

10th November, 2023

To,
National Stock Exchange of India Limited
Listing Compliance Department,
Exchange Plaza, Plot No. C – 1,
Block - G, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

NSE Symbol – KORE; ISIN – INE0J6801010

Dear Sir/Madam,

Sub.: Disclosure under Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation for the half year ended 30th September, 2023

With reference to the captioned subject, we enclose herewith the Investor Presentation for the half year ended 30th September, 2023.

The said Investor Presentation is also being uploaded on the Company's website at www.koremobiles.com.

You are requested to take the above on your record.

Thanking you,
Yours faithfully,
For Jay Jalaram Technologies Limited
(Formerly known as Jay Jalaram Technologies Pvt. Ltd.)

MUKESH
DALPATRAM
PRAJAPAT

Digitally signed by MUKESH
DALPATRAM PRAJAPAT
Date: 2023.11.10 19:18:35
+05'30'

Mukesh Prajapat
Company Secretary & Compliance Officer

Encl: As above



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MOST TRUSTED MOBILE RETAIL CHAIN IN INDIA



**INVESTOR
PRESENTATION**
Half Year Ended 30th September, 2023

JAY JALARAM TECHNOLOGIES LIMITED



→ Kore Store



→ Kore Store



→ Simron Store



→ General Electronics



→ Erok Store

Financial Highlights FY 2022-23

2,4920.48

(₹ IN LAKH)

REVENUE FROM OPERATIONS

568.40

(₹ IN LAKH)

EBIDTA

250.95

(₹ IN LAKH)

NET PROFIT FOR THE YEAR

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Further information can be
found online by visiting
www.koremobiles.com



Disclaimer

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This Presentation contains statements about expected future events which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There are significant risks that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on the forward-looking statements as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements.

Chairman's Message



This is just a beginning of our growth journey and we will work hard to achieve more success with our future endeavours.

KAMLESH VARJIVANDAS THAKKAR
Chairman & Managing Director

DEAR STAKEHOLDERS,

I would like to thank to all of you and promise to deliver your expectations to the best of my ability as a Chairman and Managing Director of Jay Jalaram Technologies Limited.

From ₹ 16,525.90 Lakhs in FY 2021-22, the Company's revenue from operations went to ₹ 24,920.48 Lakhs in FY 2022-23, increased by almost 50.80% during the financial year 2022-23.

The Company registered the Net Profit After Tax of ₹ 250.95 Lakhs during the financial year 2022-23 compared to ₹ 84.88 Lakhs in the previous financial year 2021-22, increased by almost 195.65% during the financial year 2022-23.

During the half year ended 30th September, 2023, the Company has achieved the turnover of ₹ 21,606.20 Lakhs compared to ₹ 11,638.34 Lakhs for the half year ended 30th September, 2022.

During the half year ended 30th September, 2023, the Company has achieved Net Profits ₹ 64.76 Lakhs compared to ₹ 79.46 Lakhs for the half year ended 30th September, 2022

The financial results announced for the half year ended 30th September, 2023 are much encouraging. With the business growth of mobile phones & its accessories, consumer durable electronic goods & other electronic items and electric vehicles, our Company continues to grow and credit for such growth of the Company really goes to all its stakeholders including Customers, Bankers, Employees and now Shareholders as well.

Further, this is just a beginning of our growth journey and we will work hard to achieve more success with our future endeavours. The Commitment and passion of the diverse directors, senior management personnel and other staff helped our Company to achieve tremendous performance of the Company.

Our multi brand retail stores deal with retail trading of mobile phones & its related accessories of various manufactures like Apple, Vivo, Oppo, Samsung, Realme, Redmi, One

Plus etc. Our focal point remains to maintain desirable level of customer satisfaction and services. We ensure our customers remain delighted as their grievances are redressed in the shortest possible time and without any hassles.

Presently, we are operating 190 plus Retail Stores of the Company under the Brand names "KORE" "EROK", "SIMRON", "GENERAL ELECTRONICS" and "REVOLT".

Opening of new Retail Stores of the Company has been a perennial strategy which has been executed successfully and wouldn't have been possible without the unwavering support, loyalty and commitment of each and every stakeholders including Customers, Bankers and Employees of the Company.

Our market penetration continues to grow by opening new Retail Stores of the Company considering the applicable government rules & regulations, economic conditions, industry in which the Company operates, customer preferences etc. which have impact on the future prospects & growth of the Company. After the success story in Gujarat and very favourable response received from Uttar Pradesh so far, the Company remains focused in increasing new Retail Stores and expanding in other states of India also.

We are now present in almost all districts of Gujarat and endeavour to cover most districts of Uttar Pradesh by the end of the financial year 2023-24.

Our greatest asset is our workforce where I take personal interest and imparting training and upgrading them with technology and product knowledge. Our all the employees

are dedicated, motivated and aligned to the core values of the Company. They form an important pillar to the continued business success of the Company.

Looking forward, we anticipate growth to pick up more in coming years and our infrastructure & expansion is/will be in line to benefit from the future growth in retail sector of the country.

Thanking you,

KAMLESH VARJIVANDAS THAKKAR

Chairman & Managing Director

Executive Director's Message



DEAR STAKEHOLDERS,

Jay Jalaram Technologies Limited, as an organization, has demonstrated its ability to adapt the changes as per the preferences and needs of the customers in the market to remain competitive and dynamic. I am glad and feel proud that the Company has grown much compared to previous periods.

Good governance and best practices, built into the organization's functioning under the leadership of Chairman & Managing Director of the Company, Mr. Kamlesh Thakkar, have ensured its success and growth. Respect, Sincerity, Integrity and Transparency are the core values of the Company that has created the path of success for our Company.

The Company's financial performance has been impressive. The significant increase in profits and positive financial results indicate that the Company is entering into a transformative period. I want to express my gratitude to our customers for their trust and confidence in us.

I extend my thanks to all the associates at Jay Jalaram Technologies Limited for their dedication and the leadership team for their mindful direction. The leadership has brought new expertise, skills, and capabilities to the organization. With such strong pillars, the Company's potential is undisputed, and I am keen to see it grow, expand and create larger offerings for our customers, shareholders and all its stakeholders.

All the Board members of the Company have taken an active role in providing strategic directions to the Company. The Board continues its focus on the Board Diversity.

With these words, I would like to thank all the directors, management team, employees, customers, suppliers, regulatory authorities, shareholders and all other stakeholders for their continued guidance and support.

Thanking you,
MUKESHKUMAR NAVNITRAY BHATT
 Executive Director

Performance Highlights

Our growing Presence in India

Our store expansion programme is focused on expanding our business by opening new retail stores in various states including but not limited to Gujarat, Uttar Pradesh, Delhi and Haryana. Additionally, we also intend to grow by bringing new customers and communities, thereby expanding business to new reach.

Last Three Years' Turnover, Profit Before Tax and Net Profits of the Company



Summary of Standalone Financial Results for the half year ended 30.09.2023, 31.03.2023 and 30.09.2022

Particulars (₹ in Lakhs)	Half Year Ended 30 th September, 2023	Half Year Ended 31 st March, 2023	Half Year Ended 30 th September, 2022
Revenue from Operations	21,606.20	13,282.14	11,638.34
Other Income	27.96	67.30	32.18
Total Income	21,634.16	13,349.50	11,670.52
Total Expenses	21,355.00	12,973.03	11,416.53
Profit before Interest, Depreciation & Tax (EBIDTA)	279.15	376.47	253.99
Less: Finance Cost	153.41	29.62	77.20
Less: Depreciation & Amortization Expenses	46.22	49.19	48.44
Less: Exceptional Items	8.87	62.06	0
Profit Before Tax	70.66	235.60	128.35
Less: Provisions for Taxation Including Deferred Tax	5.89	64.12	48.88
Net Profit for the year	64.76	171.49	79.46

Summary of Financial Results for the financial year ended 31.03.2023, 31.03.2022 and 31.03.2021

Particulars (₹ in Lakhs)	Year Ended 31 st March, 2023	Year Ended 31 st March, 2022	Year Ended 31 st March, 2021
Revenue from Operations	24,920.48	16,525.90	13,523.67
Other Income	99.53	32.76	79.42
Total Income	25,020.01	16,558.66	13,603.09
Total Expenses	24,451.61	16,267.17	13,363.65
Profit before Interest, Depreciation & Tax (EBIDTA)	568.40	291.49	239.44
Less: Finance Cost	106.82	82.46	107.55
Less: Depreciation & Amortization Expenses	97.63	94.64	82.66
Profit Before Tax	363.95	114.39	49.23
Less: Provisions for Taxation Including Deferred Tax	113.00	29.51	12.52
Net Profit for the year	250.95	84.88	36.70

Corporate Profile

Originally the Company was incorporated as "Jay Jalaram Technologies Private Limited" under the provisions of the Companies Act, 1956 on 17th January, 2012. Subsequently, the Company was converted into a Public Limited Company pursuant to shareholders resolution passed at the Extra-ordinary General Meeting of the Company held on 10th May, 2022 and the name of our Company was changed to "Jay Jalaram Technologies Limited" with effect from 25th May, 2022.

The Promoters of the Company are Mr. Kamlesh Varjivandas Thakkar, Mr. Kamlesh Hariram Lalwani and Mr. Mukeshkumar Navnitray Bhatt. The members of Promoters Group are Mr. Vipul Thakkar, Mr. Ramesh Hariram Lalwani, Mr. Krushnakant N Bhatt and Mr. Rupin Bharatkumar Divecha. The Company has developed a diversified business model with our offerings ranging from mobile handsets, mobile related accessories, consumer durable electronic goods and other electronic items to electric bikes.

The Company is engaged in multi-brand retail selling of Smart Phones and allied accessories from manufacturers like Apple, Samsung, Oppo, Realme, Nokia, Vivo, Redmi, Techno, One Plus etc. The Company is also engaged in multi-brand retail selling of consumer durable electronics goods like Smart TVs, Air Conditioners, Fridges, Coolers etc. from brands like TCL, Haier, Diakin, Voltas, Mi etc.

The other business vertical of the Company includes dealership of Electric Bikes, its spare parts and accessories under the brand name "Revolt" of M/s. Revolt Intellicorp Pvt. Limited.

The Company operate under the brand name "KORE", "EROK" "SIMRON", "GENERAL ELECTRONICS" and "REVOLT". Presently, the Company operate from 190 plus Retail Stores in states of Gujarat and Uttar Pradesh. The Company primarily sell smart mobile handsets of all the major brands, accessories for mobile handsets, tablets, data cards and other consumer durable electronics goods.



Brands of the Company



Our Product Portfolios

We address shopping needs of our customers by providing diverse range of products categorised under Electronic Gadgets and Electric Vehicles (Bikes). We have the following diversified product portfolio that focuses on delivering quality products and enjoys a healthy customer base.

1. Mobile Phones and its related accessories like Charge, ear buds, neck bands, pen drive etc.
2. Consumer durable electronic goods like TV, Fridges, Cooler, Washing Machine etc.
3. Electric Vehicles (Bikes)

Company's Core Competencies



Respect, Sincerity, Integrity and Transparency are the core values of the Company that has created the path of success for our Company.

Other Core Competencies of the Company are as under:



Range of diverse products

We offer a wide range of diverse products through Retail Stores.



Customer first

We offer a wide range of diverse products through Retail Stores.



Prioritizing customers' need

We prioritize the need of customers and accordingly, we can cater to varied needs and preferences of customers.



Effective and efficient distribution mode

We have proper distribution network that enables us to meet our customers' requirements.



Flexible payment terms

We are offering products on Equal Monthly Installment ("EMI") basis also.



Products at affordable prices

We offer our customers shopping experience at an affordable price by way of discounts, cashback, free after sale services etc.

Vision and Mission Statements



Vision

To be one of the Most Trusted Retail Chain of Mobile Phones of India.



Mission

To serve the people of India in rural, urban and semi-urban areas by providing them wide range of products at the best affordable prices and to deliver value to all the stakeholders of the Company.

Company's reach to Social Media

The Company has taken the help of various social media platform like Twitter, Instagram, WhatsApp, Facebook, Aids in cricket matches, Print Media, Official Partner of the Ireland Men's Cricket Team during India Tour of Ireland T20 Series 2023, etc. for reaching the people across all demographics. The idea to have touch with people aimed at adding and associating more customers with our Company.



→ Cricket Stadium Advertisement IND vs NZ



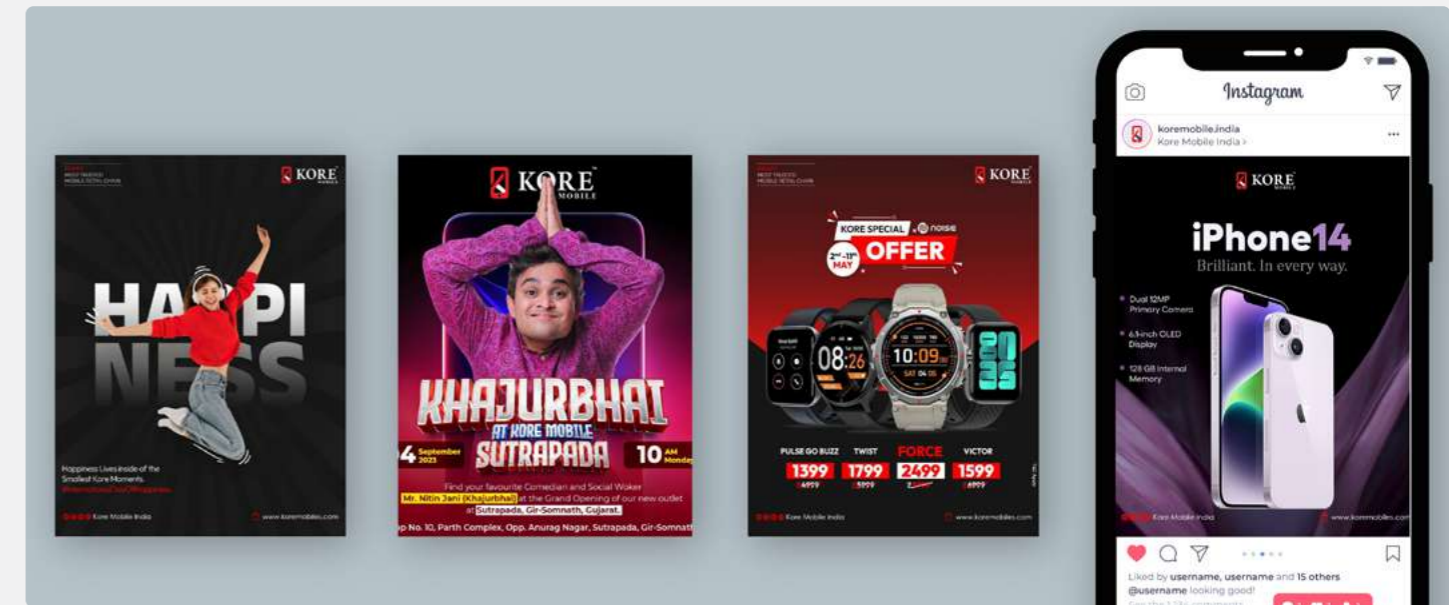
→ Press Release – Kore Mobile-India's Fastest Growing Mobile Retail Chain, Partners with Cricket Ireland:



→ Kore Brand Ambassador - Nitin Jani (Khajur Bhai)→



Outdoor Advertising



→ Digital media

Directors' Profile



MR. KAMLESH VARJIVANDAS THAKKAR

(DIN: 05132275)
Chairman & Managing Director

Mr. Kamlesh Varjivandas Thakkar, aged about 42 years is a Chairman & Managing Director of the Company. Originally he was appointed as First Director of the Company w.e.f. 17th January, 2012 i.e. since its incorporation. Thereafter, he was appointed as Chairman & Managing Director of the Company for a period of five consecutive years w.e.f. 26th May, 2022.

He is having more than 10 years of experience of the retail business of mobile phones, its related accessories, consumer durable electronic goods and other electronic goods. He is also having good knowledge about retail business of electric bikes. He has been instrumental in taking major policy decisions of the Company.

He is playing vital role in formulating business strategies and effective implementation of the same. He is handling various matters like finance, sales & marketing, general affairs of retail stores and business expansion of the Company. He is generally heading all the departments of the Company and leading from the front.



MR. KAMLESH HARIRAM LALWANI

(DIN: 05132770)
Executive Director

Mr. Kamlesh Hariram Lalwani, aged about 45 years is an Executive Director of the Company. Originally he was appointed as First Director of the Company w.e.f. 17th January, 2012 i.e. since its incorporation. Thereafter, he was appointed as an Executive Director of the Company for a period of five consecutive years w.e.f. 26th May, 2022.

He is having more than 10 years of experience of the retail business of mobile phones, its related accessories, consumer durable electronic goods and other electronic goods. He is generally entrusted with the responsibilities to look after the sales and other general administration of the Company.



MR. MUKESHKUMAR NAVNITRAY BHATT

(DIN: 07598386)
Executive Director

Mr. Mukeshkumar Navnitray Bhatt, aged about 42 years is an Executive Director of the Company. Originally he was appointed as an Additional Director of the Company w.e.f. 24th December, 2021. Subsequently, regularized and appointed as an Executive Director for a period of five consecutive years w.e.f. 26th May, 2022.

He is having more than 10 years of experience of retail business of mobile phones, its related accessories, consumer durable electronic goods and other electronic goods. He possesses sufficient knowledge and experience about retail trading of electric bikes. He looks after various matters like finance, sales & marketing, brand building, human resource and general administration and business expansion of the Company. He is entrusted with the sole responsibility to look after the Sales Promotion, Advertisement and other Marketing strategies of the Company.



MR. VIPUL THAKKAR

(DIN: 07702963)
Non-Executive Director

Mr. Vipul Thakkar, aged about 34 years was originally appointed as an Additional Director of the Company w.e.f. 10th September, 2021 and subsequently, he was appointed as an Executive Director of the Company for a period of five years w.e.f. 26th May, 2022. He has step down from the position of Executive Director to Non-Executive Director of the Company w.e.f. 24th March, 2023.

He is having more than 10 years of experience in the retail business of electronics goods, mobiles & it's related accessories and audio devices. He is entrusted with the sole responsibility to look after the overall sales operation of the Company. He is also generally looking after accounts and finance. Presently, he is a committee member of the Audit Committee, Nomination and Remuneration Committee and Stakeholders Relationship Committee of Board of Directors of the Company.



MS. HEER DIPESH KANJANI

(DIN: 06790698)
Independent Director

Ms. Heer Dipesh Kanjani aged about 32 years is an Independent Director of the Company. She was appointed as an Additional Independent Director of the Company w.e.f. May 25, 2022. Subsequently, she was regularized and appointed as an Independent Director of the Company for a consecutive period of five years w.e.f. May 26, 2022.

She is having around 2 years of professional experience in various corporates laws and compliances. Presently, she is a Chairman of the Audit Committee and Nomination and Remuneration Committee and member of the Stakeholders Relationship Committee of Board of Directors of the Company.



MR. MITESHKUMAR HARENDRABHAI MEHTA

(DIN: 05347948)
Independent Director

Mr. Miteshkumar Harendrabhai Mehta, aged about 39 years, was appointed as an Additional Director (Independent) of the Company w.e.f. March 24, 2023. Subsequently, he was regularized and appointed as an Independent Director of the Company for a consecutive period of five years w.e.f. March 24, 2023.

He has worked with some eminent organisations like India Infoline Broking House, HDFC Life Insurance and DLF Insurance. He is having more than 10 years of experience in the fields of accounts, finance, information technology, general administration, business strategy, insurance services, investment banking, portfolio management services and real estate business. Presently, he is a Chairman of the Stakeholders Relationship Committee and member of the Audit Committee and Nomination and Remuneration Committee of Board of Directors of the Company.

JAY JALARAM TECHNOLOGIES LIMITED

CIN: L32202GJ2012PLC068660

REGISTERED OFFICE

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TIL Advisors Product

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