

IntraSoft Technologies Limited



**Investor Presentation
28th June, 2021**

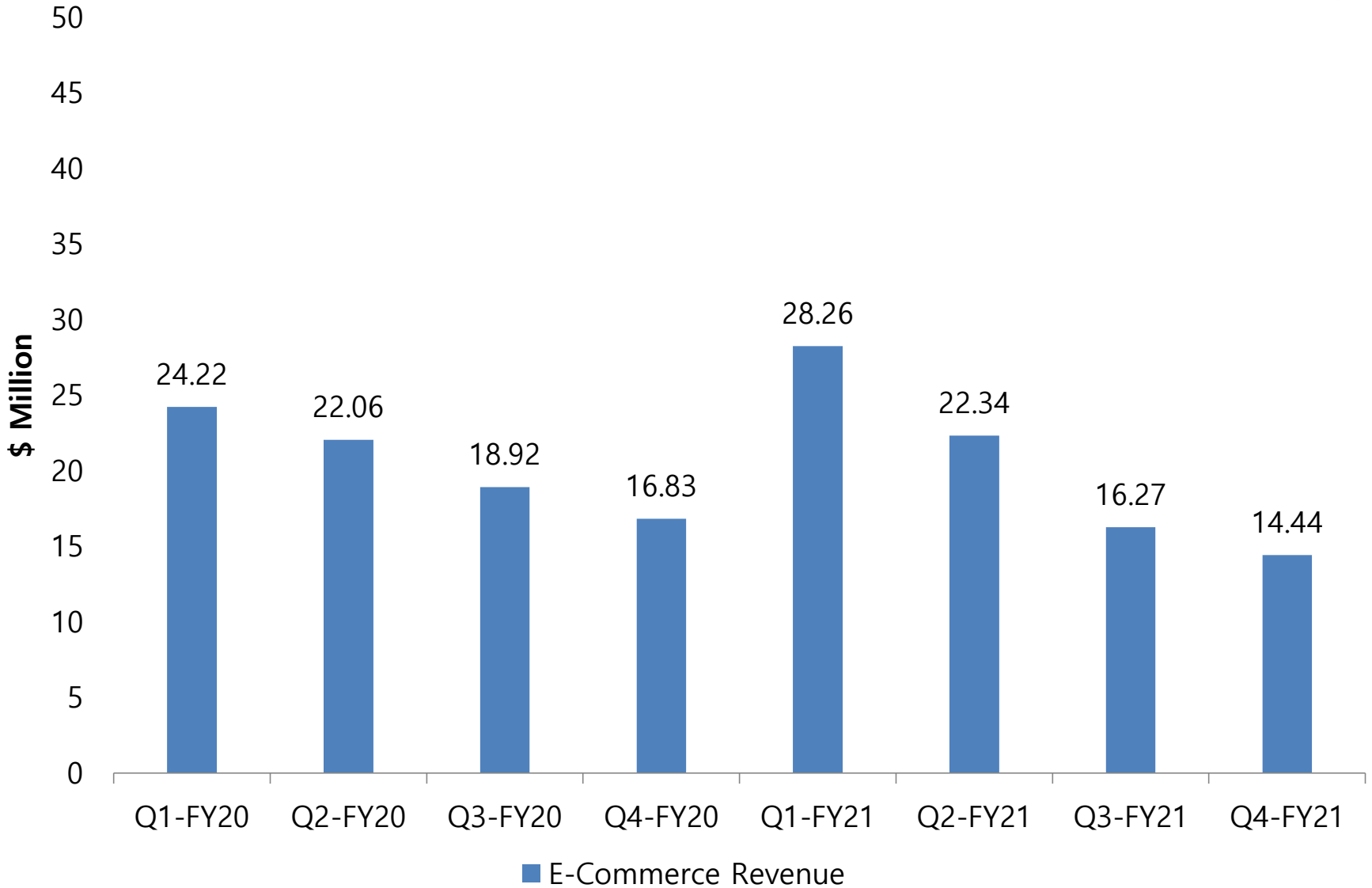
BSE: 533181, NSE: ISFT



E-Commerce Update



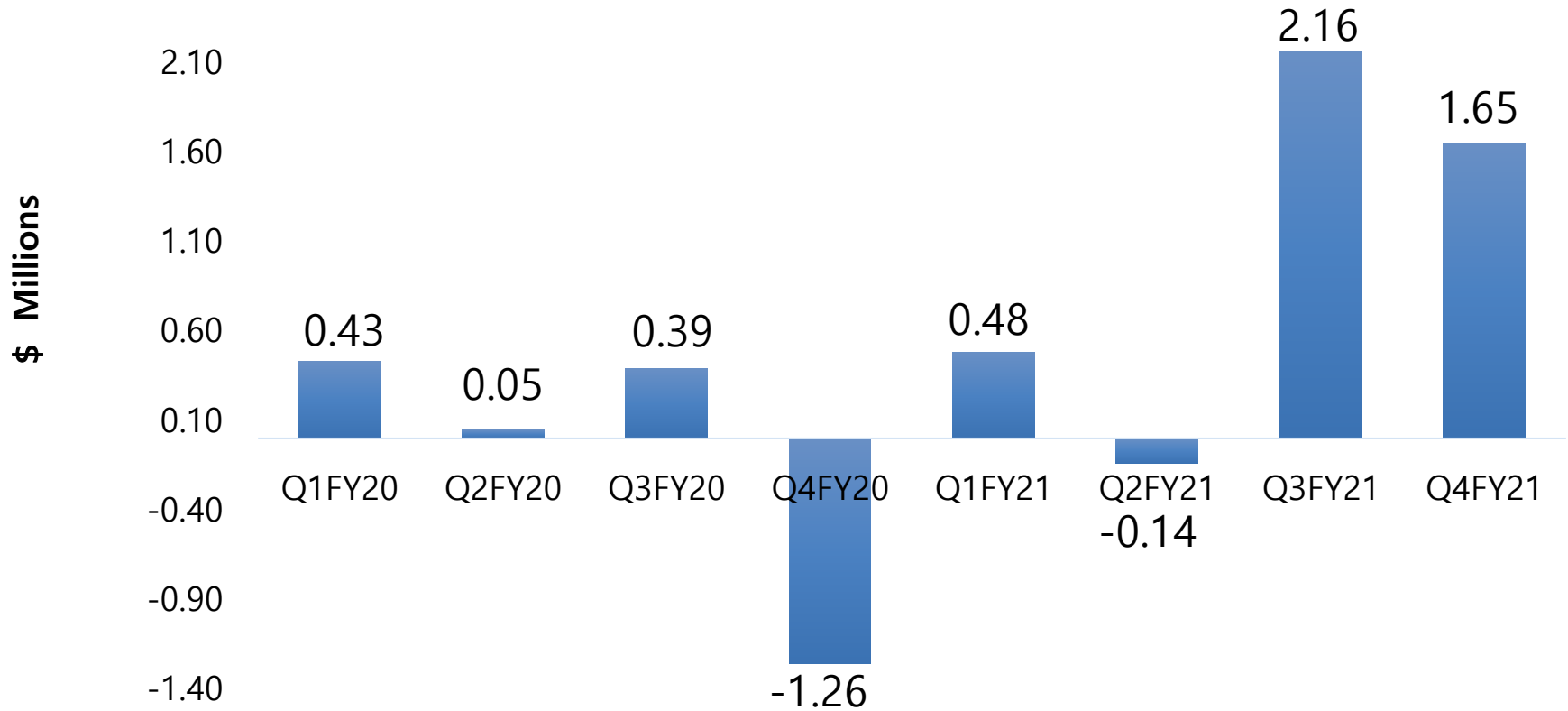
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)

Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Inventories	14.22	14.20	14.90	16.25	15.90	16.28	14.51	13.53
Accounts Receivable	1.48	1.35	0.18	0.27	0.34	0.36	0.51	0.17
Accounts Payable	4.24	3.92	3.58	3.36	3.12	3.15	3.52	3.30
Net Working Capital	11.46	11.63	11.50	13.16	13.12	13.49	11.50	10.40



E-Commerce Financial Performance

Statement of Income for the Period

Particulars	Quarter Ended		Year Ended	
	Mar-21	Mar-20	Mar-21	Mar-20
	\$ (In Millions)		\$ (In Millions)	
Revenue				
Revenue From Operations	14.44	16.83	81.31	82.03
Expenses				
Cost of Goods Sold	9.10	12.68	57.24	61.54
Shipping and Handling Expenses	2.10	1.21	9.75	7.42
Gross Profit	3.24	2.94	14.32	13.07
Sales & Marketing Expenses	2.02	1.98	10.57	9.34
Operations, Technology, General & Administrative Expenses	0.62	0.69	2.55	2.78
Depreciation and Amortisation	0.01	0.02	0.07	0.07
Operating Profit	0.59	0.25	1.13	0.88
Interest and Financing Expenses	0.12	0.20	0.39	0.66
Other Income (Net)	0.00	-0.02	0.00	-0.02
Income Before Taxes	0.47	0.07	0.74	0.24
Income Tax Expense	0.18	-0.03	0.09	-0.03
Net Income for the Period	0.29	0.10	0.65	0.27



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Mar – 21	Mar – 20
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	0.93	2.23
Accounts Receivable (Net)	0.17	0.27
Inventories	13.53	16.25
Prepaid Expenses and Other Current Assets	0.14	0.29
Property and Equipment	0.25	0.28
Intangible Assets (Net)	8.38	2.80
Long Term Loans and Advances	0.05	0.08
Other Long Term Assets	0.12	0.27
TOTAL ASSETS	23.57	22.47
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	2.93	2.43
Deferred Revenue	0.01	0.04
Accrued Expenses and Other Current Liabilities	0.73	1.33
Long Term Debt	13.41	12.86
Other Long Term Liabilities	0.08	0.07
Common Equity	1.00	1.00
Retained Earnings	5.41	4.74
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	23.57	22.47



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	Q4	FY
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	14.44	81.31
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	81.31	
Y-o-Y Growth	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%	17%	1%	-14%	-14%	-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	2.16	1.65	4.15
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	13.53	13.53
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	0.17	0.17
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	3.30	3.30
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	10.40	10.40
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	3.9	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	1.5	1.5
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	17.8	17.8



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended		Year Ended	
	Mar-21	Mar-20	Mar-21	Mar-20
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	10,642.45	12,452.25	61,313.38	59,067.54
Cost of Goods Sold (Incl. Shipping)	8,074.05	10,117.15	49,741.89	48,899.29
Gross Profit	2,568.40	2,335.10	11,571.49	10,168.25
Sales & Marketing Expenses	1,470.26	1,447.08	7,860.08	6,637.98
Employee Benefit Expense	412.31	408.48	1,677.32	1,566.92
General & Administrative Expenses	325.04	372.44	1,194.51	1,272.24
Earnings From Operations	360.79	107.10	839.58	691.11
Other Income (Net)	42.11	155.23	635.16	485.42
Earnings Before Interest, Tax, Depreciation & Amortization	402.90	262.33	1,474.74	1,176.53
Depreciation & Amortization	33.95	107.19	281.65	409.43
Earnings Before Interest & Tax	368.95	155.14	1,193.09	767.10
Finance Costs	81.78	162.69	325.14	553.87
Profit Before Tax (PBT)	287.17	-7.55	867.95	213.23
Tax Expense	125.07	-2.57	33.68	2.36
Profit After Tax (PAT)	162.10	-4.98	834.27	210.87



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 21	Mar – 20
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,523.25	1,646.42
Right of use assets	0.53	1,180.32
Other intangible assets	8.19	15.76
Other intangible assets under Development	6,125.07	2,113.92
Financial assets		
(i) Investments	433.44	673.37
(ii) Loans	3.47	5.25
Deferred tax assets (net)	1,932.77	2,012.19
Income tax assets (net)	39.45	52.91
Other non-current assets	71.79	230.23
	10,137.96	7,930.37
Current assets		
Inventories	9,892.10	12,278.49
Financial assets		
(i) Investments	6,756.23	6,384.67
(ii) Trade receivables	196.13	267.51
(iii) Cash and cash equivalents	1,033.39	1,769.15
(iv) Other bank balances	57.51	116.15
(v) Loans	0.00	2.57
Current tax assets (net)	0.00	13.58
Other current assets	263.73	352.82
	18,199.09	21,184.94
TOTAL ASSETS	28,337.05	29,115.31



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 21	Mar – 20
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,872.72	13,316.18
	15,345.89	14,789.35
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	9,804.02	9,711.69
(ii) Lease Liability	0.00	1,002.36
(iii) Other Financial liabilities	2.01	2.01
Provisions	134.47	130.97
Deferred tax liabilities (net)	92.55	116.04
Other non-current liabilities	99.50	101.48
	10,132.55	11,064.55
Current liabilities		
Financial liabilities		
(i) Trade payables	2,161.01	1,850.13
(ii) Lease Liabilities	0.63	232.16
(iii) Other Financial liabilities	228.19	367.12
Provisions	6.18	4.40
Current tax liabilities (net)	17.81	2.33
Other current liabilities	444.79	805.27
	2,858.61	3,261.41
TOTAL EQUITY AND LIABILITIES	28,337.05	29,115.31



IntraSoft Technologies Ltd

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