

IntraSoft Technologies Limited



Investor Presentation
29th May, 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.

Audited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended		Year Ended	
	Mar-23	Mar-22	Mar-23	Mar-22
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	11,801.03	10,344.50	45,694.04	42,166.01
Cost of Goods Sold	7,349.56	6,535.03	28,396.07	27,034.66
Gross Profit	4,451.47	3,809.47	17,297.97	15,131.35
Shipping and Handling Expenses	1,569.91	1,266.05	6,065.60	5,055.88
Sales & Marketing Expenses	1,580.59	1,374.82	6,066.63	5,686.80
Employee Benefit Expense	544.40	530.63	2273.87	1882.39
General & Administrative Expenses	348.17	360.67	1332.77	1244.82
Earnings From Operations	408.40	277.30	1,559.10	1,261.46
Other Income (Net)	174.99	66.38	466.94	478.37
Earnings Before Interest, Tax, Depreciation & Amortization	583.39	343.68	2,026.04	1,739.83
Depreciation & Amortization	26.53	34.05	110.32	137.55
Earnings Before Interest & Tax	556.86	309.63	1,915.72	1,602.28
Finance Costs	281.81	105.07	807.53	352.05
Profit Before Tax (PBT)	275.05	204.56	1,108.19	1,250.23
Tax Expense	30.43	-46.11	266.99	-32.05
Profit After Tax (PAT)	244.62	250.67	841.20	1,282.28



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 23	Mar – 22
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,418.15	1,484.88
Other intangible assets	7.37	6.90
Other intangible assets under Development	15,506.09	10,807.12
Financial assets		
(i) Investments	1,878.09	326.76
(ii) Other financial assets	3.76	3.61
Deferred tax assets (net)	1,857.07	1,926.84
Income tax assets (net)	24.22	21.22
Other non-current assets	54.54	49.06
	20,749.29	14,626.39
Current assets		
Inventories	8,721.88	8,691.10
Financial assets		
(i) Investments	6,286.18	7,217.92
(ii) Trade receivables	403.16	345.04
(iii) Cash and cash equivalents	414.83	866.02
(iv) Other bank balances	105.53	52.59
(v) Other financial assets	1.56	0.49
Income tax assets (net)	47.75	5.91
Other current assets	167.14	1,255.04
	16,148.03	18,434.11
TOTAL ASSETS	36,897.32	33,060.50



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 23	Mar – 22
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	16,378.24	15,191.72
	17,851.41	16,664.89
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	13,906.67	11,267.22
Provisions	169.05	146.00
Deferred tax liabilities (net)	1,310.55	1,064.21
Other non-current liabilities	95.50	97.50
	15,481.77	12,574.93
Current liabilities		
Financial liabilities		
(i) Borrowings	849.06	7.04
(ii) Trade payables	1,686.21	3,076.93
(iii) Other Financial liabilities	926.02	664.72
Other current liabilities	93.65	64.75
Provisions	8.20	7.24
Income tax liabilities (net)	1.00	0.00
	3,564.14	3,820.68
TOTAL EQUITY AND LIABILITIES	36,897.32	33,060.50



IntraSoft Technologies Ltd

For Further Information, Please Contact

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