

# IntraSoft Technologies Limited



**Investor Presentation**  
**14<sup>th</sup> August, 2023**

**BSE: 533181, NSE: ISFT**



**123Stores**

**123Stores**

E-Commerce Subsidiary of IntraSoft  
Technologies Ltd

# We are an Amazon Retailer

What we do?



Our value proposition



Products we sell



- ✓ We are amongst the top 300 e-commerce retailers on the Amazon US marketplace #
- ✓ We enable small and medium businesses (our brand partners) in the US to sell their products on Amazon
- ✓ We sell 150,000 + products across all major categories – home & kitchen, garden & outdoor, tools & more

Source(s): #Marketplace Pulse

# Our Business Model

*Our end-to-end solution enables brand partners to grow their business on Amazon without the need for dedicated resources*



Premium seller on Amazon US with 96% Life-time rating

## Customers

We service millions of marketplace customers

*Marketplace management*

*Brand/Supplier Management*

**123Stores**

**Technology and Infrastructure**

*Customer support*

*Supply Chain Management*

## Brand Partners

We have a wide network of 300+ brand partners

## Logistics Partners

We have partnered with leading logistic companies – UPS and Fedex for fast and accurate order fulfillment

# Our Platform Features





# Financial Performance Of IntraSoft Technologies Ltd



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended	
	Jun-23	Jun-22
	₹ (In Lakhs)	
Revenue From Operations	12,041.95	10,675.68
Cost of Goods Sold (Incl. Shipping)	9,112.16	8,046.12
<b>Gross Profit</b>	<b>2,929.79</b>	<b>2,629.56</b>
Sales & Marketing Expenses	1,630.33	1,421.89
Employee Benefit Expense	477.91	509.16
General & Administrative Expenses	339.1	388.89
<b>Earnings From Operations</b>	<b>482.45</b>	<b>309.62</b>
Other Income (Net)	183.12	42.05
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>665.57</b>	<b>351.67</b>
Depreciation & Amortization	25.41	29.29
<b>Earnings Before Interest &amp; Tax</b>	<b>640.16</b>	<b>322.38</b>
Finance Costs	288.41	116.04
<b>Profit Before Tax (PBT)</b>	<b>351.75</b>	<b>206.34</b>
Tax Expense	74.48	40.85
<b>Profit After Tax (PAT)</b>	<b>277.27</b>	<b>165.49</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 23	Jun – 22
ASSETS	₹ (In Lakhs)	
<b>Non-current assets</b>		
Property, plant and equipment	1,393.32	1,458.52
Other intangible assets	7.11	6.51
Other intangible assets under Development	16,004.64	12,181.24
Financial assets		
(i) Investments	1,896.00	637.79
(ii) Other financial assets	3.76	3.61
Deferred tax assets (net)	1,857.07	1,926.84
Non-current tax assets	24.18	22.36
Other non-current assets	50.53	69.49
	21,236.61	16,306.36
<b>Current assets</b>		
Inventories	9,034.84	8,841.91
Financial assets		
(i) Investments	6,228.27	6,811.81
(ii) Trade receivables	249.47	316.33
(iii) Cash and cash equivalents	157.66	902.58
(iv) Other bank balances	98.18	54.65
(v) Loans	0.00	152.18
(vi) Other financial assets	2.03	0.00
Current tax assets	42.09	6.32
Other current assets	224.61	180.73
	16,037.15	17,266.51
<b>TOTAL ASSETS</b>	<b>37,273.76</b>	<b>33,572.87</b>





# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 23	Jun – 22
EQUITY AND LIABILITIES	₹ (In Lakhs)	
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	16,645.83	15,619.01
	18,119.00	17,092.18
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	13,865.90	11,767.18
Provisions	177.35	155.66
Deferred tax liabilities (net)	1,364.77	1,134.74
Other non-current liabilities	95.00	97.00
	15,503.02	13,154.58
<b>Current liabilities</b>		
Financial liabilities		
(i) Borrowings	851.23	512.96
(ii) Trade payables	1,688.99	2,104.79
(iii) Other Financial liabilities	995.51	280.15
Other current liabilities	107.27	422.20
Provisions	8.00	6.01
current tax liabilities	0.74	0.00
	3,651.74	3,326.11
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>37,273.76</b>	<b>33,572.87</b>



# IntraSoft Technologies Ltd

## For Further Information, Please Contact

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### Company :

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