



IntraSoft Technologies Limited

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November 11, 2023

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, 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
11th November, 2023**

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



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 Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended	
	Sep-23	Sep-22
	₹ (In Lakhs)	
Revenue From Operations	12,054.85	10,973.35
Cost of Goods Sold	7,517.01	6,825.48
Gross Profit	4,537.84	4,147.87
Shipping and Handling Expenses	1,669.72	1,434.97
Sales & Marketing Expenses	1,668.81	1,435.43
Employee Benefit Expense	400.59	584.72
General & Administrative Expenses	315.80	307.76
Earnings From Operations	482.92	384.99
Other Income (Net)	144.44	128.06
Earnings Before Interest, Tax, Depreciation & Amortization	627.36	513.05
Depreciation & Amortization	24.79	27.51
Earnings Before Interest & Tax	602.57	485.54
Finance Costs	297.52	177.08
Profit Before Tax (PBT)	305.05	308.46
Tax Expense	59.93	51.83
Profit After Tax (PAT)	245.12	256.63



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 23	Sep – 22
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,369.61	1,464.45
Other intangible assets	6.84	6.31
Other intangible assets under Development	16,784.40	13,628.33
Financial assets		
(i) Investments	1,620.41	1,031.86
(ii) Other financial assets	3.76	3.61
Deferred tax assets (net)	1,857.04	1,930.95
Non-current tax assets	24.47	25.97
Other non-current assets	62.29	50.51
	21,728.82	18,141.99
Current assets		
Inventories	9,119.46	8,928.08
Financial assets		
(i) Investments	6,482.59	6,473.16
(ii) Trade receivables	340.03	346.40
(iii) Cash and cash equivalents	153.02	491.26
(iv) Other bank balances	99.66	50.61
(v) Other financial assets	3.24	0.00
Current tax assets	51.67	22.10
Other current assets	166.35	179.00
	16,416.02	16,490.61
TOTAL ASSETS	38,144.84	34,632.60



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 23	Sep – 22
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	16,995.75	15,937.00
	18,468.92	17,410.17
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	13,968.87	12,177.49
Provisions	185.57	160.96
Deferred tax liabilities (net)	1,426.47	1,207.03
Other non-current liabilities	94.50	96.50
	15,675.41	13,641.98
Current liabilities		
Financial liabilities		
(i) Borrowings	853.65	759.35
(ii) Trade payables	2,117.87	2,038.60
(iii) Other Financial liabilities	924.39	256.90
Other current liabilities	96.86	518.34
Provisions	6.41	7.26
current tax liabilities	1.33	0.00
	4,000.51	3,580.45
TOTAL EQUITY AND LIABILITIES	38,144.84	34,632.60



IntraSoft Technologies Ltd

For Further Information, Please Contact

Company :

IntraSoft Technologies Ltd.
CIN - L24133MH1996PLC197857

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