

IntraSoft Technologies Limited



**Investor Presentation
11th November, 2020**

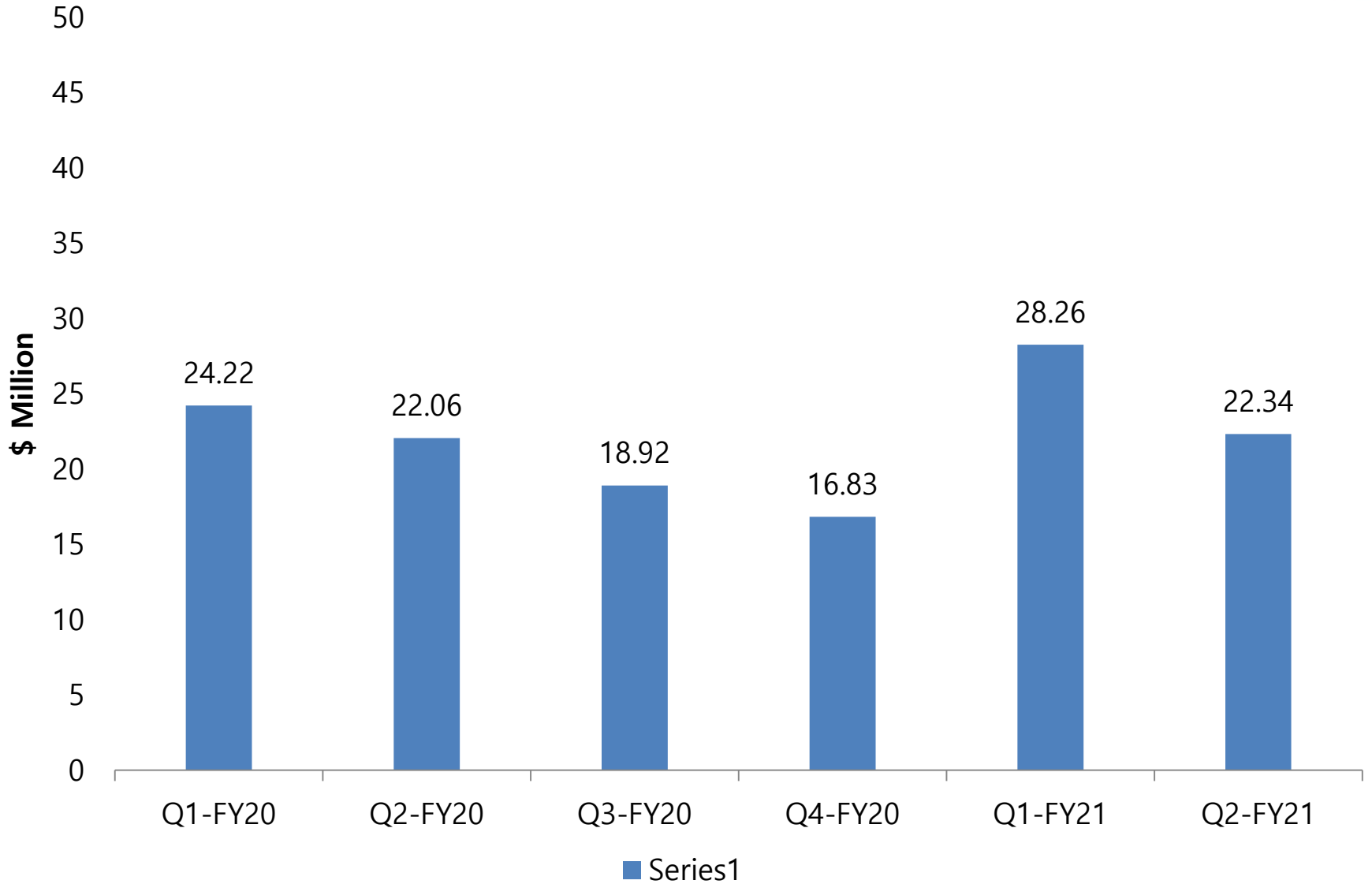
BSE: 533181, NSE: ISFT



E-Commerce Update



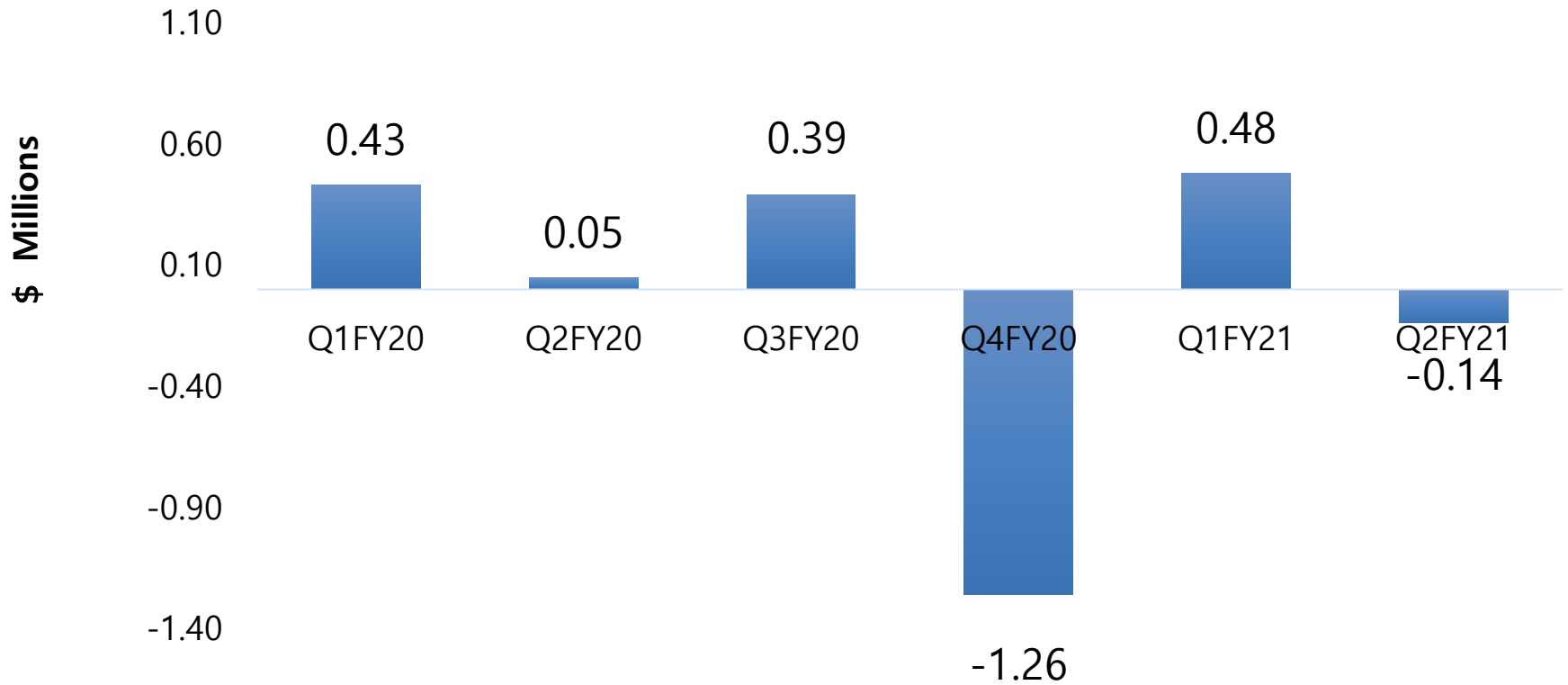
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)						
Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Inventories	14.22	14.20	14.90	16.25	15.90	16.28
Accounts Receivable	1.48	1.35	0.18	0.27	0.34	0.36
Accounts Payable	4.24	3.92	3.58	3.36	3.12	3.15
Net Working Capital	11.46	11.63	11.50	13.16	13.12	13.49



E-Commerce Financial Performance

Statement of Income for the quarter ended 30 September 2020

Particulars	Quarter Ended	
	Sep-20	Sep-19
	\$ (In Millions)	
Revenue		
Revenue From Operations	22.34	22.06
Expenses		
Cost of Goods Sold	15.98	16.48
Shipping and Handling Expenses	2.60	2.07
Gross Profit	3.76	3.51
Sales & Marketing Expenses	2.87	2.52
Operations, Technology, General & Administrative Expenses	0.71	0.77
Depreciation and Amortisation	0.02	0.01
Operating Profit	0.16	0.21
Interest and Financing Expenses	0.09	0.16
Income Before Taxes	0.07	0.05
Income Tax Expense	0.00	-0.01
Net Income for the Period	0.07	0.06



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Sep - 20	Sep - 19
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.60	1.31
Accounts Receivable (Net)	0.36	1.35
Inventories	16.28	14.20
Prepaid Expenses and Other Current Assets	0.21	0.25
Property and Equipment	0.27	0.15
Intangible Assets (Net)	4.66	2.32
Capital WIP	0.00	0.12
Long Term Loans and Advances	0.07	0.32
Other Long Term Assets	0.28	0.24
TOTAL ASSETS	23.73	20.26
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	2.73	3.41
Deferred Revenue	0.03	0.03
Accrued Expenses and Other Current Liabilities	1.02	0.98
Long Term Debt	13.97	10.17
Other Long Term Liabilities	0.08	0.06
Common Equity	1.00	1.00
Retained Earnings	4.90	4.61
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	23.73	20.26



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	Q2
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	22.34
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	86.35
Y-o-Y Growth	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%	17%	1%
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	-0.14
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	16.28
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	0.36
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	3.15
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	13.49
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	4.1
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	1.2
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	16.7



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

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

Particulars	Quarter Ended	
	Sep-20	Sep-19
	₹ (In Lakhs)	
Revenue From Operations	16,743.13	15,713.71
Cost of Goods Sold (Incl. Shipping)	13,758.51	13,067.08
Gross Profit	2,984.62	2,646.63
Sales & Marketing Expenses	2,123.59	1,773.27
Employee Benefit Expense	436.06	398.86
General & Administrative Expenses	302.35	341.95
Earnings / (Deficit) From Operations	122.62	132.55
Other Income (Net)	125.81	157.79
Earnings Before Interest, Tax, Depreciation & Amortization	248.43	290.34
Depreciation & Amortization	103.34	99.55
Earnings Before Interest & Tax	145.09	190.79
Finance Costs	81.72	130.87
Profit Before Tax (PBT)	63.37	59.92
Tax Expense	1.16	4.99
Profit After Tax (PAT)	62.21	54.93



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 20	Sep – 19
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,588.47	1,594.45
Other intangible assets	3,451.59	1,666.10
Right of use assets	1,024.22	1,233.68
Capital work-in-progress	0.00	84.38
Financial assets		
(i) Investments	682.01	1,507.04
(ii) Loans	5.40	5.01
Deferred tax assets (net)	2,058.38	1,962.92
Income tax assets (net)	51.34	55.02
Other non-current assets	241.05	541.65
	9,102.46	8,650.25
Current assets		
Inventories	12,007.16	10,065.28
Financial assets		
(i) Investments	5,736.91	5,431.55
(ii) Trade receivables	327.12	1,025.55
(iii) Cash and cash equivalents	1,943.29	981.02
(iv) Other bank balances	338.21	90.29
(v) Loans	0.00	3.72
Income tax assets (net)	0.00	6.06
Other current assets	223.73	182.48
	20,576.42	17,785.95
TOTAL ASSETS	29,678.88	26,436.20



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 20	Sep – 19
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,498.01	12,929.48
	14,971.18	14,402.65
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	10,300.69	7,208.34
(ii) Lease Liability	869.62	978.81
(iii) Other Financial liabilities	2.01	2.01
Provisions	151.72	105.78
Deferred tax liabilities (net)	101.83	112.47
Other non-current liabilities	100.49	102.49
	11,526.36	8,509.90
Current liabilities		
Financial liabilities		
(i) Trade payables	2,027.39	2,427.66
(ii) Lease Liabilities	226.75	283.39
(iii) Other Financial liabilities	222.65	294.26
Provisions	4.64	4.44
Income tax liabilities (net)	31.05	0.00
Other current liabilities	668.86	513.90
	3,181.34	3,523.65
TOTAL EQUITY AND LIABILITIES	29,678.88	26,436.20



IntraSoft Technologies Ltd

For Further Information, Please Contact

Company :

IntraSoft Technologies Ltd.
CIN - L24133MH1996PLC197857

Ms. Purvangi Jain
purvangi.jain@itlindia.com
91-22-4004-0008

www.itlindia.com

Investor Relations Advisors :

Valorem Advisors

Mr. Anuj Sonpal
anuj@valoremadvisors.com
91-9930609010

www.valoremadvisors.com

Disclaimer

- *This presentation and the accompanying slides (the "Presentation"), has been prepared by IntraSoft Technologies Limited (the "Company"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*
- *This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*
- *Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the Retail industry in India and world-wide, the performance of the Greetings Industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*