

IntraSoft Technologies Limited



Investor Presentation
13th February, 2024

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 Limited



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended	
	Dec-23	Dec-22
	₹ (In Lakhs)	
Revenue From Operations	12,299.38	12,243.98
Cost of Goods Sold	7,702.84	7,590.56
Gross Profit	4,596.54	4,653.42
Shipping and Handling Expenses	1,786.10	1,645.07
Sales & Marketing Expenses	1,747.57	1,628.72
Employee Benefit Expense	318.49	635.59
Other Expenses	247.51	287.95
Earnings From Operations	496.87	456.09
Other Income (Net)	158.89	121.84
Earnings Before Interest, Tax, Depreciation & Amortization	655.76	577.93
Depreciation & Amortization	24.22	26.99
Earnings Before Interest & Tax	631.54	550.94
Finance Costs	286.15	232.60
Profit Before Tax (PBT)	345.39	318.34
Tax Expense	123.80	143.88
Profit After Tax (PAT)	221.59	174.46



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 23	Dec – 22
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,346.23	1,444.04
Other intangible assets	6.61	6.10
Other intangible assets under Development	17,322.12	14,809.20
Financial assets		
(i) Investments	1,433.25	1,858.18
(ii) Other financial assets	3.76	3.61
Deferred tax assets (net)	1,795.74	1,860.76
Non-current tax assets	24.53	26.42
Other non-current assets	46.54	49.21
	21,978.78	20,057.52
Current assets		
Inventories	8,813.41	8,830.86
Financial assets		
(i) Investments	6,606.93	6,201.86
(ii) Trade receivables	395.15	229.77
(iii) Cash and cash equivalents	201.36	290.40
(iv) Other bank balances	102.98	103.48
(v) Other financial assets	0.51	0.00
Current tax assets	30.62	23.80
Other current assets	121.68	133.23
	16,272.64	15,813.40
TOTAL ASSETS	38,251.42	35,870.92



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 23	Dec – 22
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	17,227.04	16,234.82
	18,700.21	17,707.99
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	13,996.31	13,121.15
(ii) Other Financial Liabilities	2.95	0.00
Provisions	168.72	170.29
Deferred tax liabilities (net)	1,473.74	1,286.77
Other non-current liabilities	94.00	96.00
	15,735.72	14,674.21
Current liabilities		
Financial liabilities		
(i) Borrowings	856.07	850.98
(ii) Trade payables	1,937.84	1,890.31
(iii) Other Financial liabilities	967.31	310.75
Other current liabilities	51.31	429.25
Provisions	0.95	7.43
current tax liabilities	2.01	0.00
	3,815.49	3,488.72
TOTAL EQUITY AND LIABILITIES	38,251.42	35,870.92



IntraSoft Technologies Ltd

For Further Information, Please Contact

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