



# 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

May 24, 2017

**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: Financial Results**  
**Ref: Regulation 33 & 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

With reference to the captioned matter, it may please be noted that the Board of Directors at its Meeting held on May 24, 2017 have amongst other matters considered, approved and taken on record the following:

1. Audited Standalone and Consolidated financial results for the quarter and financial year ended 31<sup>st</sup> March, 2017;
2. Auditors' Report on Standalone and consolidated financial results for the financial year ended 31<sup>st</sup> March, 2017; and
3. The Board has also recommended a **Dividend** of Rs. 2/- per equity share for the financial year ended 31<sup>st</sup> March, 2017 subject to the approval of the shareholders at the ensuing Annual General Meeting of the Company.

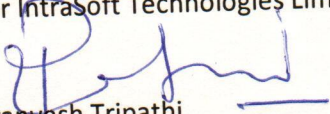
In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we enclose herewith following:

- a. Audited Standalone Financial Result for the quarter and year ended 31<sup>st</sup> March, 2017.
- b. Audited Consolidated Financial Result for the quarter and year ended 31<sup>st</sup> March, 2017.
- c. Auditors' Report on Standalone Financial Result.
- d. Auditors' Report on Consolidated Financial Result.
- e. A Declaration in relation to Unmodified opinion on Standalone and Consolidated Financial Statements for the year ended March 31, 2017, pursuant to Regulation 33 (3)(d) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2016.

The above Board Meeting commenced at 3.30 PM and concluded at 5.55 PM.

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**  
Statement of Standalone Audited Results for the Quarter and Year ended 31 March, 2017

(₹ in lacs)

	Particulars	Three Months Ended			Year Ended	Year Ended
		31 March 2017	31 December 2016	31 March 2016	31 March 2017	31 March 2016
		(Refer Note 5)	(Unaudited)	(Refer Note 5)	(Audited)	(Audited)
	<b>Revenue</b>					
1	Revenue from operations	263.01	313.41	321.03	1,199.15	2,842.73
2	Other income	144.20	162.29	147.14	726.40	446.31
3	<b>Total Revenue (1+2)</b>	<b>407.21</b>	<b>475.70</b>	<b>468.17</b>	<b>1,925.55</b>	<b>3,289.04</b>
4	<b>Expenses</b>					
	(a) Sales and marketing expenses	-	-	73.29	-	557.23
	(b) Employee benefits expense	229.91	214.61	184.46	888.69	1,290.45
	(c) Finance costs	-	1.81	65.57	41.84	190.01
	(d) Depreciation and amortisation expense	38.96	37.32	39.33	151.59	143.91
	(e) Other expenses	114.36	86.59	100.21	405.67	489.12
5	<b>Total Expenses</b>	<b>383.23</b>	<b>340.33</b>	<b>462.86</b>	<b>1,487.79</b>	<b>2,670.72</b>
6	Profit before exceptional items and tax (3-5)	23.98	135.37	5.31	437.76	618.32
7	Exceptional items (Net)	-	-	3,379.78	-	3,441.12
8	Profit before tax (6+7)	23.98	135.37	3,385.09	437.76	4,059.44
9	Tax expense					
	-Current Tax	9.66	24.09	728.71	81.28	863.84
	-MAT Credit Entitlement	(9.66)	(24.09)	(728.71)	(81.28)	(863.84)
	-Deferred Tax	1.35	5.04	17.31	12.80	85.48
	-Tax for Earlier Years	23.30	-	-	23.30	-
		24.65	5.04	17.31	36.10	85.48
10	Net Profit after tax (8-9)	(0.67)	130.33	3,367.78	401.66	3,973.96
11	Earnings per share (EPS) (₹)					
	Basic and diluted EPS	(0.00)	0.88	22.86	2.73	26.98





**INTRASOFT TECHNOLOGIES LIMITED**  
Statement of Assets and Liabilities

(₹ in Lakhs)

Particulars	As at 31 March 2017 (Audited)	As at 31 March 2016 (Audited)
<b>I. EQUITY AND LIABILITIES</b>		
<b>(1) Shareholders' Funds</b>		
(a) Share capital	1,473.17	1,473.17
(b) Reserves and surplus	10,337.76	9,936.10
	11,810.93	11,409.27
<b>(2) Non-current Liabilities</b>		
(a) Deferred tax liabilities, net	112.66	99.86
(b) Long-term provisions	61.40	43.55
	174.06	143.41
<b>(3) Current Liabilities</b>		
(a) Short-term borrowings	-	330.00
(b) Other current liabilities	441.00	475.62
(c) Short-term provisions	1.89	355.96
	442.89	1,161.58
<b>Total</b>	<b>12,427.88</b>	<b>12,714.26</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed assets		
-Tangible Assets	1,764.69	1,797.47
-Intangible Assets	34.66	38.49
-Capital work-in-progress	-	4.26
	1,799.35	1,840.22
(b) Non-current investments	1,357.17	1,357.17
(c) Long-term loans and advances	2,035.70	2,207.25
	5,192.22	5,404.64
<b>(2) Current Assets</b>		
(a) Current investments	6,684.14	5,361.79
(b) Trade receivables	159.39	1,182.03
(c) Cash and bank balances	17.64	53.53
(d) Short-term loans and advances	360.29	698.23
(e) Other current assets	14.20	14.04
	7,235.66	7,309.62
<b>Total</b>	<b>12,427.88</b>	<b>12,714.26</b>

**Notes :**

- The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on 24 May, 2017.
- The Board of Directors recommended a Dividend @ 20% i.e. ₹ 2 per Equity Share for the Financial Year 2016-17 at this meeting.
- As per the requirements of AS-17 issued as per Companies (Accounting Standards) Rules, 2006, no disclosure is required as the Company is operating in single business/geographical segment of Internet based delivery of services.
- The Standalone and Consolidated financial results of the Company for the quarter and year ended 31st March, 2017 are available on the Company's website [www.itlindia.com](http://www.itlindia.com)
- The figures for the quarter ended 31st March 2017 and 31st March 2016 are the balancing figures between audited figures in respect of the full financial year and the unaudited third quarter published year to date figures, which were subjected to a Limited Review.
- Previous quarters' / year's figures have been regrouped / rearranged wherever considered necessary.

For IntraSoft Technologies Limited

  
Arvind Kajaria  
Managing Director

Place : Kolkata  
Dated : 24 May 2017



**INTRASOFT TECHNOLOGIES LIMITED**  
Statement of Consolidated Audited Results for the Quarter and Year ended 31 March, 2017

(₹ in lacs)

	Particulars	Three Months Ended			Year Ended	Year Ended
		31 March 2017	31 December 2016	31 March 2016	31 March 2017	31 March 2016
		(Refer Note 4)	(Unaudited)	(Refer Note 4)	(Audited)	(Audited)
	<b>Revenue</b>					
1	Revenue from operations	21,609.78	28,176.42	18,661.93	93,901.06	71,687.54
2	Other income	177.71	163.83	207.14	745.26	460.24
3	<b>Total income (1+2)</b>	<b>21,787.49</b>	<b>28,340.25</b>	<b>18,869.07</b>	<b>94,646.32</b>	<b>72,147.78</b>
4	<b>Expenses</b>					
	(a) Cost of goods sold	13,951.17	17,942.37	12,474.26	60,274.63	46,764.04
	(b) Shipping and handling expenses	3,589.42	4,387.32	2,665.26	14,472.99	10,676.47
	(c) Sales and marketing expenses	3,099.64	4,063.88	2,652.69	13,573.23	10,060.86
	(d) Employee benefits expense	627.37	546.28	674.01	2,333.35	2,278.60
	(e) Finance costs	80.42	117.27	86.67	355.53	237.05
	(f) Depreciation and amortisation expense	49.36	46.44	45.28	187.44	159.55
	(g) Other expenses	414.54	359.98	366.94	1,490.93	1,065.44
5	<b>Total Expenses</b>	<b>21,811.92</b>	<b>27,463.54</b>	<b>18,965.11</b>	<b>92,688.10</b>	<b>71,242.01</b>
6	Profit / (loss) before exceptional items and tax (3-5)	(24.43)	876.71	(96.04)	1,958.22	905.77
7	Exceptional items (Net)	-	-	3,379.78	-	3,441.12
8	Profit / (loss) before tax (6+7)	(24.43)	876.71	3,283.74	1,958.22	4,346.89
9	Tax expense					
	-Current Tax	(43.02)	242.46	643.97	604.11	967.83
	-MAT Credit Entitlement	(9.66)	(24.09)	(728.71)	(81.28)	(863.84)
	-Deferred Tax	72.91	5.83	23.99	19.07	92.31
	-Tax for Earlier Years	33.01	(0.11)	(0.10)	36.57	(0.10)
		53.24	224.09	(60.85)	578.47	196.20
10	Net Profit / (loss) after tax (8-9)	(77.67)	652.62	3,344.59	1,379.75	4,150.69
11	Earnings per share (EPS) (₹)					
	Basic and diluted EPS	(0.53)	4.43	22.70	9.37	28.18



**INTRASOFT TECHNOLOGIES LIMITED**  
Statement of Assets and Liabilities

(₹ in Lakhs)

Particulars	As at 31.03.2017 (Audited)	As at 31.03.2016 (Audited)
<b>I. EQUITY AND LIABILITIES</b>		
<b>(1) Shareholders' Funds</b>		
(a) Share capital	1,473.17	1,473.17
(b) Reserves and surplus	11,649.31	10,333.54
	13,122.48	11,806.71
<b>(2) Non-current Liabilities</b>		
(a) Long term borrowings	1,621.25	3,312.50
(b) Deferred tax liabilities, net	125.54	106.47
(c) Long-term provisions	93.83	43.55
	1,840.62	3,462.52
<b>(3) Current Liabilities</b>		
(a) Short-term borrowings	-	330.00
(b) Trade payable		
-Payable to micro, small and medium enterprises	-	-
-Other payables	1,738.81	3,242.88
	1,738.81	3,242.88
(c) Other current liabilities	1,699.79	1,399.24
(d) Short-term provisions	478.58	445.17
	3,917.18	5,417.29
<b>Total</b>	<b>18,880.28</b>	<b>20,686.52</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed assets		
-Tangible Assets	1,938.39	1,906.95
-Intangible Assets	49.10	59.12
-Capital work-in-progress	-	4.26
	1,987.49	1,970.33
(b) Non-current investments	496.00	496.00
(c) Long-term loans and advances	2,165.68	2,255.48
	4,649.17	4,721.81
<b>(2) Current Assets</b>		
(a) Current investments	6,684.14	5,361.79
(b) Inventories	4,125.04	5,529.82
(c) Trade receivables	949.54	900.91
(d) Cash and bank balances	1,935.57	1,593.07
(e) Short-term loans and advances	497.44	2,562.88
(f) Other current assets	39.38	16.24
	14,231.11	15,964.71
<b>Total</b>	<b>18,880.28</b>	<b>20,686.52</b>

**Notes :**

- The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on 24 May, 2017.
- The Board of Directors recommended a Dividend @ 20% i.e. ₹ 2 per Equity Share for the Financial Year 2016-17 at this meeting.
- The Standalone and Consolidated financial results of the Company for the quarter and year ended 31st March, 2017 are available on the Company's website www.itlindia.com
- The figures for the quarter ended 31st March 2017 and 31st March 2016 are the balancing figures between audited figures in respect of the full financial year and the unaudited third quarter published year to date figures, which were subjected to a Limited Review.
- Previous quarters' / year's figures have been regrouped / rearranged wherever considered necessary.

For IntraSoft Technologies Limited

*Arvind Kajaria*  
Arvind Kajaria  
Managing Director

Kolkata  
24 May, 2017





# Walker Chandiook & Co LLP

**Walker Chandiook & Co LLP**  
(Formerly Walker, Chandiook & Co)  
21st Floor, DLF Square  
Jacaranda Marg, DLF Phase II  
Gurgaon 122002  
India

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## **Independent Auditor's Report on Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of IntraSoft Technologies Limited**

1. We have audited the standalone financial results of IntraSoft Technologies Limited ("the Company") for the year ended 31 March 2017, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Attention is drawn to Note 5 to the standalone financial results regarding the figures for the quarter ended 31 March 2017 as reported in these standalone financial results, which are the balancing figures between audited standalone figures in respect of the full financial year and the published standalone year to date figures up to the end of the third quarter of the financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit. These standalone financial results are based on the standalone financial statements for the year ended 31 March 2017 prepared in accordance with the accounting principles generally accepted in India, including Accounting Standards ('AS') prescribed under section 133 of the Companies Act, 2013 ('the Act'), read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended) and published standalone year to date figures up to the end of the third quarter of the financial year prepared in accordance with the recognition and measurement principles laid down in AS 25, Interim Financial Reporting, prescribed under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended), and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these standalone financial results based on our audit of the standalone financial statements for the year ended 31 March 2017 and our review of standalone financial results for the nine months period ended 31 December 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



# Walker Chandiok & Co LLP

3. In our opinion and to the best of our information and according to the explanations given to us, the standalone financial results:
- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, in this regard; and
  - (ii) give a true and fair view of the standalone net profit and other financial information in conformity with the accounting principles generally accepted in India for the year ended 31 March 2017.

*Walker Chandiok & Co LLP*

**For Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No.: 001076N/N500013

*Anamitra Das*

per **Anamitra Das**

Partner

Membership No. 062191



**Place:** Gurgaon

**Date:** 24 May 2017



# Walker Chandiook & Co LLP

**Walker Chandiook & Co LLP**  
(Formerly Walker, Chandiook & Co)  
21st Floor, DLF Square  
Jacaranda Marg, DLF Phase II  
Gurgaon 122002  
India

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## **Independent Auditor's Report on Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of IntraSoft Technologies Limited**

1. We have audited the consolidated financial results of IntraSoft Technologies Limited ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), for the year ended 31 March 2017, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Attention is drawn to Note 4 to the consolidated financial results regarding the figures for the quarter ended 31 March 2017 as reported in these consolidated financial results, which are the balancing figures between audited consolidated figures in respect of the full financial year and the published consolidated year to date figures up to the end of the third quarter of the financial year. Also, the figures up to the end of the third quarter had only been reviewed and not subjected to audit. These consolidated financial results are based on the consolidated financial statements for the year ended 31 March 2017 prepared in accordance with the accounting principles generally accepted in India, including Accounting Standards ('AS') prescribed under section 133 of the Companies Act, 2013 ('the Act'), read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended) and published consolidated year to date figures up to the end of the third quarter of the financial year prepared in accordance with the recognition and measurement principles laid down in AS 25, Interim Financial Reporting, prescribed under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended), and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, which are the responsibility of the Holding Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of the consolidated financial statements for the year ended 31 March 2017 and our review of consolidated financial results for the nine months period ended 31 December 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.





# Walker Chandiook & Co LLP

3. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of other auditors on separate financial results and on other financial information of the subsidiaries, the consolidated financial results:

(i) include the financial results for the year ended 31 March 2017, of the following entities:

Name of the entity	Relationship
IntraSoft Ventures Pte Ltd.	Subsidiary
123Greetings.com, Inc.	Subsidiary
One Two Three Greetings India Pvt. Ltd.	Subsidiary
123Stores, Inc.	Step down subsidiary
123Stores ECommerce Pvt. Ltd.	Step down subsidiary

(ii) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, in this regard; and

(iii) give a true and fair view of the consolidated net profit and other financial information in conformity with the accounting principles generally accepted in India for the year ended 31 March 2017.

4. We did not audit the financial statements/financial information of 3 subsidiaries, whose financial statements/financial information reflect total assets of ₹ 1,278.59 lacs and net assets of ₹ 980.35 lacs as at 31 March 2017, and total revenues of ₹ 1,720.99 lacs for the year ended on that date, as considered in the consolidated financial results. These financial statements/financial information have been audited by other auditors whose reports have been furnished to us by the management and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, and our report in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, in so far as it relates to the aforesaid subsidiaries, are based solely on the audit reports of such other auditors.

Further, of these subsidiaries, 2 subsidiaries are located outside India whose financial statements and other financial information have been prepared in accordance with accounting principles generally accepted in their respective countries and which have been audited by other auditors under generally accepted auditing standards applicable in their respective countries. The Holding Company's management has converted the financial statements of such subsidiaries located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have audited these conversion adjustments made by the Holding Company's management. Our opinion, in so far as it relates to the financial information of such subsidiaries located outside India, is based on the reports of other auditors and the conversion adjustments prepared by the management of the Holding Company and audited by us.

Our opinion on the consolidated financial results is not modified in respect of this matter with respect to reliance on the work done by and the reports of the other auditors.

*Walker Chandiook & Co LLP*

**For Walker Chandiook & Co LLP**

Chartered Accountants

Firm Registration No.: 001076N/N500013

*Anamitra Das*

per **Anamitra Das**

Partner

Membership No. 062191



Place: Gurgaon

Date: 24 May 2017



# 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

May 24, 2017

**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,

## DECLARATION

**Ref: Regulation 33(3) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015  
read with SEBI (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2016.**

Report of the Auditors obtained on the Annual Standalone Audited Financial Statements for the financial year ended March 31, 2017 and on Annual Consolidated Audited Financial Statements for the financial year ended March 31, 2017 do not have any modified opinion on the Annual Standalone Audited Financial Statements for the financial year ended March 31, 2017 and on Annual Consolidated Audited Financial Statements for the financial year ended March 31, 2017.

Thanking You,

Yours faithfully,  
For IntraSoft Technologies Limited

Arvind Kajaria  
Managing Director