



NEWJAISA TECHNOLOGIES LIMITED

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Date: November 15, 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: Transcript of the Post Earnings Conference Call held on November 14, 2025.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to submit herewith the Transcript of analysts / investors Earnings Conference Call conducted on November 14, 2025 to discuss the Company's performance for the half year ended September 30, 2025.

The above-mentioned Transcript is also available on the Company's website.

Thanking you.

For Newjaisa Technologies Limited

Vishesh Handa
Managing Director
DIN: 07842847

NewJaisa Technologies Limited (NEWJAISA)
H1 FY 2025-26 Post Earnings Conference Call
14 November, 2025 10:00 AM IST



NEWJAISA TECHNOLOGIES LIMITED

H1 FY 2025-26

POST EARNINGS CONFERENCE CALL

November 14, 2025 10:00 AM IST

Management Team

Mr. Vishesh Handa – Managing Director/Co-Founder/ CEO

Mr. Ashish Nirmal: - CFO

Presentation

Ashish Nirmal Good morning, everyone. Ah! This is Ashish Nirmal; I would like to extend a warm welcome to all of you joining us for our earning call for the half year ended 30th September 2025. On behalf of management team, uh, thank you for taking the time to be with us today.

Before we start, I request everyone to please keep their microphones on mute during the management presentation. Once Vishesh, our Managing Director and CEO, finishes his remarks will open the flow for Q&A session. During Q&A, please raise your hand to ask a question, and we request you to be precise and brief so that everyone gets a chance to participate. With that, I'll hand over to Vishesh to take you through the performance highlights and key developments for the period.

Vishesh Handa Thank you, Ashish. Morning, everybody. Thank you so much for joining in.

So, as you are aware, just yesterday we put in our results for H125. Ah, I would like to take, like, first 15 to 20 minutes to walk through, you know, our performance in the key aspects has been. And post that, we can look into the questionnaires.

So, to, uh, get started, right, I mean, this is a regular disclaimer. So, again, so for the uninitiated, I assume most of you who have joined in, I don't even know about us, but, like, Newjaisa is a full-stack PC refurbishing company. We focus on the Indian market. PC is the category we cater to. Many of you would be aware that this particular FY has been a challenging year for us, largely because of the Black Sun event of Amazon deciding to not sell any refurbished products on their Indian platform right. Uh, so our monthly revenue run rate dropped from almost 6 crores to 1.8 crore on a monthly basis, this as many of you are well aware of happened in February this year. So, the team, I mean, of course, it was a big event for us, uh, the complete management and complete Newjaisa team put their head together, and we have been steadfastly trying to, you know, like, rebuild our sales channels, because we firmly believe we have good product, and we want to make sure this product reaches the market.

So, in H126, the 6 months that we have just completed, right? I would say that we are slightly happy to, uh, also share with the group that we have been able to recover almost 75% of the lost revenue by focusing on our own web channel which is newjaisa.com. At the same time, expanding other B2B and enterprise channels, we will look into that. Ah, also to share with the group, we formally received the R2 certificate, this is an international accreditation and only 5 companies in India have that, which allows us to directly procure and work with large corporates and the multinationals, because it's one of the prerequisites there. Because of the sales concerns that we had, uh, we also took significant steps in terms of controlling our cost, so that the overall impact, like, we are able to manage the overall impact in terms of the bottom line, we reduced more than 40% of our workforce, uh, in less than 2 to 3 months, and we continue to invest from the technology to further drive optimization of the operations. So, moving forward, I think our reserves are out, I do understand, but as per the guidance, you know, we did expect to have a significant impact on the bottom line in this year but for the understanding of this group, we have like broken it down into two

parts, Uh, so what you see on the top, so basically what we want to also share with the group here is the impact of the one of items versus regular operations. If you look at the table on the top in terms of top-line sales, if you compare from H1 last year to H1 this year, yes, there has been almost a 30% dip, We will look at the subsequent slides, but if you compare from on a month-on-month basis from February to now, we have grown to 50% almost, So the goal is to, yes, but this impact was clearly communicated up front.

Looking at the COX, the COX remains flat for us, largely also driven because our product mix have a different cork structure. Desktops do not have high margins because it's a low value-add product. Whereas laptops have higher margin as we gravitated our business more towards B2B there was a large demand for the desktops which impacted our gross margins as such, though they remained flat. But in terms of, on the employee cost, I mean, yes, we have taken look, so there was ESOPs that matured, these were issued to the team members when the company got listed. Many of those matured, so if you see row number 4 on the top, that's the employee cost that does not include the ESOP part of the employee cost that's because of, uh, kind of a one-time hit. So, if you compare from last H2 to now, as we are discussing, we have almost, it's a 70% drop in terms of the employee cost largely because we reduced our headcount there to manage the burn rate. Yes, we continue to over-leverage on marketing as we build our channel and that's the reason you see, as a percentage of the sale, marketing cost has gone up.

We do believe we will continue to do so as we build and grow our channel and build awareness among customers. Other costs also remained largely flat, so overall, if we remove the one-time impacts which have been like there, we have been 7% negative. Largely driven by higher marketing spend of around 5%, and of course, our other cost also includes a fixed cost right, and we are literally, in terms of capacity utilization, we have come down to almost 40% of the fixed assets that we are utilizing. Of course it is impacting all this, but I think the good aspect of the thing is that 5 to 6 months, it's been a time, kind of a 200% growth on the other channels as such, so that we will be hopefully within a year back to full utilization as such.

Looking at the one time, I hope I am audible, okay. Yeah, looking at the one-time expenses, yes, ESOP we talked about. Um, again with respect to inventory, we will continue to take a conservative approach. we keep looking at all the inventory, which is more than, like, one year, one and a half years old specially when it comes to spare parts. So, for example, like, if we have sold out a particular product line and there is certain excess of the spares that has come out of that particular model, we are writing those off. We also wrote off some of the old RAM's and hard disks, which are like DDR3, DDR4's, and older generation you know like the laptops like the third and the fourth generation one. I think it's only prudent that we continue to take a conservative view on the inventory as such. Okay, so having said that, I think this is an ongoing exercise, but I think most of the inventories now we have like 6th gen and above inventory and spares because there is a generation change, correct, because of the Windows 11 and so on and so forth, right? So, the 2000, I would say 2013, 2014 old models and their respective RAMs we are very conservatively valuing them as we continue. Depreciation, of course, is high, because we started with the rental business and

also, as you are well aware, there was a new facility that was added for the desktop, So those two key factors definitely added to our depreciation.

We are very confident as we continue to use our fixed assets and scale faster overall contribution of these aspects will continue to reduce. So, I think if you look at overall EBITDA, because of much higher ESOP and one-time write-off has been on a negative aspect. Again, ESOP, I want to call out that it's more of financial, like when what price, it has been given market price, so it does not necessarily impact your cash flow as such. This is just to keep the team aware of the actions that were taken. In February we were around 400 plus headcount which we over the next 3 months, which is your Feb, March, April and May we brought it down to around 250. As we look at the next subsequent slides, a good part is that the growth is there and we are revamping the team or rescaling the team again in a prudent manner. But that is required as a group pick back up moving forward.

These are the balance sheet items. I think most of you guys can check that because in public domain. Key things I want to call out are like a couple of things, So first is in terms of inventory in hand, there is definite reduction of almost 5 crores as such which is so and we will continue to keep our focus on the inventory, it is still on a higher side slightly but as the sales pick up, We are very confident that we will be able to come to a much more manageable level as such. Trade receivables definitely has slightly improved over and also some of the advances that's just like cash or short-term advances. So key things two I want to call out that in terms of like cash in hand we are managing it at a similar level. Yes, I mean, there's a 1.5 to 2 Cr. kind of a trend because of the EBITDA that we are seeing, but we have cash as such. Inventory is something that we are focusing and will continue to reduce as we continue to grow.

This is a key aspect. Wanted to share some broad highlights in terms of how the sales has been planning out for the last 6 months. So, yeah, I think there are two channels. I think most of you, any which we know, but largely, it's like a direct-to-customer, which is like a D2C channel, and that's focused on the retail customers through our website. So, our website, we call it, like, more of a D2C. Then there is focus on, I would say, enterprise cum school education segment. And, of course, the third focus area for us is through distribution, modern trade in franchise models. This gives us an idea on how our own, website, newjaisa.com, did, you know like for the last 5 to 6 months. So, we have shared numbers from this is last year, Q2 last year, so as you can see though we had had a steady growth So from Q4 is when, you know, the impact happened, and that's where, so from Q3 to Q4 you will see a significant trajectory change. And that's what we have been able to draw.

So, if we compare from Feb, which is somewhere over here, to where we were in the month of, in Q1, so it's more than 100% growth or if you look at a month-on-month basis, from our rock bottom of around, where the website was only contributing around 50 to 60 lakhs a month in February to 2.5 plus kind of a run rate, that is a 4X growth in the last 4 to 5 months. Yes, Q1 to Q2 though, on a quarter-on-quarter basis, it looks flat but at the same time, it is also because we had much higher B2B orders. And because we have already reduced the headcount, we did just not have sufficient inventory. And that's where we have to scale down our online spends, and that's what led to a flat, uh, flattish numbers in

Q2, and this in particular, the Q2 impact has been in the last one month, because I think we have already reduced that count. Already inventory was less and the demand just rocketed and one of the taps we wanted to control was our online spend and online sales but I think we are back and like we will be able to grow it again at the same growth levels. So to call out things we have active users crossed more than a million, so if you look at newjaisa.com ranking that has improved by more than a thousand percent as such, social followers, which were less than around 3,000, we have crossed the 50K mark so we are seeing some good following and good referrals coming from the existing customers.

Of course, we are investing in marketing automations with various platforms like Webbe, Engage, so on and so forth. Yes, I think when it comes to e-commerce or online presence, even compared with, like, anyone else in India, we have the highest active user base as of now. So, looking at the SME enterprise, so this is, again you know one of the channels which I think post-Feb is where we reoriented the real focus started. The numbers that you see, the B2B Let's say it's B2B revenue, it's largely your SME and SME Enterprise and Education sector. So, the blue one is a Q4 last year and the red one is Q1, so as you can see, it was under one Crore run rate to now more than 4.5 Cr. we did. Again, I think Q2, as you can see it, this being a more of a B2B business, yes, I mean, one large order, and again, some of the inventory constraints in the last two, like one and a half months, I would say, led to a slight drop in the overall fulfilment that we have been able to do. But I think if you just compare from Feb to where we did a small over 300 and 4X.

So key things to highlight when it comes to SME and enterprise sales, we have closed over more than 50-plus accounts which is a significant number. We are in particularly happy with the kind of the response that we are getting. And so, these are largely, I mean, just to call out a few highlights. So, one of the largest EMS company, So EMS company in itself took laptops from us, so that was a good win for us for their own internal consumption. This is among the top three names which are well-listed in the market. Then the second largest NBFC, we have been supplying pan south, I would say that 15% of the order requirement has been already done, remaining has to be done further rest of the year again, enlarge months. So BPO sector, SME sector, Startup IT, these are the key places where you know we strongly are seeing good traction and a good synergy and good relationships, that are going with us. We went live on the second largest tech marketplace in India. This is again in a pilot phase. I will not be able to talk more about it at this moment. Yeah, so the team size has increased, and we continue to spend on the marketing effort on the SME and the enterprise sales also.

So just moving on. Ashish, you can mute. Ashish, can you mute?

So, the other channel is business to retail, as you're well aware we already had a tie-up with one of the modern trade chains in southern states that relationship continues to be strong. We closed one more such relationship in another southern state that just got started. And these are the pictures just two days back were taken, so we are already live in 4 of their stores. Here they have a footprint of more than 60 stores, which will be collaborating together to scale those as such. All right, overall to summarize, I would like to put it this way, that yes 3 or 4 key things I want to call out, So, first, yes, I mean, we have a fixed, high fixed cost because of the capacity that we have built, where the utilization significantly came down

in Q1. So that's one thing where the pressure is there. And the second key thing I want to call out is that last 5 to 6 months, we are seeing strong transactions being built on the sales side on multiple channels. It is helping us to build our brand. And I think the third key point I want to share with the group is that if we are looking at pure play on the pack levels and stuff like that, yes, I mean, this year, we will continue to be in red, as we build it back and we continue to invest on the marketing. From our perspective, honestly, we are very very positive. We are even internally, pleasantly surprised with the kind of the response that we have received, be it on online channels and offline channels. As we speak, in Mumbai we had great discussions on closure on a lot of such deals. So, yes, I think overall we are very positive about this. I think this is a great opportunity, we look at it as if we were living under, I'm not cover of a very large brand like Amazon, now we have got an opportunity to create our own brand, and this will help us in the long term. So, with that, I would like to conclude my remarks. And, we'll be happy to take questions.

Ashish Nirmal Yeah, thank you, Vishesh.

We'll just open the floor, for the Q&A session. Everyone can raise their hand one by one, and we'll start digging questions or queries.

Vishesh, can you please stop sharing your screen now?

Yeah. So, the first question is from Aditya Goyal, Aditya can you please unmute yourself and, you know, introduce for once?

Aditya Goyal Yeah, hi everyone, good morning. I've been an investor in this.

I just have a few questions. So, firstly, I think the business is really subjective to this obsolete inventory, right? I think from all the conversations we had, last quarter, like, last on. So, I just want to understand one thing. So, is there any specific process that you guys follow to value your inventory? Because I think whenever there is a new generation that's coming up, your most of the old inventories are not long, like, you can't sell them at that price. So, do you have any formal process within the entity, how you value those, how you write them off?

Vishesh Handa Yeah. So, at least in the lab of the PC category there's a standard depreciation. I mean, the valuations do not vary as widely as Mobiles and we do follow the same methodology, that's where you see the sign-offs, that we at least take 15-20% you know of the internal inventory which is there. Ah, depreciation base is the aging that is happening. And in case of at least the laptop categories, yeah are there some things, for example right now the marketing if someone is really following this particular segment because of you know DDR5 and the new RAMs, which are more AI compliant what has happened is that all of a sudden that everyone has re-shifted their manufacturing capacities towards that so what has that led to is an increase in the price of things like RAM and other things, Uh, so, yes, I mean, when and like these events are not like very that frequent. So, if we have to make any minor adjustment because of those, those also we do. But we do depreciate, for example, if you look at our depreciation also, right, and so for the whatever we are using for rental activity, we continue to depreciate those. But these are not as, I would say, uh, you know, like, dynamic as your mobile as a category, when the product is launched the old, so for example the 10th generation

we know it is going to sell at an X value and next year it will depreciate to this, so the cycles are much more predictable here.

Aditya Goyal Just on this Vishesh. So, I think you have just started this rental business, right?

Vishesh Handa Hmmm

Aditya Goyal So, would you say that the margins that you have on the rental.

Vishesh Handa Mm-hmm.

Aditya Goyal rental items, like, whatever it is, like laptops or desktops. So, does it offset the depreciation in your charging on the inventory that you're holding? Like, if you're depreciating it at 15% to 20%?

Vishesh Handa Yes, yeah. Of....

Aditya Goyal We also need to... yeah.

Vishesh Handa Of course, that's already inbuilt, right. So, we calculate on the basis of the residual value which is what is the value that will be left after X years, then you have your own ROI interest parts and then you build over and above the same. So yes, I think all of those are already baked in the model, when you charge a customer.

Aditya Goyal So, whenever you are stating that you have 15% margin, or whatever, percent margin, you actually account for whatever other write-offs you're going to put it there. So, it's over and above that, right? Because...

Vishesh Handa Yes.

Aditya Goyal If you buy an inventory for 1 lakh rupees, and you say you would be able to sell it for 1.2 lakhs, but actually, you won't be able to sell it, like,

Vishesh Handa Yes, yes.

Aditya Goyal After any year, you won't be able to sell it for even 1 lakh, so you will actually account for that when you say 15%, right?

Vishesh Handa Yes, yes, so when you do the rental calculation, you take a RV value, there you take an accelerated depreciation of almost 35-40% on a yearly basis. So, if it is going for 2 years you will depreciate, so you know that you're giving asset for X. You will only get like.

Aditya Goyal Yeah. The second question I had what percentage would you say that you have, like, in the inventory? What percentage of before 6th generation systems you have in your inventory right now, like, you have done a lot of write-offs in the class 6, the last one year, so could you say it's almost a negligible amount that you'll be writing off for those inventories?

- Vishesh Handa** Yeah, so still, I think there are two paths, right? So, one is uh, the assets of pure assets which are there, which is 6th generation and below and others are the associated accessories, like RAM and hard disks, right? So, all put together. Uh, because there are still orders that come in. We will be holding anywhere between 10 to 15, like 12% of the Overall....
- Aditya Goyal** So, 10-15% of that inventory is 6th generation and below, and rest whatever is newer to that, right?
- Vishesh Handa** And you'll be focusing on shifting to newer and you'll be focusing on shifting to newer versions in the next 6 months, or, like, you'll be conservative on versions in the next 6 months. Okay, sure inventory as such. Uh, yes, I think the focus is always on, like, the newer, but there's always demand, right? So, one of the places where we are fulfilling, it's like, so there's demand, but I think that's what the demand pattern is, right? Uh, but yes, I mean, the focus will continue to be on the 7th, 8th, and above only.
- Aditya Goyal** Okay, thank you so much.
- Vishesh Handa** So, we are basically, right now taken a call, that's what the write-off we did, that anything below 4th, we are not going to keep. So that's where we like...
- Aditya Goyal** Okay, so you have cleaned out all the inventory for below 4th generation, right?
- Vishesh Handa** Yeah, yeah, yeah, yeah.
- Aditya Goyal** Okay, let me make sense, yeah.
- Vishesh Handa** We will come back to you, uh, we'll just check in case.
- Aditya Goyal** Yeah, yeah,
- Vishesh Handa** Got it.
- Ashish Nirmal** If anyone is there, I mean, they can raise their hand and ask questions, mute themselves. I don't see anyone has raised their hands.
- Vishesh Handa** Okay. Sure, if we don't have any questions, then... We'd like to conclude here.
- Ashish Nirmal** Uh, I think there's reasonable?
- Aditya Goyal** It is just two more questions, sorry.
- Vishesh Handa** Okay, go on now.
- Aditya Goyal** Okay, so I was just going through, like, all the reviews that you have on Google and all the marketplaces. So, one of the things that I've seen many people complained about customer support, that there's so many issues, like, you guys are not reachable to them.
- Vishesh Handa** Mmm-mm

- Aditya Goyal** like, whenever they have received something, it takes, like, a month or so to actually get it rectified. So, are you working on that front as well?
- Because I think this is where your repetitive customers would be coming from if they're not happy, so could you give some light on that?
- Vishesh Handa** So, I think, good point Aditya. So, I think, yeah, so if you look at those comments, I mean, by probably direct date, so two things one, if you look at last one and a half to two months, those have significantly reduced. I mean, if you sort them, I mean, it's not possible to sort, but we have the data. The last one and a half to two months, they have significantly reduced. The reason was definitely, you know because, as you said, I mean, we were on a very different architecture. We were... Amazon was most of the sales were through Amazon, so customer support was given by Amazon. And when we shifted here, of course, we have to build our own team, so what happened, of course, building the capacity, then the number of calls were high, so we had to rely only on email, which led to, I would say at least 2 to 3 months, and then we got Salesforce, implemented Salesforce.
- But I think we are through that. Ah, good part is if you just sort the comments, so overall, I would still say that, you know with 3,800 comments and 3.8, like 4.3 plus rating. We are like still, well-positioned as such, but as you rightly said, we keep an eye on it. If you look at last one and a half, two months, so there have been significant positive comments on the customer support also. As we shifted to phone support now, because we were able to stabilize all the processes, again, we have opened the phone support, uh, in the last I think 20 days, right? Uh, so yes, I mean this was an interim hiccup because of the channel change and all the support. Rather than from Amazon coming to us and the growth being on the right direction. But I think and as you rightly said, I think the goal continues to be that people should become your influencer. So, we, customer support is very, very important for us and I think hopefully we should not see and we should only see positive comments on that going forward.
- Aditya Goyal** And are you trying to get into these tablets or phones, or you'll be, like, strictly looking.
- Vishesh Handa** No, not right now. No.
- Aditya Goyal** Yeah... Thanks once again
- Vishesh Handa** Thank you. Yeah.
- Ashish Nirmal** It seems we don't have any other questions coming from the investors.
- P N Krishnan** I'm not able to raise my hand, but I would like to ask a question.
- Vishesh Handa** Okay.
- Ashish Nirmal** Sure, Okay.
- Vishesh Handa** Sure

- P N Krishnan** So, we could understand so far how the Amazon going out has impacted the business. So, how much time do you think it will take for us to get back to the levels.
- Vishesh Handa** So, by the end of this year, we feel we will would have in terms of like monthly run rate, we feel we would have done a full recovery by end of this year.
- P N Krishnan** Hmmm
- Vishesh Handa** Oh, definitely. We have already recovered 65-70% of the ground, 30% is remaining. We have full like 6 months and we are very confident we will be back to the same number. So yes, I mean, this year is just like it is a recovery year as such.
- P N Krishnan** Another question which I wanted to ask is now that you know you got the recycling license. How is that shaping up.
- Vishesh Handa** Um, yes, it's shaping up well, I think but we want to accelerate and this is like in this H2 we will be accelerating more in terms of direct purchases. Right now, they stand at around 6% to 7% direct purchases rest are via recyclers, but I think this month we are already the team...We have to as I said, I think the team also we took very conservative approach, let go of a lot of people, as you saw the headcount coming around drastically from 400 to 250. And now we are incrementally, so already those positions are closed and we will be bending up. So, this H2 we are expecting to at least double whatever is the direct procurement which is happening.
- P N Krishnan** Okay, another question is you know how do you see, may not be an appropriate question but still I thought
- P N Krishnan** You know in terms of the performance of GTG
- Vishesh Handa** Sure.
- P N Krishnan** How is that affecting our market positions?
- Vishesh Handa** Yeah, I think it's a good question. So, I think two aspects, the answer is if you look at the... first of all I think 78% is from outside India and right around 22% is.
- P N Krishnan** Hello?
- Vishesh Handa** Uh, I would assume that probably the... Hello, can you, can you hear me? Hello?
- P N Krishnan** Yeah, now in middle, I missed out.
- Vishesh Handa** Okay, sure, yeah. So, I was just trying to break down the overall revenue structures and things. So first I think it's always good to have a player with a large, revenue because it's a model validation also, which is great to have. Secondly, I think it's great to see that 78% of their revenue is actually from outside India and 20% to 23%.
- P N Krishnan** Hmm

Vishesh Handa is within India and again it has to be broken into refurbished versus other PC category versus others, right?

P N Krishnan Hmm....

Vishesh Handa So, with respect to that, I think it's good. A, it's a validation of the model

P N Krishnan Hmm....

Vishesh Handa Yes, I mean only thing I would say is that if we break down to specific segment specific geography, right. Yes, I would assume that easily they would be double the size where we are.

P N Krishnan Hmm....

Vishesh Handa Does the impact is there, you know like revenue loss

P N Krishnan Hmm....

Vishesh Handa I would rather argue it's like other way around, because I think the opportunity.

P N Krishnan Hmm....

Vishesh Handa Which is there in the market rather we will need 2 or 3 more players to bring that awareness and the confidence in the category. So, it's a great validation of the model. We would rather like to argue that, yes, our multiples should be also looked at the similar lines but it's a good opportunity. It's a huge market and as I said like we are also only being able to do 70 crores whereas the market size is way way higher and probably they would be doing, I don't want to guess the numbers, but yes, I mean, it's probably 10% of the total revenue, which is PC category India-centric, right? So, it's a good validation. I don't think it's a competition in that sense.

P N Krishnan Fine. Thank you very much.

Vishesh Handa need to see how we can.
So, if there's not any more questions, I would like to thank everyone again for joining.

Ashish Nirmal Uh, no, Vishesh.

Mitali Gupta I have a question. Uh, I can't raise my hand.
Is it so... okay.

Ashish Nirmal Okay, Mitali, please go ahead. I think one question we have from Bijal Shah as well. So, after you, Bijal you can please.

Vishesh Handa No problem.

Mitali Gupta Hi Vishesh.

Vishesh Handa Two questions from my end. Number one, you mentioned about the inventory, right? Where we've taken some write-offs standing at 36 crores. I want to understand, are we also making fresh purchases?
So, I think fresh purchases were to the tune of 9 crore something like that, yeah
So that was for space but at the same time for the inventories also.

Mitali Gupta Okay, so we continue to add more to the inventory and build that up.

Vishesh Handa Yeah, so I think overall COX, I think was around 16.7 something like that and around 9 was right, so 7 to 8 Cr. from the existing was repurposed right, not repurposed but yes.

Mitali Gupta Understood. And usually, we have H2 which is better than H1. So how has been the last month been for you in terms of Sales, October-wise like an exit one.

Vishesh Handa Yeah, so October compared I think October sales were better but just to keep the expectation aligned because with the large marketplaces like Amazon and Flipkart and the Diwali sales they spend a lot in terms of marketing, discounts, right? So definitely, I mean, we are not seeing that 2X, 2.5X on a month-on-month basis growth because of but in general because there's an uptick in the retail customers, right, we are seeing a slightly, I would say around 5%,10% uptake from the last month but...

Mitali Gupta Hello? Yeah.

Vishesh Handa The sales are much more consistent. Last month, some ready inventories issue we had, right? We got consumed. Yep.

Mitali Gupta Okay yeah, that helps. Thank you.

Ashish Nirmal Okay yeah, Bijal Please?
Yes, yes, I think one question is there from Mr. Bijal Shah.

Vishesh Handa I think there were more questions here.

Ashish Nirmal Yeah, based on what you...

Vishesh Handa Hey, hi, Bijal.
I think, Bijal, we are not able to hear you.
Bijal, should we come back to you, or you can check out the mic later.

Ashish Nirmal Yes.
Yeah, I don't see him here.

Vishesh Handa So, in case there are any other questions, we can take that and then come to Bijal.

Ashish Nirmal No there is one other... another question from Mr. Aditya Goyal as well.
Aditya, you can unmute yourself and ask.

Aditya Goyal Yeah, thanks.

I was just going through the website. Is there any new website saying, uh, with the name Naya Jaisa?

Vishesh Handa No, yeah. No, so that's like just a.... there's some other business. I think they've just copied, it's a long time it's been one, two years. Same name they have been using. There's nothing much. So even Google gets confused sometimes for reviews because of that I don't think we can do much about it.

Aditya Goyal Because the website exactly looks like yours just a shade of colour different, but everything looks like yours.

Vishesh Handa Yeah, I can share 5 such examples, but I think that's occupational hazard. We have to live with it, actually. So...

Aditya Goyal Yep.

Ashish Nirmal Alright, Mr. Bijal Shah, you can ask your question now.

Bijal Shah Yeah, hi, Am I audible?

Yeah, thanks for the opportunity. See, you made a comment that in Q2 your online sales were impacted because you did not have inventory.

Vishesh Handa Yeah, Bijal.

Bijal Shah So, I'm unable to reconcile that with your total inventory number your total sales itself is 22 crores and your inventory is 35 crores and this inventory you have not added a good part of this inventory. This inventory has been there in the system for a while, because you had actually slowed down buying new PCs and laptops.

Vishesh Handa Mm-hmm.

Bijal Shah After Amazon pulling out. So, I just don't understand that why you don't have inventory which is impacting your sales because on the balance sheet I see lots and lots of inventory. And a related question to that, have you taken enough write-off if that inventory of 36 crores is not sellable, 60 lakh rupees write-off looks very, very small.

Vishesh Handa Yeah. Mm-hmm. Hmm. Hmm.

Bijal Shah You cannot be stocked out at sales of 8 crore in a quarter when you have 36 crores of inventory, so I'm unable to reconcile if you can throw some light on this.

Vishesh Handa Yeah, sure, sure, Bijal. So, I think two paths. So one is, Bijal definitely the ready inventory which we needed for those particular orders, I think. One thing I want to call out is that there is a Windows shift from Windows 10 to Windows 11. So, there was a demand for a particular level of generation from the end customers. So, our finished good inventory for those particular order lines we didn't have so yes as you said we see 36 crores because we added whatever the 8- 9 crores first 3 months there was almost no major purchases. The major purchases have happened in the last. 2 to 3 months. So finished goods again because we were making those inventories ready, but we have reduced the headcount. So that's the reason the finished good inventory for us became less and that's the reason we also went to the market and got some of the market finished good i5 8th generation plus Specific demand inventory which was required, right.

Coming to you know like is the write-off enough? I think, as I said, anything below 3rd and 4th generation, we have looked at that particular inventory and have written that particular inventory off. We do have some excess pair, which is DDR3 RAMs and hard disks because of the DDR4, but we require some quantity of that. But as I mentioned earlier also, there is 10% to 15% of these DDR3s and lower generation ones which we are holding. And we will continue to evaluate those but there are demands that come in and we are able to fulfil those demands. So, finished good inventory was what really impacted us. Most of the purchases that happened was for specific generations where the demand was for the last 2 to 3 months.

Bijal Shah Still, I'm unable to understand, I mean, specific generation inventory, if I remove the purchase of 9 crore, you have 25 crore rupees of inventory. Does not find any seller for 6 months. So, I am not really sure that what generation or whether it is saleable also or not. That is the biggest question I have. I mean, you might write off only up to third or fourth generation and there might be some demand for other generation but it doesn't if

Vishesh Handa Hmm...Hmm

Bijal Shah There is a 25 Crore inventory which was setting from the month of March.

Vishesh Handa Hmmm

Bijal Shah So, you have not been... I mean, I understand the lesser height count and all but despite that if you have not been able to convert them either into finished or it has not saleable, then in both the cases, there is a big question mark with respect to inventories.

Vishesh Handa No, yeah. Okay, so maybe next time we'll also present the aging report because that will probably give the audience a better understanding also. We still have to hold 2 to 3 months of the inventory, because of the processing cycle and that impact adds up to the overall inventory holding, which is there. Okay, so maybe I will next time onwards share that and it will give us a good understanding as such.

Bijal Shah No, yeah, that will definitely give us good understanding. But honestly, I mean I am unable to still make sense of it because your inventory is actually more than your sales so it is not 2 to 3 months issue. It is much larger issue. But probably we can take this offline.

Vishesh Handa Sure

Ashish Nirmal Yeah, next question is there from Mr. Jatin Chawla.

Jatin, if you could un...

Vishesh Handa Hey, hi, Jatin.

Jatin Chawla Hi. No, I also had a question on the inventory only, I think it's largely addressed.

Vishesh hand Okay. Okay.

Ashish Nirmal Okay. So, no one there to have raised their hand, we can proceed ahead with the closure of the meeting.

Vishesh Handa Alright, thank you everyone for joining in and have a good day. Thank you.

Ashish Nirmal Yeah, yeah, just before we close, I'll just make a quick note that certain statements made during this call may be forward-looking in nature. These are based, uh, management current expectation and assumption of actual results could differ materially due to various risk uncertainties.

Newjaisa Technology Limited does not undertake any obligation to update the statement in the future.

Thank you. Thank you, everyone.

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