

# IntraSoft Technologies Limited



**Investor Presentation  
14<sup>th</sup> August, 2018**

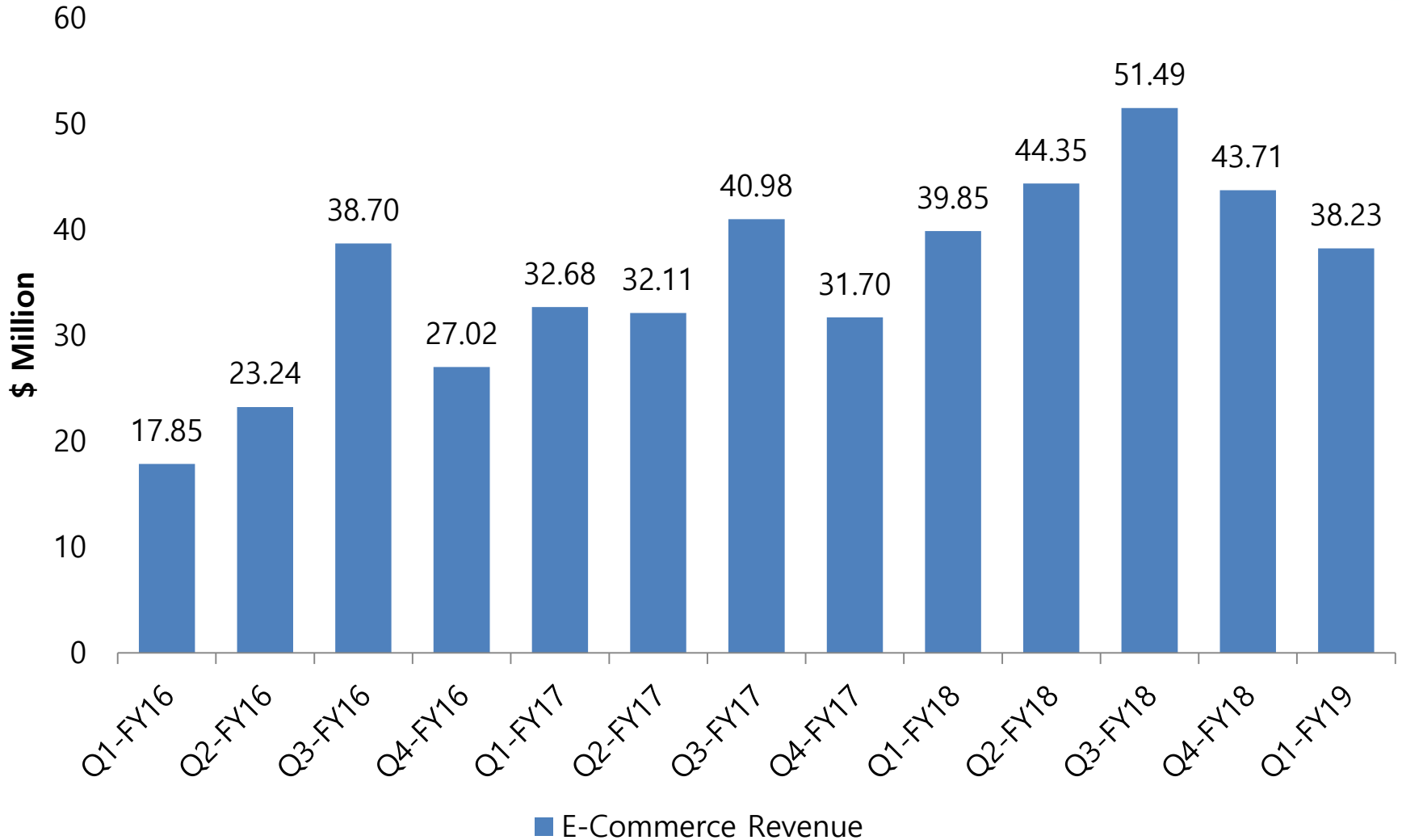
**BSE: 533181, NSE: ISFT**



# E-Commerce Update

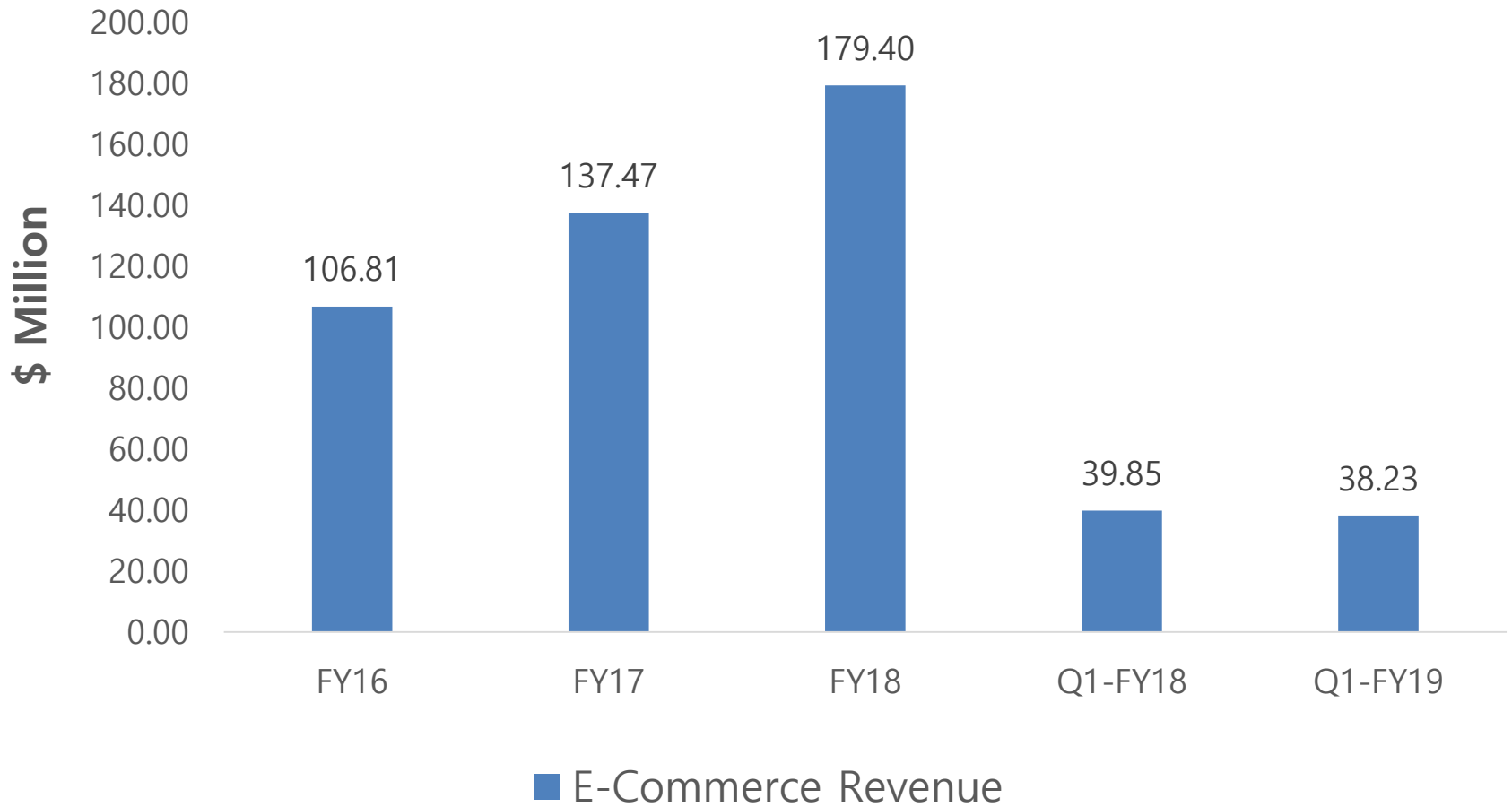


## E-Commerce Revenue Trend



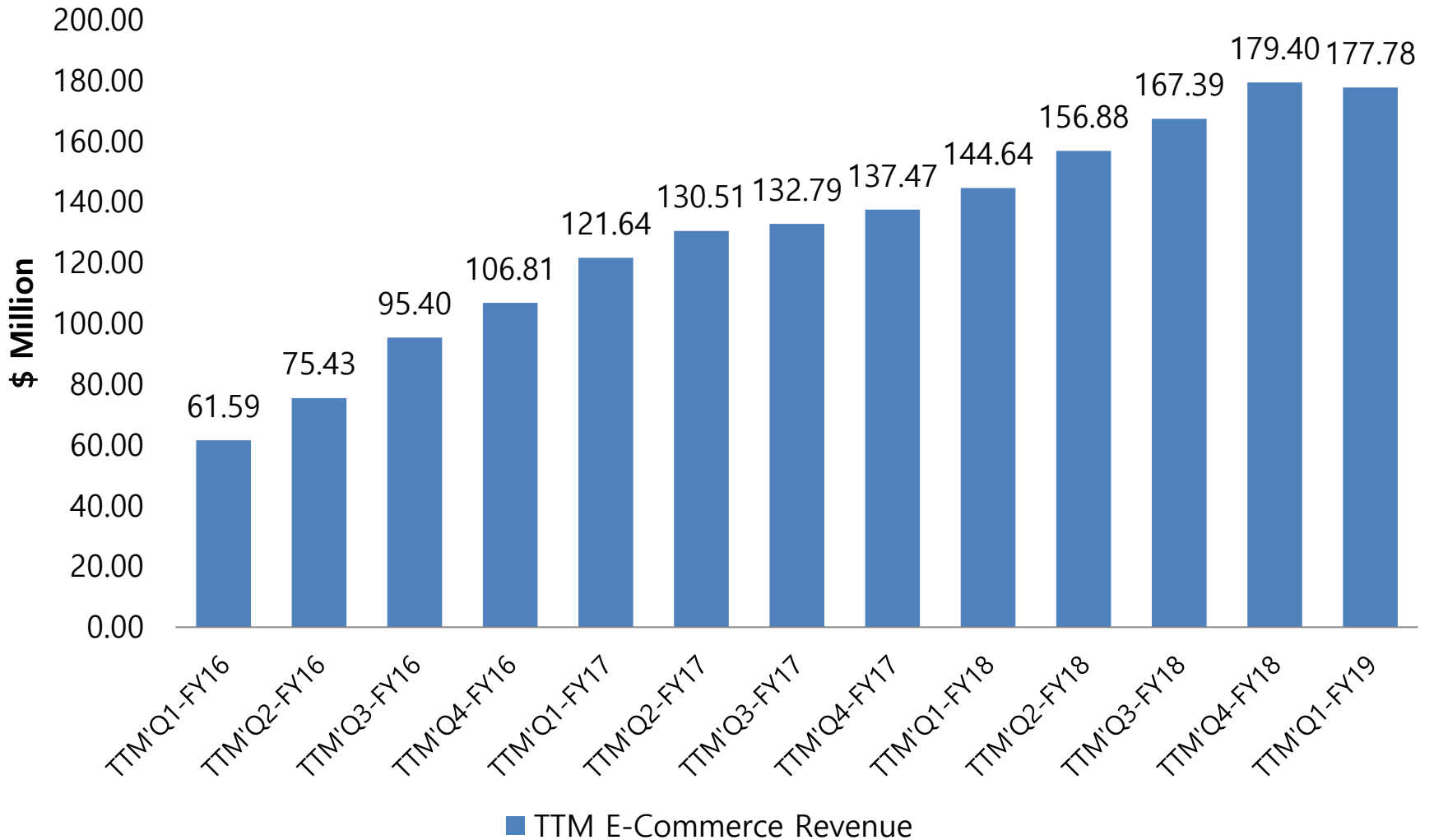


## E-Commerce Revenue Trend





# E-Commerce Revenue Trend

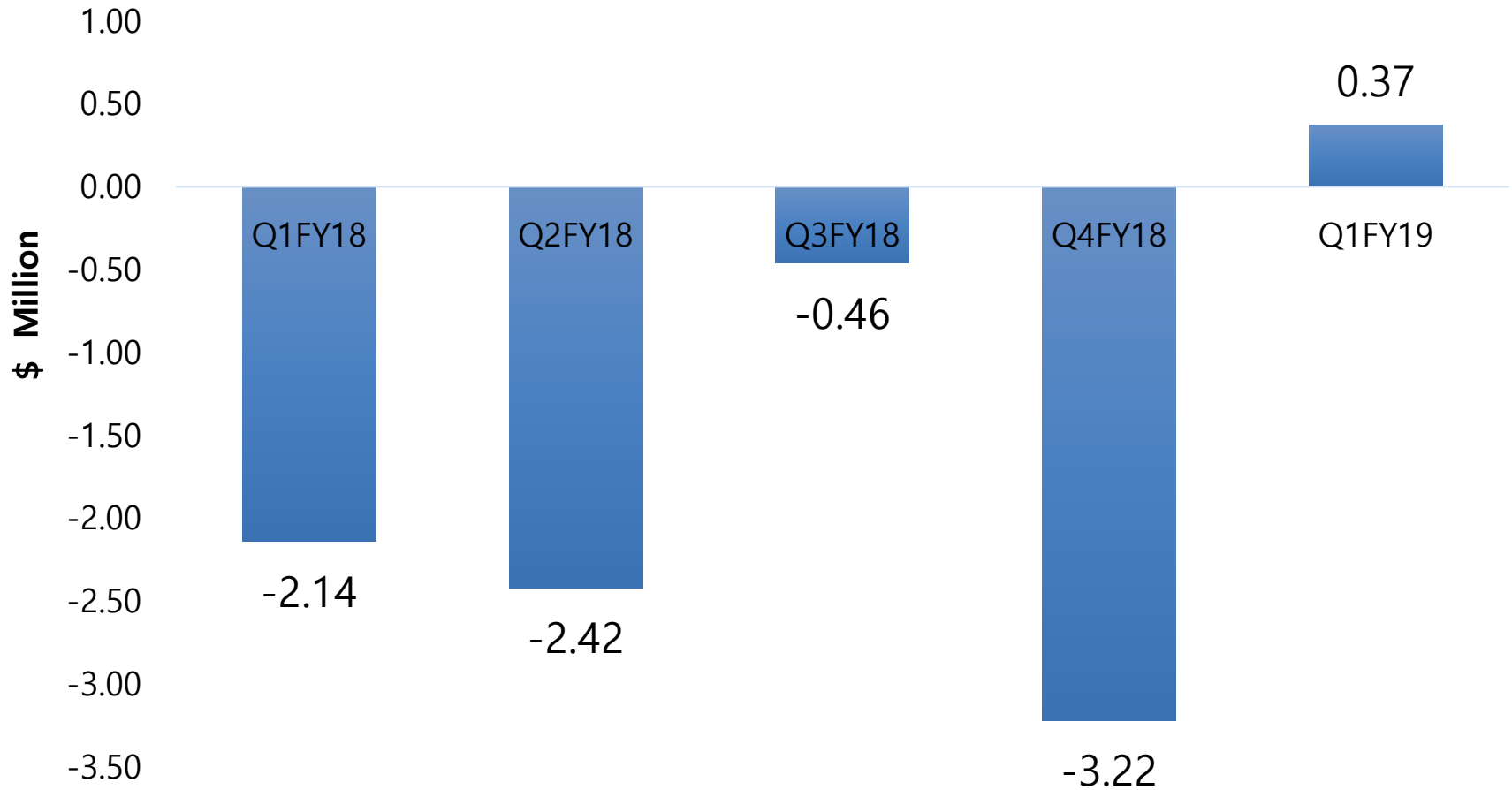


TTM refers to Trailing Twelve Months



# E-Commerce Operating Cash Flow

## Operating Cash Flow





## E-Commerce Working Capital

Net Working Capital (\$ Million)					
Particulars	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19
Inventories	9.54	13.43	14.62	19.01	17.33
Accounts Receivable	1.76	1.70	1.84	1.68	2.05
Accounts Payable	4.39	5.15	5.43	6.24	5.21
<b>Net Working Capital</b>	<b>6.91</b>	<b>9.98</b>	<b>11.03</b>	<b>14.45</b>	<b>14.17</b>



## E-Commerce Financial Performance

Statement of Income for the quarter ended 30 June 2018		
Particulars	Quarter Ended	
	Jun-18	Jun-17
	\$ (In Million)	
<b>Revenue</b>		
Revenue From Operations	38.23	39.85
<b>Expenses</b>		
Cost of Goods Sold	27.72	26.60
Shipping and Handling Expenses	5.05	6.29
<b>Gross Profit</b>	<b>5.46</b>	<b>6.96</b>
Sales & Marketing Expenses	4.63	5.38
Operations, Technology, General & Administrative Expenses	0.55	0.80
Depreciation and Amortisation	0.02	0.02
<b>Operating Profit</b>	<b>0.26</b>	<b>0.76</b>
Interest and Financing Expenses	0.17	0.05
Other Income (Net)	0.00	0.00
<b>Income Before Taxes</b>	<b>0.09</b>	<b>0.71</b>
Income Tax Expense	0.02	0.24
<b>Net Income for the period</b>	<b>0.07</b>	<b>0.47</b>





# E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Jun - 18	Jun - 17
<b>ASSETS</b>	<b>\$ (In Millions)</b>	
<b>Current Assets</b>		
Cash and Cash Equivalents	2.15	3.42
Accounts Receivable (Net)	2.05	1.76
Inventories	17.33	9.54
Prepaid Expenses and Other Current Assets	0.28	0.36
Property and Equipment	0.23	0.28
Intangible Assets (Net)	0.85	0.00
Long Term Loans and Advances	0.36	0.14
<b>TOTAL ASSETS</b>	<b>23.25</b>	<b>15.50</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	4.32	3.38
Deferred Revenue	0.19	0.40
Accrued Expenses and Other Current Liabilities	2.44	2.85
Long Term Debt	11.35	5.51
Other Long Term Liabilities	0.05	0.08
Common Equity	1.00	1.00
Retained Earnings	3.90	2.28
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>23.25</b>	<b>15.50</b>



# Fact Sheet

Particulars	FY 2015-16					FY 2016-17					FY 2017-18					FY 2018-19
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue (\$ Mn)	17.85	23.24	38.70	27.02	106.81	32.68	32.11	40.98	31.70	137.47	39.85	44.35	51.49	43.71	179.40	38.23
TTM Revenue (\$ Mn)	61.59	75.43	95.40	106.81		121.64	130.51	132.79	137.47		144.64	156.88	167.39	179.40		177.78
Y-o-Y Growth	98%	147%	107%	73%	102%	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%
Operating Cash Flows (\$ Mn)											-2.14	-2.42	-0.46	-3.22	-8.24	0.37
<b>Working Capital</b>																
Inventories (\$ Mn)	2.78	4.94	6.41	8.35	8.35	8.53	12.39	6.62	6.36	6.36	9.54	13.43	14.62	19.01	19.01	17.33
Accounts Receivable (\$ Mn)	0.85	1.08	1.64	1.07	1.07	0.97	1.00	1.28	1.21	1.21	1.76	1.70	1.84	1.68	1.68	2.05
Accounts Payable (\$ Mn)	2.12	2.18	5.35	5.86	5.86	5.41	6.23	5.18	3.65	3.65	4.39	5.15	5.43	6.24	6.24	5.21
Net Working Capital (\$ Mn)	1.51	3.84	2.70	3.56	3.56	4.09	7.16	2.72	3.92	3.92	6.91	9.98	11.03	14.45	14.45	14.17
Inventory Turnover, average - TTM											10.9	11.6	10.3	8.7	8.7	7.7
Accounts Receivable Days - TTM											3.3	3.5	3.5	3.6	3.6	3.7
Accounts Payable Days - TTM											15.1	13.0	12.2	12.9	12.9	13.4



# IntraSoft Technologies Ltd



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Profit & Loss for the quarter ended 30 June, 2018

Particulars	Quarter Ended	
	Jun-18	Jun-17
	₹ (In Lacs)	
Revenue From Operations	25,828.84	26,016.43
Cost of Goods Sold (Incl. Shipping)	21,935.35	21,213.61
<b>Gross Profit</b>	<b>3,893.49</b>	<b>4,802.82</b>
Sales & Marketing Expenses	3,110.19	3,487.33
Employee Benefit Expense	385.94	556.79
General & Administrative Expenses	286.04	364.82
<b>Earnings /(Deficit) From Operations</b>	<b>111.32</b>	<b>393.88</b>
Other Income (Net)	70.68	187.15
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization &amp; Exceptional Item</b>	<b>182.00</b>	<b>581.03</b>
Depreciation & Amortization	45.47	50.23
<b>Earnings Before Interest, Tax &amp; Exceptional Item</b>	<b>136.53</b>	<b>530.80</b>
Finance Costs	111.64	31.91
<b>Profit Before Tax (PBT)</b>	<b>24.89</b>	<b>498.89</b>
Tax Expense	8.99	138.32
<b>Profit After Tax (PAT)</b>	<b>15.90</b>	<b>360.57</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 18	Jun – 17
<b>I. EQUITY AND LIABILITIES</b>		
<b>₹ (In Lacs)</b>		
<b>(1) Shareholders' Funds</b>		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,835.44	12,011.99
<b>(2) Non-current Liabilities</b>		
(a) Long-term Borrowings	7,769.06	3559.75
(b) Deferred Tax Liabilities (Net)	132.47	108.54
(c) Other Long term Liabilities	122.57	24.67
(d) Long-term Provisions	110.20	100.75
<b>(3) Current Liabilities</b>		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,966.51	2,199.21
(c) Other Current Liabilities	1,917.37	2,264.79
(d) Short-term Provisions	3.83	4.68
<b>TOTAL</b>	<b>27,330.62</b>	<b>21,747.55</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed Assets	2,392.15	1,962.62
(b) Non-current Investments	1405.27	496
(c) Deferred Tax Assets (Net)	1,738.65	1,731.99
(d) Long-term Loans and Advances	627.93	375.45
<b>(2) Current Assets</b>		
(a) Current Investments	5,843.47	6,711.23
(b) Inventories	11,861.16	6,158.65
(c) Trade Receivables	1512.90	1281.72
(d) Cash and bank balances	1,671.91	2,408.74
(e) Short-term loans and advances	160.04	469.09
(f) Other current assets	117.14	152.06
<b>TOTAL</b>	<b>27,330.62</b>	<b>21,747.55</b>



# IntraSoft Technologies Ltd

**For Further Information, Please Contact**

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## **Company :**

IntraSoft Technologies Ltd.  
CIN - L24133MH1996PLC197857

Ms. Purvangi Jain  
[purvangi.jain@itlindia.com](mailto:purvangi.jain@itlindia.com)  
91-22-2491-2123

[www.itlindia.com](http://www.itlindia.com)

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## **Investor Relations Advisors :**

Valorem Advisors

Mr. Anuj Sonpal  
[anuj@valoremadvisors.com](mailto:anuj@valoremadvisors.com)  
91-9930609010

[www.valoremadvisors.com](http://www.valoremadvisors.com)

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