

# IntraSoft Technologies Limited

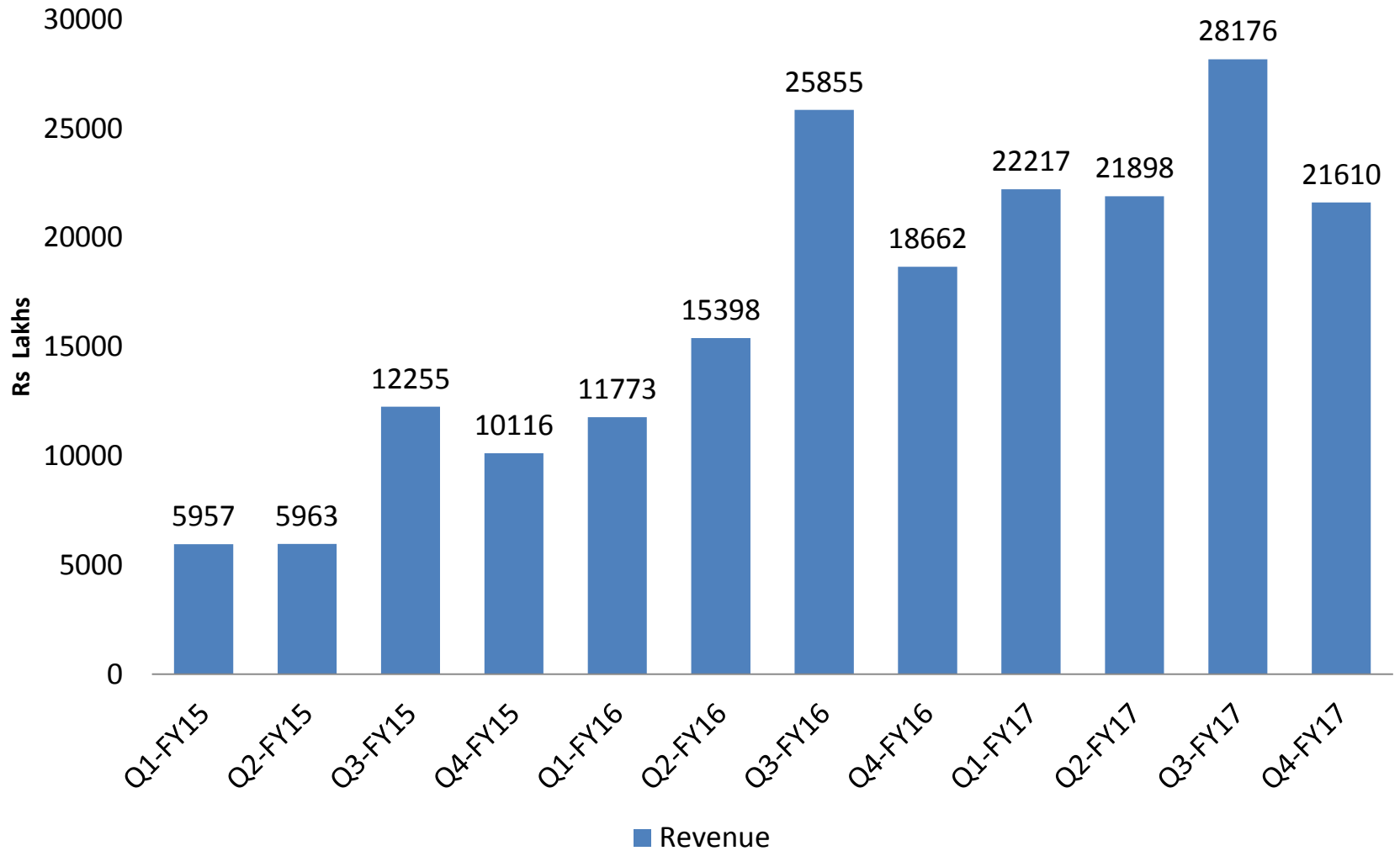


**Investor Presentation**  
**24<sup>th</sup> May, 2017**

**BSE: 533181, NSE: ISFT**

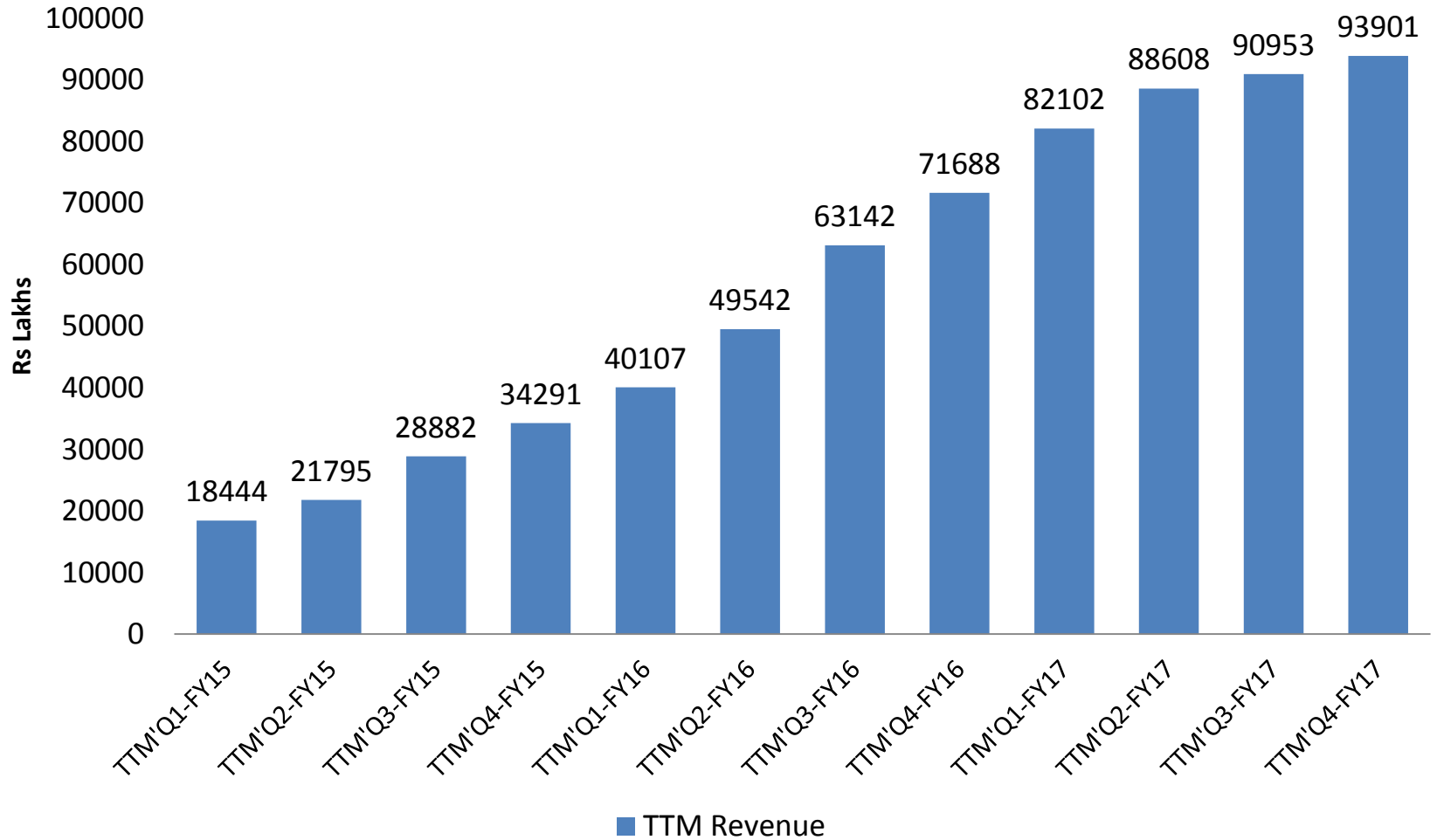


## Revenue Continues To Grow Above Industry Rates





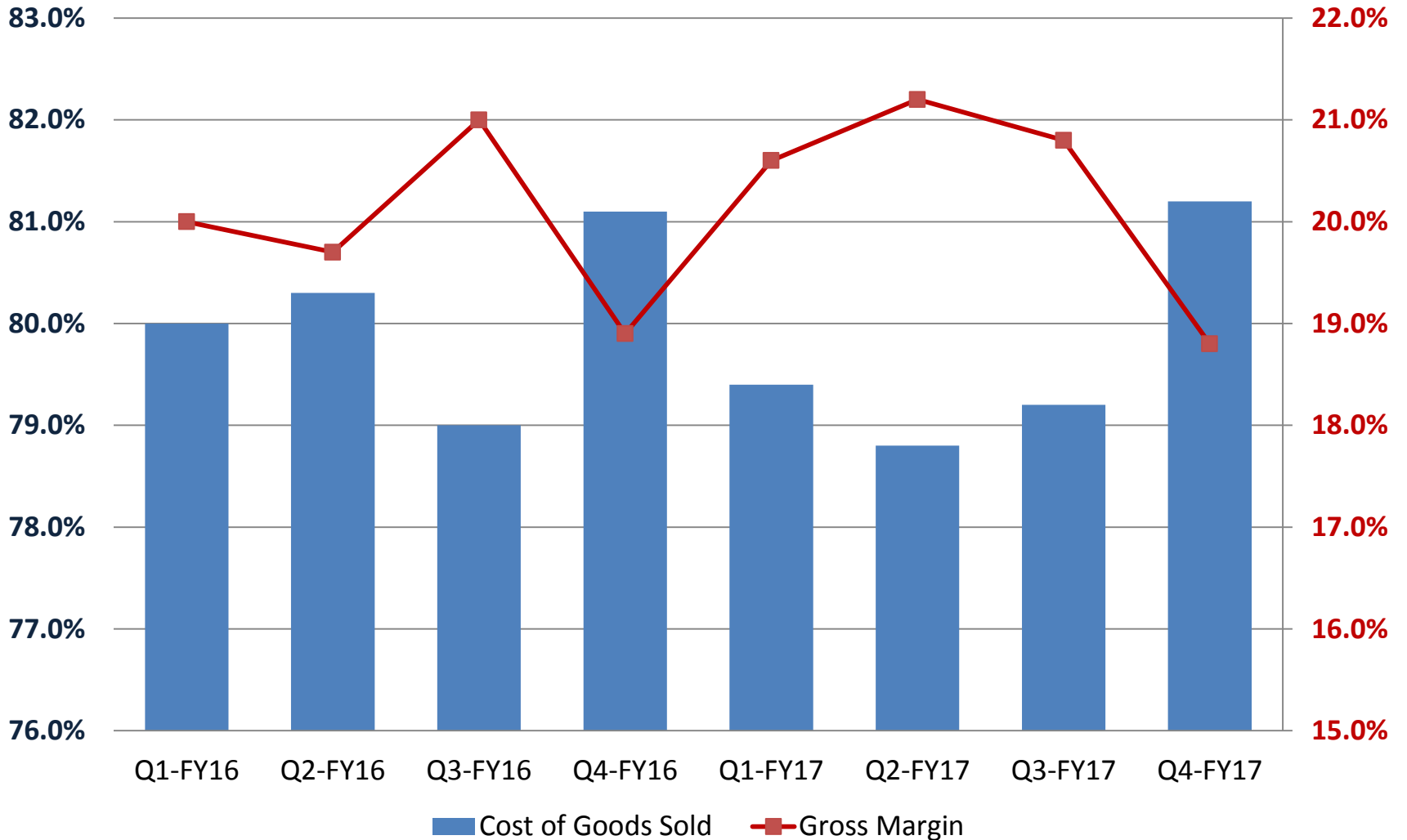
# TTM Revenue Is On The Rise



TTM refers to Trailing Twelve Months



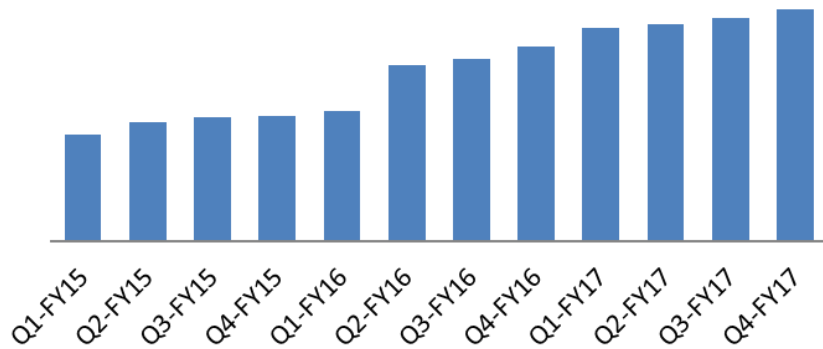
# While Maintaining Gross Margin



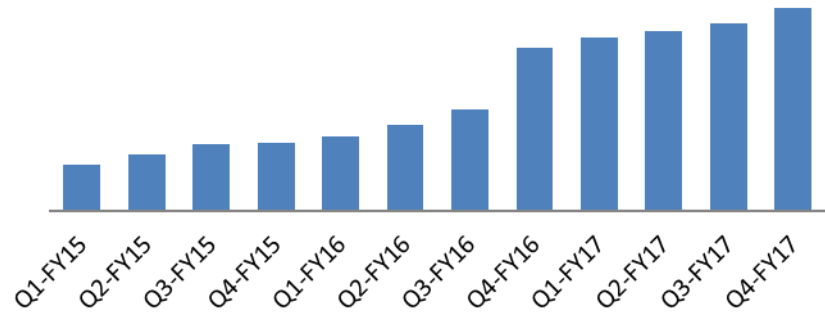


# Growth in products & suppliers continue, whilst maintaining a healthy category mix

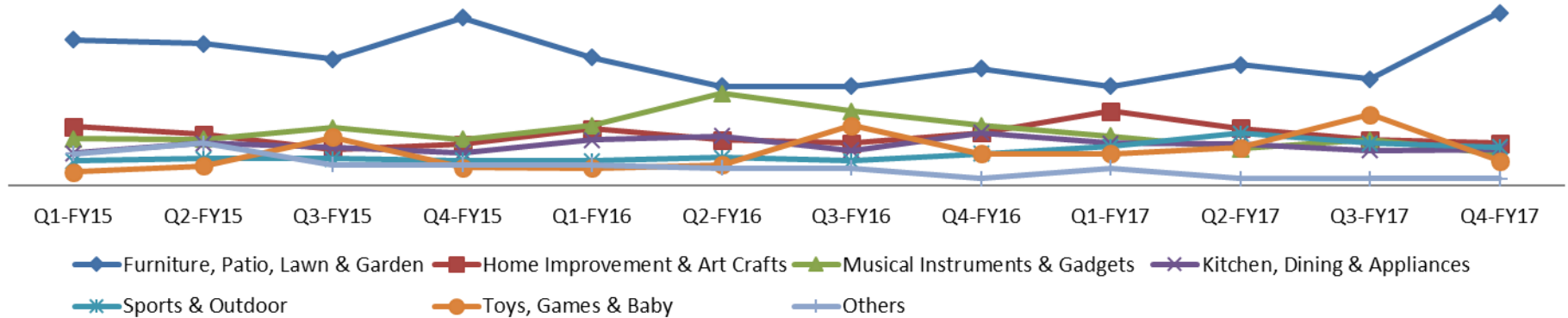
### Number of Suppliers



### No. of Products (SKUs)



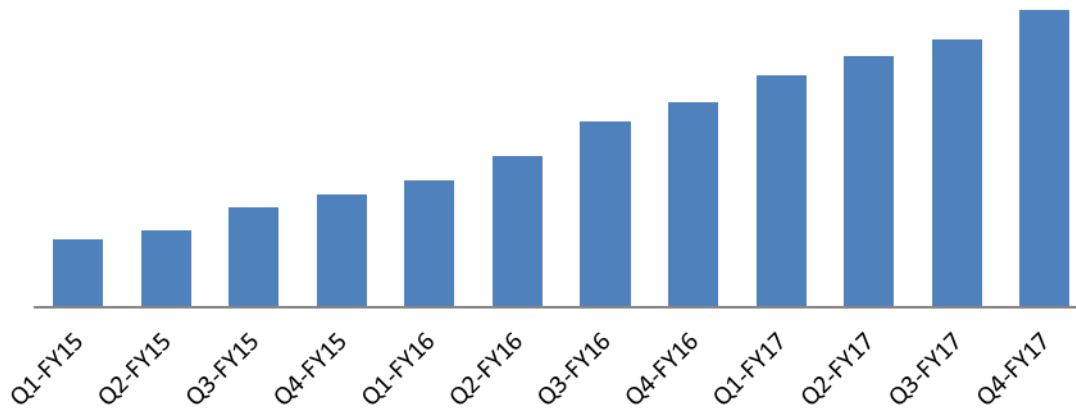
### Diversified Category Mix





# Investment in Technology and Automation continues to increase

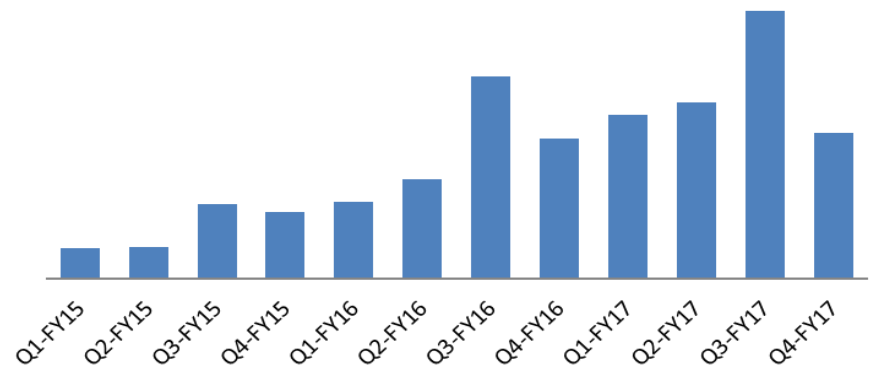
## Revenues per Employee - TTM



Higher Levels Of Automation Leads To Improved Productivity

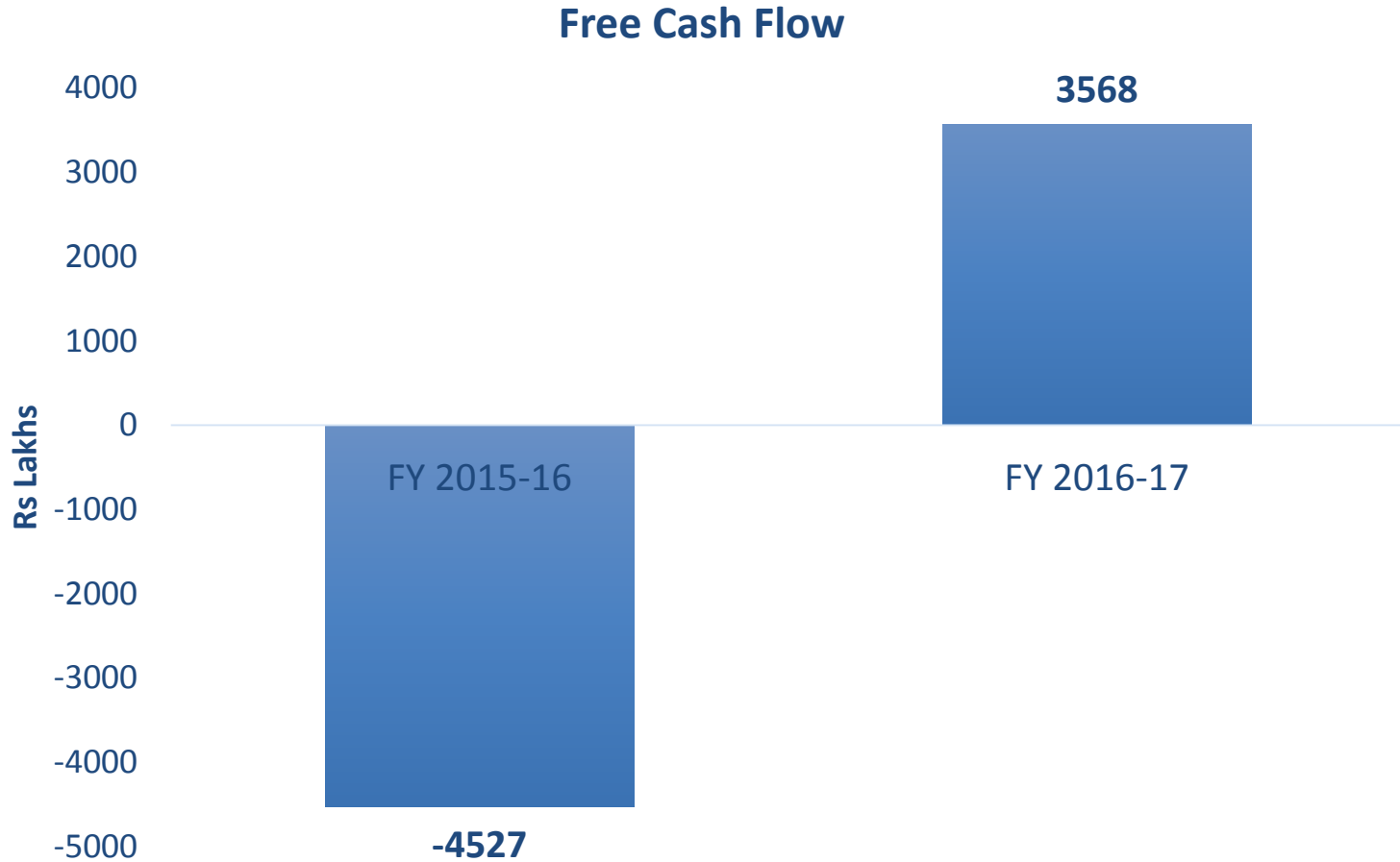
We Relentlessly Deploy Our Technological Expertise Towards Building Highly Automated Order Fulfilment Systems, Which Allows Us To Scale

## No. of Orders





# Free Cash Flow is being generated Y-o-Y





# 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

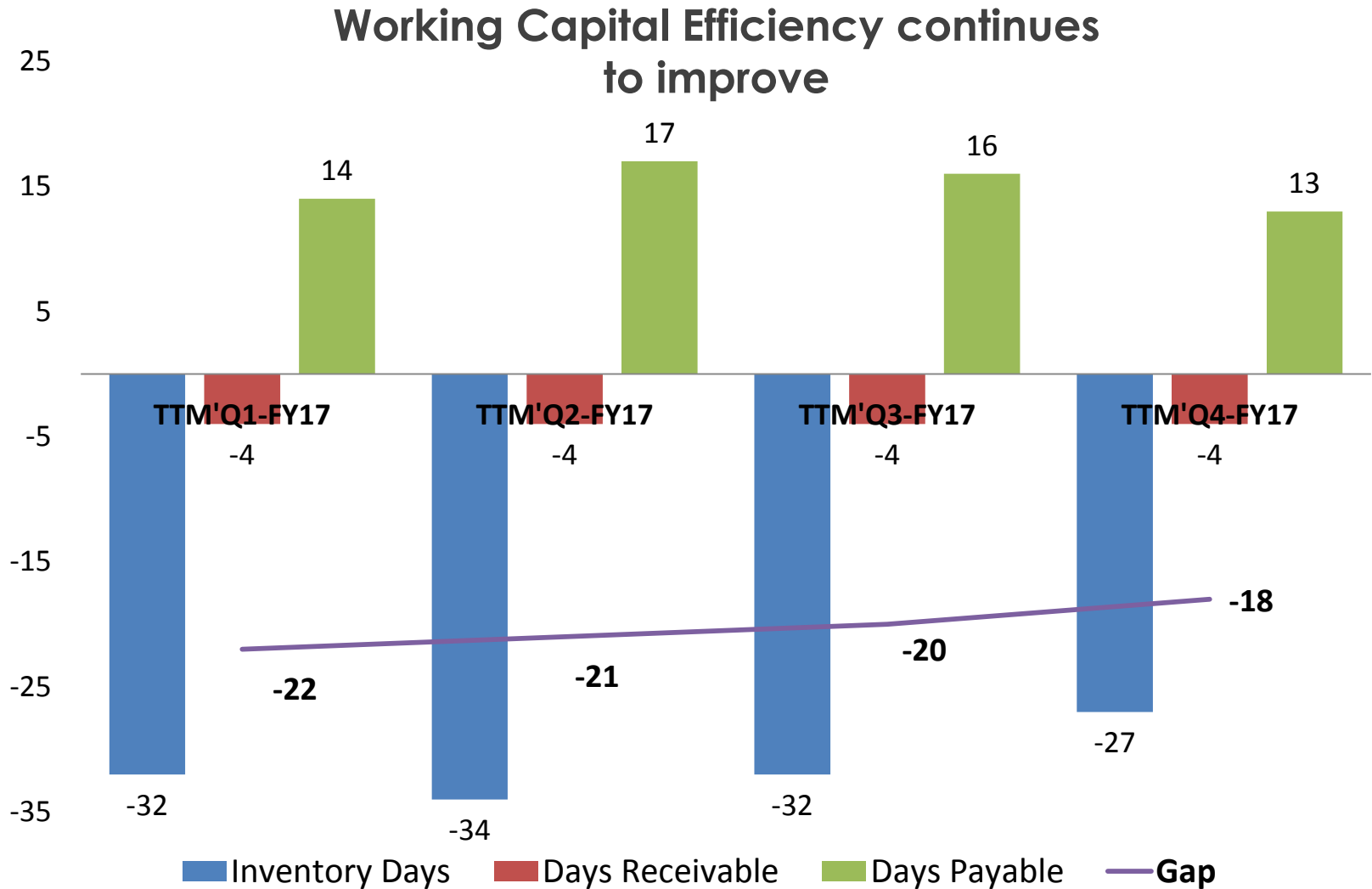
- **Better Margins**

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





# Working Capital Efficient Business Model





# Financial Performance

## Consolidated Profit & Loss For The Quarter Ended 31st March, 2017

Particulars	Quarter Ended		Year Ended	
	Mar-17	Mar-16	Mar-17	Mar-16
	<b>₹ (In Lakhs)</b>			
Income From Operations	21,609.78	18,661.93	93,901.06	71,687.54
Cost Of Goods Sold (Incl. Shipping)	17,540.59	15,139.52	74,747.62	57,440.51
<b>Gross Profit</b>	4,069.19	3,522.41	19,153.44	14,247.03
Sales & Marketing Expenses	3,099.64	2,652.69	13,573.23	10,060.86
Employee Benefit Expenses	627.37	674.01	2,333.35	2,278.60
General & Administrative Expenses	414.54	366.94	1,490.93	1,065.44
<b>Earnings /(Deficit) From Operations</b>	<b>(72.36)</b>	<b>(171.23)</b>	<b>1,755.93</b>	<b>842.13</b>
Other Income (Net)	177.71	207.14	745.26	460.24
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization &amp; Exceptional Item</b>	105.35	35.91	2,501.19	1,302.37
Depreciation & Amortization	49.36	45.28	187.44	159.55
<b>Earnings Before Interest, Tax &amp; Exceptional Item</b>	<b>55.99</b>	<b>(9.37)</b>	<b>2,313.75</b>	<b>1,142.82</b>
Finance Costs	80.42	86.67	355.53	237.05
<b>Profit Before Tax &amp; Exceptional Item</b>	<b>(24.43)</b>	<b>(96.04)</b>	<b>1,958.22</b>	<b>905.77</b>
Exceptional Items	0	3,379.78	-	3,441.12
<b>Profit Before Tax (PBT)</b>	<b>(24.43)</b>	<b>3,283.74</b>	<b>1,958.22</b>	<b>4,346.89</b>
Tax Expense	53.24	(60.85)	578.47	196.20
<b>Profit After Tax (PAT)</b>	<b>(77.67)</b>	<b>3,344.59</b>	<b>1,379.75</b>	<b>4,150.69</b>



# Financial Performance

Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 17	Mar – 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	11,649.31	10,333.54
<b>(2) Non-current Liabilities</b>		
(a) Long-term Borrowings	1,621.25	3,312.50
(b) Deferred Tax Liabilities (Net)	125.54	106.47
(c) Other Long term Liabilities		-
(d) Long-term Provisions	93.83	43.55
<b>(3) Current Liabilities</b>		
(a) Short-term Borrowings	-	330
(b) Trade Payables	1,738.81	3,242.88
(c) Other Current Liabilities	1,699.79	1,399.24
(d) Short-term Provisions	478.58	445.17
<b>TOTAL</b>	<b>18,880.28</b>	<b>20,686.52</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed Assets	1,987.49	1,970.33
(b) Non-current Investments	496.00	496
(c) Deferred Tax Assets (Net)	-	-
(d) Long-term Loans and Advances	2,165.68	2,255.48
<b>(2) Current Assets</b>		
(a) Current Investments	6,684.14	5,361.79
(b) Inventories	4,125.04	5,529.82
(c) Trade Receivables	949.54	900.91
(d) Cash and bank balances	1,935.57	1,593.07
(e) Short-term loans and advances	497.44	2,562.88
(f) Other current assets	39.38	16.24
<b>TOTAL</b>	<b>18,880.28</b>	<b>20,686.52</b>



# Fact Sheet

Particulars	FY 2014-15					FY 2015-16					FY 2016-17				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Revenue (Rs. Lakh)</b>	5957	5963	12255	10116	34291	11773	15398	25855	18662	71688	22217	21898	28176	21610	93901
TTM Revenue (Rs Lakhs)	18444	21795	28882	34291	34291	40107	49542	63142	71688	71688	82132	88632	90953	93901	93901
Y-o-Y Growth	153%	128%	137%	115%	131%	98%	158%	111%	84%	109%	89%	42%	9%	16%	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)						80.0%	80.3%	79.0%	81.1%	80.1%	79.4%	78.8%	79.2%	81.2%	79.6%
Gross Margin (%)						20.0%	19.7%	21.0%	18.9%	19.9%	20.6%	21.2%	20.8%	18.8%	20.4%
<b>End of Period Inventory (Rs. Lakh)</b>						1771	3237	4233	5530	5530	5759	5832	3588	2871	2871
Inventory Turnover, average - TTM											11.5	10.8	11.4	13.4	13.4
<b>Working Capital Cycle</b>															
Inventory Days - TTM											-32	-34	-32	-27	-27
Accounts Receivable Days - TTM											-4	-4	-4	-4	-4
Accounts Payable Days - TTM											14	17	16	13	13
Working Capital Gap Days											-22	-21	-20	-18	-18

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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