

	Particulars	Quarter ended			For the year ended	
		31-03-2012	31-12-2011	31-03-2011	31-03-2012	31-03-2011
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	<b>Income</b>					
	(a) Income from operations	1850.41	2372.02	1057.29	6625.65	4275.04
	(b) Other operating income	0.00	20.09	0.00	0.00	0.00
	<b>Total income from operations</b>	1850.41	2392.11	1057.29	6625.65	4275.04
2	<b>Expenditure</b>					
	(a) Product & Content Development	932.40	1343.89	340.34	3364.36	1637.33
	(b) Sales and Marketing Expenses	241.70	332.61	128.13	916.68	803.77
	(c) General and Administrative Expenses	222.46	77.61	150.74	565.15	521.47
	(d) Employees Benefit Expenses	87.70	98.48	81.20	428.75	357.08
	(e) Depreciation	105.97	84.72	75.01	277.34	215.54
	<b>Total Expenditure</b>	1590.23	1937.31	775.42	5552.28	3535.19
3	Profit from operations before other income, finance costs and exceptional Items (1-2)	260.18	454.80	281.87	1073.37	739.85
4	Other income	158.06	129.65	140.30	563.97	490.47
5	Profit before finance cost and exceptional items (3+4)	418.24	584.45	422.17	1637.34	1230.32
6	Finance costs	13.07	8.79	5.15	46.73	9.19
7	Profit before exceptional items (5-6)	405.17	575.66	417.02	1590.61	1221.13
8	Exceptional items	0.00	0.00	0.00	0.00	0.00
9	Profit from ordinary activities (7-8)	405.17	575.66	417.02	1590.61	1221.13
10	Tax expense	114.55	184.73	141.75	489.81	213.44
11	Net Profit from ordinary activities after tax (9-10)	290.62	390.93	275.27	1100.80	1007.69
12	Extraordinary items (net of tax expenses)	0.00	0.00	0.00	0.00	0.00
13	Net Profit for the period (11 +/- 12)	290.62	390.93	275.27	1100.80	1007.69
14	Paid-up equity share capital of ₹ 10 each	1473.17	1473.17	1473.17	1473.17	1473.17
15	Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year					8445.17
16	Earnings per share (EPS) (₹)					
	(a) Basic and diluted EPS before extraordinary items for the period, for the year to date and for previous year(not to be annualised)	1.97	2.65	1.88	7.47	6.87
	(b) Basic and diluted EPS after extraordinary items for the period, for the year to date and for previous year(not to be annualised)	1.97	2.65	1.88	7.47	6.87
17	<b>PARTICULARS OF SHAREHOLDING</b>					
	(i) Public shareholding					
	- Number of shares	5981664	5981664	5981664	5981664	5981664
	- Percentage of shareholding	40.60	40.60	40.60	40.60	40.60
	(ii) Promoters and Promoter Group Shareholding					
	a) Pledged / Encumbered					
	- Number of shares	0.00	0.00	0.00	0.00	0.00
	Percentage of shares (as a % of the total shareholding of promoter and promoter Group)	0.00	0.00	0.00	0.00	0.00
	Percentage of shares (as a % of the total share capital of the company)	0.00	0.00	0.00	0.00	0.00
	b) Non - encumbered					
	- Number of shares	8750014	8750014	8750014	8750014	8750014
	Percentage of shares (as a % of the total shareholding of promoter and promoter Group)	100.00	100.00	100.00	100.00	100.00
	Percentage of shares (as a % of the total share capital of the company)	59.40	59.40	59.40	59.40	59.40



## Standalone Information (Un-audited)

Particulars	Quarter ended			For the year ended	
	31-03-2012	31-12-2011	31-03-2011	31-03-2012	31-03-2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue	625.30	667.55	531.60	2138.58	1933.60
Profit before tax and exceptional items	397.29	572.54	412.99	1582.26	1213.41
Profit after tax and exceptional items	282.92	387.79	271.44	1093.31	1001.21
Particulars	Quarter ended				
	31-03-2012				
18 INVESTORS COMPLAINTS					
Pending at the beginning of the quarter	NIL				
Received during the quarter	2				
Disposed of during the quarter	2				
Remaining unresolved at the end of the quarter	NIL				

## Notes :

- The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on May 14, 2012. The Statutory Auditors have carried out Limited Review of the Un-Audited Financial Results of the Company.
- 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 Consolidated Financial Results include the results of the Company's Wholly Owned Subsidiaries :-
  - 123Greetings.com, Inc. (USA)
  - 123Greetings (Singapore) Pte. Ltd. (Singapore)
  - One Two Three Greetings (India) Pvt. Ltd. (India)
- The position of IPO proceeds and utilisation thereof vis-à-vis the 'Object of the Issue', as amended and approved by Shareholders' at AGM held on 29th September, 2011, up to 31st March, 2012 is as follows :
  - a) Funds raised through IPO : ₹ 5365.00 Lakhs b) IPO Expenses : ₹ 524.04 Lakhs c) Net proceeds through IPO : ₹ 4840.96 Lakhs
  - d) Utilisation as per Objects of issue and amendments thereof: ₹ 4103.96 Lakhs e) Balance funds unutilised : ₹ 737.00 Lakhs
 The unutilised funds were invested in NCDs and balance in Company's current bank account
- The Unaudited Standalone and Consolidated financial results of the Company for the quarter ended 31st March, 2012 are available on the Company's website [www.itlindia.com](http://www.itlindia.com)
- In order to present its financial statements in a more appropriate manner, beginning 01.04.2011, the depreciation method in respect of fixed assets, has been changed from written down value (WDV) to straight line method (SLM) with retrospective effect as per schedule XIV of the Companies Act, 1956. Accordingly, depreciation has been recalculated in accordance with SLM from the date the assets were put to use and cumulative effect is amounting to ₹ 2,12,30,994 in respect of earlier years. A pro rata amount of ₹ 53,07,748 has been adjusted with current quarter's depreciation for Q4-FY 2011-12. Due to the above, the depreciation charge for the current quarter is lower by ₹ 35,48,725 .
- Previous quarters' / year's figures have been regrouped / rearranged wherever considered necessary.



For IntraSoft Technologies Limited

*Arvind Kajaria*  
 Arvind Kajaria  
 Managing Director

Place : Mumbai

Dated : May 14, 2012