

# IntraSoft Technologies Limited



**Investor Presentation**  
**12<sup>th</sup> Feb, 2020**

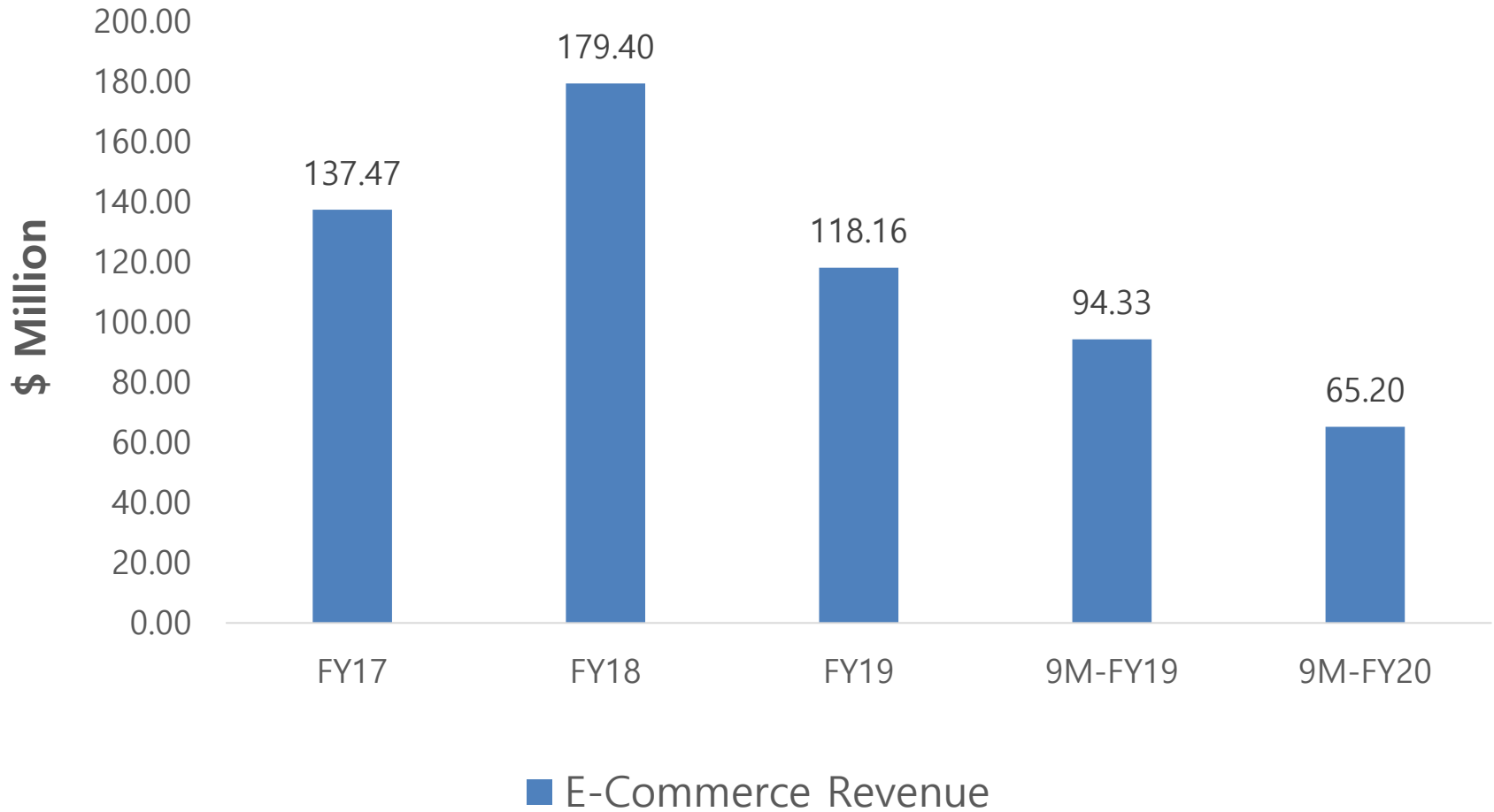
**BSE: 533181, NSE: ISFT**



# E-Commerce Update



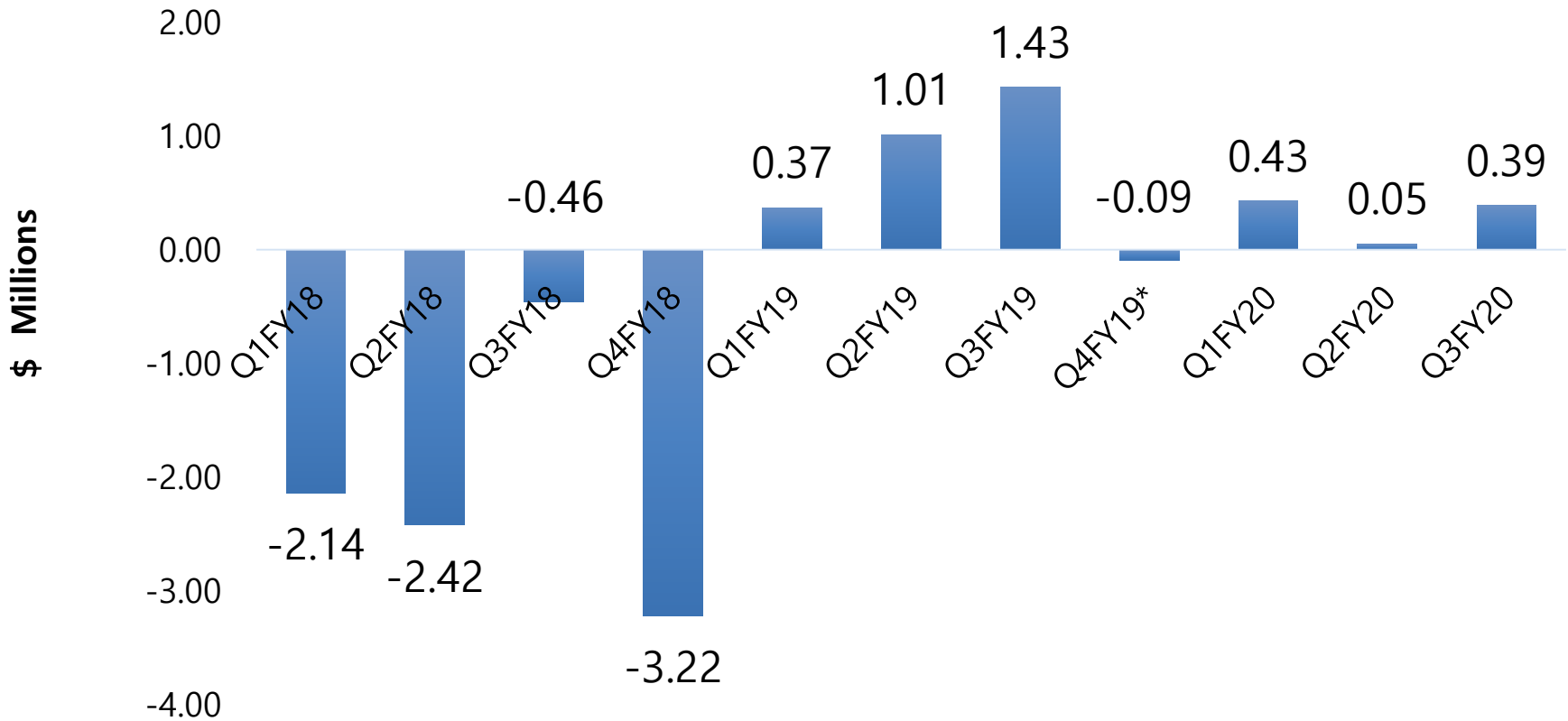
## E-Commerce Revenue Trend





# E-Commerce Operating Cash Flow

## Operating Cash Flow



\*Operating Cash Flow for Q4FY19 was \$0.71 million, which after accounting for \$0.80 million income tax paid in the quarter came to \$(0.09) million.



## E-Commerce Working Capital

### Net Working Capital (\$ Million)

Particulars	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20
Inventories	17.33	15.37	14.78	14.33	14.22	14.20	14.90
Accounts Receivable	2.05	1.43	1.11	1.57	1.48	1.35	0.18
Accounts Payable	5.21	3.69	3.91	4.18	4.24	3.92	3.58
<b>Net Working Capital</b>	<b>14.17</b>	<b>13.11</b>	<b>11.98</b>	<b>11.72</b>	<b>11.46</b>	<b>11.63</b>	<b>11.50</b>



# E-Commerce Financial Performance

## Statement of Income for the quarter ended 31 December 2019

Particulars	Quarter Ended	
	Dec-19	Dec-18
	\$ (In Millions)	
<b>Revenue</b>		
Revenue From Operations	18.92	25.82
<b>Expenses</b>		
Cost of Goods Sold	14.43	19.07
Shipping and Handling Expenses	1.47	2.93
<b>Gross Profit</b>	<b>3.02</b>	<b>3.82</b>
Sales & Marketing Expenses	2.15	2.88
Operations, Technology, General & Administrative Expenses	0.65	0.61
Depreciation and Amortisation	0.02	0.02
<b>Operating Profit</b>	<b>0.20</b>	<b>0.31</b>
Interest and Financing Expenses	0.14	0.17
Other Income (Net)	0.00	0.02
<b>Income Before Taxes</b>	<b>0.06</b>	<b>0.12</b>
Income Tax Expense	0.01	0.03
<b>Net Income for the Period</b>	<b>0.05</b>	<b>0.09</b>



# E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Dec - 19	Dec - 18
<b>ASSETS</b>	<b>\$ (In Millions)</b>	
<b>Current Assets</b>		
Cash and Cash Equivalents	1.20	1.51
Accounts Receivable (Net)	0.18	1.11
Inventories	14.90	14.78
Prepaid Expenses and Other Current Assets	0.12	0.26
Property and Equipment	0.19	0.20
Intangible Assets (Net)	2.49	1.57
Capital WIP	0.12	0.00
Long Term Loans and Advances	0.26	0.40
Other Long Term Assets	0.23	0.00
<b>TOTAL ASSETS</b>	<b>19.69</b>	<b>19.83</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	2.72	3.20
Deferred Revenue	0.05	0.09
Accrued Expenses and Other Current Liabilities	1.16	1.98
Long Term Debt	10.05	9.35
Other Long Term Liabilities	0.06	0.06
Common Equity	1.00	1.00
Retained Earnings	4.65	4.15
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>19.69</b>	<b>19.83</b>



# Fact Sheet

Particulars	FY 2016-17					FY 2017-18					FY 2018-19					FY 2019-20		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Revenue (\$ Mn)	32.68	32.11	40.98	31.70	137.47	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
TTM Revenue (\$ Mn)	121.64	130.51	132.79	137.47		144.64	156.88	167.39	179.40		177.78	163.71	138.04	118.16		104.15	95.93	89.03
Y-o-Y Growth	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%
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
<b>Working Capital</b>																		
Inventory (\$ Mn)	8.53	12.39	6.62	6.36	6.36	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
Accounts Receivable (\$ Mn)	0.97	1.00	1.28	1.21	1.21	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
Accounts Payable (\$ Mn)	5.41	6.23	5.18	3.65	3.65	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
Net Working Capital (\$ Mn)	4.09	7.16	2.72	3.92	3.92	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
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
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
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





# IntraSoft Technologies Ltd



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Profit & Loss for the quarter ended 31 December 2019

Particulars	Quarter Ended	
	Dec-19	Dec-18
	₹ (In Lakhs)	
Revenue From Operations	13,815.22	19,130.31
Cost of Goods Sold (Incl. Shipping)	11,369.47	16,011.75
<b>Gross Profit</b>	<b>2,445.75</b>	<b>3,118.56</b>
Sales & Marketing Expenses	1,543.73	2,115.09
Employee Benefit Expense	420.85	356.41
General & Administrative Expenses	234.53	386.22
<b>Earnings /(Deficit) From Operations</b>	<b>246.64</b>	<b>260.84</b>
Other Income (Net)	103.85	148.44
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortisation</b>	<b>350.49</b>	<b>409.28</b>
Depreciation & Amortisation	102.44	43.89
<b>Earnings Before Interest &amp; Tax</b>	<b>248.05</b>	<b>365.39</b>
Finance Costs	125.63	126.75
<b>Profit Before Tax (PBT)</b>	<b>122.42</b>	<b>238.64</b>
Tax Expense	0.57	8.21
<b>Profit After Tax (PAT)</b>	<b>121.85</b>	<b>230.43</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 19	Dec – 18
<b>ASSETS</b>	<b>₹ (In Lakhs)</b>	
<b>Non-current assets</b>		
Property, plant and equipment	1,592.41	1,710.06
Capital work-in-progress	84.99	0.00
Right of use assets	1,179.76	0.00
Other intangible assets	1,796.23	1,123.84
Financial assets		
(i) Investments	1,528.08	1,504.28
(ii) Loans	5.06	72.24
Deferred tax assets (net)	1,968.99	1,738.65
Income tax assets (net)	56.00	73.01
Other non-current assets	431.16	574.79
	8,642.68	6,796.87
<b>Current assets</b>		
Inventories	10,637.37	10,316.09
Financial assets		
(i) Investments	5,459.57	5,510.13
(ii) Trade receivables	258.87	967.70
(iii) Cash and cash equivalents	911.64	1,179.97
(iv) Other bank balances	106.21	66.18
(v) Loans	3.14	8.13
(vi) Others	0.05	4.45
Current tax assets (net)	14.02	4.14
Other current assets	180.02	140.59
	17,570.89	18,197.38
<b>TOTAL ASSETS</b>	<b>26,213.57</b>	<b>24,994.25</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 19	Dec – 18
<b>EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	13,082.96	12,876.92
	14,556.13	14,350.09
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	7,170.65	6,524.49
(ii) Other Financial liabilities	935.20	6.28
Provisions	111.65	117.67
Deferred tax liabilities (net)	115.03	87.12
Other non-current liabilities	101.99	103.99
	8,434.52	6,839.55
<b>Current liabilities</b>		
Financial liabilities		
(i) Trade payables	1,966.03	2,251.80
(ii) Other Financial liabilities	485.59	300.45
Current tax liabilities (net)	0.00	560.19
Provisions	4.57	3.88
Other current liabilities	766.73	688.29
	3,222.92	3,804.61
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>26,213.57</b>	<b>24,994.25</b>



# IntraSoft Technologies Ltd

**For Further Information, Please Contact**

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## **Company :**

IntraSoft Technologies Ltd.  
CIN - L24133MH1996PLC197857

Ms. Purvangi Jain  
[purvangi.jain@itlindia.com](mailto:purvangi.jain@itlindia.com)  
91-22-4004-0008

[www.itlindia.com](http://www.itlindia.com)

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## **Investor Relations Advisors :**

Valorem Advisors

Mr. Anuj Sonpal  
[anuj@valoremadvisors.com](mailto:anuj@valoremadvisors.com)  
91-9930609010

[www.valoremadvisors.com](http://www.valoremadvisors.com)

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