

# IntraSoft Technologies Limited



**Investor Presentation**  
**30<sup>th</sup> May, 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.

## Audited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended		Year Ended	
	Mar-22	Mar-21	Mar-22	Mar-21
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	10,344.50	10,642.45	42,166.01	61,313.38
Cost of Goods Sold (Incl. Shipping)	7,801.08	8,074.05	32,090.54	49,741.89
<b>Gross Profit</b>	<b>2,543.42</b>	<b>2,568.40</b>	<b>10,075.47</b>	<b>11,571.49</b>
Sales & Marketing Expenses	1,374.82	1,470.26	5,686.80	7,860.08
Employee Benefit Expense	530.63	412.31	1882.39	1677.32
General & Administrative Expenses	360.67	325.04	1244.82	1194.51
<b>Earnings From Operations</b>	<b>277.30</b>	<b>360.79</b>	<b>1,261.46</b>	<b>839.58</b>
Other Income (Net)	66.38	42.11	478.37	635.16
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>343.68</b>	<b>402.90</b>	<b>1,739.83</b>	<b>1,474.74</b>
Depreciation & Amortization	34.05	33.95	137.55	281.65
<b>Earnings Before Interest &amp; Tax</b>	<b>309.63</b>	<b>368.95</b>	<b>1,602.28</b>	<b>1,193.09</b>
Finance Costs	105.07	81.78	352.05	325.14
<b>Profit Before Tax (PBT)</b>	<b>204.56</b>	<b>287.17</b>	<b>1,250.23</b>	<b>867.95</b>
Tax Expense	-46.11	125.07	-32.05	33.68
<b>Profit After Tax (PAT)</b>	<b>250.67</b>	<b>162.10</b>	<b>1,282.28</b>	<b>834.27</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 22	Mar – 21
ASSETS	₹ (In Lakhs)	
<b>Non-current assets</b>		
Property, plant and equipment	1,484.88	1,523.25
Right of use assets	0.00	0.53
Other intangible assets	6.90	8.19
Other intangible assets under Development	10,807.12	6,125.07
Financial assets		
(i) Investments	326.76	433.44
(ii) Other financial assets	3.61	3.47
Deferred tax assets (net)	1,926.84	1,932.77
Income tax assets (net)	21.22	39.45
Other non-current assets	49.06	71.79
	14,626.39	10,137.96
<b>Current assets</b>		
Inventories	8,691.10	9,892.10
Financial assets		
(i) Investments	7,217.92	6,756.23
(ii) Trade receivables	345.04	196.13
(iii) Cash and cash equivalents	866.02	1,033.39
(iv) Other bank balances	53.08	57.51
Income tax assets (net)	5.91	0.00
Other current assets	1,255.04	263.73
	18,434.11	18,199.09
<b>TOTAL ASSETS</b>	<b>33,060.50</b>	<b>28,337.05</b>





# Financial Performance – IntraSoft Technologies Ltd.

## Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 22	Mar – 21
<b>EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	15,191.72	13,872.72
	16,664.89	15,345.89
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	11,267.22	9,804.02
(ii) Other Financial liabilities	0.00	2.01
Provisions	146.00	134.47
Deferred tax liabilities (net)	1,064.21	92.55
Other non-current liabilities	97.50	99.50
	12,574.93	10,132.55
<b>Current liabilities</b>		
Financial liabilities		
(i) Borrowings	7.04	0.00
(ii) Trade payables	3,076.93	2,161.01
(iii) Lease Liability	0.00	0.63
(iv) Other Financial liabilities	283.69	228.19
Other current liabilities	445.78	444.79
Provisions	7.24	6.18
Income tax liabilities (net)	0.00	17.81
	3,820.68	2,858.61
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>33,060.50</b>	<b>28,337.05</b>



# IntraSoft Technologies Ltd

**For Further Information, Please Contact**

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## **Company :**

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