



# IntraSoft Technologies Limited

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

August 14, 2018

**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 June 30, 2018.

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

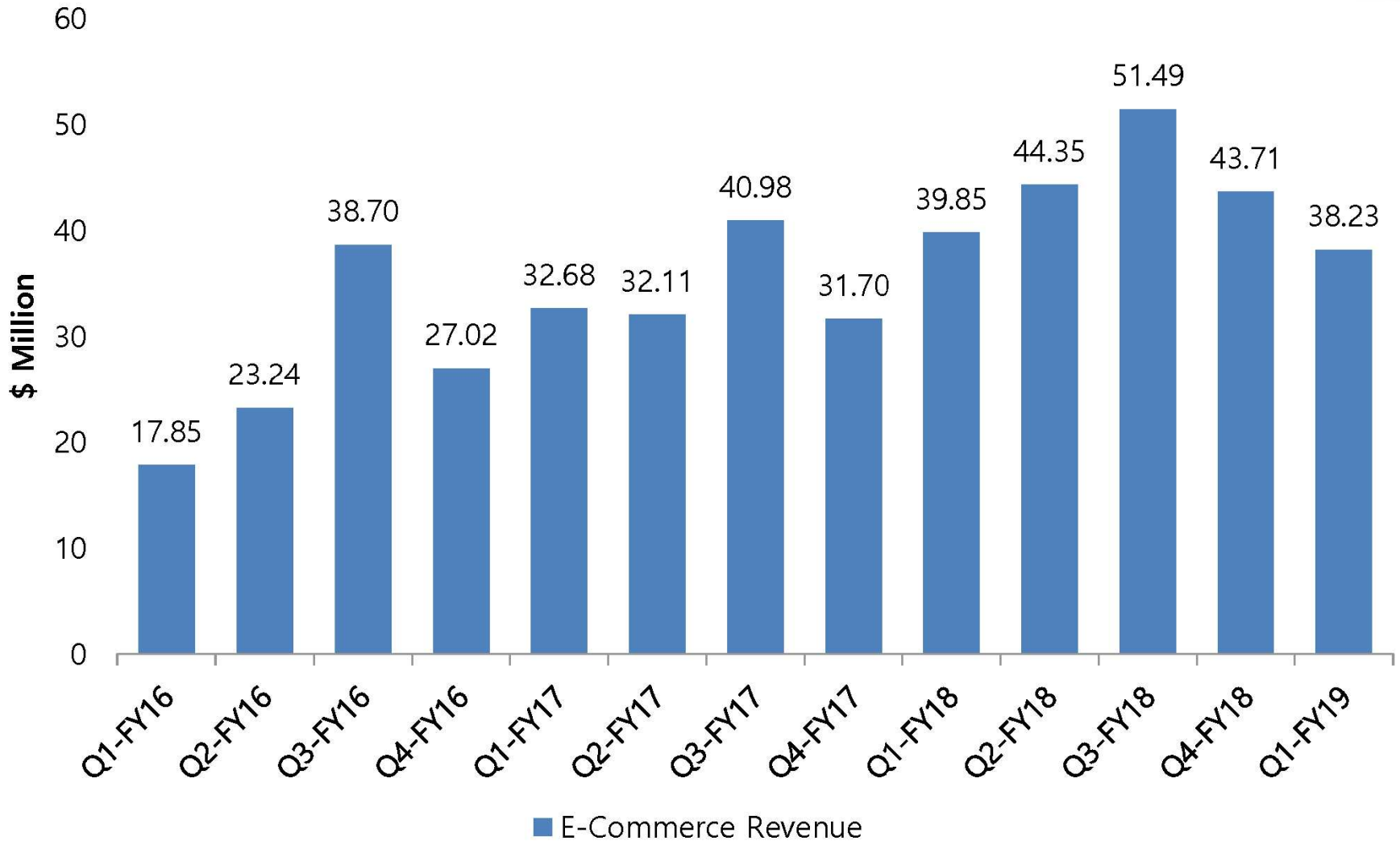
**BSE: 533181, NSE: ISFT**



# E-Commerce Update

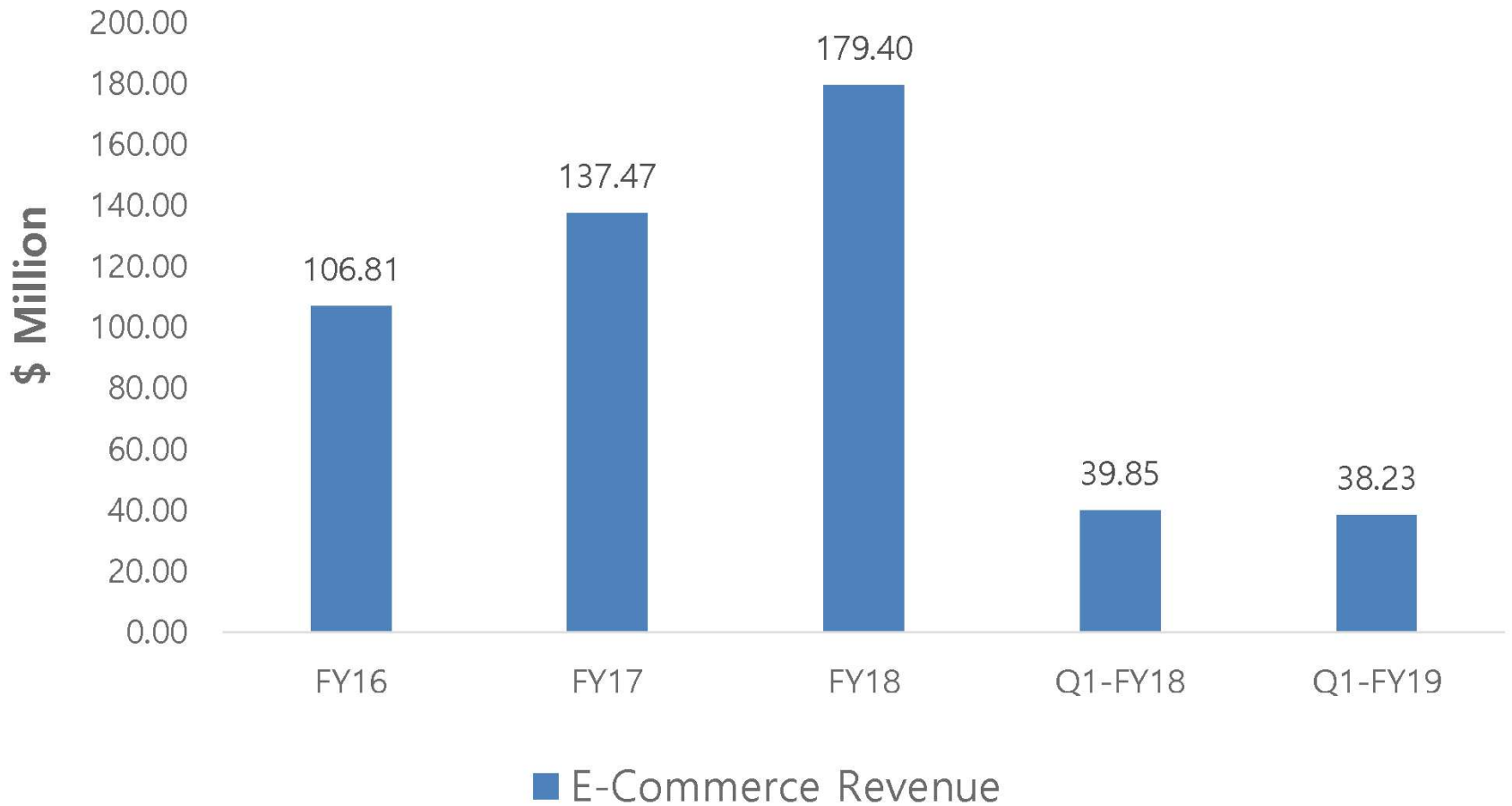


## E-Commerce Revenue Trend



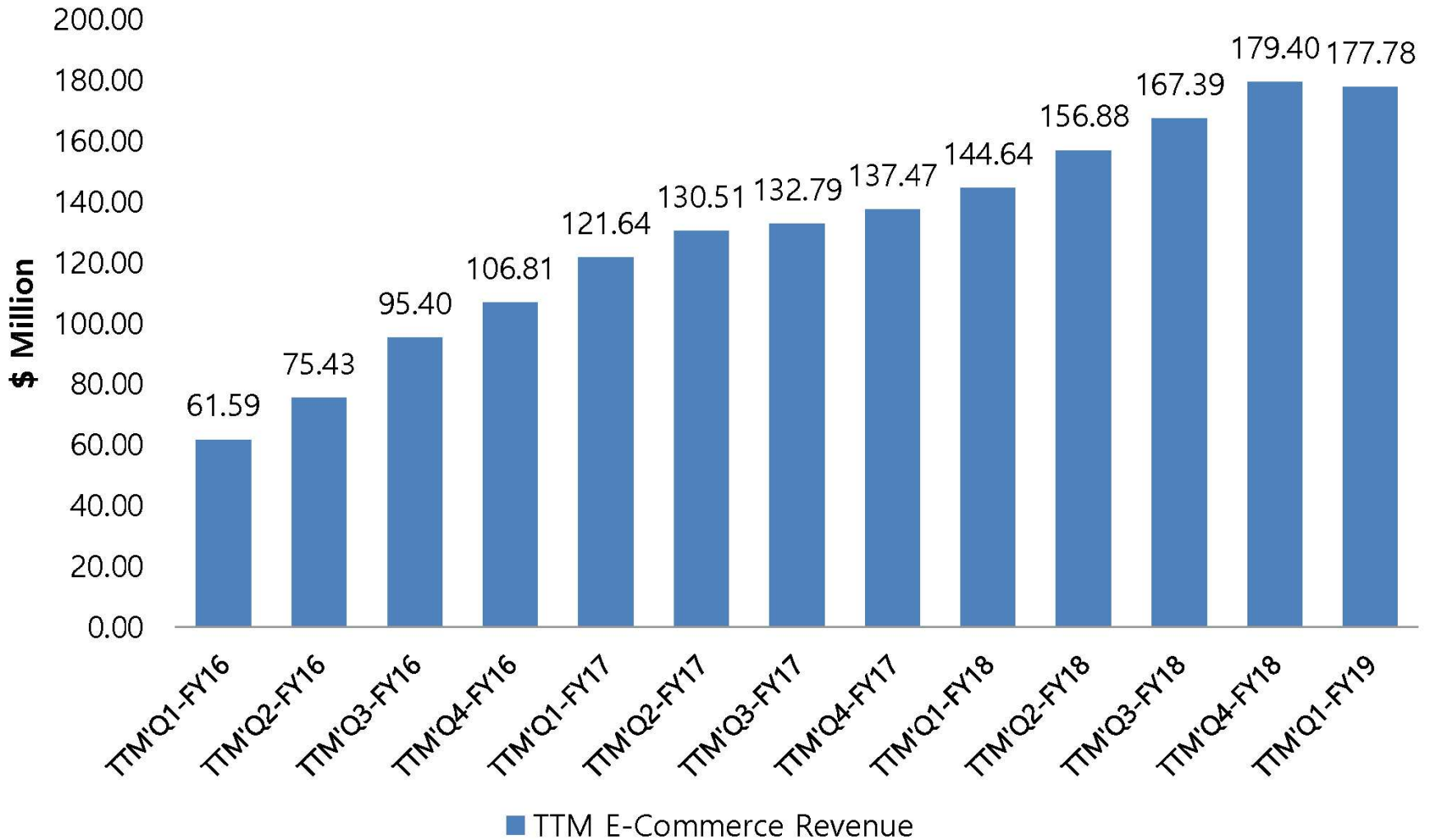


## E-Commerce Revenue Trend





# E-Commerce Revenue Trend

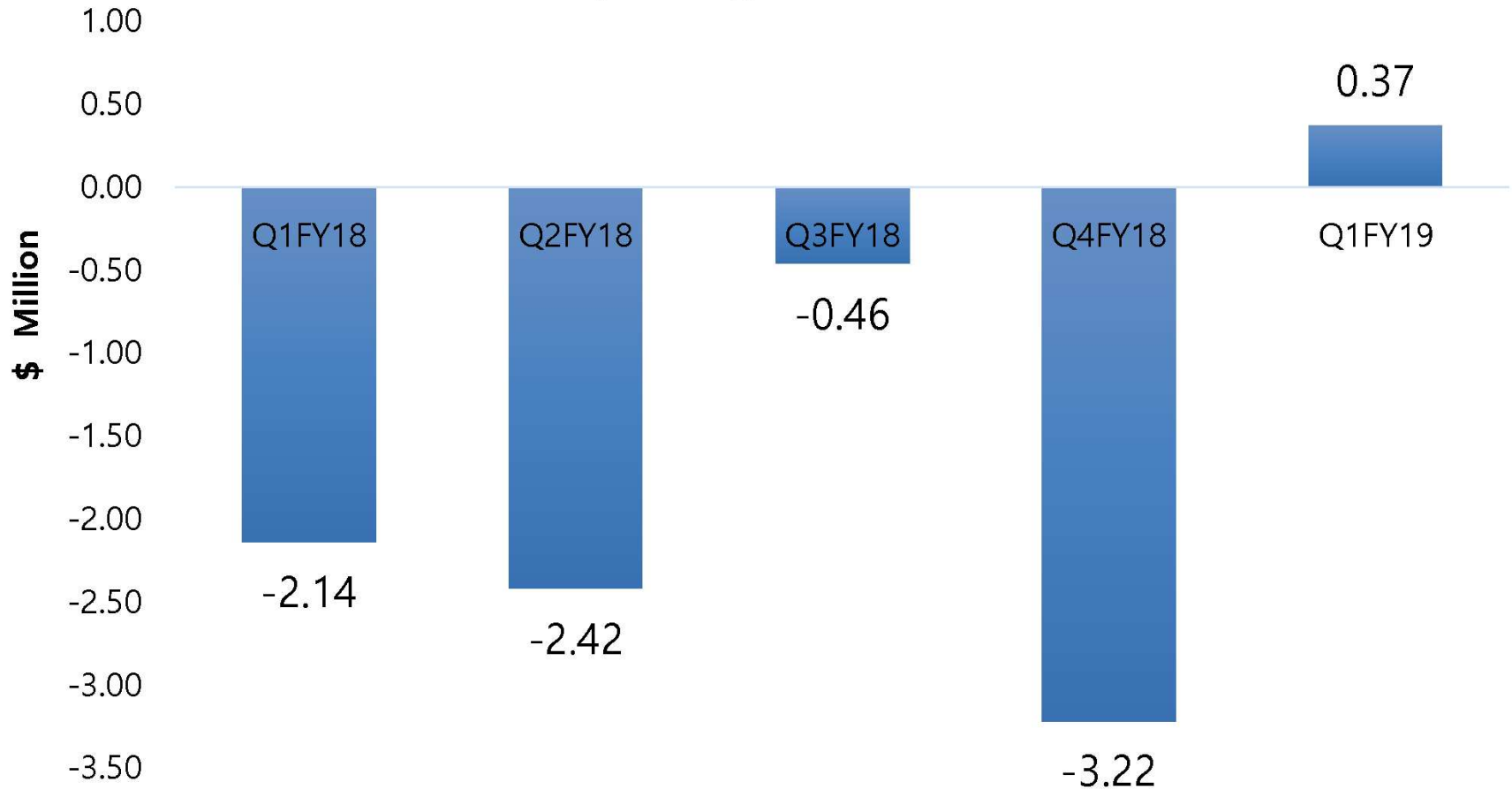


TTM refers to Trailing Twelve Months



# 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

<b>Balance Sheet</b>		
<b>Particulars</b>	<b>As at</b>	<b>As at</b>
	<b>Jun - 18</b>	<b>Jun - 17</b>
<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



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