



**NEWJAISA TECHNOLOGIES LIMITED**

**(Newjaisa Technologies Private Limited)**

**CIN: U32106KA2020PLC134935**

Reg office: Sy No. 38/1B, 39/1, 39/2 and 39/3, Arekere Village,

Begur Hobli, Bangalore South Taluk, Bannerghatta Road, Bangalore 560076, Karnataka

Email: [cs@newjaisa.com](mailto:cs@newjaisa.com); Phone: +91-8088403455

Website: <https://newjaisa.com>

Date: 20<sup>th</sup> November 2024.

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: Presentation – Earning conference call –half year ended 30<sup>th</sup> September 2024**

Dear Sir / Madam,

Pursuant to Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the presentation for Earnings Conference call on Wednesday, 20<sup>th</sup> November, 2024 is attached herewith for your reference.

The same will also be shared with the investors and analysts attending the conference call.

Thanking you.

**For Newjaisa Technologies Limited**  
**(Formerly known as Newjaisa Technologies Private Limited)**

VISHESH  
HANDA

Digitally signed by  
VISHESH HANDA  
Date: 2024.11.20  
14:07:27 +05'30'

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

# NEWJAISA TECHNOLOGIES LIMITED

Tech driven full stack D2C Consumer Electronics Brand

Investor Presentation

H1 FY25

“**Every Bit  
Matters!**”



# DISCLAIMER

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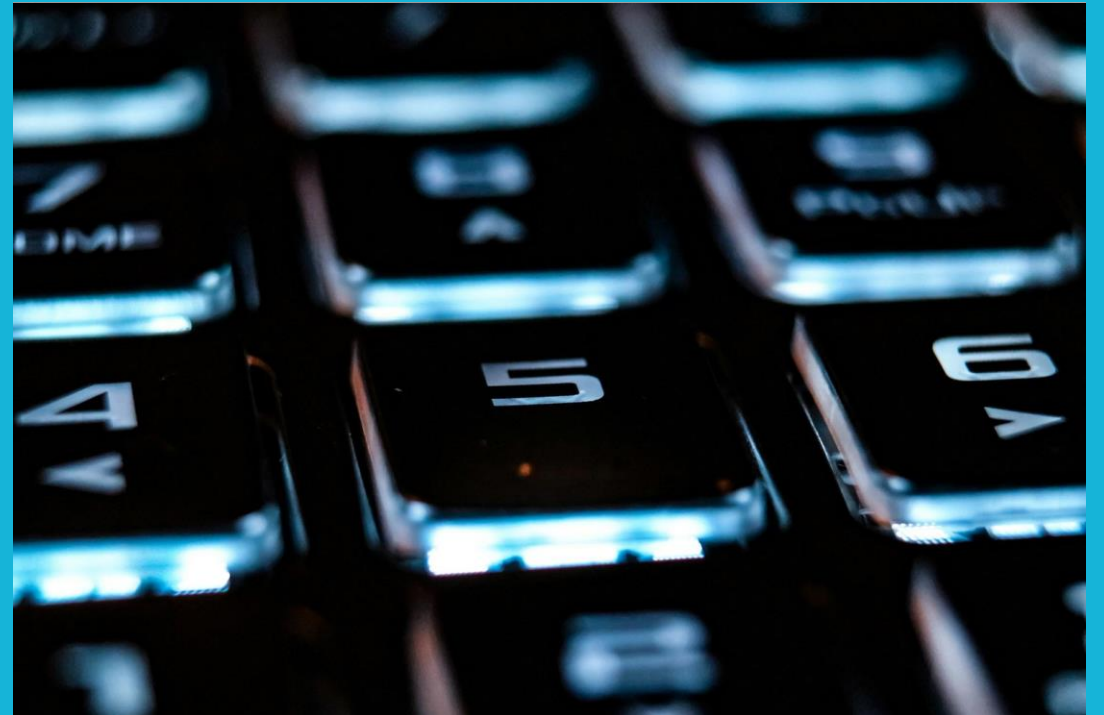
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You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

|    |                            |                   |
|----|----------------------------|-------------------|
| 01 | About Us                   | <a href="#">▶</a> |
| 02 | Business Overview          | <a href="#">▶</a> |
| 03 | Industry Overview          | <a href="#">▶</a> |
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# ABOUT US



# ABOUT US



- Started in 2020, We are a Technology driven full stack **Direct-to-consumer** refurbished IT electronics company.
- We provide quality refurbished electronics at **significant discount as compared to new products**.
- Our key goal is to reduce e-waste, by life extension of IT assets and to deliver High quality computing devices to end customer in **as good as new** condition, with warranty at affordable prices
- We currently are focused and operate in Indian market and cater to our **Pan India customer base** via ecommerce and our online platforms and caters its products across industries.
- The **four key customer segments** for us include students, home users, SME and working professionals.
- Our business is **helping reduce growing e-waste problem** on one hand and, at same time, help **serve large underserved Indian population** that currently has low personal computing ownership, by delivering quality product at very affordable prices with service guarantee via our warranties.
- We **service more than 19,000 pin codes in India**, with our centralized team and plant in Bangalore.
- **Partnered with Quick Heal Technologies to bridge cybersecurity** gaps in the refurbished electronics market, with **Quick Heal Antivirus pre-installed on all NewJaisa devices**.

# OUR JOURNEY

Company started in Aug 20 by Vishesh Handa and R Mukunda with a vision to provide quality refurbished IT electronics

Company invested in creating streamlined process driven operations to increase refurbishment and substantially reduce TAT

Achieved critical mass with 36k+ unit sales – strong platform in place to scale up 15-20x in 3 years

Successful IPO and listing on the National Stock Exchange & Started Operations in Bengaluru Facility

**FY 21**

**FY 22**

**FY 23**

**FY 24**

## Product & Performance KPIs

- Started by selling desktops and AiOs
- Ended FY21 with 5600 unit sales and INR 9.5 cr revenue
- Break-even achieved in the first year with 8% PAT margin
- Amazon Preferred Partner

- Onboarded two new product categories: Laptops and Tablets
- Ended FY22 with 18000 unit sales with revenue of ~INR 28 cr

- Strengthened B2B sales– Hired senior team for strategic partnerships, account management and overall GTM
- Ended FY23 with ~36500 unit sales with revenue of ~INR 45 cr
- Product return rate reduced from 15% to 11% since inception

- Relaunched website. Activated direct sales channels
- Ended FY24 with 54,322 unit sales with revenue of ~INR 62 cr
- Product return rate reduced from 15% to 7.5% since inception

## Tech

- Launched a customized ERP system with full production control
- Launched own website – [newjaisa.com](http://newjaisa.com)

- Launched an automated quality check app enabling traceability and trackability of operations
- Established deep ERP integration with sales and customer support channels

- Developed a quality inspection app to capture precise information at scale
- Streamlined cost optimization, production planning and dynamic routing engine functions

- Revamping the technology platform
- Enhanced capacity for component level repair

## Partnerships

- Got listed on Amazon/Flipkart
- 100+ regional reseller tie-ups

- Developed strong strategic partnerships with multiple recyclers such as Greenscape, Recykal as well as leasing companies such as RentAlpha

- Executed direct corporate purchases with renowned brand names such as IBM, Ola, Cytel, Tech Mahindra and Huawei

## Operations

- Started in a 1bhk flat in July 20 and moved to a 3000 sqft. office in Jan 21
- Started with a team of 5 and increased to 30 by year end

- Moved to a 22k sqft. office around July 21
- Team size grew to 100 by the end of the year

- Team size grew to ~250 employees

- Team size grew to ~400 employees
- Added another refurbishment

# MANAGEMENT TEAM



**Vishesh Handa**  
**CEO (Co-Founder)**

- With an aim of providing cost-effective, eco-friendly, and aspirational IT products at affordable prices, Vishesh founded NewJaisa to offer high quality refurbished electronics at significant discount to similar new models
- In NewJaisa, as a hands-on founder, he is involved in 360-degree management covering key areas such as strategy planning and execution, new market / product entry, key partnerships and account handling and P&L management
- Previously served as a senior operations & product manager at Google (for 5 years) & along with stints at HSBC, Amdocs and American Express
- 20+ years of combined experience



**R Mukunda**  
**COO (Co-Founder)**

- With his strong technical background and domain experience, Mukunda saw and brought in Vishesh's vision in co-founding NewJaisa
- Over the years he has gained deep technical knowledge in value chain of key electronic products with focus on R&D and innovation to improve efficiency and deliver quality products
- Has overseen several refurbishment operations including Blubirch (reverse logistics funded startup), Accel Frontline, etc
- He is instrumental in setting up NewJaisa operations which are spread across 12 departments, and running 3 levels of engineering support for ensuring state-of-the-art refurbishment function
- An industry veteran with 25+ years of experience



**Ashish Nirmal**  
**(Chief Financial Officer)**

- Ashish is a seasoned professional with over 8+ years of extensive experience across diverse industries, including CA firms, Edtech, Construction, and Passenger Mobility.
- As a Chartered Accountant by profession, Ashish exemplifies his dedication and proficiency in the financial realm.



**Sharad Somani**  
**(Chief Marketing Officer)**

- Sharad has handled roles in technology, payments, telecom, and financial services space covering digital business management, brand/product marketing, digital marketing, corporate communications, partnerships & alliances, product management / development, sales, and business development - in both B2B and B2C setting over last 20+ years.
- He is MBA from IIM Calcutta and B.E from MNIT, Jaipur

# STATE-OF-THE-ART INFRASTRUCTURE

## Current Setup (Bangalore)



52,000 sqft.



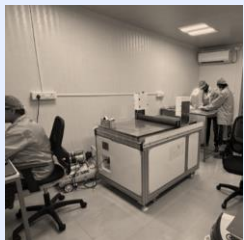
500 seats capacity



400 units/ day production capacity (Up to 250 cr revenue)



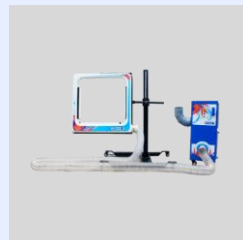
## Our Facilities



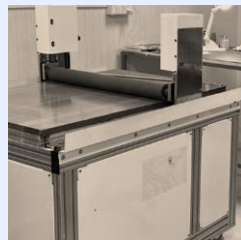
Clean Room



Chip Repair Area with BGA Machines



Paint Booth



Display Lam and Delam Machine



3D Printer  
(Currently Outsourced)



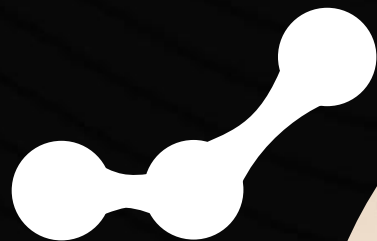
24\*7 Surveillance



Adding  
25,000 sq. ft.  
in future

# 02

## BUSINESS OVERVIEW



# BUSINESS MODEL

1

Our business model encompasses end to end reverse supply chain for IT assets.

2

It involves procuring used IT assets (laptops, desktops and peripherals), refurbishing them to as close to new computer condition, and selling them directly to end use customers – businesses or retail.

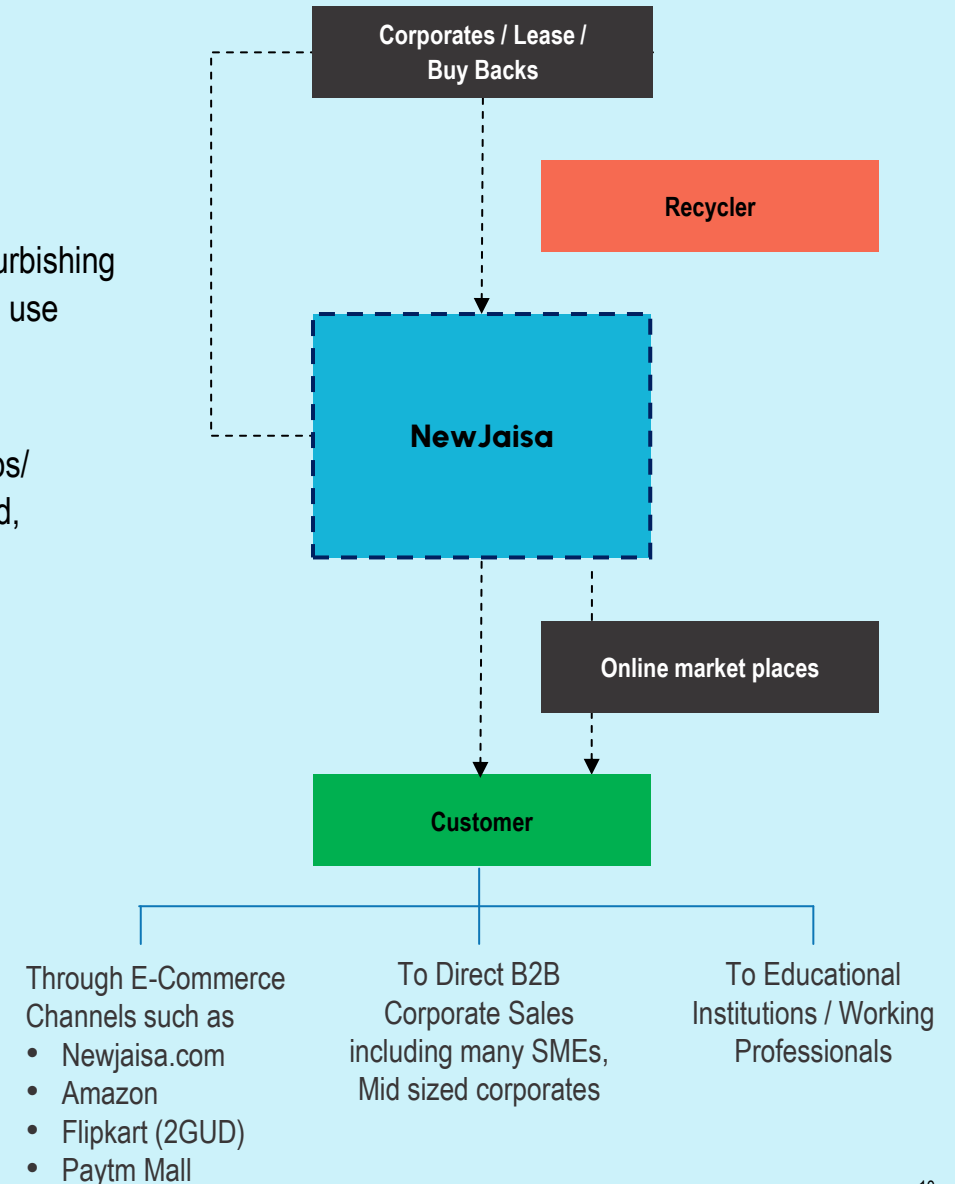
3

Currently the Company is engaged into direct sales of IT Products i.e Laptops/ Chromebooks, Desktops/ Chromeboxes/ Monitors and Accessories (Keyboard, Mouse, WiFi, Speakers) which is its key revenue model

4

High quality, long warranty, minimal further repairs for 12-18 months

NewJaisa's "Value-addition DNA" focuses on providing almost new high-quality products to customers



# CUSTOMER CATEGORIES

Since Inception, NewJaisa's comprehensive platform has delivered **1,50,000 +** high quality refurbished products

## Corporates:

- Increase direct sourcing by Strategic partnerships with corporates
- Increasing the value proposition for purchasing partners / resellers.
- Providing unified ERP solution spanning across supply chain from corporates till end customer life cycle
- Management will help the company to implement lean manufacturing capabilities

## Students:

- Diversified sales channels by focusing on direct sales in particular in students and SME segments
- High demand for refurbished laptops in student segment

## Other Professionals:

- Professionals like entrepreneurs, practising consultants, freelancers who have used high powered devices in their past jobs, prefer machines with similar set-ups
- Expected to be one of the leading client category for future

# MARQUEE BUSINESS PARTNERS ACROSS FUNCTIONS

## Sourcing Partners - Recyclers



## Sourcing Partners – Corporates



## Technology Partners



## Financing Partners



Strategic partnership with major corporates helped us secure competitive edge in early business years

# KEY PRODUCTS



## Laptops

- Lenovo: Thinkpad range
- HP: Chromebook, Elitebook, ProBook range
- Apple: MacBook
- Dell: Latitude range



## Desktops / AiOs

- Lenovo: Thinkcentre range
- ASUS: Chromebox range
- Dell: Optiplex range



## Monitors

- Lenovo: ThinkVision range
- HP: ProDisplay and Compad 19 range
- Dell: Dell 19 range



## Accessories

- Keyboards
- Mouse
- Chargers
- RAM

# OUR VALUE-ADDED REFURBISHMENTS

## By Current Ecosystem

## By NewJaisha



# SWOT ANALYSIS

Attractive Competitive Positioning



## STRENGTHS

- Proprietary and scalable refurbishment process
- Partnership with industry leaders
- Highly qualified team with robust experience



## WEAKNESS

- Consistent availability of skilled engineers can be a challenge
- Complex supply chain – Optimal strategy needed to make sourcing efficient



## OPPORTUNITIES

- Market opportunity from CSR and other ESG linked initiatives
- Expansion into new verticals like tablets and other IT products etc.
- Entry into international market



## THREATS

- High competition in sourcing – can drive up the prices of used laptops
- Weak economic climate – can force cost cutting in companies leading to delayed disposal of used laptops
- Radical technology changes which can bring down the prices of new premium laptops

## CASE STUDIES

**Educational Institute:-** L.R. Academy explored various options to address this challenge.

- They considered purchasing refurbished laptops and desktops as a potential solution.
- Refurbished technology includes Cost-effective, Environmentally friendly and High-quality performance.
- By embracing refurbished technology, L.R. Academy has increased access to technology, improved learning outcomes, cost savings and reduced environmental impact.

(<https://newjaisa.com/blogs/case-study/l-r-academy-partners-with-newjaisa>)

**Entrepreneur:-** Neo Group had problem of securing client's sensitive data.

- They needed Enterprise-grade laptops, On-site support and Agile procurement.
- Newjaisa suggested Dell Latitude 3400 for security of data. This benefitted the firm to secure their sensitive data and performance of the laptop as well.

(<https://newjaisa.com/blogs/case-study/inside-story-of-neo-group-it-transformation>)

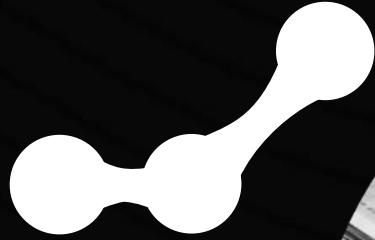
**Engineering College:-** Marathwada Institute of Technology (MIT), relied on a local vendor to procure used laptops and desktops for its students.

- It was unsatisfactory due to Unreliability, Lack of Warranty, Minimal Support and No Buyback Option.
- For more sustainable and cost-effective technology solution, MIT approached Newjaisa.
- The collaboration between two helped technology infrastructure and enhanced students learning experience. It helped in Cost Savings, Reliability Improvement, Extended Equipment Lifespan, Comprehensive Warranty, Buyback Option, Environmental Sustainability and Student Awareness.

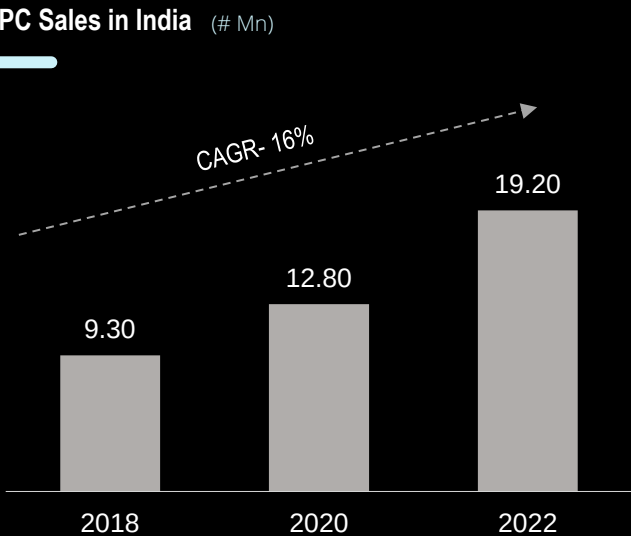
(<https://newjaisa.com/blogs/case-study/mit-embraces-refurbished-technology>)

03

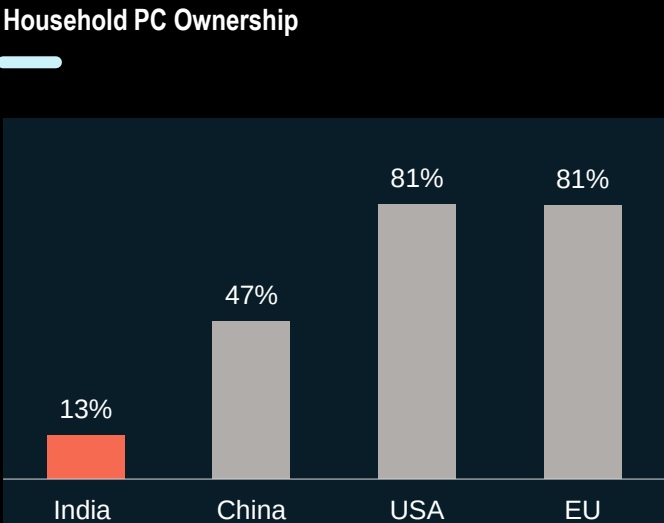
**INDUSTRY  
OVERVIEW**



# INDIA'S LOW PC PENETRATION PRESENTS HIGH GROWTH OPPORTUNITY



Source: Canalys, CMIE, FSIAPL



Huge price difference between new and refurbished high configuration PCs



Corporate preference to scrap PCs after 2-3 year warranty period



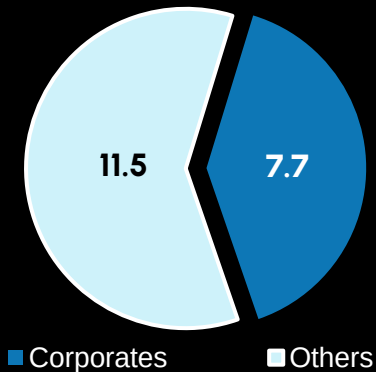
Impact of reduced carbon footprint drives CSR led demand



Increase share of organized players offering high quality refurbished products

# REFURBISHED LAPTOPS PRESENT A \$2.5BN OPPORTUNITY BY FY28 IN INDIA- ADDITIONAL \$1BN POTENTIAL IN OTHER IT HARDWARE CATEGORIES

**Total Addressable Market**  
(mn units sold annually)



Approx ~40% of total PCs estimated to be purchased by Corporate entities

| Laptops Refurbished | Average Selling Price | Serviceable Market (Refurbished PCs) (2022) | Estimated Serviceable Market (Refurbished PCs) (2028) |
|---------------------|-----------------------|---------------------------------------------|-------------------------------------------------------|
| 30%                 | INR 20,000            | ~ INR 45 Bn (~ \$ 575 Mn)                   | ~ INR 200 Bn (~ \$ 2.5 Bn)                            |

Estimated units refurbished in 2-3 year time span

Average price of a refurbished Laptop

Market expected to reach \$2-2.5 Bn by FY28

Organised sector expected to cover ~50% of the market in 2028, up from current ~10%

04

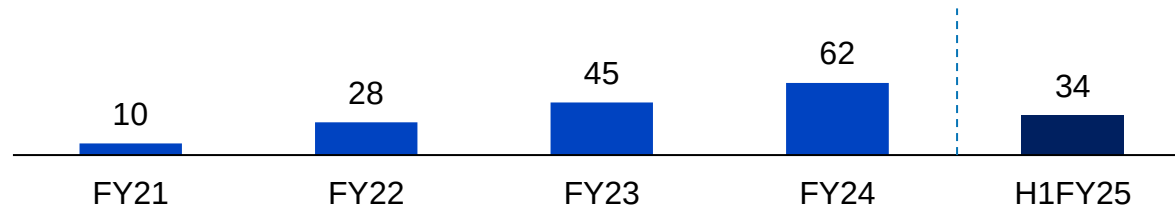
# KEY PERFORMANCE HIGHLIGHTS



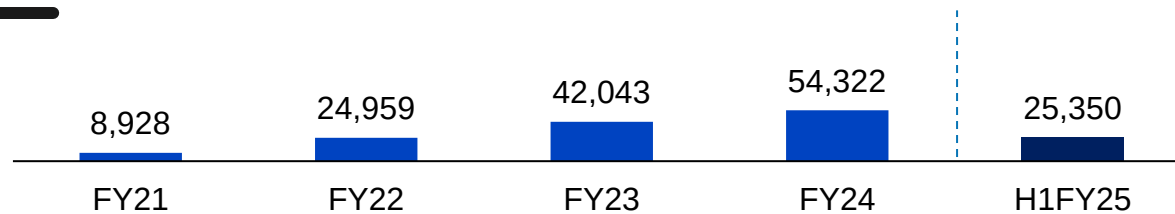
# KEY BUSINESS MILESTONES

INR Cr

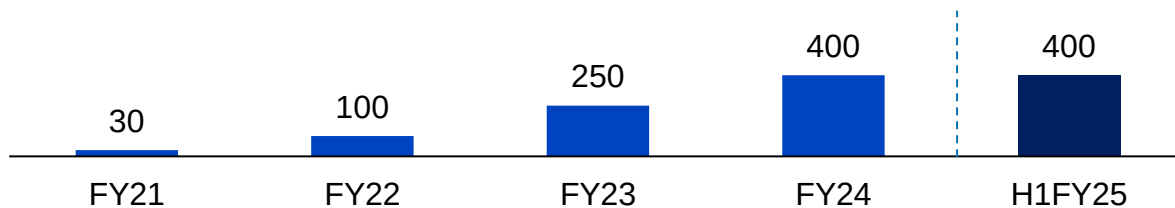
## Robust Revenue Growth



## Unit Sales



## Team Strength



INR **34**<sup>Cr</sup>  
H1FY25  
Sales

**25,350**  
H1FY25  
Unit Sales

**400**  
Strong Team

**52,000 sqft**

Current refurbishment facility in Bangalore

**50+**

Detailed refurbishment checks and parameters

**95% +**

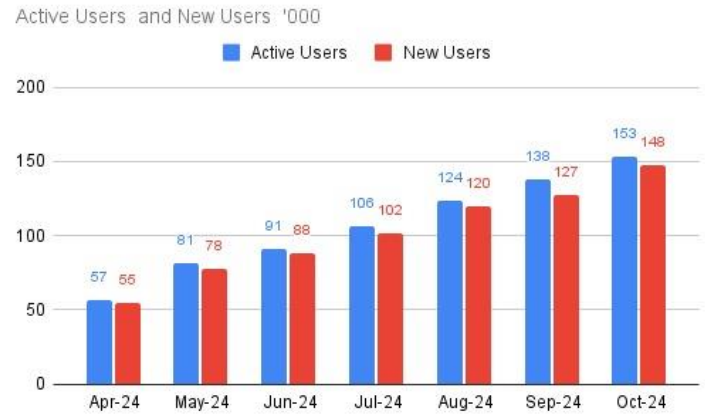
Seller feedback (on Amazon)

**4.5**

Google Rating

# Success Story – Direct Website Sales

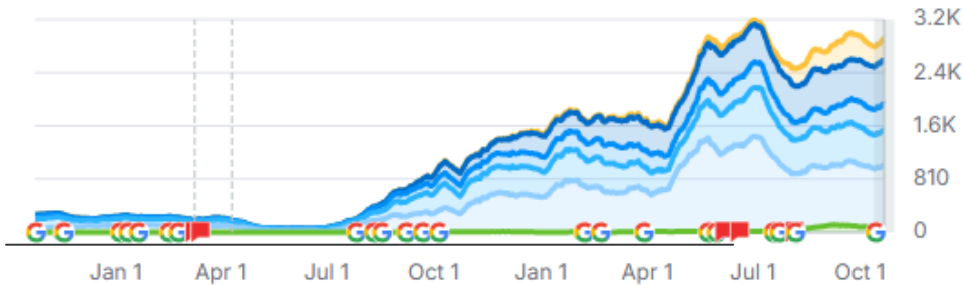
## Traffic Growth



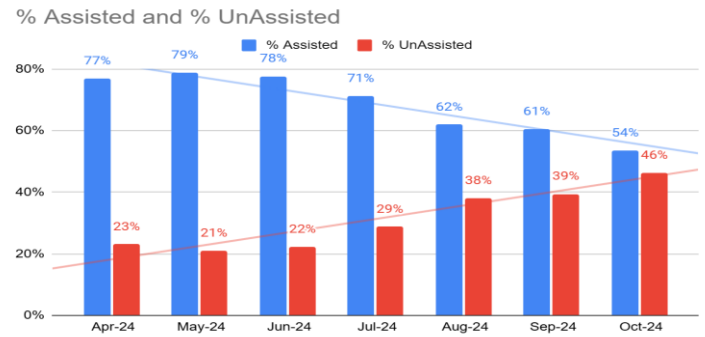
## Top Ranking in Refurbished Laptops Category

Organic Keywords 2,939

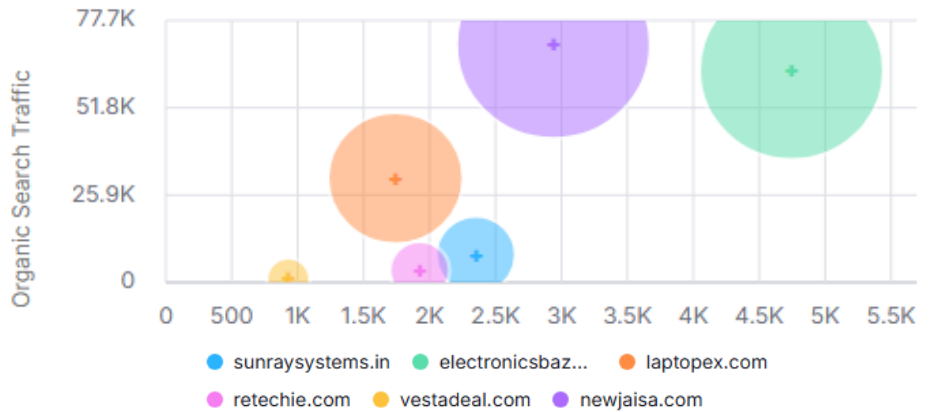
☒ Top 3 
 ☒ 4-10 
 ☒ 11-20 
 ☒ 21-50 
 ☒ 51-100 
 ☒ SERP Features



## Sustained improvement in non-assisted Sales

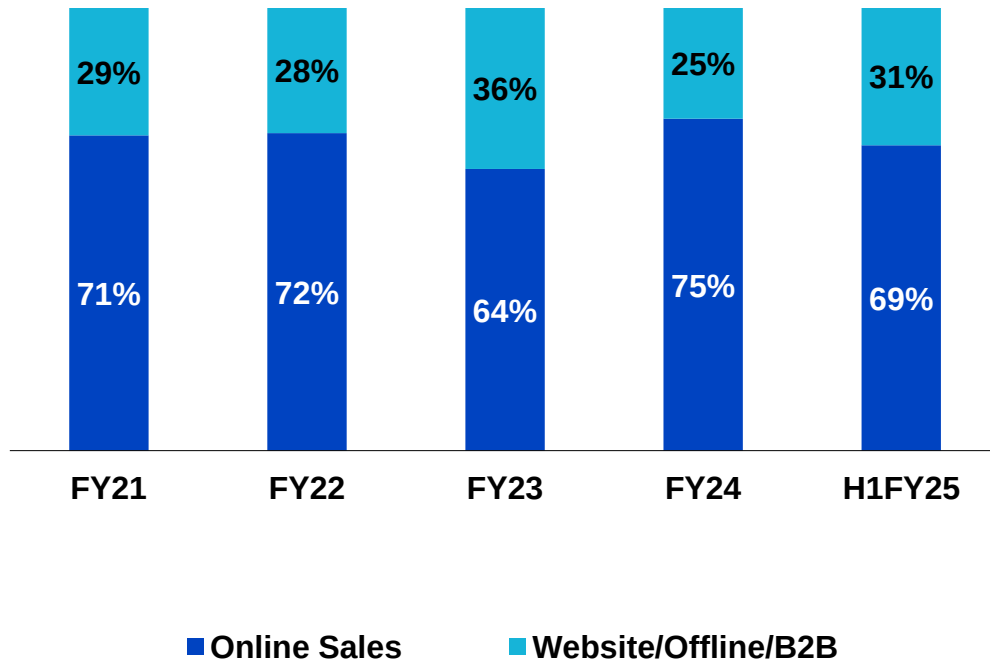


## Competitive Positioning

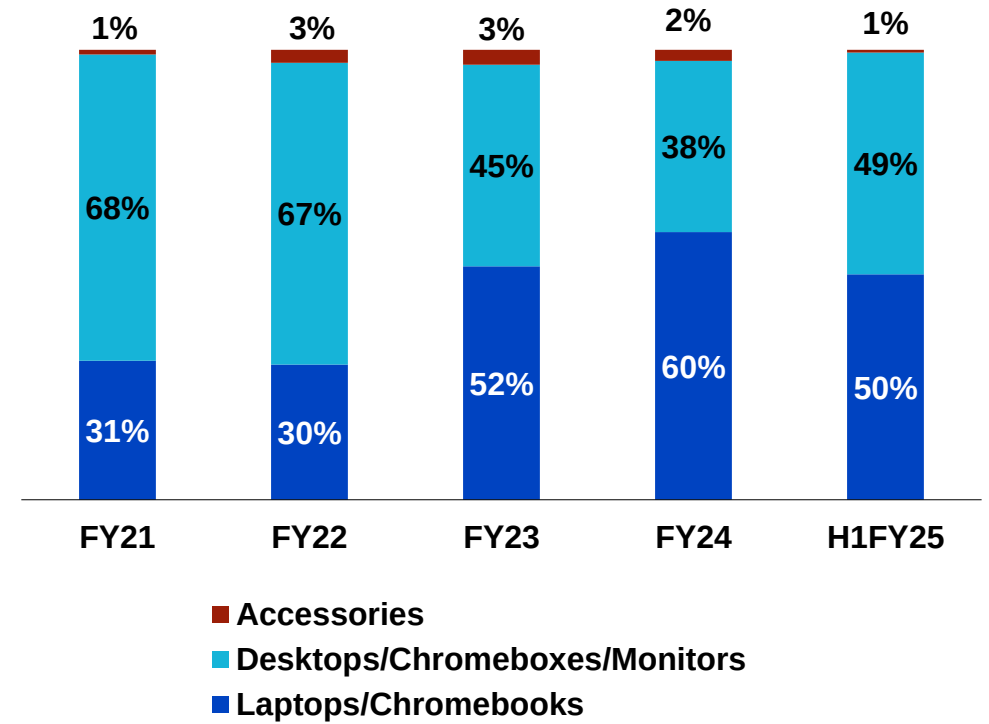


# REVENUE BREAKUP

Channel Wise



Product Wise



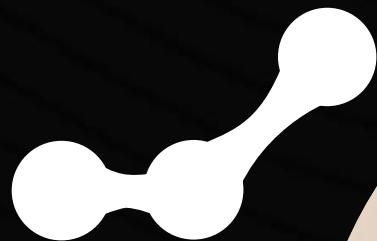
# HALF YEARLY INCOME STATEMENT

| Particulars (Rs. in Lakhs)     | H1FY25         | H1FY24         | YoY%            | FY24           | FY23           | YoY%            |
|--------------------------------|----------------|----------------|-----------------|----------------|----------------|-----------------|
| <b>Revenue from Operations</b> | <b>3,372.3</b> | <b>2,615.4</b> | <b>28.9</b>     | <b>6,173.2</b> | <b>4,453.0</b> | <b>38.6</b>     |
| Cost Of Goods Sold             | 1,867.6        | 1,459.3        | 28.0            | 3,291.9        | 2,520.2        | 30.6            |
| <b>Gross Profit</b>            | <b>1,504.7</b> | <b>1,156.2</b> | <b>30.1</b>     | <b>2,881.3</b> | <b>1,932.8</b> | <b>49.1</b>     |
| <b>Gross Margin</b>            | <b>44.6%</b>   | <b>44.2%</b>   | <b>+41 bps</b>  | <b>46.7%</b>   | <b>43.4%</b>   | <b>+327 bps</b> |
| Employee Cost*                 | 585.5          | 347.0          | 68.7            | 1,085.2        | 468.1          | 131.8           |
| Other Cost                     | 413.2          | 403.6          | 2.4             | 909.5          | 588.0          | 54.7            |
| <b>EBITDA</b>                  | <b>506.0</b>   | <b>405.6</b>   | <b>24.7</b>     | <b>886.6</b>   | <b>876.7</b>   | <b>1.1</b>      |
| <b>EBITDA Margin</b>           | <b>15.0%</b>   | <b>15.5%</b>   | <b>-50 bps</b>  | <b>14.4%</b>   | <b>19.7%</b>   | <b>-533 bps</b> |
| Other Income                   | 14.6           | 1.6            | 820.9           | 7.2            | 0.3            | 2,772.0         |
| Depreciation                   | 85.1           | 2.5            | 3,317.7         | 61.1           | 3.7            | 1,541.4         |
| Interest                       | 26.1           | 51.8           | -49.7           | 58.6           | 54.3           | 7.8             |
| <b>PBT</b>                     | <b>409.4</b>   | <b>352.9</b>   | <b>16.0</b>     | <b>774.2</b>   | <b>818.9</b>   | <b>-5.5</b>     |
| Tax Expenses                   | 70.1           | 63.2           | 10.8            | 142.4          | 143.3          | -0.7            |
| <b>PAT</b>                     | <b>339.3</b>   | <b>289.7</b>   | <b>17.1</b>     | <b>631.8</b>   | <b>675.6</b>   | <b>-6.5</b>     |
| <b>PAT Margin</b>              | <b>10.1%</b>   | <b>11.1%</b>   | <b>-101 bps</b> | <b>10.2%</b>   | <b>15.2%</b>   | <b>-494 bps</b> |
| <b>EPS (Rs.)</b>               | <b>2.01</b>    | <b>1.30</b>    | <b>54.6</b>     | <b>2.29</b>    | <b>3.03</b>    | <b>-24.4</b>    |

\*Employee Cost Includes 21 Lakhs of ESOP Expenses in H1FY25

05

# FINANCIAL OVERVIEW



# ANNUAL INCOME STATEMENT

**86%**  
REVENUE CAGR  
FY21-24

**101%**  
EBITDA CAGR  
FY21-24

**105%**  
PAT CAGR  
FY21-24

| Particulars (Rs. in Lakhs) | FY21  | FY22    | FY23    | FY24    |
|----------------------------|-------|---------|---------|---------|
| Revenue from Operations    | 960.7 | 2,791.9 | 4,453.0 | 6,173.2 |
| Cost Of Goods Sold         | 642.1 | 1,907.1 | 2,520.2 | 3,291.9 |
| Gross Profit               | 318.6 | 884.8   | 1,932.8 | 2,881.3 |
| Gross Margin               | 33.2% | 31.7%   | 43.4%   | 46.7%   |
| Employee Cost              | 76.3  | 223.1   | 468.1   | 1,085.2 |
| Other Cost                 | 132.4 | 360.5   | 588.0   | 909.5   |
| EBITDA                     | 109.9 | 301.2   | 876.7   | 886.6   |
| EBITDA Margin              | 11.4% | 10.8%   | 19.7%   | 14.4%   |
| Other Income               | 0.0   | 0.6     | 0.3     | 7.2     |
| Depreciation               | 0.5   | 2.5     | 3.7     | 61.1    |
| Interest                   | 11.3  | 54.3    | 54.3    | 58.6    |
| PBT                        | 98.1  | 245.0   | 818.9   | 774.2   |
| Tax Expenses               | 24.8  | 64.8    | 143.3   | 142.4   |
| PAT                        | 73.4  | 180.2   | 675.6   | 631.8   |
| PAT Margin                 | 7.6%  | 6.5%    | 15.2%   | 10.2%   |
| EPS (Rs.)                  | 0.33  | 0.81    | 3.03    | 2.29    |

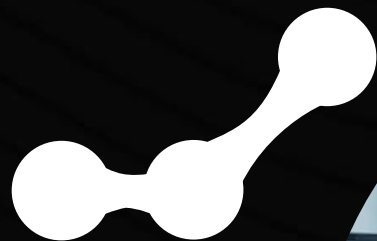
# ANNUAL BALANCE SHEET

| Equity & Liabilities (Rs. in Lakhs)   | FY23            | FY24            | H1FY25           |
|---------------------------------------|-----------------|-----------------|------------------|
| Share Capital                         | 36.00           | 1,609.17        | 1,762.45         |
| Reserves & Surplus                    | 894.12          | 3,912.78        | 7,067.06         |
| <b>Total Equity</b>                   | <b>930.12</b>   | <b>5,521.95</b> | <b>8,829.50</b>  |
| Long Term Borrowings                  | -               | 214.92          | 657.26           |
| Deferred Tax Liabilities              | 0.27            | 4.46            | 2.41             |
| Long Term Provision                   | 4.83            | 11.15           | 16.73            |
| <b>Non-Current Liabilities</b>        | <b>5.10</b>     | <b>230.53</b>   | <b>676.40</b>    |
| Short Term Borrowings                 | 743.70          | 542.45          | 1,022.07         |
| Trade Payables                        | 321.72          | 135.56          | -                |
| Other Current Liabilities             | 119.38          | 142.25          | 115.48           |
| Short Term Provisions                 | 88.68           | 66.83           | 137.62           |
| <b>Current Liabilities</b>            | <b>1,273.48</b> | <b>887.08</b>   | <b>1,275.17</b>  |
| <b>Total Equity &amp; Liabilities</b> | <b>2,208.70</b> | <b>6,639.57</b> | <b>10,781.07</b> |

| Assets (Rs. in Lakhs)         | FY23            | FY24            | H1FY25           |
|-------------------------------|-----------------|-----------------|------------------|
| Fixed Assets                  | 36.08           | 1,218.88        | 1,164.72         |
| Capital Work-In-Progress      | 4.50            | -               | -                |
| Other Non-Current Assets      | 10.66           | 59.40           | 65.80            |
| <b>Non - Current Assets</b>   | <b>51.24</b>    | <b>1,278.28</b> | <b>1,230.52</b>  |
| Inventories                   | 1,282.75        | 2,748.73        | 3,461.94         |
| Trade Receivables             | 572.17          | 856.49          | 1,556.48         |
| Cash & Cash Equivalents       | 140.71          | 723.63          | 3,569.12         |
| Short Term Loans and Advances | 161.82          | 1,032.43        | 963.01           |
| <b>Current Assets</b>         | <b>2,157.44</b> | <b>5,361.29</b> | <b>9,550.55</b>  |
| <b>Total Assets</b>           | <b>2,208.70</b> | <b>6,639.57</b> | <b>10,781.07</b> |

06

# WAY FORWARD



# GROWTH STRATEGY (1/2)

Clearly defined strategy to focus on markets, customers, operational & financial excellence

## Group's Core Strategy

- 1 Sales Diversification
- 2 Brand Building
- 3 Product Expansion
- 4 Value Driven Sourcing
- 5 Engineered Operations
- 6 Deeper Tech Integration

## Our Goals (3-5 years)

Become #1 refurbished IT electronics player with **15-20% share of overall market**

Develop strong international presence across **various countries**

Leverage our platform to increase our reach across **2-4 new product categories**

Source **80% materials** directly from corporate entities

# GROWTH STRATEGY (2/2)

## Sales Diversification

### Build D2C offline channels

- College/school program offering PCs at further discount to students. E.g. IIIT and Phoenix Green
- SME: Hardware as a Service (HaaS) | Rental mode
- Modern trade

### Own online channel scale to 30% International markets

- Initiate India as COE for refurbishing
- Build sales presence across Africa and South Asia

## Product Expansion

### Plans to leverage existing refurbishment platform to newer product categories

#### Products of interest –

- IT Accessories
- ACs
- Mobile Phones

## Engineered Operations

- Deliver 30% productivity improvement
- Increase the proportion of repaired parts in overall refurbishment (as opposed to replacement)
- Laptop refurbishment productivity per employee to increase from 1.0x to 2.5x



## Brand Building

- Website overhaul & revamp with latest UI/ UX
- Mobile experience center
- Partnerships & tie-ups – Edtech, SME partners
- Brand promotion & PR
- Influencers & brand ambassador engagement

## Value Driven Sourcing

### Deliver 80% direct corporate purchase | OEM tieups

- Strategic partners
- Better value proposition: ReCycle + CSR + Security

## Deeper Tech Integration

- Corporate liquidation marketplace – Automated platform for entire ecosystem offering features such as asset testing, price discovery, e-auction etc.
- Automated QC V2
- Industry 4.0
- Ground up website
- Deeper ERP integration
- Analytics integration in decision making

# NewJaisa Campaigns

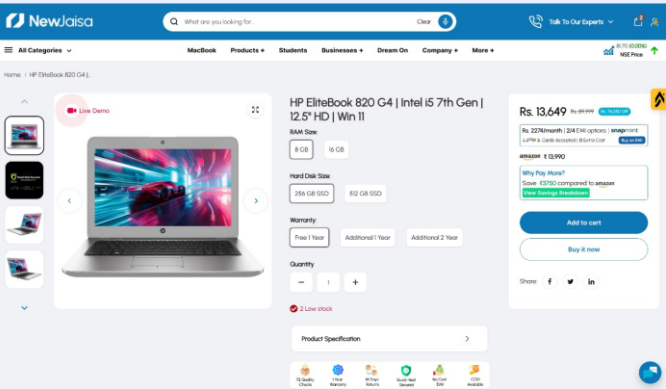
## Diwali Campaign



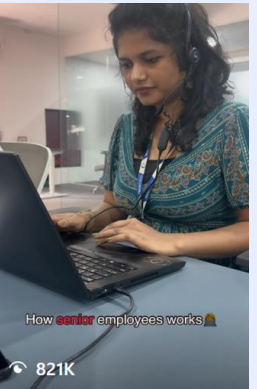
## Back to School Campaign



## Website Revamp – Shopify 2.0



## Social Media/Influencer Campaigns



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# THANK YOU !

 NewJaisa