BHATIA COMMUNICATIONS & RETAIL (INDIA) LIMITED
CIN: L32109GJ2008PLC053336
Regd. Off: Shop No. 307 to 311, First Floor, Bhatia Complex, Near Sosyo Circle, Bamroli Road, Bamroli, Surat, Chorasi, Gujarat, India, 394210
Website: www.bhatiamobile.com, E mail: csbhatia@bhatiamobile.com, Ph: 9727714477

Date: 03/11/2026

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

Script 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 on September 30, 2026 of the company.

Kindly take the above information on record and oblige.

Thanking you.
Yours Faithfully.

For **Bhatia Communications & Retail (India) Limited**

CHINTIKABEN HASMUKHBHAI SHAH
Digitally signed by CHINTIKABEN HASMUKHBHAI SHAH
Date: 2026.11.03 13:07:35 +05'30'

Chintikaben Hasmukhbhai Shah
Company Secretary & Compliance Officer
Place: Surat
Encl: As Above

BHATIA'S®

A Public Limited Company

Investor **Presentation**

Q2 & H1 FY27







Disclaimer

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Certain statements in this presentation concerning our future growth prospects are forward-looking statements that involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures, climate and general economic conditions affecting demand/supply and price conditions in domestic and international markets. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

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03 | Q2 & H1 FY27 Financial Highlights

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01.
Business Overview



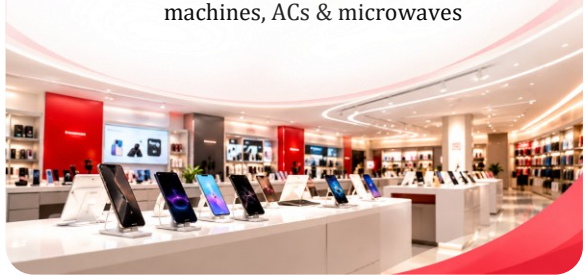
Bhatia Communications & Retail : A Scaled, Asset-Light Retail Platform

Regional Strength, National Ambition

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WINNING MODEL

01	**Dominant player** In South and Central Gujarat
02	**3 Decades** Of retail experience
03	**Cluster-led strategy** Build a strong foothold in each market before deepening presence
04	**Wide product range** Mobile phones, tablets, accessories, TVs, washing machines, ACs & microwaves



OPERATIONAL METRICS

01	**Surat** Headquarters
02	**428 stores*** (425 owned & 3 franchisee)
03	**760 sq. ft.** Avg store size
04	**~3.2 Lakh sq ft*** Retail footprint
05	**25%** FY26 SSSG



FINANCIAL METRICS

01	**24%** Revenue CAGR (FY22-26)
02	**5%** EBITDA margin (FY26)
03	**49 days** Working capital (FY26)
04	**Net Debt Free**
05	**21%** ROCE (FY26)
06	**6.5x** Inventory Turns (FY26)



BRANDS

KING OF MOBILE BHATIA'S MOBILE - A Public Limited Company

Mobile STATION

Only Mobiles

MOBILE GHAR

PHONE KING

BHARAT MOBILE

Phonik
Powerd by BHATIA'S Surat

Note: Revenue Before FY23 calculated including Debit Note and Credit note which were reported in other income ; *As on 30th September 2026

Unique Business Model

Mobile-led, high-turnover retail model with a strong focus on scale

OEM Supply
Direct sourcing advantage

01 100% Direct OEM Supply leading to higher margins, consistent supply and product depth

02 100+ established brand relationships ensuring broad product availability

03 Competitive pricing without dependence on private-label products

Customer Service
Customer retention

01 Personalised, in-store customer service driving conversion and repeat purchases

02 Strong after-sales support, including walk-in assistance

03 Multiple financing options improving affordability and purchase conversion

04 Loyalty and rewards programmes supporting customer retention

Expanding Footprint*
Regional scale-up

01 428 stores across 4 states and 1 UT, supported by a regional warehouse network

02 Strong presence in Gujarat (280 stores) and Maharashtra (87 stores) and Dadra & Nagar Haveli (14 stores)

03 Expanding presence in Madhya Pradesh, Rajasthan Planned store openings in Chattisgarh & Haryana

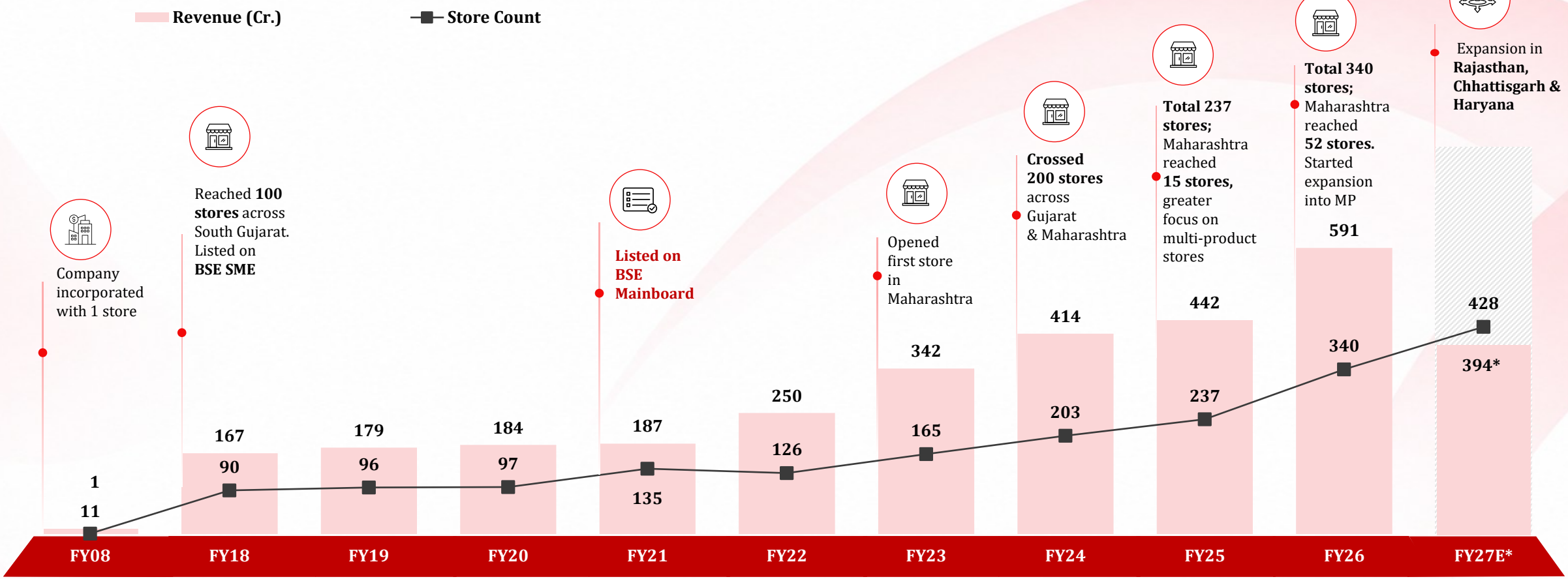
04 7 warehouses supporting inventory availability and faster fulfilment



*As on 30th September 2026

Scaling a High-Velocity Retail Model Across India

Regional Scale to Pan-India Ambition



Building Gujarat Scale | **Scaling the Mobile-Led Model** | **Replicating the Model Across India**

FY19-22 years Revenue CAGR: 12%

FY23-26 Revenue CAGR: 20%

*428 Stores as on 30th Sep, 2026 ; and H1 FY27 Revenue

Note: Revenue Before FY23 calculated including Debit Note and Credit note which were reported in other income

Store Unit Economics at a Glance

Driving Profitable Expansion

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Rs 8-10 lacs
Average Capex per Store

Rs 33-35 lacs
Average Working Capital per Store

Rs 20,714
Average Selling Price (FY26)

760 sq. ft.
Average Store Size

12-13 months
Payback Period

Rs 22,850+
Revenue Per Sq Ft (FY26)

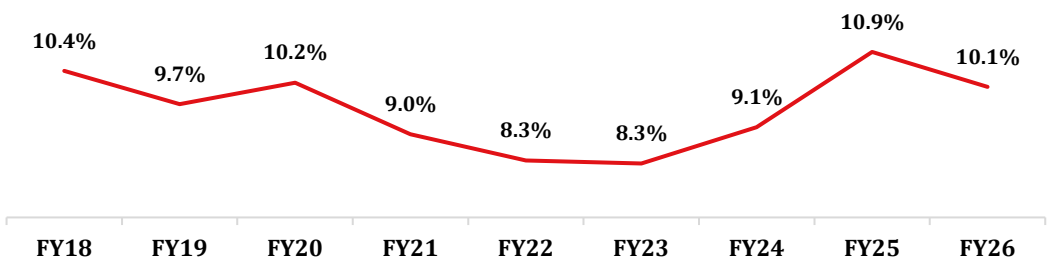


Strengthening Profitability and Capital Efficiency

Margin resilience, improving earnings quality and disciplined capital utilisation support sustainable shareholder returns

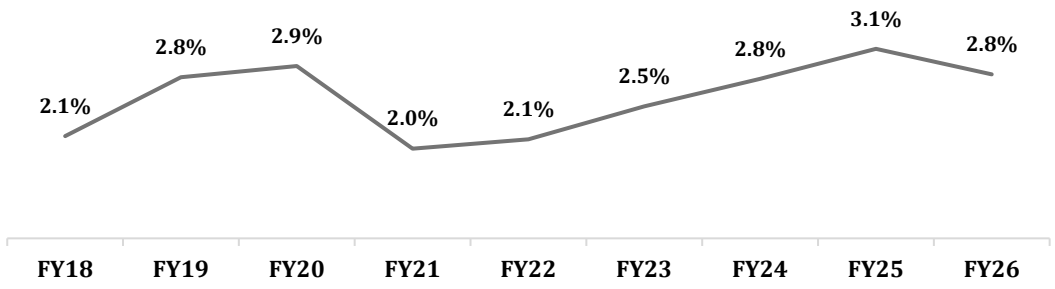
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Gross Margins



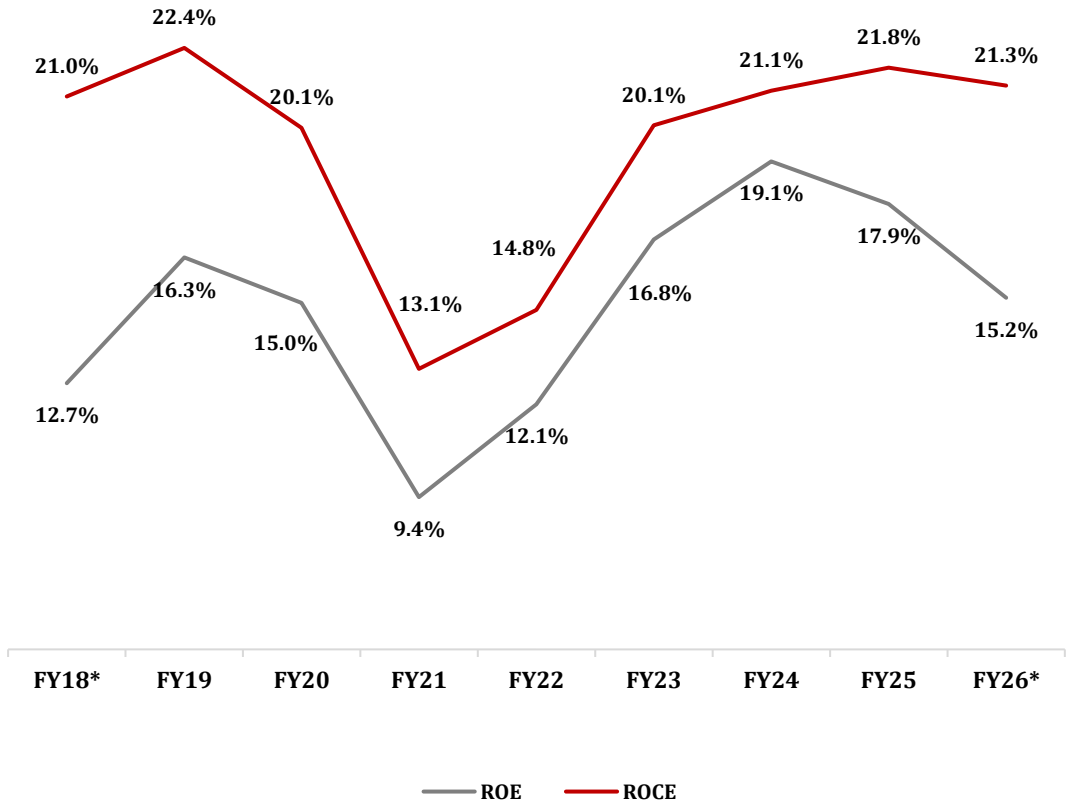
Our gross margins reflect continued premiumisation of the product portfolio

PAT Margins



Our PAT margins reflect improving operational efficiencies as stores mature.

ROE & ROCE (%)



Superior Shareholder Returns

Note - Revenue Before FY23 calculated including Debit Note and Credit note which were reported in other income

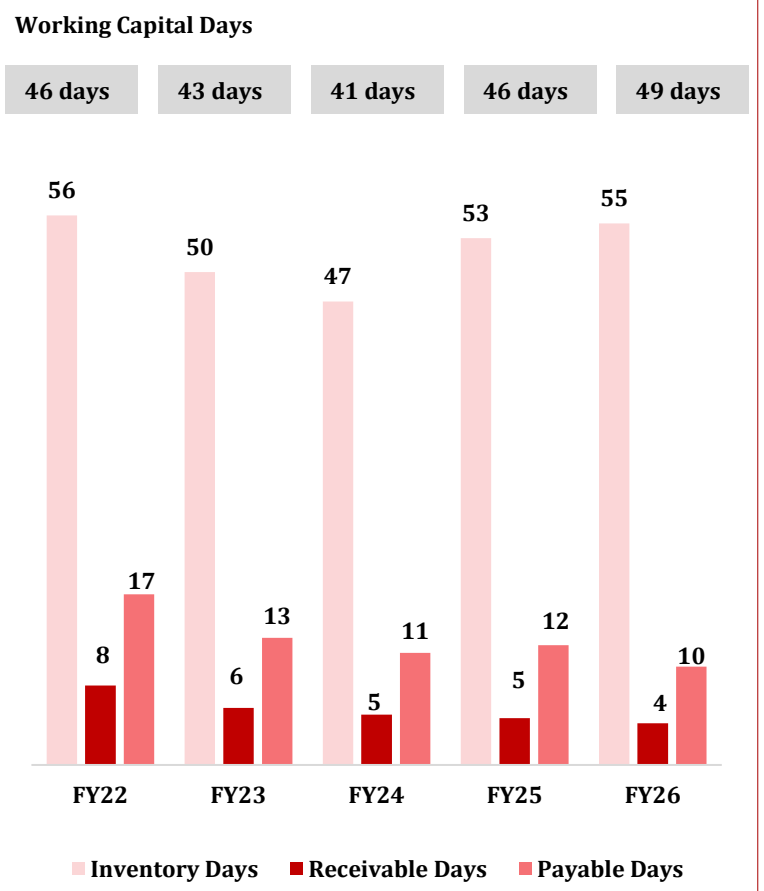
*ROE % reflects Equity Issue

Healthy Metrics, Minimal Leverage

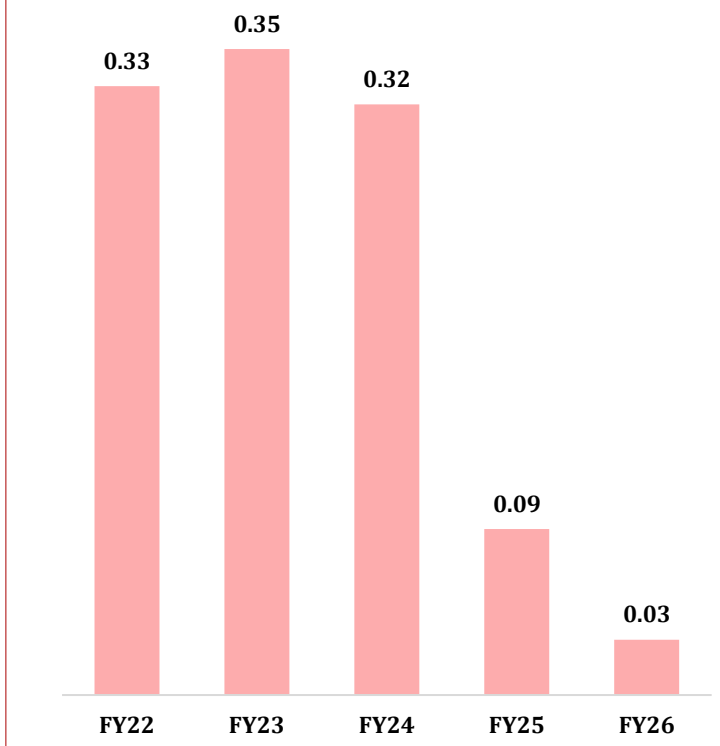
Sustained operating discipline with a net debt-free balance sheet

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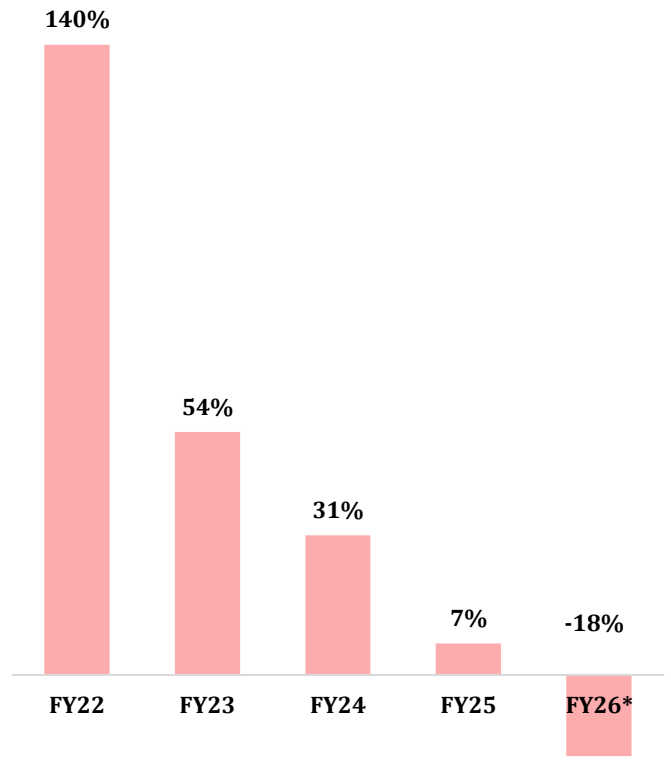
Working Capital



Debt to Equity Ratio



Net Debt to EBITDA



*FY26 Cash Positive

India's Phone Market: A Sustained Growth Opportunity

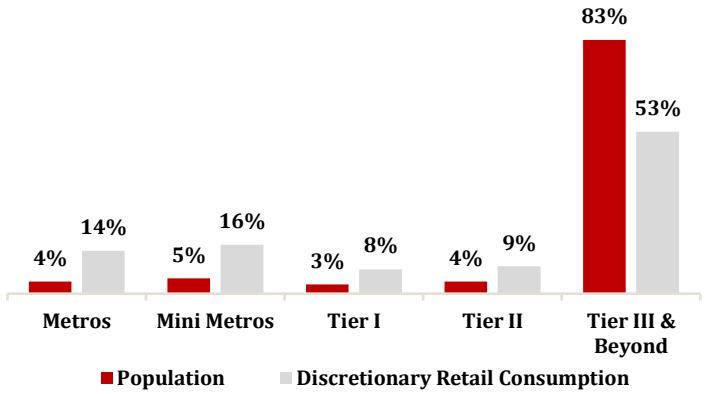
A ₹5.2 lakh crore market by FY30, expanding at ~9% CAGR and creating a long runway for organised mobile retail.

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Disposable income (GNDI), INR tn



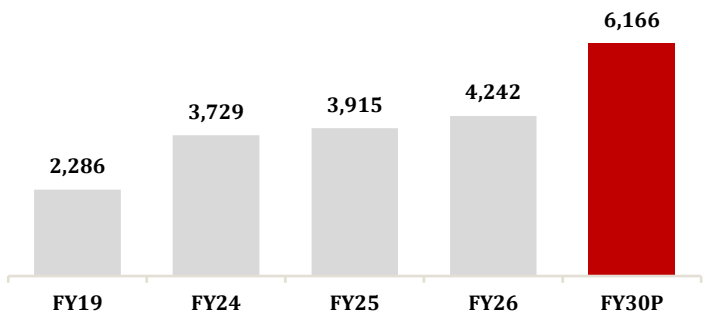
Discretionary Retail Consumption in India (FY 2025)



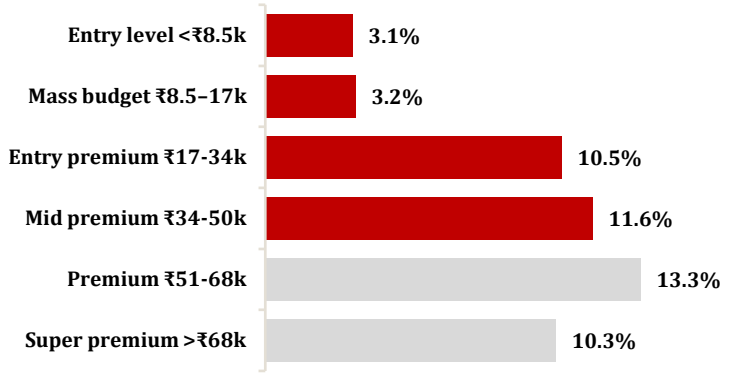
Organised Retail Market share



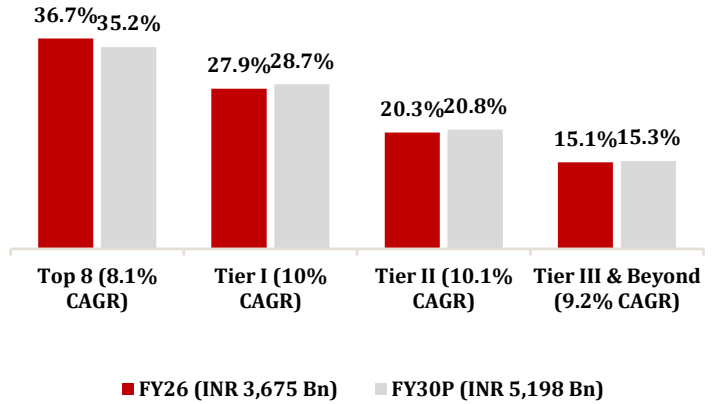
Mobile Phone & Accessories market, INR bn (10% CAGR)



Price-band CAGR, FY25-30



Region Wise Mobile Phone Sales



*Source: Secondary Research, The Knowledge Company Analysis, RBI, MOSPI

Density First. India Next

Building deep regional footprints before entering the next state

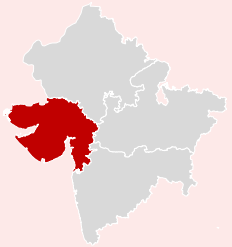
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Population (previous states + new state)

Previous states | New state

7 Cr	20 Cr	29 Cr	43 Cr	140 Cr
7	7 +13	20 +9	29 +14	43 +97

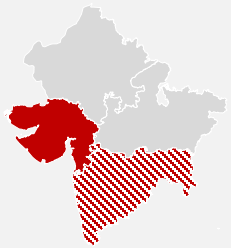
Till FY22



Gujarat
Founding state

126 STORES

FY23

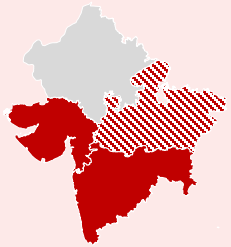


Maharashtra
Entered FY23

165 STORES

1 Store - Maharashtra

FY26

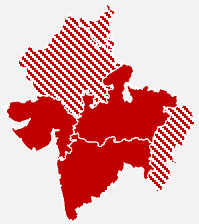


Madhya Pradesh
Entered FY26

340 STORES

17 Stores - Madhya Pradesh
52 Stores - Maharashtra

FY27



Rajasthan
Entered FY27
Launch processes underway in
Chattisgarh & Haryana

428 STORES*

42 stores - Madhya Pradesh
87 stores – Maharashtra
5 stores - Rajasthan

Medium - Long Term



PAN India
Expansion

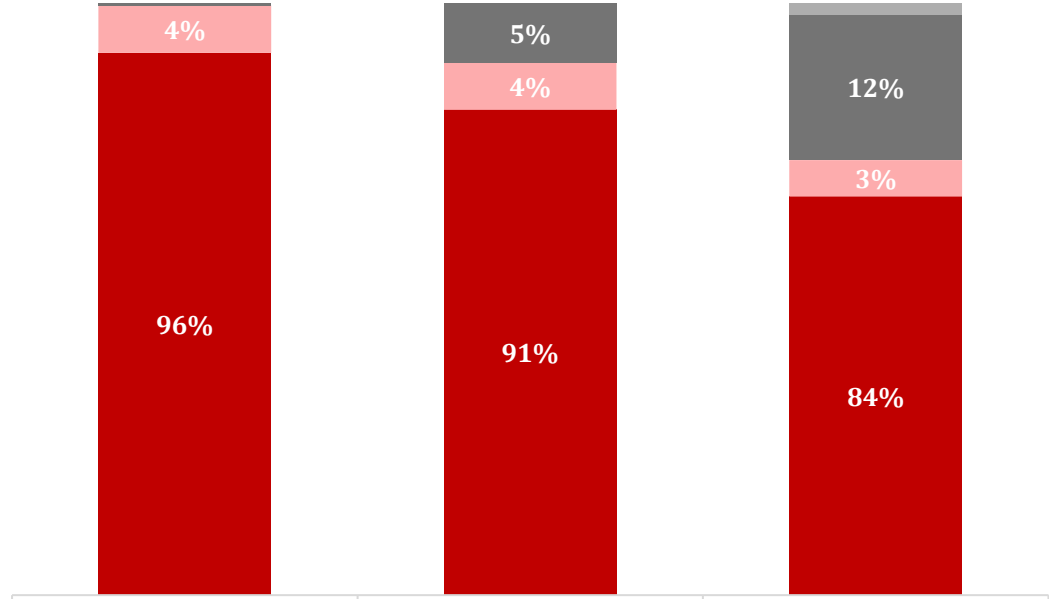
*As on H1 FY27

Deepening Mobile Leadership & Expanding Geographic Presence

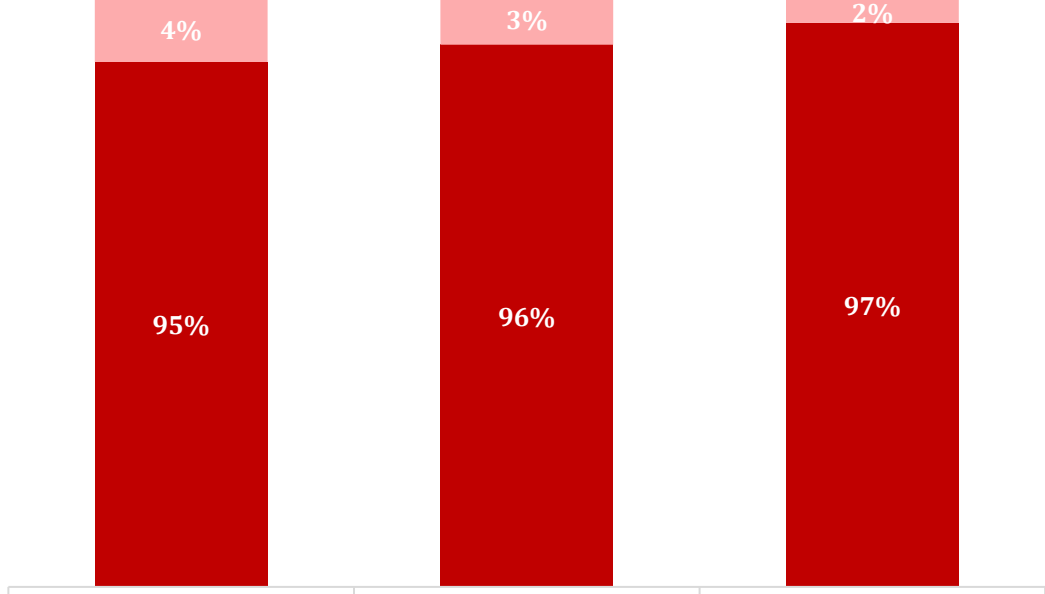
Replicating the Gujarat playbook across new markets while sustaining a mobile-first, high-turnover business model

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Diversifying beyond Gujarat to build a pan-India retail footprint



Prioritising mobiles to maximize inventory turnover and accelerate cash generation



2029 : The Next Frontier



Building a Pan-India Retail Footprint

Replicating the proven regional model across high-potential markets



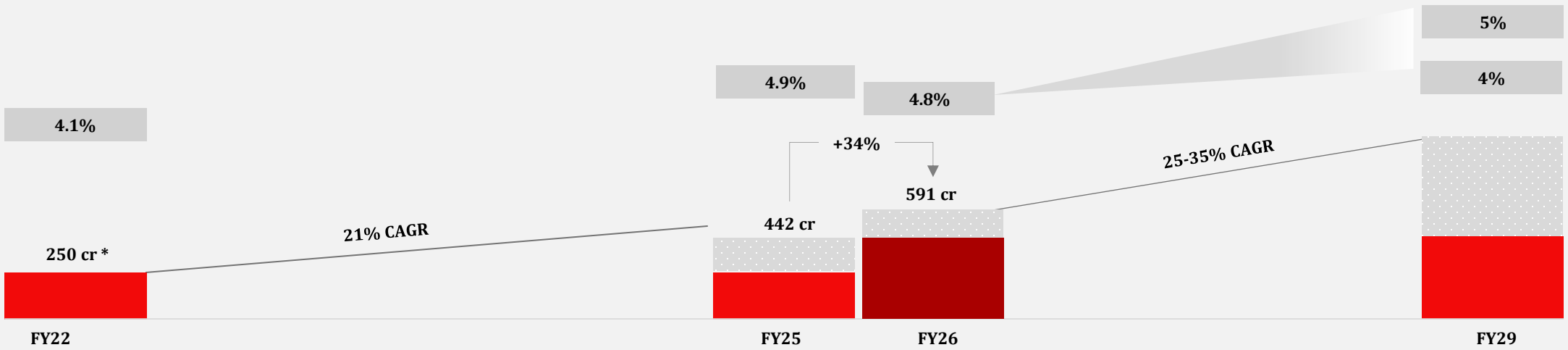
Scaling Through Operating Leverage

Store maturation to drive higher productivity and margin expansion



Protecting the Cash-Conversion Advantage

High-velocity mobile-led retail enabling faster inventory turns and reinvestment



Indicators : Revenue EBITDA Margin

Note : Revenue Before FY23 calculated including Debit Note and Credit note which were reported in other income

02.
USPs



Partnerships That Strengthen the Retail Model

Strong OEM relationships ensure competitive pricing and consistent product availability, while a diversified financing network enhances customer affordability

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Our Trade Partners

Apple, OnePlus, Samsung, vivo, realme, Xiaomi, Motorola, oppo, TECNO, Pixel, noise, Lenovo, NOTHING, hp, boAt, SONY

— and many more...

Our Finance Partners

Bajaj Finserv, HDB Financial Services, Pine Labs, Paytm, Samsung Finance+, IDFC First Bank, TVS Credit, axio, Redmi Finance, Chola

— and many more...

~65% Sales
Financed



Capital-Efficient Growth Engine

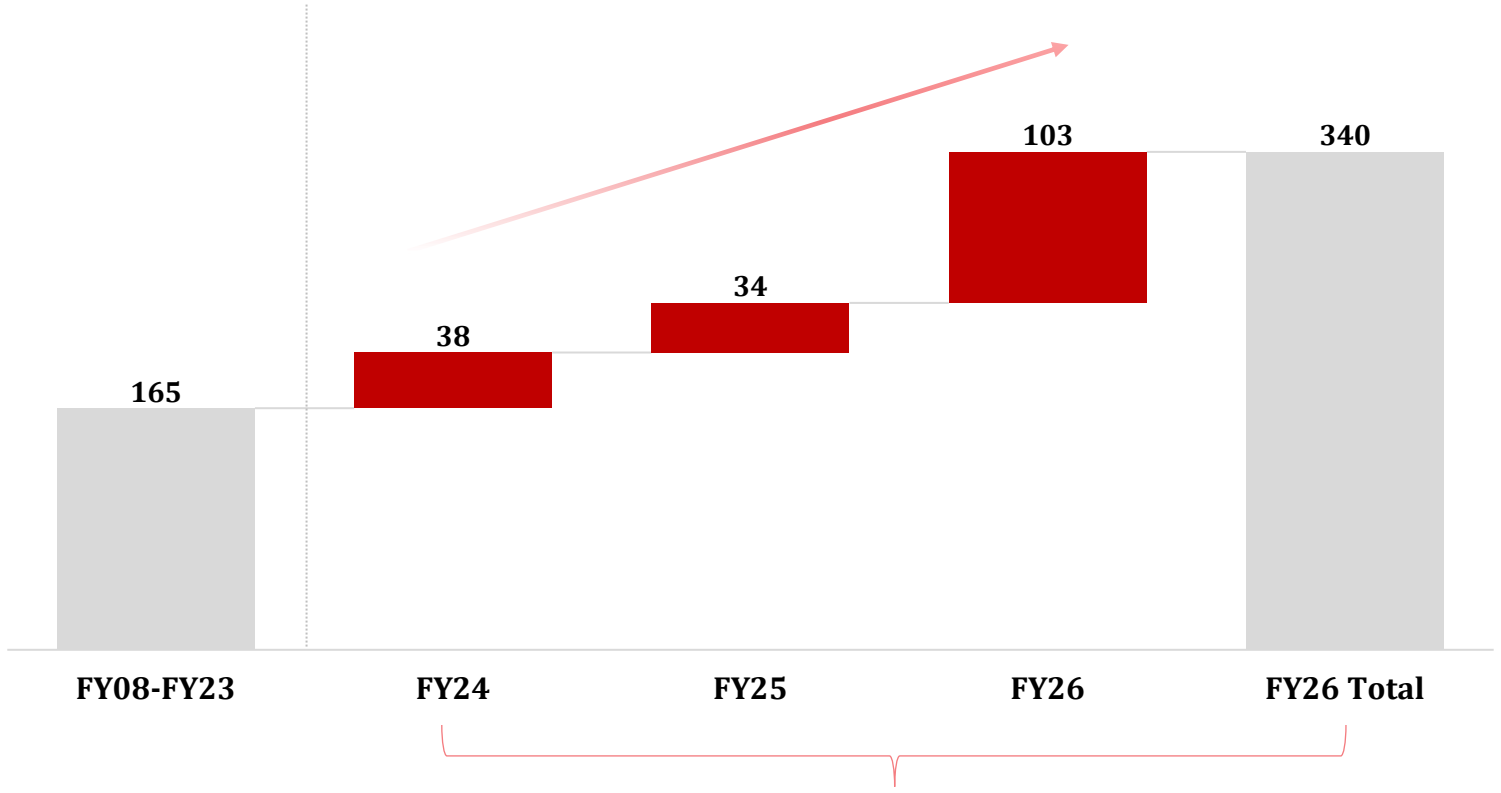
From regional presence to a scalable retail footprint

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OUR STORE GROWTH JOURNEY

FY08–FY23 | 15 YRS

FY24-FY26 | JUST 3 YEARS



+175 Stores
added in FY24–FY26 *(in just 3 years)*

A PROVEN EXPANSION ENGINE

01 CAPITAL-EFFICIENT ROLLOUT
₹8-10 lakh average capex per new store

02 QUICK PAYBACK
12-13 months average store payback

03 BALANCE SHEET LED GROWTH
Net debt-free with 0.03x Debt/Equity

04 REGIONAL CLUSTERING
Build density in existing markets before entering new geographies



Faster Turns. Stronger Growth.

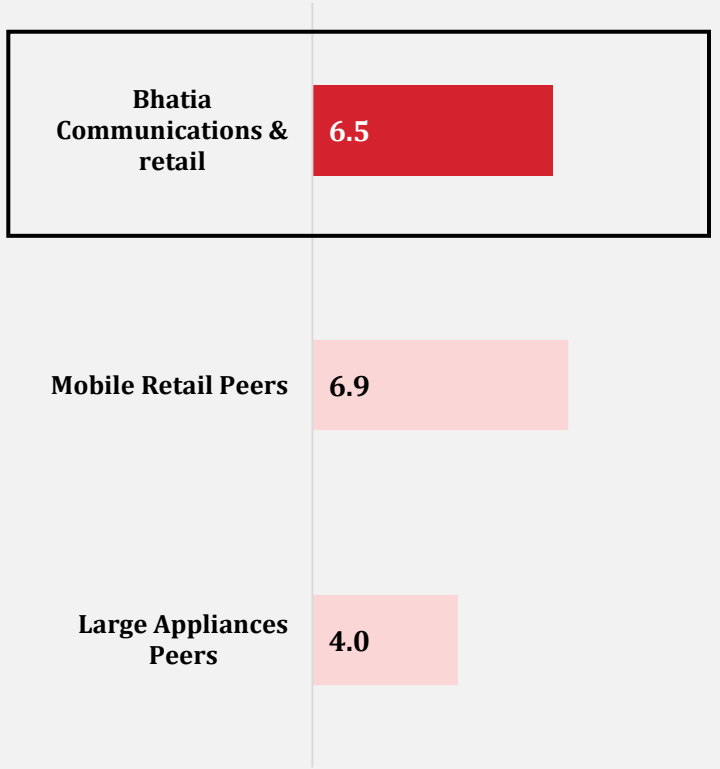
Mobile-led model prioritises capital velocity over headline margins

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MOBILE – LED MODEL

- High Inventory Velocity
- Low Ticket size; High footfall
- Faster Cash Realisation
- Supports faster store rollout
- Capital Recycled into growth

FY26 Inventory Turnover



A deliberate strategy to maximize cash generation from every rupee of inventory

A Capital-Light Model Built for Replication

Low upfront capital, high store productivity and fast capital recycling enable scalable expansion

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Unit Rs Lakhs



Mobile Retail Peers

60-70

35-40



Large Appliances Peers

275-300

80-90



Bhatia Communications & Retail

33-35

8-10

~8-9x
lower capital per store
vs.
large appliances peers

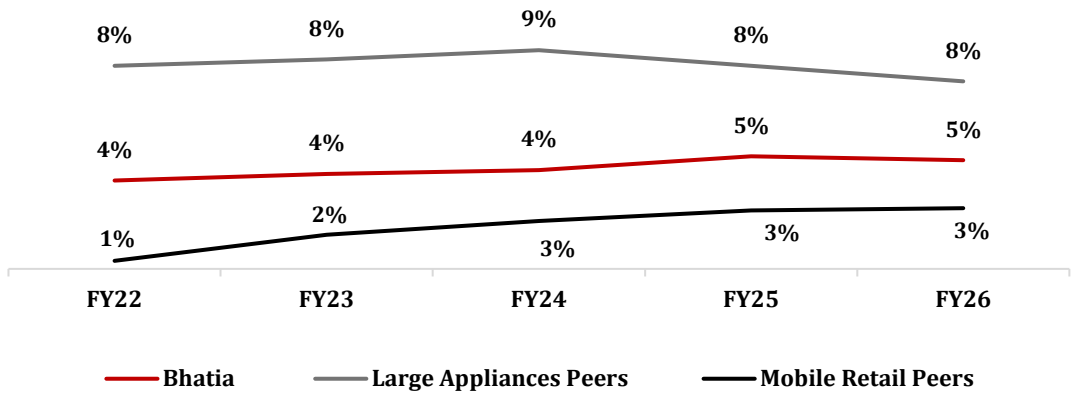
■ Working capital per new store ■ Capex per new store

Bhatia vs Peers: Strong Financial Positioning

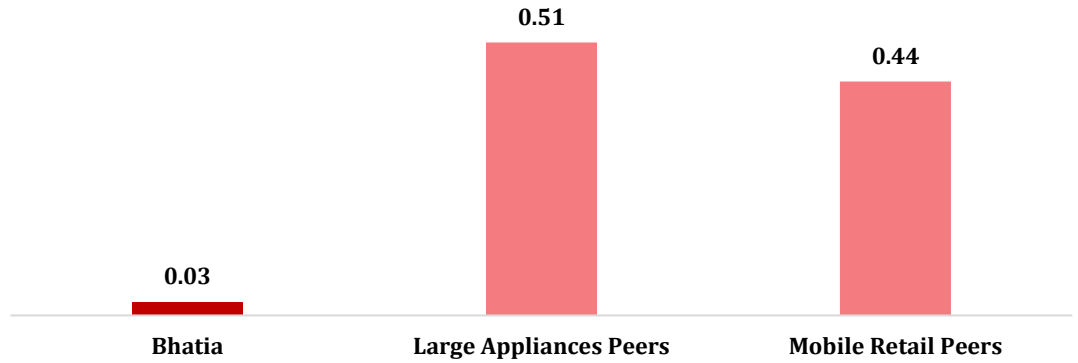
Outperforming large-appliance peers on key financial metrics while remaining resilient against mobile retail peers

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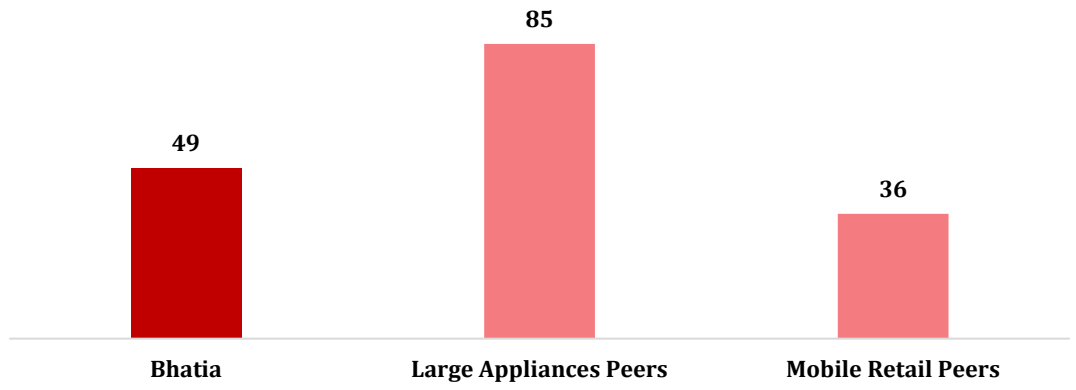
EBITDA Margins



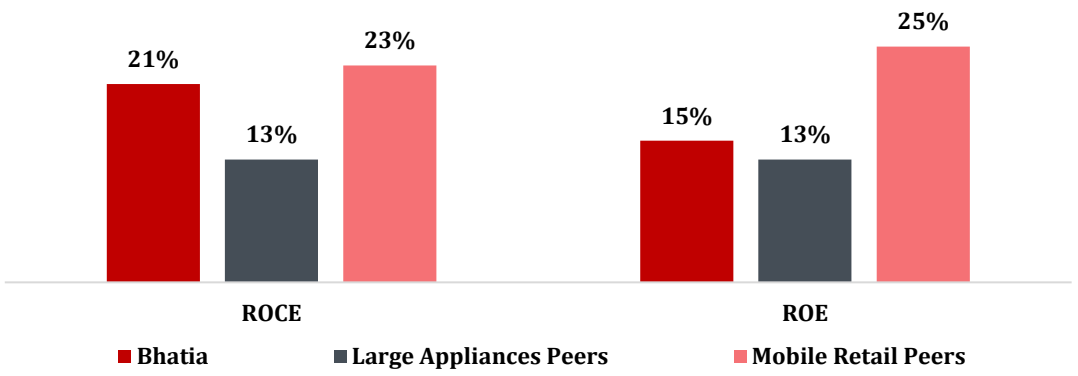
Debt by Equity



Working Capital Days



Superior Return Ratios (FY26)

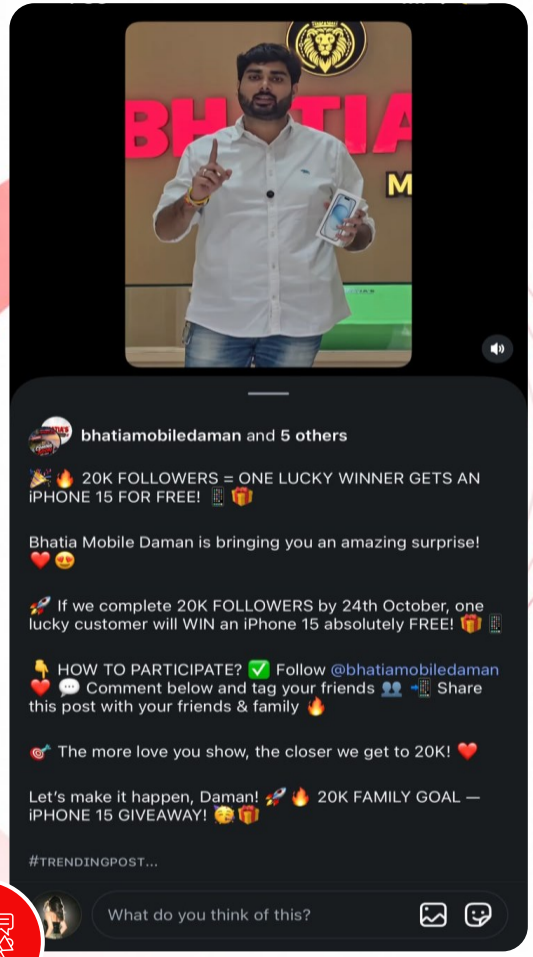


Note - Revenue Before FY23 calculated including Debit Note and Credit note which were reported in other income

Digital Engagement & Omnichannel Brand Visibility

Strengthening Brand Recall Through Digital Campaigns, Consumer Promotions & Social Media Reach

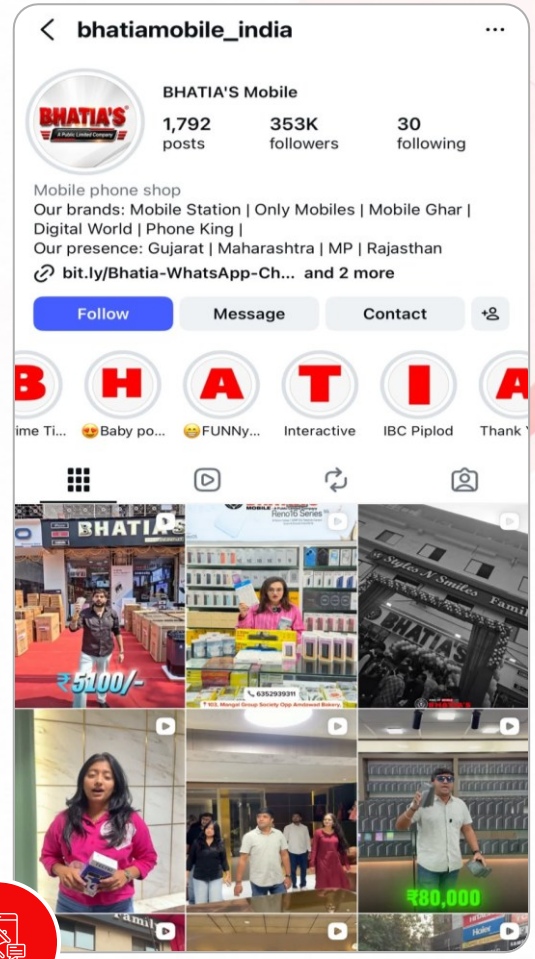
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Influencer-Led Campaigns & Giveaways



Promotional Campaigns & Consumer Offers



Social Media Presence & Retail Showcase

03.

Q2 & H1 FY27 Financial Highlights





Mr. Sanjeev Bhatia
Managing Director

We delivered a strong Q2 FY27 performance, with revenue growing 52% YoY, EBITDA 95%, PBT 108% and PAT 101%, reflecting robust business momentum and improving operating leverage.

EBITDA margins expanded by 132 bps to 6.0%, driven by store maturation and operating efficiencies. H1 FY27 same-store sales growth stood at a healthy 32.1%, highlighting sustained consumer demand and strong performance across existing stores.

Our expansion momentum remained strong, with 90 stores added in 90 days, taking our network to 428 stores across 4 **states and one Union Territory**. With plans to enter two additional states in H2 FY27, we aim to strengthen our geographical presence, diversify our revenue mix and unlock new growth markets.

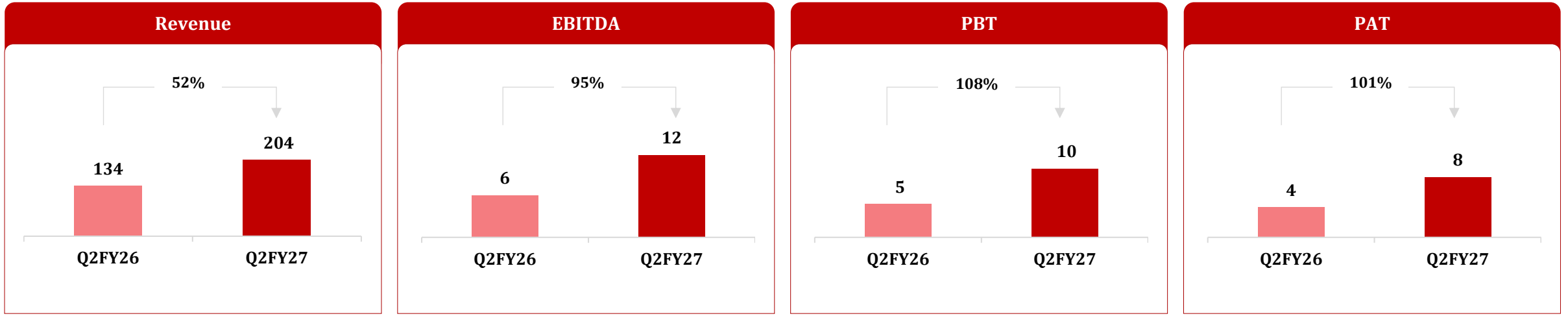
Looking ahead, our focus is on scaling the network while accelerating store-level profitability. With a strong expansion runway, improving store productivity and operating leverage, we are positioning the business for sustained growth and stronger earnings momentum.

Q2 & H1 FY27 Financials

Gaining market share

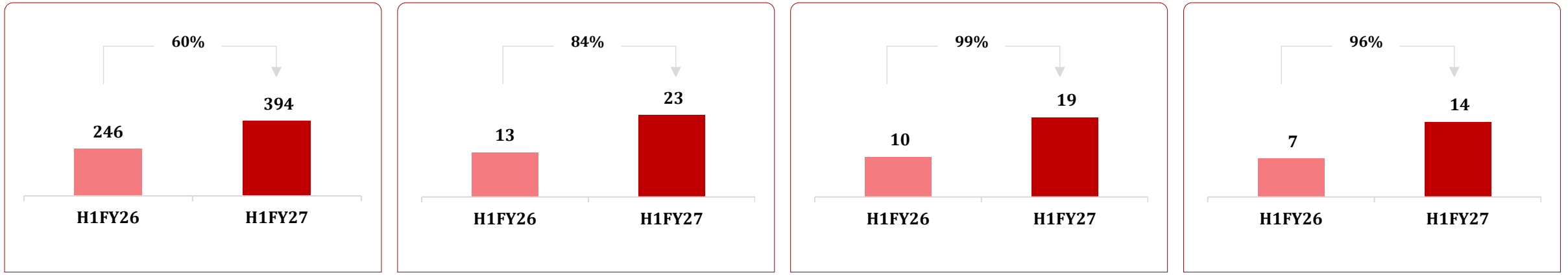
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Q2FY27



	Revenue	EBITDA	PBT	PAT
Margins →		4.7%	6.0%	3.5%	4.8%	2.8%	3.7%

H1FY27



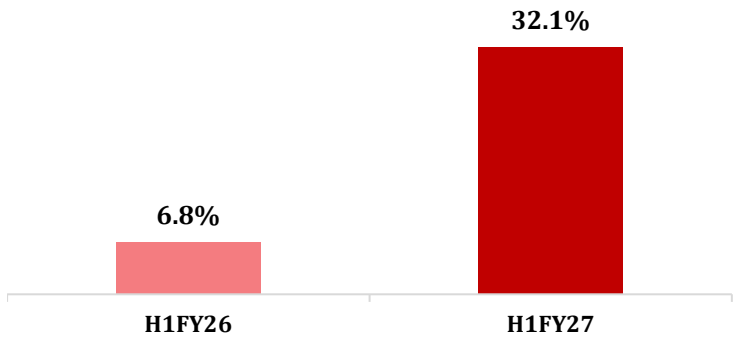
Margins →	5.1%	5.8%	3.9%	4.8%	3.0%	3.6%

H1 FY27 Operational Performance

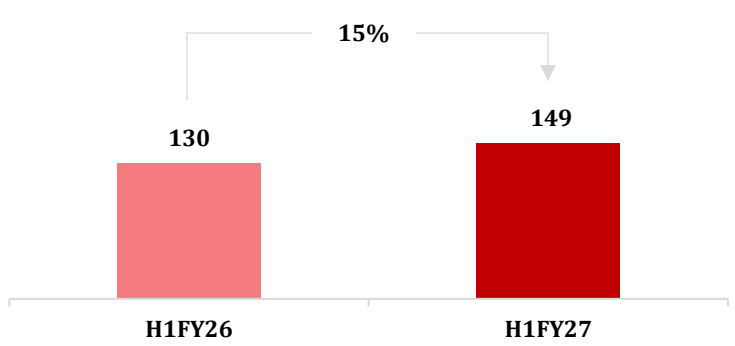
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H1FY27

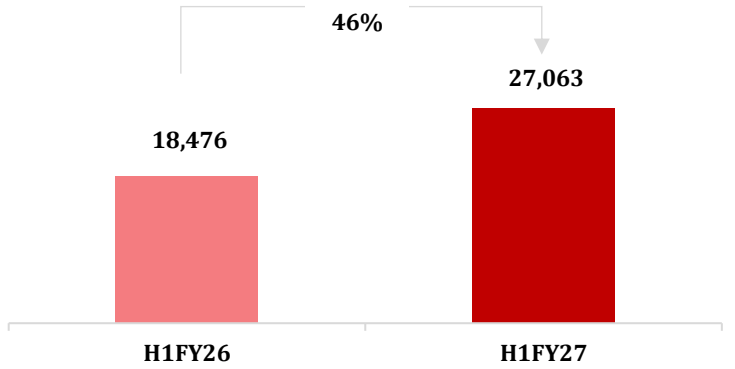
Same Store Sales Growth(%)



Bill Cuts (Nos. In '000s)

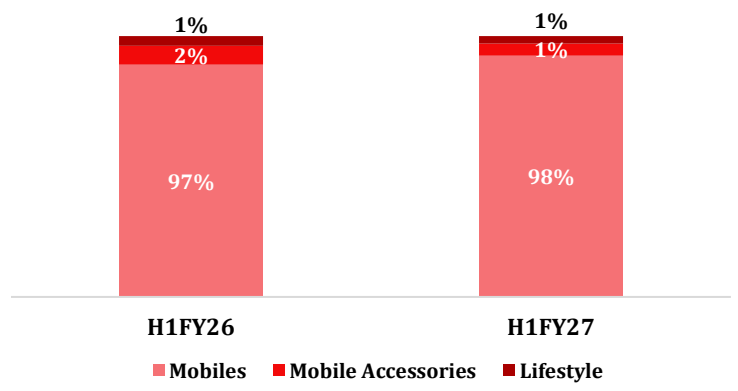


Average Selling Price (Rs.)

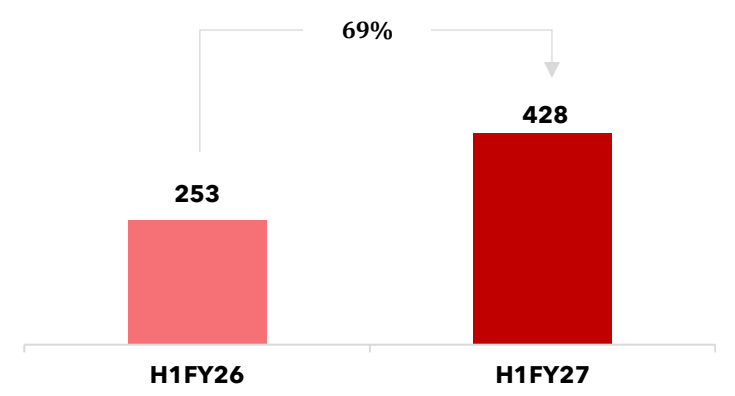


H1FY27

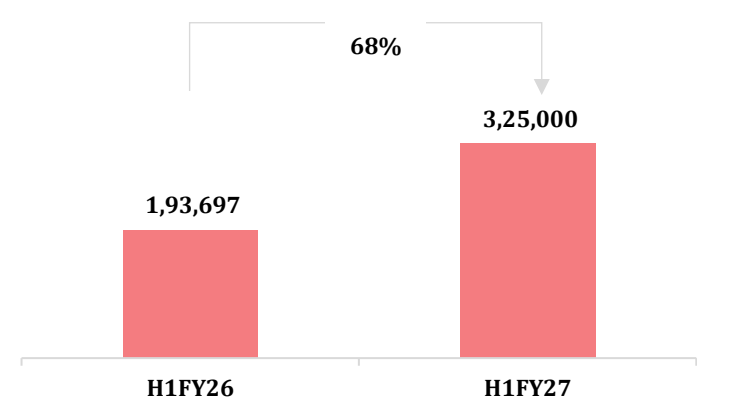
Product Mix (%)



Store Count (Nos.)



Retail Footprint (Sq. Ft.)



Q2 & H1 FY27 Financial Performance

BHATIA'S
A Public Limited Company

Particulars (Rs. Cr)	Q2FY27	Q2FY26	YoY%	H1FY27	H1FY26	YoY%
Revenue from Operations	**203.7**	**134.3**	**52%**	**393.7**	**245.9**	**60%**
COGS	177.5	120.6	47%	345.6	219.8	57%
Gross Profit	**26.2**	**13.7**	**91%**	**48.1**	**26.0**	**85%**
Gross Margin %	*12.8%*	*10.2%*	*264 bps*	*12.2%*	*10.6%*	*163 bps*
Other Expenses	14.6	8.1	80%	26.4	14.8	78%
Other Income	0.6	0.7	(13) %	1.2	1.3	(4) %
EBITDA	**12.2**	**6.2**	**95%**	**23.0**	**12.5**	**84%**
EBITDA Margin %	*6.0%*	*4.7%*	*132 bps*	*5.8%*	*5.1%*	*75 bps*
Depreciation	1.4	0.7	116%	2.6	1.5	75%
Profit Before Interest & Tax	10.7	5.6	92%	20.3	11.0	85%
Interest	0.9	0.9	4%	1.4	1.5	(6) %
Profit Before Tax	**9.8**	**4.7**	**108%**	**18.9**	**9.5**	**99%**
Tax	2.3	1.0	133%	4.6	2.2	110%
Net Profit	**7.5**	**3.7**	**101%**	**14.3**	**7.3**	**96%**
PAT Margin (%)	*3.7%*	*2.8%*	*91 bps*	*3.6%*	*3.0%*	*66 bps*
Diluted Earnings Per Share (Rs)	0.53	0.26	104%	1.31	0.52	152%

Balance Sheet

BHATIA'S
A Public Limited Company

Particulars (Rs. Cr)	Mar-26	Sep-26
Equity		
(a) Equity Share Capital	14.1	14.1
(b) Other Equity	118.5	132.6
Total Equity	**132.6**	**146.7**
Non-current Liabilities		
(a)Borrowing	1.5	1.1
(b) Lease Liability	5.5	5.2
Other Non-Current Liabilities	37.9	61.0
Provisions	0.6	0.5
Total Non-Current Liabilities	**45.5**	**67.8**
Current Liabilities		
(a)Borrowings	1.9	36.7
(b) Lease Liabilities	1.2	1.0
(c) Trade Payables	16.4	19.5
(d) Other Financial Liabilities	0.1	0.0
Provisions	0.0	2.1
Other current liabilities	0.4	0.3
Current Tax Liabilities	0.5	1.3
Total Current Liabilities	**20.5**	**60.9**
Total Equity and Liabilities	**198.5**	**275.4**

Particulars (Rs. Cr)	Mar-26	Sep-26
Non-Current Asset		
Property, Plant and Equipment	22.5	26.1
Right Of Use Asset	6.5	5.7
Goodwill	0.3	0.3
Financial Assets		
(a)Loans	12.5	12.1
(b) Other Financial Assets	19.7	20.3
Other Non-Current Assets	0.1	0.1
Deferred Tax Assets (net)	0.3	0.6
Total Non-Current Asset	**61.9**	**65.1**
Current Assets		
Inventories	96.3	148.0
Financial Assets		
(a) Trade Receivables	8.3	11.5
(b) Cash and Cash Equivalents	8.6	16.7
(c)Investments	-	1.8
(d) Other financial assets	-	-
Other current assets	23.5	32.2
Total Current Assets	**136.7**	**210.3**
Total Assets	**198.5**	**275.4**

Cash Flow Statement

BHATIA'S
A Public Limited Company

Particulars (Rs. Cr)	Sep-25	Sep-26
Net Profit before tax	9.5	18.9
Adjustments for :		
Add : Depreciation	1.5	2.6
Add : Interest Expenses	1.5	1.4
Less : Interest Income	(1.3)	(1.3)
Unrealised Loss in Equity Instrument	-	0.1
Cash Flow From Operations Before Changes In Working Capital	**11.2**	**21.7**
Adjustments For Working Capital Movements :	(12.3)	(34.4)
Cash Generated From Operations	**(1.1)**	**(12.7)**
Direct Taxes (Paid) /adjusted	(4.8)	(5.8)
Net Cash flow From Operating Activities (A)	**(5.9)**	**(18.4)**
Cash Flow From Investing Activities (B)	**(15.0)**	**(6.2)**
Cash Flow From Financing Activities (C)	**27.2**	**32.7**
Net Increase in Cash & Cash Equivalents (A+B+C)	**6.3**	**8.1**
Cash & Cash Equivalent At The Beginning Of The Year	6.7	8.6
Cash & Cash Equivalent At The End Of The Year	**13.0**	**16.7**

04.
Annexure



Board of Directors

Diverse expertise supporting long-term strategy and oversight

BHATIA'S
A Public Limited Company



Mr. Sanjeev Bhatia
Managing Director

- **Sanjeev Bhatia,** 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,** 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.



Kamleshkumari Harbanslal Bhatia
Non-Executive - Non-Independent Director

- **Provides strategic guidance and supports the Board in key business and governance matters.**
- Brings valuable understanding of the Company's business, operations and stakeholder relationships.
- Contributes to the Board's deliberations on business growth, expansion and long-term strategy.



Arpit Arunkumar Jain
Independent Director

- **Provides independent oversight and objective guidance on key business and strategic matters.**
- Contributes to the Board's deliberations on corporate governance, risk management and compliance.
- Supports the Company's focus on sustainable growth and long-term stakeholder value creation.



Rachit Naresh Narang
Independent Director

- **Brings an independent perspective to the Board's decision-making process.**
- Provides oversight on strategic, financial and governance matters.
- Contributes to strengthening corporate governance practices and long-term value creation.



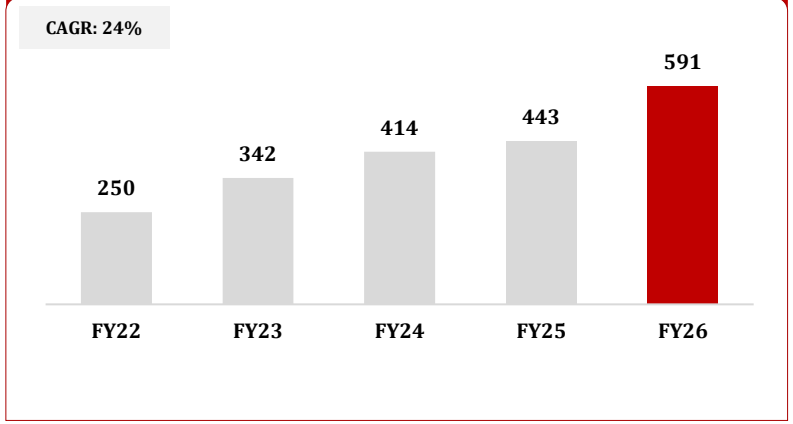
Rashmi Kapil Arora
Independent Director

- **Provides independent and objective guidance on strategic and governance matters.**
- Contributes to the Board's oversight of business performance, risk and compliance.
- Supports the Company's commitment to transparency, accountability and sustainable growth.

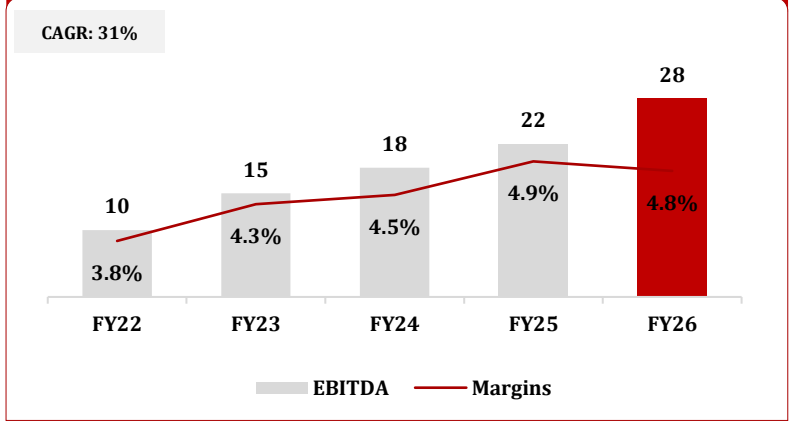
Historical Financial Highlights & Operational Performance

BHATIA'S
A Public Limited Company

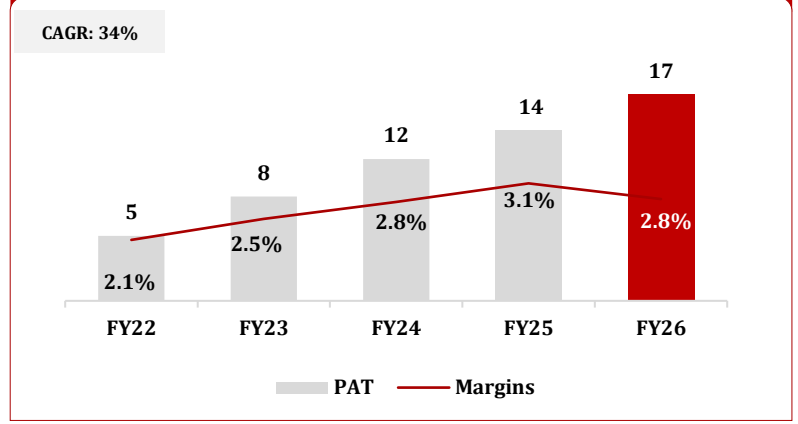
Revenue



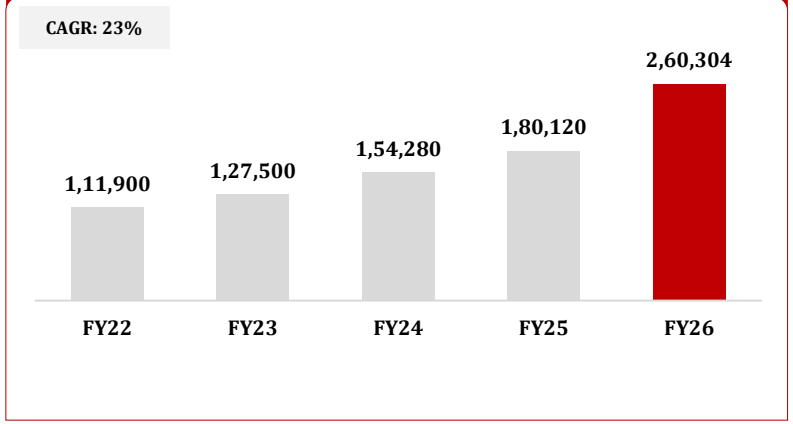
EBITDA & EBITDA Margins



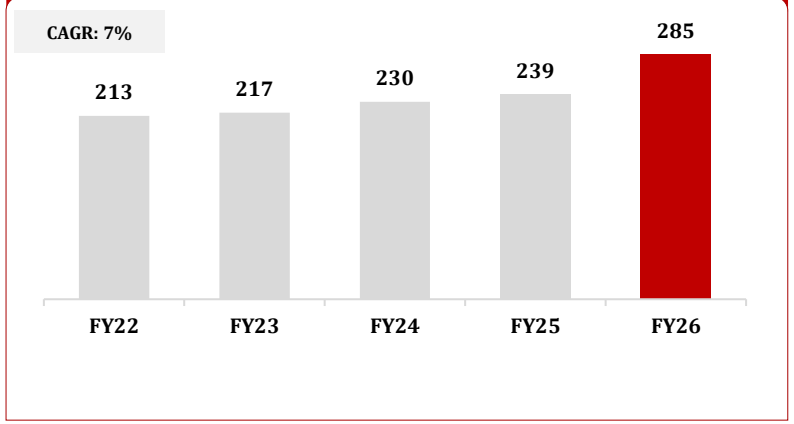
PAT & PAT Margins



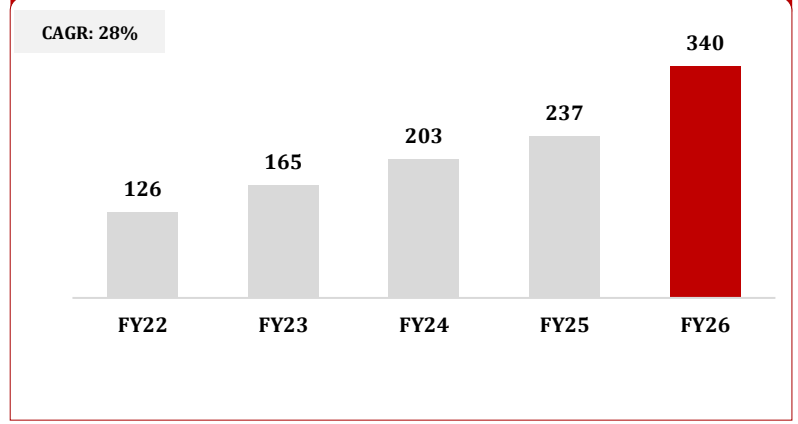
Retail Footprint (Sq. Ft.)



Bill Cuts (Nos. in Lacs)



No of Stores



Note - Revenue Before FY23 calculated including Debit Note and Credit note which were reported in other income

Profit & Loss Statement

BHATIA'S
A Public Limited Company

Particulars (Rs. Crs.)	FY25	FY26
Revenue	**443**	**591**
Other Income	2	4
Total Income	**445**	**595**
Raw Material	394	532
Gross Profit	**50**	**63**
Gross Profit Margin	**11.3%**	**10.7%**
Employee Expenses	8	8
Other Expenses	20	27
EBITDA	**22**	**28**
EBITDA Margin (%)	**4.9%**	**4.8%**
Depreciation	2	3
EBIT	**20**	**25**
EBIT Margin (%)	**4.5%**	**4.3%**
Finance Cost	2	3
Exceptional Items	0	0
Profit Before Tax	**18**	**23**
Tax	4	6
Profit After Tax	**14**	**17**
PAT Margin(%)	**3.1%**	**2.8%**
Diluted EPS	0.98	1.31

Balance Sheet

BHATIA'S
A Public Limited Company

Particulars (Rs. Cr)	Mar-25	Mar-26
Equity		
(a) Equity Share Capital	13	14
(b) Other Equity	67	119
(c) Money Received against Share Warrant	9	-
Total Equity	**89**	**133**
Non-current Liabilities		
(a) Borrowing	-	2
(b) Lease Liability	-	6
Other Non-Current Liabilities	20	38
Provisions	1	1
Total Non-Current Liabilities	**21**	**45**
Current Liabilities		
(a) Borrowings	8	2
(b) Lease Liabilities	-	1
(c) Trade Payables	13	16
(d) Other Financial Liabilities	0	0
Provisions	0	0
Other current liabilities	0	0
Current Tax Liabilities	-	0
Total Current Liabilities	**21**	**20**
Total Equity and Liabilities	**131**	**199**

Particulars (Rs. Cr)	Mar-25	Mar-26
Non-Current Asset		
Property, Plant and Equipment	12	23
Right of Use Asset	-	6
Goodwill	0	0
Financial Assets		
(a)Loans	11	12
(b) Other Financial Assets	19	20
Other Non-Current Assets	0	0
Deferred Tax Assets (net)	0	0
Total Non-Current Asset	**43**	**62**
Current Assets		
Inventories	64	96
Financial Assets		
(a) Trade Receivables	5	8
(b) Cash and Cash Equivalents	7	9
(c)Loans	-	-
Current Tax Assets (Net)	1	-
Other current assets	12	23
Total Current Assets	**88**	**137**
Total Assets	**131**	**199**

Cashflow Statement

BHATIA'S
A Public Limited Company

Particulars (Rs. Crs.)	FY25	FY26
Profit before Tax For The Year	**18.3**	**22.7**
Adjustments for: Non-Cash Items / Other Investment or Financial Items	1.5	3.1
Operating profit before working capital changes	**19.8**	**25.7**
Changes in working capital	(10.7)	(19.7)
Cash generated from Operations	**9.1**	**6.1**
Direct taxes paid (net of refund)	(3.9)	(4.6)
Net Cash from Operating Activities	**5.2**	**1.5**
Net Cash from Investing Activities	**(8.1)**	**(19.0)**
Net Cash from Financing Activities	**(5.9)**	**19.4**
Net Increase/Decrease in Cash and Cash equivalents	**(8.9)**	**2.0**
Add: Cash & Cash equivalents at the beginning of the period	15.5	6.7
Cash & Cash equivalents at the end of the period	**6.7**	**8.6**

BHATIA'S®

A Public Limited Company

THANK YOU





INVESTOR RELATIONS CONTACT

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Designation: Company Secretary and Compliance Officer
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