

IntraSoft Technologies Limited

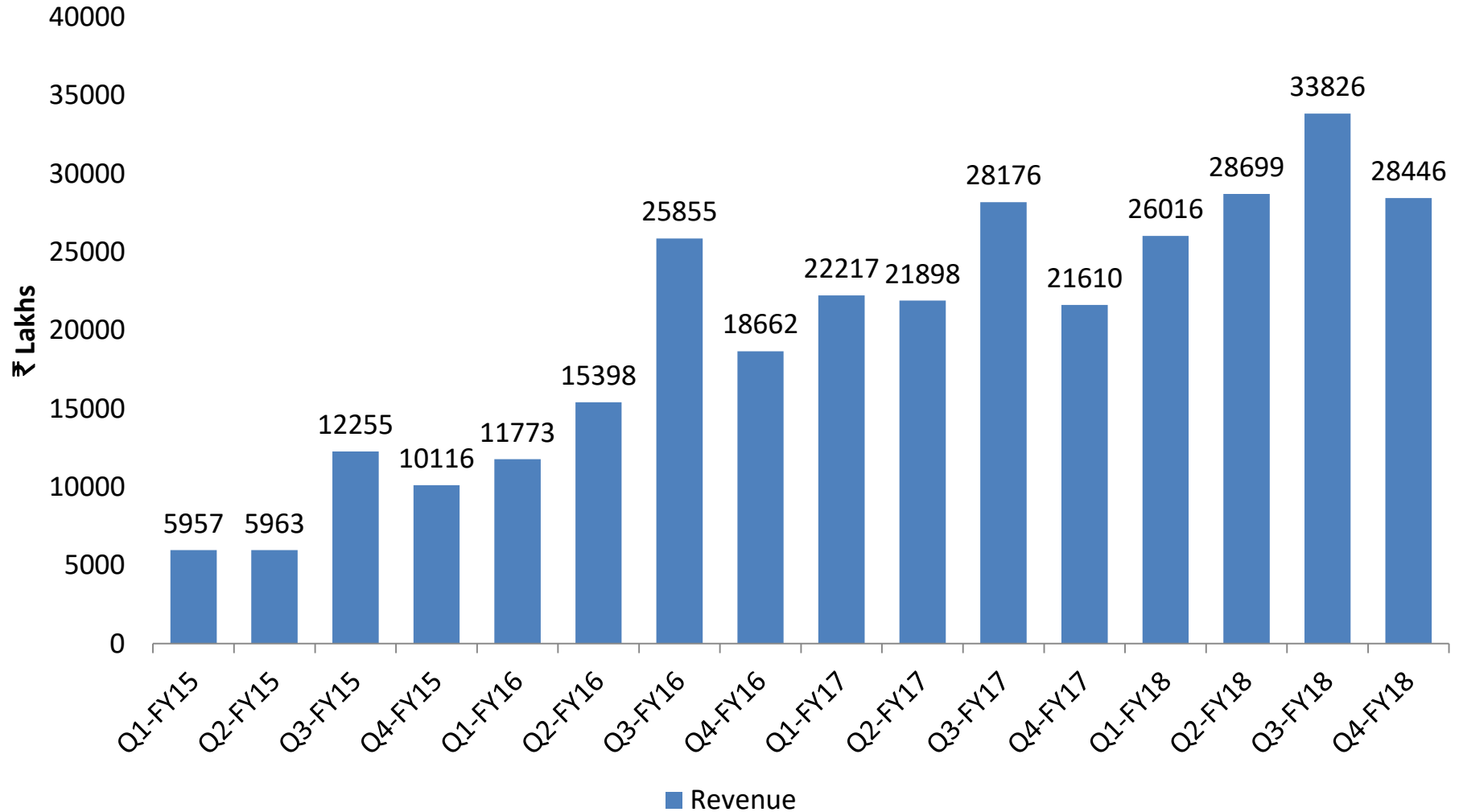


Investor Presentation
28th May, 2018

BSE: 533181, NSE: ISFT

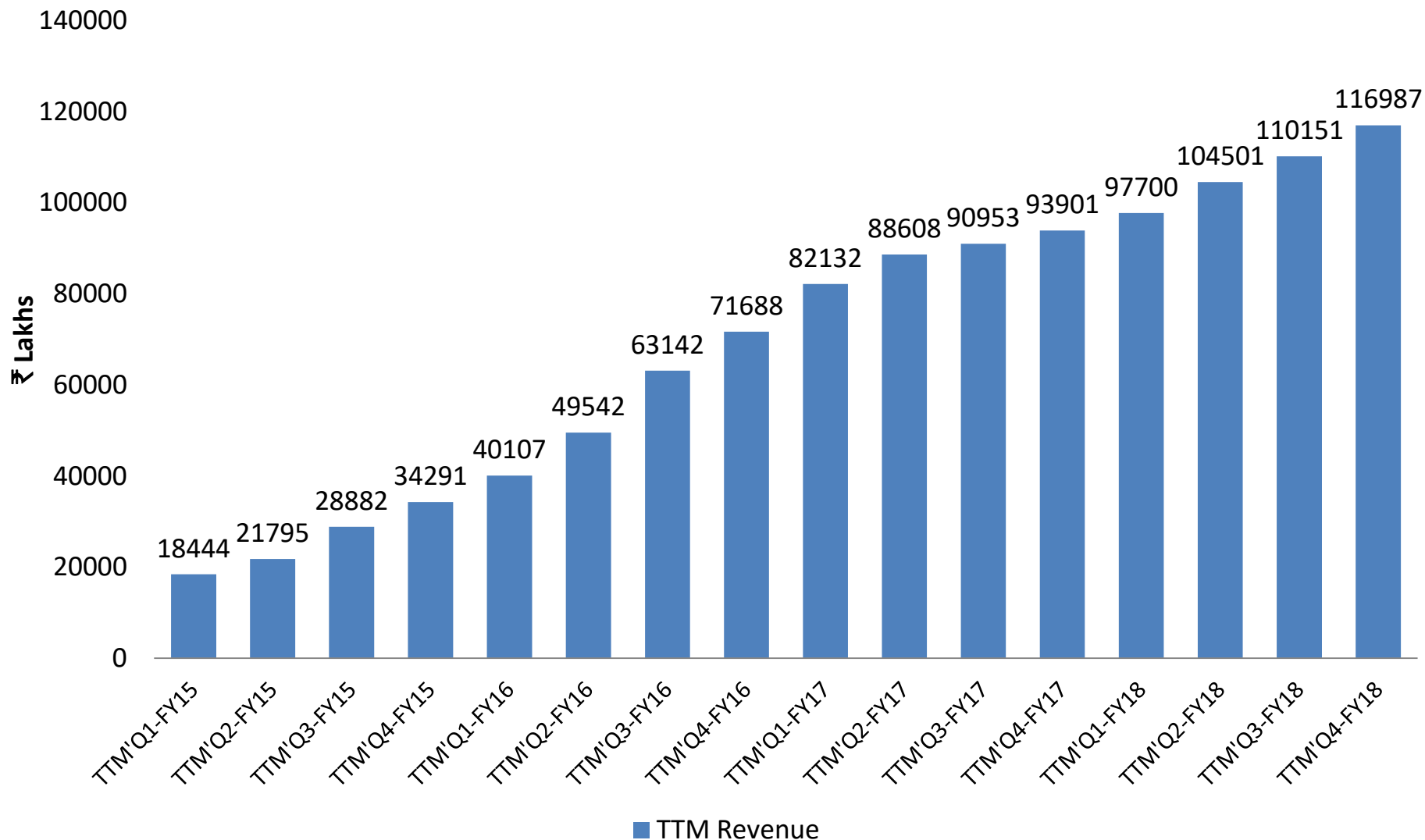


Revenue Continues To Grow Above Industry Rates





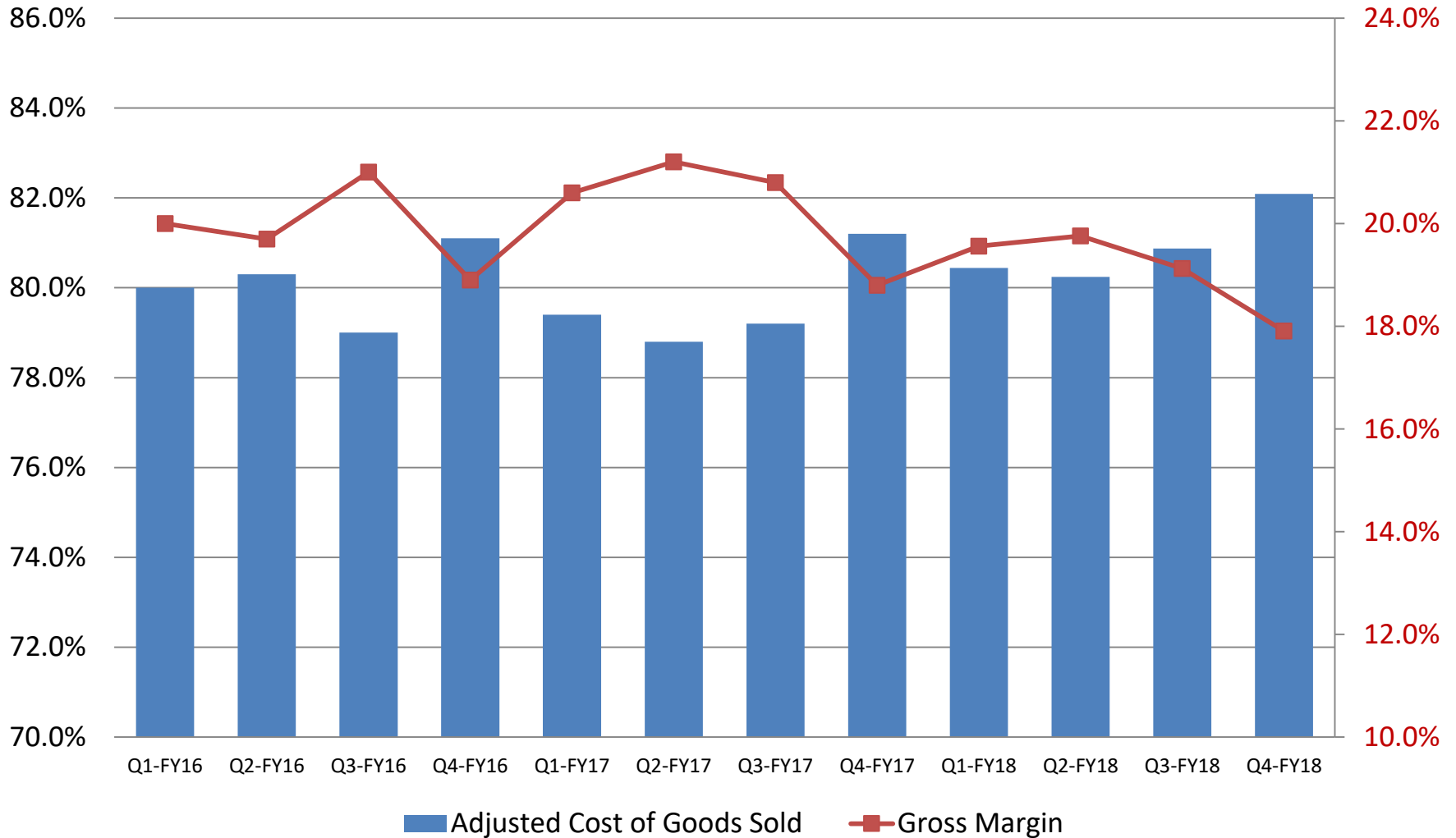
TTM Revenue Is On The Rise



TTM refers to Trailing Twelve Months



While Maintaining Gross Margin

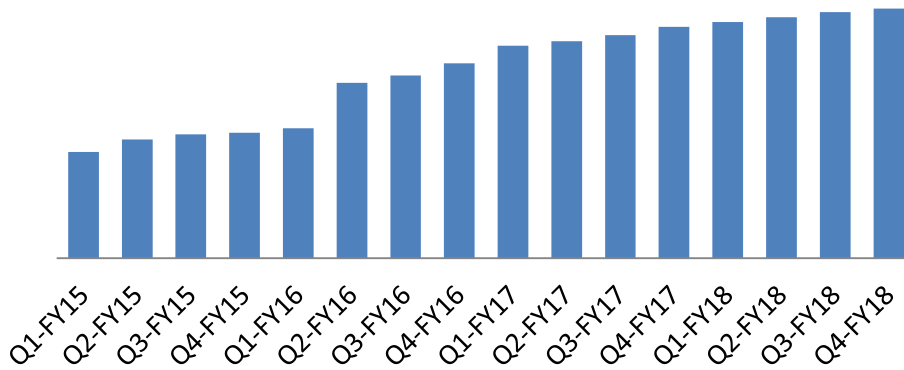


Adjusted Cost of Goods Sold: Promotions & discounts received from the suppliers as well as marketplaces have been offsetted with the actual Cost of Goods Sold to reflect like to like comparisons

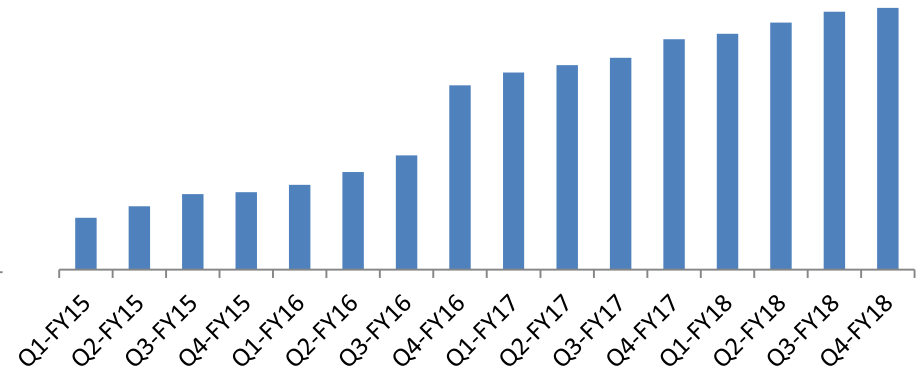


Growth in products & suppliers continue, whilst maintaining a healthy category mix

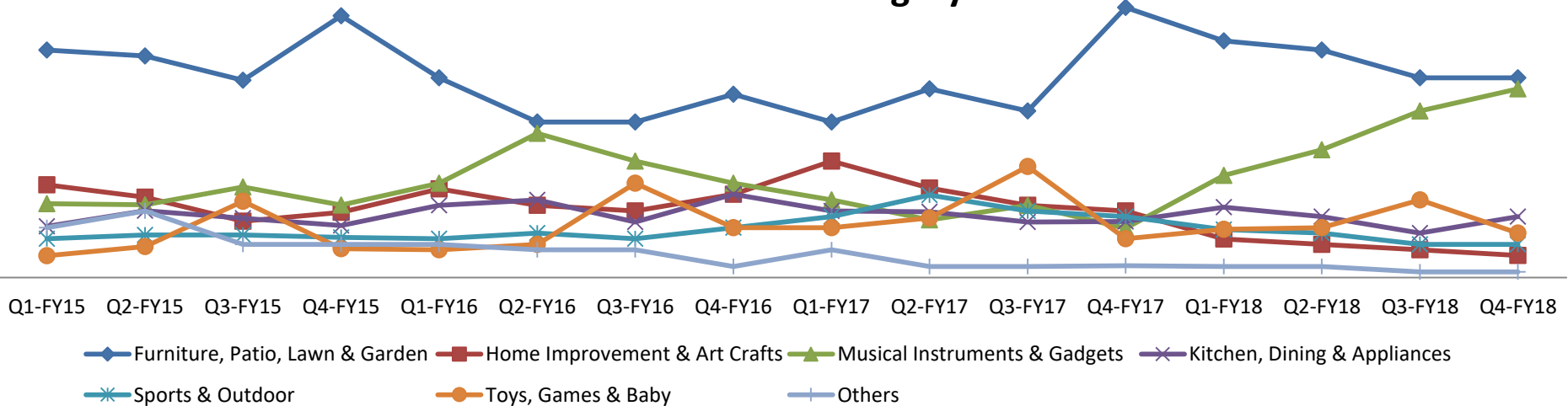
Number of Suppliers



Number of Products (SKUs)



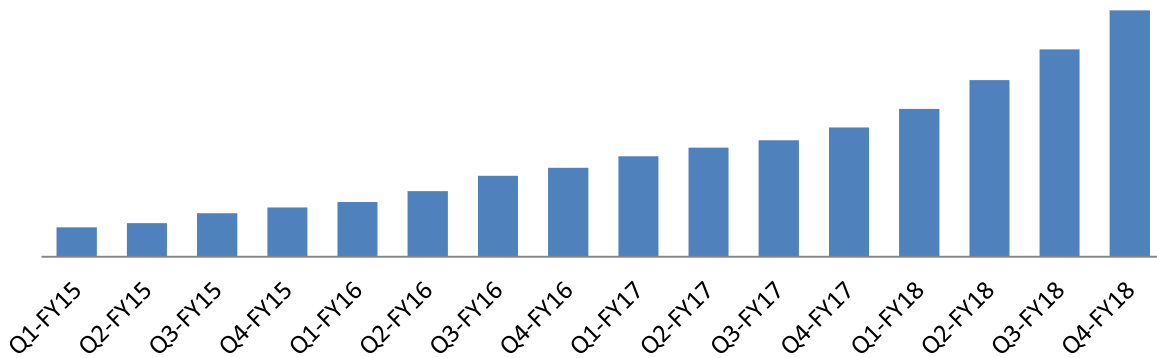
Diversified Category Mix





Investment in Technology and Automation continues to increase

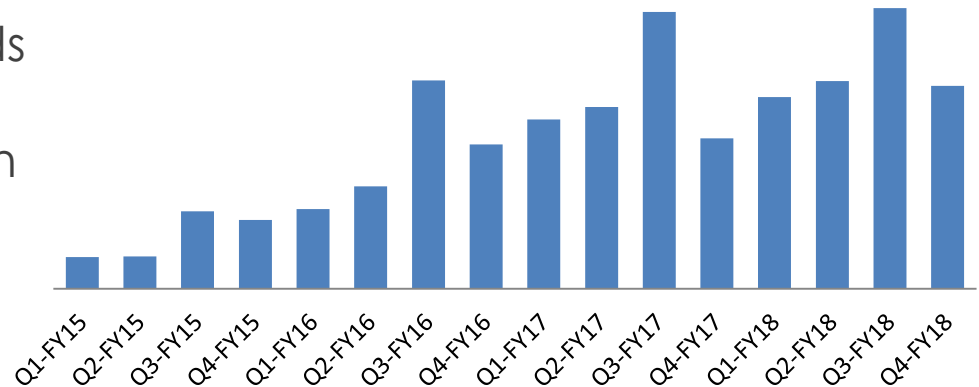
Revenue per Employee (TTM) reaching a record high



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

Number of Orders





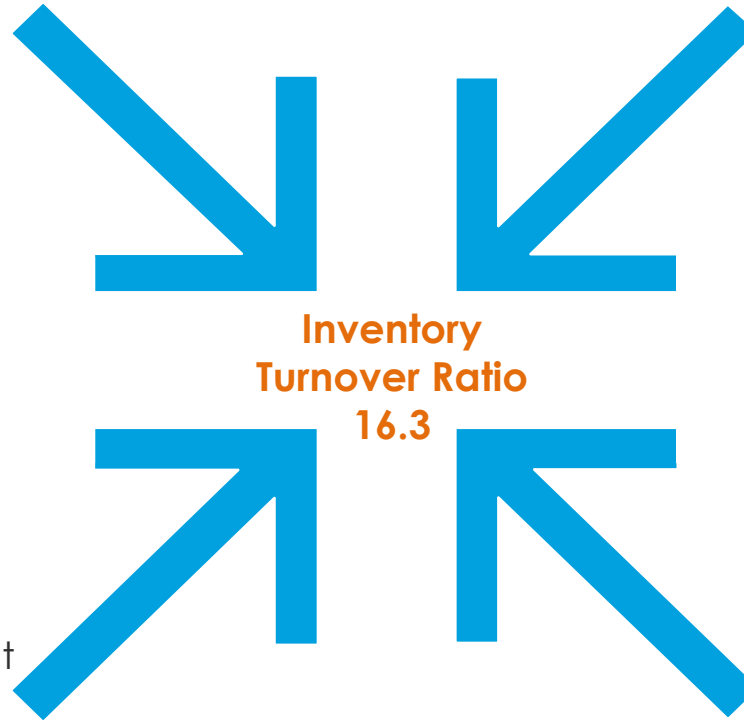
Fast Moving Inventory Model

- **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**

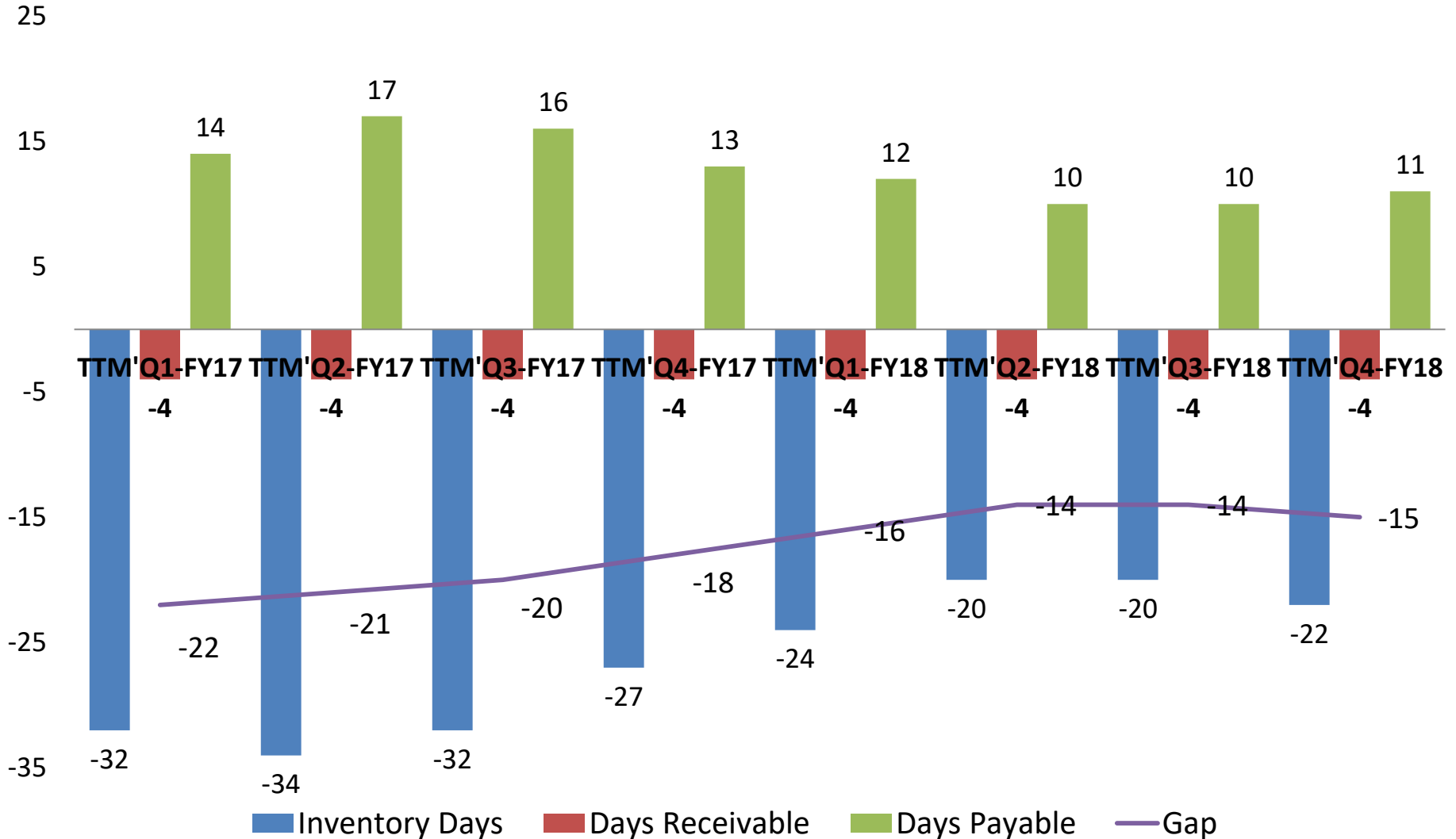
- We Anticipate Demand From Specific Occasions/Season
- Ensures Goods In Stock To Meet Holiday Expectations

- **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



Basis TTM (Trailing Twelve Months)



Financial Performance – IntraSoft Technologies Ltd

Audited Consolidated Profit & Loss For The Quarter & Year Ended 31 March, 2018

Particulars	Quarter Ended		Year Ended	
	Mar-18	Mar-17	Mar-18	Mar-17
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	28,445.39	21,611.41	1,16,986.78	93,901.06
Cost Of Goods Sold (Incl. Shipping)	24,011.23	17,540.59	96,673.62	74,747.62
Gross Profit	4,434.16	4,070.82	20,313.16	19,153.44
Sales & Marketing Expenses	3,463.01	3,101.27	14,952.79	13,573.23
Employee Benefit Expenses	449.85	633.16	2039.06	2341.25
General & Administrative Expenses	363.37	414.71	1417.83	1491.62
Earnings /(Deficit) From Operations	157.93	-78.32	1,903.48	1,747.34
Other Income (Net)	144.58	182.80	510.88	674.54
Earnings Before Interest, Tax, Depreciation & Amortization & Exceptional Item	302.51	104.48	2,414.36	2,421.88
Depreciation & Amortization	47.13	49.36	195.57	187.44
Earnings Before Interest, Tax & Exceptional Item	255.38	55.12	2,218.79	2,234.44
Finance Costs	84.22	80.42	264.33	355.53
Profit Before Tax (PBT)	171.16	-25.30	1,954.46	1,878.91
Tax Expense	61.30	52.55	581.31	550.63
Profit After Tax (PAT)	109.86	-77.85	1,373.15	1,328.28



Financial Performance – IntraSoft Technologies Ltd

Audited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 18	Mar – 17
I. EQUITY AND LIABILITIES		
₹ (In Lakhs)		
(1) Shareholders' Funds		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,712.53	11,661.33
(2) Non-current Liabilities		
(a) Long-term Borrowings	7,946.77	1621.25
(b) Deferred Tax Liabilities (Net)	95.47	130.72
(c) Other Long term Liabilities	125.57	23.09
(d) Long-term Provisions	107.83	94.00
(3) Current Liabilities		
(a) Short-term Borrowings	0	0
(b) Trade Payables	3,504.42	1,743.62
(c) Other Current Liabilities	1,969.48	2,147.70
(d) Short-term Provisions	3.76	3.35
TOTAL	27,939.00	18,898.23
II. ASSETS		
(1) Non-current Assets		
(a) Fixed Assets	2,154.26	1,987.49
(b) Non-current Investments	1372.34	499.44
(c) Deferred Tax Assets (Net)	1,738.65	1,711.46
(d) Long-term Loans and Advances	566.24	448.25
(2) Current Assets		
(a) Current Investments	5,816.42	6,700.50
(b) Inventories	12,389.94	4,125.04
(c) Trade Receivables	1230.29	949.54
(d) Cash and bank balances	2,338.16	1,935.57
(e) Short-term loans and advances	182.06	425.3
(f) Other current assets	150.64	115.64
TOTAL	27,939.00	18,898.23



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	Q3	Q4	FY
Revenue (₹ Lakh)	5957	5963	12255	10116	34291	11773	15398	25855	18662	71688	22217	21898	28176	21610	93901	26016	28699	33826	28445	116986
TTM Revenue (₹ Lakhs)	18444	21795	28882	34291	34291	40107	49542	63142	71688	71688	82132	88632	90953	93901	93901	97700	104501	110151	116986	116986
Y-o-Y Growth (Constant Currency)																22%	37%	25%	37%	30%
Y-o-Y Growth % of Yearly Revenue	153%	128%	137%	115%	131%	98%	158%	111%	84%	109%	89%	42%	9%	16%	31%	17%	31%	20%	32%	25%
	17%	17%	36%	30%	100%	16%	21%	36%	26%	100%	24%	23%	30%	23%	100%	22%	25%	29%	24%	100%
Adjusted 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%	80.4%	80.2%	80.9%	82.1%	80.9%
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%	19.6%	19.8%	19.1%	17.9%	19.1%
End of Period Inventory (₹ Lakh)	205	426	807	1213	1213	1771	3237	4233	5530	5530	5759	5832	3588	2871	2871	4035	4714	4749	5943	5943
Inventory Turnover, average - TTM											11.5	10.8	11.4	13.4	13.4	15.5	18.0	18.0	16.3	16.3
Working Capital Cycle																				
Inventory Days - TTM											-32	-34	-32	-27	-27	-24	-20	-20	-22	-22
Accounts Receivable Days - TTM											-4	-4	-4	-4	-4	-4	-4	-4	-4	-4
Accounts Payable Days - TTM											14	17	16	13	13	12	10	10	11	11
Working Capital Gap											-22	-21	-20	-18	-18	-16	-14	-14	-15	-15

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

Adjusted Cost of Goods Sold: Promotions & discounts received from the suppliers as well as marketplaces have been offsetted with the actual Cost of Goods Sold to reflect like to like comparisons



IntraSoft Technologies Ltd

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