

# IntraSoft Technologies Limited



**Investor Presentation**  
**11<sup>th</sup> November, 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   |                 |
|---|-----------------|-----------------|
|   | Sep-23          | Sep-22          |
|   | ₹ (In Lakhs)    |                 |
| Revenue From Operations   | 12,054.85       | 10,973.35       |
| Cost of Goods Sold  | 7,517.01        | 6,825.48        |
| <b>Gross Profit</b>   | <b>4,537.84</b> | <b>4,147.87</b> |
| Shipping and Handling Expenses  | 1,669.72        | 1,434.97        |
| Sales & Marketing Expenses  | 1,668.81        | 1,435.43        |
| Employee Benefit Expense  | 400.59          | 584.72          |
| General & Administrative Expenses   | 315.80          | 307.76          |
| <b>Earnings From Operations</b>   | <b>482.92</b>   | <b>384.99</b>   |
| Other Income (Net)  | 144.44          | 128.06          |
| <b>Earnings Before Interest, Tax,<br/>Depreciation &amp; Amortization</b> | <b>627.36</b>   | <b>513.05</b>   |
| Depreciation & Amortization   | 24.79           | 27.51           |
| <b>Earnings Before Interest &amp; Tax</b>                                 | <b>602.57</b>   | <b>485.54</b>   |
| Finance Costs   | 297.52          | 177.08          |
| <b>Profit Before Tax (PBT)</b>  | <b>305.05</b>   | <b>308.46</b>   |
| Tax Expense   | 59.93           | 51.83           |
| <b>Profit After Tax (PAT)</b>   | <b>245.12</b>   | <b>256.63</b>   |



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

| Particulars                               | As at            | As at            |
|---|------------------|------------------|
|   | Sep – 23         | Sep – 22         |
| ASSETS                                    | ₹ (In Lakhs)     |                  |
| <b>Non-current assets</b>                 |                  |                  |
| Property, plant and equipment             | 1,369.61         | 1,464.45         |
| Other intangible assets                   | 6.84             | 6.31             |
| Other intangible assets under Development | 16,784.40        | 13,628.33        |
| Financial assets                          |                  |                  |
| (i) Investments                           | 1,620.41         | 1,031.86         |
| (ii) Other financial assets               | 3.76             | 3.61             |
| Deferred tax assets (net)                 | 1,857.04         | 1,930.95         |
| Non-current tax assets                    | 24.47            | 25.97            |
| Other non-current assets                  | 62.29            | 50.51            |
|   | 21,728.82        | 18,141.99        |
| <b>Current assets</b>                     |                  |                  |
| Inventories                               | 9,119.46         | 8,928.08         |
| Financial assets                          |                  |                  |
| (i) Investments                           | 6,482.59         | 6,473.16         |
| (ii) Trade receivables                    | 340.03           | 346.40           |
| (iii) Cash and cash equivalents           | 153.02           | 491.26           |
| (iv) Other bank balances                  | 99.66            | 50.61            |
| (v) Other financial assets                | 3.24             | 0.00             |
| Current tax assets                        | 51.67            | 22.10            |
| Other current assets                      | 166.35           | 179.00           |
|   | 16,416.02        | 16,490.61        |
| <b>TOTAL ASSETS</b>                       | <b>38,144.84</b> | <b>34,632.60</b> |





# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

| Particulars                         | As at            | As at            |
|-------------------------------------|------------------|------------------|
|                                     | Sep – 23         | Sep – 22         |
| EQUITY AND LIABILITIES              | ₹ (In Lakhs)     |                  |
| <b>Equity</b>                       |                  |                  |
| Equity share capital                | 1,473.17         | 1,473.17         |
| Other equity                        | 16,995.75        | 15,937.00        |
|                                     | 18,468.92        | 17,410.17        |
| <b>Liabilities</b>                  |                  |                  |
| <b>Non-current liabilities</b>      |                  |                  |
| Financial liabilities:              |                  |                  |
| (i) Borrowings                      | 13,968.87        | 12,177.49        |
| Provisions                          | 185.57           | 160.96           |
| Deferred tax liabilities (net)      | 1,426.47         | 1,207.03         |
| Other non-current liabilities       | 94.50            | 96.50            |
|                                     | 15,675.41        | 13,641.98        |
| <b>Current liabilities</b>          |                  |                  |
| Financial liabilities               |                  |                  |
| (i) Borrowings                      | 853.65           | 759.35           |
| (ii) Trade payables                 | 2,117.87         | 2,038.60         |
| (iii) Other Financial liabilities   | 924.39           | 256.90           |
| Other current liabilities           | 96.86            | 518.34           |
| Provisions                          | 6.41             | 7.26             |
| current tax liabilities             | 1.33             | 0.00             |
|                                     | 4,000.51         | 3,580.45         |
| <b>TOTAL EQUITY AND LIABILITIES</b> | <b>38,144.84</b> | <b>34,632.60</b> |



# IntraSoft Technologies Ltd

## For Further Information, Please Contact

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### **Company :**

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