

IntraSoft Technologies Limited



**Investor Presentation
14th November, 2018**

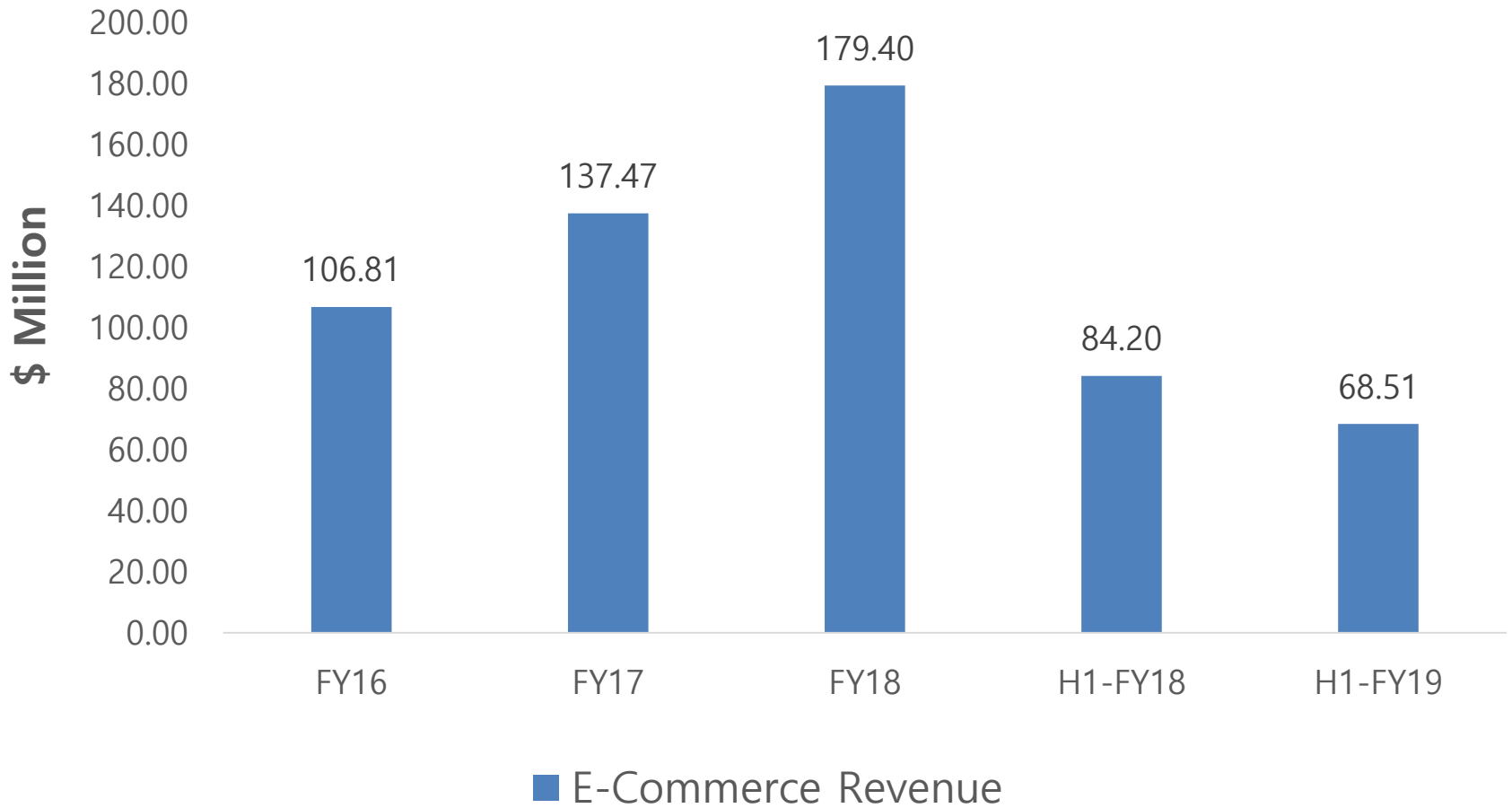
BSE: 533181, NSE: ISFT



E-Commerce Update

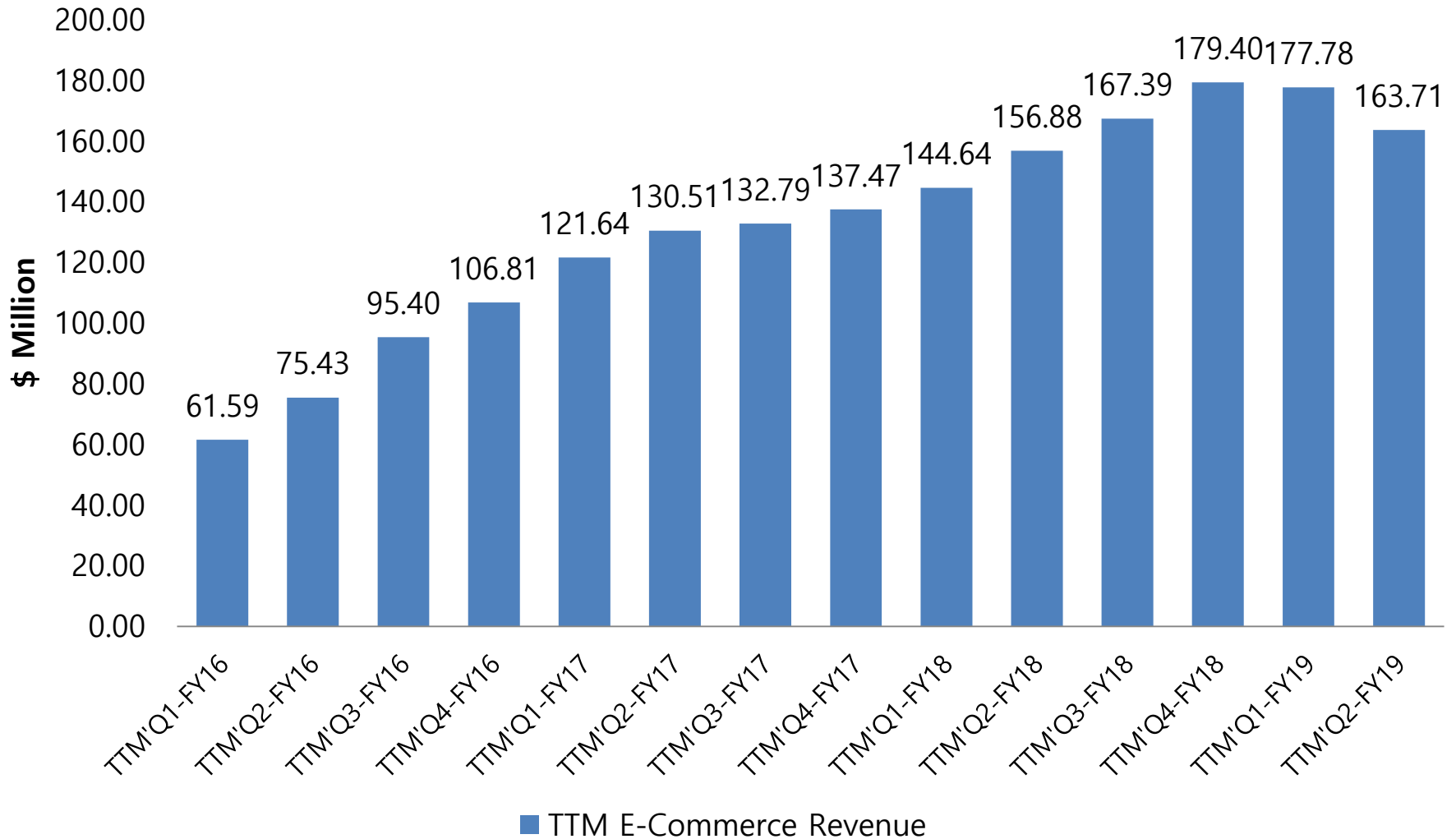


E-Commerce Revenue Trend





E-Commerce Revenue Trend

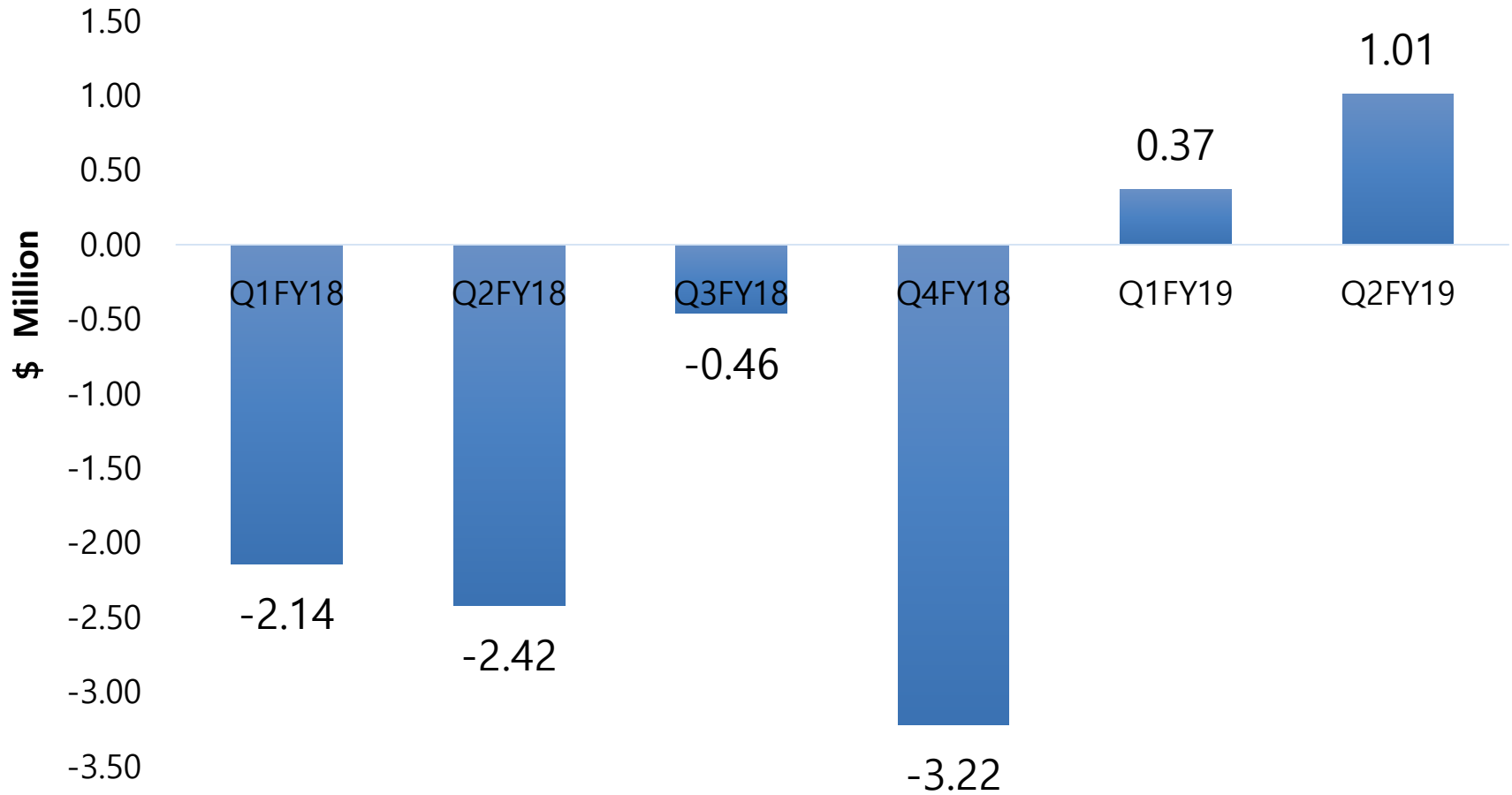


TTM refers to Trailing Twelve Months



E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)

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



E-Commerce Financial Performance

Statement of Income for the quarter ended 30 September 2018

Particulars	Quarter Ended	
	Sep-18	Sep-17
	\$ (In Millions)	
Revenue		
Revenue From Operations	30.28	44.35
Expenses		
Cost of Goods Sold	22.06	29.93
Shipping and Handling Expenses	3.85	6.65
Gross Profit	4.37	7.77
Sales & Marketing Expenses	3.47	5.79
Operations, Technology, General & Administrative Expenses	0.69	0.80
Depreciation and Amortisation	0.02	0.02
Operating Profit	0.19	1.16
Interest and Financing Expenses	0.15	0.07
Other Income (Net)	-0.01	0.00
Income Before Taxes	0.05	1.09
Income Tax Expense	-0.14	0.37
Net Income for the Period	0.19	0.72



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Sep - 18	Sep - 17
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.75	2.31
Accounts Receivable (Net)	1.43	1.70
Inventories	15.37	13.43
Prepaid Expenses and Other Current Assets	0.26	0.35
Property and Equipment	0.21	0.29
Intangible Assets (Net)	1.18	0.00
Long Term Loans and Advances	0.38	0.23
TOTAL ASSETS	20.58	18.31
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	2.80	4.15
Deferred Revenue	0.13	0.34
Accrued Expenses and Other Current Liabilities	2.09	2.82
Long Term Debt	10.45	6.92
Other Long Term Liabilities	0.05	0.08
Common Equity	1.00	1.00
Retained Earnings	4.06	3.00
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	20.58	18.31



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



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Profit & Loss for the quarter ended 30 September, 2018

Particulars	Quarter Ended	
	Sep-18	Sep-17
	₹ (In Lakhs)	
Revenue From Operations	21,582.64	28,698.83
Cost of Goods Sold (Incl. Shipping)	18,282.67	23,457.50
Gross Profit	3,299.97	5,241.33
Sales & Marketing Expenses	2,449.02	3,728.88
Employee Benefit Expense	425.37	535.24
General & Administrative Expenses	385.39	348.98
Earnings /(Deficit) From Operations	40.19	628.23
Other Income (Net)	116.49	134.35
Earnings Before Interest, Tax, Depreciation & Amortization	156.68	762.58
Depreciation & Amortization	44.46	49.78
Earnings Before Interest & Tax	112.22	712.80
Finance Costs	105.44	46.52
Profit Before Tax (PBT)	6.78	666.28
Tax Expense	-82.19	270.87
Profit After Tax (PAT)	88.97	395.41



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 18	Sep – 17
I. EQUITY AND LIABILITIES	₹ (In Lakhs)	
(1) Shareholders' Funds		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,804.82	12,082.06
(2) Non-current Liabilities		
(a) Long-term Borrowings	7,572.25	4511.58
(b) Deferred Tax Liabilities (Net)	98.72	141.30
(c) Other Long term Liabilities	118.08	106.48
(d) Long-term Provisions	111.57	103.83
(3) Current Liabilities		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,049.31	2,718.46
(c) Other Current Liabilities	1,704.32	2,207.56
(d) Short-term Provisions	3.85	5.69
TOTAL	25,936.09	23,350.13
II. ASSETS		
(1) Non-current Assets		
(a) Fixed Assets	2,632.88	1,928.15
(b) Non-current Investments	1492.00	499.26
(c) Deferred Tax Assets (Net)	1,738.65	1,736.19
(d) Long-term Loans and Advances	735.16	484.32
(2) Current Assets		
(a) Current Investments	5,434.53	6,449.17
(b) Inventories	11,139.58	8,760.13
(c) Trade Receivables	1143.09	1247.03
(d) Cash and bank balances	1,453.02	1,795.91
(e) Short-term loans and advances	9.84	317.77
(f) Other current assets	157.34	132.20
TOTAL	25,936.09	23,350.13



IntraSoft Technologies Ltd

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