

PRESS RELEASE



Mumbai, 28 June 2021

INTRASOFT TECHNOLOGIES LIMITED REPORTS **RESULTS FOR Q4 FY 2020-21**

IntraSoft Technologies Ltd. (BSE: 533181, NSE: ISFT) today announced its Results for the Quarter and Financial Year ended 31 March 2021.

Q4 and FY 2020-21 HIGHLIGHTS:

- Operating Cash Flow for the quarter was \$1.65 million, as against \$(1.26) million in the comparable quarter last year.
- Operating Cash Flow for the financial year was \$4.15 million, as against \$(0.39) million last year.

MANAGEMENT'S STATEMENT ON THE E-COMMERCE BUSINESS

"This quarter's cash flow performance carries forward the year's momentum," said Arvind Kajaria, Managing Director. "It's an outcome of the challenges we undertook to strengthen the business foundation. We continue to invest towards building the team, and work in line with our focus for the next year."

Other Highlights:

- Revenue for the quarter stood at \$14.44 million, as against \$16.83 million in the comparable quarter last year. For the financial year it was \$81.31 million, as against \$82.03 million last year.
- Accounts Payable at the end of 31st March was \$3.30 million, as compared to \$3.36 million same time last year. This reflects approximately 17.8 Accounts Payable Days on an annualized basis.
- Inventories at the end of 31st March was \$13.53 million, as compared to \$16.25 million same time last year. This reflects approximately 3.9 Inventory Turns on an annualized basis.
- Accounts Receivable at the end of 31st March was \$0.17 million, as compared to \$0.27 million same time last year. This reflects approximately 1.5 Accounts Receivable Days on an annualized basis.

Notes

1. The Company's primary business is in the area of E-Commerce, carried out by its wholly owned subsidiary in the United States of America. Accordingly, the updates for E-Commerce reflect the consolidated performance of the E-Commerce division only, and not the consolidated operations of IntraSoft Technologies Ltd.
2. Accounts Payable reflects amounts due to our suppliers, carriers, fulfillment partners & payment services.
3. Inventories number reflects the total of goods in transit from suppliers to the fulfillment centers, inventories at the fulfillment centers & goods in transit to the customers (as the company recognizes revenue on delivery).
4. Net Working Capital numbers reflect updated numbers based on Accounts Payable & Inventories as per Notes 2 & 3 above.

ABOUT INTRASOFT TECHNOLOGIES LIMITED:

IntraSoft Technologies Limited owns & operates 123Stores, an E-Commerce Retailer.

123Stores, Inc. is an E-Commerce Retailer serving the US market. We harness our strong technology backbone that combines supply-chain logistics with real-time marketplace data, to create a compelling selling platform for our brand-partners. The Company is ranked #232 on the Internet Retailer's 2019 Top 1000 list and is ranked #689 in Inc. 5000 (2017) list of fastest growing private US companies.

IntraSoft Technologies Limited also owns & operates 123Greetings.com, the world's leading online destination for human expressions reaching 95 million visitors annually.

FOR MORE INFORMATION PLEASE CONTACT:

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CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:

This document includes certain forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company operates. IntraSoft Technologies Limited may make additional written and oral forward-looking statements and is under no obligation to update or alter its forward-looking statements to reflect actual results, changed assumptions or other factors.



INTRASOFT TECHNOLOGIES LIMITED

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Website : www.itindia.com **CIN : L24133MH1996PLC197857**

STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2021

₹ In Lakhs

PARTICULARS	Quarter Ended			Year Ended	
	31.03.2021	31.12.2020	31.03.2020	31.03.2021	31.03.2020
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Income					
I Revenue from Operations	10642.45	12232.94	12452.25	61313.38	59067.54
II Other Income	42.11	270.12	155.23	635.16	485.42
III Total Income (I + II)	10684.56	12503.06	12607.48	61948.54	59552.96
IV Expenses					
(a) Cost of Goods Sold	6551.51	8282.18	9229.15	42507.25	43643.37
(b) Shipping and Handling Expenses	1522.54	1451.70	888.00	7234.64	5255.92
(c) Sales and Marketing Expenses	1470.26	1579.07	1447.08	7860.08	6637.98
(d) Employee Benefit Expenses	412.31	460.53	408.48	1677.32	1566.92
(e) Finance Costs	81.78	64.32	162.69	325.14	553.87
(f) Depreciation and Amortisation Expense	33.95	38.38	107.19	281.65	409.43
(g) Other Expenses	325.04	307.17	372.44	1194.51	1272.24
Total Expenses	10397.39	12183.35	12615.03	61080.59	59339.73
V Profit Before Tax (III - IV)	287.17	319.71	-7.55	867.95	213.23
VI Tax expense					
(a) Current Tax	-10.28	25.59	23.13	67.33	39.28
(b) Deferred Tax	123.39	-26.63	-25.70	27.75	-36.74
(c) Income Tax (earlier years)	11.96	-73.65	0.00	-61.40	-0.18
VII Net Profit for the Period (V - VI)	162.10	394.40	-4.98	834.27	210.87
VIII Other Comprehensive Income					
(i) Items that will not be reclassified subsequently to Profit or Loss					
Remeasurement benefit of post employment defined benefit obligations	16.57	-5.50	-2.63	0.07	-10.73
Income tax effect on above	-4.50	1.48	0.78	-0.07	2.97
(ii) Items that will be reclassified subsequently to Profit or Loss					
Gain on fair value of investments in debt instruments through OCI	-10.12	7.63	-15.79	21.68	3.91
Exchange differences on translation of financial statements of foreign operations	5.46	-46.20	250.64	-146.09	367.69
Income tax effect on above	2.82	-2.13	4.39	-6.03	-1.09
IX Total Comprehensive Income for the Period (VII + VIII)	172.33	349.68	232.41	703.83	573.62
X Paid up Share Capital (face value of ₹ 10 each, fully paidup)	1473.17	1473.17	1473.17	1473.17	1473.17
XI Reserves excluding revaluation reserve/ Other equity				13872.72	13316.18
XII Earnings per Share (EPS) (₹)					
Basic and diluted EPS	1.10	2.68	-0.03	5.66	1.43
XIII Additional Information on Standalone Financial Results is as follows:					
Revenue from Operations	91.69	198.66	259.34	703.34	690.06
Profit/(Loss) before Tax	-115.39	148.86	89.97	302.11	138.38
Profit/(Loss) after Tax	-106.08	151.47	80.72	323.92	118.88

NOTES:

- These consolidated financial results have been prepared in accordance with Indian Accounting Standards notified under Section 133 of the Companies Act 2013 ("the Act") read with Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards) (Amendment) Rules, 2016. These results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 28 June 2021.
- Statutory Auditors of the Company have audited the results for the quarter and year ended 31 March 2021. An unmodified audit opinion has been issued and the same is being filed with the stock exchanges along with the above results. The financial figures of the last quarter i.e quarter ended 31 March 2021 are the balancing figures between audited figures in respect of the full financial year ended on 31st March 2021 and published year to date figure upto the third quarter i.e 31st December 2020 of the current financial year.
- Consolidated Statement of Assets and Liabilities and Cash Flows are attached in Annexure I and Annexure II respectively.
- As per the requirements of IND AS 108 as notified under Companies (Indian Accounting Standards) Rules 2015 as specified under Section 133 of the Companies Act, no disclosure is required as the Company is operating in single business segment of Internet based delivery of products and services.
- The Group has, in the preparation of these consolidated financial statements, considered the possible effects that may result from COVID-19 pandemic, including the recoverability of carrying amounts of financial and non-financial assets. In developing the assumptions relating to the possible future uncertainties in the global economic conditions because of the pandemic, the Group has, at the date of approval of these consolidated financial statements, used internal and external sources of information including credit reports and related information and economic forecasts and expects that the carrying amount of these assets will be recovered in due course of time.
- The Indian Parliament has approved the Code on Social Security, 2020 which would impact the contributions by the company towards Provident Fund and Gratuity. The Ministry of Labour and Employment has released draft rules for the Code on Social Security, 2020 on November 13, 2020, and has invited suggestions from stakeholders which are under active consideration by the Ministry. The Company and its Indian subsidiaries will assess the impact and its evaluation once the subject rules are notified and will give appropriate impact in its financial statements in the period in which, the Code becomes effective and the related rules to determine the financial impact are published.
- The Board of Directors recommended a Dividend @ 10%, i.e. ₹ 1 per Equity Shares for the Financial Year 2020-21 at this meeting.
- The Consolidated financial results of the Company for the quarter and year ended 31 March 2021 are available on the Company's website www.itindia.com.

For IntraSoft Technologies Limited

Arvind Kajaria
Managing Director
DIN: 00106901



Scan this QR code to download Audited Financial Results for the Quarter and Year Ended 31 March 2021.

Place: Kolkata
Dated: 28th June, 2021

Consolidated Statement of Assets and Liabilities

	As at	
	31-03-2021 (Audited)	31-03-2020 (Audited)
ASSETS		
Non-current Assets		
Property, Plant and Equipment	1523.25	1646.42
Right of Use Assets	0.53	1180.32
Other Intangible Assets	8.19	15.76
Other Intangible Assets under Development	6125.07	2113.92
Financial Assets		
(i) Investments	433.44	673.37
(ii) Loans	3.47	5.25
Deferred Tax Assets (Net)	1932.77	2012.19
Income Tax Assets (Net)	39.45	52.91
Other Non-current Assets	71.79	230.23
	10137.96	7930.37
Current Assets		
Inventories	9892.10	12278.49
Financial assets		
(i) Investments	6756.23	6384.67
(ii) Trade Receivables	196.13	267.51
(iii) Cash and Cash Equivalents	1033.39	1769.15
(iv) Other Bank Balances	57.51	116.15
(v) Loans	0.00	2.57
Current Tax Assets (net)	0.00	13.58
Other Current Assets	263.73	352.82
	18199.09	21184.94
	28337.05	29115.31
TOTAL ASSETS		
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	1473.17	1473.17
Other Equity	13872.72	13316.18
	15345.89	14789.35
Liabilities		
Non-current Liabilities		
Financial Liabilities		
(i) Borrowings	9804.02	9711.69
(ii) Lease Liability	0.00	1002.36
(iii) Other Financial Liabilities	2.01	2.01
Provisions	134.47	130.97
Deferred Tax Liabilities (Net)	92.55	116.04
Other Non-current Liabilities	99.50	101.48
	10132.55	11064.55
Current Liabilities		
Financial Liabilities		
(i) Trade Payables	2161.01	1850.13
(ii) Lease Liability	0.63	232.16
(iii) Others Financial Liabilities	228.19	367.12
Provisions	6.18	4.40
Current Tax Liabilities (Net)	17.81	2.33
Other Current Liabilities	444.79	805.27
	2858.61	3261.41
	28337.05	29115.31
TOTAL EQUITY AND LIABILITIES		

Consolidated Statement of Cash Flows

	As at	
	31.03.2021 (Audited)	31.03.2020 (Audited)
A. Cash flow from operating activities		
Profit before tax	867.95	213.23
Adjustments for:		
Depreciation and Amortisation Expense	281.65	409.43
Loss on sale of property, plant and equipment	10.60	0.26
Impairment of Non Convertible Debenture	5.00	0.00
Dividend Income	-28.87	0.00
Net gain on sale of investments measured at FVTPL	-429.33	-226.94
Net gain arising on remeasurement of investments measured at FVTPL	0.00	-108.42
Net gain on Lease Modification	-57.19	0.00
Foreign exchange loss (net)	15.19	10.69
Finance costs	325.14	553.87
Interest income	-105.07	-137.04
Operating profit before working capital changes	885.07	715.08
Adjustments for working capital changes:		
Decrease in trade receivables	56.19	882.45
Decrease/(increase) in inventories	2386.39	-2370.85
Decrease in loans	4.35	70.89
Decrease in financial assets	0.00	0.27
Decrease in other assets	239.84	335.03
Increase in provisions	5.35	32.96
Decrease in financial liabilities	-138.50	-129.16
Decrease in other liabilities	-362.46	-214.81
Increase/ (Decrease) in trade payables	310.88	-547.74
Cash generated from/ (used in) operating activities	3387.11	-1225.88
Income tax paid (net of refunds)	48.76	-53.33
Net cash generated from / (used in) operating activities (A)	3435.87	-1279.21
B. Cash flow from investing activities:		
Purchase of investments	-3843.65	-8123.56
Sale of investments	4163.03	8808.57
Purchase of property, plant and equipment	-35.60	-167.57
Purchase of other intangible assets	-4079.56	-728.15
Proceeds from sale of property, plant and equipment	73.93	2.21
Decrease/ (Increase) in Other Bank Balances	59.99	-11.14
Interest received	105.07	137.04
Dividend Received	28.87	0.00
Investment in/ (Maturity of) fixed deposits (net)	-1.35	23.09
Net cash used in investing activities (B)	-3529.27	-59.51
C. Cash flow from financing activities:		
Proceeds from long-term borrowings	92.33	2774.06
Repayment of lease liabilities (net)	-152.07	-280.05
Dividend paid (including taxes thereon)	-147.72	-356.42
Interest and finance cost	-288.81	-471.16
Net cash generated from/ (used in) financing activities (C)	-496.27	1666.43
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	-589.67	327.71
Cash and cash equivalents at the beginning of the year	1769.15	1073.75
Effect of currency translation on cash and cash equivalents	-146.09	367.69
Cash and cash equivalents at the end of the year	1033.39	1769.15