

IntraSoft Technologies Limited



Investor Presentation
12th February, 2021

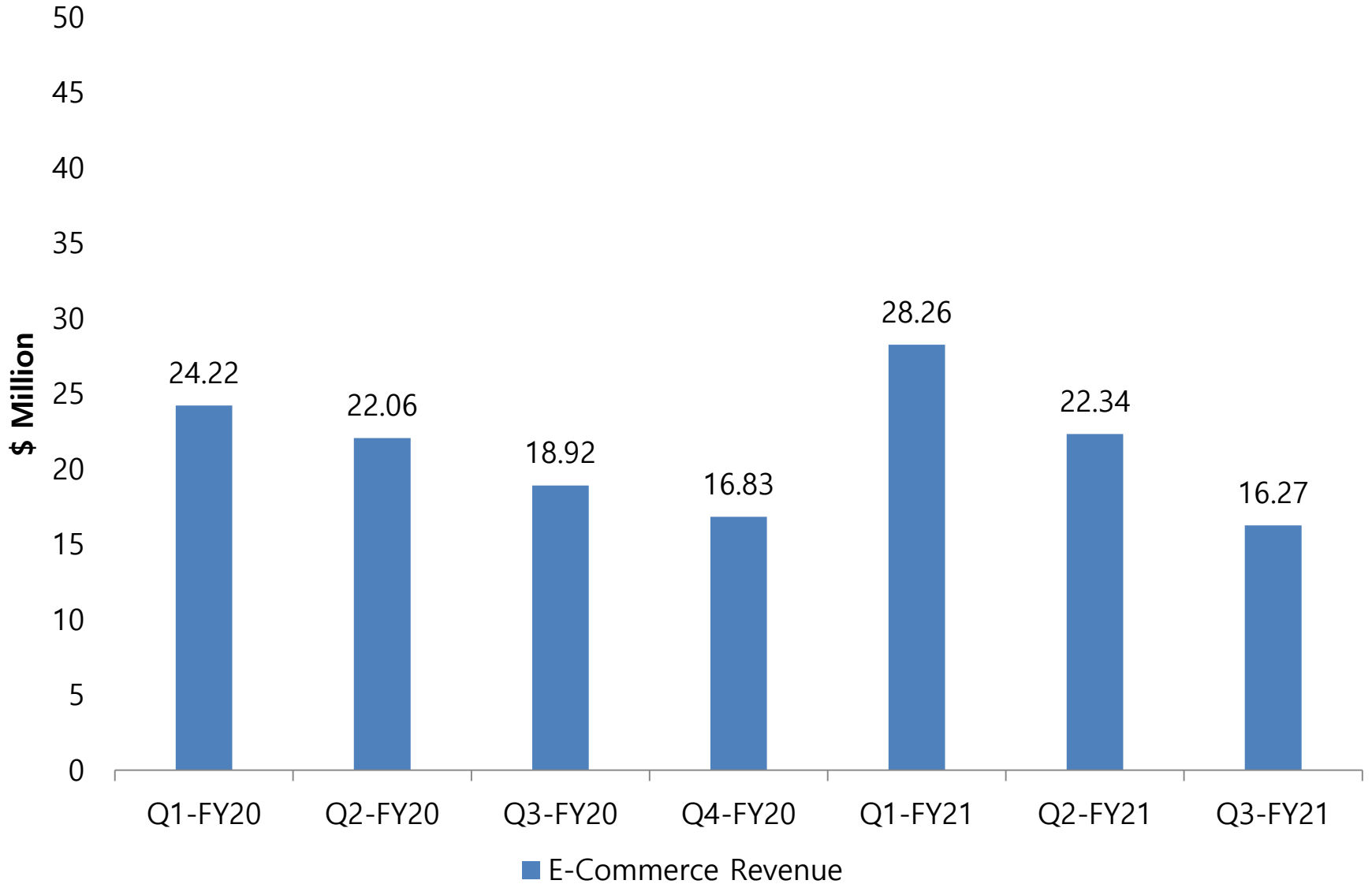
BSE: 533181, NSE: ISFT



E-Commerce Update



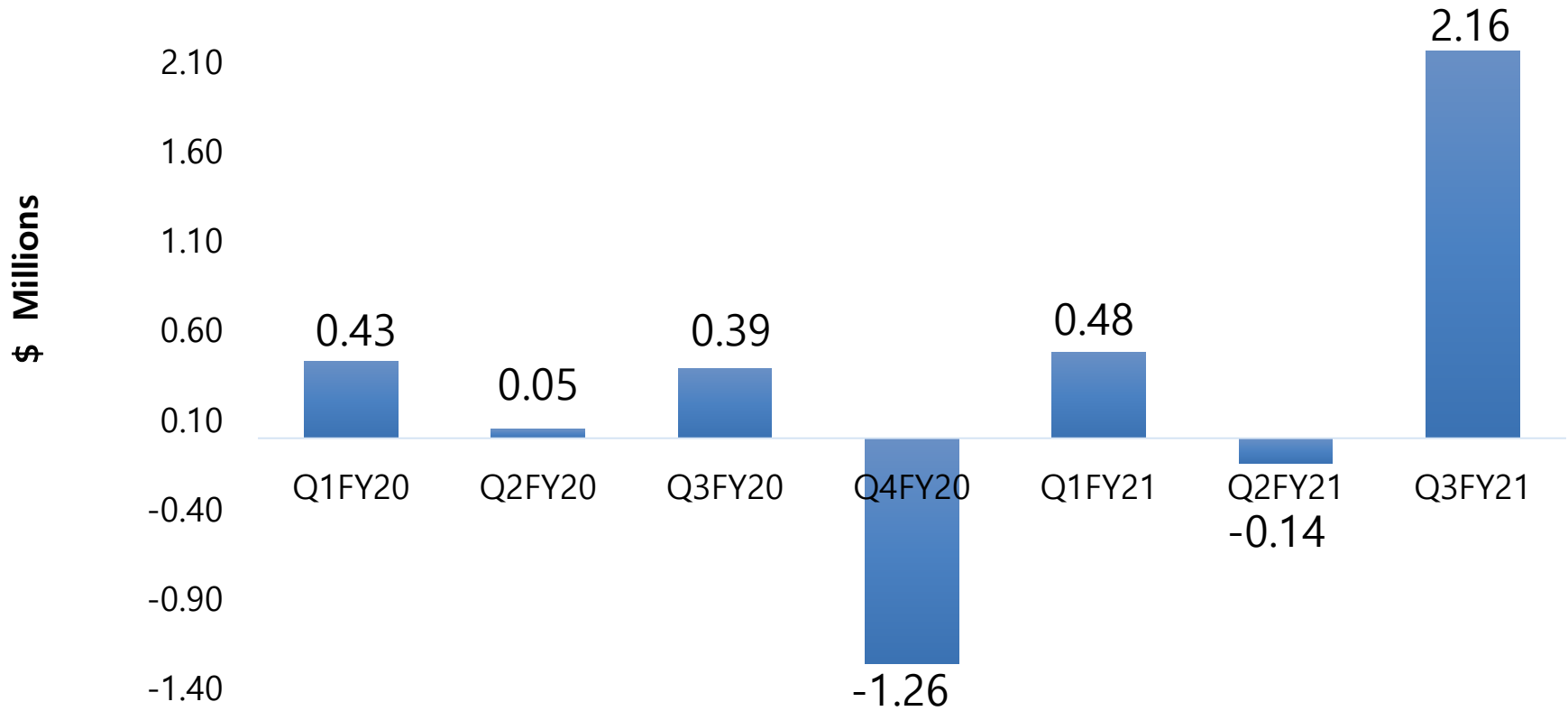
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)							
Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Inventories	14.22	14.20	14.90	16.25	15.90	16.28	14.51
Accounts Receivable	1.48	1.35	0.18	0.27	0.34	0.36	0.51
Accounts Payable	4.24	3.92	3.58	3.36	3.12	3.15	3.52
Net Working Capital	11.46	11.63	11.50	13.16	13.12	13.49	11.50



E-Commerce Financial Performance

Statement of Income for the quarter ended 31 December 2020

Particulars	Quarter Ended	
	Dec-20	Dec-19
	\$ (In Millions)	
Revenue		
Revenue From Operations	16.27	18.92
Expenses		
Cost of Goods Sold	11.30	14.43
Shipping and Handling Expenses	1.97	1.47
Gross Profit	3.00	3.02
Sales & Marketing Expenses	2.15	2.15
Operations, Technology, General & Administrative Expenses	0.64	0.65
Depreciation and Amortisation	0.02	0.02
Operating Profit	0.19	0.20
Interest and Financing Expenses	0.08	0.14
Other Income (Net)	0.00	0.00
Income Before Taxes	0.11	0.06
Income Tax Expense	-0.09	0.01
Net Income for the Period	0.20	0.05



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Dec - 20	Dec - 19
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.67	1.20
Accounts Receivable (Net)	0.51	0.18
Inventories	14.51	14.90
Prepaid Expenses and Other Current Assets	0.11	0.12
Property and Equipment	0.27	0.19
Intangible Assets (Net)	5.94	2.49
Capital WIP	0.00	0.12
Long Term Loans and Advances	0.07	0.26
Other Long Term Assets	0.28	0.23
TOTAL ASSETS	23.36	19.69
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	3.02	2.72
Deferred Revenue	0.03	0.05
Accrued Expenses and Other Current Liabilities	0.87	1.16
Long Term Debt	13.25	10.05
Other Long Term Liabilities	0.09	0.06
Common Equity	1.00	1.00
Retained Earnings	5.10	4.65
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	23.36	19.69



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	Q3
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	16.27
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	83.70
Y-o-Y Growth	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%	17%	1%	-14%
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	2.16
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	14.51
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	0.51
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	3.52
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	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	4.2	4.2	4.3	4.1	3.9
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	1.6
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	17.2



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Profit & Loss for the quarter ended 31 December, 2020

Particulars	Quarter Ended	
	Dec-20	Dec-19
	₹ (In Lakhs)	
Revenue From Operations	12,232.94	13,815.22
Cost of Goods Sold (Incl. Shipping)	9,733.88	11,369.47
Gross Profit	2,499.06	2,445.75
Sales & Marketing Expenses	1,579.07	1,543.73
Employee Benefit Expense	460.53	420.85
General & Administrative Expenses	307.17	234.53
Earnings /(Deficit) From Operations	152.29	246.64
Other Income (Net)	270.12	103.85
Earnings Before Interest, Tax, Depreciation & Amortization	422.41	350.49
Depreciation & Amortization	38.38	102.44
Earnings Before Interest & Tax	384.03	248.05
Finance Costs	64.32	125.63
Profit Before Tax (PBT)	319.71	122.42
Tax Expense	-74.69	0.57
Profit After Tax (PAT)	394.40	121.85



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 20	Dec – 19
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,553.99	1,592.41
Other intangible assets	4,347.65	1,796.23
Right of use assets	0.71	1,179.76
Capital work-in-progress	0.00	84.99
Financial assets		
(i) Investments	634.50	1,528.08
(ii) Loans	3.33	5.06
Deferred tax assets (net)	2,065.84	1,968.99
Income tax assets (net)	51.02	56.00
Other non-current assets	85.57	431.16
	8,742.61	8,642.68
Current assets		
Inventories	10,601.11	10,637.37
Financial assets		
(i) Investments	6,253.31	5,459.57
(ii) Trade receivables	530.40	258.87
(iii) Cash and cash equivalents	1,586.31	911.64
(iv) Other bank balances	319.50	106.21
(v) Loans	1.50	3.14
(vi) Others	0.00	0.05
Current tax assets (net)	0.00	14.02
Other current assets	239.68	180.02
	19,531.81	17,570.89
TOTAL ASSETS	28,274.42	26,213.57



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 20	Dec – 19
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,701.95	13,082.96
	15,175.12	14,556.13
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	9,677.13	7,170.64
(ii) Lease Liability	0.11	933.20
(iii) Other Financial liabilities	2.01	2.01
Provisions	159.10	111.65
Deferred tax liabilities (net)	99.50	115.03
Other non-current liabilities	99.99	101.99
	10,037.84	8,434.52
Current liabilities		
Financial liabilities		
(i) Lease Liabilities	0.70	287.12
(ii) Trade payables	2,231.41	1,966.03
(iii) Other Financial liabilities	225.87	198.47
Other current liabilities	550.67	766.73
Provisions	4.76	4.57
Current tax liabilities (net)	48.05	0.00
	3,061.46	3,222.92
TOTAL EQUITY AND LIABILITIES	28,274.42	26,213.57



IntraSoft Technologies Ltd

For Further Information, Please Contact

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