

# IntraSoft Technologies Limited



**Investor Presentation  
14<sup>th</sup> November, 2022**

**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	
	Sep-22	Sep-21
	₹ (In Lakhs)	
Revenue From Operations	10,973.35	10,207.84
Cost of Goods Sold (Incl. Shipping)	8,260.45	7,797.81
<b>Gross Profit</b>	<b>2,712.90</b>	<b>2,410.03</b>
Sales & Marketing Expenses	1,435.43	1,391.26
Employee Benefit Expense	584.72	495.34
General & Administrative Expenses	307.76	284.48
<b>Earnings From Operations</b>	<b>384.99</b>	<b>238.95</b>
Other Income (Net)	128.06	222.62
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>513.05</b>	<b>461.57</b>
Depreciation & Amortization	27.51	34.92
<b>Earnings Before Interest &amp; Tax</b>	<b>485.54</b>	<b>426.65</b>
Finance Costs	177.08	81.21
<b>Profit Before Tax (PBT)</b>	<b>308.46</b>	<b>345.44</b>
Tax Expense	51.83	0.31
<b>Profit After Tax (PAT)</b>	<b>256.63</b>	<b>345.13</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 22	Sep – 21
ASSETS	₹ (In Lakhs)	
<b>Non-current assets</b>		
Property, plant and equipment	1,464.45	1,477.05
Right of use assets	0.00	0.17
Other intangible assets	6.31	7.98
Other intangible assets under Development	13,628.33	8,497.37
Financial assets		
(i) Investments	1,031.86	325.75
(ii) Other financial assets	3.61	3.47
Deferred tax assets (net)	1,930.95	1,976.51
Income tax assets (net)	25.97	22.52
Other non-current assets	50.51	37.13
	18,141.99	12,347.95
<b>Current assets</b>		
Inventories	8,928.08	9,150.33
Financial assets		
(i) Investments	6,473.16	7,227.92
(ii) Trade receivables	346.40	387.93
(iii) Cash and cash equivalents	491.26	1,016.28
(iv) Other bank balances	50.61	56.61
(v) Loans	0.00	0.50
Income tax assets (net)	22.10	0.00
Other current assets	179.00	240.47
	16,490.61	18,080.04
<b>TOTAL ASSETS</b>	<b>34,632.60</b>	<b>30,427.99</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 22	Sep – 21
<b>EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	15,937.00	14,428.76
	17,410.17	15,901.93
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	12,177.49	10,642.96
(ii) Other Financial liabilities	0.00	1.19
Provisions	160.96	149.68
Deferred tax liabilities (net)	1,207.03	136.48
Other non-current liabilities	96.50	98.50
	13,641.98	11,028.81
<b>Current liabilities</b>		
Financial liabilities		
(i) Borrowings	759.35	0.00
(ii) Trade payables	2,038.60	2,684.10
(iii) Lease Liability	0.00	0.26
(iv) Other Financial liabilities	256.90	371.96
Other current liabilities	518.34	415.70
Provisions	7.26	6.69
Income tax liabilities (net)	0.00	18.54
	3,580.45	3,497.25
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>34,632.60</b>	<b>30,427.99</b>



# IntraSoft Technologies Ltd

## For Further Information, Please Contact

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### **Company :**

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