



## **PRESS RELEASE**



**Mumbai, May 27, 2016**

### **INTRASOFT TECHNOLOGIES LIMITED REPORTS** **REVENUES OF Rs. 718 Cr. FOR FY2015-16**

IntraSoft Technologies Ltd. (BSE: 533181, NSE: ISFT) today announced its Audited Consolidated Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2016.

#### **Q4 FY2015-16 HIGHLIGHTS: (All comparisons are with Q4 FY2014-15 figures)**

- Total Income at Rs. 186.93 Cr. up by 85% from Rs. 101.28 Cr.

#### **FY2015-16 HIGHLIGHTS: (All comparisons are with FY2014-15 figures)**

- Total Income at Rs. 717.73 Cr. up by 109% from Rs. 343.33 Cr.
- Profit after Tax at Rs. 41.51 Cr. up by 596% from Rs. 5.96 Cr. (includes exceptional net gain of Rs. 33.80 Cr. during the quarter from sale of shares to expand the E-Commerce business.)
- Recommendation of Dividend retained @ 20% i.e. Rs. 2.00 per Equity Share.

#### **MANAGEMENT'S STATEMENT**

Commenting on the results, Mr. Arvind Kajaria, Managing Director said, "We are excited to report an incredibly strong fourth quarter and tremendous overall growth in FY 2015-16 with the business reaching Rs. 718 Cr. in full year revenues. We are seeing tremendous traction from customers as we focus on leveraging technology and innovation to reinvent the way customers shop and build a truly differentiated retail experience. We remain firmly focused on delighting our customers as we continue to innovate and raise the bar in terms of selection, service and the experience. We look forward to making great strides in FY 2016-17 as we continue to build the 123Stores brand. Overall we are very enthusiastic about our long-term growth"



## Highlights

### E-COMMERCE BUSINESS

During the quarter, the Company raised Rs. 34.5 Cr. for expansion and growth activities related to the E-Commerce business. The shares were sold by Intrasoft Beneficiary Trust, whose sole beneficiary is the Company. Intrasoft Beneficiary Trust was set up in 2007 pursuant to a Scheme of Amalgamation that was approved by the Bombay High Court and the Calcutta High Court, to hold shares solely for the benefit of the Company.

After the completion of this transaction, the entire number of equity shares held by the Intrasoft Beneficiary Trust has been sold and now the Trust does not hold any further shares of the Company.

New Investors in the Company include University of Notre Dame Du Lac, Washington University & Massachusetts Institute of Technology.

123Stores was ranked as the 262<sup>nd</sup> largest Online Retailer in USA, a gain of 130 ranks from #392 last year, as per Internet Retailer's Top 500 Guide. This is the third consecutive year that 123Stores has featured in this prestigious list of online retailers. The Company was also ranked the 11th fastest growing online retailer. The Company was also nominated as a finalist for the E-Retailer Growth Award as "A web site that has been ranked in the Internet Retailer Top 1,000 for at least two years and which achieved the highest growth rate in the current year".

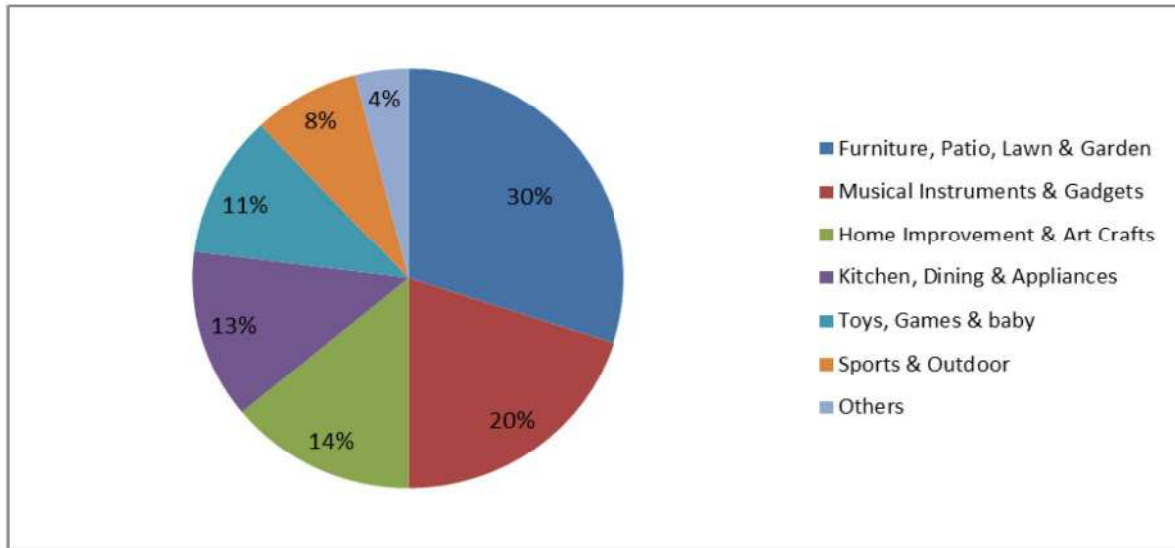
During the year, the Company further expanded its catalog and is now selling more than 500,000 unique products from more than 1600 suppliers on its website and partnered marketplaces.

### Revenue:

Particulars	FY 2015-16	FY 2014-15	Growth (%)
E-Commerce Revenue	699.07 Cr.	322.64 Cr.	117%

Revenue Growth was visible across all product categories, with Furniture, Patio, Lawn & Garden being the largest category.

The Top Product Categories by Revenues during FY2015-16 were



Product Categories	% of Sales
Furniture, Patio, Lawn & Garden	30%
Musical Instruments & Gadgets	20%
Home Improvement & Art Crafts	14%
Kitchen, Dining & Appliances	13%
Toys, Games & Baby	11%
Sports & Outdoor	8%
Others	4%

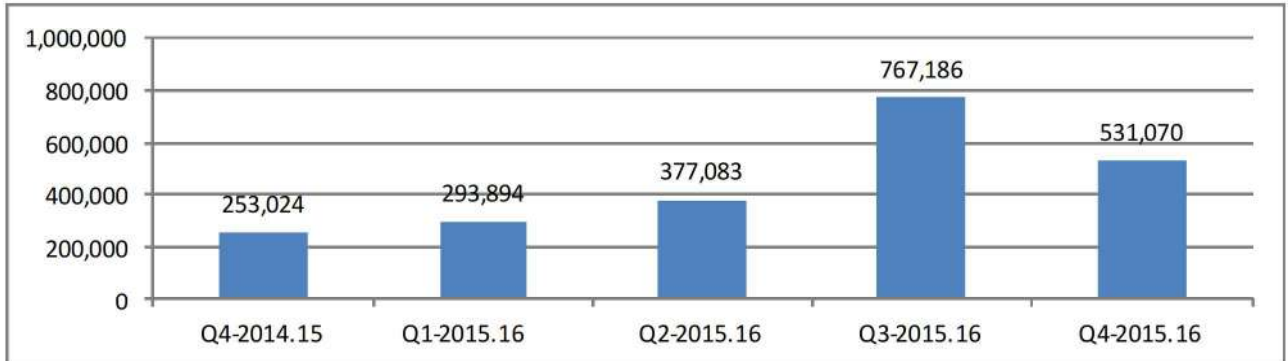
#### Orders:

Particulars	FY 2015-16	FY 2014-15	Growth (%)
Orders	1,969,233	772,981	155%

The Number of Orders grew tremendously over the year from 772,981 to 1,969,233, a growth of 155%. Our proprietary technology platform allows us to scale order volumes with minimal human intervention, enabling cost savings as we grow volumes.



The Number of Orders during the last 5 quarters were



Quarter	Orders
Q4 2015-16	531,070
Q3 2015-16	767,186
Q2 2015-16	377,083
Q1 2015-16	293,894
Q4 2014-15	253,024

**Gross Margin:**

Particulars	FY 2015-16	FY 2014-15	Improvement (%)
Cost of Goods Sold (Inc. Shipping)	81.7%	80.4%	-1.3%
Gross Margin	18.3%	19.6%	

As the sales momentum continues to improve, we are continuing to see an improvement in Gross Margins from our existing products and suppliers. However, Gross Margin Y-o-Y was not comparable because of the addition of newer suppliers and products to the catalog, which helps increase sales as we grow.

**Inventory:**

As on 31<sup>st</sup> March, 2016, Inventory at our warehouses was Rs. 55.30 Cr. The increase is primarily on account of increased sales momentum during the year.





## **E-GREETINGS BUSINESS**

123Greetings.com continued to see increased Mobile Application usage Y-o-Y with 15.14 Lakhs cards sent during FY2015-16 against 9.59 Lakhs during FY2014-15. Mobile application downloads reached 10.43 Lakhs as on 31st March, 2016. E-Greetings business revenue for FY2015-16 was Rs. 17.80 Cr.

## **DIVIDEND**

The Board of Directors recommended a Dividend @ 20% i.e. Rs. 2.00 per Equity Shares for the Financial year 2015-2016.

## **CONFERENCE CALL**

IntraSoft Technologies Limited will host a conference call to discuss the Quarterly and Annual Financial Performance for Q4 FY2015-16 and FY2015-16 on **Monday, May 30<sup>th</sup>, 2016 at 12.30 p.m. (IST)**. Investors and participants can access the call by dialing either of the following access numbers.

<b>Access Numbers</b>	
Primary Number:	+91 22 3960 0711
Secondary Number:	+91 22 6746 8311
Toll Free Number:	USA: 1866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

The Participants from IntraSoft Technologies Ltd would be **Mr. Arvind Kajaria (Managing Director)** and **Mr. Mohit Kumar Jha (Chief Financial Officer)**. An archive of the conference call transcript will be available at [www.itlindia.com](http://www.itlindia.com).

## **ABOUT INTRASOFT TECHNOLOGIES LIMITED:**

IntraSoft Technologies Limited owns & operates 123Stores, an Online E-Commerce Retailer & 123Greetings.com, an online greeting cards Company.

123Stores, Inc. is a multi-channel E-Commerce retailer with a strong technology backbone that combines supply chain logistics with real time customer data to create a compelling shopping experience. The Company is ranked #262 on the Internet Retailers 2015 Top 500 list and is ranked #1,641 in Inc. 5,000 list of fastest growing private US companies.



123Greetings.com is the world's leading online destination for human expressions reaching 95 million visitors annually. Its offering of over 42,000 ecards across multiple languages covers a mix of 3,000 seasonal & everyday categories.

**FOR MORE INFORMATION PLEASE CONTACT:**

Pranvesh Tripathi  
Company Secretary  
IntraSoft Technologies Limited  
A-502, Prathamesh,  
Rahguvanshi Mills Compound,  
Senapati Bapat Marg, Lower Parel.  
Mumbai – 400 013  
Phone: 91-22-2491-2123 | Fax: 91-22-2490-3123 | Email: [intrasoft@itlindia.com](mailto:intrasoft@itlindia.com)

Ms. Purvangi Jain  
Business Development Head  
IntraSoft Technologies Limited  
Phone: 91-22-2491-2123 | Fax: 91-22-2490-3123 | Email: [purvangi.jain@itlindia.com](mailto:purvangi.jain@itlindia.com)

Mr. Shogun Jain  
Investor Relations Advisors  
Strategic Growth Advisors Pvt. Ltd.  
Phone: 91-22-6114-6619 | Email: [jshogun@sgapl.net](mailto:jshogun@sgapl.net)

**CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:**

This document includes certain forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company operates in the future. IntraSoft Technologies Limited may make additional written and oral forward looking statements and is under no obligation to update or alter its forward-looking statements to reflect actual results, changed assumptions or other factors.



# INTRASOFT TECHNOLOGIES LIMITED

Registered Office : 502A, Prathamesh, Raghuvanshi Mills Compound,  
Senapati Bapat Marg, Lower Parel, Mumbai 400 013.  
Tel : 91-22-2491-2123, Fax : 91-22-2490-3123, Email : intrasoft@itindia.com,  
Website : www.itindia.com CIN : L24133MH1996PLC197857

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2016

**E-Commerce Revenue up by  
117% to ₹ 699 Cr. from ₹ 323 Cr. Y-o-Y**  
**E-Commerce Order Volume up by  
155% to 1,969,233 orders from 772,981 orders Y-o-Y**

₹ In Lakhs

PARTICULARS	Quarter Ended			Year Ended	
	31/03/2016	31/12/2015	31/03/2015	31/03/2016	31/03/2015
	(Audited)*	(Unaudited)	(Audited)*	(Audited)	(Audited)
<b>1. Income</b>					
a. Income from Operations	18661.93	25854.60	10115.83	71687.54	34291.03
b. Other Operating Income	30.86	0.00	11.82	85.49	41.77
<b>Total Income from Operations</b>	<b>18692.79</b>	<b>25854.60</b>	<b>10127.65</b>	<b>71773.03</b>	<b>34332.80</b>
<b>2. Expenditure</b>					
a. Product & Content Development	15139.52	20489.34	7987.35	57444.41	26248.55
b. Sales and Marketing Expenses	2652.69	3678.68	1459.04	10063.11	5004.17
c. General and Administrative Expenses	366.94	258.78	252.41	1059.29	801.10
d. Employees Benefit Expenses	674.01	629.01	481.55	2278.60	1782.43
e. Depreciation & Amortisation Expenses	45.28	42.25	41.30	159.55	146.59
<b>Total Expenditure</b>	<b>18878.44</b>	<b>25098.06</b>	<b>10221.65</b>	<b>71004.96</b>	<b>33982.84</b>
3. Profit/(Loss) from Operations before Other Income, Finance Costs and Exceptional Items (1-2)	-185.65	756.54	-94.00	768.07	349.96
4. Other Income	176.28	38.88	132.36	374.75	410.56
5. Profit/(Loss) before Finance Cost and Exceptional Items (3+4)	-9.37	795.42	38.36	1142.82	760.52
6. Finance Costs	86.67	69.33	20.53	237.05	75.99
7. Profit/(Loss) before Exceptional Items (5-6)	-96.04	726.09	17.83	905.77	684.53
8. Exceptional items (Net) (Refer Note 5 Below)	3379.78	0.00	0.00	3441.12	0.00
9. Profit from Ordinary Activities (7+8)	3283.74	726.09	17.83	4346.89	684.53
10. Tax expense	-60.85	208.68	12.51	196.20	88.44
11. Net Profit/(Loss) from Ordinary Activities after Tax (9-10)	3344.59	517.41	5.32	4150.69	596.09
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)	3344.59	517.41	5.32	4150.69	596.09
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				10333.38	6477.76
16. Earnings per Share (EPS) (₹)					
Basic and diluted EPS before and after Extraordinary Items	22.70	3.51	0.04	28.18	4.05

#### STANDALONE INFORMATION

PARTICULARS	Quarter Ended			Year Ended	
	31/03/2016	31/12/2015	31/03/2015	31/03/2016	31/03/2015
	(Audited)*	(Unaudited)	(Audited)*	(Audited)	(Audited)
Revenue	321.03	612.39	977.16	2842.73	3062.89
Profit before Tax and Exceptional Items	5.31	44.00	275.68	618.32	579.50
Profit after Tax and Exceptional Items	3367.78	24.67	253.53	3973.96	501.47

#### STATEMENT OF ASSETS AND LIABILITIES

PARTICULARS	As at	
	31/03/2016 (Audited)	31/03/2015 (Audited)
<b>I. EQUITY AND LIABILITIES</b>		
(1) Shareholders' Funds		
a) Share Capital	1473.17	1473.17
b) Reserves and Surplus	10333.38	6477.76
(2) Non-current Liabilities		
a) Long-term Borrowings	3312.50	212.37
b) Deferred Tax Liabilities (Net)	106.63	14.16
c) Other Long term Liabilities	0.00	0.00
d) Long-term Provisions	43.55	82.84
(3) Current Liabilities		
a) Short-term Borrowings	330.00	0.00
b) Trade Payables	3242.88	1267.16
c) Other Current Liabilities	1399.24	1052.92
d) Short-term Provisions	385.16	178.52
<b>TOTAL</b>	<b>20626.51</b>	<b>10758.90</b>
<b>II. ASSETS</b>		
(1) Non-current Assets		
a) Fixed Assets	1970.33	4397.28
b) Non-current Investments	496.00	896.00
c) Deferred Tax Assets (Net)	0.00	0.00
d) Long-term Loans and Advances	2036.14	1122.04
(2) Current Assets		
a) Current Investments	5361.79	0.00
b) Inventories	5529.82	1212.86
c) Trade Receivables	900.91	317.41
d) Cash and Bank Balances	1725.57	1333.23
e) Short-term Loans and Advances	2589.71	1316.85
f) Other Current Assets	16.24	163.23
<b>TOTAL</b>	<b>20626.51</b>	<b>10758.90</b>

#### NOTES :

- The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on 27th May, 2016.
- The Board of Directors recommended a Dividend @ 20 % i.e. ₹ 2/- per Equity Share for the Financial Year 2015-16 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, 2016 are available on the Company's website [www.itindia.com](http://www.itindia.com)
- Exceptional Items : During the quarter, the company sold 12,00,000 shares held by IntraSoft Beneficiary Trust, whose sole beneficiary is the Company, resulting in a Net Gain of ₹ 3379.78 Lakhs. The funds raised were used to expand our E-Commerce Business.
- Foreign Exchange Gain (Net) on export sale is shown separately under Other Operating Income.
- \* The figures for the quarter ended 31st March 2016 and 31st March 2015 are the balancing figures between the 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 Ltd.  
Sd/-  
**Arvind Kajaria**  
Managing Director



Scan this QR code to download Audited Financial Results for the Quarter and Year Ended 31st March, 2016.

Place: Kolkata  
Date: 27th May, 2016