



# IntraSoft Technologies Limited

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**Regd. Office :** 502A Prathamesh, Raghuvanshi Mills Compound, S.B. Marg, Lower Parel, Mumbai - 400 013  
T: +91-22-4004-0008 F: +91-22-2490-3123 E: intrasoft@itlindia.com W: www.itlindia.com CIN: L24133MH1996PLC197857

**Corp. Office :** Suite 301, 145 Rash Behari Avenue, Kolkata - 700 029. Tel: +91-33-4023-1234 Fax: +91-33-2464-6584

February 13, 2024

**Corporate Relationship Department**  
**BSE Limited**  
P.J.Towers, Dalal Street,  
Fort, Mumbai

**Listing Department**  
**National Stock Exchange of India Ltd**  
Exchange Plaza, Bandra Kurla Complex  
Mumbai

**Scrip code: 533181 / ISFT**

Dear Sir,

**Sub: Presentation on Financial Results and Business Performance**

With reference to captioned subject matter, please find enclosed herewith the presentation on Financial Results and Business Performance of the Company for the Quarter ended on December 31, 2023.

This is for your information and records.

Thanking You,

Yours faithfully,  
For IntraSoft Technologies Limited

**Pranvesh Tripathi**  
**Company Secretary & Compliance Officer**

Encl: as above

# IntraSoft Technologies Limited



**Investor Presentation**  
**13<sup>th</sup> February, 2024**

**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*

**amazon**

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 Limited



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended	
	Dec-23	Dec-22
	₹ (In Lakhs)	
Revenue From Operations	12,299.38	12,243.98
Cost of Goods Sold	7,702.84	7,590.56
<b>Gross Profit</b>	<b>4,596.54</b>	<b>4,653.42</b>
Shipping and Handling Expenses	1,786.10	1,645.07
Sales & Marketing Expenses	1,747.57	1,628.72
Employee Benefit Expense	318.49	635.59
Other Expenses	247.51	287.95
<b>Earnings From Operations</b>	<b>496.87</b>	<b>456.09</b>
Other Income (Net)	158.89	121.84
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>655.76</b>	<b>577.93</b>
Depreciation & Amortization	24.22	26.99
<b>Earnings Before Interest &amp; Tax</b>	<b>631.54</b>	<b>550.94</b>
Finance Costs	286.15	232.60
<b>Profit Before Tax (PBT)</b>	<b>345.39</b>	<b>318.34</b>
Tax Expense	123.80	143.88
<b>Profit After Tax (PAT)</b>	<b>221.59</b>	<b>174.46</b>





# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 23	Dec – 22
<b>ASSETS</b>	<b>₹ (In Lakhs)</b>	
<b>Non-current assets</b>		
Property, plant and equipment	1,346.23	1,444.04
Other intangible assets	6.61	6.10
Other intangible assets under Development	17,322.12	14,809.20
Financial assets		
(i) Investments	1,433.25	1,858.18
(ii) Other financial assets	3.76	3.61
Deferred tax assets (net)	1,795.74	1,860.76
Non-current tax assets	24.53	26.42
Other non-current assets	46.54	49.21
	21,978.78	20,057.52
<b>Current assets</b>		
Inventories	8,813.41	8,830.86
Financial assets		
(i) Investments	6,606.93	6,201.86
(ii) Trade receivables	395.15	229.77
(iii) Cash and cash equivalents	201.36	290.40
(iv) Other bank balances	102.98	103.48
(v) Other financial assets	0.51	0.00
Current tax assets	30.62	23.80
Other current assets	121.68	133.23
	16,272.64	15,813.40
<b>TOTAL ASSETS</b>	<b>38,251.42</b>	<b>35,870.92</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 23	Dec – 22
<b>EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	17,227.04	16,234.82
	18,700.21	17,707.99
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	13,996.31	13,121.15
(ii) Other Financial Liabilities	2.95	0.00
Provisions	168.72	170.29
Deferred tax liabilities (net)	1,473.74	1,286.77
Other non-current liabilities	94.00	96.00
	15,735.72	14,674.21
<b>Current liabilities</b>		
Financial liabilities		
(i) Borrowings	856.07	850.98
(ii) Trade payables	1,937.84	1,890.31
(iii) Other Financial liabilities	967.31	310.75
Other current liabilities	51.31	429.25
Provisions	0.95	7.43
current tax liabilities	2.01	0.00
	3,815.49	3,488.72
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>38,251.42</b>	<b>35,870.92</b>



**IntraSoft Technologies Ltd**

**For Further Information, Please Contact**

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**Company :**

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IntraSoft Technologies Limited  
CIN: L24133MH1996PLC197857

Mr. Varun Didwania  
[varun.didwania@itlindia.com](mailto:varun.didwania@itlindia.com)

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

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