

# IntraSoft Technologies Limited

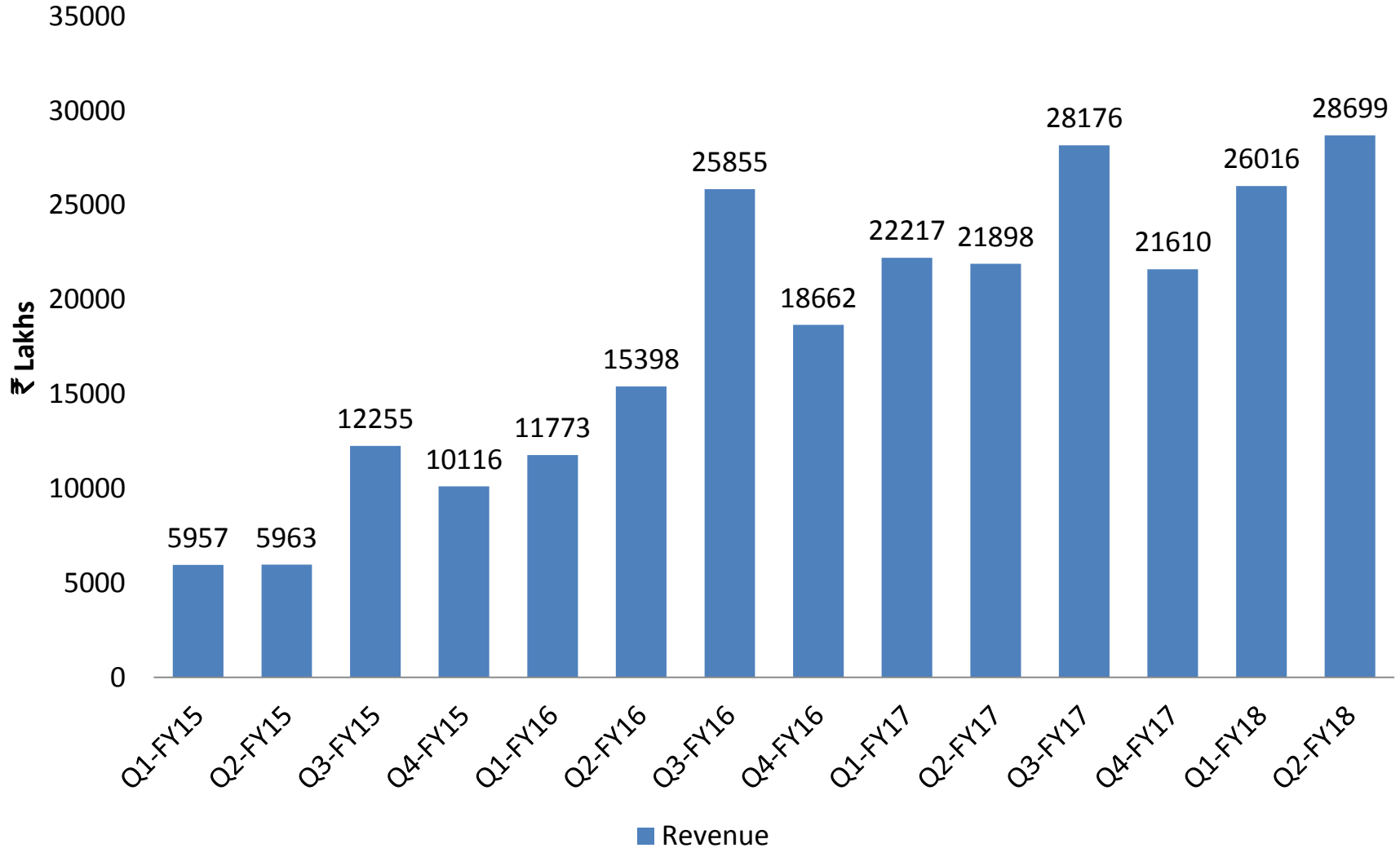


**Investor Presentation**  
**9<sup>th</sup> November, 2017**

**BSE: 533181, NSE: ISFT**

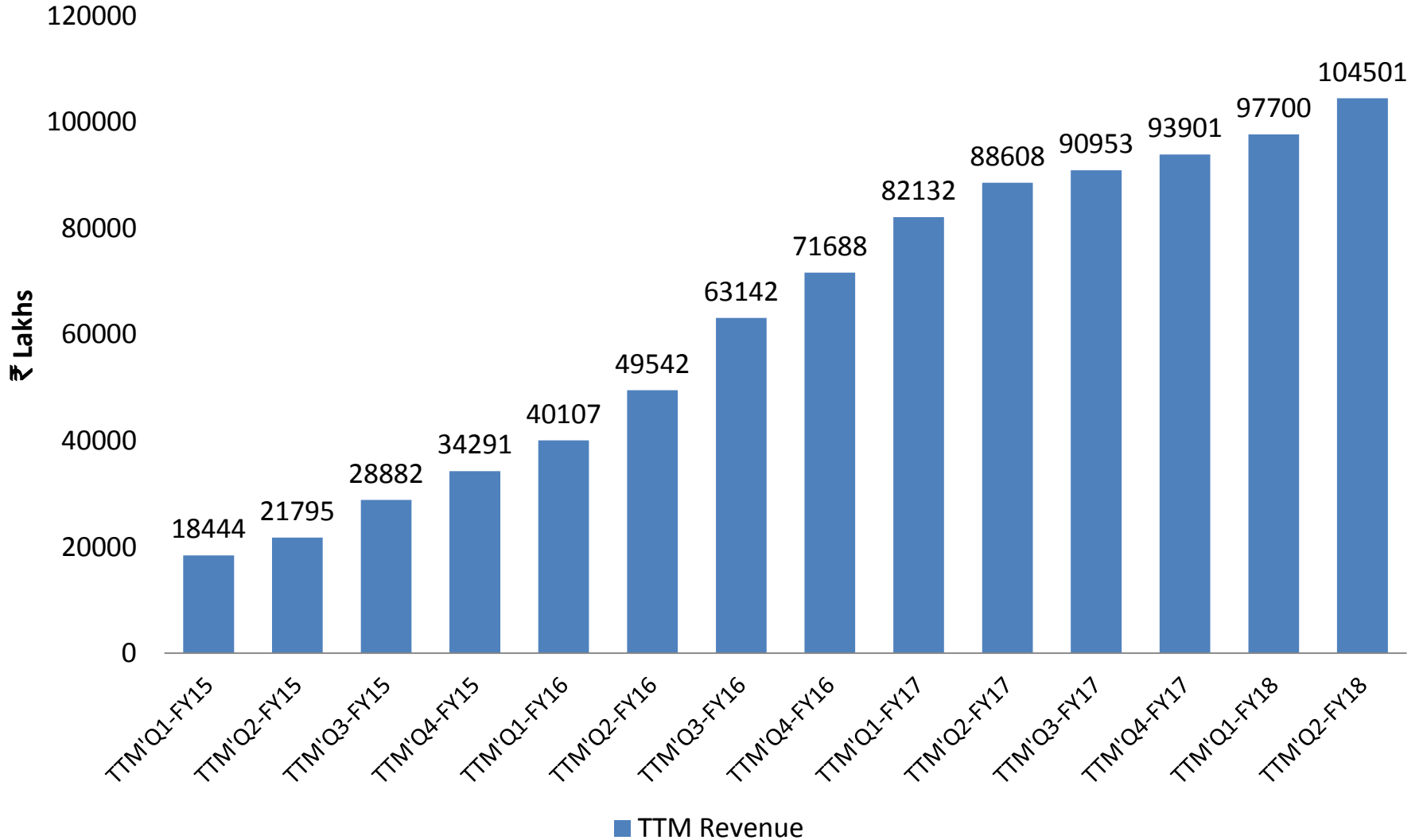


## Revenue Continues To Grow Above Industry Rates





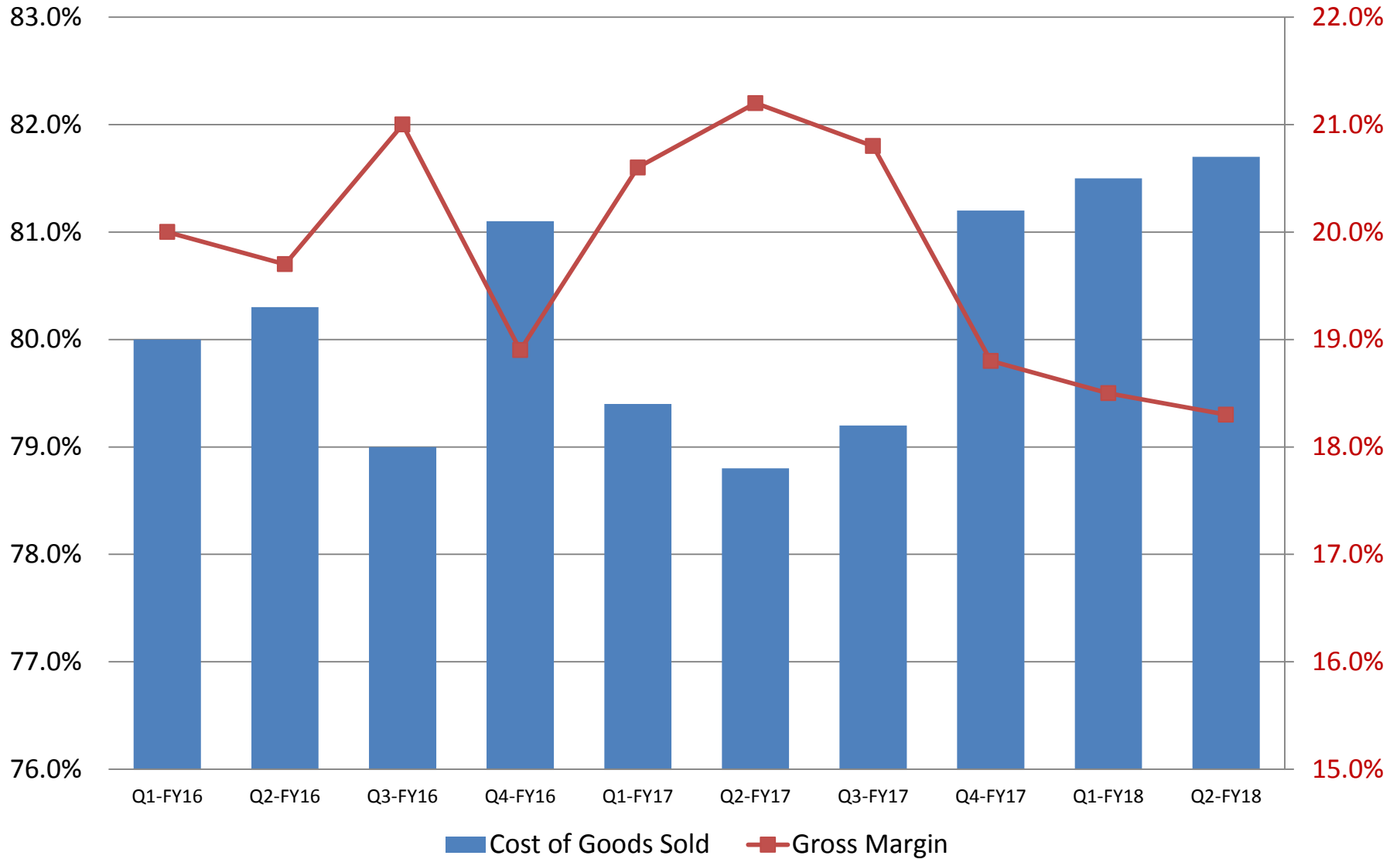
# TTM Revenue Is On The Rise



TTM refers to Trailing Twelve Months



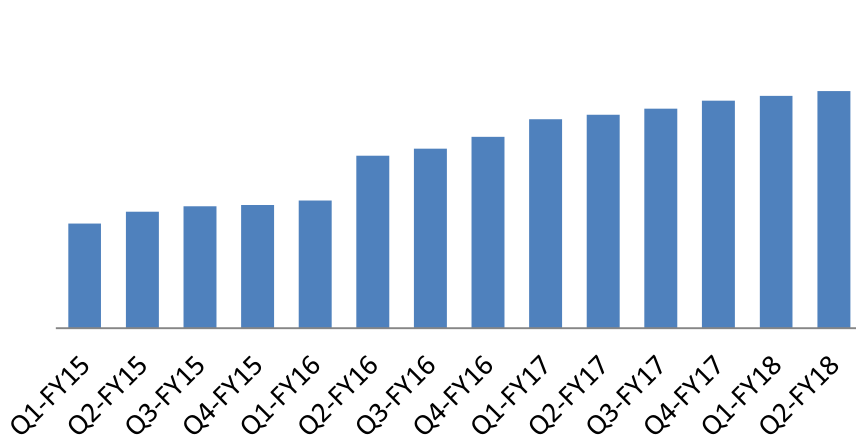
# While Maintaining Gross Margin



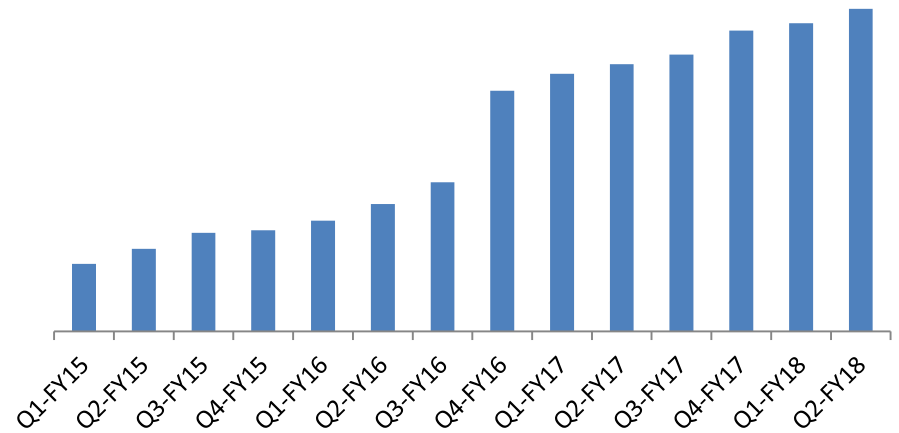


# Growth in products & suppliers continue, whilst maintaining a healthy category mix

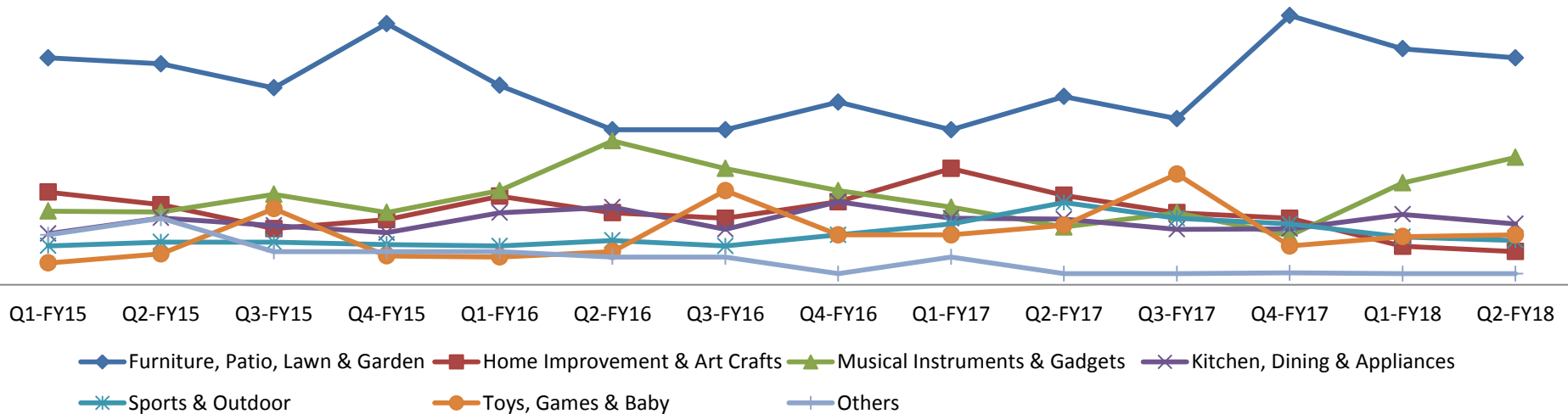
## Number of Suppliers



## No. of Products (SKUs)



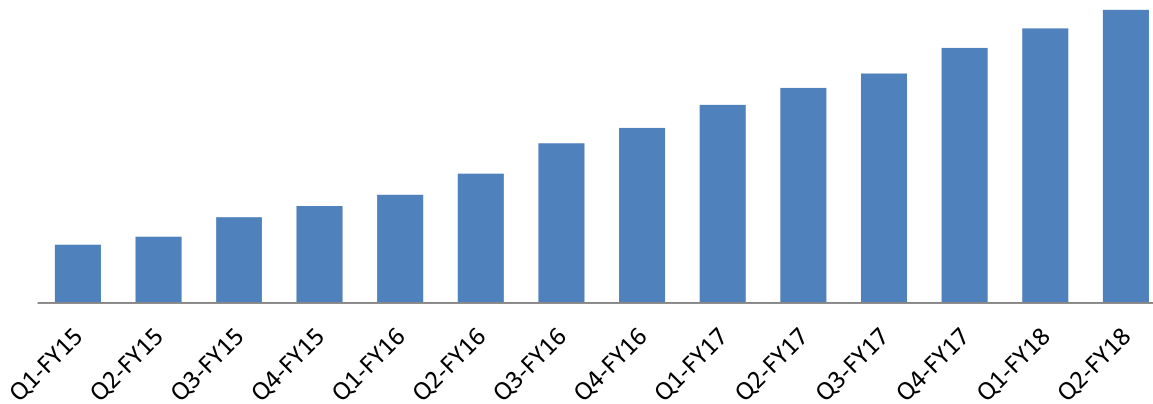
## Diversified Category Mix





# Investment in Technology and Automation continues to increase

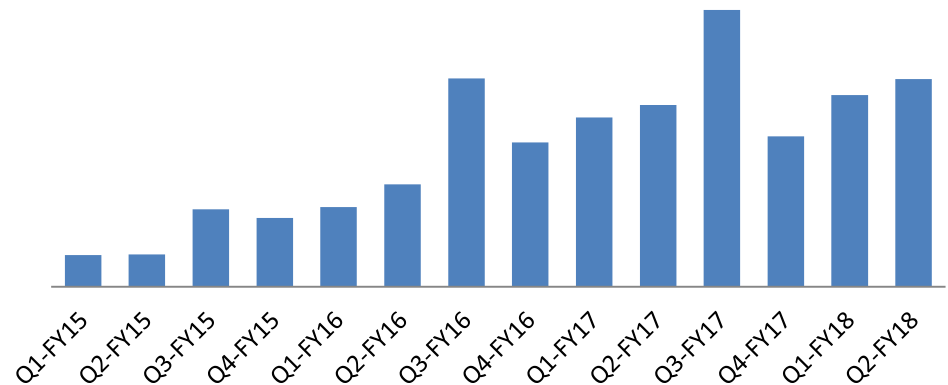
## Revenues per Employee - TTM



Higher Levels Of Automation Leads To Improved Productivity

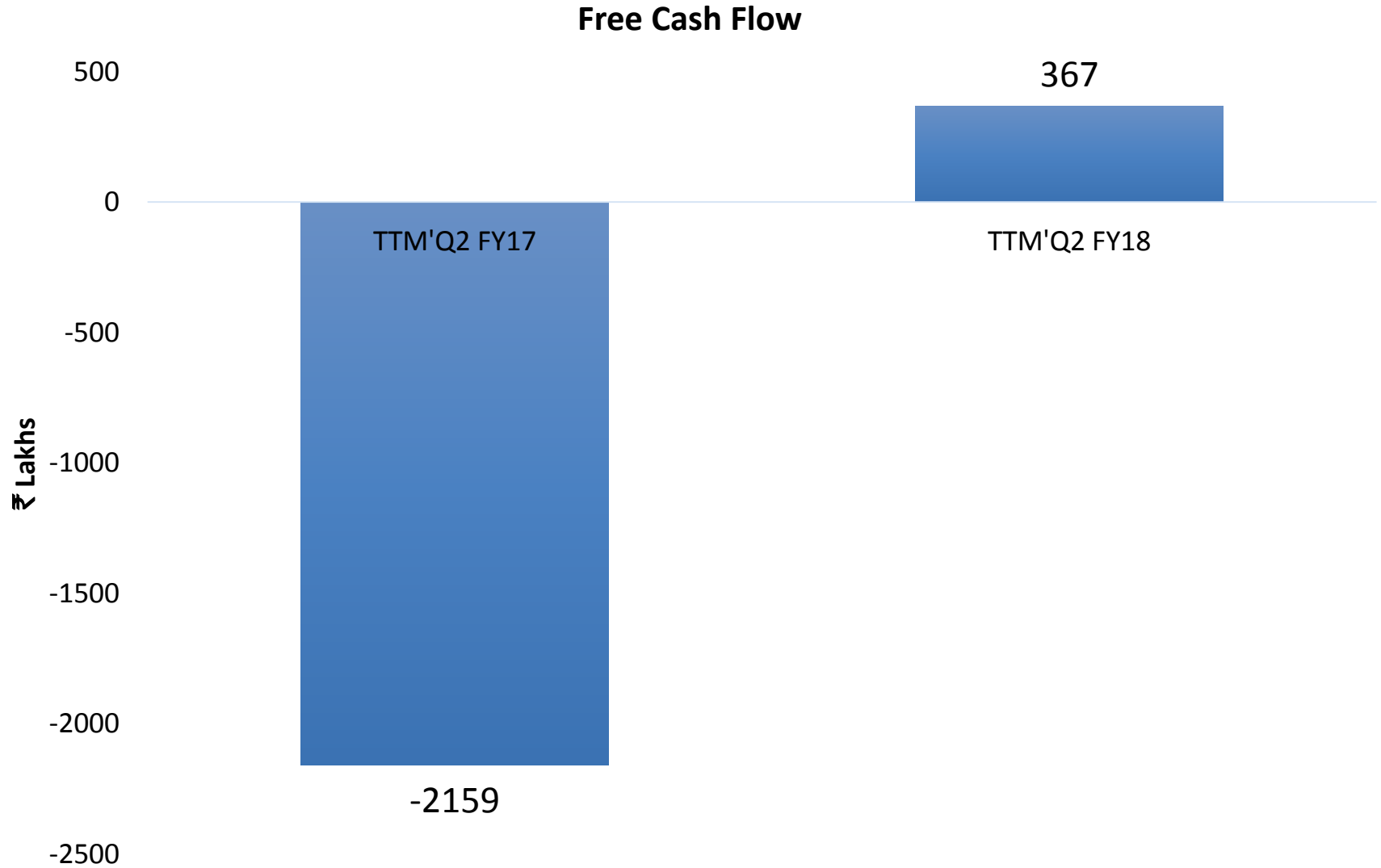
We Relentlessly Deploy Our Technological Expertise Towards Building Highly Automated Order Fulfilment Systems, Which Allows Us To Scale

## No. of Orders





# Free Cash Flow is being generated YOY...





# Fast Moving Inventory Model

- **Only SKUs With High Saleability**

- Fast Moving SKUs And Longer Life Cycle Products
- Use Of Business Analytics And Business Intelligence
- Past History Of The Product

- **Fast Ship-out Times**

- Able To Ship Goods Out Quickly
- Better Control Over The Transaction



- **For Specific Season, Timeframe And Promotion**

- We Anticipate Demand From Specific Occasions/Season
- Ensures Goods In Stock To Meet Holiday Expectations

- **Better Margins**

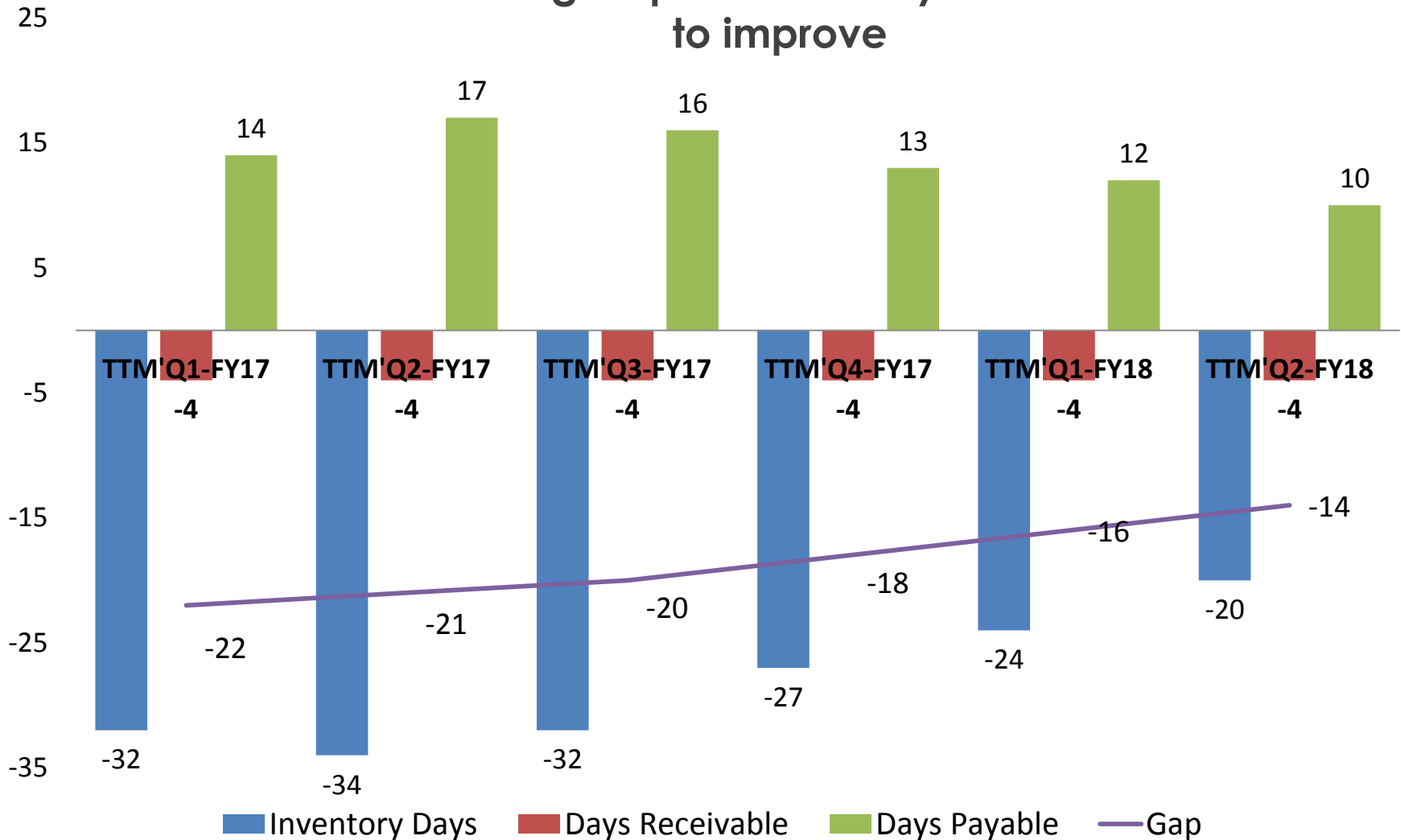
- Bulk Buying From Suppliers Reduces Costs
- Inward Transportation Becomes Competitive Because Of Bulk Buying
- High Inventory Turnover Ratio





# Working Capital Efficient Business Model

Working Capital Efficiency continues to improve





# Financial Performance – IntraSoft Technologies Ltd

Unaudited Consolidated Profit & Loss For The Quarter Ended 30 September, 2017		
Particulars	Quarter Ended	
	Sep-17	Sep-16
₹ (In Lakhs)		
Revenue From Operations	28,698.83	21,896.14
Cost Of Goods Sold (Incl. Shipping)	23,457.50	17,248.16
<b>Gross Profit</b>	<b>5,241.33</b>	<b>4,647.98</b>
Sales & Marketing Expenses	3,728.88	3,168.18
Employee Benefit Expenses	535.24	597.44
General & Administrative Expenses	348.98	391.96
<b>Earnings /(Deficit) From Operations</b>	<b>628.23</b>	<b>490.40</b>
Other Income (Net)	134.35	200.29
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization &amp; Exceptional Item</b>	<b>762.58</b>	<b>690.69</b>
Depreciation & Amortization	49.78	46.40
<b>Earnings Before Interest, Tax &amp; Exceptional Item</b>	<b>712.80</b>	<b>644.29</b>
Finance Costs	46.52	85.77
<b>Profit Before Tax (PBT)</b>	<b>666.28</b>	<b>558.52</b>
Tax Expense	270.87	108.95
<b>Profit After Tax (PAT)</b>	<b>395.41</b>	<b>449.57</b>



# Financial Performance – IntraSoft Technologies Ltd

Unaudited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Sep – 17	Sep – 16
<b>I. EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>(1) Shareholders' Funds</b>		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,082.06	11,157.91
<b>(2) Non-current Liabilities</b>		
(a) Long-term Borrowings	4,511.58	5,156.95
(b) Deferred Tax Liabilities (Net)	20.66	0
(c) Other Long term Liabilities	106.48	0
(d) Long-term Provisions	103.83	51.38
<b>(3) Current Liabilities</b>		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,718.46	3,608.55
(c) Other Current Liabilities	1,507.51	1,227.07
(d) Short-term Provisions	705.74	353.94
<b>TOTAL</b>	<b>23,229.49</b>	<b>23,028.97</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed Assets	1,928.15	1,952.81
(b) Non-current Investments	499.26	499.09
(c) Deferred Tax Assets (Net)	1,615.55	1,582.80
(d) Long-term Loans and Advances	484.32	623.93
<b>(2) Current Assets</b>		
(a) Current Investments	6,449.17	6,327.62
(b) Inventories	8,760.13	8,255.20
(c) Trade Receivables	1,247.03	863.94
(d) Cash and bank balances	1,795.91	1,961.20
(e) Short-term loans and advances	317.77	204.56
(f) Other current assets	132.2	757.82
<b>TOTAL</b>	<b>23,229.49</b>	<b>23,028.97</b>



# Fact Sheet

Particulars	FY 2014-15					FY 2015-16					FY 2016-17					FY 2017-18	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Revenue (Rs. Lakh)	5957	5963	12255	10116	34291	11773	15398	25855	18662	71688	22217	21898	28176	21610	93901	26016	28699
TTM Revenue (Rs Lakhs)	18444	21795	28882	34291	34291	40107	49542	63142	71688	71688	82132	88632	90953	93901	93901	97700	104501
Y-o-Y Growth (Constant Currency)																22%	37%
Y-o-Y Growth	153%	128%	137%	115%	131%	98%	158%	111%	84%	109%	89%	42%	9%	16%	31%	17%	31%
% of Yearly Revenue	17%	17%	36%	30%	100%	16%	21%	36%	26%	100%	24%	23%	30%	23%	100%		
Cost of Goods Sold (Incl. Shipping)	80.3%	80.1%	78.5%	81.2%	80.0%	80.0%	80.3%	79.0%	81.1%	80.1%	79.4%	78.8%	79.2%	81.2%	79.6%	81.5%	81.7%
Gross Margin (%)	19.7%	19.9%	21.5%	18.8%	20.0%	20.0%	19.7%	21.0%	18.9%	19.9%	20.6%	21.2%	20.8%	18.8%	20.4%	18.5%	18.3%
<b>End of Period Inventory (Rs. Lakh)</b>	205	426	807	1213	1213	1771	3237	4233	5530	5530	5759	5832	3588	2871	2871	4035	4714
Inventory Turnover, average - TTM											11.5	10.8	11.4	13.4	13.4	15.5	18.0
<b>Working Capital Cycle</b>																	
Inventory Days - TTM											-32	-34	-32	-27	-27	-24	-20
Accounts Receivable Days - TTM											-4	-4	-4	-4	-4	-4	-4
Accounts Payable Days - TTM											14	17	16	13	13	12	10
Working Capital Gap											-22	-21	-20	-18	-18	-16	-14

End of Period Inventory = Inventory at the Fulfillment Centres, excluding Goods in Transit

Inventory Turnover Ratio = Cost Of Goods Sold by Average Inventory at the Fulfillment Centres, excluding Goods in Transit



# IntraSoft Technologies Ltd

**For Further Information, Please Contact**

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