

IntraSoft Technologies Limited



Investor Presentation
14th May, 2024

BSE: 533181, NSE: ISFT



123Stores

123Stores

E-Commerce Subsidiary of IntraSoft
Technologies Limited

We are an Amazon Retailer

What we do?



Our value proposition



Products we sell



- ✓ We are amongst the top 300 e-commerce retailers on the Amazon US marketplace #
- ✓ We enable small and medium businesses (our brand partners) in the US to sell their products on Amazon
- ✓ We sell 150,000 + products across all major categories – home & kitchen, garden & outdoor, tools & more

Source(s): #Marketplace Pulse

Our Business Model

Our end-to-end solution enables brand partners to grow their business on Amazon without the need for dedicated resources

amazon

Premium seller on Amazon US with 96% Life-time rating

Customers

We service millions of marketplace customers

Marketplace management

Brand/Supplier Management

123Stores

Technology and Infrastructure

Customer support

Supply Chain Management

Brand Partners

We have a wide network of 300+ brand partners

Logistics Partners

We have partnered with leading logistic companies – UPS and Fedex for fast and accurate order fulfillment

Our Platform Features





Financial Performance of

IntraSoft Technologies Limited



Financial Performance – IntraSoft Technologies Limited

Audited Consolidated Statement of Profit & Loss				
Particulars	Quarter Ended		Year Ended	
	Mar-24	Mar-23	Mar-24	Mar-23
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	12,150.36	11,801.03	48,546.54	45,694.04
Cost of Goods Sold	7,617.23	7,349.56	30,328.78	28,396.07
Gross Profit	4,533.13	4,451.47	18,217.76	17,297.97
Shipping and Handling Expenses	1,784.94	1,569.91	6,861.22	6,065.60
Sales & Marketing Expenses	1,740.44	1,580.59	6,787.15	6,066.63
Employee Benefit Expense	242.89	544.40	1,439.88	2,273.87
Other Expenses	279.97	348.17	1,182.38	1,332.77
Earnings From Operations	484.89	408.40	1,947.13	1,559.10
Other Income (Net)	251.21	174.99	737.66	466.94
Earnings Before Interest, Tax, Depreciation & Amortization	736.10	583.39	2,684.79	2,026.04
Depreciation & Amortization	23.39	26.53	97.81	110.32
Earnings Before Interest & Tax	712.71	556.86	2,586.98	1,915.72
Finance Costs	316.16	281.81	1,188.24	807.53
Profit Before Tax (PBT)	396.55	275.05	1,398.74	1,108.19
Tax Expense	160.53	30.43	418.74	266.99
Profit After Tax (PAT)	236.02	244.62	980.00	841.20



Financial Performance – IntraSoft Technologies Limited

Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar-24	Mar-23
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,174.41	1,418.15
Investment Property	144.67	0.00
Other intangible assets	6.35	7.37
Other intangible assets under Development	17,951.84	15,506.09
Financial assets		
(i) Investments	1,249.71	1,878.08
(ii) Other financial assets	3.92	3.76
Deferred tax assets (net)	1,795.74	1,857.07
Income tax assets (net)	26.63	24.22
Other non-current assets	75.88	54.54
	22,429.15	20,749.28
Current assets		
Inventories	8,650.18	8,721.88
Financial assets		
(i) Investments	7,416.80	6,286.18
(ii) Trade receivables	349.64	403.16
(iii) Cash and cash equivalents	192.03	414.83
(iv) Other bank balances	104.97	105.53
(v) Other financial assets	37.99	1.56
Income tax assets (net)	0.00	47.75
Other current assets	67.88	167.15
	16,819.49	16,148.04
TOTAL ASSETS	39,248.64	36,897.32



Financial Performance – IntraSoft Technologies Limited

Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar-24	Mar-23
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,631.17	1,473.17
Other equity	19,504.83	16,378.24
	21,136.00	17,851.41
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	13,787.42	13,906.67
(ii) Other Financial Liabilities	3.52	1.19
Provisions	126.70	169.05
Deferred tax liabilities (net)	1,509.41	1,310.55
Other non-current liabilities	93.88	95.50
	15,520.93	15,482.96
Current liabilities		
Financial liabilities		
(i) Borrowings	152.63	849.06
(ii) Trade payables	1,452.97	1,686.21
(iii) Other Financial liabilities	868.85	924.83
Other current liabilities	53.70	93.65
Provisions	4.43	8.20
Income tax liabilities (net)	59.13	1.00
	2,591.71	3,562.95
TOTAL EQUITY AND LIABILITIES	39,248.64	36,897.32



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For Further Information, Please Contact

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