



OSIA HYPER RETAIL LIMITED

Corporate Address : OSIA HYPERMART
4D Square, Basement - One,
Visat to Gandhinagar Highway, Motera,
Ahmedabad, Gujrat-380 005.
Phone : 079-4008 4003
Email Us : mappleexim@gmail.com
CIN : U52190GJ2013PLC077269

Date:11.11.2019

To
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C-1, G Block,
Bandra Kurla Complex, Bandra (East)
Mumbai 400 051

NSE Scrip Symbol: OSIAHYPER

Dear Sir/Madam,

Sub: Intimation of Schedule of Analyst /Institutional Investor Meetings.

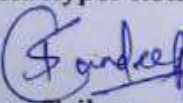
Pursuant to the provision of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we hereby inform the schedule of one-to-one/group Analyst /Institutional Investor Meet with the Management of the Company organize by research brokerage house CLSA India at Ahmedabad as under.

Date of meeting	Interaction with
11 th November, 2019	1. GEMWAY ASSET MANAGEMENT 2. SUMITOMOT MITSUI DS ASSET MANAGEMENT 3. AMIRAL GESTION 4. BUENA VISTA FUND MANAGEMENT 5. PRINCIPAL GLOBAL 6. ACORN ASSET MANAGEMENT

Kindly take the same on your record.

Thanking You,
Yours faithfully,

For Osia Hyper Retail Limited


Sandeep Tailor
Chief Financial Officer



WELCOME TO OSIA HYPERMART



ઓસીયા હાયપરમાર્ટ તરફથી સર્વ
ગ્રાહક મીત્રોને

નુતાન વર્ષાભિનંદન

osia 
HYPERMART

ગુજરાતની પોતાની સૌથી મોટી રીટેઇલ ચેઇન

એફ.એમ.સી.જી. | ગારમેન્ટ્સ | ફૂટવેર | બેગ અને પર્સ | લગેજ | હોમ ફર્નિશિંગ | હાઉસહોલ્ડ અને કોકરી

INVESTOR PRESENTATION OSIA HYPER RETAIL LIMITED

**HAPPINESS FOR
THE ENTIRE
FAMILY...**



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HYPERMART

Osia Hyper Retail Limited



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Company Overview – Osia Hyper Retail



- Company was originally incorporated in Ahmedabad as Mapple Exim Private Limited on October 2013. Later it was converted into a Public Limited Company and the name was changed to Mapple Exim Limited.
- Mapple Exim Limited was renamed as Osia Hyper Retail Limited from September 2017.
- Company is currently being promoted by Mr. Dharendra Gautam Chopra and Mrs. Kavita Dharendra Chopra with their rich experience of more than 15 years and 10 Years respectively.
- Osia opened its first store in Ahmedabad, Gujarat in 2014, in the name of “**Osia Hypermart**”. As on date, Osia operates 11 stores (2,69,000 sq ft retail space) with business spread across Ahmedabad, Vadodara, Gandhinagar, Gandhidham and Dehgam and one distribution center located at Rakhial, Ahmedabad.
- Osia offers thousands of products under a single roof which caters to every need of a family and making Osia Hypermart public's favourite shopping destination with a modern ambience and feel of a large retail mall. These incorporate Menswear, Women's wear, Kids wear, Footwear, Cosmetics, Perfumes and Handbags, Household Accessories, lingerie, Gifts, FMCG, crockery, Handicrafts, utensils, handlooms, etc.
- Osia Ltd came out with a SME IPO in March 19 and raised Rs.39 crs (16 lacs shares issued @ Rs.252 per share) for further expansion to newer geographies for next level of growth. Promoter currently holds 63% stake in the company.

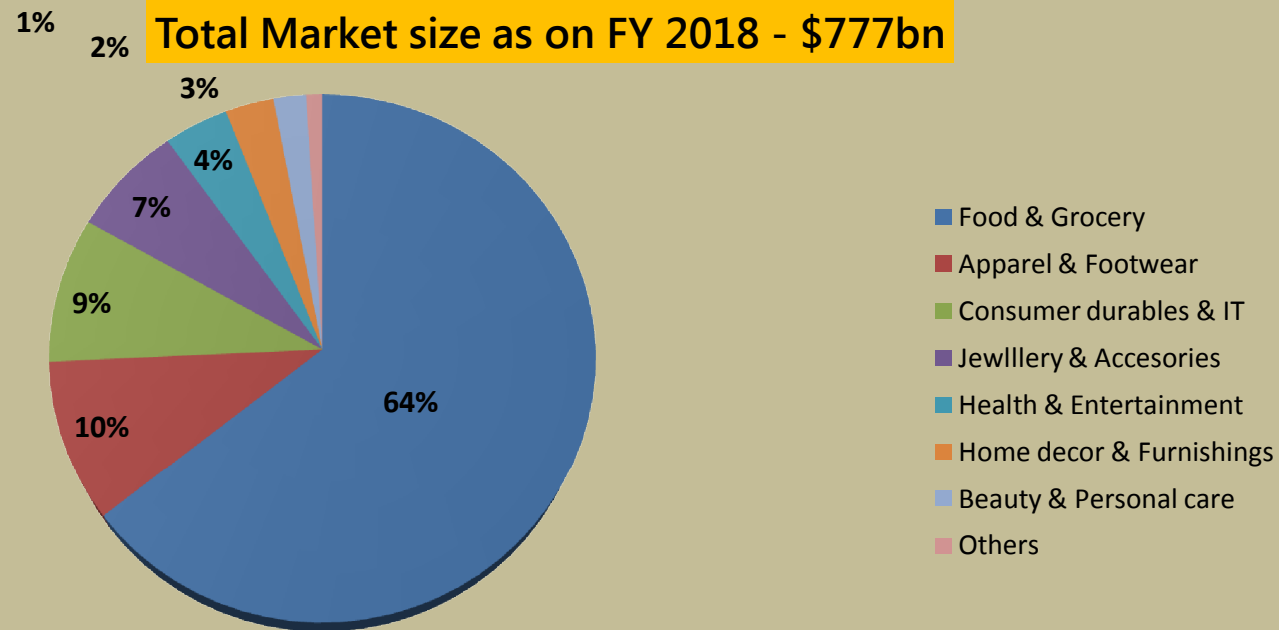
HERE EVERYDAY IS A SHOPPING DAY

Tier III & IV (Organised Retail – Growing Gun) - Target Market of Osia Hyper Retail Ltd



- India's potential lies in the growth of smaller cities that have been witnessing transformation over the years. Almost a third of new development will happen in the tier-II and -III cities. Even stand-alone stores opt for greater emphasis on visual displays, staff training and modern ambiance with their entry into even smaller towns.
- Availability and cost of retail space is another major consideration in the development of organised retailing. Prime locations in tier-II and -III cities are 30 per cent cheaper than their counterparts in the metros. Average rental values for ground floor space are much lower when compared against bigger cities.
- In 2018, supermarkets grew 25%, while hypermarkets grew by 15%.
- Nielsen said that in the last two years, towns with a population of less than a lakh contributed about 58 per cent of FMCG sales through modern stores.
- The major factors leading to the growth of modern retail in small towns are the rural growth impetus given by increased minimum support price for various crops that has led to a jump in the average household income.
- Small and large organized stores in cities with a population of 100,000 to 500,000 grew three times compared with those in metros. In smaller towns, it is more the case of small mom-pop stores trying to reinvent themselves.
- Demonetisation has given a huge boost to the plastic money in the smaller towns that was largely a cash-driven economy. The reduction of GST rates on certain branded commodities has also boosted sales, with the narrowing in the price gap between branded and unbranded commodities.

Indian Retail Industry

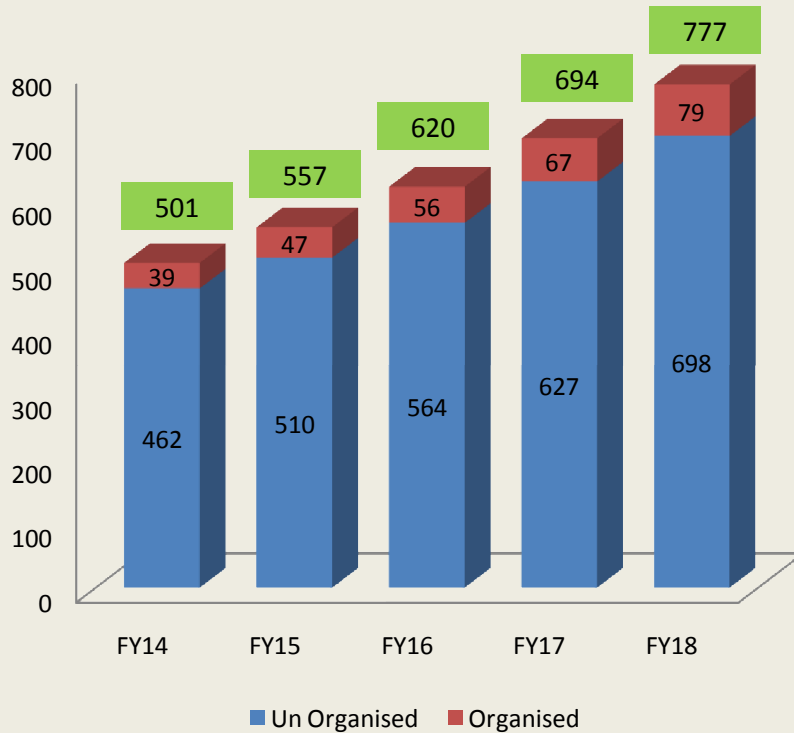


- Indian Retail industry is expected to touch \$1.2 tn in FY 21 and \$1.8 tn by FY 26 @ CAGR of 15%.
- The retail sector is experiencing exponential growth, with retail development taking place not just in major cities and metros, but also in Tier-II and Tier-III cities. According to a recent report by India Brand Equity Foundation (IBEF), India is expected to become the World's third largest consumer economy . At Present, India leads in terms of per capita retail store availability making it a favourable market for retailers.
- India is Asia's third largest retail market and the world's fourth largest after the US, China, and Japan. It is one of the fastest growing major economies in the world, in turn leading to high growth in consumer and retail markets, thus presenting massive investment and business opportunities.

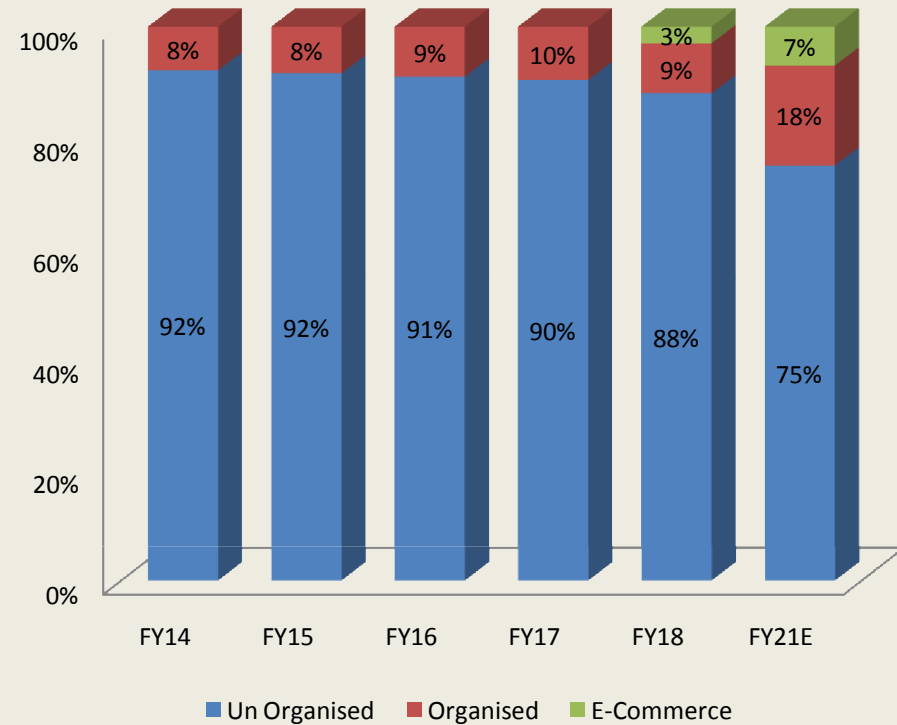
Indian Retail Industry



Retail Industry in India
(in billion \$)



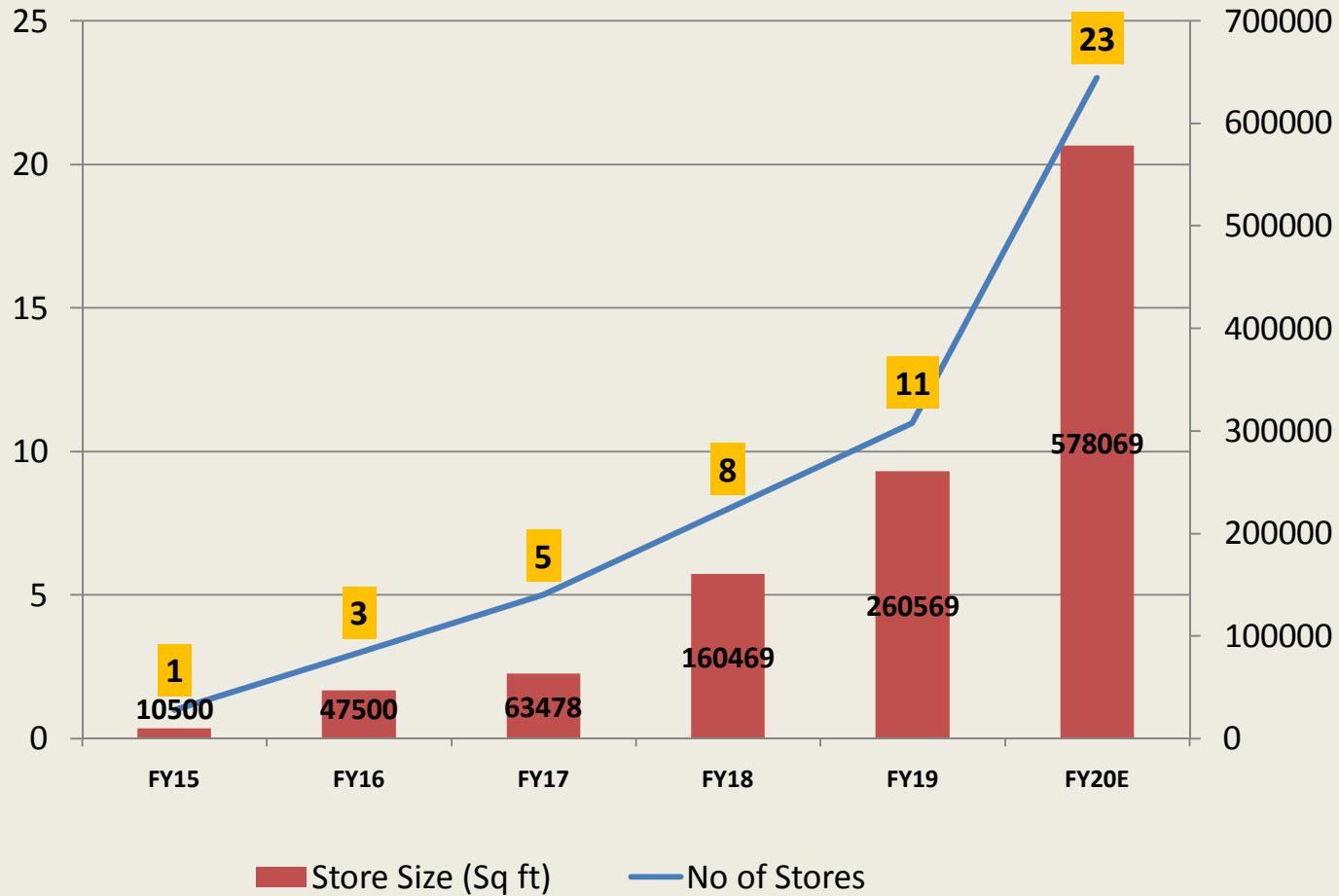
Market Share



Unorganized retail market in India growing ~ 11% whereas the organized market has been growing consistently ~19% every year in last 4 years.

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Osia Hyper Retail Ltd.– Journey So far

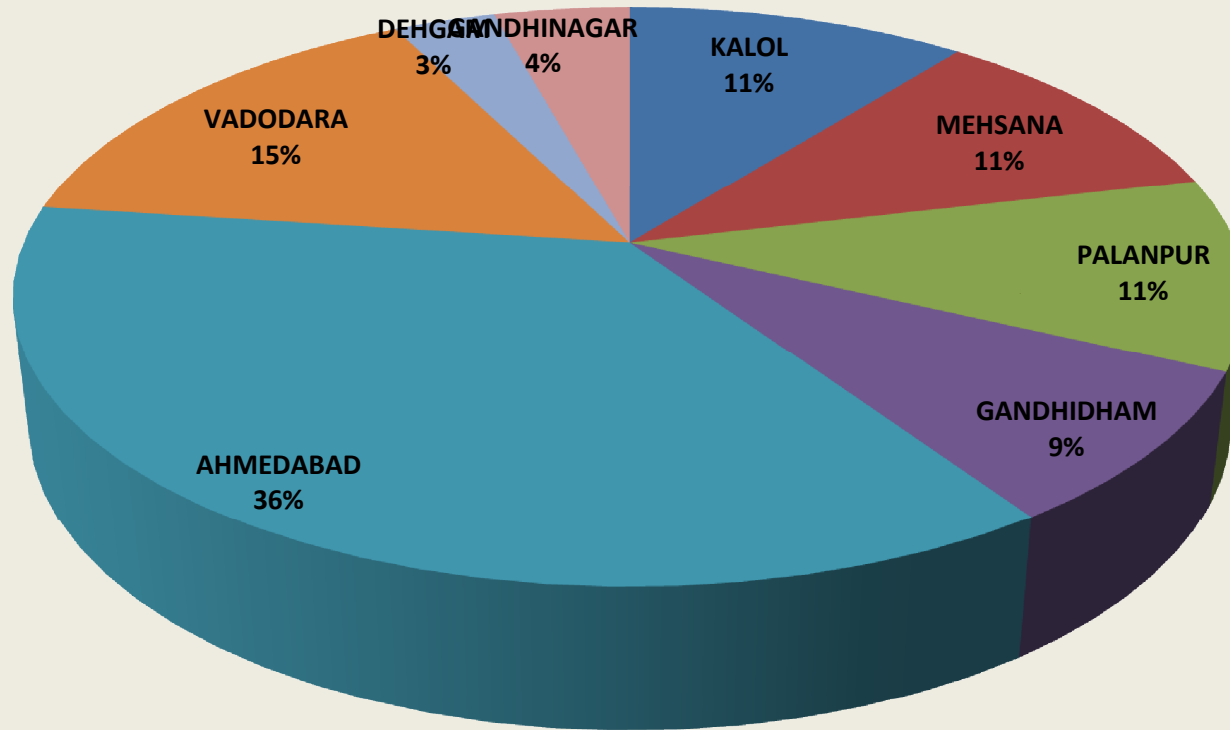


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Geographical Presence



Geographical Reach of 15 Stores

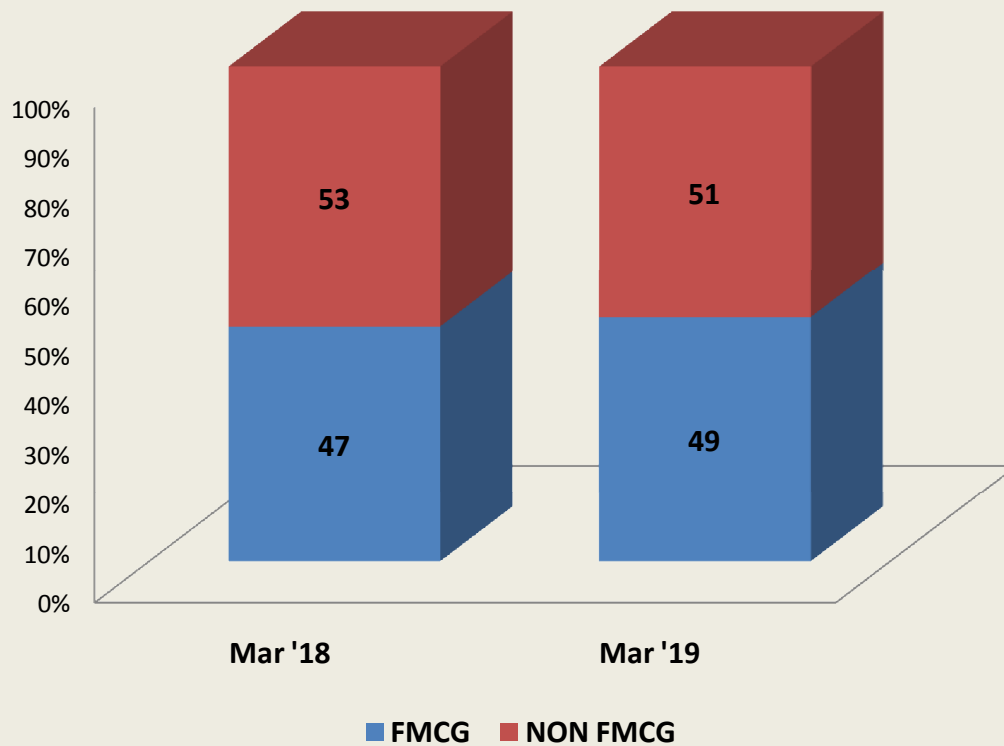


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Operational Parameters : FY19 Vs FY18



Sales Mix (%)



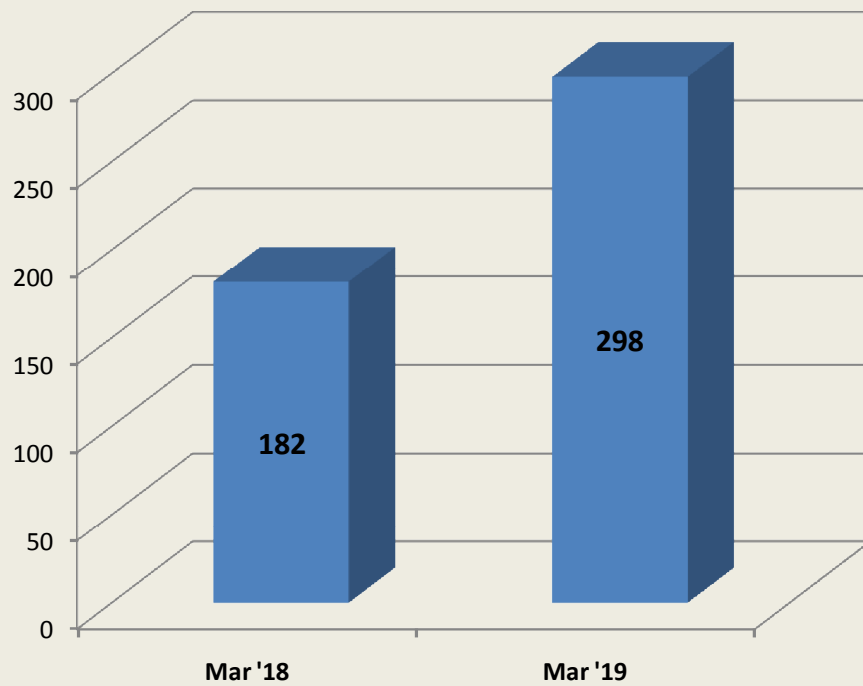
Particulars	No. of SKUs
FMCG	21,918
NON-FMCG	159,634
TOTAL SKUs	181,552

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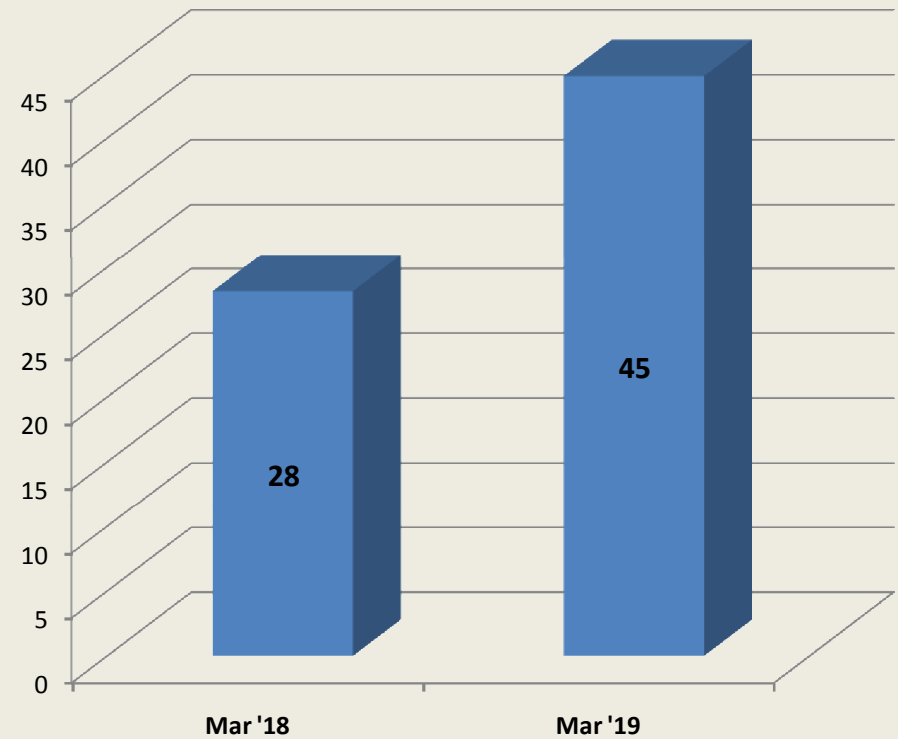
Operational Parameters : FY19 Vs FY18



Total Sales Volume Unit (in lakhs)



Footfall (In lakhs)

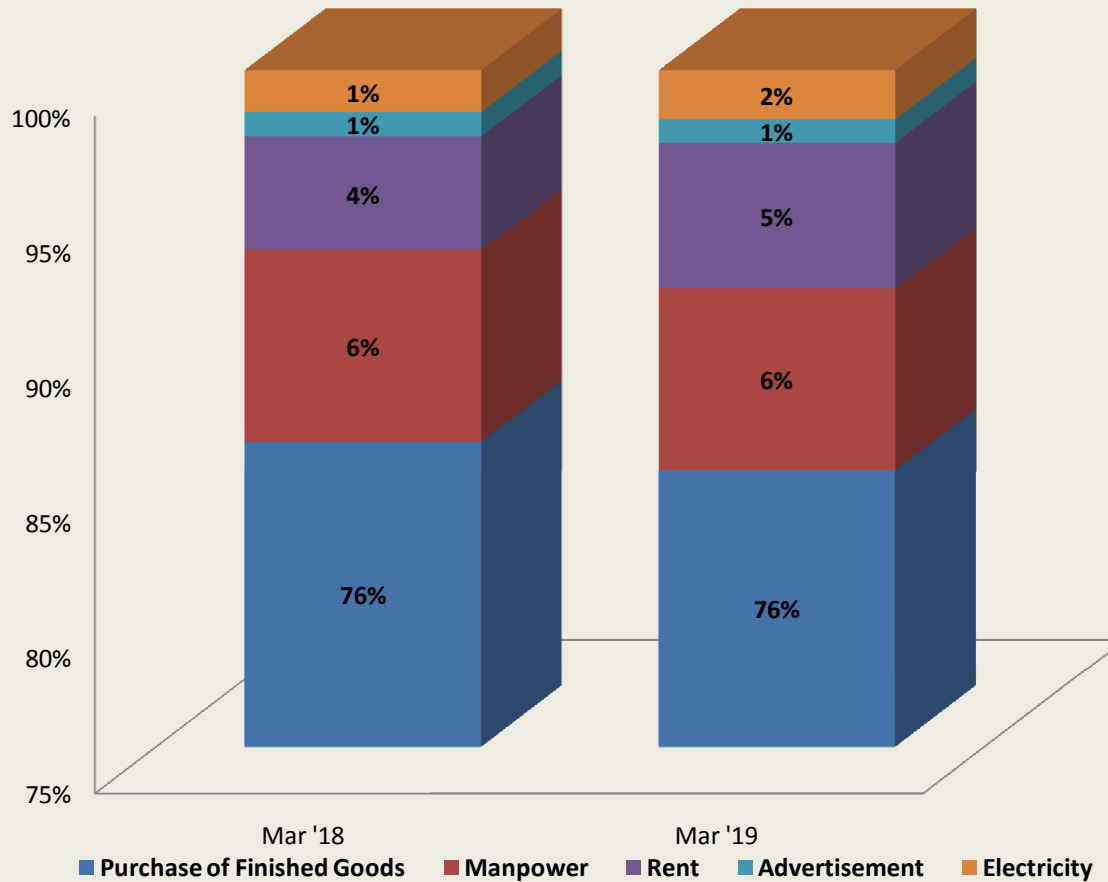


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Operational Parameters : FY19 Vs FY18



Expenses (% of sales)

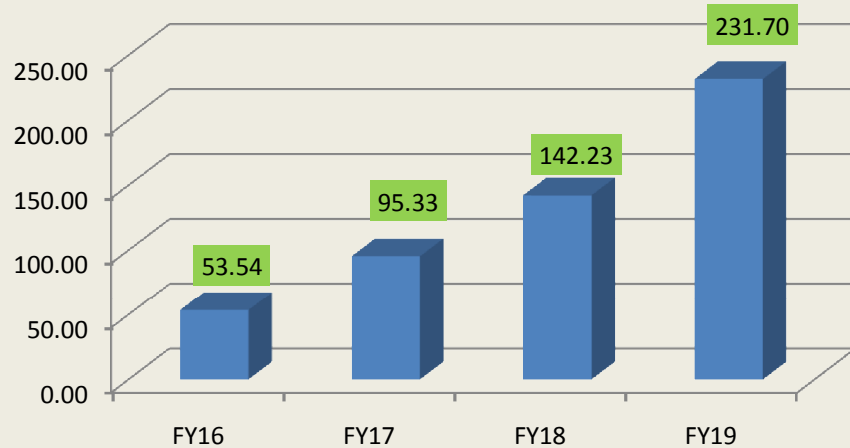


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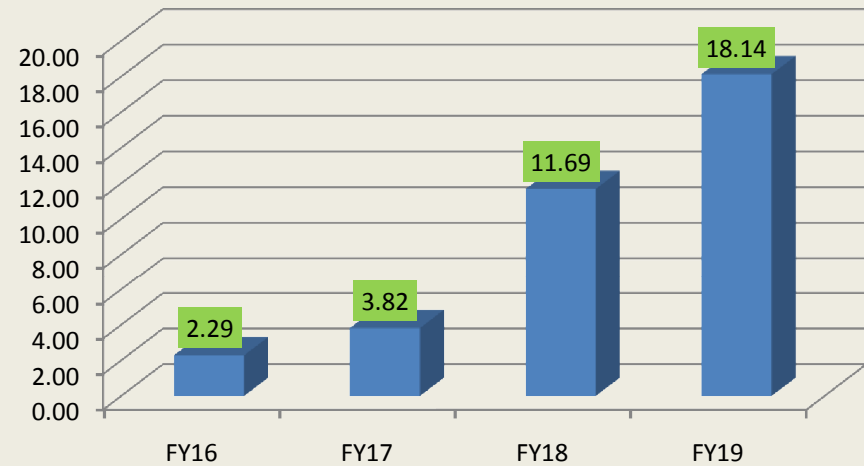
Financial Overview



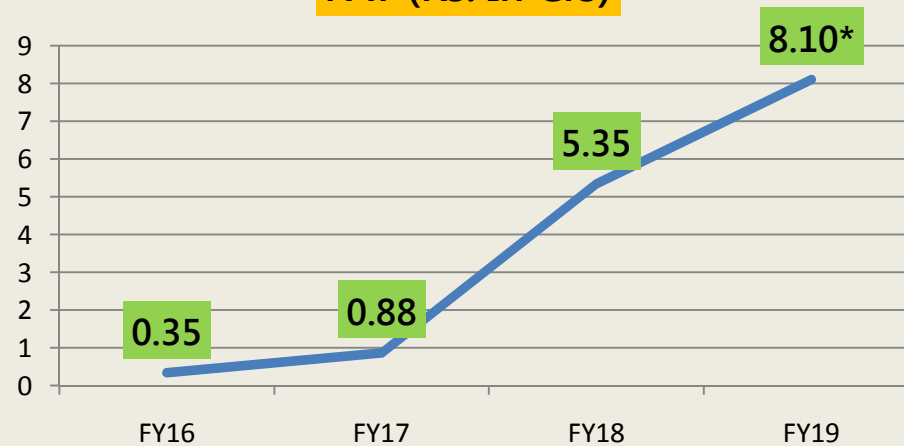
Sales (Rs. In Crs)



EBIDTA (Rs. In Crs)



PAT (Rs. In Crs)



*Net of one time exceptional charge of Rs.24 lakhs of gratuity provision of prior periods.

Future Expansions – Core Focus Market – Tier III



NEW STORES

S NO.	Store Location	Area(Sq. Ft.)	Opening Period
1	GANDHINAGAR	32,000	3QFY20
2	SURAT 1	22,000	3QFY20
3	GODHARA	28,000	3QFY20
4	VASTRAL	18,000	3QFY20
5	ANAND	19,000	3QFY20
6	SURAT 2	22,000	4QFY20
7	SURAT 3	48,000	4QFY20
8	BHAVNAGAR	14,000	4QFY20
		2,03,000	

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Financial – FY19 vs FY18



PROFIT AND LOSS ACCOUNT		
PARTICULARS	FOR THE YEAR ENDED	
	31-03-2019 (Rs. In lacs)	31-03-2018 (Rs. In lacs)
INCOME;		
(a) Revenue from Operations	23038.86	14138.26
(b) Other Income	130.91	85.02
Total Revenue	23169.77	14223.28
EXPENSES:		
(a) Cost of Raw Materials consumed	0.00	0.00
(b) Purchases of Stock in Trade	21949.82	12720.25
(c) Changes in Inventories	-4513.64	-1948.29
(e) Employees' Benefit Expenses	1370.57	885.96
(f) Financial Cost	404.49	233.21
(g) Depreciation & Amortization Expenses	224.45	129.01
(h) Other Expenses	2549.18	1385.11
Total Expenses	21984.87	13405.25
Profit Before Exceptional Items & Tax	1184.90	818.03
Exceptional Items	23.93	0.00
Profit Before Tax	1160.97	818.03
Tax Expense:		
Current Tax	338.00	225.00
MAT Entitlement	0.00	0.00
Deferred Tax	12.50	31.90
Profit/(Loss) for the period	810.47	561.13
Earning per equity share:		
Basic	19.90	14.96
Diluted	19.90	14.96

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Financial – FY19 vs FY18



Balance Sheet		
PARTICULARS	AS AT	
	31-03-2019 (Rs. In Lacs)	31-03-2018 (Rs. In Lacs)
<u>EQUITY AND LIABILITIES</u>		
Shareholder's Funds		
(a) Share Capital	437.50	375.00
(b) Reserves & Surplus	2427.39	779.42
Share application money pending allotment	0.00	850.00
Non-Current Liabilities		
(a) Long Term Borrowings	2108.92	1248.26
(b) Deferred Tax Liabilities (Net)	53.30	40.80
(c) Other Long Term Liabilities	0.00	0.00
(d) Long Term Provisions	0.00	0.00
Current Liabilities		
(a) Short Term Borrowings	1958.74	906.38
(b) Trade Payables	5811.57	3149.82
(c) Other Current Liabilities	210.82	139.46
(d) Short Term Provisions	650.15	318.08
TOTAL	13658.39	7807.22
<u>ASSETS</u>		
Non-current assets		
(a) Fixed Assets		
(i) Tangible assets	2460.65	1970.78
(ii) Intangible assets	0.00	0.00
(iii) Capital work-in-progress	3.02	148.64
(iv) Intangible assets under development	0.92	0.92
(b) Non Current investment	0.00	0.00
(c) Deferred Tax Assets(Net)	0.00	0.00
(d) Long Term Loans & Advances	532.86	276.50
(e) Other non current assets	0.00	0.00
Current assets		
(a) Inventories	9546.66	5033.01
(b) Trade Receivables	178.58	45.13
(c) Cash & Bank Balances	181.31	233.24
(d) Short Term Loans & Advances	369.78	96.46
(e) Other Current Assets	384.61	2.53
TOTAL	13658.39	7807.22

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Financial – FY19 vs FY18



Cash Flow Statement for the year ended March 31, 2019		(Rs. in Lacs)	
		Period ended 31/03/2019	Period ended 31/03/2018
A.	<u>Cash Flow From Operating Activities :</u>		
	Net Profit before tax and extraordinary items	1160.97	818.03
	Adjustment for :	628.94	362.22
	Operating Profit Before Working Capital Changes	1789.91	1180.25
	Movements in Working Capital Change		
	Adjustment for Increase/Decrease in Inventories	(1185.72)	(628.47)
	Cash Generated From Operations	604.19	551.78
	Income Tax Paid (Net of Refunds)	(338.00)	(225.00)
	Net Cash From Operating Activities	266.19	326.78
B.	<u>Cash Flow From Investing Activities :</u>		
	Net Cash Used In Investing Activities	(825.05)	(947.05)
C.	<u>Cash Flow From Financing Activities :</u>		
	Net Cash Surplus In Financing Activities	506.16	707.50
D.	Net Increase(Decrease) In Cash And Cash Equivalents	(52.70)	87.23

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Osia Hypermart – Branding & Advertisement



દિવાળીની ચમચમાતી ઓફર

કપડાની ખરીદી ઉપર મેળવો વાઉચર + ચાંદીનો સીકકો

આ ઓફર ફક્ત ગારમેન્ટ પર માન્ય

2500	5000	10000
દી ખરીદી પર મેળવો	દી ખરીદી પર મેળવો	દી ખરીદી પર મેળવો
2 માપ ચાંદીનો સીકકો	5 માપ ચાંદીનો સીકકો	12 માપ ચાંદીનો સીકકો

ગુજરાતની જમીનને સાચ-સઠકાર આપવા બદલ મન પૂરક આભાર તથા દિવાળી અને નવા વર્ષની શુભકામના

ગુતન વર્ષાભિનંદન

દિવાળી થી વાલ્ય પાંચમ ના તરવાર દરમ્યાન પણ સ્ટોર માન્ય રહેશે

10 લાખ થી વધુ પ્રોડક્ટ્સ

અનુભવી સરતી અને વધુ પ્રોડક્ટ યોગે આનંદ નહીં

ઈન્સ્ટન્ટ કેશબેક

કોઈપણ શરત વગર

₹ 1000	₹ 2500	₹ 5000
દી ખરીદી પર	દી ખરીદી પર	દી ખરીદી પર
₹ 50	₹ 200	₹ 500
કેશબેક વાઉચર	કેશબેક વાઉચર	કેશબેક વાઉચર

ગારમેન્ટ્સ, ફૂટવેર, હાઉસહોલ્ડ, હોમ ફર્નિટીંગ, બેગ અને પર્સ કોઈની ની ખરીદી પર આ ઓફર, FMCG ઉત્પાદક ક્રીલાવુ, તેલ, ઘી, ખાંડ, ચા, શાકભાજી અને શર્ણા પર ઉપલબ્ધ નથી

osia HYPERMART

અમદાવાદ- મોરેલ | નારણપુરા | ખોખરા | નિકેલ | એસ. જી. હાઈવે | ગોતા

ગુજરાતની પોતાની સૌથી મોટી રીટેઇલ ચેઇન

સમજદાર તો છો જ... બચતદાર પણ બનો

જોરદાર, અહીં બધી જ પ્રોડક્ટ રિજનેબલ પ્રાઈઝમાં

HERE EVERYDAY IS A HOLIDAY

Osia Store - Khokhra,Ahmedabad



HERE EVERYDAY IS A SHOPPING DAY

Osia Store – Dev Arc,S.G.H,Ahmedabad



HERE EVERYDAY IS A SHOPPING DAY

Osia Store – Gotri, Baroda



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Osia Store - Gandhidham



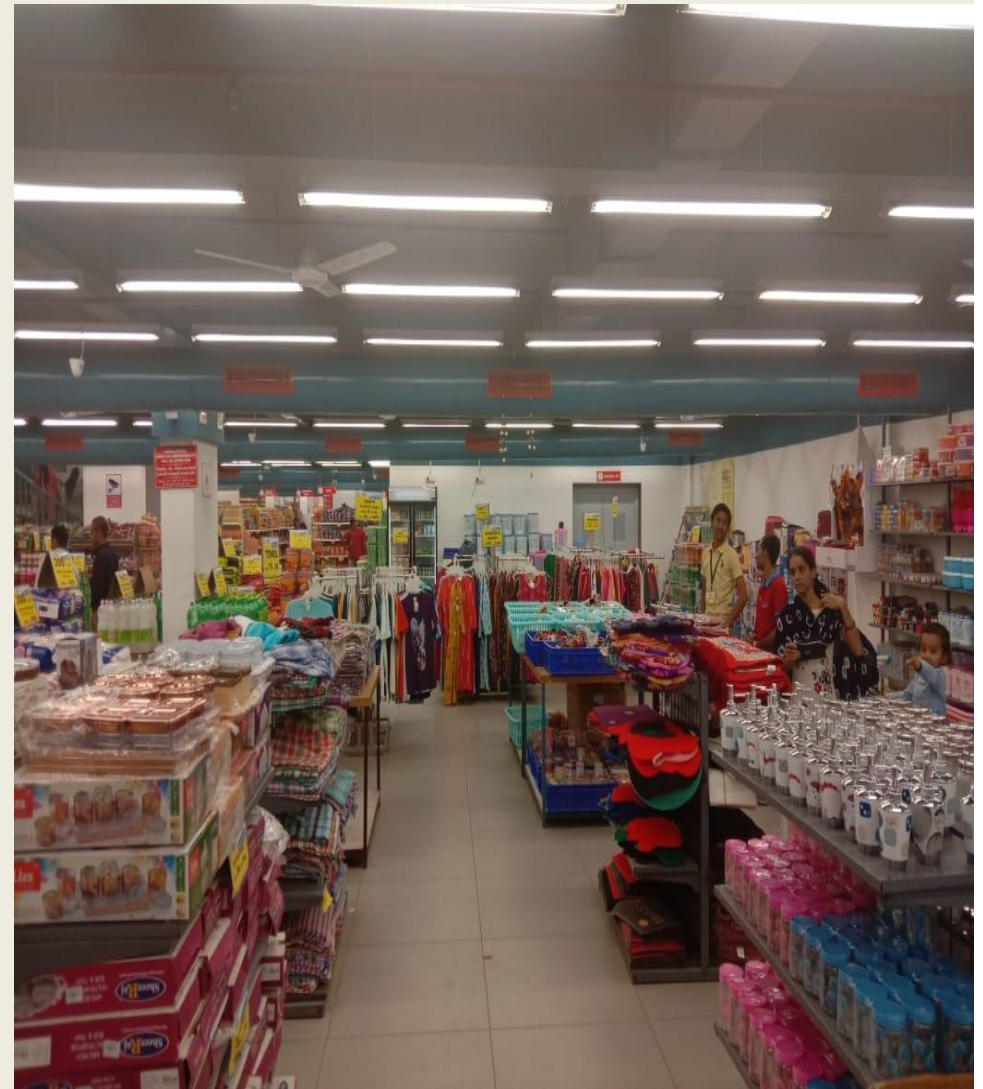
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Osia Store – Mehsana



HERE EVERYDAY IS A HOLIDAY

Osia Store – Palanpur



HERE EVERYDAY IS A HOLIDAY

Osia Store – Kalol



HERE EVERYDAY IS A HOLIDAY

Thank You

In case of Queries,pls contact :

cfo@osiamart.com

dc@osiamart.com

Registered Office :

Basement Store 1, 4d Square, Opp. IIT Eng College,
Nr. D-Mart, Visat Gandhinagar Highway, Motera,
Ahmedabad ó 380005, Gujarat, India.