

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

The Secretary,  
BSE Limited,  
(Through BSE Listing Centre)  
**Scrip Code: 543626**

**Sub: Investor's Presentation to be held on 05<sup>th</sup> August 2025.**

Dear Sir/Madam,

In pursuance to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor presentation for the First Quarter ended 30<sup>th</sup> June 2025 to be held on 05<sup>th</sup> August 2025 at 04:00 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.

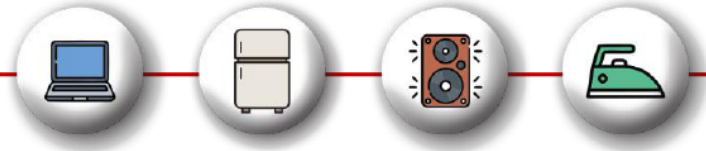
Thanking you,  
For and on behalf of **Electronics Mart India Limited**

**Rajiv Kumar**  
Company Secretary and Compliance Officer

Date: 05<sup>th</sup> August 2025  
Place: Hyderabad



# Fueled by Experience, Growing with Trust



## Investor Presentation

August 2025

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LARGEST  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA

## **Q1 FY26 BUSINESS & FINANCIAL PERFORMANCE**



# Q1 FY26 FINANCIAL SNAPSHOT

## Financial Highlights

**Rs. 1,739 Crores**

Revenue from Operations

**Rs. 253 Crores**

Gross Profit

**Rs. 110 Crores**

EBITDA

**Rs. 22 Crores\***

Profit After Tax (PAT)

\*PAT before exceptional item is ~ Rs. 28 Crores

## Operational Highlights

**-18%**

Same Store Sales Growth

**8**

Net Store Opening

**6.3%**

EBITDA Margin

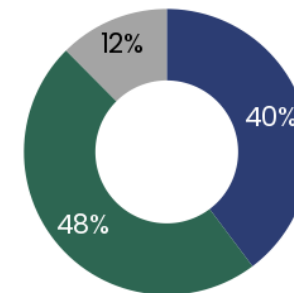
**1.2%**

PAT Margin

\* PAT Margin before exceptional item is 1.6%

## Sales Mix and Store Ownership

### Product Mix (Q1 FY26)



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

**722**

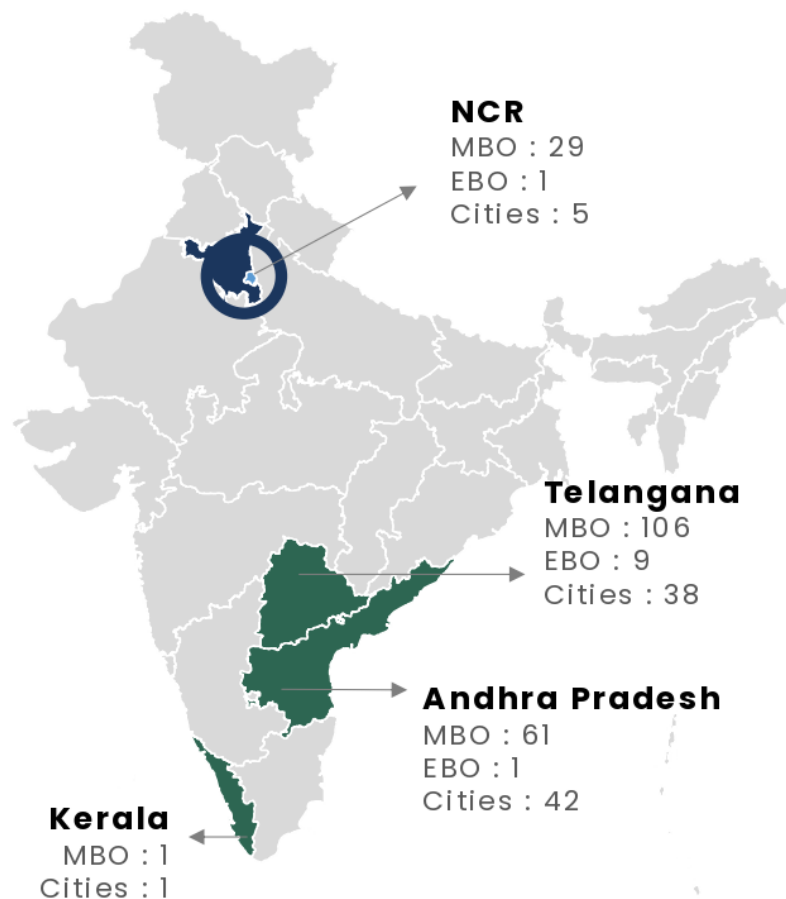
Bill Cuts (Nos. in '000)

**Rs. 23,017**

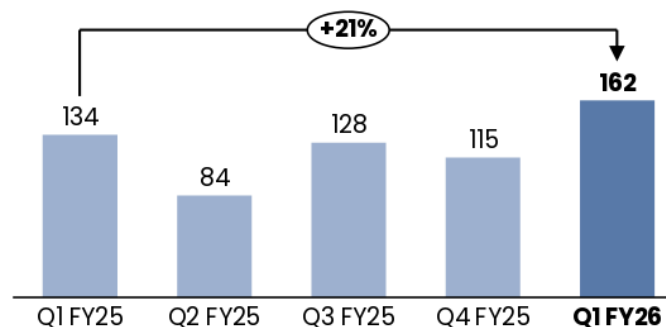
Average Ticket Size (Rs.)



# CLUSTER-WISE FINANCIAL PERFORMANCE



## NORTH CLUSTER (Rs. Crs.)

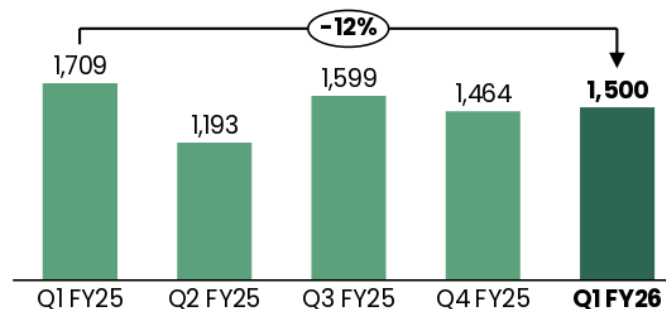


**NORTH CLUSTER  
MARGIN\*  
(Q1 FY26)**

**3.6%**

- ✓ 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

## SOUTH CLUSTER (Rs. Crs.)



**SOUTH CLUSTER  
MARGIN\*  
(Q1 FY26)**

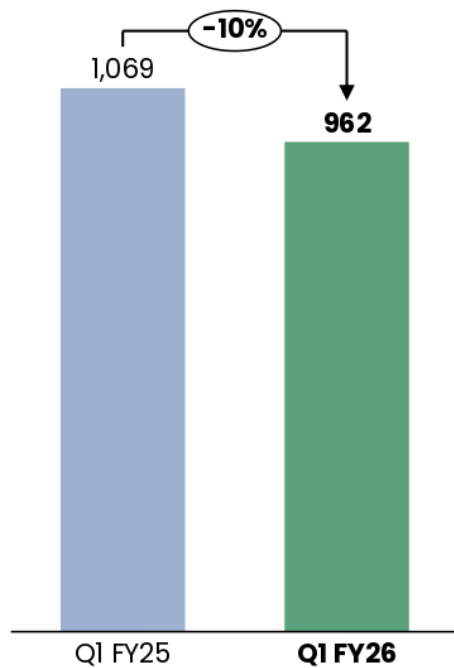
**6.7%**

Map not to scale, for representation purpose only  
Cluster Sales Include EBO & MBO Sales Combined

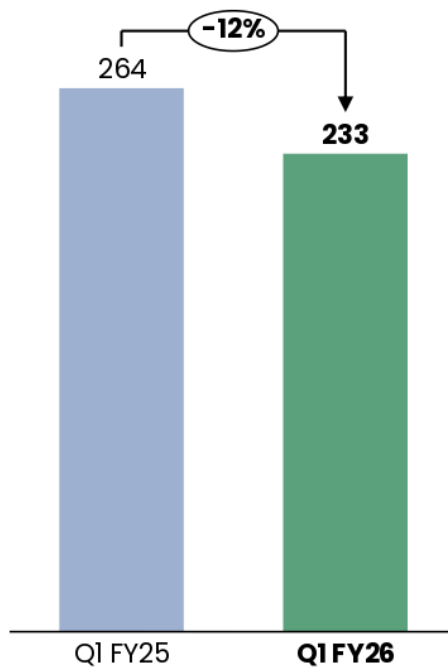


# CLUSTER WISE REVENUE – Q1 FY26

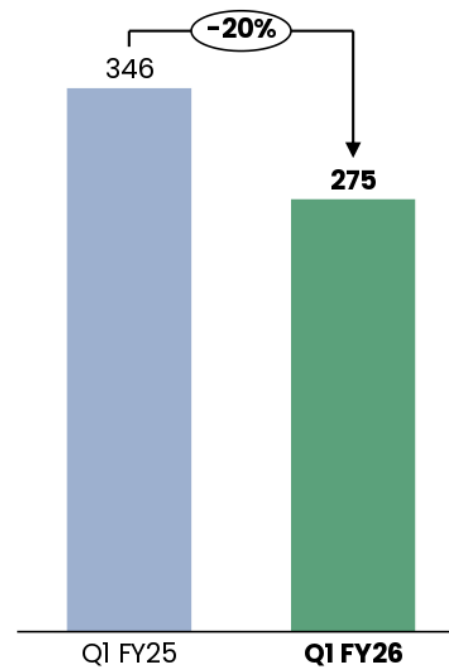
## Telangana – HYD City



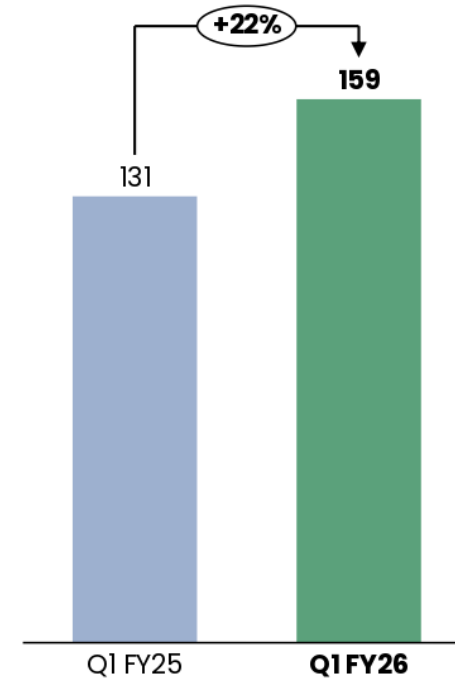
## Telangana – UP Country



## Andhra Pradesh



## Delhi NCR



SSSG

-15%

-18%

-32%

-8%

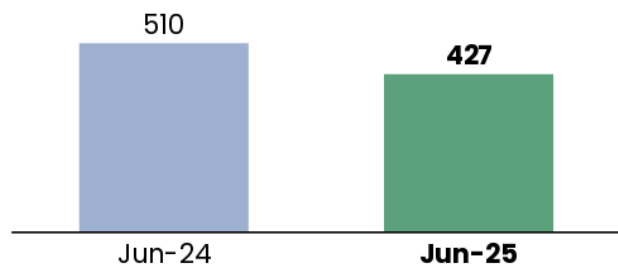


# STRONG CASH FLOW & BALANCE SHEET

## Cash Flow from Operations

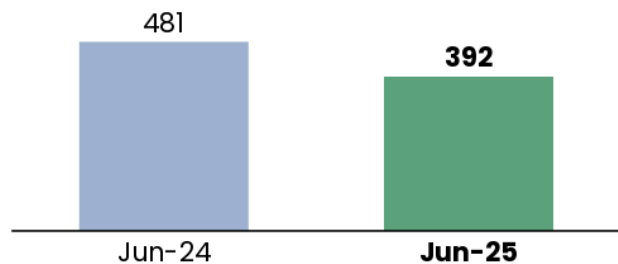
### Post IND- AS 116

Rs. Crs.

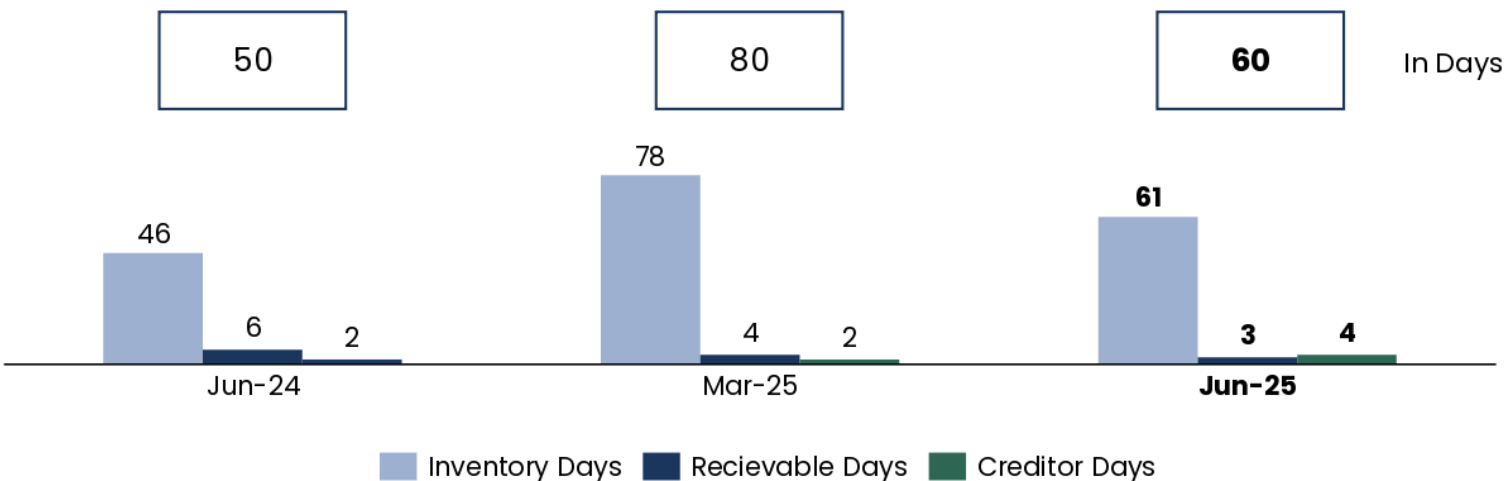


### Pre IND- AS 116

Rs. Crs.



## Working Capital



### RoCE\*

**13.4%**

### RoE\*

**7.7%**

### Cash & Cash Equivalents

**Rs. 61 Crs.**

\* On Annualised Basis



# Q1 FY26 PROFIT AND LOSS STATEMENT

| Profit & Loss (in Rs. Crore)               | Q1 FY26        |                   |                 | Q1 FY25        |                   |                 | YoY (Reported) |
|--------------------------------------------|----------------|-------------------|-----------------|----------------|-------------------|-----------------|----------------|
|                                            | Reported       | Ind-AS 116 Impact | Pre Ind-AS 116* | Reported       | Ind-AS 116 Impact | Pre Ind-AS 116* |                |
| <b>Total Revenue</b>                       | <b>1,739.4</b> |                   | <b>1,739.4</b>  | <b>1,926.7</b> |                   | <b>1,926.7</b>  | <b>-10%</b>    |
| Purchases of stock in trade                | 1,260.3        |                   | 1,260.3         | 1,393.0        |                   | 1,393.0         |                |
| Changes in Inventory                       | 225.8          |                   | 225.8           | 233.8          |                   | 233.8           |                |
| <b>Gross Profit</b>                        | <b>253.3</b>   |                   | <b>253.3</b>    | <b>299.9</b>   |                   | <b>299.9</b>    | <b>-16%</b>    |
| <b>Gross Margin</b>                        | <b>14.6%</b>   |                   | <b>14.6%</b>    | <b>15.6%</b>   |                   | <b>15.6%</b>    |                |
| Employee Cost                              | 37.3           |                   | 37.3            | 33.1           |                   | 33.1            |                |
| Rent Expense                               |                | 34.4              | 34.4            |                | 29.5              | 29.5            |                |
| Other Expenses                             | 105.9          |                   | 105.9           | 107.1          |                   | 107.1           |                |
| <b>EBITDA</b>                              | <b>110.0</b>   |                   | <b>75.7</b>     | <b>159.7</b>   |                   | <b>130.2</b>    | <b>-31%</b>    |
| <b>EBITDA Margin</b>                       | <b>6.3%</b>    |                   | <b>4.4%</b>     | <b>8.3%</b>    |                   | <b>6.8%</b>     |                |
| Other Income                               | 1.3            |                   | 1.3             | 2.2            |                   | 2.2             |                |
| Depreciation                               | 36.8           | (23.5)            | 13.3            | 30.1           | (21.0)            | 9.1             |                |
| <b>EBIT</b>                                | <b>74.5</b>    |                   | <b>63.7</b>     | <b>131.7</b>   |                   | <b>123.3</b>    | <b>-43%</b>    |
| Finance Cost                               | 37.4           | (22.7)            | 14.7            | 28.6           | (19.3)            | 9.3             |                |
| <b>Profit before Tax Exceptional Items</b> | <b>37.1</b>    |                   | <b>48.9</b>     | <b>103.2</b>   |                   | <b>114.0</b>    | <b>-64%</b>    |
| *Exceptional Item                          | <b>(8.2)</b>   |                   | (8.2)           | -              |                   | -               |                |
| <b>Profit Before Tax</b>                   | <b>28.9</b>    |                   |                 | <b>103.2</b>   |                   |                 |                |
| Tax                                        | 7.3            |                   |                 | 26.3           |                   |                 |                |
| <b>PAT</b>                                 | <b>21.6</b>    |                   | -               | <b>76.9</b>    |                   | -               | <b>-72%</b>    |
| <b>PAT Margin</b>                          | <b>1.2%</b>    |                   |                 | <b>4.0%</b>    |                   |                 |                |
| EPS (in Rs.)                               | 0.56           |                   |                 | 2.00           |                   |                 |                |

In the current quarter, the Company has reclassified sell-out and scheme incentives received from suppliers from 'Revenue from operations - Other operating income' to reduction from 'Purchases of Stock in Trade' in accordance with the applicable accounting standards, since such incentives and discounts are directly associated with inventory purchases and is not in exchange for any distinct goods or services by the Group to the such suppliers. This is to the tune of ~233 crores for FY25

A subdued summer season adversely impacted overall revenues and profitability. Sales of air conditioners and coolers declined by 39% in Q1 FY26, affecting the segment that contributes ~21% to the quarter's total revenues

On 29<sup>th</sup> May 2025 there was a fire Incident in one of the godowns leading to an inventory loss of Rs. 8 crores which is under review for insurance hence the company has taken a provision for the same

LARGEST  
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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 **Western UP**

## Store Count

**200+**  
**Stores**  
(197 MBO & 11 EBO)

## WE ARE THE

**4<sup>th</sup>**  
**Largest Electronics**  
**Retailer in India**

Central Warehouse  
**12**

Cities Present  
**86**



## OUR MBO BRANDS

**BAJAJ**  
**ELECTRONICS**

**ELECTRONICS**  
**MART**

**KITCHEN**  
**STORIES**  
FROM THE HOUSE OF BAJAJ ELECTRONICS

**AUDIO & BEYOND®**  
HOME CINEMA | HOME AUTOMATION  
RECENT HOME CINEMA SOLUTIONS

**EASY**  
**KITCHENS**



## RETAIL AREA

**1.80 + Mn.**  
**Square feet**

## Experience of Over

**4**  
**Decades**

Employees  
**3,000+**

Leased Stores  
**178**

Owned Stores  
**17**

POPL Stores  
**13**



## PRODUCT OFFERINGS



Air  
Conditioner



Smart  
Phones



Television



Laptop



Refrigerator



Washing  
Machines



Chimney



Audio  
Devices



Cooler



Other  
Products



# STRATEGIC PARTNERSHIPS AND PREMIUM POSITIONING DRIVE ASP LEADERSHIP



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



SONY



SAMSUNG



oppo

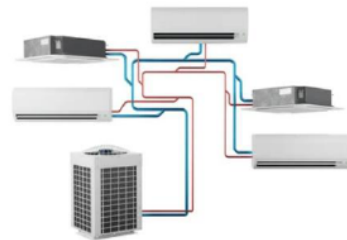
vivo



98" Inch TV



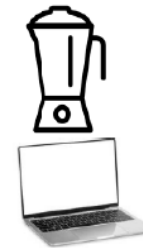
Built In



VRV System  
(Centralized)



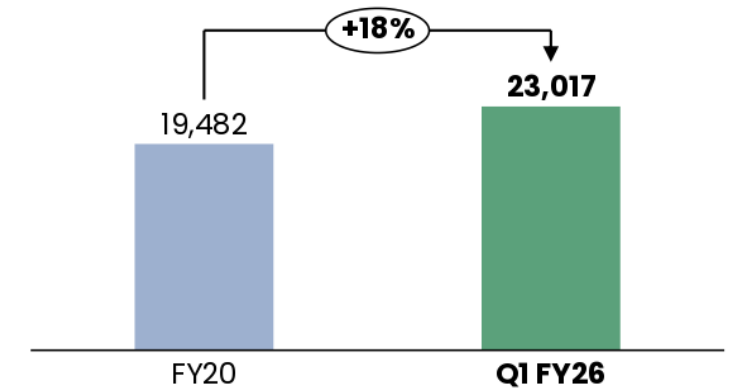
Smart Phones



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



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

### We are Present Across

**86** Cities  
**6** States  
**208** Retail Stores  
(197 MBO & 11 EBO)

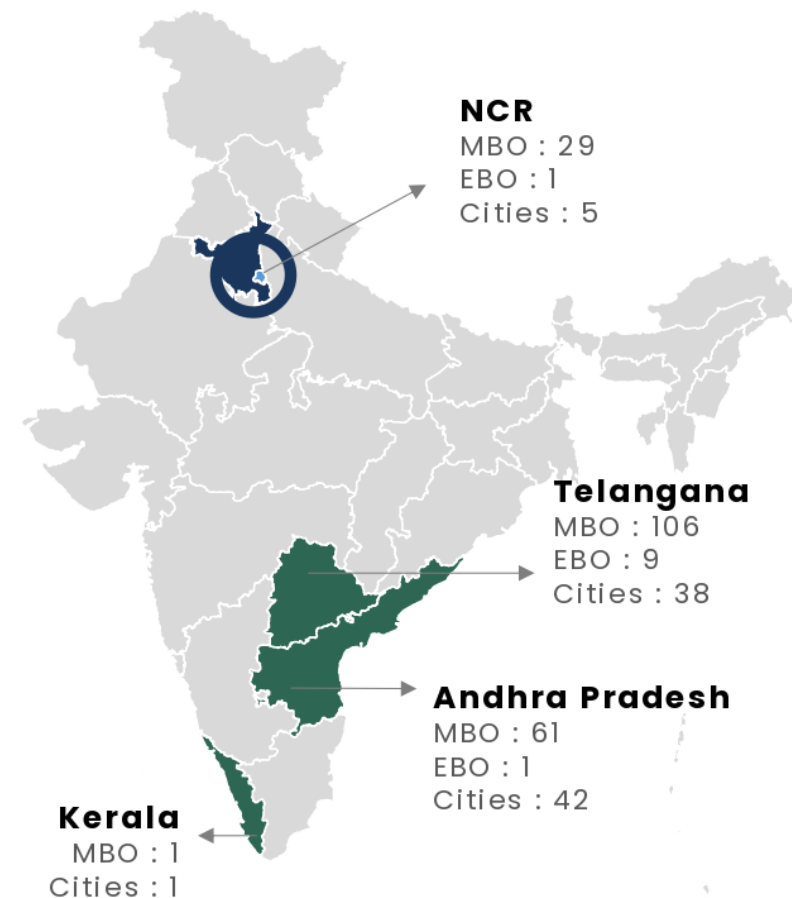
**1.81 Mn.** Sq. Ft.  
Avg. Store Size of 10k sq. ft.  
**12** Central Warehouses  
6 in TS, 3 in AP & 3 in NCR

### Store Ownership

**178**  **Leased**  
**17**  **Owned**  
**13**  **POPL**

### MBO Brands (# Stores)

**158**   
**26**   
**6**   
**3**   
**3**   
**1** 



Map not to scale, for representation purpose only



# DIVERSIFIED PRODUCT PROFILE COMPRISING OF 8,000+ SKUs

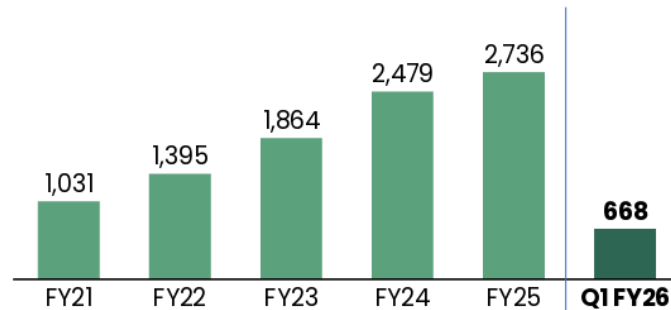


## Mobiles

Phones, Fitness Tracker & Tablets

Fastest growing segment with rising contribution to the overall revenue pie from 29% FY19 to 42% in FY25

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

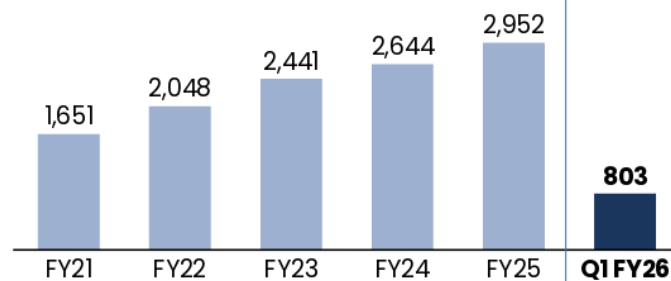


## Large Appliances

TV, Washing Machine, AC, Refrigerators

Highest contributing segment in terms of revenues

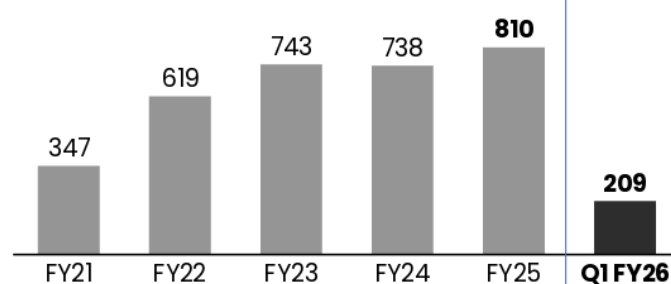
Have relationships with the largest brands in this space – LG, Haier, Sony etc



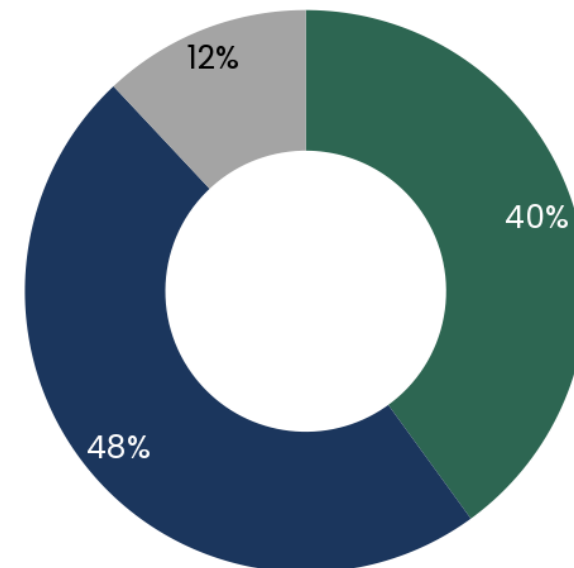
## Small Appliances, IT & Others

Laptop, Printer, Geyser & Others

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



## Cash Flow from Operations



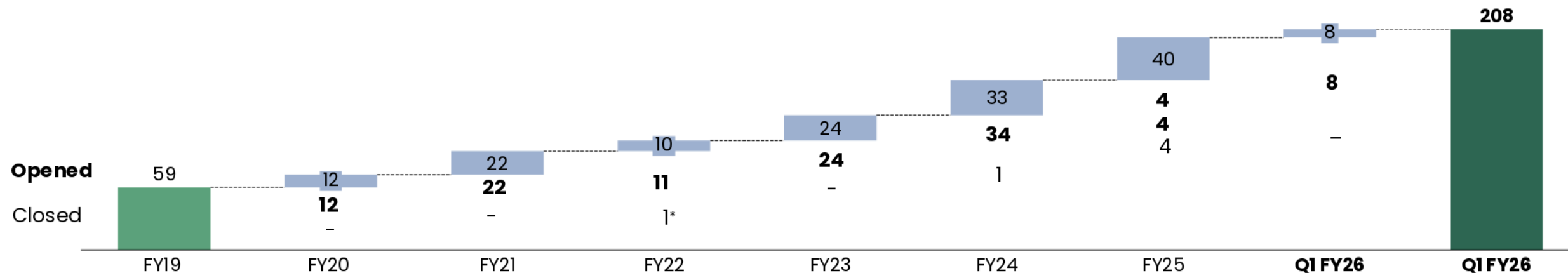
■ Mobiles  
■ Large Appliances  
■ Small Appliances, IT & Others



# RAPID STORE EXPANSION



|                            |     |             |     |             |       |             |       |             |       |             |       |            |       |
|----------------------------|-----|-------------|-----|-------------|-------|-------------|-------|-------------|-------|-------------|-------|------------|-------|
| <b>Stores</b>              | 71  | <b>+31%</b> | 93  | <b>+11%</b> | 103   | <b>+23%</b> | 127   | <b>+21%</b> | 160   | <b>+25%</b> | 200   | <b>+4%</b> | 208   |
| <b>Retail '000s sq. ft</b> | 765 | <b>+23%</b> | 940 | <b>+11%</b> | 1,041 | <b>+17%</b> | 1,222 | <b>+17%</b> | 1,471 | <b>+19%</b> | 1,758 | <b>+3%</b> | 1,807 |



| Particulars                          | FY20      | FY21      | FY22       | FY23       | FY24       | FY25       | Q1 FY26    |
|--------------------------------------|-----------|-----------|------------|------------|------------|------------|------------|
| <b>Store Count</b>                   | <b>71</b> | <b>93</b> | <b>103</b> | <b>127</b> | <b>160</b> | <b>200</b> | <b>208</b> |
| <b>MBOs</b>                          | <b>63</b> | <b>82</b> | <b>91</b>  | <b>114</b> | <b>147</b> | <b>189</b> | <b>197</b> |
| Bajaj Electronics / Electronics Mart | 63        | 80        | 88         | 105        | 137        | 176        | 184        |
| Kitchen Stories                      | -         | 2         | 2          | 5          | 6          | 6          | 6          |
| Audio & Beyond                       | -         | -         | 1          | 1          | 1          | 3          | 3          |
| Easy Kitchen                         | -         | -         | -          | 3          | 3          | 3          | 3          |
| Charcoal Project                     | -         | -         | -          | -          | -          | 1          | 1          |
| <b>EBOs</b>                          | <b>8</b>  | <b>11</b> | <b>12</b>  | <b>13</b>  | <b>13</b>  | <b>11</b>  | <b>11</b>  |



## 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



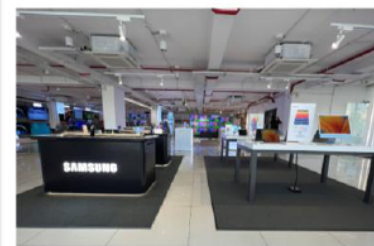
### Consultative Selling Approach

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



# OUR RETAIL OUTLETS

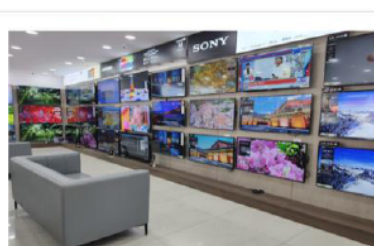
## NCR Stores



## Hyderabad Stores



## Andhra Pradesh & Telangana Up Country Stores





# OUR SPECIALISED RETAIL STORES

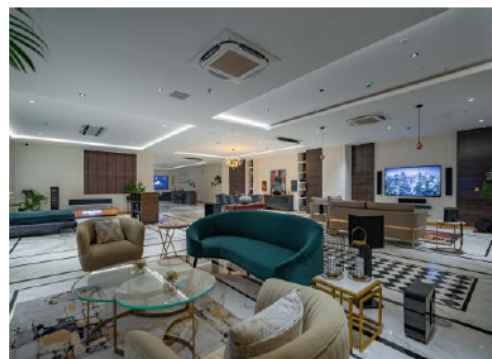
## Kitchen Stories (Jubilee Hills, Hyderabad)



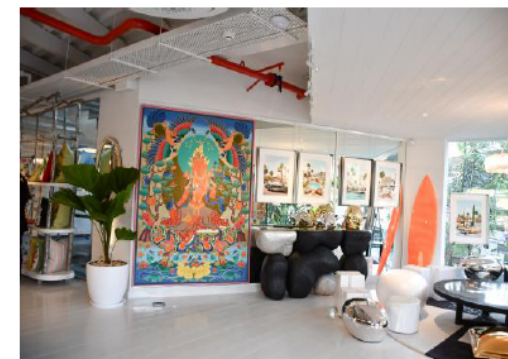
## Easy Kitchens (Jubilee Hills, Hyderabad)



## Audio & Beyond (Jubilee Hills, Hyderabad)



## The Charcoal Project (Jubilee Hills, Hyderabad)





## 12 large centrally located warehousing facilities

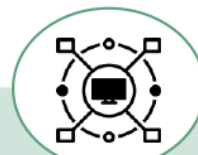
which are backed by individual storage areas at store level of varying sizes to cater to individual stores or a group of stores



### 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 Range of Data Management Tools used to further improve efficiency



Tracking systems with real time updates on status of their orders

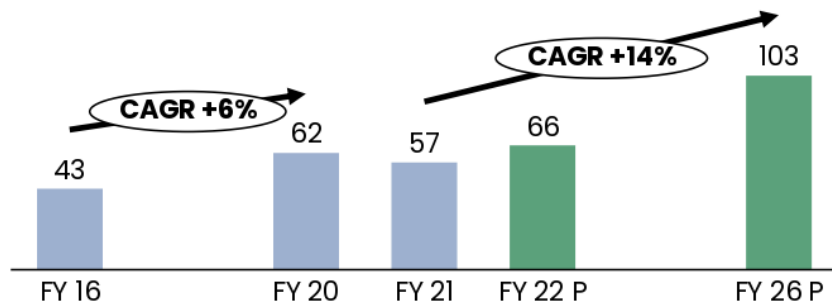


Use data to swiftly align inventory with changing customer preferences

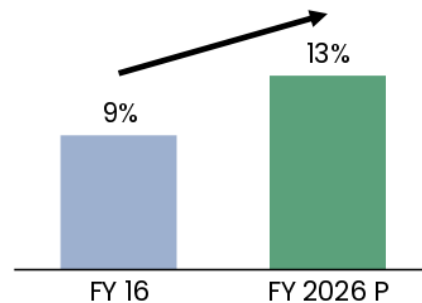


# STRONG GROWTH IN ORGANISED BRICK & MORTAR RETAIL

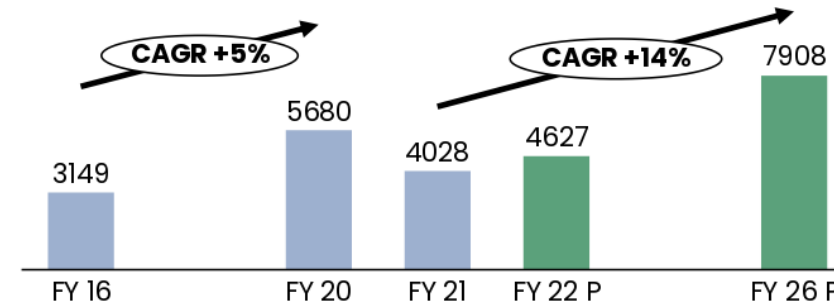
## Retail Industry Market Size Expected to Grow at 14% CAGR



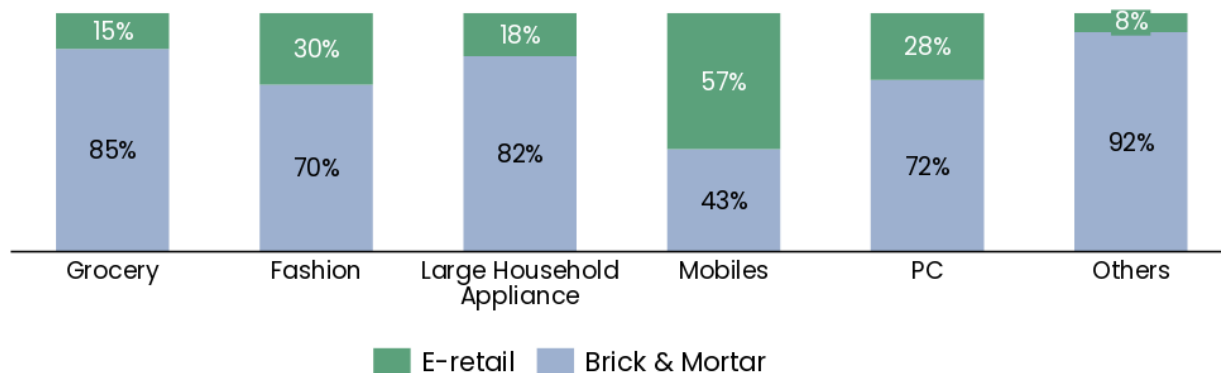
## Organised Retail Penetration also Expected to Grow



## 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

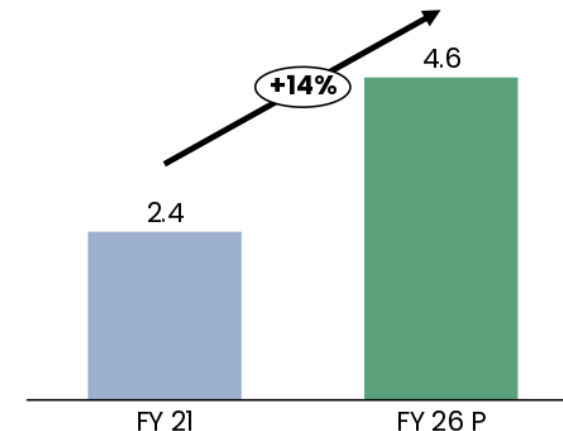


# CONTINUED GROWTH MOMENTUM IN CONSUMER DURABLES ACROSS CATEGORIES

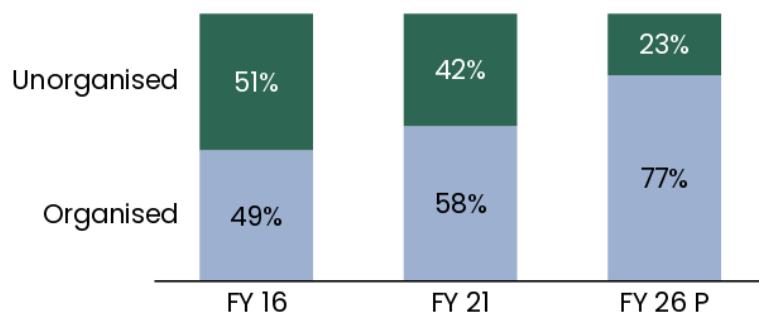
## India lags global peers in consumer durables penetration

| % 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



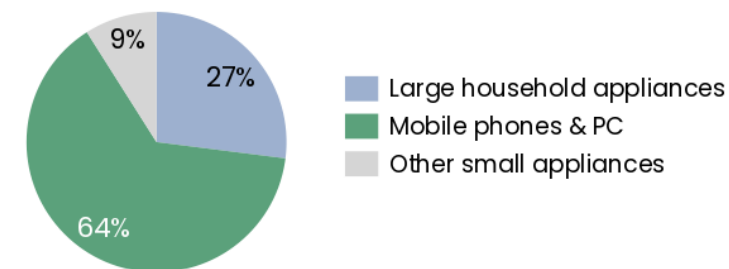
## Organised segment outpacing the unorganized players in Indian consumer's durables industry



## 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





# BOARD OF DIRECTORS



**Pavan Kumar Bajaj**  
*Chairman & Managing Director*



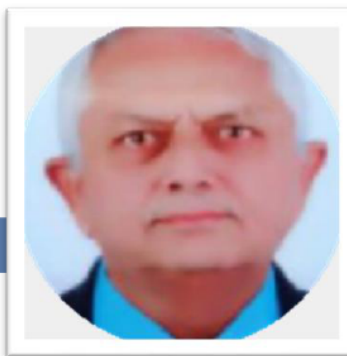
**Karan Bajaj**  
*Chief Executive Officer & WTD*



**Astha Bajaj**  
*Executive Director & WTD*



**Col. Gurdeep Singh  
(Retd.)**  
*Independent Director*



**Mirza Ghulam  
Muhammad Baig**  
*Independent Director*



**Jyotsna Angara**  
*Independent Director*



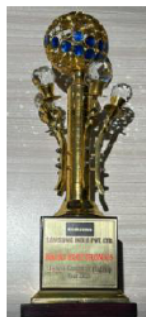
# AWARDS & ACCOLADES



**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



## 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

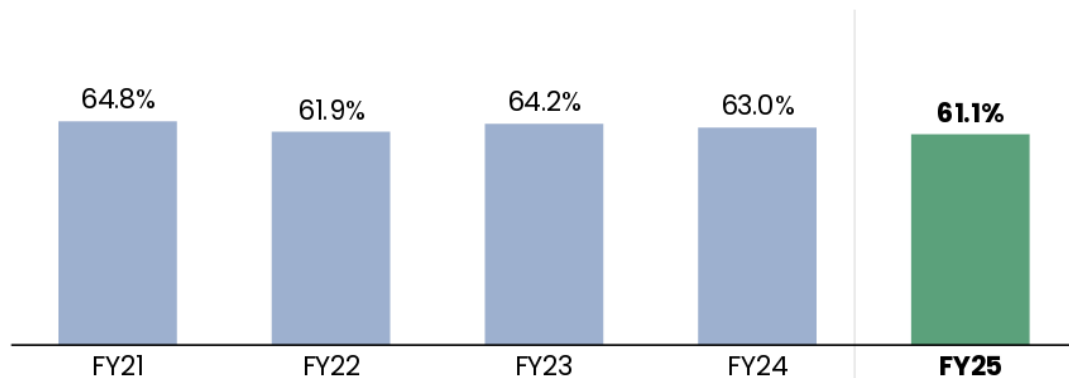
LARGEST  
**ELECTRONICS**  
RETAILER IN  
SOUTH INDIA

**HISTORICAL HIGHLIGHTS**

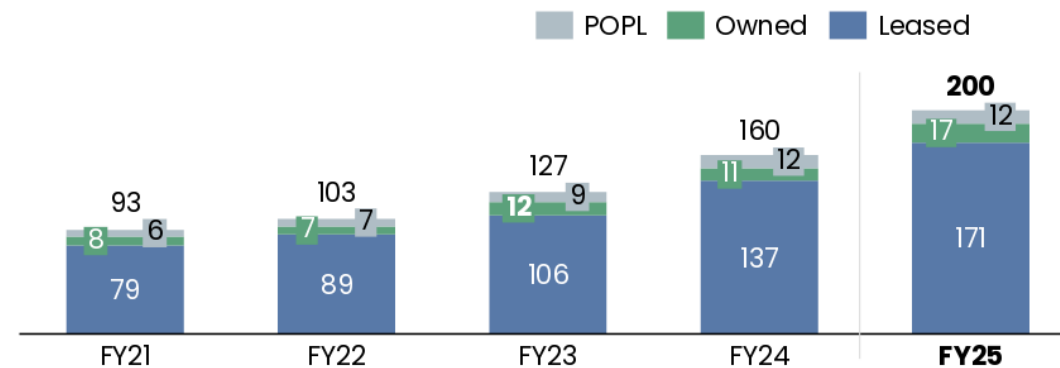


# OPERATING INDICATORS

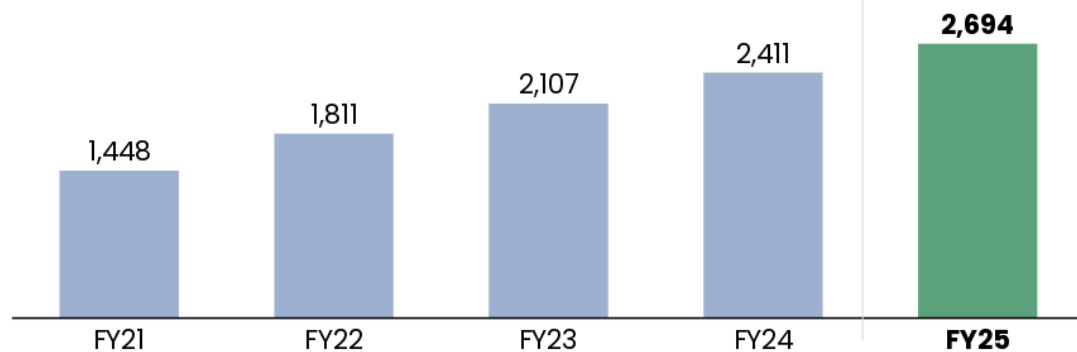
## Top 5 Brands (% of Sales)



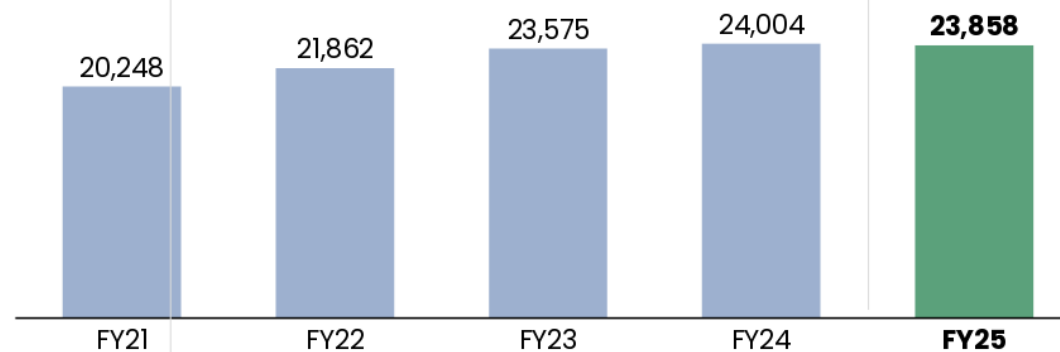
## Store Ownership (#)



## Bill Cuts (Nos. in '000)



## Average Ticket Size (Rs.)

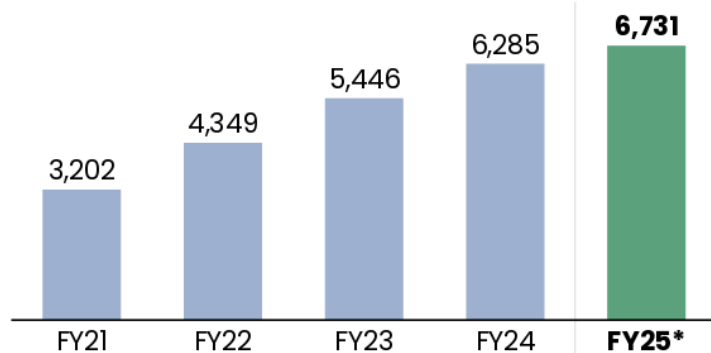




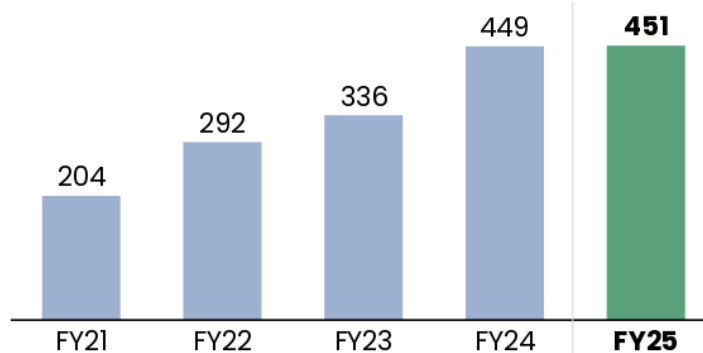
# FINANCIAL INDICATORS



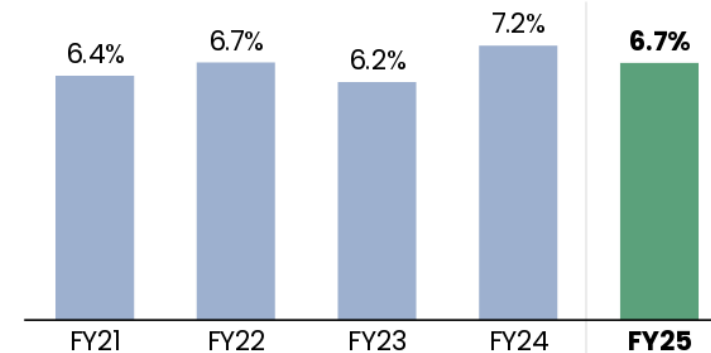
## Revenue (Rs. Crs.)



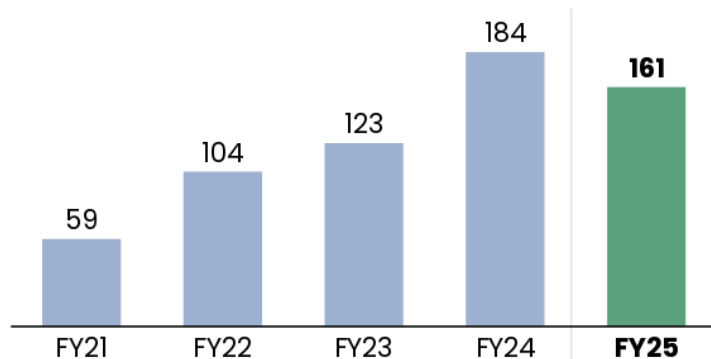
## EBITDA ((Rs. Crs.))



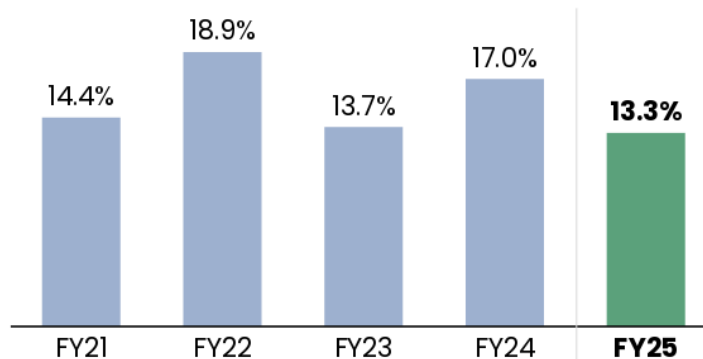
## EBITDA Margins



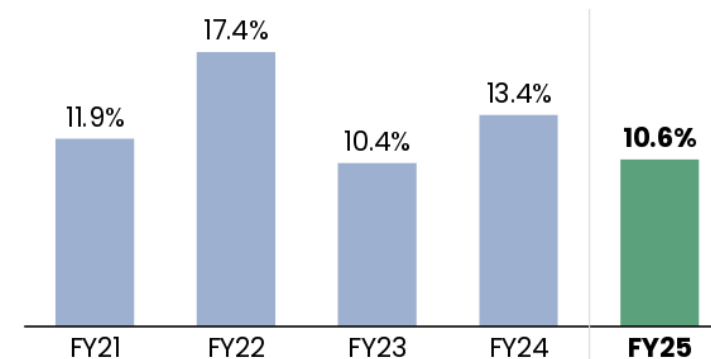
## Profit After Tax (PAT)



## RoCE



## RoE





# STRONG BALANCE SHEET



## Working Capital\*

Inventory Days   Recievable Days   Creditor Days

Working Capital Days

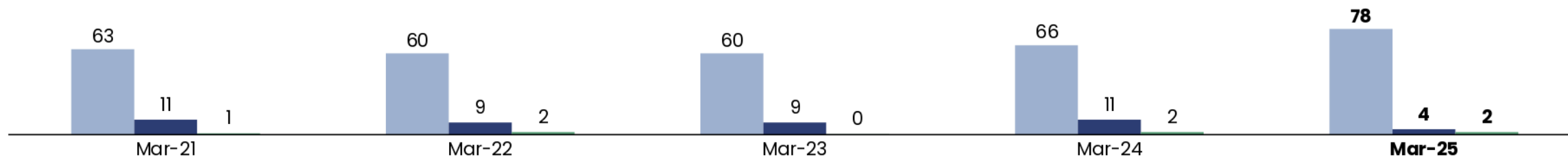
73 days

66 days

69 days

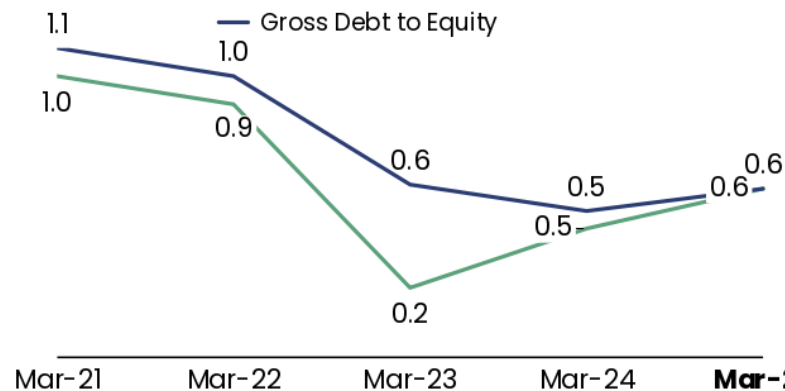
74 days

80 days

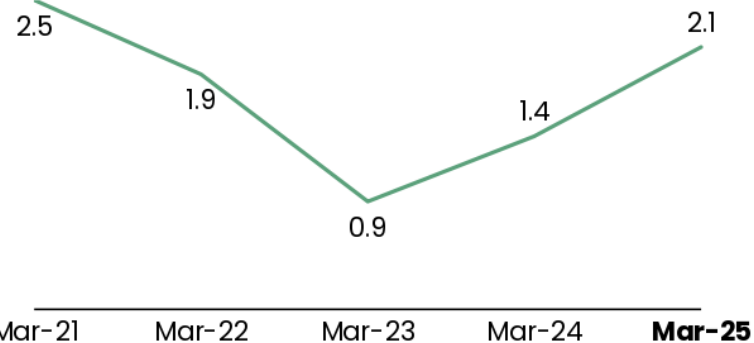


## Debt to Equity Ratio

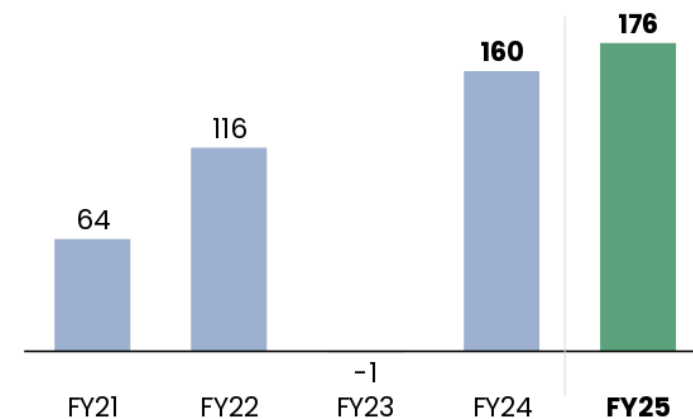
Net Debt to Equity  
Gross Debt to Equity



## Net Debt to EBITDA



## Cash Flow from Operations (Rs. Crs.)



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



# HISTORICAL PROFIT AND LOSS STATEMENT

| Profit and Loss (in Rs. Crs.)   | FY25           | FY24           | FY23           | FY22           | FY21           |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Revenue from Operations</b>  | <b>6,731.3</b> | <b>6,285.4</b> | <b>5,445.7</b> | <b>4,349.3</b> | <b>3,201.9</b> |
| Purchases of stock in trade     | 6,007.3        | 5,566.4        | 4,864.7        | 3,887.8        | 2,846.9        |
| Changes in Inventory            | -273.5         | -195.7         | -159.7         | -132.5         | -79.6          |
| <b>Gross Profit</b>             | <b>997.5</b>   | <b>914.7</b>   | <b>740.7</b>   | <b>593.9</b>   | <b>434.6</b>   |
| <b>Gross Profit Margin</b>      | <b>14.8%</b>   | <b>14.6%</b>   | <b>13.6%</b>   | <b>13.7%</b>   | <b>13.6%</b>   |
| Employee Cost                   | 133.1          | 111.5          | 94.0           | 78.8           | 61.4           |
| Other Expenses                  | 413.3          | 353.8          | 310.6          | 223.2          | 169.2          |
| <b>EBITDA</b>                   | <b>451.1</b>   | <b>449.5</b>   | <b>336.1</b>   | <b>291.9</b>   | <b>203.9</b>   |
| <b>EBITDA Margin</b>            | <b>6.7%</b>    | <b>7.2%</b>    | <b>6.2%</b>    | <b>6.7%</b>    | <b>6.4%</b>    |
| Depreciation                    | 126.7          | 105.7          | 85.4           | 71.3           | 58.1           |
| Other Income                    | 9.1            | 10.1           | 11.0           | 3.8            | 5.5            |
| <b>EBIT</b>                     | <b>333.6</b>   | <b>353.8</b>   | <b>261.7</b>   | <b>224.4</b>   | <b>151.2</b>   |
| <b>EBIT Margin</b>              | <b>5.0%</b>    | <b>5.6%</b>    | <b>4.8%</b>    | <b>5.2%</b>    | <b>4.7%</b>    |
| Finance Cost                    | 117.5          | 107.7          | 98.5           | 84.6           | 71.7           |
| <b>Profit before Tax</b>        | <b>216.0</b>   | <b>246.2</b>   | <b>163.2</b>   | <b>139.8</b>   | <b>79.6</b>    |
| <b>Profit before Tax Margin</b> | <b>3.2%</b>    | <b>3.9%</b>    | <b>3.0%</b>    | <b>3.2%</b>    | <b>2.5%</b>    |
| Tax                             | 55.6           | 62.2           | 40.4           | 35.9           | 20.9           |
| <b>Profit After Tax</b>         | <b>160.5</b>   | <b>183.9</b>   | <b>122.8</b>   | <b>103.9</b>   | <b>58.6</b>    |
| <b>Profit After Tax Margin</b>  | <b>2.4%</b>    | <b>2.9%</b>    | <b>2.3%</b>    | <b>2.4%</b>    | <b>1.8%</b>    |
| <b>EPS</b>                      | <b>4.17</b>    | <b>4.78</b>    | <b>3.63</b>    | <b>3.46</b>    | <b>1.95</b>    |



# HISTORICAL BALANCE SHEET

| Assets (in Rs. Crs.)           | Mar-25         | Mar-24         | Mar-23         | Mar-22         | Mar-21         |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Non - Current Assets</b>    | <b>1,941.0</b> | <b>1,517.5</b> | <b>1,285.9</b> | <b>875.4</b>   | <b>720.2</b>   |
| Property Plant & Equipments    | 905.1          | 602.2          | 509.9          | 279.5          | 275.5          |
| CWIP                           | 30.4           | 44.9           | 13.9           | 23.8           | 2.0            |
| Intangible assets              | 2.7            | 1.7            | 0.5            | 0.6            | 0.6            |
| Right of use asset             | 850.6          | 752.4          | 631.7          | 504.9          | 397.5          |
| Financial Assets               |                |                |                |                |                |
| Loans                          | 0.0            | 0.0            | 0.0            | 0.0            | 17.7           |
| Other Financial Assets         | 63.9           | 50.4           | 92.9           | 29.2           | 7.3            |
| Deferred Tax Assets (Net)      | 40.2           | 31.7           | 25.1           | 17.6           | 11.6           |
| Other Non - Current Assets     | 45.4           | 28.0           | 2.0            | 14.1           | 3.2            |
| Other Non - Current Tax Assets | 2.8            | 6.1            | 9.9            | 5.7            | 4.8            |
| <b>Current Assets</b>          | <b>1,679.8</b> | <b>1,541.6</b> | <b>1,407.9</b> | <b>956.6</b>   | <b>803.3</b>   |
| Inventories                    | 1,230.2        | 969.3          | 773.5          | 613.8          | 481.4          |
| Financial Assets               |                |                | 0.0            |                |                |
| (i) Trade receivables          | 74.2           | 181.4          | 138.4          | 115.2          | 95.4           |
| (ii) Cash and cash equivalents | 30.5           | 85.5           | 203.2          | 34.4           | 35.0           |
| (iii) Loans                    | 1.7            | 1.5            | 1.2            | 1.3            | 1.0            |
| Other Financial Assets         | 2.6            | 4.0            | 8.3            | 0.2            | 0.2            |
| Other Current Assets           | 340.6          | 299.9          | 283.3          | 191.7          | 190.4          |
| <b>Total Assets</b>            | <b>3,620.7</b> | <b>3,059.1</b> | <b>2,693.9</b> | <b>1,832.0</b> | <b>1,523.5</b> |

| Equity & Liabilities (in Rs. Crs.)    | Mar-25         | Mar-24         | Mar-23         | Mar-22         | Mar-21         |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Total Equity</b>                   | <b>1,518.8</b> | <b>1,369.7</b> | <b>1,184.3</b> | <b>596.5</b>   | <b>491.9</b>   |
| Share Capital                         | 384.7          | 384.7          | 384.7          | 300.0          | 300.0          |
| Reserves & Surplus                    | 1,134.0        | 984.9          | 799.6          | 296.5          | 191.9          |
| <b>Non-Current Liabilities</b>        | <b>1,140.3</b> | <b>907.9</b>   | <b>768.2</b>   | <b>579.7</b>   | <b>465.9</b>   |
| Financial Liabilities                 |                |                |                |                |                |
| (i) Borrowings                        | 205.5          | 98.0           | 100.8          | 55.2           | 62.1           |
| (ii) Lease Liabilities                | 933.0          | 809.7          | 665.7          | 523.9          | 401.7          |
| Provisions                            | 1.7            | 0.2            | 1.7            | 0.7            | 2.1            |
| <b>Current Liabilities</b>            | <b>961.7</b>   | <b>781.6</b>   | <b>741.4</b>   | <b>655.7</b>   | <b>565.7</b>   |
| Financial Liabilities                 |                |                |                |                |                |
| (i) Borrowings                        | 778.4          | 614.8          | 626.3          | 538.5          | 473.9          |
| (ii) Trade Payables                   | 39.7           | 43.1           | 24.6           | 35.2           | 7.6            |
| (iii) Lease                           | 59.4           | 47.4           | 38.9           | 31.3           | 0.0            |
| (iv) Other Financial Liabilities      | 22.9           | 18.4           | 23.6           | 16.7           | 66.0           |
| Other Current Liabilities             | 53.7           | 39.5           | 14.5           | 19.8           | 16.4           |
| Provisions                            | 2.2            | 13.0           | 10.7           | 7.2            | 1.8            |
| Current tax liabilities (net)         | 5.3            | 5.3            | 2.7            | 7.1            | 0.0            |
| <b>Total Equity &amp; Liabilities</b> | <b>3,620.7</b> | <b>3,059.1</b> | <b>2,693.9</b> | <b>1,832.0</b> | <b>1,523.5</b> |

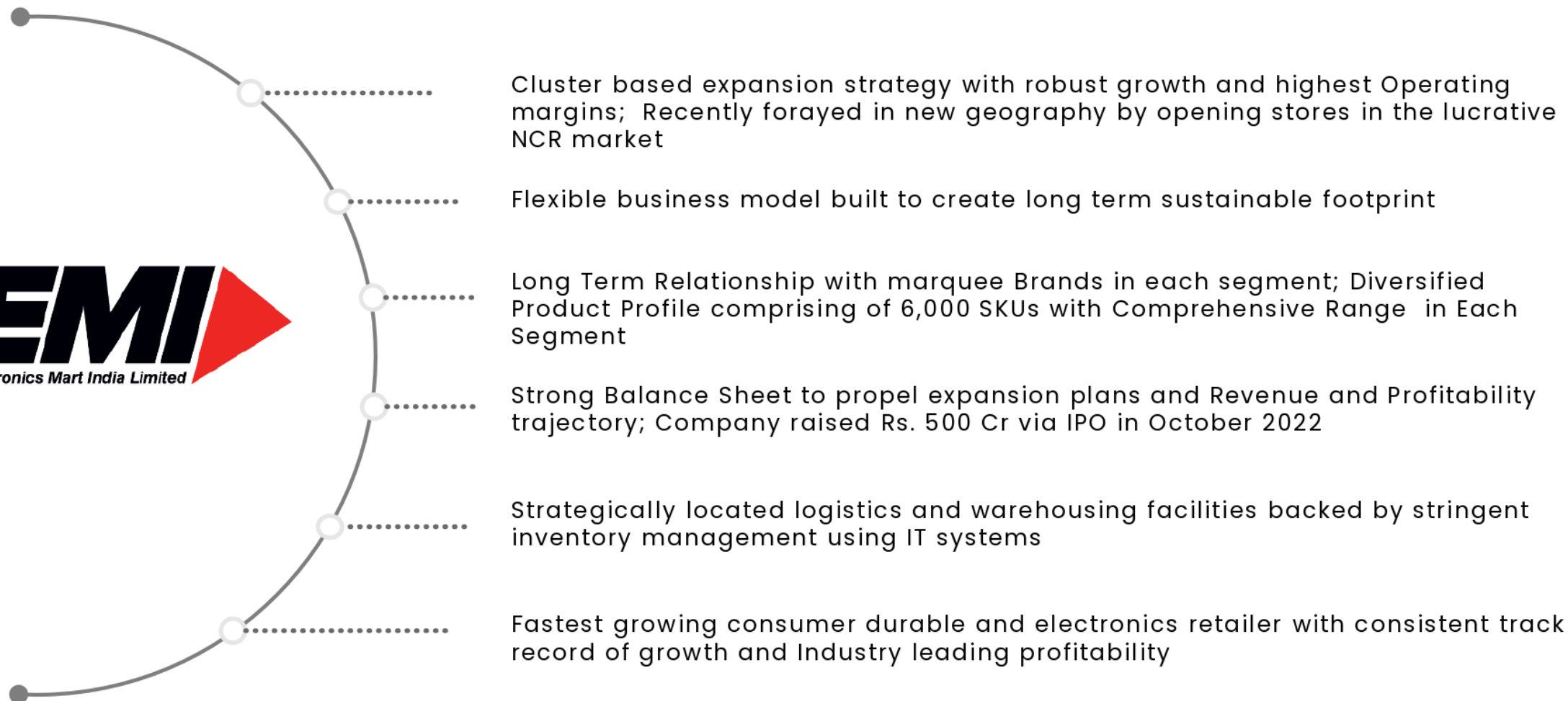


# HISTORICAL CASH FLOW

| Particulars (Rs. Crs.)                                                | Mar-25        | Mar-24        | Mar-23        | Mar-22       | Mar-21       |
|-----------------------------------------------------------------------|---------------|---------------|---------------|--------------|--------------|
| <b>Net Profit Before Tax</b>                                          | <b>216.0</b>  | <b>246.2</b>  | <b>163.2</b>  | <b>139.8</b> | <b>79.6</b>  |
| Adjustments for: Non-Cash Items / Other Investment or Financial Items | 236.8         | 202.5         | 171.7         | 152.6        | 130.4        |
| <b>Operating profit before working capital changes</b>                | <b>452.9</b>  | <b>448.7</b>  | <b>334.9</b>  | <b>292.3</b> | <b>209.9</b> |
| Changes in working capital                                            | -216.2        | -218.5        | -287.0        | -138.6       | -125.8       |
| <b>Cash generated from Operations</b>                                 | <b>236.6</b>  | <b>230.1</b>  | <b>48.0</b>   | <b>153.8</b> | <b>84.1</b>  |
| Direct taxes paid (net of refund)                                     | -60.8         | -70.3         | -48.5         | 37.6         | -20.1        |
| <b>Net Cash from Operating Activities</b>                             | <b>175.8</b>  | <b>159.8</b>  | <b>-0.6</b>   | <b>116.2</b> | <b>64.0</b>  |
| <b>Net Cash from Investing Activities</b>                             | <b>-332.0</b> | <b>-116.9</b> | <b>-300.7</b> | <b>-67.9</b> | <b>-59.9</b> |
| <b>Net Cash from Financing Activities</b>                             | <b>101.2</b>  | <b>-160.6</b> | <b>470.0</b>  | <b>-48.9</b> | <b>-56.1</b> |
| <b>Net Decrease in Cash and Cash equivalents</b>                      | <b>-54.9</b>  | <b>-117.7</b> | <b>168.8</b>  | <b>-0.6</b>  | <b>-52.1</b> |
| Add: Cash & Cash equivalents at the beginning of the period           | 85.5          | 203.2         | 34.4          | 35.0         | 87.1         |
| <b>Cash &amp; Cash equivalents at the end of the period</b>           | <b>30.5</b>   | <b>85.5</b>   | <b>203.2</b>  | <b>34.4</b>  | <b>35.0</b>  |



# KEY TAKEAWAYS



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

# 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 / Mr. Varun Shivram**

[deven.dhruva@sgapl.net](mailto:deven.dhruva@sgapl.net) / [varun.shivram@sgapl.net](mailto:varun.shivram@sgapl.net)

Tel: +91 98333 73300 / +91 91378 91895