



**NEWJAISA TECHNOLOGIES LIMITED**

**CIN: U32106KA2020PLC134935**

Sy No. 38/1B, 39/1, 39/2 and 39/3, Arekere Village, Begur Hobli, Bannerghatta Road,  
Bengaluru, Bengaluru South-560076, Karnataka, India

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Website: <https://newjaisa.com>

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Date: 14<sup>th</sup> November 2025.

To,  
National Stock Exchange of India Limited ("NSE Emerge").  
Exchange Plaza, Plot No. C/1, G- Block,  
Bandra –Kurla Complex, Bandra (East),  
Mumbai-400051

**Scrip Code: NEWJAISA**

**Sub: Outcome- Presentation – Earning conference call –half year ended 30<sup>th</sup> September 2025**

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that enclosed presentation was made during analysts/ investors Earnings Conference Call held on Friday, 14<sup>th</sup> November, 2025.

The same is also hosted on the Company's website at [www.newjaisa.com](http://www.newjaisa.com)

Thanking you.

**For Newjaisa Technologies Limited**

**Vishesh Handa**  
**Managing Director**  
**DIN: 07842847**



**New Jaisa**

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Earnings Call H1 FY 2025-2026

# Disclaimer

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This document is for information purposes only – it is not an offer, invitation, or recommendation to buy or sell securities of NewJaisa Technologies Ltd ("NewJaisa" or the "Company").

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Contains forward-looking statements (e.g., using terms like "expects", "anticipates"), which involve known and unknown risks, uncertainties, and assumptions.

Actual results may differ materially from expectations due to various factors; no assurance or guarantee is given regarding the accuracy or completeness of assumptions used.

The Company has no obligation to update forward-looking statemen

# Agenda

01

Financial Performance  
Overview

02

Strategic Initiatives and Future Outlook

03

Q&A Session

# Opening Remark

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1. NewJaisa is a Fullstack PC Refurbishing Company catering to Indian Market
2. FY 25-26: is a Challenging year as Amazon (60% revenue Driver) planned to shut down Refurbished Category. Our Monthly Revenue dropped to Rs 1.8 Cr from Rs 6 Cr run rate
3. In H1 26 NJ has been able to recover 75% of lost revenue through building other End customer focused channels include B2C and B2B
4. We formally received R2 certificates - making us among top 5 companies in India with this international accreditation allowing us to work directly with large corporates and multinationals.
5. On Cost Front we reduced our HC and employee Cost by significant 40% (H1 to H1 Basis) and continue to invest in technology to further driver optimization

# Profit and Loss Y-O-Y Comparison

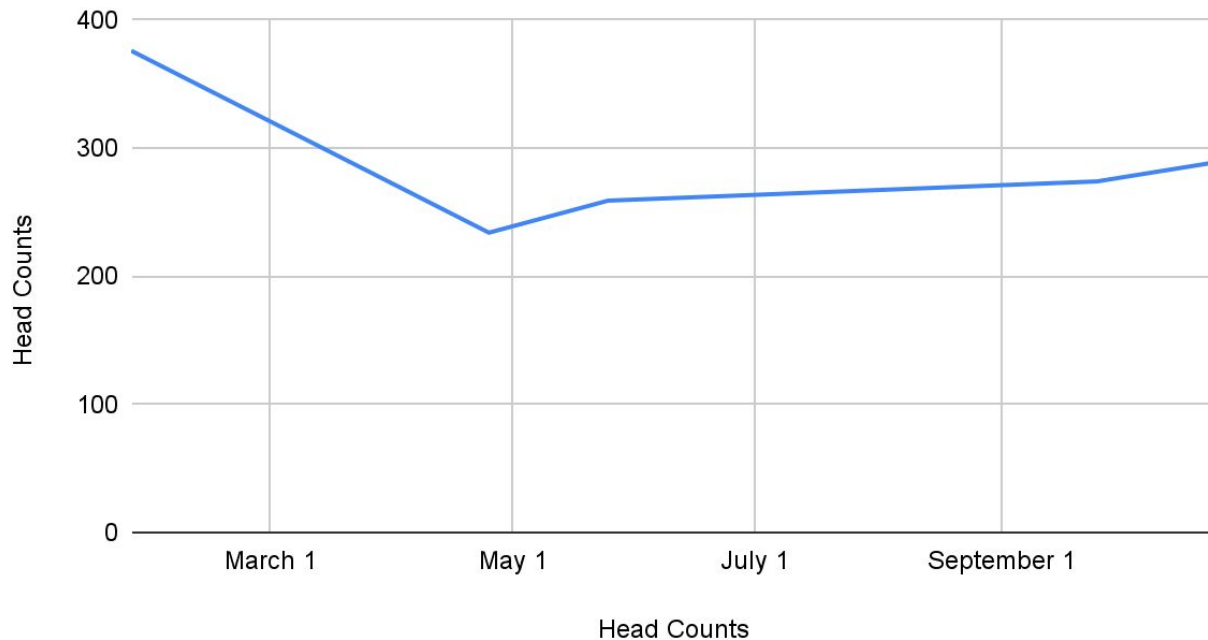
(Value in INR Crores)

| Description                                   | H1 FY26      | %          | H2 FY 25    | %          | H1 - FY 25  | %          | FY 25       |           |
|---|--------------|------------|-------------|------------|-------------|------------|-------------|-----------|
| Sales   | 23.25        |            | 31.93       |            | 33.72       |            | 65.66       |           |
| COGS  | 15.61        | 67%        | 21.53       | 67%        | 18.68       | 55%        | 42.7        | 65%       |
| Gross Margin                                  | 7.64         | 33%        | 10.4        | 33%        | 15.04       | 45%        | 22.96       | 35%       |
| Employee Cost(I)                              | 4.48         | 19%        | 7.47        | 23%        | 5.85        | 17%        | 13.6        | 21%       |
| Marketing Cost                                | 3.53         | 15%        | 3.09        | 10%        | 2.6         | 8%         | 6.62        | 10%       |
| Other Costs                                   | 1.35         | 6%         | 1.44        | 5%         | 1.53        | 5%         | 2.05        | 3%        |
| <b>EBITDA before Extraordinary items</b>      | <b>-1.72</b> | <b>-7%</b> | <b>-1.6</b> | <b>-5%</b> | <b>5.06</b> | <b>15%</b> | <b>0.69</b> | <b>1%</b> |
| Less : Extraordinary Items - One time Expense |              |            |             |            |             |            |             |           |
| <b>ESOP</b>                                   | <b>1.45</b>  | <b>6%</b>  | <b>0.28</b> | <b>1%</b>  | <b>0</b>    | <b>0%</b>  | <b>0</b>    | <b>0%</b> |
| <b>Inventory Write off</b>                    | <b>0.6</b>   | <b>3%</b>  | <b>2.5</b>  | <b>8%</b>  | <b>0</b>    | <b>0%</b>  | <b>0</b>    | <b>0%</b> |
| EBITDA after Extraordinary items              | -3.77        | -16%       | -4.38       | -14%       | 5.06        | 15%        | 0.69        | 1%        |
| Less : Depreciation                           | 2.11         | 9%         | 0.97        | 3%         | 0.85        | 3%         | 1.82        | 3%        |
| Less : Interest Expense                       | 0.57         | 2%         | 0.64        | 2%         | 0.26        | 1%         | 0.9         | 1%        |
| Add: Other income                             | 0.54         | 2%         | 0.65        | 2%         | 0.15        | 0%         | 0.79        | 1%        |
| EBT   | -5.91        | -25%       | -5.34       | -17%       | 4.1         | 12%        | -1.24       | -2%       |
| Taxes   | 1.01         | 4%         | 0.67        | 2%         | -0.56       | -2%        | 0.11        | 0%        |
| PAT   | -4.9         | -21%       | -4.67       | -15%       | 3.54        | 10%        | -1.13       | -2%       |

1. COGS margin remains flat - due to higher desktop sales in B2B Segment.
2. Rs 60 lakhs of One time Inventory write off towards outdated spare parts and consumables
3. Employee Cost has come down as we reduced HC. Slightly higher due to lag in reductions.
4. One time ESOP cost at 1.5 Cr

| Units Sold              | No of units  |
|-------------------------|--------------|
| Laptops                 | 8707         |
| Desktops                | 6408         |
| <b>Total Units Sold</b> | <b>15115</b> |

## Head Counts



1. **Headcount rationalization initiated in March** to align with the new operating model.
2. **Initial reduction of ~37%** in overall headcount.
3. **Gradual additions made** thereafter in line with improving sales traction.
4. As of September, headcount remains **~27% lower** compared to the levels during the Amazon-driven phase.

# Balance Sheet

| Liabilities                     | H1 FY 26 | FY 25 | Assets                     | H1 FY 26 | FY 25 |
|---------------------------------|----------|-------|----------------------------|----------|-------|
| Total Equity                    | 69.51    | 78    | Fixed Assets               | 18.48    | 20.45 |
|                                 |          |       |                            |          |       |
| Long Term Borrowings            | 1.28     | 1.57  | Other Non - Current Assets | 1.77     | 0.75  |
| Long Term Provisions            | 0.14     | 0.14  |                            |          |       |
| Total Non - Current Liabilities | 1.42     | 1.71  | Inventories                | 36.72    | 41.32 |
|                                 |          |       | Trade Receivables          | 5.72     | 6.21  |
| Short Term Borrowings           | 11.11    | 12.41 | Cash and Bank              | 18.73    | 18.81 |
| Trade Payables                  | 1.31     | 1.03  | Short Term Advances        | 3.11     | 6.99  |
| Other Liabilities               | 1.19     | 1.38  | Total Current Assets       | 64.28    | 73.33 |
| Total Current Liabilities       | 13.61    | 14.82 |                            |          |       |
|                                 |          |       |                            |          |       |
| Total Liabilities               | 84.54    | 94.53 | Total Assets               | 84.54    | 94.53 |



# Sales Growth Plan FY 25-26

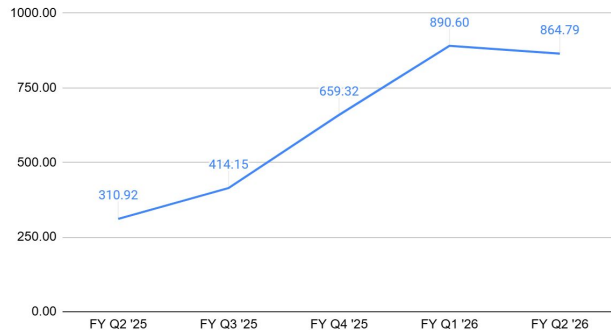
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- Grow Own Online business to Cover the whitespace
- Develop Enterprise and SME Segment
- Drive Education Sector
- Leverage Offline Distribution, Modern Trade and franchise Models

# Direct To Customer (NewJaisa.com) Grew Over 100% in H1 '25

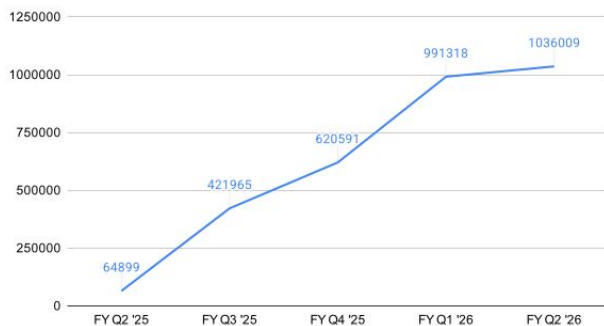
## NewJaisa Online Sales Growth

Quarterly Website Revenue ( Lakhs)



## Largest Refurbished PC Ecommerce

Quarterly Website Active Users

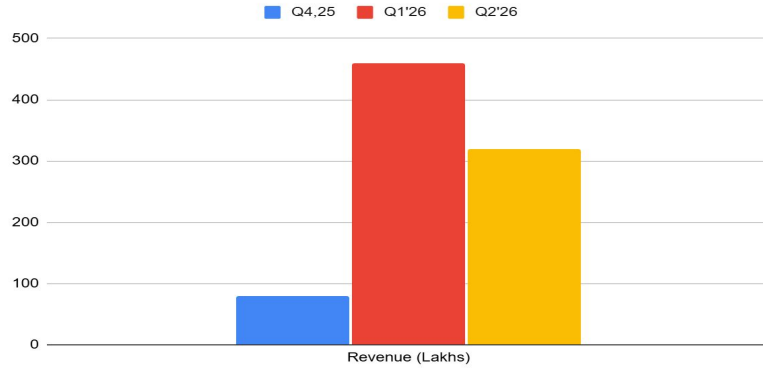


## NewJaisa.com (D2C)

- Active users crossed 1M in FY Q2 '26
- Continued growth in D2C revenue nos
- Social followers across all platforms grew to ~50K
- Marketing automation platform Webengage went live
- Multiple UI/UX enhancements on website to improve conversion

# Growth Lever – SME/Enterprise Sales & B2R Sales

## B2B Revenue



## SME/Enterprise Sales

- Large deals
  - One of the largest EMS company in the country
  - Second order from Largest NBFC in the country with Gold loan focus
  - Second order from two large multi-country/location BPOs
  - PoC at two top 5 BPOs in the country
- Went live on 2<sup>nd</sup> largest marketplace
- Expanded team size to 5 team members
- Sponsored multiple events – BPO Summit, Bengaluru Skill Summit, ITAD Recommerce

## B2R

- Live at 4 stores in BLR and one in Mysore.. Scale to 50+ stores by end of the year (Oct '25)
- Expanded to 5 more stores at largest electronics retailer in south.
- Signed with one of the largest distributor for IT assets in Karnataka

