



IntraSoft Technologies Limited

Regd. Office : 502A Prathamesh, Raghuvanshi Mills Compound, S.B. Marg, Lower Parel, Mumbai - 400 013
T: +91-22-2491-2123 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

August 12, 2019

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, 2019.

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
12th Aug, 2019**

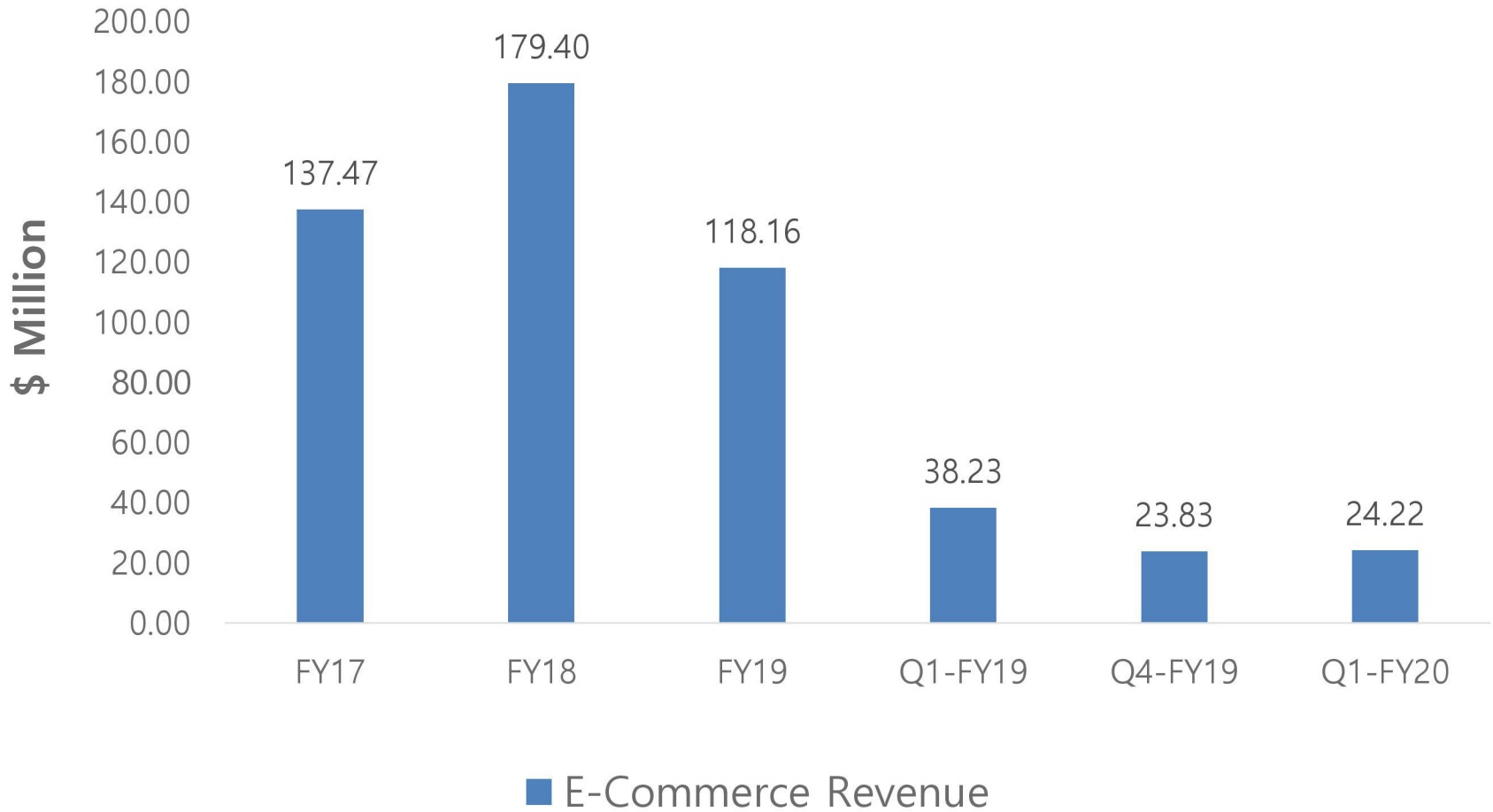
BSE: 533181, NSE: ISFT



E-Commerce Update



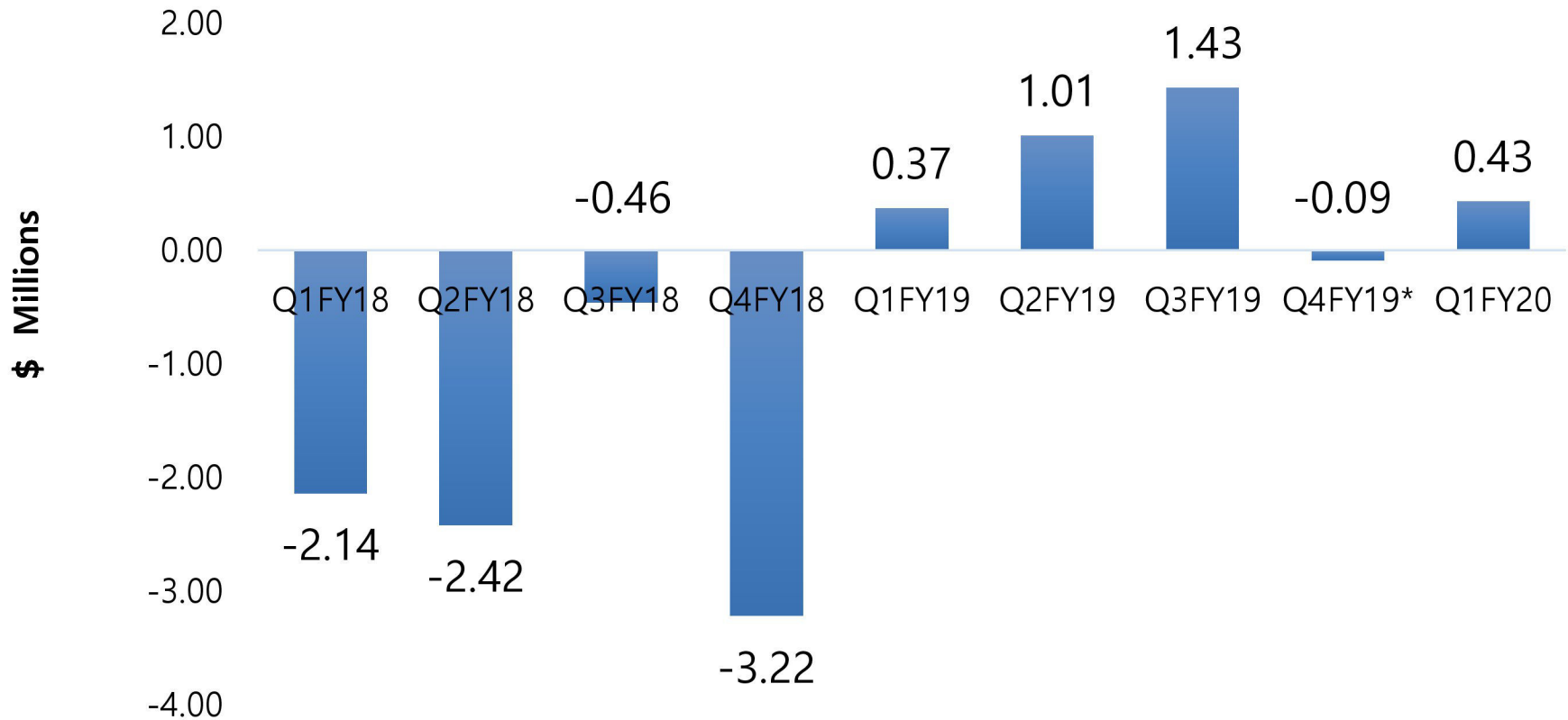
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow



*Operating Cash Flow for Q4FY19 was \$0.71 million, which after accounting for \$0.80 million income tax paid in the quarter came to \$(0.09) million.



E-Commerce Working Capital

Net Working Capital (\$ Million)					
Particulars	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20
Inventories	17.33	15.37	14.78	14.33	14.22
Accounts Receivable	2.05	1.43	1.11	1.57	1.48
Accounts Payable	5.21	3.69	3.91	4.18	4.24
Net Working Capital	14.17	13.11	11.98	11.72	11.46



E-Commerce Financial Performance

Statement of Income for the quarter ended 30 June 2019

Particulars	Quarter Ended	
	Jun-19	Jun-18
	\$ (In Millions)	
Revenue		
Revenue From Operations	24.22	38.23
Expenses		
Cost of Goods Sold	17.95	27.72
Shipping and Handling Expenses	2.67	5.05
Gross Profit	3.60	5.46
Sales & Marketing Expenses	2.69	4.63
Operations, Technology, General & Administrative Expenses	0.67	0.55
Depreciation and Amortisation	0.02	0.02
Operating Profit	0.22	0.26
Interest and Financing Expenses	0.16	0.17
Other Income (Net)	0.00	0.00
Income Before Taxes	0.06	0.09
Income Tax Expense	0.00	0.02
Net Income for the Period	0.06	0.07



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Jun - 19	Jun - 18
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.35	2.15
Accounts Receivable (Net)	1.48	2.05
Inventories	14.22	17.33
Prepaid Expenses and Other Current Assets	0.21	0.28
Property and Equipment	0.17	0.23
Intangible Assets (Net)	2.10	0.85
Capital WIP	0.12	0.00
Long Term Loans and Advances	0.41	0.36
Other Long Term Assets	0.23	0.00
TOTAL ASSETS	20.29	23.25
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	3.40	4.32
Deferred Revenue	0.04	0.19
Accrued Expenses and Other Current Liabilities	1.36	2.44
Long Term Debt	9.87	11.35
Other Long Term Liabilities	0.05	0.05
Common Equity	1.00	1.00
Retained Earnings	4.57	3.90
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	20.29	23.25



Fact Sheet

Particulars	FY 2016-17					FY 2017-18					FY 2018-19					FY 2019-20
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue (\$ Mn)	32.68	32.11	40.98	31.70	137.47	39.85	44.35	51.49	43.71	179.40	38.23	30.28	25.82	23.83	118.16	24.22
TTM Revenue (\$ Mn)	121.64	130.51	132.79	137.47		144.64	156.88	167.39	179.40		177.78	163.71	138.04	118.16		104.15
Y-o-Y Growth	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%
Operating Cash Flows (\$ Mn)						-2.14	-2.42	-0.46	-3.22	-8.24	0.37	1.01	1.43	-0.09	2.72	0.43
Working Capital																
Inventory (\$ Mn)	8.53	12.39	6.62	6.36	6.36	9.54	13.43	14.62	19.01	19.01	17.33	15.37	14.78	14.33	14.33	14.22
Accounts Receivable (\$ Mn)	0.97	1.00	1.28	1.21	1.21	1.76	1.70	1.84	1.68	1.68	2.05	1.43	1.11	1.57	1.57	1.48
Accounts Payable (\$ Mn)	5.41	6.23	5.18	3.65	3.65	4.39	5.15	5.43	6.24	6.24	5.21	3.69	3.91	4.18	4.18	4.24
Net Working Capital (\$ Mn)	4.09	7.16	2.72	3.92	3.92	6.91	9.98	11.03	14.45	14.45	14.17	13.11	11.98	11.72	11.72	11.46
Inventory Turnover, average - TTM						10.9	11.6	10.3	8.7	8.7	7.7	7.0	6.1	5.7	5.7	5.3
Accounts Receivable Days - TTM						3.3	3.5	3.5	3.6	3.6	3.7	3.9	4.1	4.8	4.8	4.9
Accounts Payable Days - TTM						15.1	13.0	12.2	12.9	12.9	13.4	13.5	14.7	15.3	15.3	16.4



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Profit & Loss for the quarter ended 30 June, 2019

Particulars	Quarter Ended	
	Jun-19	Jun-18
	₹ (In Lakhs)	
Revenue From Operations	17,086.36	25,828.84
Cost of Goods Sold (Incl. Shipping)	14,345.59	21,935.35
Gross Profit	2,740.77	3,893.49
Sales & Marketing Expenses	1,873.90	3,110.19
Employee Benefit Expense	338.73	385.94
General & Administrative Expenses	323.32	286.04
Earnings /(Deficit) From Operations	204.82	111.32
Other Income (Net)	68.55	70.68
Earnings Before Interest, Tax, Depreciation & Amortisation	273.37	182.00
Depreciation & Amortisation	100.25	45.47
Earnings Before Interest & Tax	173.12	136.53
Finance Costs	134.68	111.64
Profit Before Tax (PBT)	38.44	24.89
Tax Expense	-0.63	8.99
Profit After Tax (PAT)	39.07	15.90



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Jun - 19	Jun - 18
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,627.17	1,775.23
Intangible assets	1,474.15	616.42
Right-of-use assets	1,262.90	0.00
Capital work-in-progress	82.17	0.50
Financial assets		
(i) Investments	1,519.21	1,405.27
(ii) Loans	5.19	22.57
Deferred tax assets (net)	1,947.55	1,738.65
Non-current tax assets (net)	51.83	63.79
Other non-current assets	570.66	541.57
	8,540.83	6,164.00
Current assets		
Inventories	9,814.78	11,861.16
Financial assets		
(i) Investments	5,667.74	5,843.47
(ii) Trade receivables	1,100.10	1,512.90
(iii) Cash and cash equivalents	1,028.31	1,593.25
(iv) Other bank balances	106.73	78.66
(v) Loans	70.67	160.04
(vi) Others	0.00	0.00
Current tax assets (net)	4.06	0.00
Other current assets	147.39	117.14
	17,939.78	21,166.62
TOTAL ASSETS	26,480.61	27,330.62



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Jun – 19	Jun – 18
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,127.15	12,835.44
	14,600.32	14,308.61
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings and lease liabilities	7,817.65	7,769.06
(ii) Others	2.01	15.76
Provisions	102.18	110.20
Deferred tax liabilities (net)	105.15	132.47
Other non-current liabilities	102.99	106.81
	8,129.98	8,134.30
Current liabilities		
Financial liabilities:		
(i) Borrowings and lease liabilities	274.50	0.00
(ii) Trade payables	2,387.38	2,966.51
(iii) Others	322.41	322.57
Other current liabilities	758.17	963.57
Provisions	4.30	3.83
Current tax liabilities (net)	3.55	631.23
	3,750.31	4,887.71
TOTAL EQUITY AND LIABILITIES	26,480.61	27,330.62



IntraSoft Technologies Ltd

For Further Information, Please Contact

Company :

IntraSoft Technologies Ltd.
CIN - L24133MH1996PLC197857

Ms. Purvangi Jain
purvangi.jain@itlindia.com
91-22-4004-0008

www.itlindia.com

Investor Relations Advisors :

Valorem Advisors

Mr. Anuj Sonpal
anuj@valoremadvisors.com
91-9930609010

www.valoremadvisors.com

Disclaimer

- *This presentation and the accompanying slides (the "Presentation"), has been prepared by IntraSoft Technologies Limited (the "Company"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*
- *This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*
- *Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the Retail industry in India and world-wide, the performance of the Greetings Industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*