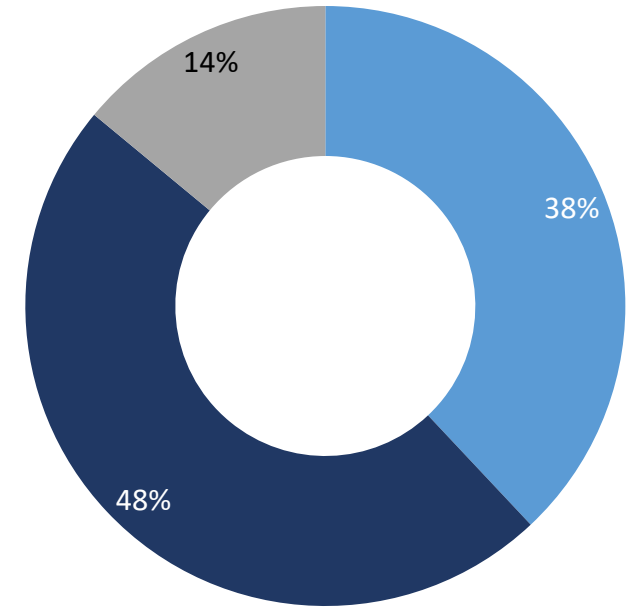
## Small Appliances, IT & Others

*Laptop, Printer, Geyser & Others*

Have relationships with the largest brands in this space – Dell, Sony, Havells, Orient etc



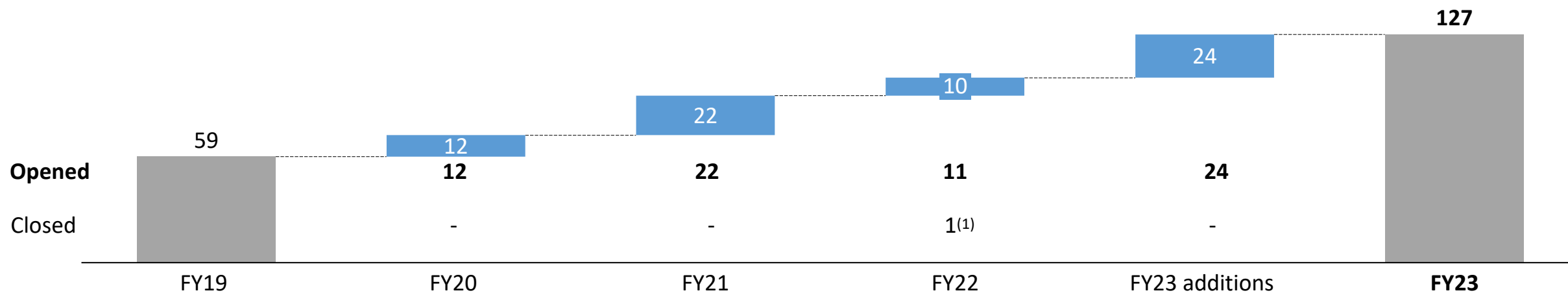
## Revenue Split (Q4 FY23)





# RAPID STORE EXPANSION

<b>Stores</b>	71	+31.0%	93	+10.8%	103	+23.3%	127
<b>Retail '000s sq. ft</b>	765	+23.0%	940	+10.7%	1,041	+17.4%	1,222



Particulars	FY20	FY21	FY22	FY23
<b>Store Count</b>	<b>71</b>	<b>93</b>	<b>103</b>	<b>127</b>
<b>MBOs</b>	<b>63</b>	<b>82</b>	<b>91</b>	<b>114</b>
Bajaj Electronics / Electronics Mart	63	80	88	105
Kitchen Stories	-	2	2	5
Audio & Beyond	-	-	1	1
Easy Kitchen	-	-	-	3
<b>EBOs</b>	<b>8</b>	<b>11</b>	<b>12</b>	<b>13</b>

# OUR RETAIL OUTLETS



# OUR SPECIALISED RETAIL STORES



## **10** large centrally located warehousing facilities

*which are backed by individual storage areas at store level of varying sizes to cater to individual stores or a group of stores*



### Efficient Inventory Management

- ✓ Extensive network of suppliers and more than 80% of the volume of procurement from OEMs
- ✓ Stores utilise **computerized inventory management system**, to track the inventory level and movement of SKUs on a daily basis
- ✓ **Inventory management systems of all stores are synchronise** with distribution centres and offices
- ✓ Monitor inventory levels to ensure that **inventories are fresh by adopting a first-in, first-out policy** for all our merchandise

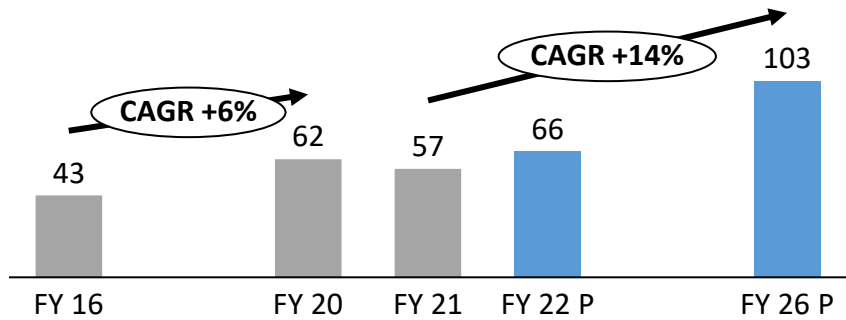


### Robust Information Technology System

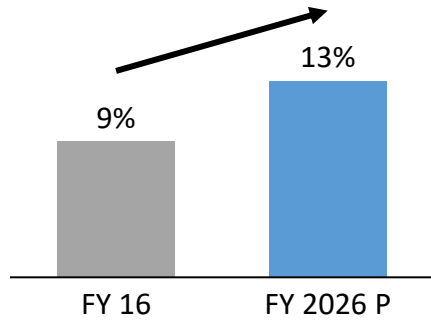
- ✓ ERP and POS systems from leading industry software providers
- ✓ Wide range of data management tools to support procurement, sales and inventory management across all stores on a daily basis
- ✓ Tracking systems with real time updates on status of their orders
- ✓ Use data to identify and quickly react to changes in customer preferences and consequently align inventory to such preferences

# STRONG GROWTH IN ORGANISED BRICK & MORTAR RETAIL

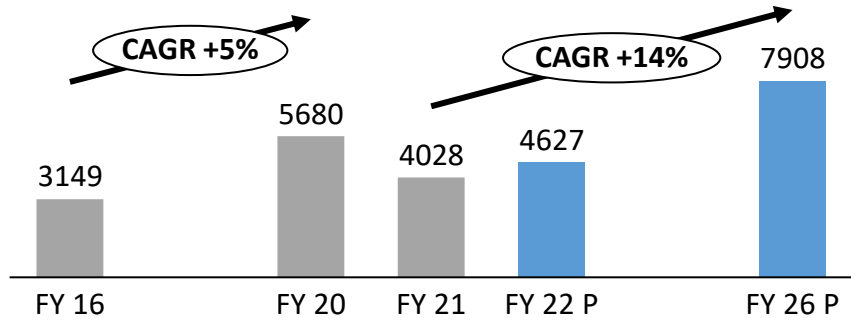
Retail Industry Market Size Expected to Grow at 14% CAGR



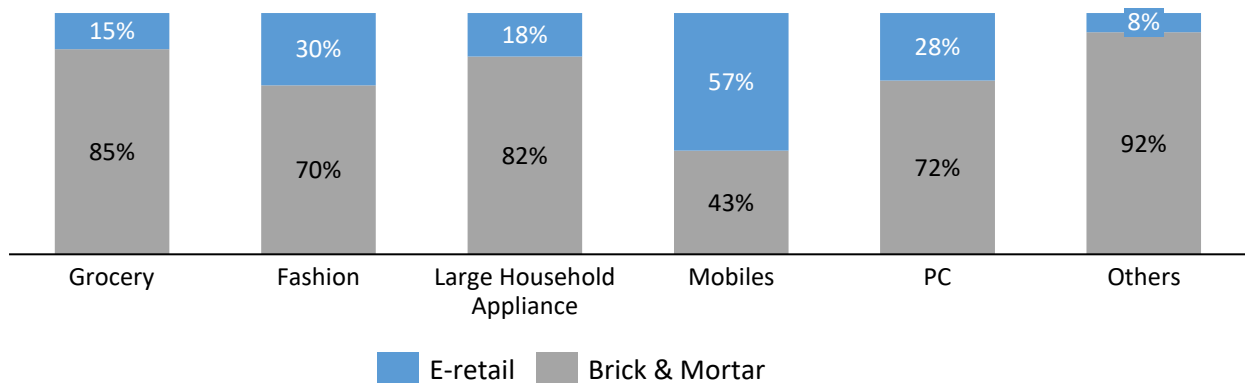
Organised Retail Penetration also Expected to Grow



Organised Brick & Mortar (B&M) Growing Faster



Brick & Mortar continues to dominate the organized retail market



Growth Factors for Organised B&M Retailers

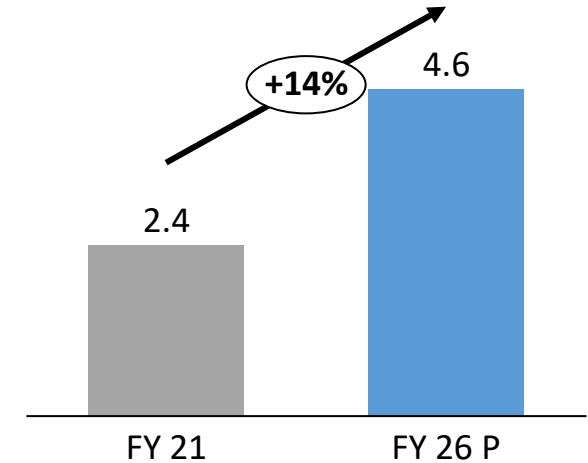
- ✓ **Touch and feel of the product:** "Try it before you buy it" very relevant especially for high priced items
- ✓ **Warranty and service issues:** Provides comfort to consumers – assurance of product's genuineness + better understanding of warranty and service details
- ✓ **Installation and after-sales services:** Much faster and more efficient
- ✓ **Consumer finance schemes:** Easy and instant zero-cost financing options to increase repeat customers

# CONTINUED GROWTH MOMENTUM IN CONSUMER DURABLES ACROSS CATEGORIES

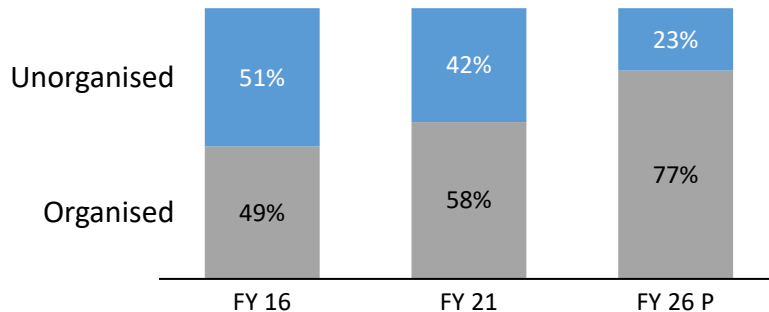
India lags global peers in consumer durables penetration

% of households							
Colour Televisions	50%	98 - 100%	96 - 98%	96 - 98%	98 - 100%	96 - 98%	95 - 97%
Refrigerator	40%	98 - 100%	98 - 100%	97-99%	98 - 100%	95 - 97%	97-99%
Mobile	40%	94 - 96%	97-99%	96 - 98%	98 - 100%	96 - 98%	93 - 95%
Washing Machine	20%	85 - 87%	95 - 97%	96 - 98%	97-99%	93 - 95%	66 - 68%
Air Conditioner	16%	91 - 93%	25 - 27%	93 - 95%	79 - 81%	92 - 94%	19 - 21%
Personal Computer	13%	91 - 93%	91-93%	79 - 81%	84 - 86%	59 - 61%	44 - 46%

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



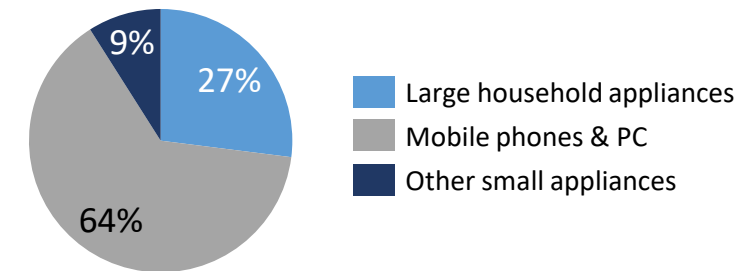
Organised segment outpacing the unorganized players in Indian consumer's durables industry



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

- Urbanisation
- Rising awareness
- Higher discounts
- Larger portfolio
- Various financing options

Market segmentation of Consumer Durables appliances





## **Pavan Kumar Bajaj**

*Chairman & Managing Director*

- 40+ years experience in the retail business management
- Founder of erstwhile sole proprietorship M/S Bajaj Electronics in 1980



## **Karan Bajaj**

*Chief Executive Officer & WTD*

- 10+ years experience in the retail business management
- Holds post graduate diploma in international management and Bachelor's of Commerce degree



## **Astha Bajaj**

*Executive Director & WTD*

- 4+ years experience in business management
- Holds master's degree in biochemistry from Nirma University and bachelor's degree in science from Gujarat University



## **Anil Rajendra Nath**

*Independent Director*

- Experienced in banking and finance, previously associated with HSBC Bank, HDFC Bank and State Bank of India in various capacities
- Holds Master's degree in Business Administration and post graduate diploma in bank management



## **Mirza Ghulam Muhammad Baig**

*Independent Director*

- 31+ years experience in tax administration and served as Deputy Commissioner, previously associated with World Bank and Deloitte Touch Tohmatsu India Private Limited
- Holds master's and bachelor's degree in Arts



## **Jyotsna Angara**

*Independent Director*

- 8+ years experience in the non profit sector
- She is also a member of the institute of Directors, India
- Holds a bachelor's degree in arts from, Osmania University

# SENIOR MANAGEMENT TEAM



**Premchand Devarakonda**  
*Chief Financial Officer*

- Qualified Chartered Accountant and holds Bachelor's degree in Commerce
- Was associated with M/S Manoj & Prem, as partner and Coromandel Fertilisers Limited



**Giridhar Rao Chilamkurthi**  
*Vice-President - Sales*

- Holds Master's degree in Business Administration and Bachelor's degree in Science
- Was associated with Tirumala Music Centre Private Limited



**Vishal Singh**  
*Head - Marketing*

- Holds Bachelor's of Commerce and Post Graduate Diploma in Management (Marketing Management)
- Was associated with Bennett Coleman as manager of response department



**Chaluvadi Chandra Sekhar**  
*Senior Manager - Inventory*

- Holds Bachelor's degree in Arts and Provisional Pass certificate for passing exam of the degree course of Master's in Science (I.T.)
- Was associated with Innovative Retail Concepts as inventory head



**Virinder Singh Sandhu**  
*Vice President – (North India)*

- He graduated with B.E.(Electronics) From Pune University. He also did MDP (Management development program) in middle management from IIM Lucknow. He is currently pursuing his MBA from BVP University Pune.
- He was working with Panasonic India as KAH (EAST) and he has worked for 7 years



**Annapurna Devi Kuchibhatla**  
*Chief Technology Officer*

- Holds master's degree in computer applications & bachelor's degree in science
- Was associated with LV Prasad Eye Institute as CTO



**Rajiv Kumar**  
*CS & Compliance Officer*

- Qualified company secretary and holds Master's degree in Business Administration and bachelor's degree in commerce
- Was associated with GENPACT India and SNJ Synthetics Limited



**Nammi Ravi Kiran**  
*General Manager – HR & Administration*

- Holds provisional bachelor's degree in computer applications & post graduate diploma: business management (marketing management with HR management)
- Was associated with Mahathi Software Private Limited as Human Resource Manager



# AWARDS & ACCOLADES

Certificate of Appreciation For  
exemplary sales  
Contribution CY22  
**SAMSUNG**

Best Electronics Retail Chain  
CY22  
**RADIO CITY**

Best Business Performance Q1  
CY22  
**SAMSUNG**





## Expand reach across select geographies and deepen the footprint in existing markets

- Deepen store network in existing clusters and increase market share in existing markets, Follow a peripheral and concentric expansion approach
- Plan to open a further 13 MBOs in NCR, 21 MBOs in AP, and 8 MBOs in Telangana by FY25. Adopt a methodical approach in evaluating and selecting locations for new stores
- Focus on modernising our current stores and improving store infrastructure



## Maintaining and forging new relationships with leading brands

- Increase product range currently available across our MBOs through expanding and forging new relationships with renowned brands
- Set up specialised stores – Kitchen Stories – catering to the kitchen specific demands by showcasing various kitchen appliances
- Set up specialised store format – Audio & Beyond – focusing on high end home audio and home communication solutions
- Establish our brand as a comprehensive and complete dealer and distributor of major electronics brands



## Technology led effective inventory management & lean operating structure

- Our model requires us to maintain high levels of operational efficiency on a regular basis
- Closely monitor planning, sourcing, vendor management, logistics, quality control, pilferage control, replacement and replenishment, by (i)
- Investing further in our technological systems; (ii) Expanding and upgrading our warehouse; (iii) Continuing to absorb best industry practises;
- (iv) Supplementing our current security system, consisting of manual checks and electronic surveillance
- Eventually gravitating towards an omni-channel business model



## Enhancing sales volumes to continuing to prioritize customer satisfaction

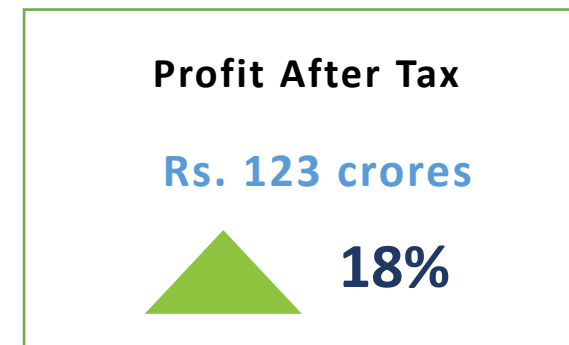
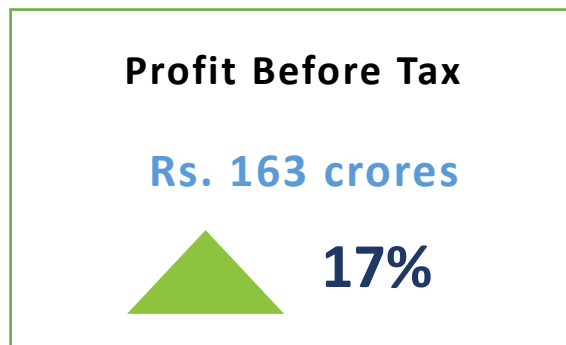
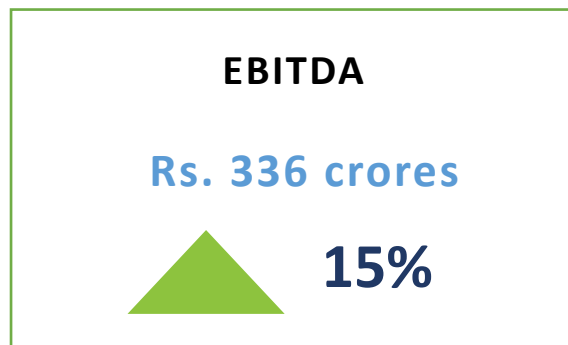
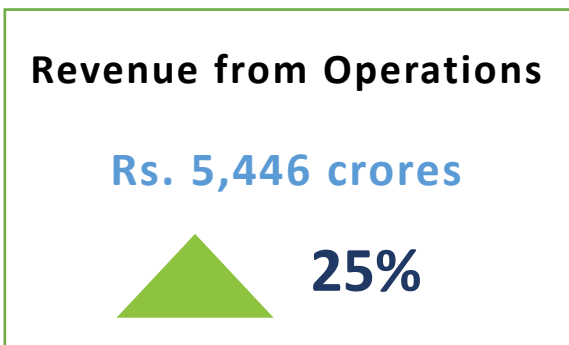
- **Right mix of product assortments at competitive pricing:** Maintaining optimal customer service standards and introduce new products
- **Leveraging consumer finance to provide convenience & enhance purchasing ability:** Make our products accessible to wider customer base
- **Focus on differentiated customer experience and engagement:** Provide a one stop shopping experience in a pleasant ambience and functional store layout, improve checkout time. Adopt “Intelligent Marketing” - inform our registered customers for new schemes or offers
- Invest in advertising and branding, improve our Customer Relationship Management, analyse and manage customer interactions



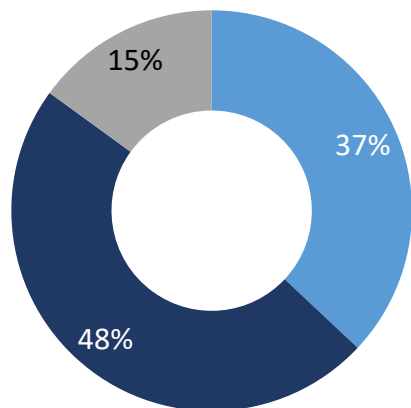
## Continuous training of manpower

- Aim at identifying fresh talent, training, grooming them and providing opportunities for growth
- Place special emphasis on managing attrition and attracting and retaining our employees
- Further improve our training programmes to develop skill sets to meet customers demands and provide quality customer service.
- Encourage our employees to be enterprising and grow within the organization

# STRONG FY23 PERFORMANCE

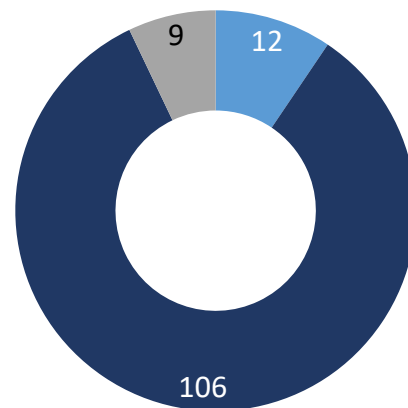


**Sales mix**



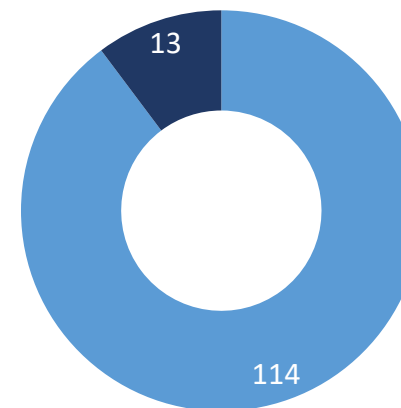
- Mobiles
- Large Appliances
- Small Appliances, IT & Others

**Store Ownership**



- Owned
- Leased Rental
- POPL

**Store Count**

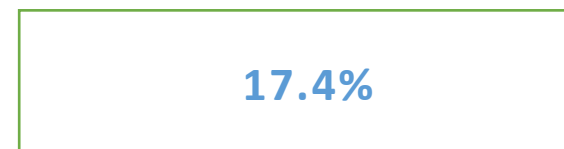


- MBO
- EBO

**Retail Store Area**

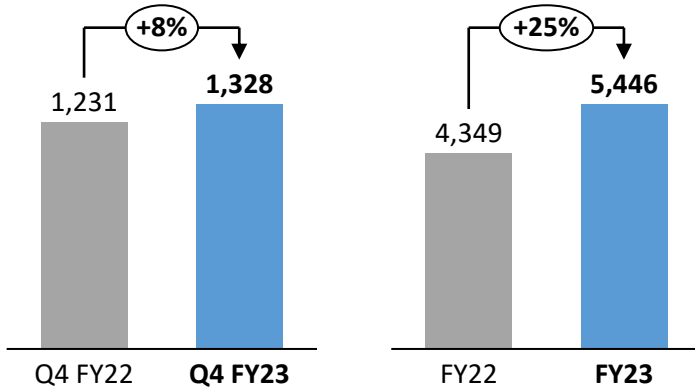


**Same Store Sales Growth**

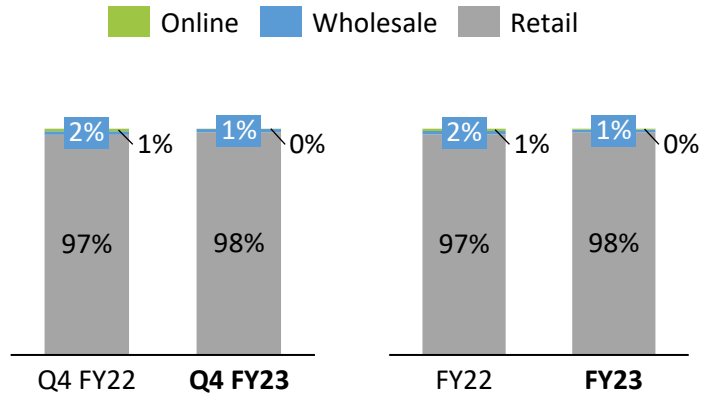


# Q4 & FY23 FINANCIAL HIGHLIGHTS

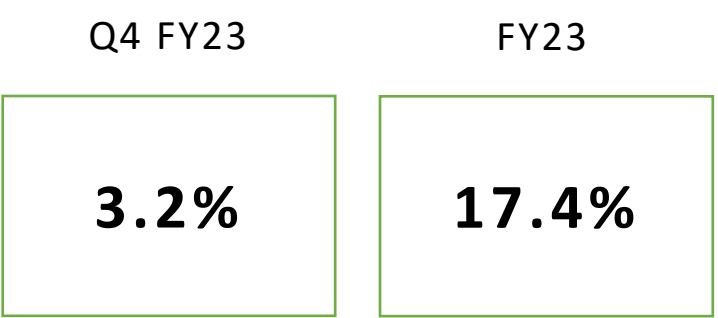
## Total Revenues (Rs. Crs.)



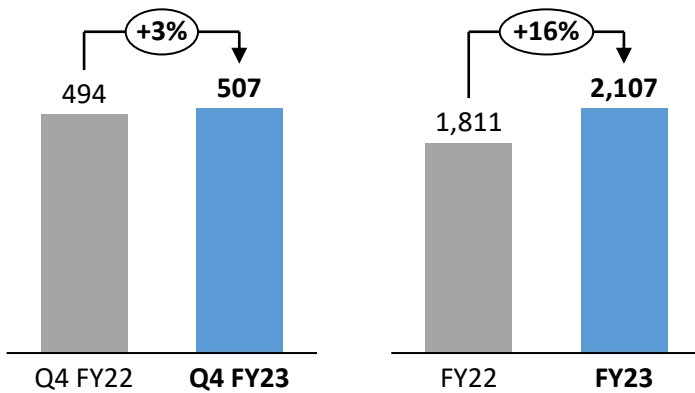
## Revenue from Sale of Electronic & Consumer Durables



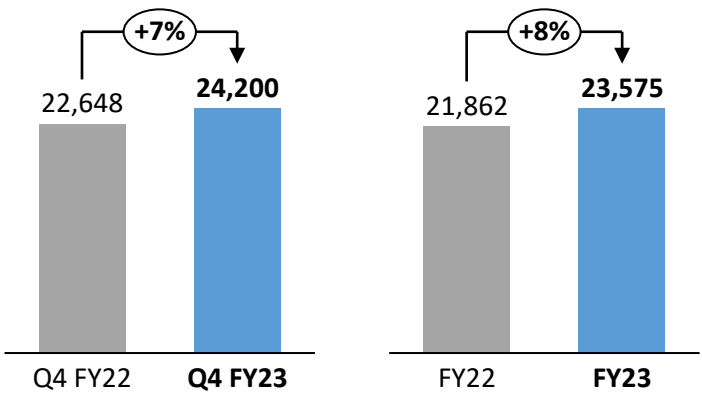
## Same Store Sales Growth (SSSG)



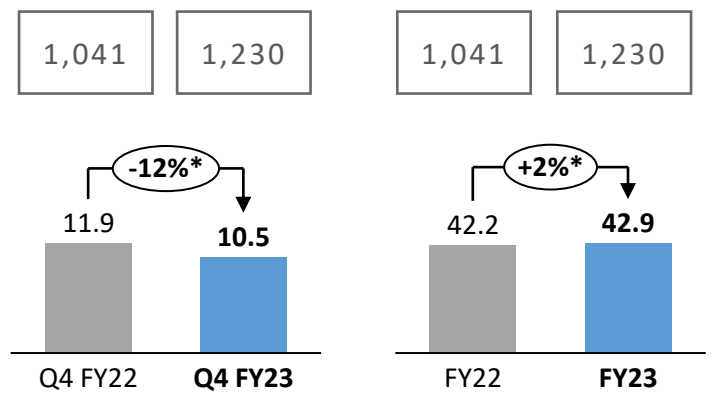
## Bill Cuts (Nos. in '000)



## Average Ticket Size (Rs.)



## Net Retail Sales per store (Rs. Crs.)

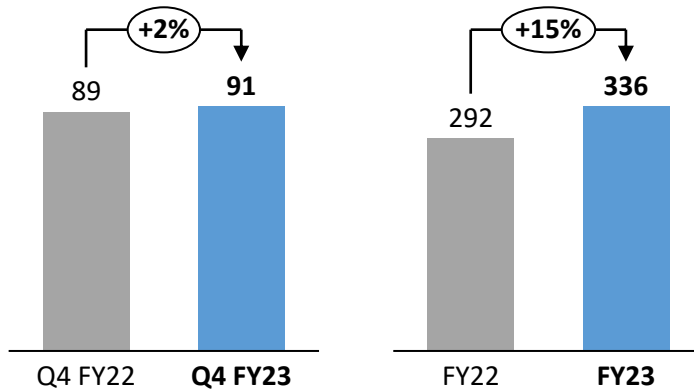


\* Reduced due to increase in stores (5 added) in Q4 FY23

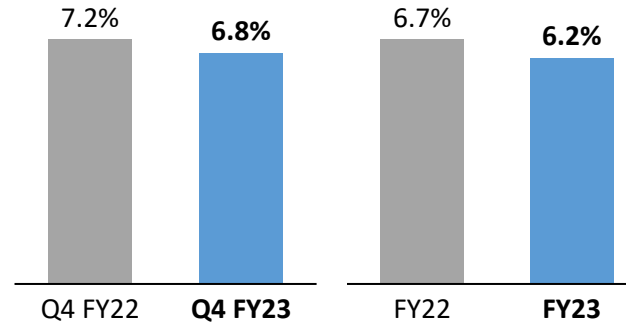
Total Retail Area (in '000 sq. ft.)

# Q4 & FY23 FINANCIAL HIGHLIGHTS

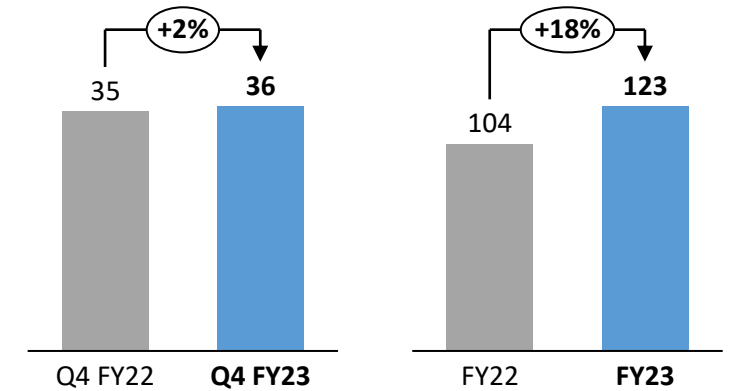
EBITDA (Rs. Crs.)



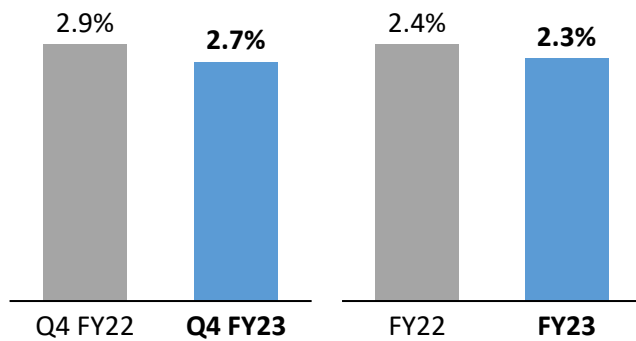
EBITDA Margins



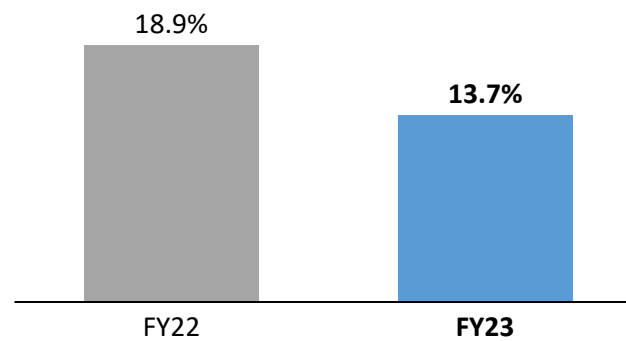
Profit After Tax (PAT)



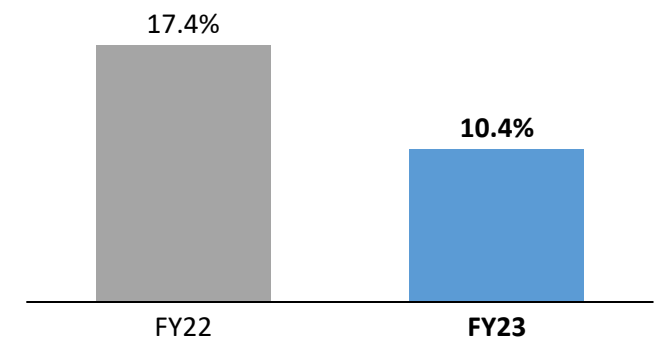
PAT Margins



RoCE\*



RoE\*



\*RoCE & RoE impacted in FY23 due to addition of stores

# PROFIT AND LOSS STATEMENT

Profit and Loss (in Rs. Crs.)	Q4 FY23	Q4 FY22	YoY	FY23	FY22	YoY
<b>Revenue from Operations</b>	<b>1,327.8</b>	<b>1,230.7</b>	<b>8%</b>	<b>5,445.7</b>	<b>4,349.3</b>	<b>25%</b>
Purchases of stock in trade	1,393.9	1,220.9		4,864.7	3,887.8	
Changes in Inventory	-249.8	-158.4		-159.7	-132.5	
<b>Gross Profit</b>	<b>183.7</b>	<b>168.1</b>	<b>9%</b>	<b>740.7</b>	<b>593.9</b>	<b>25%</b>
<b>Gross Profit Margin</b>	<b>13.8%</b>	<b>13.7%</b>		<b>13.6%</b>	<b>13.7%</b>	
Employee Cost	24.4	20.7		94.0	78.8	
Other Expenses	68.4	58.6		310.6	223.2	
<b>EBITDA</b>	<b>90.9</b>	<b>88.8</b>	<b>2%</b>	<b>336.1</b>	<b>291.9</b>	<b>15%</b>
<b>EBITDA Margin</b>	<b>6.8%</b>	<b>7.2%</b>		<b>6.2%</b>	<b>6.7%</b>	
Depreciation	23.1	19.0		85.4	71.3	
Other Income	5.5	0.85		11.0	3.8	
<b>EBIT</b>	<b>73.3</b>	<b>70.6</b>	<b>4%</b>	<b>261.7</b>	<b>224.4</b>	<b>17%</b>
<b>EBIT Margin</b>	<b>5.5%</b>	<b>5.7%</b>		<b>4.8%</b>	<b>5.2%</b>	
Finance Cost	27.1	23.1		98.5	84.6	
<b>Profit before Tax</b>	<b>46.1</b>	<b>47.5</b>	<b>-3%</b>	<b>163.2</b>	<b>139.8</b>	<b>17%</b>
<b>Profit before Tax Margin</b>	<b>3.47%</b>	<b>3.86%</b>		<b>3.00%</b>	<b>3.21%</b>	
Tax	10.0	12.2		40.4	35.9	
<b>Profit After Tax</b>	<b>36.1</b>	<b>35.3</b>	<b>2%</b>	<b>122.8</b>	<b>103.9</b>	<b>18%</b>
<b>Profit After Tax Margin</b>	<b>2.7%</b>	<b>2.9%</b>		<b>2.3%</b>	<b>2.4%</b>	
<b>EPS</b>	<b>0.94</b>	<b>1.18</b>		<b>3.63</b>	<b>3.46</b>	



- On account of investments made to open stores in a new geography i.e., NCR, the Company has increased investments in brand building, sales and marketing leading to higher other expenses
- The higher spends have lowered the EBITDA Margins in Q4 and FY23
- As throughput of these newly opened stores increase, the company expects margins to increase

# BALANCE SHEET

Assets (in Rs. Crs.)	Mar-23	Mar-22
<b>Non - Current Assets</b>	<b>1,283.9</b>	<b>875.4</b>
Property Plant & Equipments	509.9	279.5
CWIP	13.9	23.8
Intangible assets	0.5	0.6
Right of use asset	631.7	504.9
Financial Assets		
Loans	0.0	0.0
Other Financial Assets	92.9	29.2
Deferred Tax Assets (Net)	25.1	17.6
Other Non - Current Assets	9.9	14.1
Other Non Current Tax Assets	0.0	5.7
<b>Current Assets</b>	<b>1,407.9</b>	<b>956.6</b>
Inventories	773.5	613.8
Financial Assets		
(i) Trade receivables	138.4	115.2
(ii) Cash and cash equivalents	203.2	34.4
(iii) Loans	1.2	1.3
Other Financial Assets	8.3	0.2
Other Current Assets	283.3	191.7
<b>Total Assets</b>	<b>2,691.8</b>	<b>1,832.0</b>

Equity & Liabilities (in Rs. Crs.)	Mar-23	Mar-22
<b>Total Equity</b>	<b>1,184.3</b>	<b>596.5</b>
Share Capital	384.7	300.0
Reserves & Surplus	799.6	296.5
<b>Non-Current Liabilities</b>	<b>768.2</b>	<b>579.7</b>
Financial Liabilities		
(i) Borrowings	100.8	55.2
(ii) Lease Liabilities	665.7	523.9
Provisions	1.7	0.7
<b>Current Liabilities</b>	<b>739.4</b>	<b>655.7</b>
Financial Liabilities		
(i) Borrowings	626.3	538.5
(ii) Trade Payables	24.6	35.2
(iii) Lease	38.9	31.3
(iv) Other Financial Liabilities	23.6	16.7
Other Current Liabilities	14.5	19.8
Provisions	10.7	7.2
Current tax liabilities (net)	0.7	7.1
<b>Total Equity &amp; Liabilities</b>	<b>2,691.8</b>	<b>1,832.0</b>



# CASH FLOW STATEMENT

Particulars (Rs. Crs.)	FY23	FY22
<b>Net Profit Before Tax</b>	<b>163.2</b>	<b>139.8</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	178.5	152.6
<b>Operating profit before working capital changes</b>	<b>341.7</b>	<b>292.3</b>
Changes in working capital	-287.0	-138.6
<b>Cash generated from Operations</b>	<b>54.7</b>	<b>153.8</b>
Direct taxes paid (net of refund)	-48.5	-37.6
<b>Net Cash from Operating Activities</b>	<b>6.2</b>	<b>116.2</b>
<b>Net Cash from Investing Activities</b>	<b>-307.4</b>	<b>-67.9</b>
<b>Net Cash from Financing Activities</b>	<b>470.0</b>	<b>-48.9</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>168.8</b>	<b>-0.6</b>
Add: Cash & Cash equivalents at the beginning of the period	34.4	35.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>203.2</b>	<b>34.4</b>

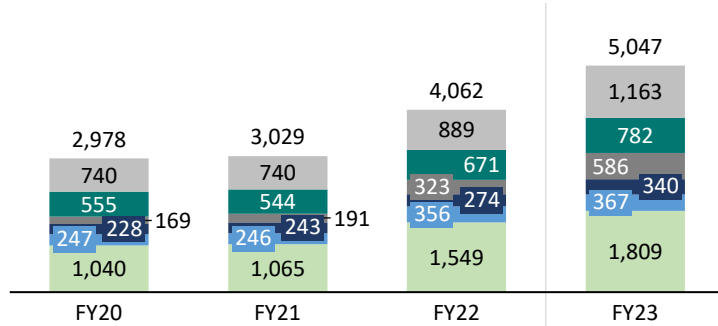
LARGEST  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA

**HISTORICAL HIGHLIGHTS**

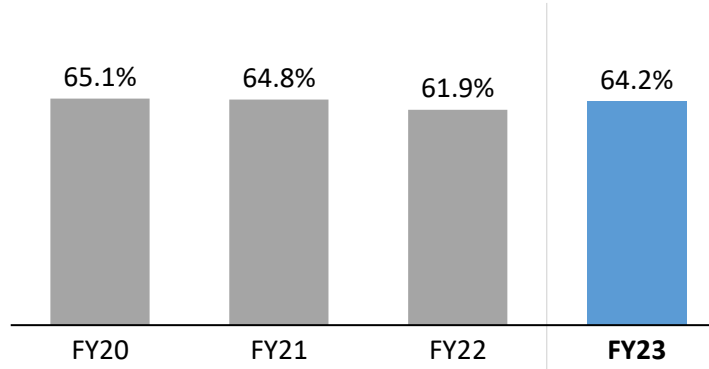
# OPERATING INDICATORS

## Top 5 Brands (Revenues)

Brand 1 Brand 2 Brand 3 Brand 4 Brand 5 Others

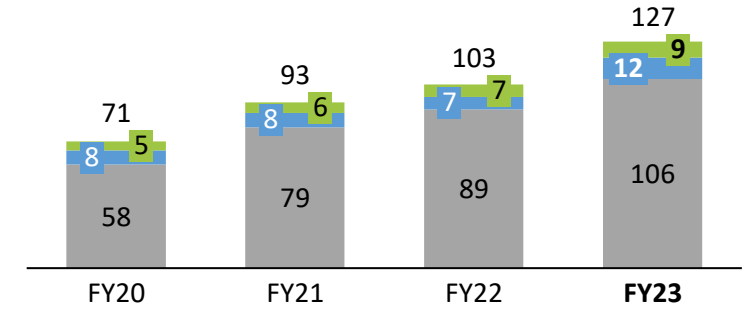


## Top 5 Brands (% of Revenues)

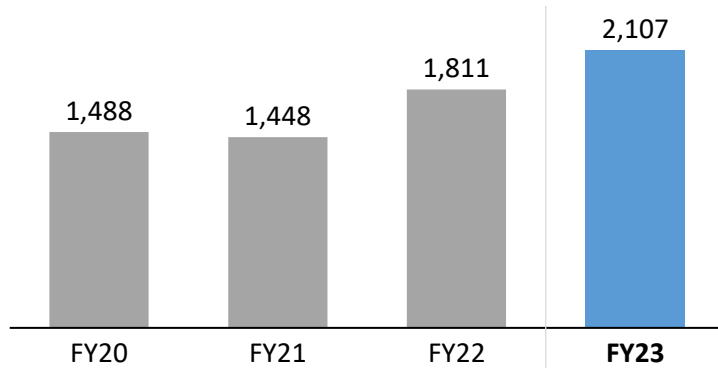


## Store Ownership (#)

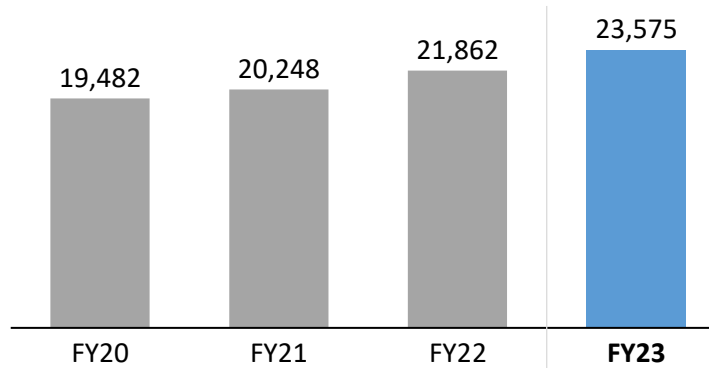
POPL Owned Leased



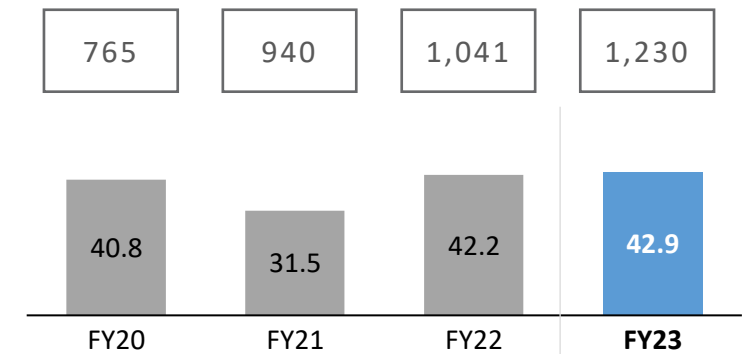
## Bill Cuts (Nos. in '000)



## Average Ticket Size (Rs.)



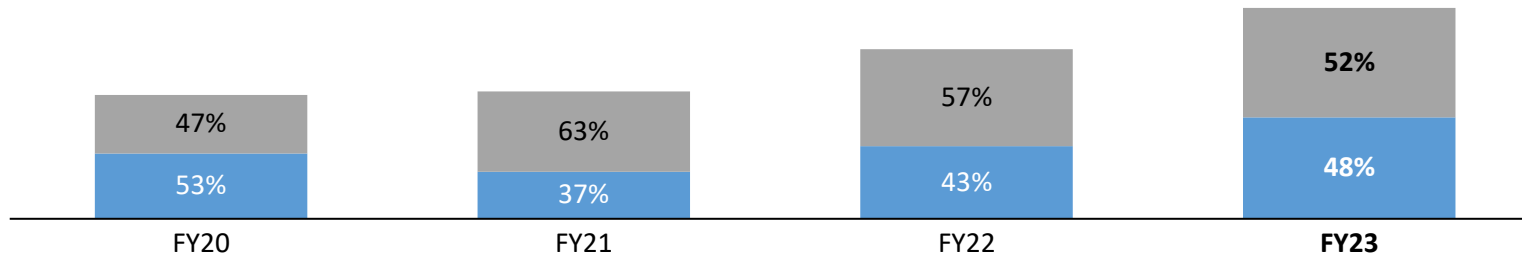
## Net Retail Sales per store (Rs. Crs.)



Total Retail Area (in '000 sq. ft.)

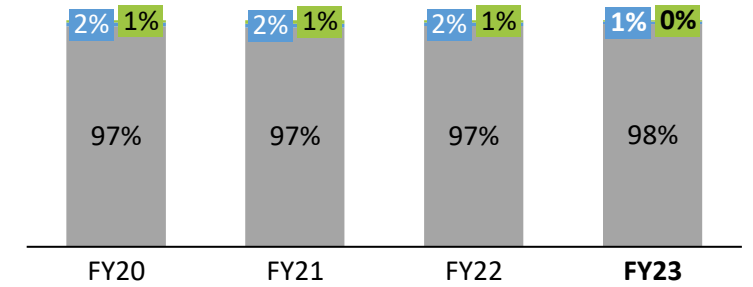
## Sale of Products

■ H2 ■ H1

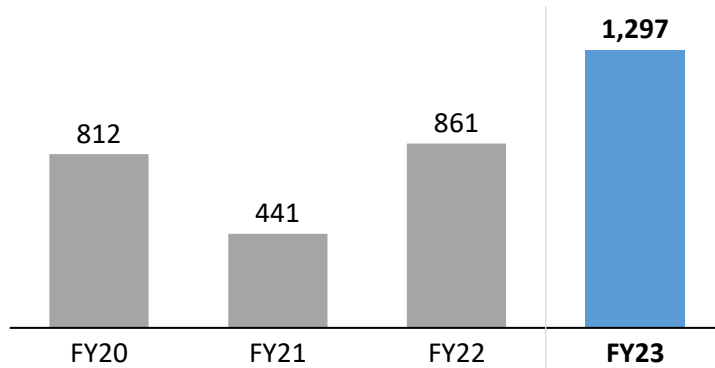


## Retail dominates the Revenues

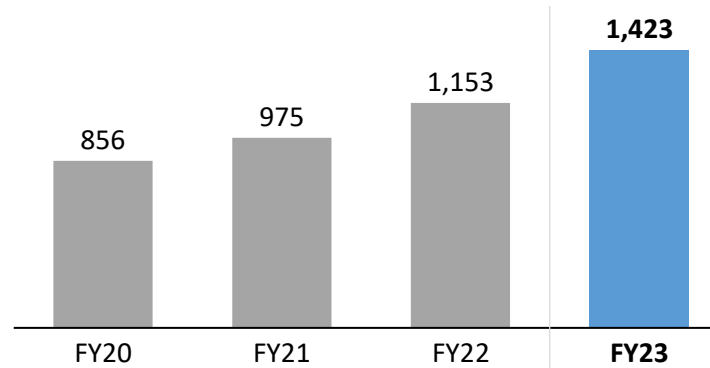
■ Online ■ Wholesale ■ Retail



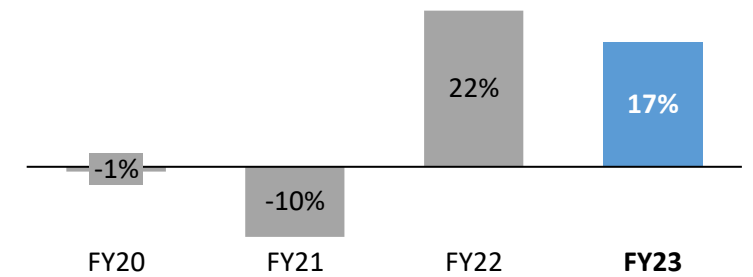
## Summer Season Revenue (April - June)



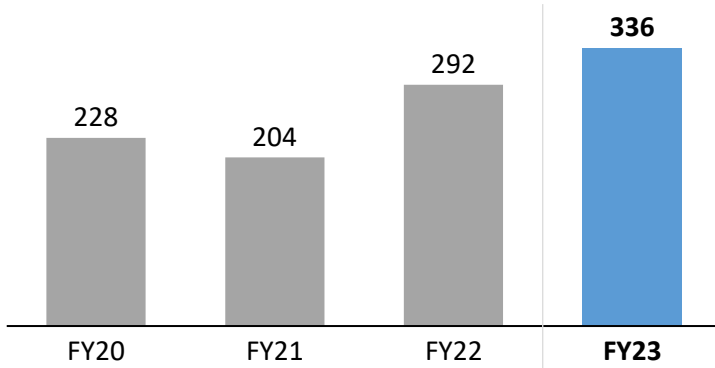
## Festive Season Revenue (Sept - Nov)



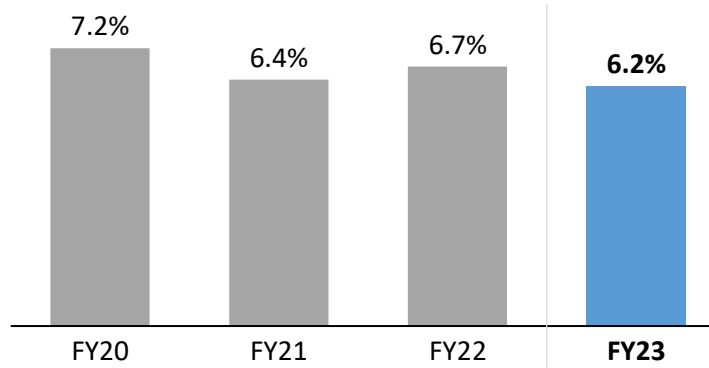
## Same Store Sales Growth (SSSG)



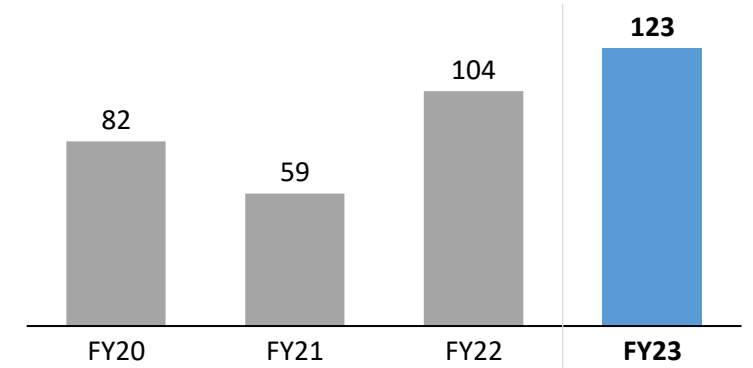
EBITDA (Rs. Crs.)



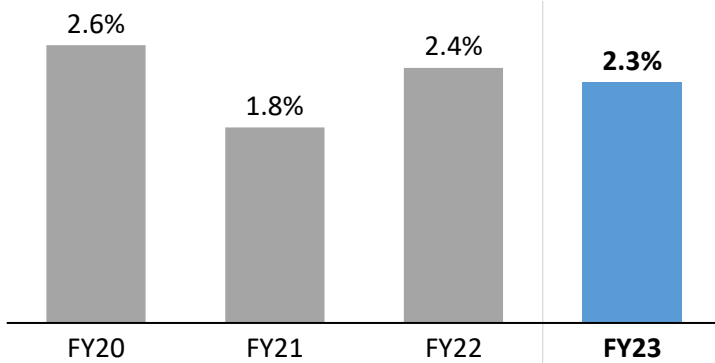
EBITDA Margins



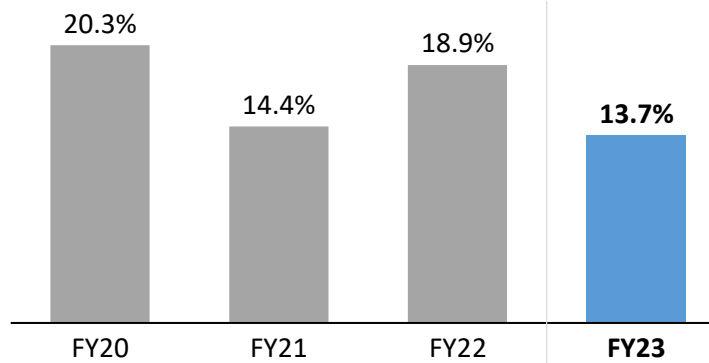
Profit After Tax (PAT)



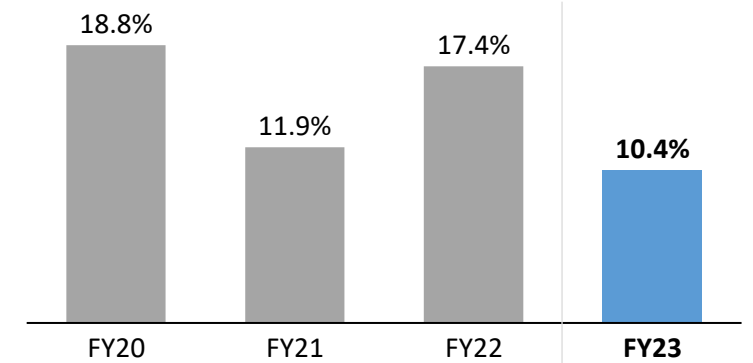
PAT Margins



RoCE

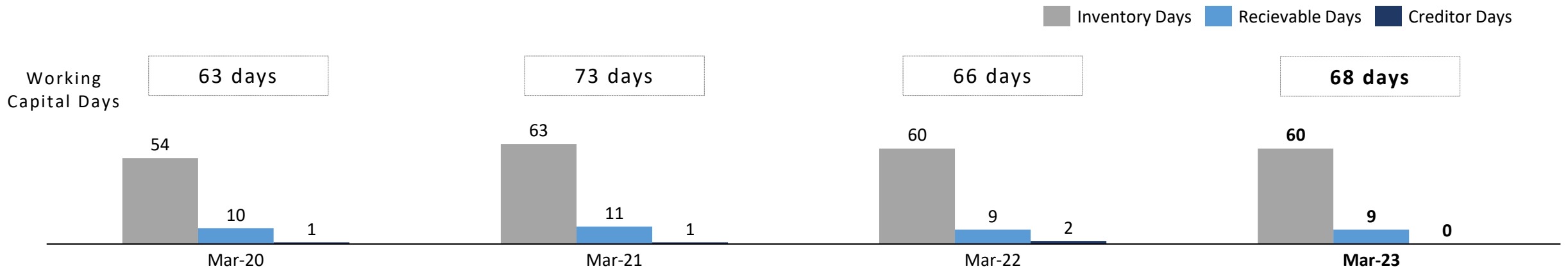


RoE

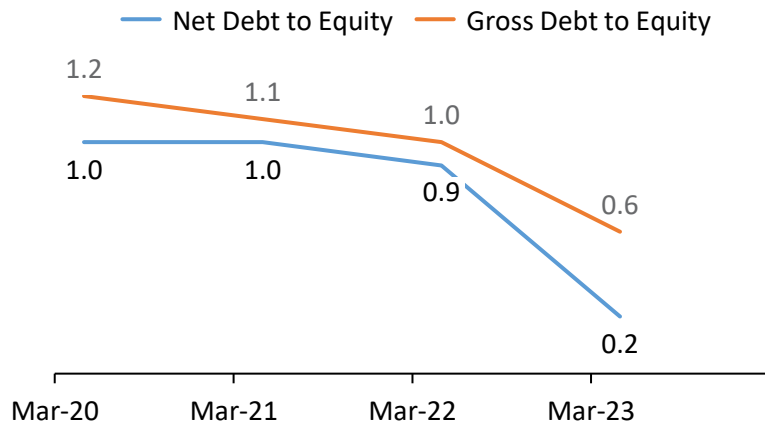


# STRONG BALANCE SHEET

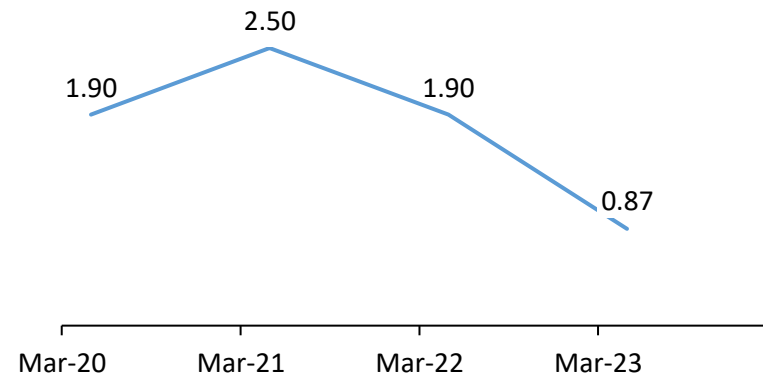
## Working Capital\*



## Debt to Equity Ratio



## Net Debt to EBITDA



## Cash Flow from Operations (Rs. Crs.) (excl. Working Capital Adj.)



\*The numbers for the WC cycle are unaudited and uncertified

# HISTORICAL PROFIT AND LOSS STATEMENT

Profit and Loss (in Rs. Crs.)	FY23	FY22	FY21	FY20
<b>Revenue from Operations</b>	<b>5,445.7</b>	<b>4,349.3</b>	<b>3,201.9</b>	<b>3,172.5</b>
Purchases of stock in trade	4,864.7	<b>3,887.8</b>	<b>2,846.9</b>	<b>2,776.2</b>
Changes in Inventory	-159.7	-132.5	-79.6	-74.0
<b>Gross Profit</b>	<b>740.7</b>	<b>593.9</b>	<b>434.6</b>	<b>470.3</b>
<b>Gross Profit Margin</b>	<b>13.6%</b>	<b>13.7%</b>	<b>13.6%</b>	<b>14.8%</b>
Employee Cost	94.0	78.8	61.4	58.6
Other Expenses	310.6	223.2	169.2	184.0
<b>EBITDA</b>	<b>336.1</b>	<b>291.9</b>	<b>203.9</b>	<b>227.6</b>
<b>EBITDA Margin</b>	<b>6.2%</b>	<b>6.7%</b>	<b>6.4%</b>	<b>7.2%</b>
Depreciation	85.4	71.3	58.1	50.8
Other Income	11.0	3.8	5.5	6.5
<b>EBIT</b>	<b>261.7</b>	<b>224.4</b>	<b>151.2</b>	<b>183.4</b>
<b>EBIT Margin</b>	<b>4.8%</b>	<b>5.2%</b>	<b>4.7%</b>	<b>5.8%</b>
Finance Cost	98.5	84.6	71.7	63.4
Exceptional items	0.0	0.0	0.0	-7.9
<b>Profit before Tax</b>	<b>163.2</b>	<b>139.8</b>	<b>79.6</b>	<b>112.2</b>
<b>Profit before Tax Margin</b>	<b>3.0%</b>	<b>3.2%</b>	<b>2.5%</b>	<b>3.5%</b>
Tax	40.4	35.9	20.9	30.6
<b>Profit After Tax</b>	<b>122.8</b>	<b>103.9</b>	<b>58.6</b>	<b>81.6</b>
<b>Profit After Tax Margin</b>	<b>2.3%</b>	<b>2.4%</b>	<b>1.8%</b>	<b>2.6%</b>
<b>EPS</b>	<b>3.63</b>	<b>3.46</b>	<b>1.95</b>	<b>2.72</b>

# HISTORICAL BALANCE SHEET

Assets (in Rs. Crs.)	Mar-23	Mar-22	Mar-21	Mar-20
<b>Non - Current Assets</b>	<b>1,283.9</b>	<b>875.4</b>	<b>720.2</b>	<b>625.9</b>
Property Plant & Equipments	509.9	279.5	275.5	222.9
CWIP	13.9	23.8	2.0	2.4
Intangible assets	0.5	0.6	0.6	0.3
Right of use asset	631.7	504.9	397.5	348.2
Financial Assets				
Loans	0.0	0.0	17.7	13.3
Other Financial Assets	92.9	29.2	7.3	6.1
Deferred Tax Assets (Net)	25.1	17.6	11.6	6.8
Other Non - Current Assets	9.9	14.1	3.2	17.2
Other Non Current Tax Assets	0.0	5.7	4.8	8.6
<b>Current Assets</b>	<b>1,407.9</b>	<b>956.6</b>	<b>803.3</b>	<b>721.7</b>
Inventories	773.5	613.8	481.4	401.8
Financial Assets				
(i) Trade receivables	138.4	115.2	95.4	84.6
(ii) Cash and cash equivalents	203.2	34.4	35.0	87.1
(iii) Loans	1.2	1.3	1.0	0.9
Other Financial Assets	8.3	0.2	0.2	0.2
Other Current Assets	283.3	191.7	190.4	147.1
<b>Total Assets</b>	<b>2,691.8</b>	<b>1,832.0</b>	<b>1,523.5</b>	<b>1,347.6</b>

Equity & Liabilities (in Rs. Crs.)	Mar-23	Mar-22	Mar-21	Mar-20
<b>Total Equity</b>	<b>1,184.3</b>	<b>596.5</b>	<b>491.9</b>	<b>433.1</b>
Share Capital	384.7	300.0	300.0	300.0
Reserves & Surplus	799.6	296.5	191.9	133.1
<b>Non-Current Liabilities</b>	<b>768.2</b>	<b>579.7</b>	<b>465.9</b>	<b>400.8</b>
Financial Liabilities				
(i) Borrowings	100.8	55.2	62.1	63.0
(ii) Lease Liabilities	665.7	523.9	401.7	336.6
Provisions	1.7	0.7	2.1	1.3
<b>Current Liabilities</b>	<b>739.4</b>	<b>655.7</b>	<b>565.7</b>	<b>513.7</b>
Financial Liabilities				
(i) Borrowings	626.3	538.5	473.9	448.1
(ii) Trade Payables	24.6	35.2	7.6	6.7
(iii) Lease	38.9	31.3	0.0	0.0
(iv) Other Financial Liabilities	23.6	16.7	66.0	48.0
Other Current Liabilities	14.5	19.8	16.4	11.0
Provisions	10.7	7.2	1.8	0.0
Current tax liabilities (net)	0.7	7.1	0.0	0.0
<b>Total Equity &amp; Liabilities</b>	<b>2,691.8</b>	<b>1,832.0</b>	<b>1,523.5</b>	<b>1,347.6</b>



# HISTORICAL CASH FLOW

Particulars (Rs. Crs.)	FY23	FY22	FY21	FY20
<b>Net Profit Before Tax</b>	<b>163.2</b>	<b>139.8</b>	<b>79.6</b>	<b>112.2</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	178.5	152.6	130.4	119.6
<b>Operating profit before working capital changes</b>	<b>341.7</b>	<b>292.3</b>	<b>209.9</b>	<b>231.8</b>
Changes in working capital	-287.0	-138.6	-125.8	-153.0
<b>Cash generated from Operations</b>	<b>54.7</b>	<b>153.8</b>	<b>84.1</b>	<b>78.8</b>
Direct taxes paid (net of refund)	-48.5	-37.6	-20.1	42.76
<b>Net Cash from Operating Activities</b>	<b>6.2</b>	<b>116.2</b>	<b>64.0</b>	<b>36.0</b>
<b>Net Cash from Investing Activities</b>	<b>-307.4</b>	<b>-67.9</b>	<b>-59.9</b>	<b>-70.3</b>
<b>Net Cash from Financing Activities</b>	<b>470.0</b>	<b>-48.9</b>	<b>-56.1</b>	<b>70.6</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>168.8</b>	<b>-0.6</b>	<b>-52.1</b>	<b>36.3</b>
Add: Cash & Cash equivalents at the beginning of the period	34.4	35.0	87.1	50.8
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>203.2</b>	<b>34.4</b>	<b>35.0</b>	<b>87.1</b>



## IPO in October 2022

- ✓ **Company raised Rs. 500 Cr via fresh issue of shares**
- ✓ **Objects of the issue**
  - Funding of capital expenditure for expansion and opening of stores and warehouses
  - Funding incremental working capital requirements
  - Repayment/prepayment, in full or in part, of all or certain borrowings availed by our company
  - General corporate purposes

# KEY TAKEAWAYS



OVER 4 DECADES  
OF **LEGACY**  
— THAT'S ICONIC —

BAJAJ  
ELECTRONICS

THANK YOU

**Company: Electronics Mart India Limited**

CIN: L52605TG2018PLC126593



**Mr. Premchand Devarakonda (CFO)**

[premchand.d@bajajelectronics.in](mailto:premchand.d@bajajelectronics.in)

040 2323 0244

**Investor Relations: Strategic Growth Advisors (SGA)**

CIN: U74140MH2010PTC204285

**SGA** Strategic Growth Advisors

**Mr. Deven Dhruva / Ms. Hinal Kothari**

[deven.dhruva@sgapl.net](mailto:deven.dhruva@sgapl.net) / [hinal.Kothari@sgapl.net](mailto:hinal.Kothari@sgapl.net)

Tel: +91 98333 73300 / +91 99301 33428