

# IntraSoft Technologies Limited

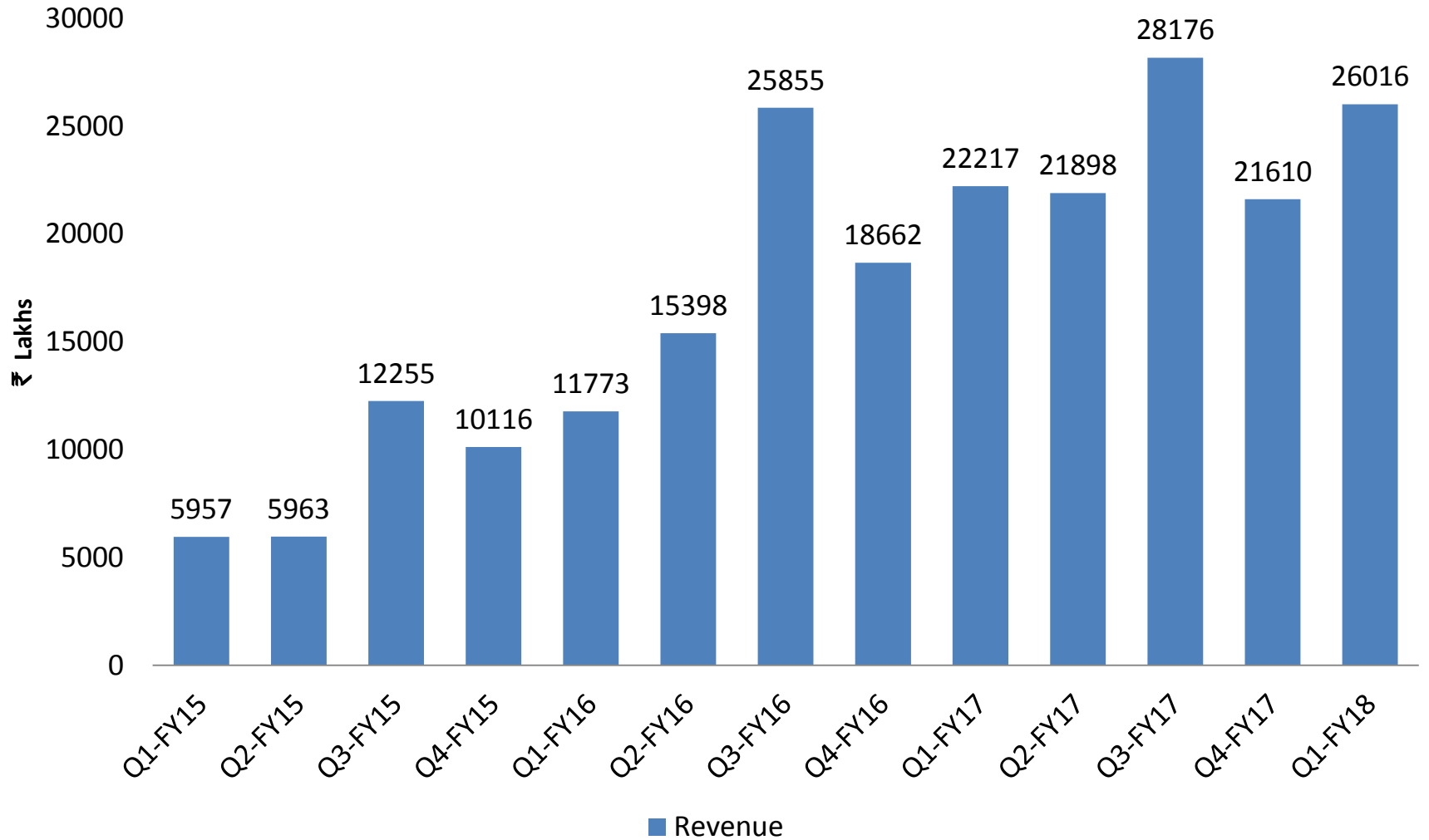


**Investor Presentation  
11<sup>th</sup> August, 2017**

**BSE: 533181, NSE: ISFT**

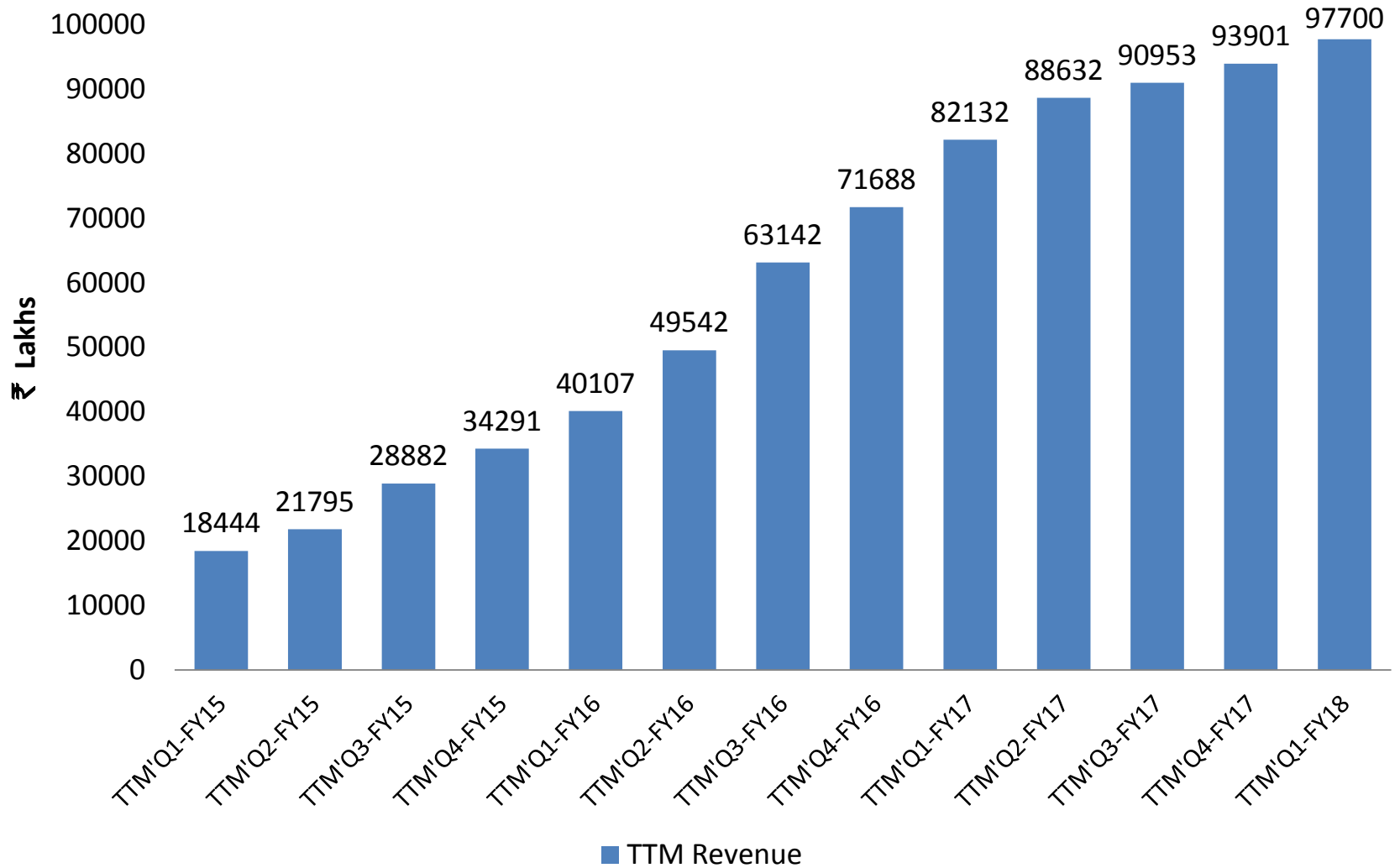


## Revenue Continues To Grow Above Industry Rates





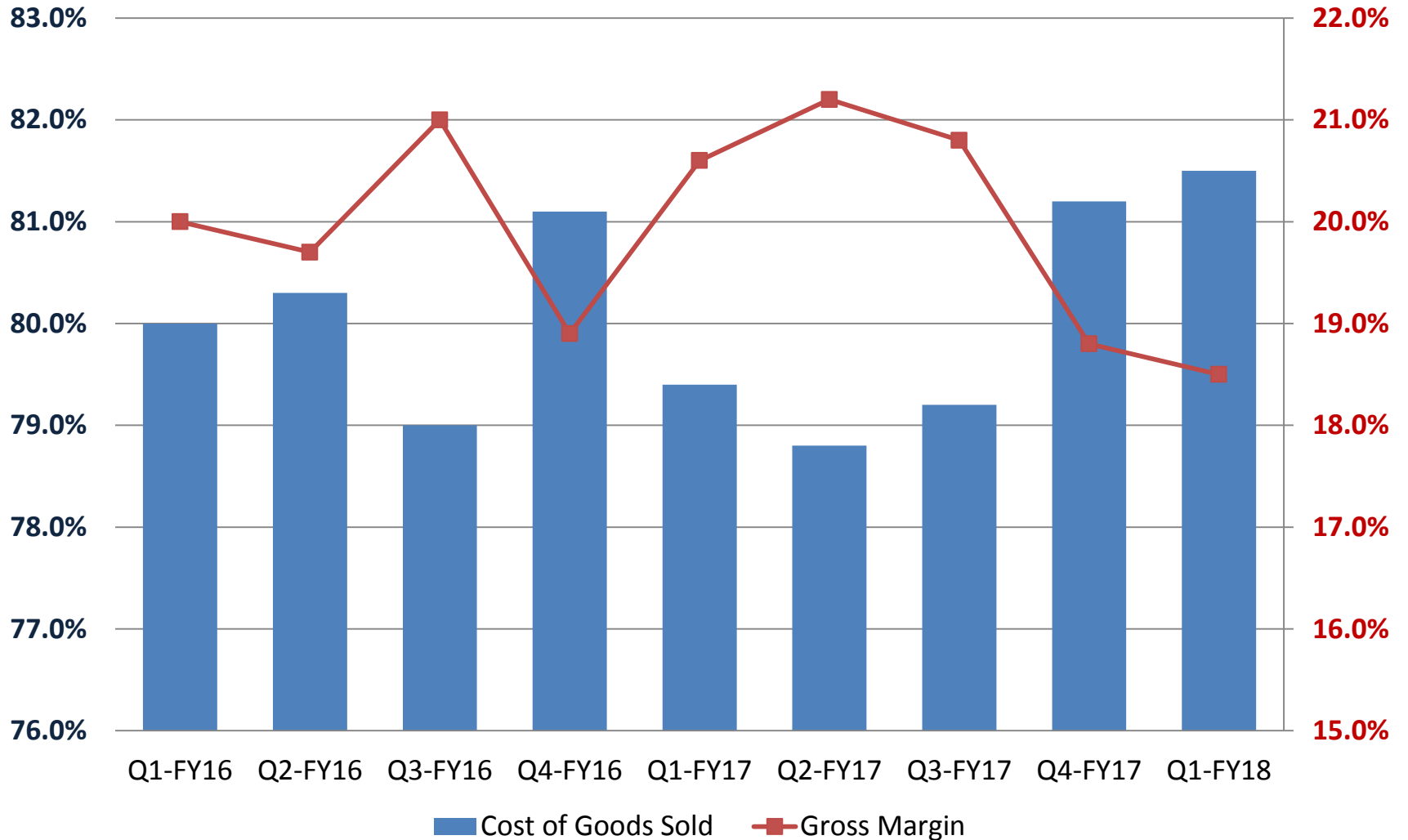
# TTM Revenue Is On The Rise



TTM refers to Trailing Twelve Months



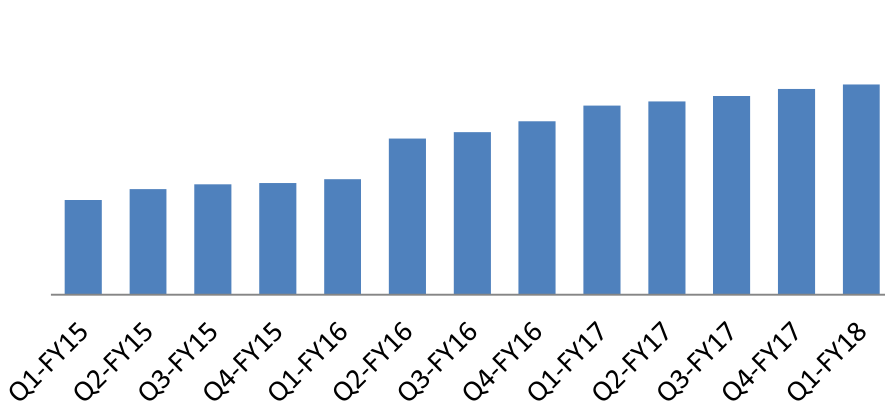
# While Maintaining Gross Margin



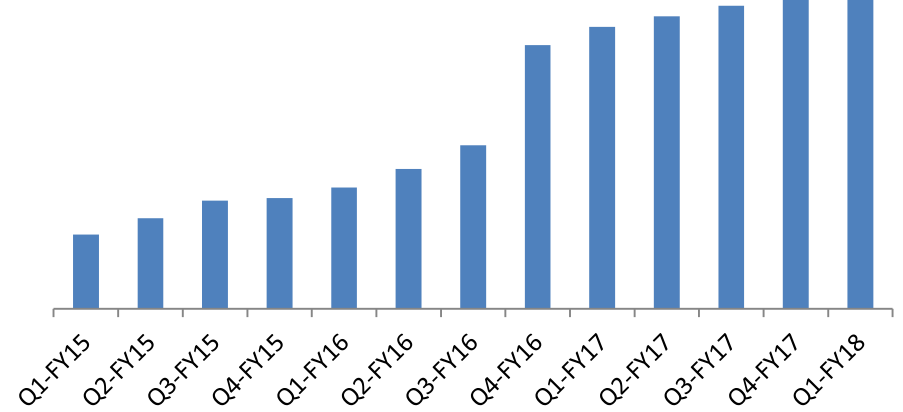


# Growth in products & suppliers continue, whilst maintaining a healthy category mix

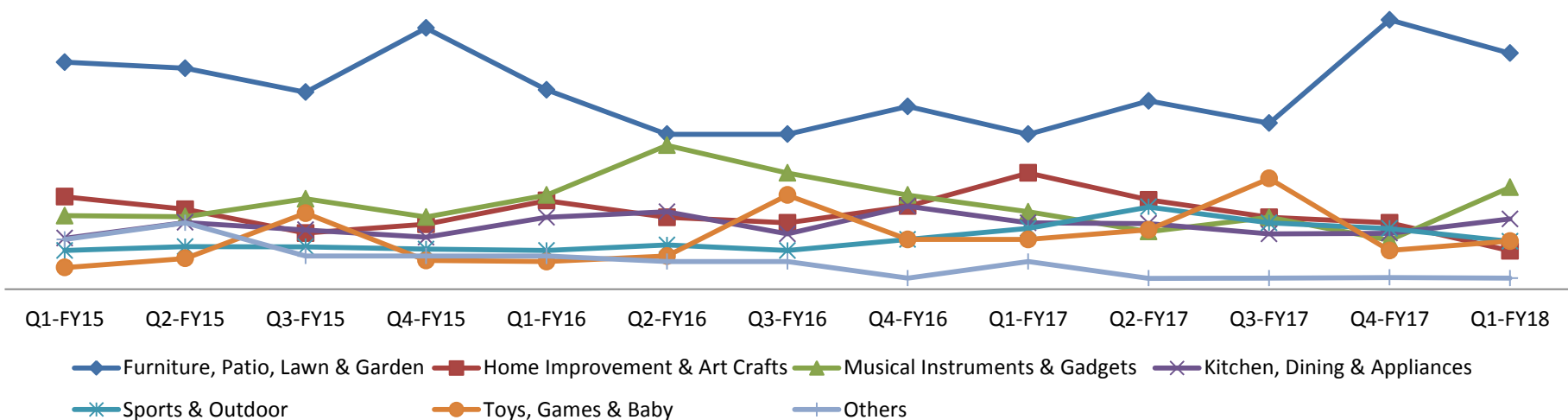
## Number of Suppliers



## No. of Products (SKUs)



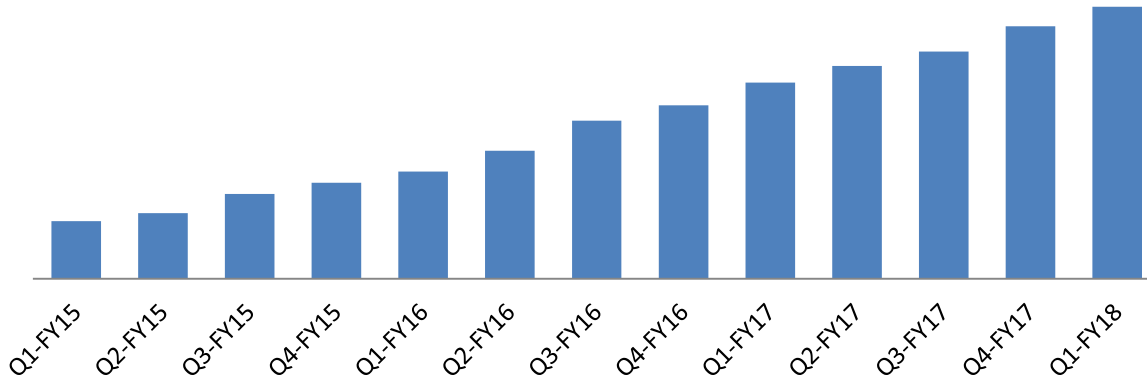
## Diversified Category Mix





# Investment in Technology and Automation continues to increase

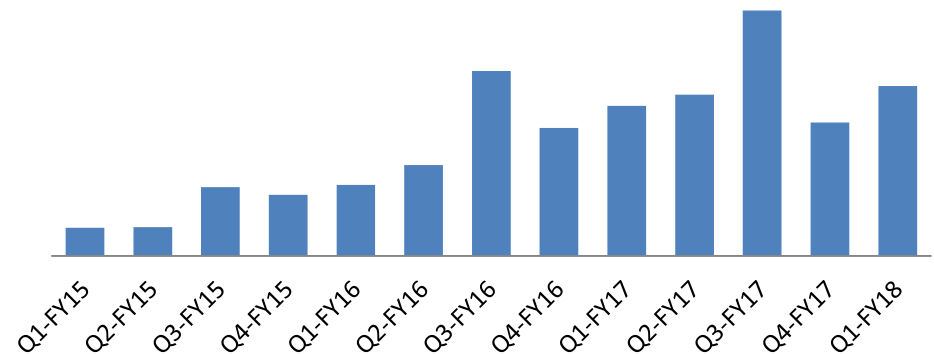
## Revenues per Employee - TTM



Higher Levels Of Automation Leads To Improved Productivity

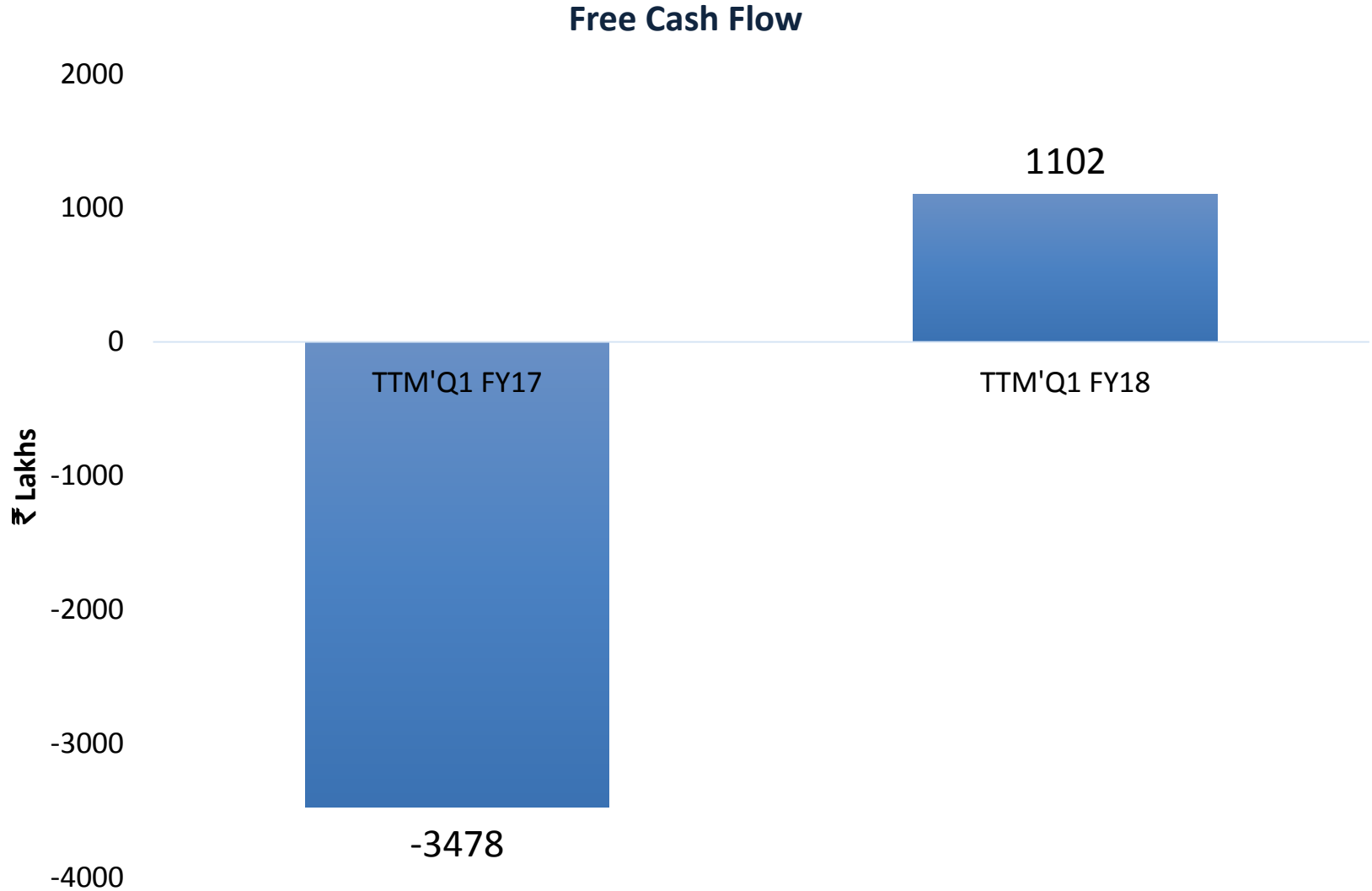
We Relentlessly Deploy Our Technological Expertise Towards Building Highly Automated Order Fulfilment Systems, Which Allows Us To Scale

## No. of Orders





# Free Cash Flow is being generated YOY...





# Fast Moving Inventory Model

- **Only SKUs With High Saleability**

- Fast Moving SKUs And Longer Life Cycle Products
- Use Of Business Analytics And Business Intelligence
- Past History Of The Product

- **Fast Ship-out Times**

- Able To Ship Goods Out Quickly
- Better Control Over The Transaction



- **For Specific Season, Timeframe And Promotion**

- We Anticipate Demand From Specific Occasions/Season
- Ensures Goods In Stock To Meet Holiday Expectations

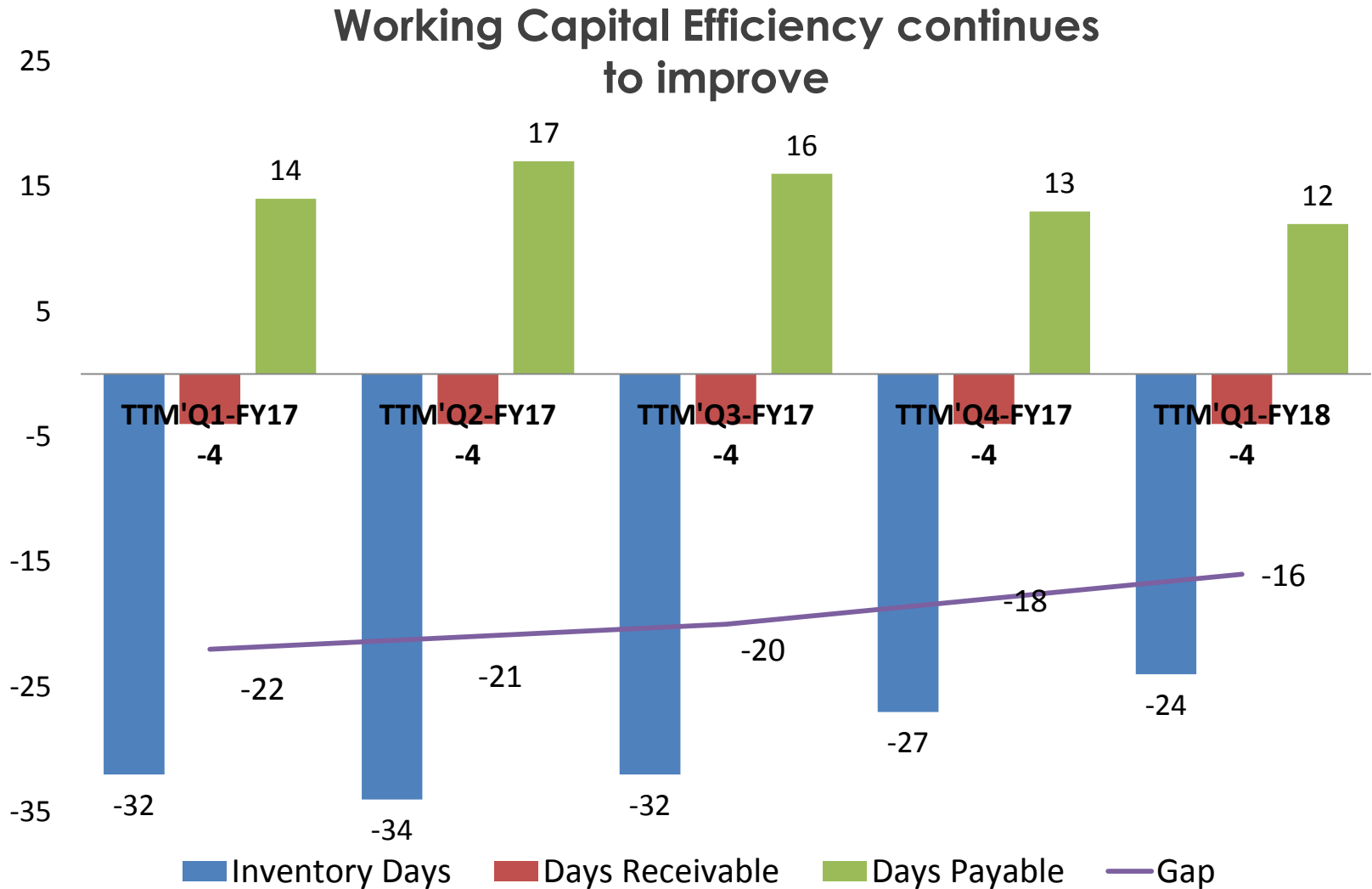
- **Better Margins**

- Bulk Buying From Suppliers Reduces Costs
- Inward Transportation Becomes Competitive Because Of Bulk Buying
- High Inventory Turnover Ratio





# Working Capital Efficient Business Model





# Financial Performance – IntraSoft Technologies Ltd

Unaudited Consolidated Profit & Loss For The Quarter Ended 30 June 2017		
Particulars	Quarter Ended	
	Jun-17	Jun-16
	₹ (In Lakhs)	
Revenue From Operations	26,016.43	22,217.10
Cost Of Goods Sold (Incl. Shipping)	21,213.61	17,629.18
<b>Gross Profit</b>	<b>4,802.82</b>	<b>4,587.92</b>
Sales & Marketing Expenses	3,487.33	3,239.90
Employee Benefits Expense	556.79	563.67
General & Administrative Expenses	364.82	324.79
<b>Earnings /(Deficit) From Operations</b>	<b>393.88</b>	<b>459.56</b>
Other Income	187.15	151.92
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization &amp; Exceptional Item</b>	<b>581.03</b>	<b>611.48</b>
Depreciation & Amortization	50.23	45.24
<b>Earnings Before Interest, Tax &amp; Exceptional Item</b>	<b>530.8</b>	<b>566.24</b>
Finance Costs	31.91	72.07
<b>Profit Before Tax (PBT)</b>	<b>498.89</b>	<b>494.17</b>
Tax Expense	138.32	173.74
<b>Profit After Tax (PAT)</b>	<b>360.57</b>	<b>320.43</b>



# Financial Performance – IntraSoft Technologies Ltd

Unaudited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Jun - 17	Jun - 16
<b>I. EQUITY AND LIABILITIES</b>	₹ (In Lakhs)	
<b>(1) Shareholders' Funds</b>		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,011.99	10,629.08
<b>(2) Non-current Liabilities</b>		
(a) Long-term Borrowings	3,559.75	3,873.70
(b) Deferred Tax Liabilities (Net)	108.54	77.22
(c) Other Long term Liabilities		
(d) Long-term Provisions	100.75	47.42
<b>(3) Current Liabilities</b>		
(a) Short-term Borrowings	-	763.02
(b) Trade Payables	2,199.21	3,099.52
(c) Other Current Liabilities	1,669.96	1,547.32
(d) Short-term Provisions	624.18	394.29
<b>TOTAL</b>	<b>21,747.55</b>	<b>21,904.74</b>
<b>II. ASSETS</b>		
<b>(1) Non-current Assets</b>		
(a) Fixed Assets	1,962.62	1,970.96
(b) Non-current Investments	496	496
(c) Deferred Tax Assets (Net)	-	-
(d) Long-term Loans and Advances	2,107.44	2,300.66
<b>(2) Current Assets</b>		
(a) Current Investments	6,711.23	5,980.13
(b) Inventories	6,158.65	5,758.93
(c) Trade Receivables	1281.72	822.46
(d) Cash and bank balances	2,408.74	2,904.82
(e) Short-term loans and advances	588.55	1,652.56
(f) Other current assets	32.6	18.22
<b>TOTAL</b>	<b>21,747.55</b>	<b>21,904.74</b>



# Fact Sheet

Particulars	FY 2014-15					FY 2015-16					FY 2016-17					FY 2017-18
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue (₹ Lakh)	5957	5963	12255	10116	34291	11773	15398	25855	18662	71688	22217	21898	28176	21610	93901	26016
TTM Revenue (₹ Lakhs)	18444	21795	28882	34291	34291	40107	49542	63142	71688	71688	82132	88632	90953	93901	93901	97700
Y-o-Y Growth (Constant Currency)																22%
Y-o-Y Growth (INR)	153%	128%	137%	115%	131%	98%	158%	111%	84%	109%	89%	42%	9%	16%	31%	17%
% of Yearly Revenue	17%	17%	36%	30%	100%	16%	21%	36%	26%	100%	24%	23%	30%	23%	100%	
Cost of Goods Sold (Incl. Shipping)						80.0%	80.3%	79.0%	81.1%	80.1%	79.4%	78.8%	79.2%	81.2%	79.6%	81.5%
Gross Margin (%)						20.0%	19.7%	21.0%	18.9%	19.9%	20.6%	21.2%	20.8%	18.8%	20.4%	18.5%
<b>End of Period Inventory (₹ Lakh)</b>						1771	3237	4233	5530	5530	5759	5832	3588	2871	2871	4035
Inventory Turnover, average - TTM											11.5	10.8	11.4	13.4	13.4	15.5
<b>Working Capital Cycle</b>																
Inventory Days - TTM											-32	-34	-32	-27	-27	-24
Accounts Receivable Days - TTM											-4	-4	-4	-4	-4	-4
Accounts Payable Days - TTM											14	17	16	13	13	12
Working Capital Gap											-22	-21	-20	-18	-18	-16

End of Period Inventory = Inventory at the Fulfillment Centres, excluding Goods in Transit

Inventory Turnover Ratio = Cost Of Goods Sold by Average Inventory at the Fulfillment Centres, excluding Goods in Transit



# IntraSoft Technologies Ltd

**For Further Information, Please Contact**

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## **Company :**

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