

IntraSoft Technologies Limited

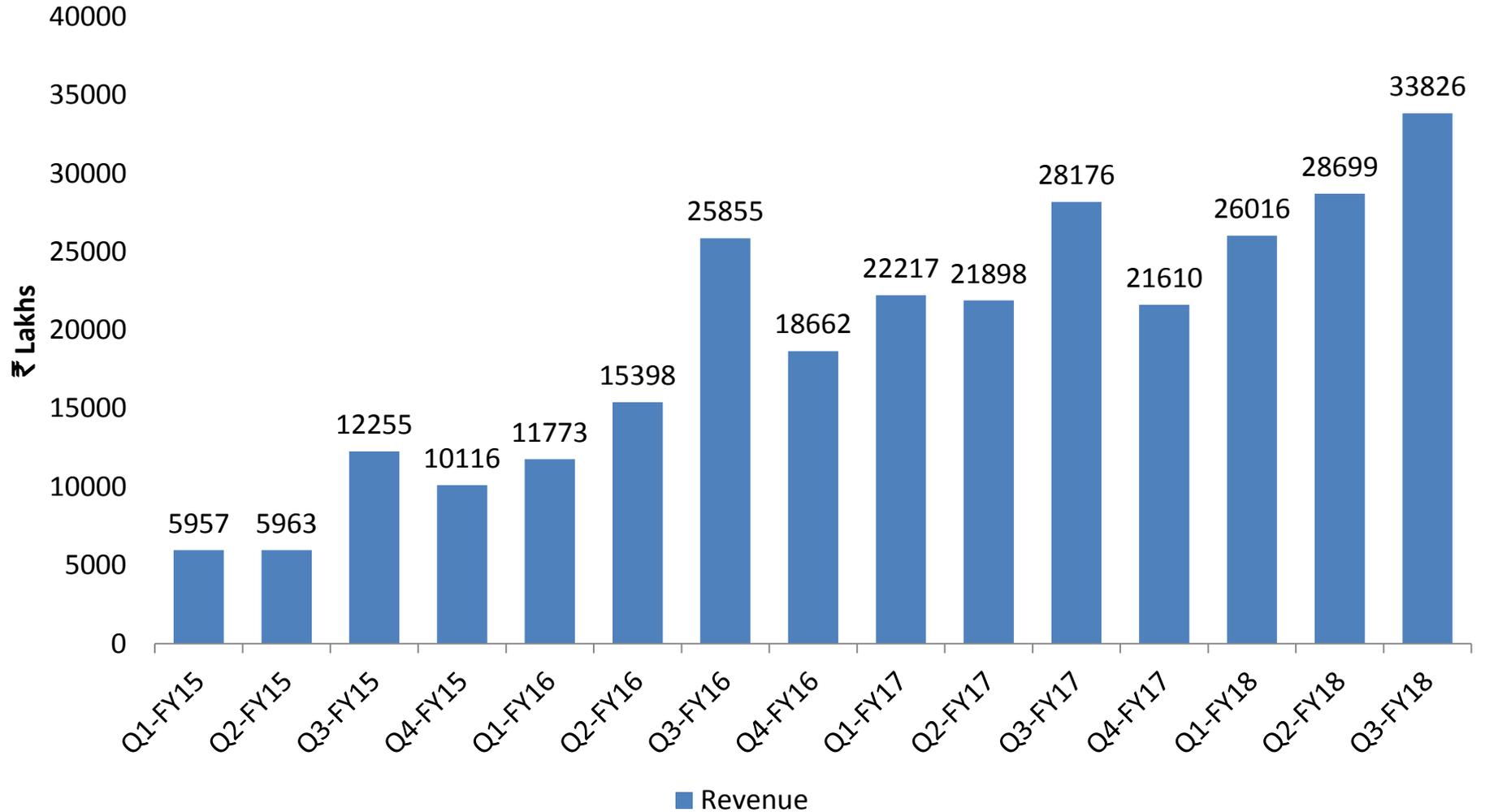


Investor Presentation
8th February, 2018

BSE: 533181, NSE: ISFT

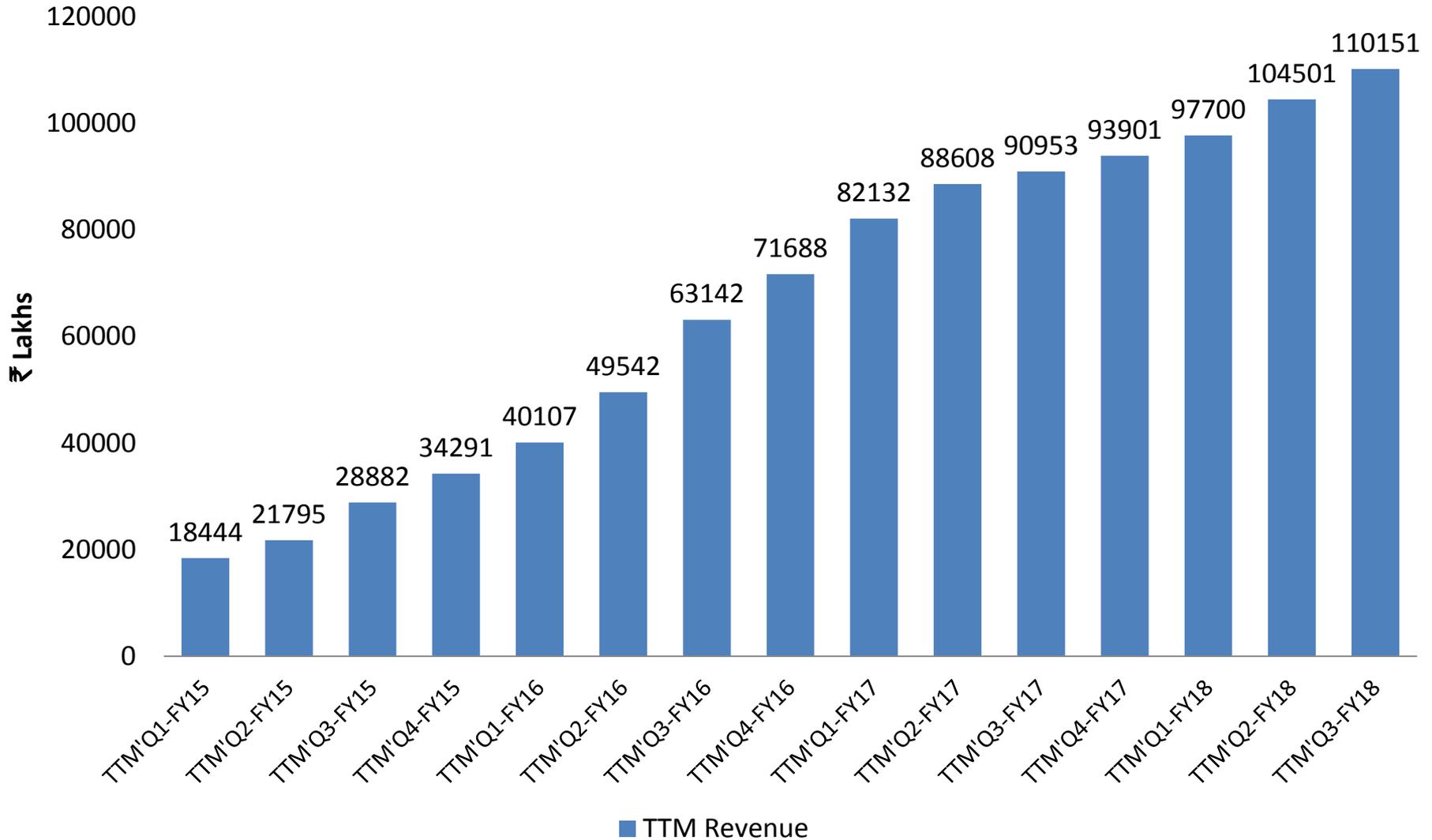


Revenue Continues To Grow Above Industry Rates





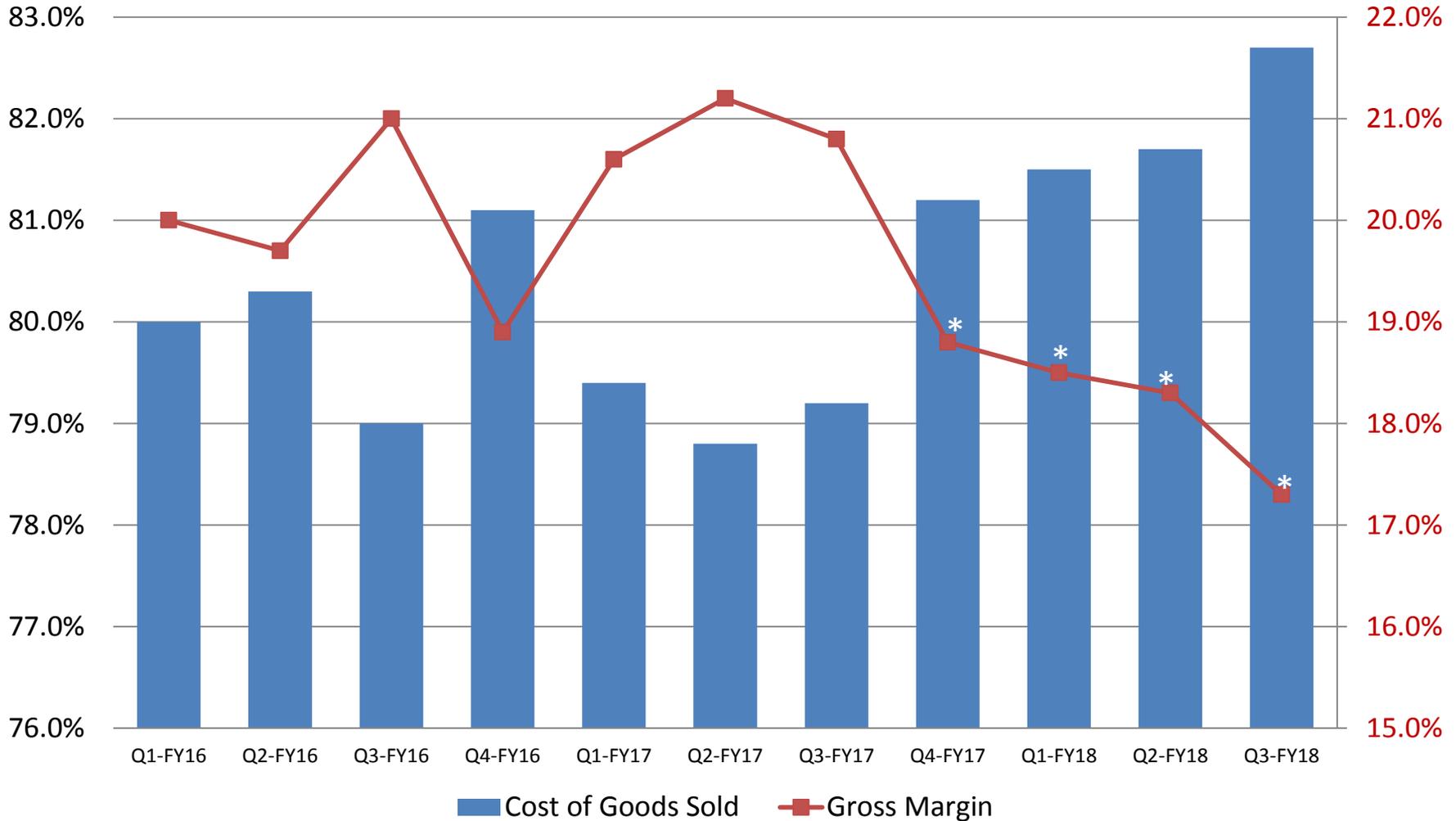
TTM Revenue Is On The Rise



TTM refers to Trailing Twelve Months



While Maintaining Gross Margin

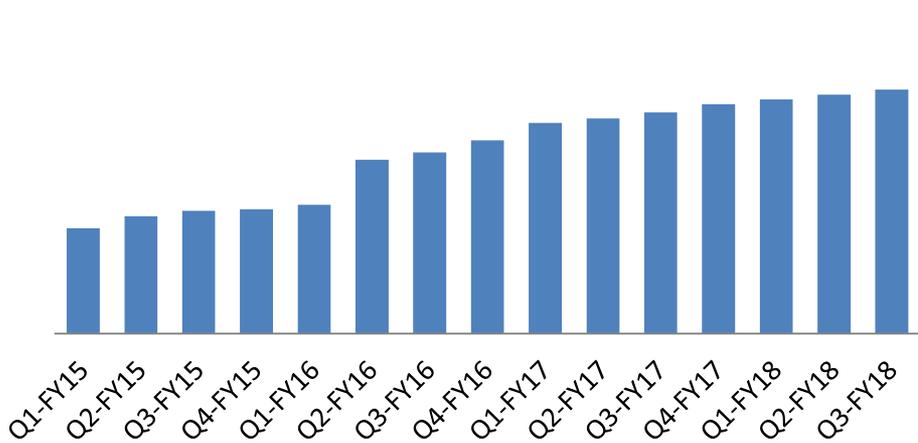


* For the Quarters Q4FY17, Q1FY18, Q2FY18 & Q3FY18, there was an increase in cost of goods sold as a percentage of sales (Approx 1.0% - 1.5%) which was recovered from the marketplaces as a discounted sales & marketing fee. This had no financial impact on our margins.

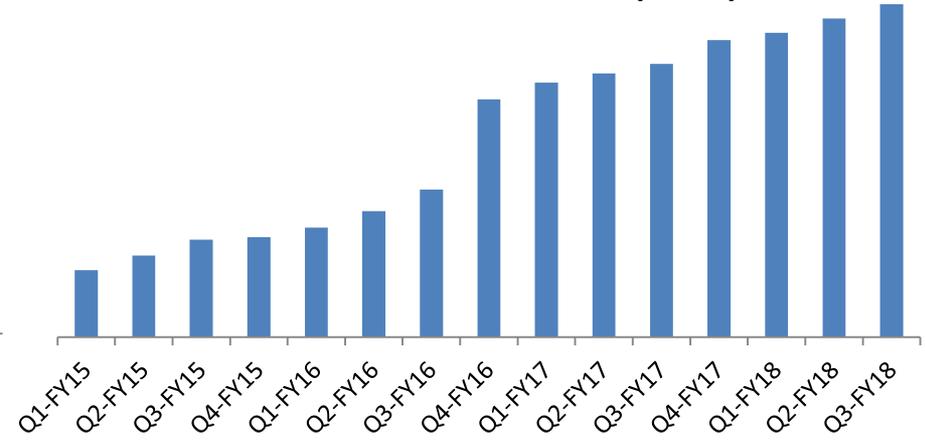


Growth in products & suppliers continue, whilst maintaining a healthy category mix

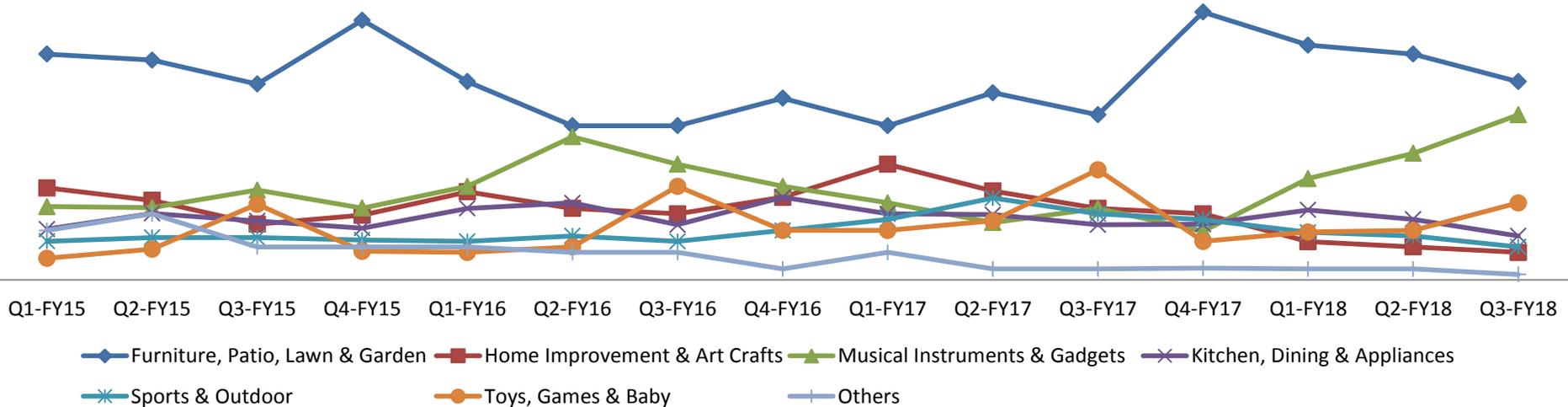
Number of Suppliers



No. of Products (SKUs)



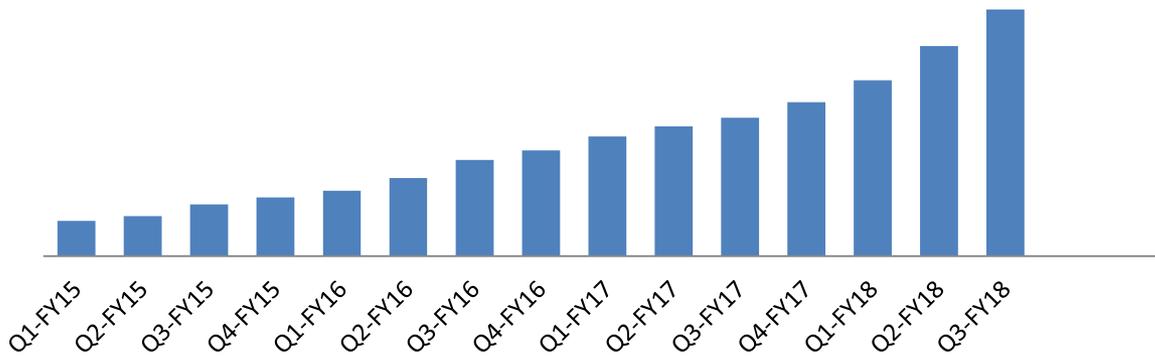
Diversified Category Mix





Investment in Technology and Automation continues to increase

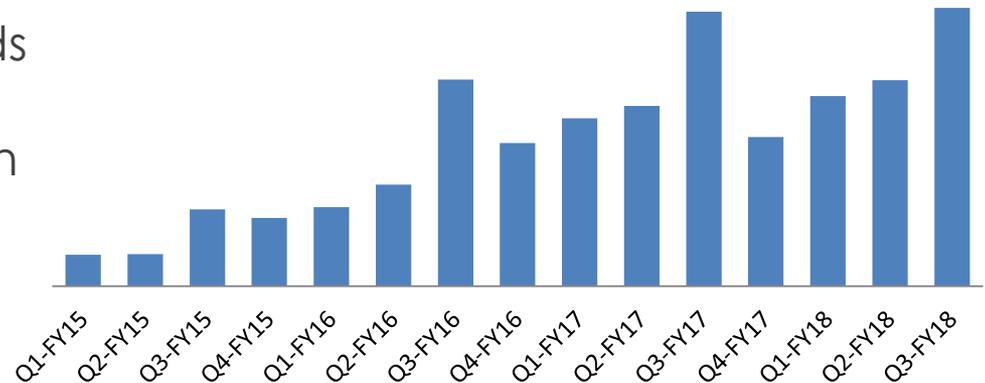
Revenue per Employee (TTM) reaching a record high



Higher Levels Of Automation Leads To Improved Productivity

We Relentlessly Deploy Our Technological Expertise Towards Building Highly Automated Order Fulfilment Systems, Which Allows Us To Scale

No. of Orders





Fast Moving Inventory Model

- **Only SKUs With High Saleability**

- Fast Moving SKUs And Longer Life Cycle Products
- Use Of Business Analytics And Business Intelligence
- Past History Of The Product

- **Fast Ship-out Times**

- Able To Ship Goods Out Quickly
- Better Control Over The Transaction



- **For Specific Season, Timeframe And Promotion**

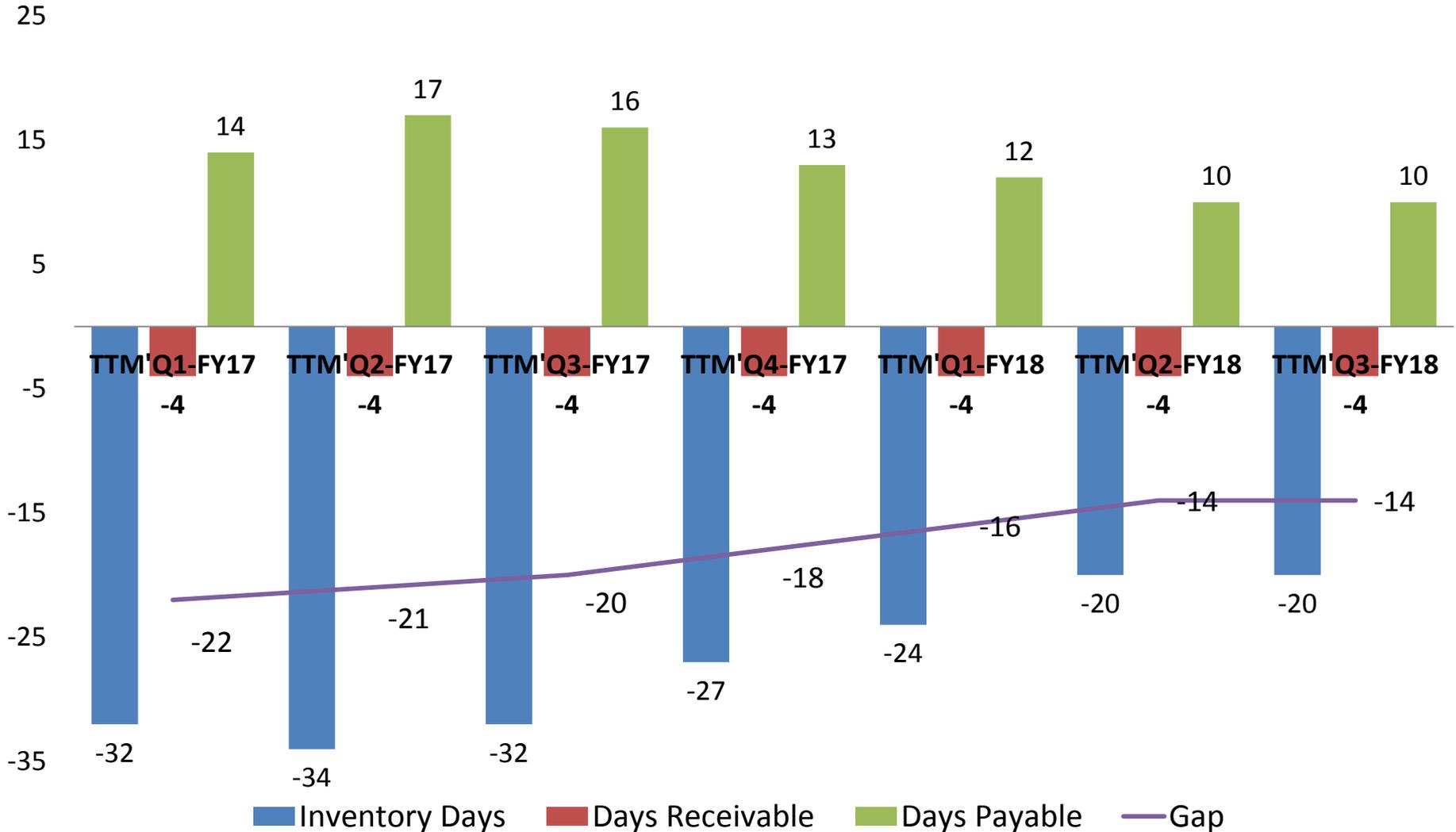
- We Anticipate Demand From Specific Occasions/Season
- Ensures Goods In Stock To Meet Holiday Expectations

- **Better Margins**

- Bulk Buying From Suppliers Reduces Costs
- Inward Transportation Becomes Competitive Because Of Bulk Buying
- High Inventory Turnover Ratio



Working Capital Efficient Business Model



Basis TTM (Trailing Twelve Months)



Financial Performance – IntraSoft Technologies Ltd

Unaudited Consolidated Profit & Loss For The Quarter Ended 31 December, 2017		
Particulars	Quarter Ended	
	Dec-17	Dec-16
₹ (In Lakhs)		
Revenue From Operations	33,826.12	28,176.41
Cost Of Goods Sold (Incl. Shipping)	27,991.27	22,329.69
Gross Profit	5,834.85	5,846.72
Sales & Marketing Expenses	4,273.57	4,063.88
Employee Benefit Expenses	497.17	546.98
General & Administrative Expenses	340.65	360.16
Earnings /(Deficit) From Operations	723.46	875.70
Other Income (Net)	44.80	139.53
Earnings Before Interest, Tax, Depreciation & Amortization & Exceptional Item	768.26	1,015.23
Depreciation & Amortization	48.42	46.44
Earnings Before Interest, Tax & Exceptional Item	719.84	968.79
Finance Costs	101.68	117.27
Profit Before Tax (PBT)	618.16	851.52
Tax Expense	110.84	215.39
Profit After Tax (PAT)	507.32	636.13



Financial Performance – IntraSoft Technologies Ltd

Unaudited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Dec – 17	Dec – 16
I. EQUITY AND LIABILITIES	₹ (In Lakhs)	
(1) Shareholders' Funds		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	12,511.89	11,838.58
(2) Non-current Liabilities		
(a) Long-term Borrowings	6,366.70	3,396.00
(b) Deferred Tax Liabilities (Net)	112.11	52.32
(c) Other Long term Liabilities	105.98	0
(d) Long-term Provisions	106	76.69
(3) Current Liabilities		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,884.33	2,411.42
(c) Other Current Liabilities	1,572.97	2,045.83
(d) Short-term Provisions	6.65	2.74
TOTAL	25,139.80	21,296.75
II. ASSETS		
(1) Non-current Assets		
(a) Fixed Assets	1,882.45	1,945.39
(b) Non-current Investments	512.23	512.05
(c) Deferred Tax Assets (Net)	0.00	0.00
(d) Long-term Loans and Advances	1,814.66	1,800.48
(2) Current Assets		
(a) Current Investments	6,404.45	6,424.08
(b) Inventories	9,338.45	4,493.58
(c) Trade Receivables	1,457.51	1,259.17
(d) Cash and bank balances	3,367.99	4,437.10
(e) Short-term loans and advances	322.31	370.15
(f) Other current assets	39.75	54.75
TOTAL	25,139.80	21,296.75



Fact Sheet

Particulars	FY 2014-15					FY 2015-16					FY 2016-17					FY 2017-18		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Revenue (Rs. Lakh)	5957	5963	12255	10116	34291	11773	15398	25855	18662	71688	22217	21898	28176	21610	93901	26016	28699	33826
TTM Revenue (Rs Lakhs)	18444	21795	28882	34291	34291	40107	49542	63142	71688	71688	82132	88632	90953	93901	93901	97700	104501	110151
Y-o-Y Growth (Constant Currency)																22%	37%	25%
Y-o-Y Growth	153%	128%	137%	115%	131%	98%	158%	111%	84%	109%	89%	42%	9%	16%	31%	17%	31%	20%
% of Yearly Revenue	17%	17%	36%	30%	100%	16%	21%	36%	26%	100%	24%	23%	30%	23%	100%			
Cost of Goods Sold (Incl. Shipping)	80.3%	80.1%	78.5%	81.2%	80.0%	80.0%	80.3%	79.0%	81.1%	80.1%	79.4%	78.8%	79.2%	81.2%	79.6%	81.5%	81.7%	82.7%
Gross Margin (%)	19.7%	19.9%	21.5%	18.8%	20.0%	20.0%	19.7%	21.0%	18.9%	19.9%	20.6%	21.2%	20.8%	18.8%	20.4%	18.5%	18.3%	17.3%
End of Period Inventory (Rs. Lakh)	205	426	807	1213	1213	1771	3237	4233	5530	5530	5759	5832	3588	2871	2871	4035	4714	4749
Inventory Turnover, average - TTM											11.5	10.8	11.4	13.4	13.4	15.5	18.0	18.0
Working Capital Cycle																		
Inventory Days - TTM											-32	-34	-32	-27	-27	-24	-20	-20
Accounts Receivable Days - TTM											-4	-4	-4	-4	-4	-4	-4	-4
Accounts Payable Days - TTM											14	17	16	13	13	12	10	10
Working Capital Gap											-22	-21	-20	-18	-18	-16	-14	-14

End of Period Inventory = Inventory at the Fulfillment Centres, excluding Goods in Transit

Inventory Turnover Ratio = Cost Of Goods Sold by Average Inventory at the Fulfillment Centres, excluding Goods in Transit



IntraSoft Technologies Ltd

For Further Information, Please Contact

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