

IntraSoft Technologies Limited



**Investor Presentation
11th September, 2020**

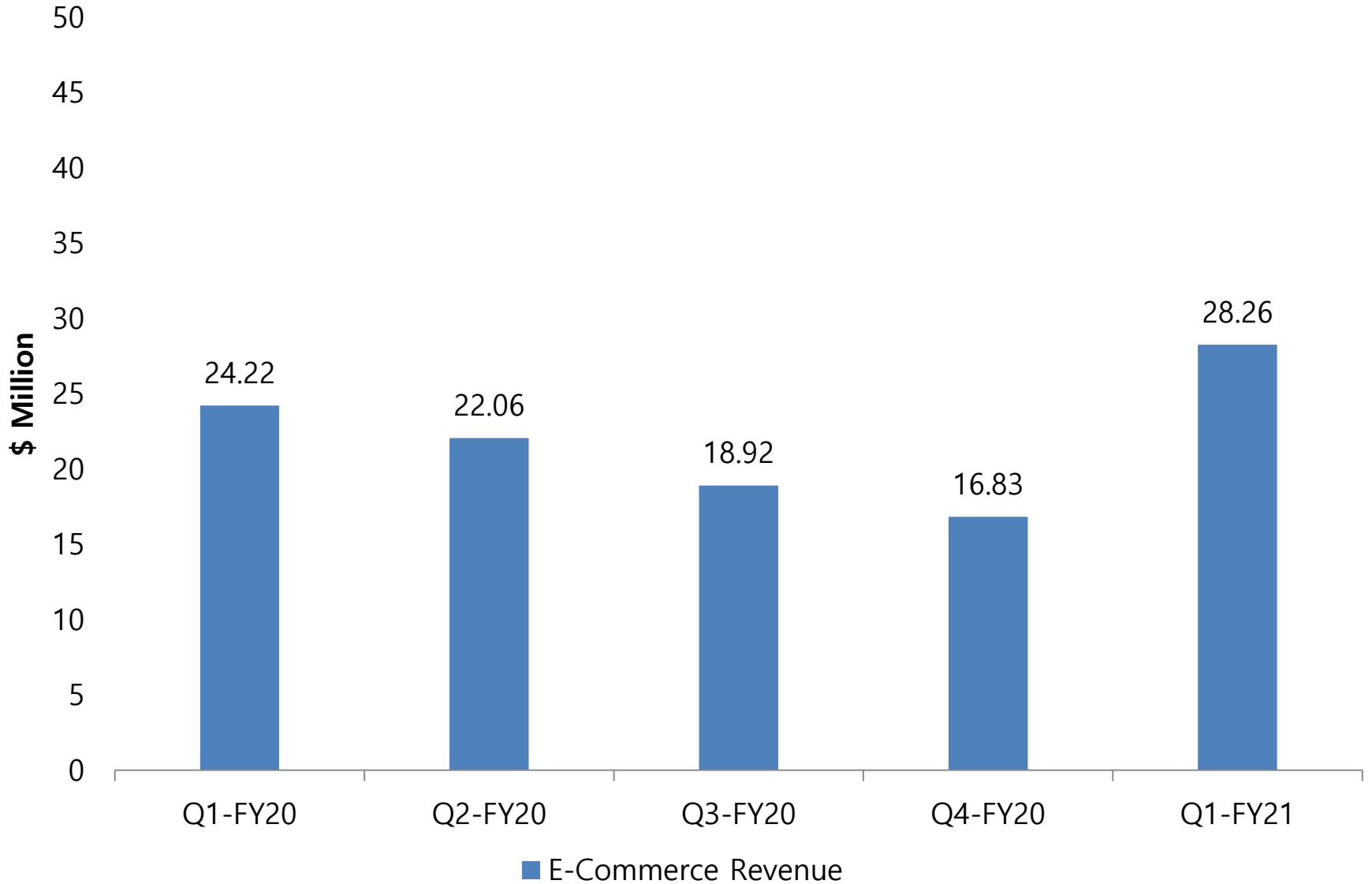
BSE: 533181, NSE: ISFT



E-Commerce Update



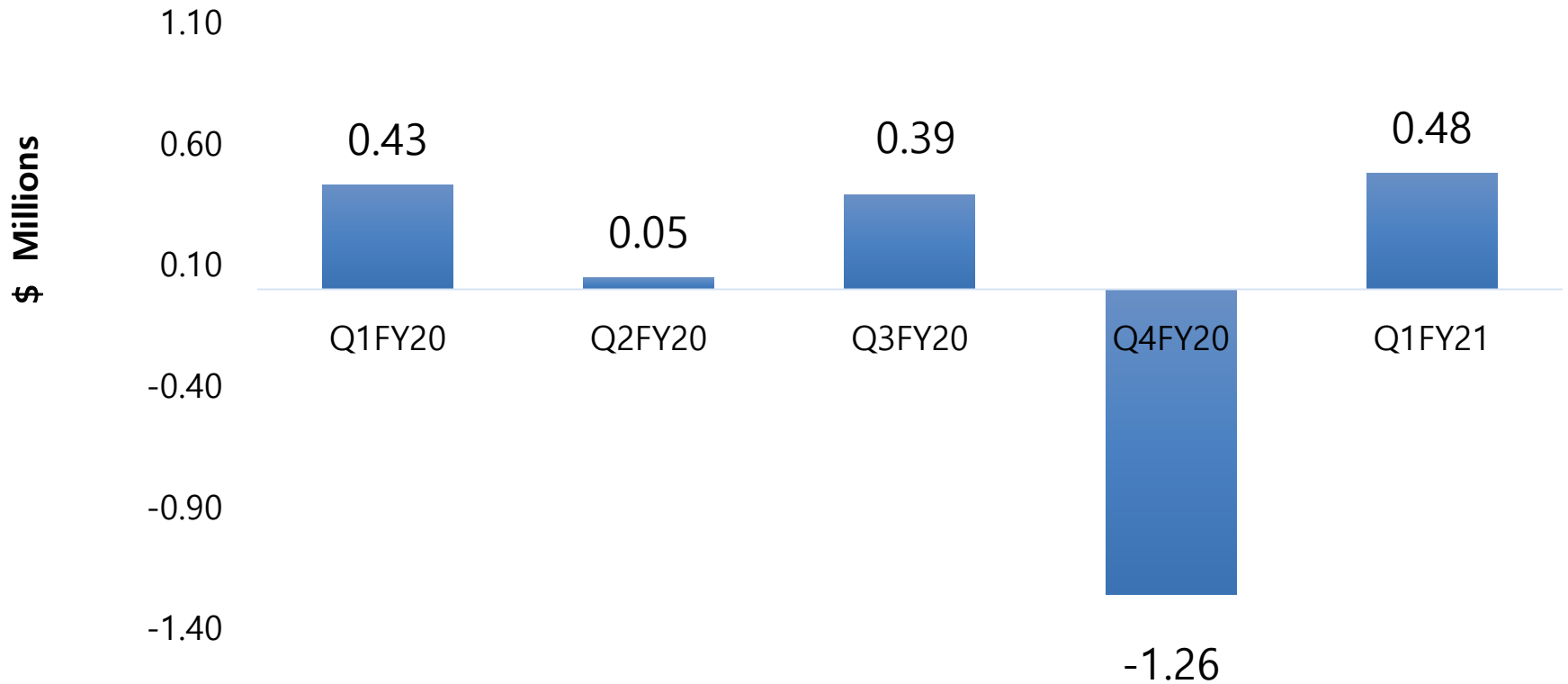
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)

Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Inventories	14.22	14.20	14.90	16.25	15.90
Accounts Receivable	1.48	1.35	0.18	0.27	0.34
Accounts Payable	4.24	3.92	3.58	3.36	3.12
Net Working Capital	11.46	11.63	11.50	13.16	13.12



E-Commerce Financial Performance

Statement of Income for the quarter ended 30 June 2020

Particulars	Quarter Ended	
	Jun-20	Jun-19
	\$ (In Millions)	
Revenue		
Revenue From Operations	28.26	24.22
Expenses		
Cost of Goods Sold	20.86	17.95
Shipping and Handling Expenses	3.08	2.67
Gross Profit	4.32	3.60
Sales & Marketing Expenses	3.53	2.69
Operations, Technology, General & Administrative Expenses	0.58	0.67
Depreciation and Amortisation	0.02	0.02
Operating Profit	0.19	0.22
Interest and Financing Expenses	0.10	0.16
Other Income (Net)	0.00	0.00
Income Before Taxes	0.09	0.06
Income Tax Expense	0.00	0.00
Net Income for the Period	0.09	0.06



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Jun - 20	Jun - 19
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.66	1.35
Accounts Receivable (Net)	0.34	1.48
Inventories	15.90	14.22
Prepaid Expenses and Other Current Assets	0.19	0.21
Property and Equipment	0.26	0.17
Intangible Assets (Net)	3.28	2.10
Capital WIP	0.00	0.12
Long Term Loans and Advances	0.07	0.41
Other Long Term Assets	0.28	0.23
TOTAL ASSETS	21.98	20.29
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	2.68	3.40
Deferred Revenue	0.06	0.04
Accrued Expenses and Other Current Liabilities	0.94	1.36
Long Term Debt	12.40	9.87
Other Long Term Liabilities	0.07	0.05
Common Equity	1.00	1.00
Retained Earnings	4.83	4.57
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	21.98	20.29



Fact Sheet

Particulars	FY 2017-18					FY 2018-19					FY 2019-20					FY 2020-21
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue (\$ Mn)	39.85	44.35	51.49	43.71	179.40	38.23	30.28	25.82	23.83	118.16	24.22	22.06	18.92	16.83	82.03	28.26
TTM Revenue (\$ Mn)	144.64	156.88	167.39	179.40		177.78	163.71	138.04	118.16		104.15	95.93	89.03	82.03		86.07
Y-o-Y Growth	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%	17%
Operating Cash Flows (\$ Mn)	-2.14	-2.42	-0.46	-3.22	-8.24	0.37	1.01	1.43	-0.09	2.72	0.43	0.05	0.39	-1.26	-0.39	0.48
Working Capital																
Inventory (\$ Mn)	9.54	13.43	14.62	19.01	19.01	17.33	15.37	14.78	14.33	14.33	14.22	14.20	14.90	16.25	16.25	15.90
Accounts Receivable (\$ Mn)	1.76	1.70	1.84	1.68	1.68	2.05	1.43	1.11	1.57	1.57	1.48	1.35	0.18	0.27	0.27	0.34
Accounts Payable (\$ Mn)	4.39	5.15	5.43	6.24	6.24	5.21	3.69	3.91	4.18	4.18	4.24	3.92	3.58	3.36	3.36	3.12
Net Working Capital (\$ Mn)	6.91	9.98	11.03	14.45	14.45	14.17	13.11	11.98	11.72	11.72	11.46	11.63	11.50	13.16	13.16	13.12
Inventory Turnover, average - TTM	10.9	11.6	10.3	8.7	8.7	7.7	7.0	6.1	5.7	5.7	5.3	5.0	4.7	4.2	4.2	4.3
Accounts Receivable Days - TTM	3.3	3.5	3.5	3.6	3.6	3.7	3.9	4.1	4.8	4.8	4.9	5.2	4.7	3.6	3.6	2.3
Accounts Payable Days - TTM	15.1	13.0	12.2	12.9	12.9	13.4	13.5	14.7	15.3	15.3	16.4	18.2	19.2	20.0	20.0	17.6



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Profit & Loss for the quarter ended 30 June, 2020

Particulars	Quarter Ended	
	Jun-20	Jun-19
	₹ (In Lakhs)	
Revenue From Operations	21,694.86	17,086.36
Cost of Goods Sold (Incl. Shipping)	18,175.45	14,345.59
Gross Profit	3,519.41	2,740.77
Sales & Marketing Expenses	2,687.16	1,873.90
Employee Benefit Expense	368.42	338.73
General & Administrative Expenses	259.95	323.32
Earnings /(Deficit) From Operations	203.88	204.82
Other Income (Net)	197.12	68.55
Earnings Before Interest, Tax, Depreciation & Amortization	401.00	273.37
Depreciation & Amortization	105.98	100.25
Earnings Before Interest & Tax	295.02	173.12
Finance Costs	97.32	134.68
Profit Before Tax (PBT)	197.70	38.44
Tax Expense	-17.86	-0.63
Profit After Tax (PAT)	215.56	39.07



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 20	Jun – 19
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,612.59	1,627.17
Other intangible assets	2,490.34	1,474.15
Right of use assets	1,113.53	1,262.90
Capital work-in-progress	0.00	82.17
Financial assets		
(i) Investments	680.85	1,519.21
(ii) Loans	5.33	5.19
Deferred tax assets (net)	2,045.78	1,947.55
Income tax assets (net)	44.81	51.83
Other non-current assets	340.31	570.66
	8,333.54	8,540.83
Current assets		
Inventories	12,004.59	9,814.78
Financial assets		
(i) Investments	5,943.01	5,667.74
(ii) Trade receivables	326.61	1,100.10
(iii) Cash and cash equivalents	1,707.34	1,028.31
(iv) Other bank balances	370.35	106.73
(v) Loans	2.02	70.67
(vi) Others	0.00	0.00
Current tax assets (net)	3.73	4.06
Other current assets	172.40	147.39
	20,530.05	17,939.78
TOTAL ASSETS	28,863.59	26,480.61



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 20	Jun – 19
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,536.96	13,127.15
	15,010.13	14,600.32
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	9,359.25	6,814.77
(ii) Lease Liability	946.15	1,002.88
(iii) Other Financial liabilities	2.01	2.01
Provisions	141.34	102.18
Deferred tax liabilities (net)	99.76	105.15
Other non-current liabilities	100.98	102.99
	10,649.49	8,129.98
Current liabilities		
Financial liabilities		
(i) Lease Liabilities	232.01	274.50
(ii) Trade payables	2,040.73	2,387.38
(iii) Other Financial liabilities	237.11	322.41
Other current liabilities	657.24	758.17
Provisions	4.52	4.30
Current tax liabilities (net)	32.36	3.55
	3,203.97	3,750.31
TOTAL EQUITY AND LIABILITIES	28,863.59	26,480.61



IntraSoft Technologies Ltd

For Further Information, Please Contact

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