



# IntraSoft Technologies Limited

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November 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 and half year ended on September, 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> November, 2018**

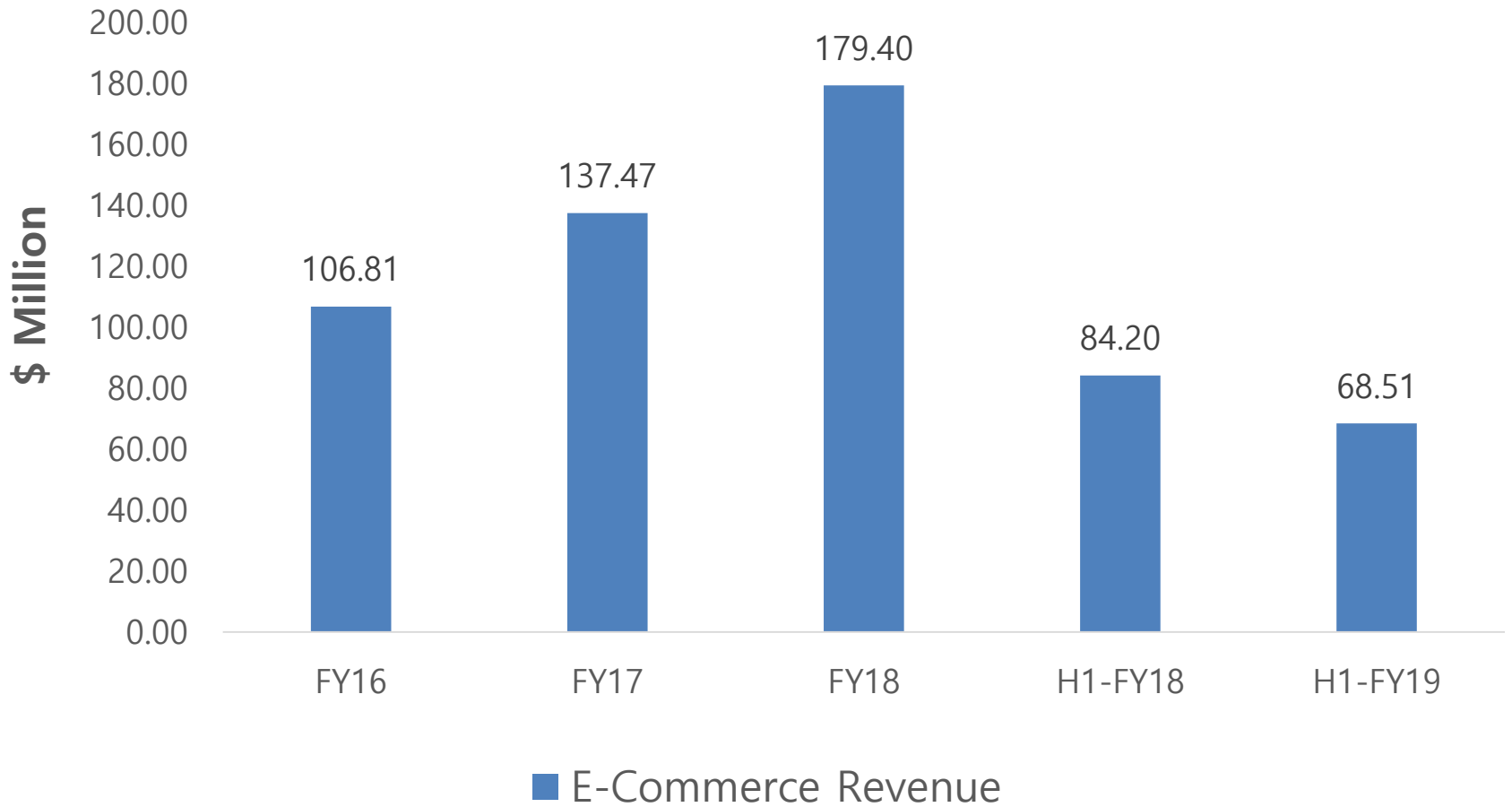
**BSE: 533181, NSE: ISFT**



# E-Commerce Update

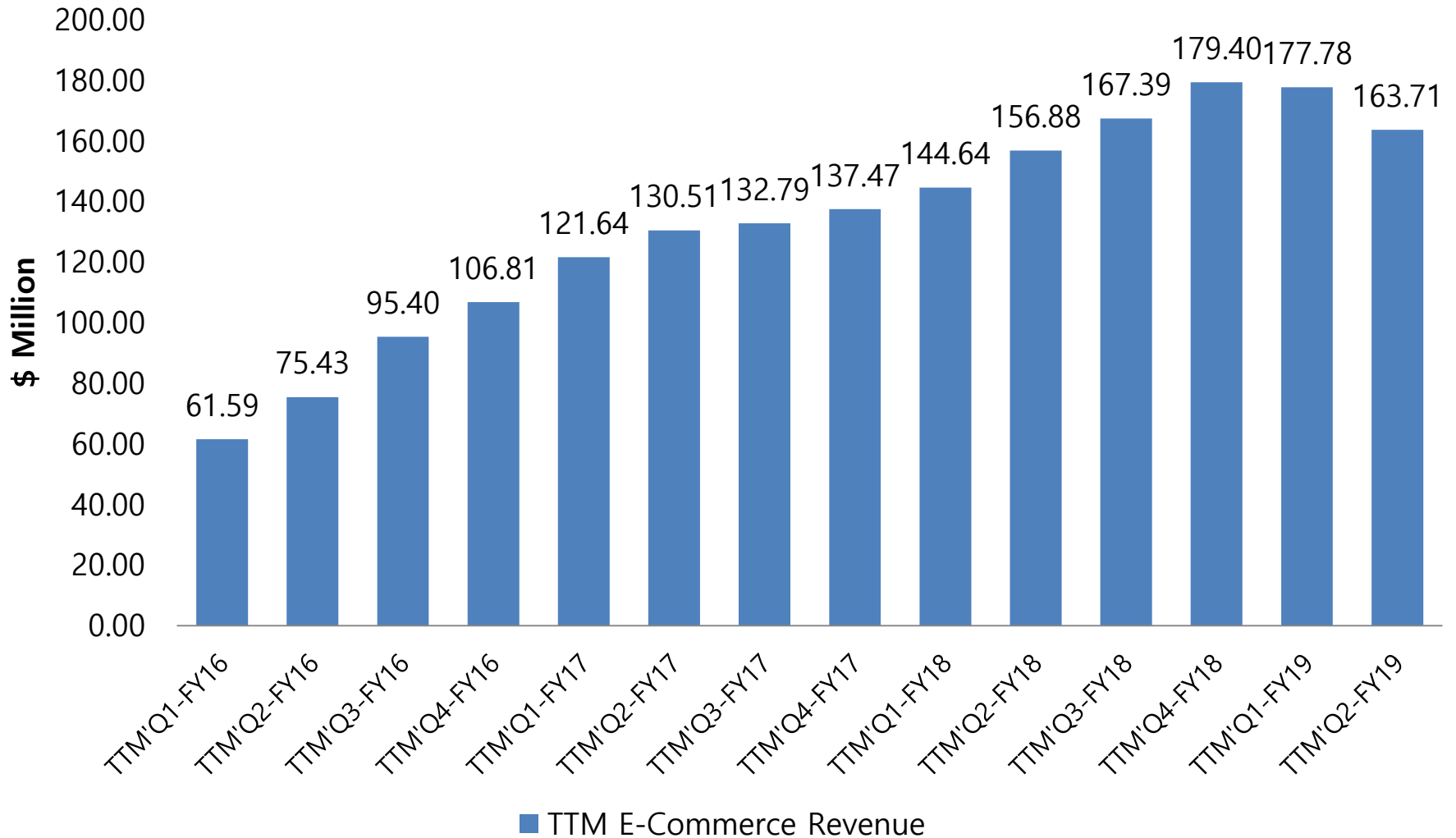


## E-Commerce Revenue Trend





# E-Commerce Revenue Trend

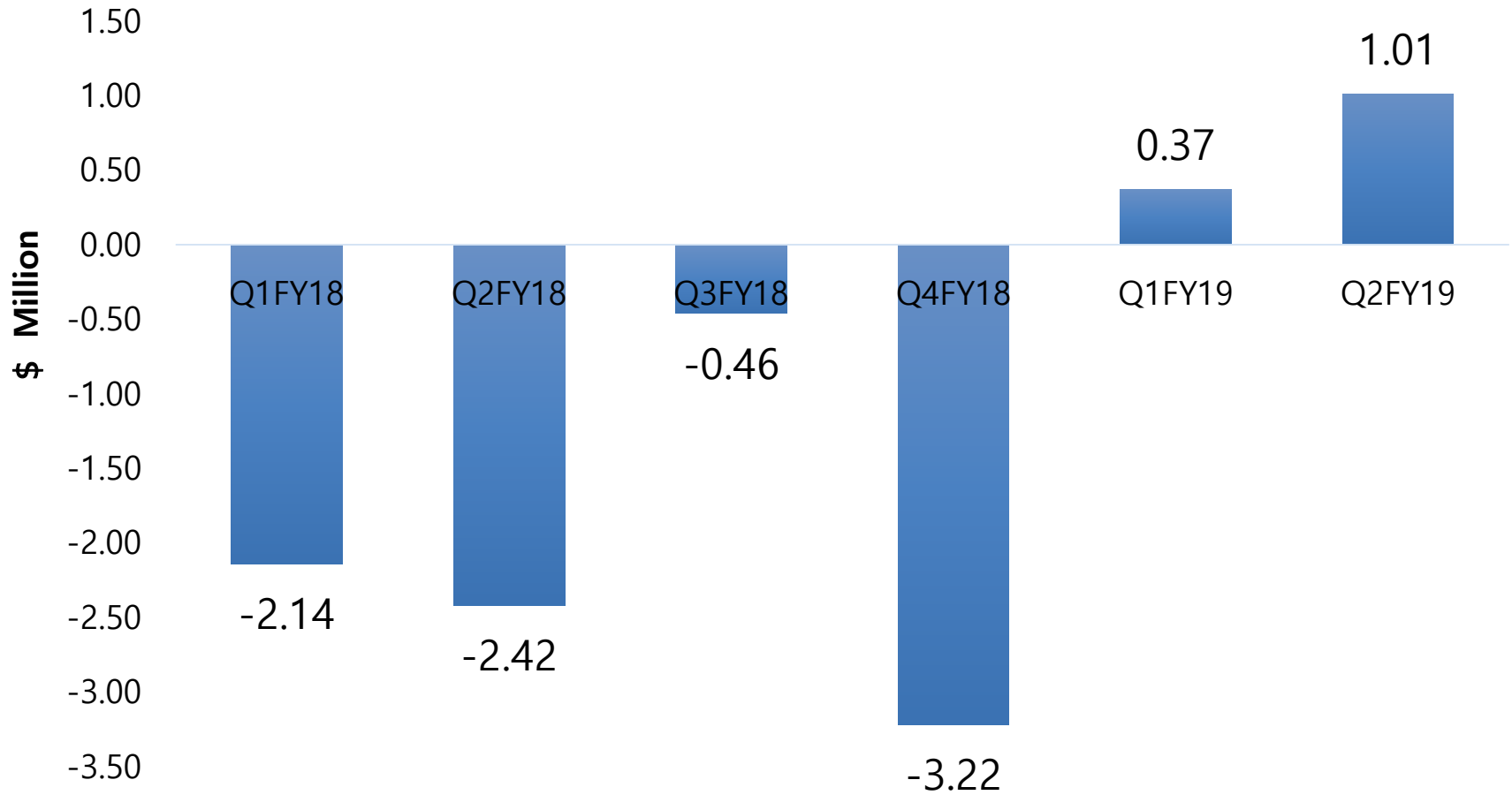


TTM refers to Trailing Twelve Months



# E-Commerce Operating Cash Flow

## Operating Cash Flow





## E-Commerce Working Capital

### Net Working Capital (\$ Million)

Particulars	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19
Inventories	9.54	13.43	14.62	19.01	17.33	15.37
Accounts Receivable	1.76	1.7	1.84	1.68	2.05	1.43
Accounts Payable	4.39	5.15	5.43	6.24	5.21	3.69
<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>	<b>13.11</b>



## E-Commerce Financial Performance

### Statement of Income for the quarter ended 30 September 2018

Particulars	Quarter Ended	
	Sep-18	Sep-17
	\$ (In Millions)	
<b>Revenue</b>		
Revenue From Operations	30.28	44.35
<b>Expenses</b>		
Cost of Goods Sold	22.06	29.93
Shipping and Handling Expenses	3.85	6.65
<b>Gross Profit</b>	<b>4.37</b>	<b>7.77</b>
Sales & Marketing Expenses	3.47	5.79
Operations, Technology, General & Administrative Expenses	0.69	0.80
Depreciation and Amortisation	0.02	0.02
<b>Operating Profit</b>	<b>0.19</b>	<b>1.16</b>
Interest and Financing Expenses	0.15	0.07
Other Income (Net)	-0.01	0.00
<b>Income Before Taxes</b>	<b>0.05</b>	<b>1.09</b>
Income Tax Expense	-0.14	0.37
<b>Net Income for the Period</b>	<b>0.19</b>	<b>0.72</b>





# E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Sep - 18	Sep - 17
<b>ASSETS</b>	<b>\$ (In Millions)</b>	
<b>Current Assets</b>		
Cash and Cash Equivalents	1.75	2.31
Accounts Receivable (Net)	1.43	1.70
Inventories	15.37	13.43
Prepaid Expenses and Other Current Assets	0.26	0.35
Property and Equipment	0.21	0.29
Intangible Assets (Net)	1.18	0.00
Long Term Loans and Advances	0.38	0.23
<b>TOTAL ASSETS</b>	<b>20.58</b>	<b>18.31</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	2.80	4.15
Deferred Revenue	0.13	0.34
Accrued Expenses and Other Current Liabilities	2.09	2.82
Long Term Debt	10.45	6.92
Other Long Term Liabilities	0.05	0.08
Common Equity	1.00	1.00
Retained Earnings	4.06	3.00
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>20.58</b>	<b>18.31</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	Q2
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	30.28
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	163.71
Y-o-Y Growth	98%	147%	107%	73%	102%	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%	-32%
Operating Cash Flows (\$ Mn)											-2.14	-2.42	-0.46	-3.22	-8.24	0.37	1.01
<b>Working Capital</b>																	
Inventory (\$ 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	15.37
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	1.43
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	3.69
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	13.11
Inventory Turnover, average - TTM											10.9	11.6	10.3	8.7	8.7	7.7	7.0
Accounts Receivable Days - TTM											3.3	3.5	3.5	3.6	3.6	3.7	3.9
Accounts Payable Days - TTM											15.1	13.0	12.2	12.9	12.9	13.4	13.5



# IntraSoft Technologies Ltd



# Financial Performance – IntraSoft Technologies Ltd.

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

Particulars	Quarter Ended	
	Sep-18	Sep-17
	₹ (In Lakhs)	
Revenue From Operations	21,582.64	28,698.83
Cost of Goods Sold (Incl. Shipping)	18,282.67	23,457.50
<b>Gross Profit</b>	<b>3,299.97</b>	<b>5,241.33</b>
Sales & Marketing Expenses	2,449.02	3,728.88
Employee Benefit Expense	425.37	535.24
General & Administrative Expenses	385.39	348.98
<b>Earnings /(Deficit) From Operations</b>	<b>40.19</b>	<b>628.23</b>
Other Income (Net)	116.49	134.35
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>156.68</b>	<b>762.58</b>
Depreciation & Amortization	44.46	49.78
<b>Earnings Before Interest &amp; Tax</b>	<b>112.22</b>	<b>712.80</b>
Finance Costs	105.44	46.52
<b>Profit Before Tax (PBT)</b>	<b>6.78</b>	<b>666.28</b>
Tax Expense	-82.19	270.87
<b>Profit After Tax (PAT)</b>	<b>88.97</b>	<b>395.41</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 18	Sep – 17
<b>I. EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>(1) Shareholders' Funds</b>		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,804.82	12,082.06
<b>(2) Non-current Liabilities</b>		
(a) Long-term Borrowings	7,572.25	4511.58
(b) Deferred Tax Liabilities (Net)	98.72	141.30
(c) Other Long term Liabilities	118.08	106.48
(d) Long-term Provisions	111.57	103.83
<b>(3) Current Liabilities</b>		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,049.31	2,718.46
(c) Other Current Liabilities	1,704.32	2,207.56
(d) Short-term Provisions	3.85	5.69
<b>TOTAL</b>	<b>25,936.09</b>	<b>23,350.13</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed Assets	2,632.88	1,928.15
(b) Non-current Investments	1492.00	499.26
(c) Deferred Tax Assets (Net)	1,738.65	1,736.19
(d) Long-term Loans and Advances	735.16	484.32
<b>(2) Current Assets</b>		
(a) Current Investments	5,434.53	6,449.17
(b) Inventories	11,139.58	8,760.13
(c) Trade Receivables	1143.09	1247.03
(d) Cash and bank balances	1,453.02	1,795.91
(e) Short-term loans and advances	9.84	317.77
(f) Other current assets	157.34	132.20
<b>TOTAL</b>	<b>25,936.09</b>	<b>23,350.13</b>



# IntraSoft Technologies Ltd

**For Further Information, Please Contact**

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