To,

Listing Manager,	The Secretary,
The National Stock Exchange of India Ltd.,	BSE Limited,
(Through NEAPS)	(Through BSE Listing Centre)
Symbol: EMIL	**Scrip Code: 543626**
Series: EQ	
ISIN: INE02YR01019	

Sub: Investor's Presentation to be held on 07th August 2026.

Dear Sir/Madam,

In pursuance of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor presentation for the First Quarter ended 30th June 2026 to be held on 07th August 2026 at 04:00 P.M. IST. A copy of the said presentation is also being uploaded to 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: 2026.08.07 13:55:07 +05'30'

Rajiv Kumar

Company Secretary and Compliance Officer

Date: 07th August 2026

Place: Hyderabad

EMI
Electronics Mart India Limited

Fueled by Experience, Growing with Trust

Investor Presentation

August 2026

SAFE HARBOR

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Electronics Mart India Limited

LARGEST
ELECTRONICS
RETAILER IN
SOUTH INDIA

Q1 FY27 BUSINESS & FINANCIAL PERFORMANCE

Q1 FY27 FINANCIAL SNAPSHOT

Financial Highlights

Rs. 2,419 Crores ▲ 39%

Revenue from Operations

Rs. 417 Crores ▲ 65%

Gross Profit

Rs. 239 Crores ▲ 118%

EBITDA

Rs. 121 Crores ▲ 458%

Profit After Tax

Operational Highlights

34.2%

Same Store Sales Growth

17.2% ▲ 260 bps

GP Margin

9.9% ▲ 360 bps

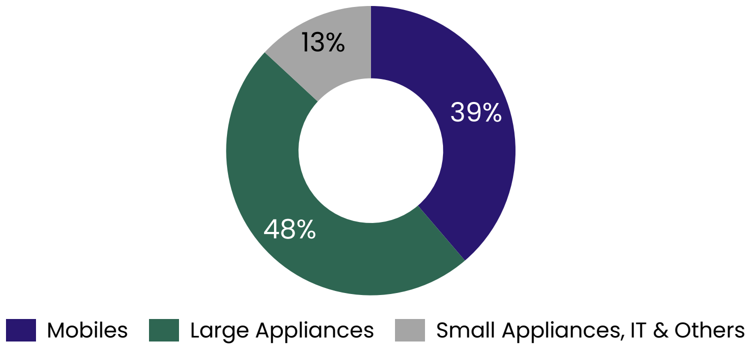
EBITDA Margin

5.0% ▲ 380 bps

PAT Margin

Sales Mix and Store Ownership

Product Mix (Q1 FY27)



982 ▲ 36.0%

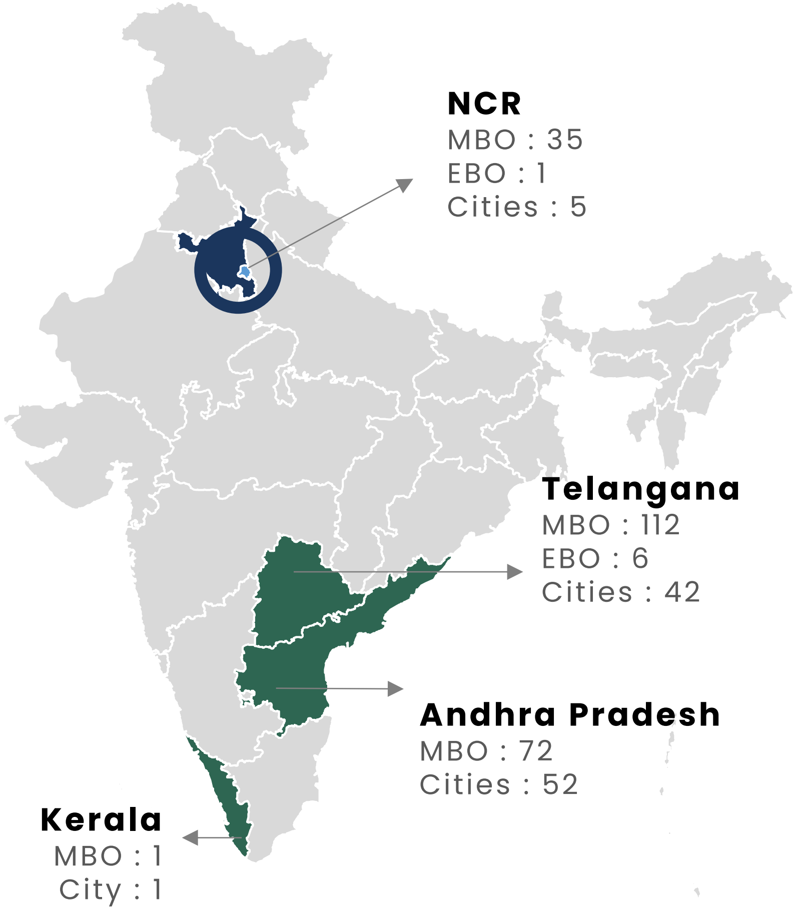
Bill Cuts (Nos. in ‘000)

Rs. 23,474 ▲ 2.0%

Average Ticket Size (Rs.)

CLUSTER-WISE FINANCIAL PERFORMANCE

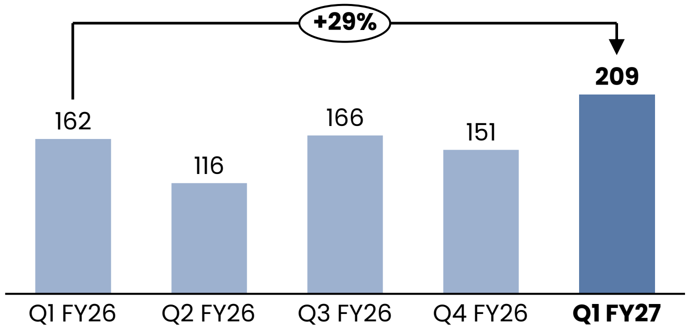
Electronics Mart India Limited



Map not to scale, for representation purpose only

Cluster Sales Include EBO & MBO Sales Combined

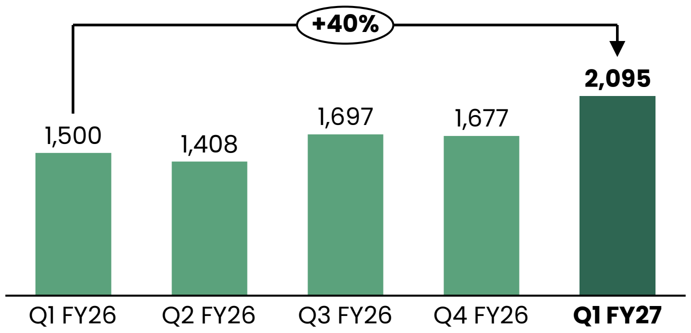
NORTH CLUSTER (Rs. Crs.)



NORTH CLUSTER MARGIN* (Q1FY27)

4.9%

SOUTH CLUSTER (Rs. Crs.)



SOUTH CLUSTER MARGIN* (Q1FY27)

10.9%

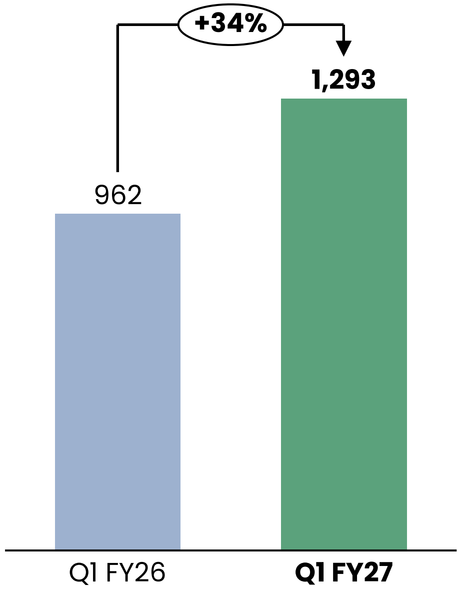
- ✓ Began North cluster operations in 2022 and are scaling aggressively, following the same strategy that drove success in the South
- ✓ As scale builds, the Company expects store productivity and margins to align with South cluster benchmarks
- ✓ North cluster presents a large addressable market, and the Company is steadily building presence as it did earlier in the South

*The EBITDA margin (%) is calculated at the store level and excludes corporate and warehouse expenses. The figures are uncertified and are presented on a pre-Ind AS 116 basis.

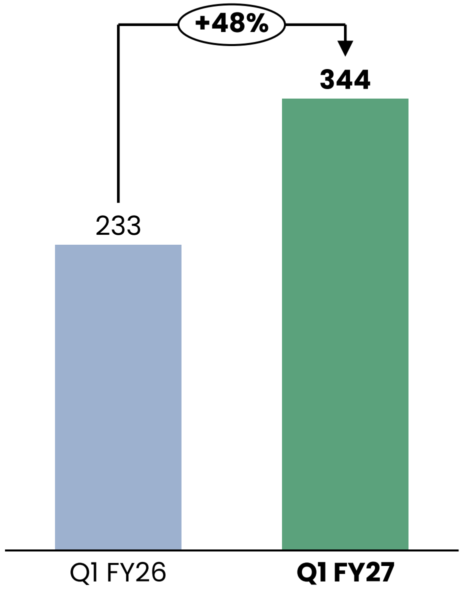
CLUSTER WISE REVENUE – Q1 FY27

Revenue (Rs. Crs.)

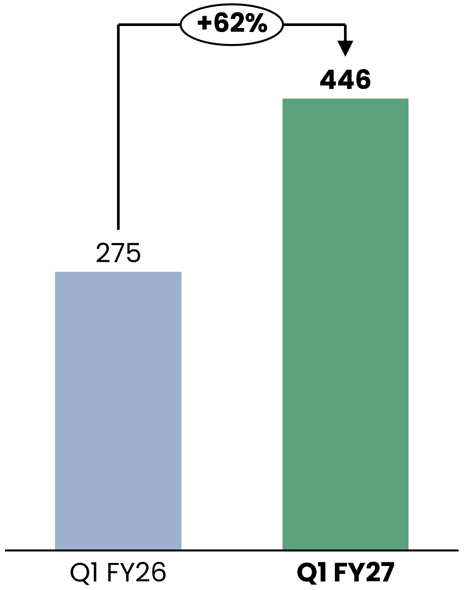
Telangana – HYD City



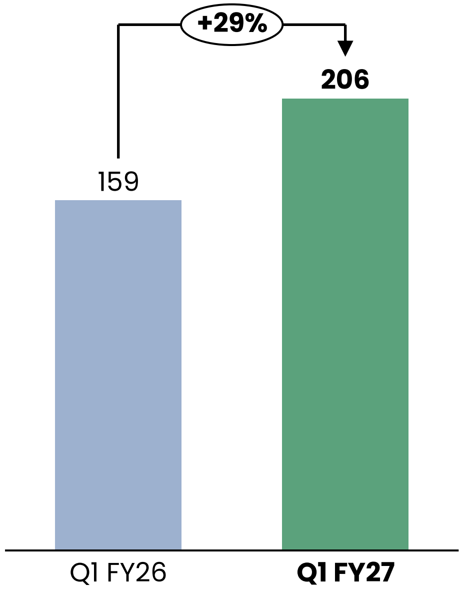
Telangana – UP Country



Andhra Pradesh



Delhi NCR



	Telangana – HYD City	Telangana – UP Country	Andhra Pradesh	Delhi NCR
SSSG	**32.3%**	**40.0%**	**49.1%**	**14.6%**

Cluster Sales Include Only MBO Sales

Mature Stores vs Non Mature Stores

Metrics	Mature Store Stores > 4 Years Old	Non Mature Store Stores <4 Years Old (Average Store Age of 1.9 Years)
Number Of Stores	96 Stores	131 Stores
Total Revenue from Sales of Products - Retail	Rs. 1,628 Crores	Rs. 676 Crores
Total EBITDA	Rs. 183 Crores	Rs. 55 Crores
EBITDA Margin (%)	11.2%	8.1%

With a significant part of our network still in early stages, we expect profitability to improve as more stores mature and unlock higher throughput and operating leverage

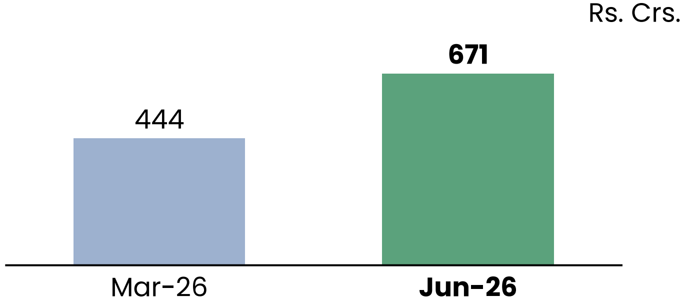
Revenue and EBITDA include EBO & MBO. The figures are presented on a post-Ind AS 116 basis

STRONG CASH FLOW & BALANCE SHEET

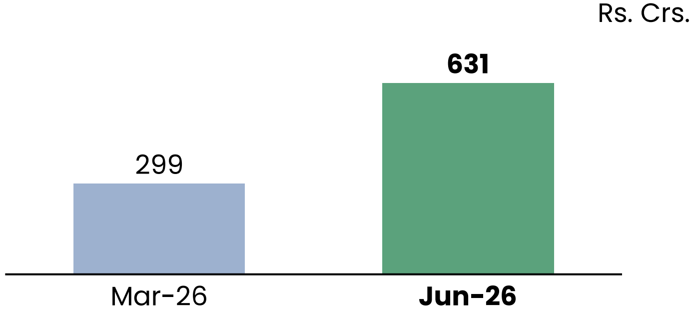
Electronics Mart India Limited

Cash Flow from Operations

Post IND-AS 116

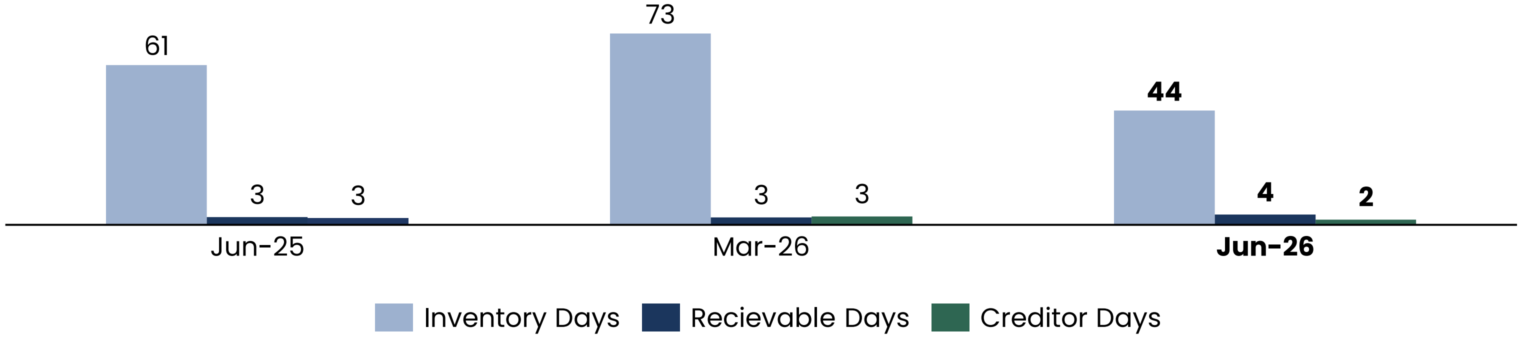


Pre IND-AS 116



Working Capital

61	73	**42**	In Days



RoCE*	RoE*
19.4%	12.6%

Total Equity

Rs. 1,747 Crs.

Cash & Cash Equivalents

Rs. 46 Crs.

ROE and ROCE are calculated on a trailing twelve months (TTM) basis, using average equity and average capital employed

Q1 FY27 PROFIT AND LOSS STATEMENT

Profit & Loss (in Rs. Crore)	Q1 FY27			Q1 FY26			YoY (Reported)
	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	Reported	Ind-AS 116 Impact	Pre Ind-AS 116*	
Total Revenue	**2,419.0**		**2,419.0**	**1,739.4**		**1,739.4**	**39%**
Purchases of stock in trade	1,720.8		1,720.8	1,260.3		1,260.3	
Changes in Inventory	281.0		281.0	225.8		225.8	
Gross Profit	**417.2**		**417.2**	**253.3**		**253.3**	**65%**
Gross Margin	**17.2%**		**17.2%**	**14.6%**		**14.6%**	
Employee Cost	44.3		44.3	37.3		37.3	
Rent Expense	0.0	39.3	39.3	0.0	34.4	34.4	
Other Expenses	133.9		133.9	106.2		106.2	
EBITDA	**238.9**		**199.7**	**109.7**		**75.3**	**118%**
EBITDA Margin	**9.9%**		**8.3%**	**6.3%**		**4.3%**	
Other Income	2.0		2.0	1.3		1.3	
Depreciation	41.6	26.4	15.2	36.8	23.5	13.3	
EBIT	**199.3**		**186.4**	**74.1**		**63.3**	**169%**
Finance Cost	37.2	25.1	12.2	37.1	22.7	14.4	
Profit before Tax Exceptional Items	**162.1**		**174.3**	**37.1**		**48.9**	**337%**
*Exceptional Item	0.00			-8.2			
Profit Before Tax	**162.1**			**28.9**			**461%**
Tax	41.4			7.3			
PAT	**120.6**			**21.6**			**458%**
PAT Margin	**5.0%**			**1.2%**			
EPS (in Rs.)	3.14			0.56			

LARGEST
ELECTRONICS
RETAILER IN
SOUTH INDIA

OVERVIEW & KEY STRATEGIES

EMIL AT A GLANCE

Inception & Presence

EMIL began its journey with a single store in **Hyderabad** and has since built a strong presence across **Andhra Pradesh, Telangana, and NCR**, with plans to expand into high-potential markets like **West Bengal**

Store Count

227
Stores
(220 MBO & 7 EBO)

WE ARE THE

4th
Largest Electronics Retailer in India

OUR MBO BRANDS

BAJAJ ELECTRONICS
ELECTRONICS MART
KITCHEN STORIES FROM THE HOUSE OF BAJAJ ELECTRONICS
AUDIO & BEYOND HOME CINEMA | HOME AUTOMATION FROM THE HOUSE OF BAJAJ ELECTRONICS
EASY KITCHENS
THE CHARCOAL PROJECT

RETAIL AREA

1.98 + Mn.
Square feet

Experience of Over

4
Decades

PRODUCT OFFERINGS

Air Conditioner
Smart Phones
Television
Laptop
Refrigerator
Washing Machines
Chimney
Audio Devices
Cooler
Other Products

Central Warehouse
14

Cities Present
100+

Employees
3,000+

Leased Stores
192

Owned Stores
20

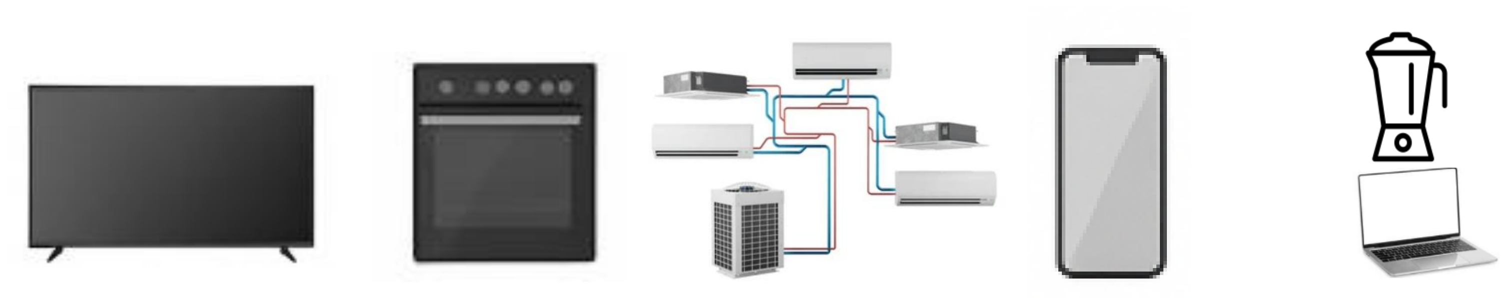
POPL Stores
15

Map not to scale, for representation purpose only

STRATEGIC PARTNERSHIPS AND PREMIUM POSITIONING DRIVE ASP LEADERSHIP

Electronics Mart India Limited

We Partner with most of the world's best Brands and are a preferred distributor



98" Inch TV

Built In

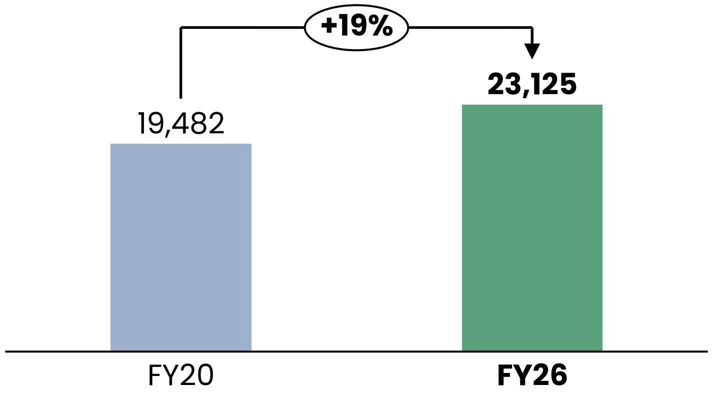
VRV System (Centralized)

Smart Phones

Entry Level Products

From Ultra Premium to Entry Level Products we work with pull brands

Among organized retailers we drive the one of the highest **ASP's** for most OEMs



*ASP: Average Selling Price

CLUSTER BASED DISTRIBUTION NETWORK

Electronics Mart India Limited

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

We are Present Across

100+ Cities

6 States

227 Retail Stores
(220 MBO & 7 EBO)

1.98+ Mn Sq. Ft.
Avg. Store Size of 10k sq. ft.

14 Central Warehouses
6 in TS, 4 in AP & 4 in NCR

Store Ownership

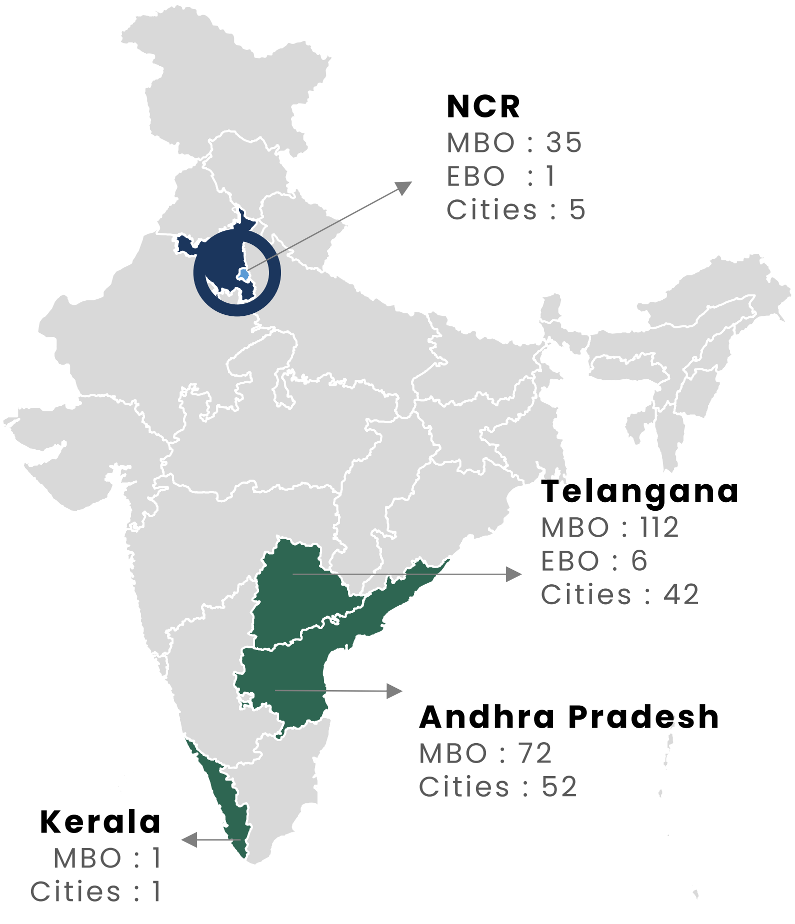
192 Leased

20 Owned

15 POPL

MBO Brands (# Stores)

176	BAJAJ ELECTRONICS
32	ELECTRONICS MART
5	KITCHEN STORIES (FROM THE HOUSE OF BAJAJ ELECTRONICS)
3	AUDIO & BEYOND (HOME CINEMA | HOME AUTOMATION; FROM THE HOUSE OF BAJAJ ELECTRONICS)
3	EASY KITCHENS
1	THE CHARCOAL PROJECT



Map not to scale, for representation purpose only

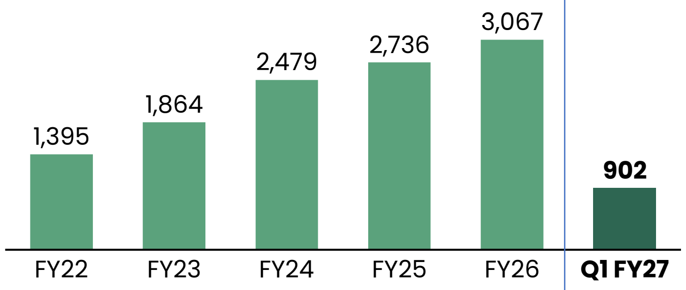
DIVERSIFIED PRODUCT PROFILE COMPRISING OF 8,000+ SKUs

Mobiles

Phones, Fitness Tracker & Tablets

Fastest growing segment with rising contribution to the overall revenue pie from 29% FY19 to 44% in FY25

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

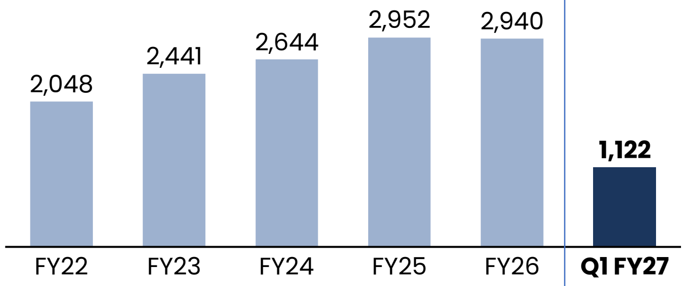


Large Appliances

TV, Washing Machine, AC, Refrigerators

Highest contributing segment in terms of revenues

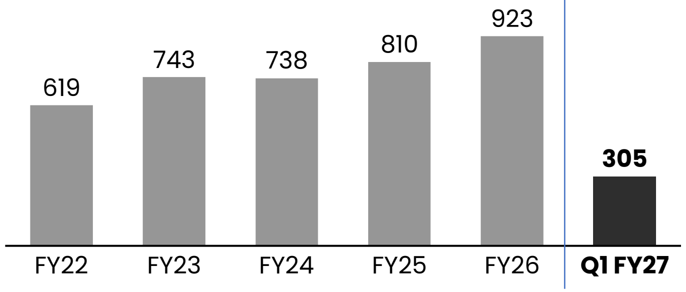
Have relationships with the largest brands in this space – LG, Haier, Sony etc



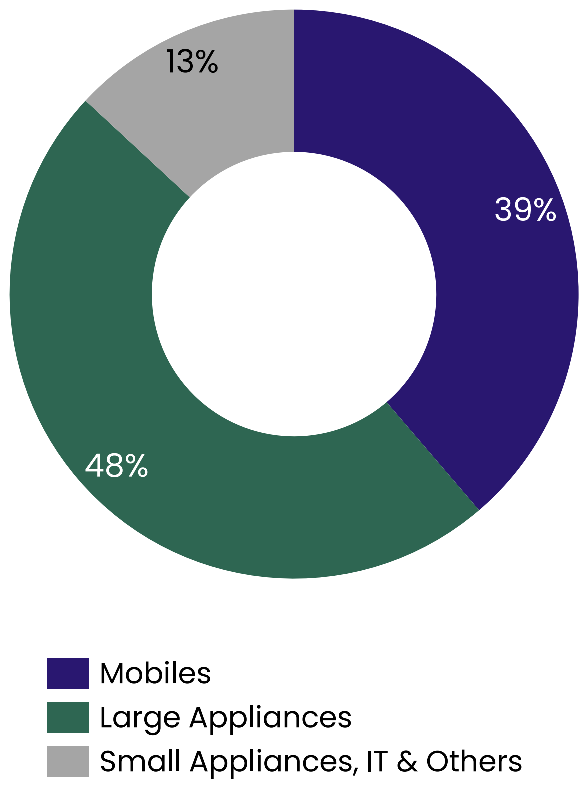
Small Appliances, IT & Others

Laptop, Printer, Geyser & Others

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



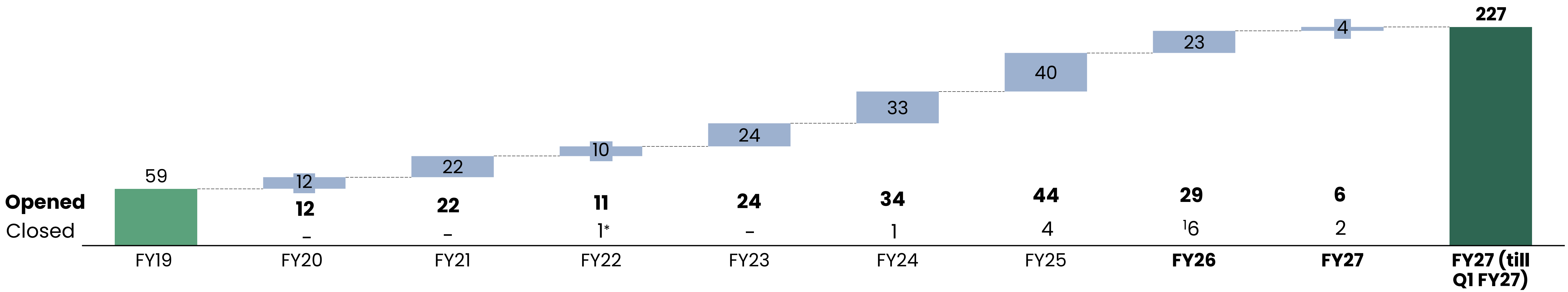
Q1 FY27 Revenue Mix



RAPID STORE EXPANSION

Electronics Mart India Limited

Stores	71	**+31%**	93	**+11%**	103	**+23%**	127	**+21%**	160	**+25%**	200	**+12%**	223	**+2%**	227
Retail ‘000s sq. ft	765	**+23%**	940	**+11%**	1,041	**+17%**	1,222	**+17%**	1,471	**+19%**	1,758	**+10%**	1,940	**+2%**	1,977



Particulars	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27 (till Q1 FY27)
Store Count	**71**	**93**	**103**	**127**	**160**	**200**	**223**	**227**
MBOs Total	**63**	**82**	**91**	**114**	**147**	**189**	**215**	**220**
Bajaj Electronics / Electronics Mart	63	80	88	105	137	176	203	208
Kitchen Stories	-	2	2	5	6	6	6	5
Audio & Beyond	-	-	1	1	1	3	3	3
Easy Kitchen	-	-	-	3	3	3	3	3
Charcoal Project	-	-	-	-	-	1	1	1
EBOs	**8**	**11**	**12**	**13**	**13**	**11**	**8**	**7**

* The store has been converted to EBO [1]6 Closures during the period were primarily driven by the divestment of IQ Apple Retail stores

DRIVING SALES THROUGH DIFFERENTIATED IN-STORE EXPERIENCES

Electronics Mart India Limited

Differentiated in Store Experiences

Product Experience Event

In-store live demonstrations (e.g., juicing stations) build trust and authenticity

Interactive Product Trial

Turns shopping into an experience — especially impactful for Gen Z and millennial buyers

Event-Driven Selling

Festival-themed sales (Diwali, Pongal, etc.) with games, prizes, and live counters

Consultative Selling Approach

Our Sales Team engage customers with a solutions mindset — understanding lifestyle and usage to recommend the right products

OUR RETAIL OUTLETS

Electronics Mart India Limited

NCR Stores


Hyderabad Stores


Andhra Pradesh & Telangana Up Country Stores


OUR SPECIALISED RETAIL STORES

Electronics Mart India Limited

Kitchen Stories
(Jubilee Hills, Hyderabad)

Easy Kitchens
(Jubilee Hills, Hyderabad)

Audio & Beyond
(Jubilee Hills, Hyderabad)

The Charcoal Project
(Jubilee Hills, Hyderabad)

Smart Home Expo – Powered by EMIL – Global Brands Tie-Ups

INDIA'S LARGEST SMART HOME EVENT

Global Brand Tie-Ups

Display & Audio	Audio & Lifestyle	Display & Audio
Hisense	Lithe Audio	Buster + Punch
SE Audiotechnik	Bang & Olufsen	Portman Lights
Gallo Acoustics	Pure Acoustics	Minute Une
Funktion – One	Trinnov Audio	ProtoPixel
Aquavision	VSSL	Alta Labs

What This Means for EMIL

- ✓ Deepened partnerships with several niche and leading international brands spanning home cinema, audio, and connected home ecosystems
- ✓ Live demonstrations in real-world environments, emphasizing seamless system integration, superior performance, and a truly elevated user experience
- ✓ EMIL’s active presence in such events will play a pivotal role in shaping the future of electronics consumption across categories in India

STRATEGICALLY LOCATED LOGISTICS AND WAREHOUSING FACILITIES

14 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 Supply Chain with 80% of Volumes coming from OEMS
- Computerized Inventory Management System utilized to track daily SKU movement
- Systems setup in a way it synchronises with all stores and Central Warehouse
- Inventory is constantly monitored to ensure fresh stock is available using "first in first out approach"

Robust Information Technology System

- ERP and POS systems from leading industry software providers
- Wide Rage of Data Management Tools used to further improve efficiency
- Tracking systems with real time updates on status of their orders
- Use data to swiftly align inventory with changing customer preferences

BOARD OF DIRECTORS

Pavan Kumar Bajaj
Chairman & Managing Director

Karan Bajaj
Chief Executive Officer & WTD

Astha Bajaj
Executive Director & WTD

Col. Gurdeep Singh (Retd.)
Independent Director

Mirza Ghulam Muhammad Baig
Independent Director

Jyotsna Angara
Independent Director

AWARDS & ACCOLADES

Revenue Champion 2024 Apple

2024

Electronics Mart India Limited Top Performing Brand Samsung

2024

Certificate of Appreciation For exemplary sales Contribution H12024 SAMSUNG

2024

Oppo Diamond Awards

2024

One Plus Preferred Partner

2025

KEY GROWTH STRATEGIES

Electronics Mart India Limited

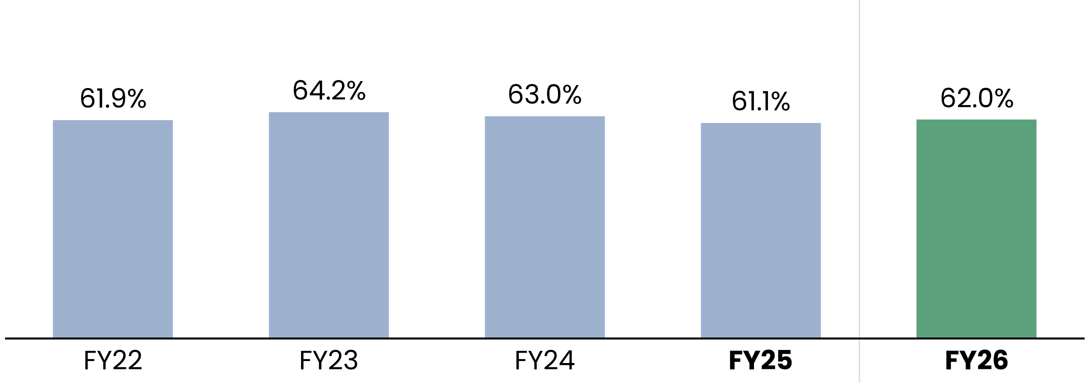
Cashflow Generation Through Inventory Optimization	✓ We are strengthening cash flows by optimizing working capital, especially at the inventory level ✓ Leveraging data analytics for demand forecasting and assortment planning, we're improving stock turns and reducing excess inventory. ✓ Technology-driven replenishment is further accelerating inventory rotation and enhancing our cash conversion cycle
Strengthening Presence	✓ We are expanding into newer clusters like Western UP, while consolidating our presence in recently entered regions like the NCR ✓ These markets are largely unorganized, and we are witnessing a clear shift towards organized retail offering significant headroom for growth through our cluster-based strategy
Operating Leverage to Drive Profit Growth	✓ As stores mature and stabilize, we expect improved throughput and higher revenue productivity ✓ This will enhance fixed cost absorption, leading to a gradual normalization of EBITDA margins over time
A Trusted Partner for Leading Brands	✓ We are a trusted partner for leading consumer electronics and appliance brands, backed by our scale, operational excellence, and retail execution capabilities ✓ Our partnerships are built on mutual growth—enabling faster market penetration for brands and ensuring we offer customers the latest products with strong value propositions
Differentiated In-store Experience	✓ Our MBO format offer live demos, and brand-led events create an engaging retail environment ✓ With a consultative sales approach and trained staff, we help customers make informed decisions—enhancing satisfaction and conversion

HISTORICAL HIGHLIGHTS

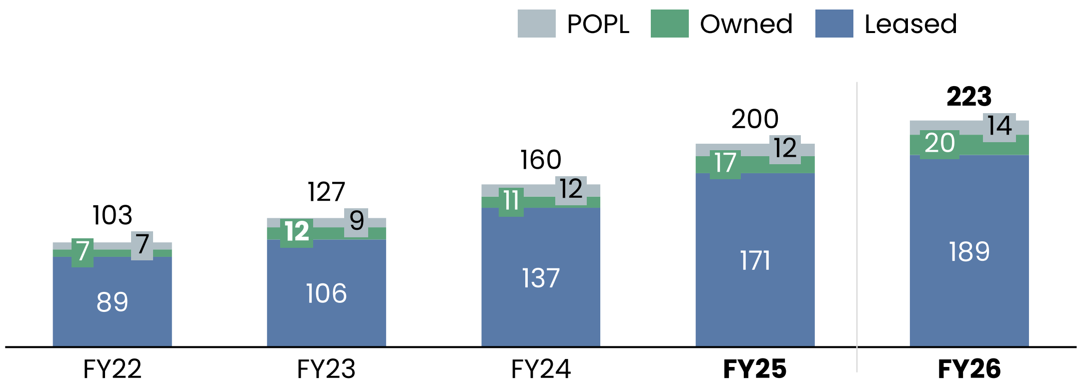
(As some of the line items of the financial statements for FY25 have been reclassified, the corresponding financial and operating indication of the said year are recalculated in line with the reclassified financial statements)

OPERATING INDICATORS

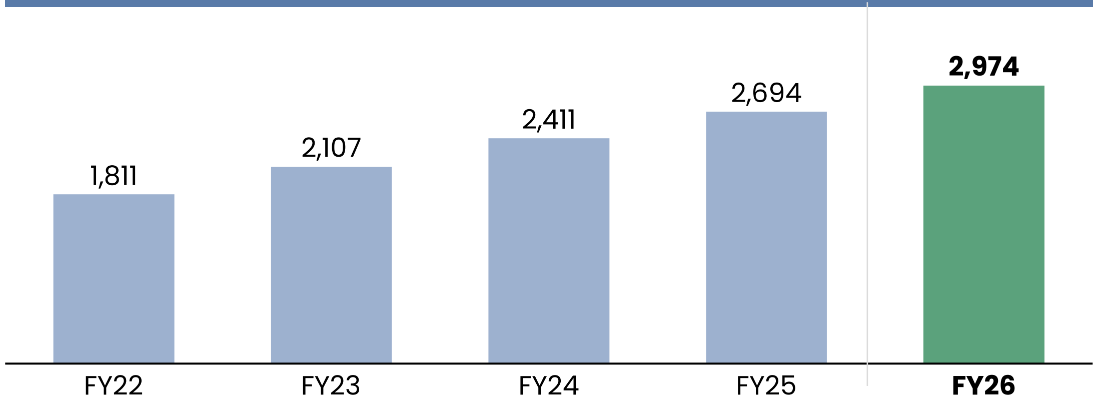
Top 5 Brands (% of Sales)



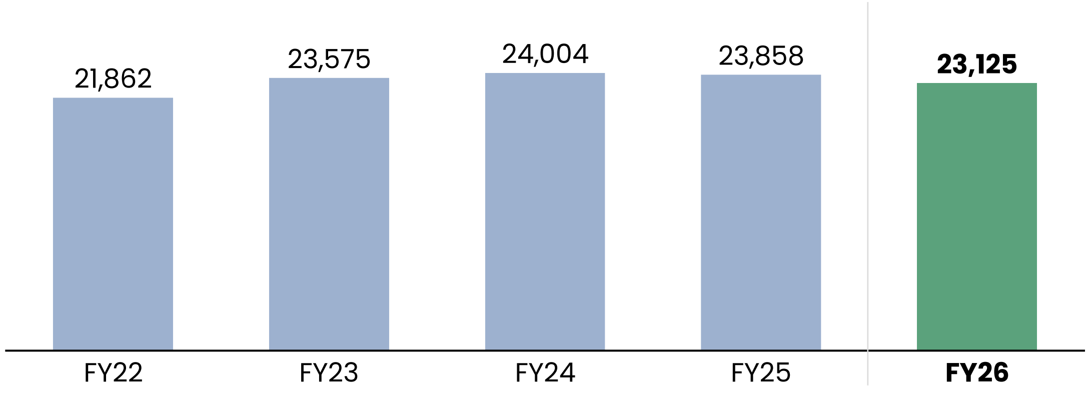
Store Ownership (#)



Bill Cuts (Nos. in '000)



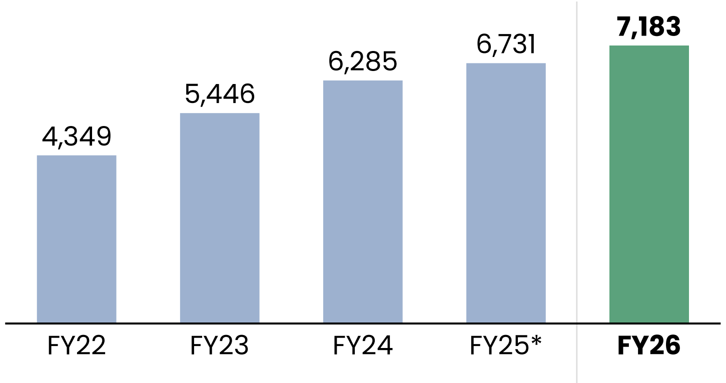
Average Ticket Size (Rs.)



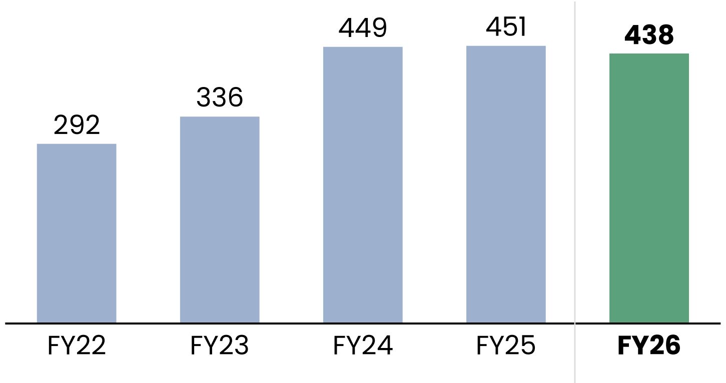
FINANCIAL INDICATORS

Electronics Mart India Limited

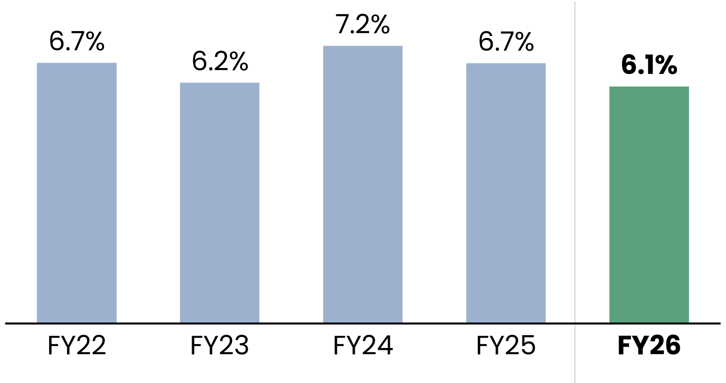
Revenue (Rs. Crs.)



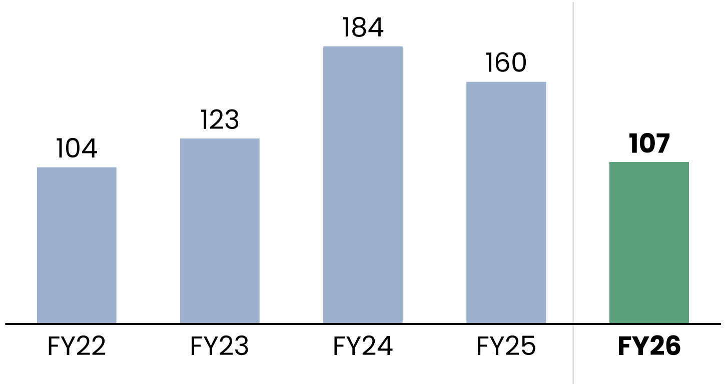
EBITDA ((Rs. Crs.)



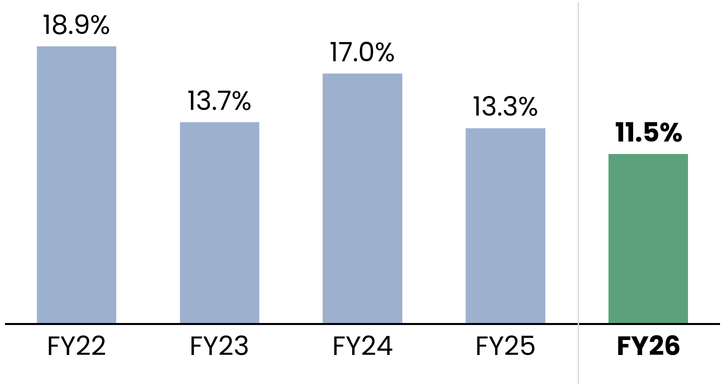
EBITDA Margins



Profit After Tax (PAT)



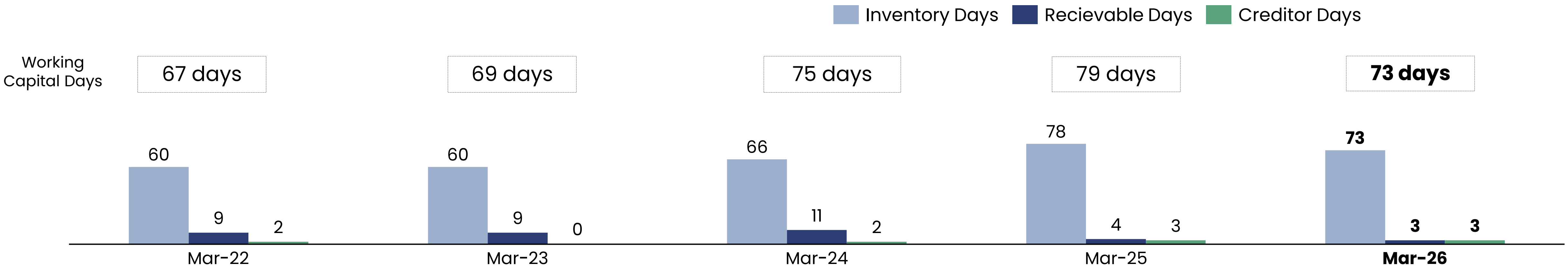
RoCE



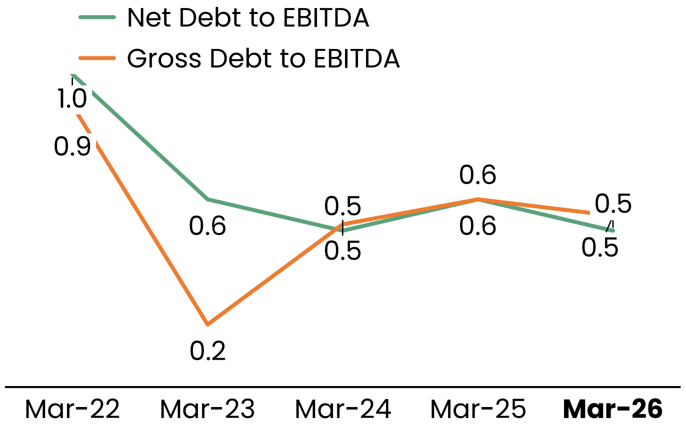
*Revised post reclassification

STRONG BALANCE SHEET

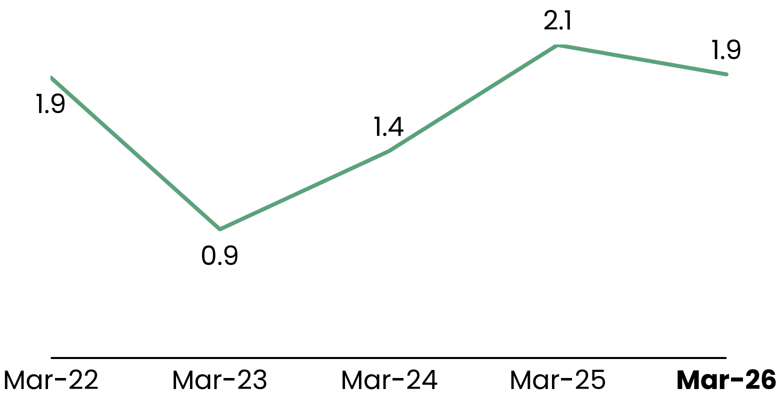
Working Capital*



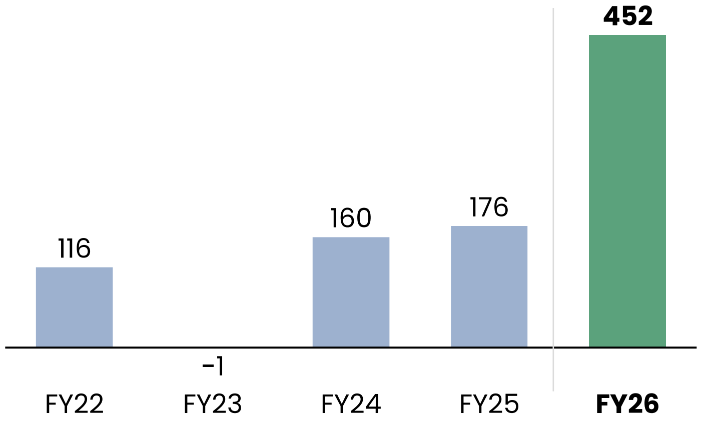
Debt to Equity Ratio



Net Debt to EBITDA



Cash Flow from Operations (Rs. Crs.)



*The numbers for the WC cycle are uncertified

HISTORICAL PROFIT AND LOSS STATEMENT

Electronics Mart India Limited

Profit and Loss (in Rs. Crs.)	FY26	FY25	FY24	FY23	FY22
Revenue from Operations	**7,183.3**	**6,731.3**	**6,285.4**	**5,445.7**	**4,349.3**
Purchases of stock in trade	6,156.6	6,007.3	5,566.4	4,864.7	3,887.8
Changes in Inventory	-10.5	-273.5	-195.7	-159.7	-132.5
Gross Profit	**1,037.1**	**997.5**	**914.7**	**740.7**	**593.9**
Gross Profit Margin	**14.4%**	**14.8%**	**14.6%**	**13.6%**	**13.7%**
Employee Cost	159.5	133.1	111.5	94.0	78.8
Other Expenses	439.4	413.3	353.8	310.6	223.2
EBITDA	**438.2**	**451.1**	**449.5**	**336.1**	**291.9**
EBITDA Margin	**6.1%**	**6.7%**	**7.2%**	**6.2%**	**6.7%**
Depreciation	156.2	126.7	105.7	85.4	71.3
Other Income	8.2	9.1	10.1	11.0	3.8
EBIT	**290.2**	**333.6**	**353.8**	**261.7**	**224.4**
EBIT Margin	**4.0%**	**5.0%**	**5.6%**	**4.8%**	**5.2%**
Finance Cost	153.7	117.5	107.7	98.5	84.6
Profit before Tax & Exceptional Items	**136.6**	**216.0**	**246.2**	**163.2**	**139.8**
Exceptional Items	6.8	-	-	-	-
Profit before Tax Margin	**2.0%**	**3.2%**	**3.9%**	**3.0%**	**3.2%**
Tax	36.3	55.6	62.2	40.4	35.9
Profit After Tax	**107.1**	**160.5**	**183.9**	**122.8**	**103.9**
Profit After Tax Margin	**1.40%**	**2.4%**	**2.9%**	**2.3%**	**2.4%**
EPS	2.78	4.17	4.78	3.63	3.46

HISTORICAL BALANCE SHEET

Electronics Mart India Limited

Assets (in Rs. Crs.)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Non - Current Assets	**2,117.6**	**1,941.0**	**1,517.5**	**1,285.9**	**875.4**
Property Plant & Equipments	993.8	905.1	602.2	509.9	279.5
CWIP	19.3	30.4	44.9	13.9	23.8
Intangible assets	2.3	2.7	1.7	0.5	0.6
Right of use asset	935.4	850.6	752.4	631.7	504.9
Financial Assets					
Loans			0.0	0.0	0.0
Other Financial Assets	68.5	63.9	50.4	92.9	29.2
Deferred Tax Assets (Net)	52.2	40.2	31.7	25.1	17.6
Other Non - Current Assets	39.6	45.4	28.0	2.0	14.1
Other Non - Current Tax Assets	6.5	2.8	6.1	9.9	5.7
Current Assets	**1,679.5**	**1,696.4**	**1,541.6**	**1,407.9**	**956.6**
Inventories	1,240.7	1,230.2	969.3	773.5	613.8
Financial Assets				0.0	
(i)Trade receivables	55.3	74.2	181.4	138.4	115.2
(ii)Cash and cash equivalents	49.7	30.5	85.5	203.2	34.4
(iii) Loans	1.9	1.7	1.5	1.2	1.3
Other Financial Assets	0.5	2.6	4.0	8.3	0.2
Other Current Assets	331.3	357.2	299.9	283.3	191.7
Total Assets	**3,797.1**	**3,637.3**	**3,059.1**	**2,693.9**	**1,832.0**

Equity & Liabilities (in Rs. Crs.)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Total Equity	**1,626.1**	**1,518.8**	**1,369.7**	**1,184.3**	**596.5**
Share Capital	384.7	384.7	384.7	384.7	300.0
Reserves & Surplus	1,241.4	1,134.0	984.9	799.6	296.5
Non-Current Liabilities	**1,249.2**	**1,140.3**	**907.9**	**768.2**	**579.7**
Financial Liabilities					
(i) Borrowings	198.5	205.5	98.0	100.8	55.2
(ii) Lease Liabilities	1,048.5	933.0	809.7	665.7	523.9
Provisions	2.1	1.7	0.2	1.7	0.7
Current Liabilities	**921.8**	**978.3**	**781.6**	**741.4**	**655.7**
Financial Liabilities					
(i) Borrowings	692.6	778.4	614.8	626.3	538.5
(ii) Trade Payables	66.1	56.3	43.1	24.6	35.2
(iii) Lease	57.3	50.3	47.4	38.9	31.3
(iv) Other Financial Liabilities	36.0	32.1	18.4	23.6	16.7
Other Current Liabilities	53.5	53.7	39.5	14.5	19.8
Provisions	2.1	2.2	13.0	10.7	7.2
Current tax liabilities (net)	14.2	5.3	5.3	2.7	7.1
Total Equity & Liabilities	**3,797.1**	**3,637.3**	**3,059.1**	**2,693.9**	**1,832.0**

HISTORICAL CASH FLOW

Particulars (Rs. Crs.)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Net Profit Before Tax	**143.4**	**216.0**	**246.2**	**163.2**	**139.8**
Adjustments for: Non-Cash Items / Other Investment or Financial Items	303.7	235.6	202.5	171.7	152.6
Operating profit before working capital changes	**447.1**	**451.7**	**448.7**	**334.9**	**292.3**
Changes in working capital	39.4	-215.0	-218.5	-287.0	-138.6
Cash generated from Operations	**486.5**	**236.6**	**230.1**	**48.0**	**153.8**
Direct taxes paid (net of refund)	-42.8	-60.8	-70.3	-48.5	37.6
Net Cash from Operating Activities	**443.7**	**175.8**	**159.8**	**-0.6**	**116.2**
Net Cash from Investing Activities	**-125.4**	**-332.0**	**-116.9**	**-300.7**	**-67.9**
Net Cash from Financing Activities	**-299.1**	**101.2**	**-160.6**	**470.0**	**-48.9**
Net Decrease in Cash and Cash equivalents	**19.2**	**-54.9**	**-117.7**	**168.8**	**-0.6**
Add: Cash & Cash equivalents at the beginning of the period	30.5	85.5	203.2	34.4	35.0
Cash & Cash equivalents at the end of the period	**49.7**	**30.5**	**85.5**	**203.2**	**34.4**

THANK YOU

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CIN: L52605TG2018PLC126593

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