

IntraSoft Technologies Limited



**Investor Presentation
12th February, 2019**

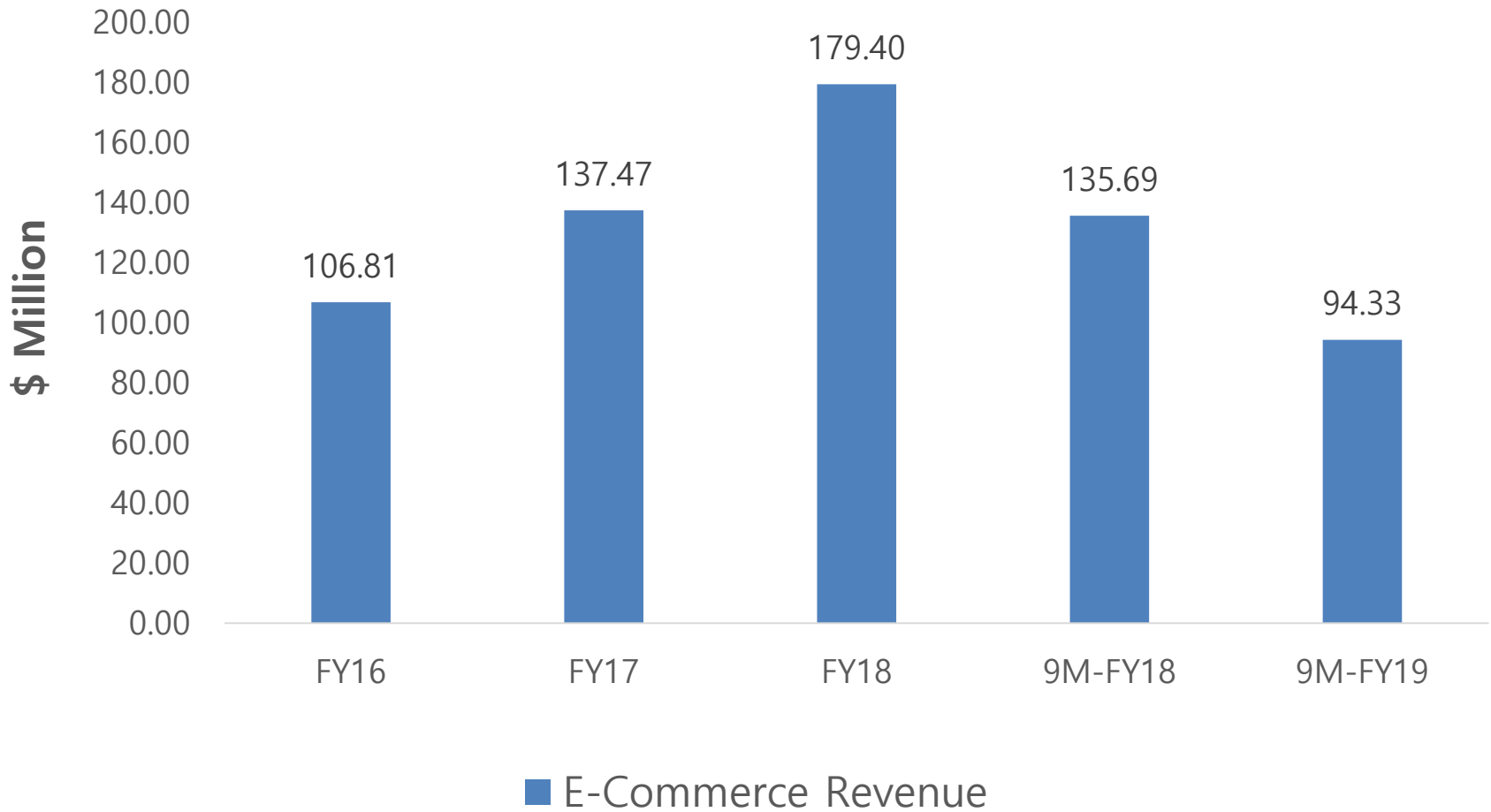
BSE: 533181, NSE: ISFT



E-Commerce Update

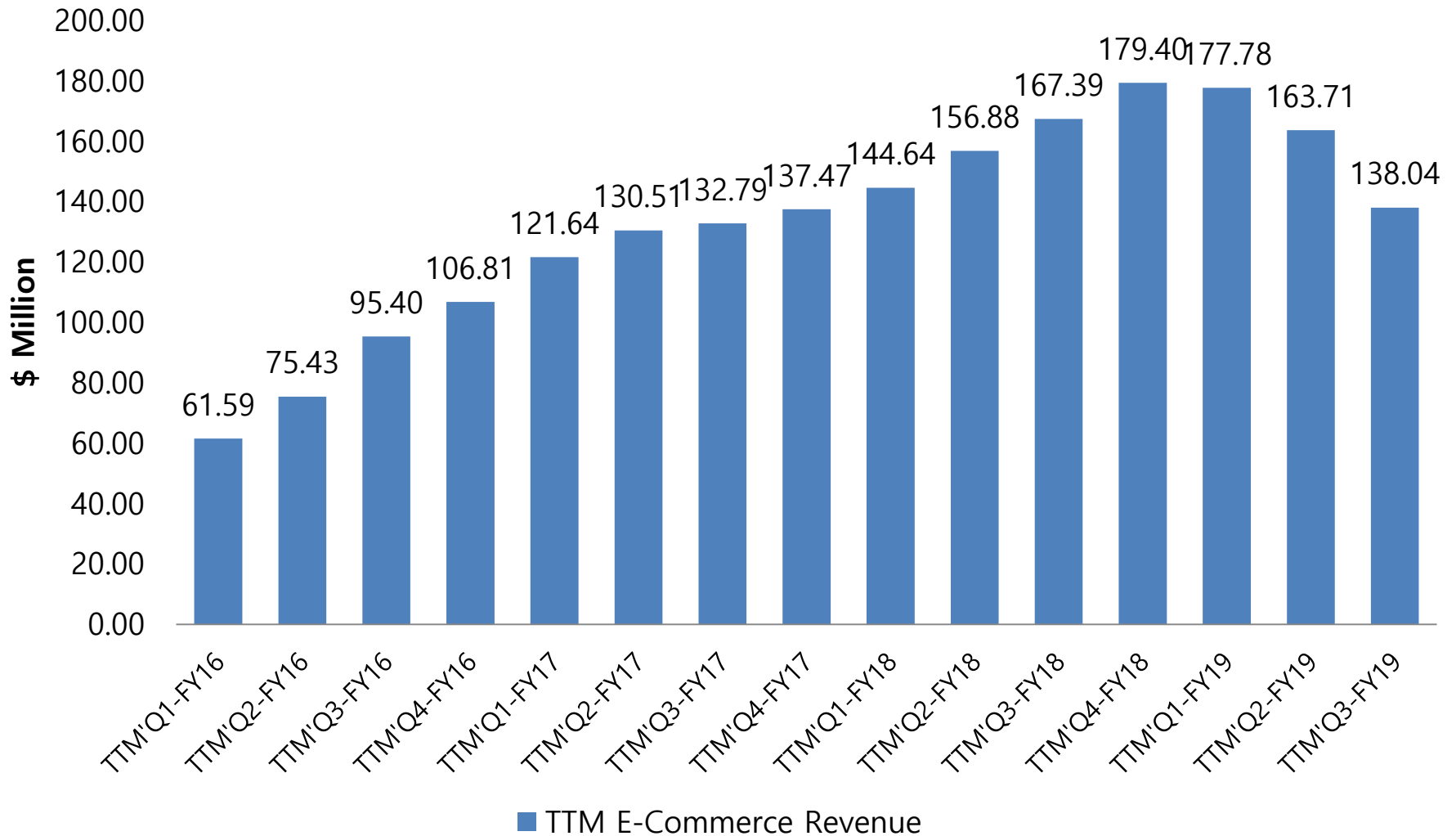


E-Commerce Revenue Trend





E-Commerce Revenue Trend

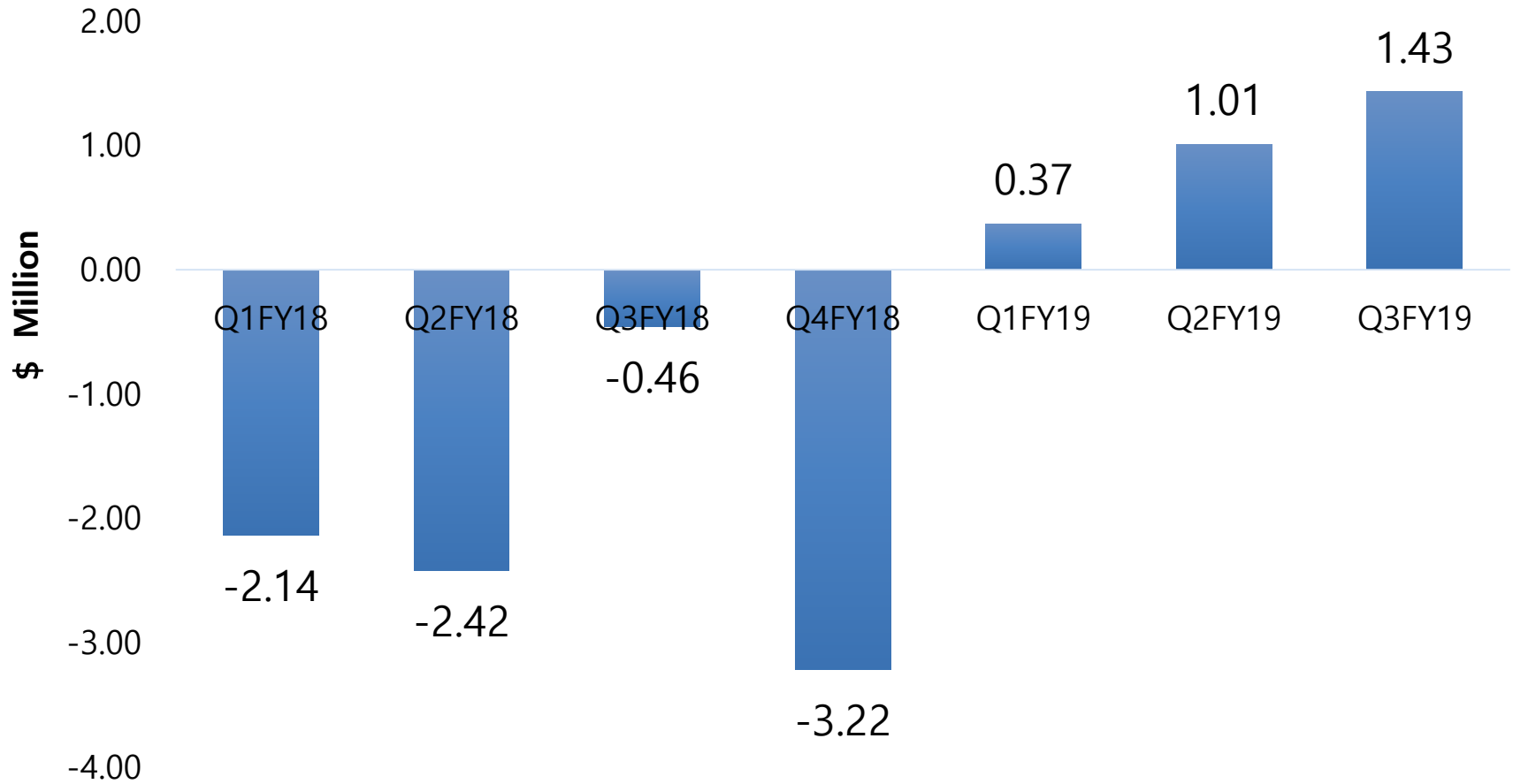


TTM refers to Trailing Twelve Months



E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)

Particulars	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19
Inventories	9.54	13.43	14.62	19.01	17.33	15.37	14.78
Accounts Receivable	1.76	1.7	1.84	1.68	2.05	1.43	1.11
Accounts Payable	4.39	5.15	5.43	6.24	5.21	3.69	3.91
Net Working Capital	6.91	9.98	11.03	14.45	14.17	13.11	11.98



E-Commerce Financial Performance

Statement of Income for the quarter ended 31 December 2018		
Particulars	Quarter Ended	
	Dec-18	Dec-17
\$ (In Millions)		
Revenue		
Revenue From Operations	25.82	51.49
Expenses		
Cost of Goods Sold	19.07	35.26
Shipping and Handling Expenses	2.93	7.89
Gross Profit	3.82	8.34
Sales & Marketing Expenses	2.88	6.55
Operations, Technology, General & Administrative Expenses	0.61	0.76
Depreciation and Amortisation	0.02	0.02
Operating Profit	0.31	1.01
Interest and Financing Expenses	0.17	0.16
Other Income (Net)	0.02	0.00
Income Before Taxes	0.12	0.85
Income Tax Expense	0.03	0.21
Net Income for the Period	0.09	0.64



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Dec - 18	Dec - 17
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.51	4.75
Accounts Receivable (Net)	1.11	1.84
Inventories	14.78	14.62
Prepaid Expenses and Other Current Assets	0.26	0.34
Property and Equipment	0.20	0.27
Intangible Assets (Net)	1.57	0.00
Long Term Loans and Advances	0.40	0.34
TOTAL ASSETS	19.83	22.16
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	3.20	4.47
Deferred Revenue	0.09	0.36
Accrued Expenses and Other Current Liabilities	1.98	2.63
Long Term Debt	9.35	9.97
Other Long Term Liabilities	0.06	0.08
Common Equity	1.00	1.00
Retained Earnings	4.15	3.65
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	19.83	22.16



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	Q3
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	25.82
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	138.04
Y-o-Y Growth	98%	147%	107%	73%	102%	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%	-32%	-50%
Operating Cash Flows (\$ Mn)											-2.14	-2.42	-0.46	-3.22	-8.24	0.37	1.01	1.43
Working Capital																		
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	14.78
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	1.11
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	3.91
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	11.98
Inventory Turnover, average - TTM											10.9	11.6	10.3	8.7	8.7	7.7	7.0	6.1
Accounts Receivable Days - TTM											3.3	3.5	3.5	3.6	3.6	3.7	3.9	4.1
Accounts Payable Days - TTM											15.1	13.0	12.2	12.9	12.9	13.4	13.5	14.7



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Profit & Loss for the quarter ended 31 December, 2018

Particulars	Quarter Ended	
	Dec-18	Dec-17
	₹ (In Lakhs)	
Revenue From Operations	19,130.31	33,826.12
Cost of Goods Sold (Incl. Shipping)	16,011.75	27,991.27
Gross Profit	3,118.56	5,834.85
Sales & Marketing Expenses	2,115.09	4,273.57
Employee Benefit Expense	356.41	497.17
General & Administrative Expenses	386.22	340.65
Earnings /(Deficit) From Operations	260.84	723.46
Other Income (Net)	148.44	44.80
Earnings Before Interest, Tax, Depreciation & Amortization	409.28	768.26
Depreciation & Amortization	43.89	48.42
Earnings Before Interest & Tax	365.39	719.84
Finance Costs	126.75	101.68
Profit Before Tax (PBT)	238.64	618.16
Tax Expense	8.21	110.84
Profit After Tax (PAT)	230.43	507.32



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Dec – 18	Dec – 17
I. EQUITY AND LIABILITIES	₹ (In Lakhs)	
(1) Shareholders' Funds		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,876.92	12,511.89
(2) Non-current Liabilities		
(a) Long-term Borrowings	6,524.49	6366.70
(b) Deferred Tax Liabilities (Net)	87.12	114.66
(c) Other Long term Liabilities	110.27	105.98
(d) Long-term Provisions	117.67	106.00
(3) Current Liabilities		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,251.80	2,884.57
(c) Other Current Liabilities	1,548.93	2,061.48
(d) Short-term Provisions	3.88	6.65
TOTAL	24,994.25	25,631.10
II. ASSETS		
(1) Non-current Assets		
(a) Fixed Assets	2,833.90	1,882.45
(b) Non-current Investments	1504.28	512.23
(c) Deferred Tax Assets (Net)	1,738.65	1,721.30
(d) Long-term Loans and Advances	720.04	573.50
(2) Current Assets		
(a) Current Investments	5,510.13	6,404.45
(b) Inventories	10,316.09	9,338.45
(c) Trade Receivables	967.70	1,457.51
(d) Cash and bank balances	1,246.15	3,367.99
(e) Short-term loans and advances	16.72	282.04
(f) Other current assets	140.59	91.18
TOTAL	24,994.25	25,631.10



IntraSoft Technologies Ltd

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