

IntraSoft Technologies Limited



**Investor Presentation
30th June, 2020**

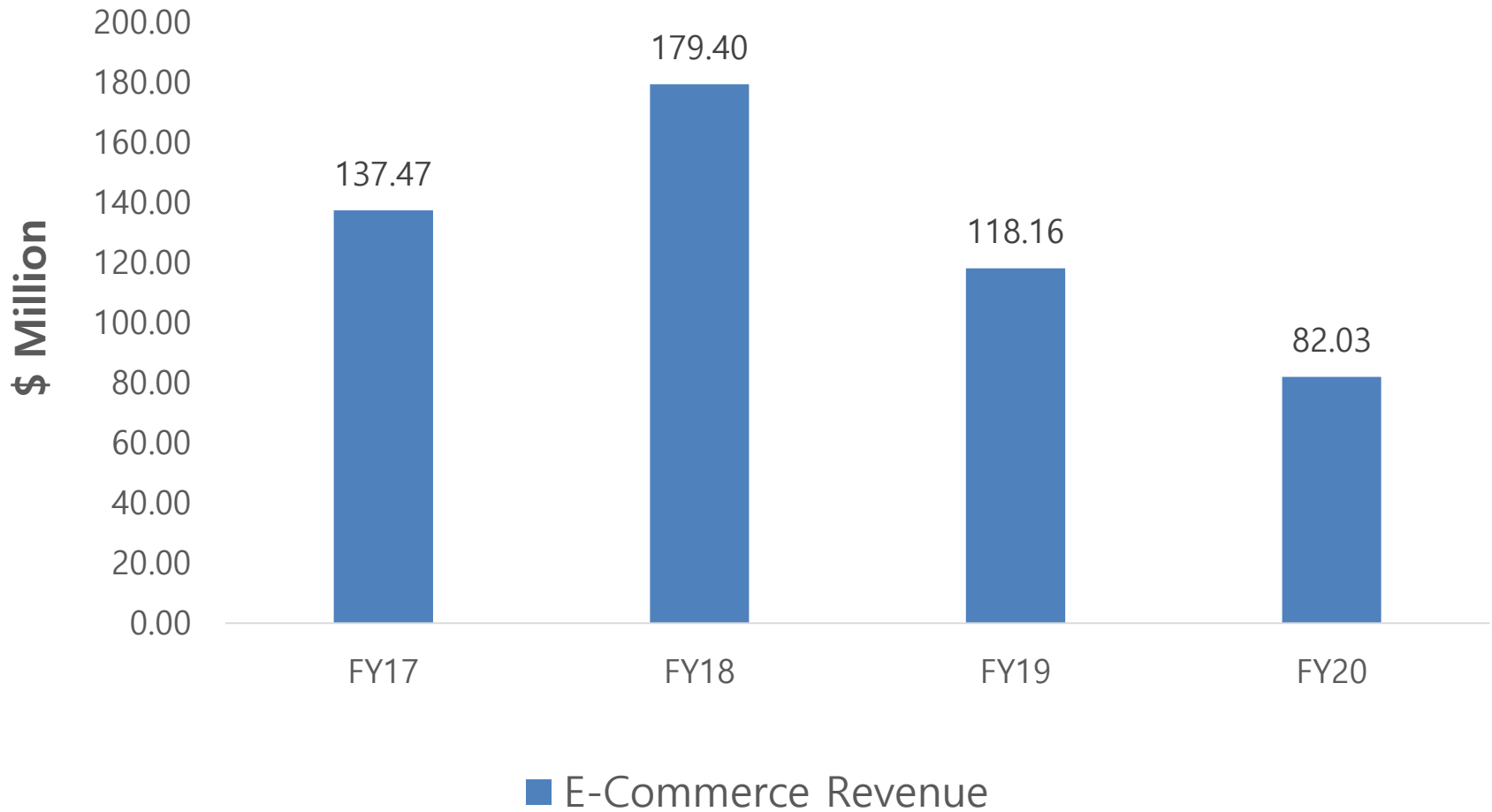
BSE: 533181, NSE: ISFT



E-Commerce Update



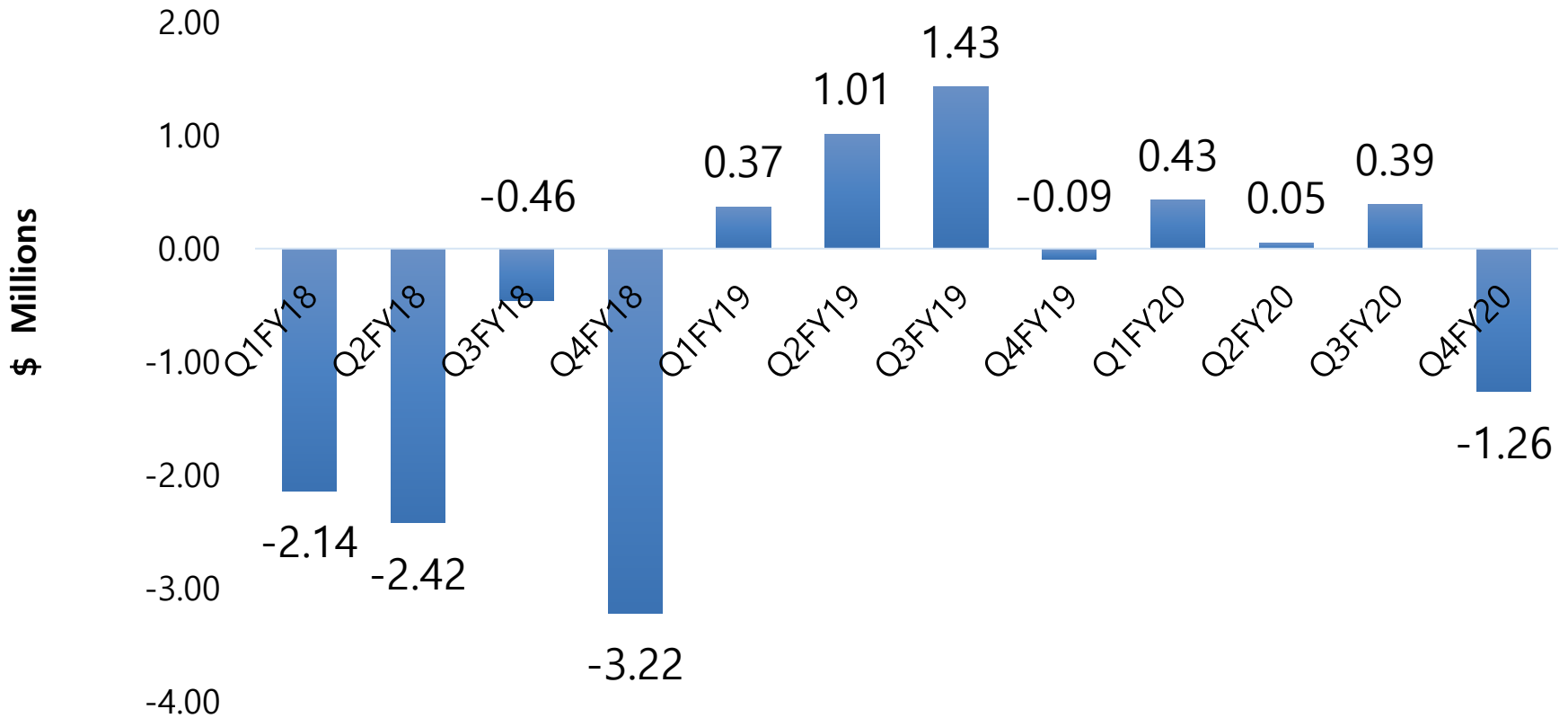
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)								
Particulars	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20
Inventories	17.33	15.37	14.78	14.33	14.22	14.20	14.90	16.25
Accounts Receivable	2.05	1.43	1.11	1.57	1.48	1.35	0.18	0.27
Accounts Payable	5.21	3.69	3.91	4.18	4.24	3.92	3.58	3.36
Net Working Capital	14.17	13.11	11.98	11.72	11.46	11.63	11.50	13.16



E-Commerce Financial Performance

Statement of Income for the quarter ended 31 March 2020

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
	\$ (In Millions)		\$ (In Millions)	
Revenue				
Revenue From Operations	16.83	23.83	82.03	118.16
Expenses				
Cost of Goods Sold	12.68	17.73	61.54	86.58
Shipping and Handling Expenses	1.21	2.70	7.42	14.53
Gross Profit	2.94	3.40	13.07	17.05
Sales & Marketing Expenses	1.98	2.60	9.34	13.58
Operations, Technology, General & Administrative Expenses	0.69	0.52	2.78	2.37
Depreciation and Amortisation	0.02	0.01	0.07	0.07
Operating Profit	0.25	0.27	0.88	1.03
Interest and Financing Expenses	0.20	0.22	0.66	0.71
Other Income (Net)	-0.02	0.00	-0.02	-0.01
Income Before Taxes	0.07	0.05	0.24	0.33
Income Tax Expense	-0.03	-0.27	-0.03	-0.36
Net Income for the Period	0.10	0.32	0.27	0.69



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Mar – 20	Mar – 19
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	2.23	1.50
Accounts Receivable (Net)	0.27	1.57
Inventories	16.25	14.33
Prepaid Expenses and Other Current Assets	0.29	0.30
Property and Equipment	0.28	0.18
Intangible Assets (Net)	2.80	1.84
Capital WIP	0.00	0.12
Long Term Loans and Advances	0.08	0.41
Other Long Term Assets	0.27	0.23
TOTAL ASSETS	22.47	20.48
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	2.43	3.32
Deferred Revenue	0.04	0.08
Accrued Expenses and Other Current Liabilities	1.33	1.49
Long Term Debt	12.86	10.03
Other Long Term Liabilities	0.07	0.05
Common Equity	1.00	1.00
Retained Earnings	4.74	4.51
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	22.47	20.48



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	Q4	FY
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	16.83	82.03
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	82.03	
Y-o-Y Growth	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%
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
Working Capital																				
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	16.25	16.25
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	0.27	0.27
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	3.36	3.36
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	13.16	13.16
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
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
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



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Profit & Loss for the quarter ended 31 March, 2020

Particulars	Quarter Ended		Year Ended	
	Mar-20	Mar-19	Mar-20	Mar-19
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	12,452.25	17,113.63	59,067.54	83,655.42
Cost of Goods Sold (Incl. Shipping)	10,117.15	14,470.72	48,899.29	70,700.49
Gross Profit	2,335.10	2,642.91	10,168.25	12,954.93
Sales & Marketing Expenses	1,447.08	1,840.68	6,637.98	9,514.98
Employee Benefit Expense	408.48	356.20	1,566.92	1,523.92
General & Administrative Expenses	372.44	368.49	1,272.24	1,426.14
Earnings /(Deficit) From Operations	107.10	77.54	691.11	489.89
Other Income (Net)	155.23	160.57	485.42	496.18
Earnings Before Interest, Tax, Depreciation & Amortization	262.33	238.11	1,176.53	986.07
Depreciation & Amortization	107.19	42.37	409.43	176.19
Earnings Before Interest & Tax	155.14	195.74	767.10	809.88
Finance Costs	162.69	154.12	553.87	497.95
Profit Before Tax (PBT)	-7.55	41.62	213.23	311.93
Tax Expense	-2.57	-189.53	2.36	-254.52
Profit After Tax (PAT)	-4.98	231.15	210.87	566.45



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 20	Mar – 19
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,646.42	1,665.38
Capital work-in-progress	0.00	82.33
Right of use assets	1,180.32	0.00
Other intangible assets	2,129.68	1,296.24
Financial assets		
(i) Investments	673.37	1,495.36
(ii) Loans	5.25	6.58
Deferred tax assets (net)	2,012.19	1,941.92
Income tax assets (net)	52.91	58.60
Other non-current assets	230.23	556.33
	7,930.37	7,102.74
Current assets		
Inventories	12,278.49	9,907.64
Financial assets		
(i) Investments	6,384.67	5,912.35
(ii) Trade receivables	267.51	1,160.65
(iii) Cash and cash equivalents	1,769.15	1,073.75
(iv) Other bank balances	116.15	150.38
(v) Loans	2.57	72.13
(vi) Others	0.00	0.27
Current tax assets (net)	13.58	4.15
Other current assets	352.82	272.00
	21,184.94	18,553.32
TOTAL ASSETS	29,115.31	25,656.06



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 20	Mar – 19
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,316.18	13,096.94
	14,789.35	14,570.11
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	9,711.69	6,937.63
(ii) Lease Liability	1,002.36	0.00
(iii) Other Financial liabilities	2.01	2.01
Provisions	130.97	108.97
Deferred tax liabilities (net)	116.04	94.94
Other non-current liabilities	101.48	103.49
	11,064.55	7,247.04
Current liabilities		
Financial liabilities		
(i) Trade payables	1,850.13	2,308.12
(ii) Other Financial liabilities	367.12	498.32
(ii) Lease Liability	232.16	0.00
Current tax liabilities (net)	2.33	10.23
Provisions	4.40	4.17
Other current liabilities	805.27	1,018.07
	3,261.41	3,838.91
TOTAL EQUITY AND LIABILITIES	29,115.31	25,656.06



IntraSoft Technologies Ltd

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