

IntraSoft Technologies Limited



**Investor Presentation
12th August, 2021**

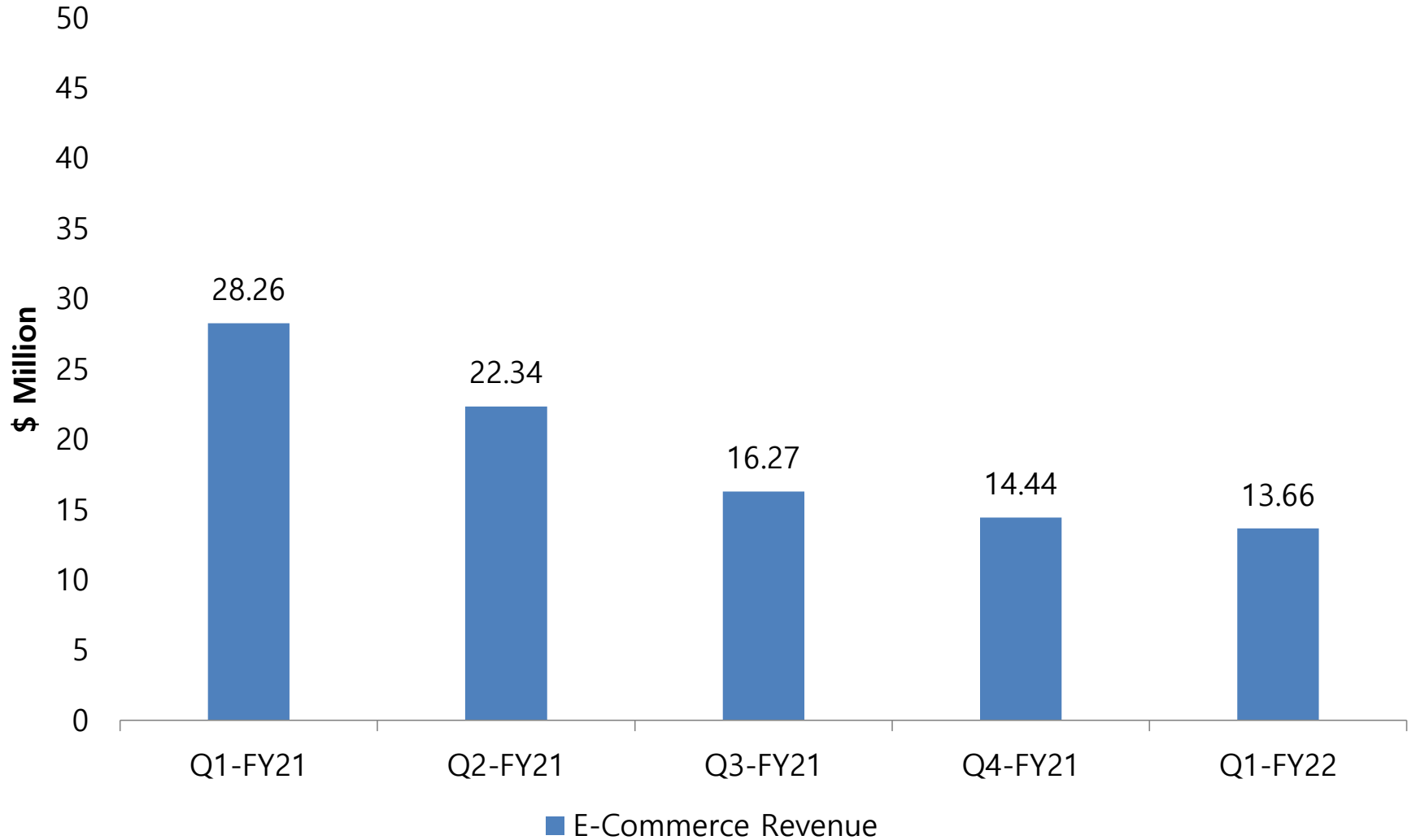
BSE: 533181, NSE: ISFT



E-Commerce Update



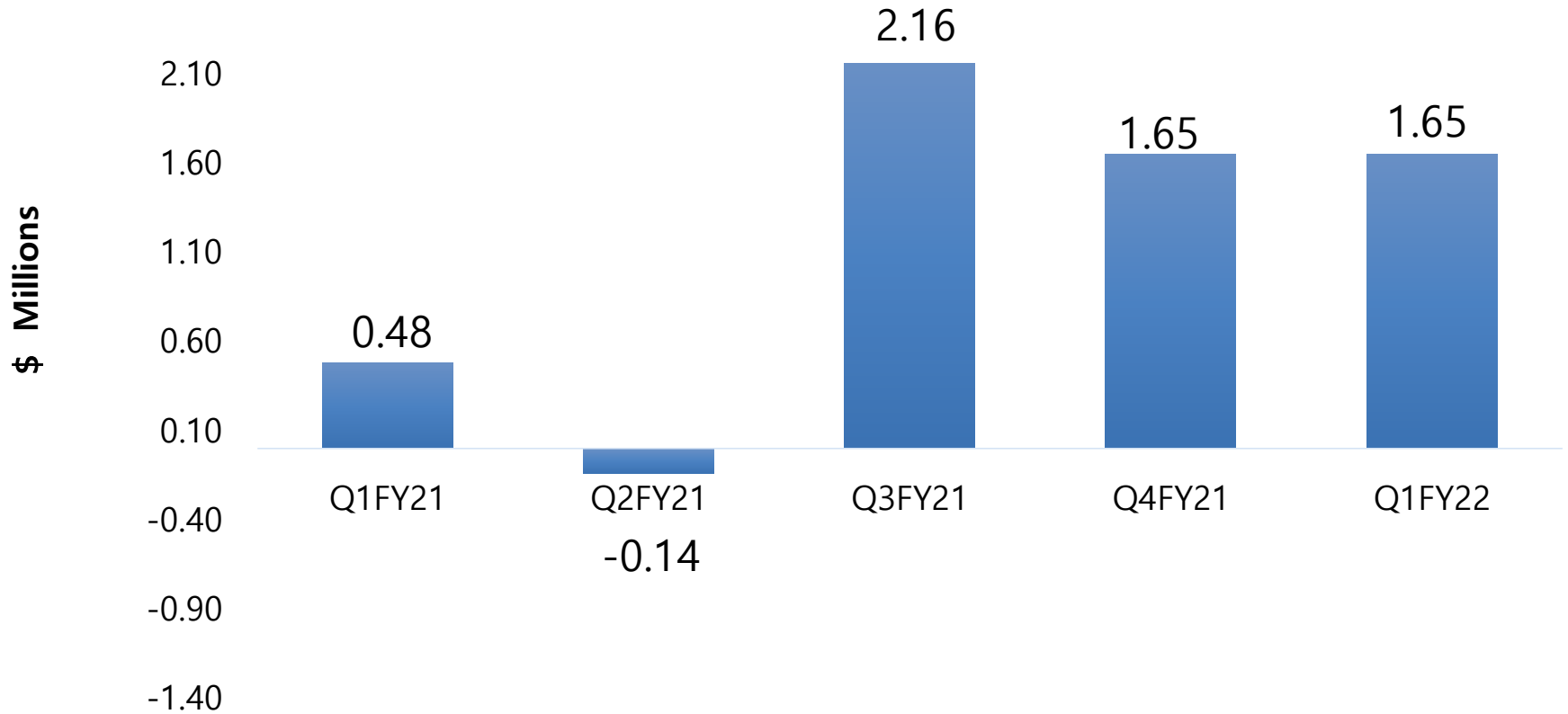
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)					
Particulars	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Inventories	15.90	16.28	14.51	13.53	12.85
Accounts Receivable	0.34	0.36	0.51	0.17	0.21
Accounts Payable	3.12	3.15	3.52	3.30	3.87
Net Working Capital	13.12	13.49	11.50	10.40	9.19



E-Commerce Financial Performance

Statement of Income for the Period

Particulars	Quarter Ended	
	Jun-21	Jun-20
	\$ (In Millions)	
Revenue		
Revenue From Operations	13.66	28.26
Expenses		
Cost of Goods Sold	9.04	20.86
Shipping and Handling Expenses	1.62	3.08
Gross Profit	3.00	4.32
Sales & Marketing Expenses	1.94	3.53
Operations, Technology, General & Administrative Expenses	0.61	0.58
Depreciation and Amortisation	0.02	0.02
Operating Profit	0.43	0.19
Interest and Financing Expenses	0.12	0.10
Other Income (Net)	0.00	0.00
Income Before Taxes	0.31	0.09
Income Tax Expense	0.01	0.00
Net Income for the Period	0.30	0.09



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Jun - 21	Jun - 20
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	0.99	1.66
Accounts Receivable (Net)	0.21	0.34
Inventories	12.85	15.90
Prepaid Expenses and Other Current Assets	0.12	0.19
Property and Equipment	0.25	0.26
Intangible Assets (Net)	9.95	3.28
Long Term Loans and Advances	0.04	0.07
Other Long Term Assets	0.12	0.28
TOTAL ASSETS	24.53	21.98
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	3.50	2.68
Deferred Revenue	0.02	0.06
Accrued Expenses and Other Current Liabilities	0.70	0.94
Long Term Debt	13.53	12.40
Other Long Term Liabilities	0.08	0.07
Common Equity	1.00	1.00
Retained Earnings	5.70	4.83
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	24.53	21.98



Fact Sheet

Particulars	FY 2018-19					FY 2019-20					FY 2020-21					FY 2021-22
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue (\$ Mn)	38.23	30.28	25.82	23.83	118.16	24.22	22.06	18.92	16.83	82.03	28.26	22.34	16.27	14.44	81.31	13.66
TTM Revenue (\$ Mn)	177.78	163.71	138.04	118.16		104.15	95.93	89.03	82.03		86.07	86.35	83.70	81.31		66.71
Y-o-Y Growth	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%	17%	1%	-14%	-14%	-1%	-52%
Operating Cash Flows (\$ Mn)	0.37	1.01	1.43	-0.09	2.72	0.43	0.05	0.39	-1.26	-0.39	0.48	-0.14	2.16	1.65	4.15	1.65
Working Capital																
Inventory (\$ Mn)	17.33	15.37	14.78	14.33	14.33	14.22	14.20	14.90	16.25	16.25	15.90	16.28	14.51	13.53	13.53	12.85
Accounts Receivable (\$ Mn)	2.05	1.43	1.11	1.57	1.57	1.48	1.35	0.18	0.27	0.27	0.34	0.36	0.51	0.17	0.17	0.21
Accounts Payable (\$ Mn)	5.21	3.69	3.91	4.18	4.18	4.24	3.92	3.58	3.36	3.36	3.12	3.15	3.52	3.30	3.30	3.87
Net Working Capital (\$ Mn)	14.17	13.11	11.98	11.72	11.72	11.46	11.63	11.50	13.16	13.16	13.12	13.49	11.50	10.40	10.40	9.19
Inventory Turnover, average - TTM	7.7	7.0	6.1	5.7	5.7	5.3	5.0	4.7	4.2	4.2	4.3	4.1	3.9	3.9	3.9	3.2
Accounts Receivable Days - TTM	3.7	3.9	4.1	4.8	4.8	4.9	5.2	4.7	3.6	3.6	2.3	1.2	1.6	1.5	1.5	1.7
Accounts Payable Days - TTM	13.4	13.5	14.7	15.3	15.3	16.4	18.2	19.2	20.0	20.0	17.6	16.7	17.2	17.8	17.8	23.5



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended	
	Jun-21	Jun-20
	₹ (In Lakhs)	
Revenue From Operations	10,338.53	21,694.86
Cost of Goods Sold (Incl. Shipping)	7,866.23	18,175.45
Gross Profit	2,472.30	3,519.41
Sales & Marketing Expenses	1,434.00	2,687.16
Employee Benefit Expense	432.14	368.42
General & Administrative Expenses	293.9	259.95
Earnings From Operations	312.26	203.88
Other Income (Net)	116.49	197.12
Earnings Before Interest, Tax, Depreciation & Amortization	428.75	401.00
Depreciation & Amortization	34.68	105.98
Earnings Before Interest & Tax	394.07	295.02
Finance Costs	88.15	97.32
Profit Before Tax (PBT)	305.92	197.70
Tax Expense	15.09	-17.86
Profit After Tax (PAT)	290.83	215.56



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 21	Jun – 20
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,506.45	1,612.59
Right of use assets	0.36	1,113.53
Other intangible assets	8.53	13.35
Other intangible assets under Development	7,393.27	2,476.99
Financial assets		
(i) Investments	546.01	680.85
(ii) Loans	3.47	5.33
Deferred tax assets (net)	1,946.46	2,045.78
Income tax assets (net)	37.85	44.81
Other non-current assets	121.93	340.31
	11,564.33	8,333.54
Current assets		
Inventories	9,547.05	12,004.59
Financial assets		
(i) Investments	6,991.03	5,943.01
(ii) Trade receivables	243.75	326.61
(iii) Cash and cash equivalents	832.13	1,707.34
(iv) Other bank balances	83.66	370.35
(v) Loans	0.50	2.02
Current tax assets (net)	0.00	3.73
Other current assets	185.43	172.40
	17,883.55	20,530.05
TOTAL ASSETS	29,447.88	28,863.59



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Jun – 21	Jun – 20
EQUITY AND LIABILITIES		
₹ (In Lakhs)		
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	14,247.44	13,536.96
	15,720.61	15,010.13
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	10,057.87	9,359.25
(ii) Lease Liability	0.00	946.15
(iii) Other Financial liabilities	2.01	2.01
Provisions	143.29	141.34
Deferred tax liabilities (net)	103.17	99.76
Other non-current liabilities	99.00	100.98
	10,405.34	10,649.49
Current liabilities		
Financial liabilities		
(i) Trade payables	2,621.63	2,040.73
(ii) Lease Liability	0.45	232.01
(iii) Other Financial liabilities	255.59	237.11
Provisions	6.16	4.52
Current tax liabilities (net)	22.03	32.36
Other current liabilities	416.07	657.24
	3,321.93	3,203.97
TOTAL EQUITY AND LIABILITIES	29,447.88	28,863.59



IntraSoft Technologies Ltd

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