



IntraSoft Technologies Limited

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February 12, 2020

Corporate Relationship Department
BSE Limited
P.J.Towers, Dalal Street,
Fort, Mumbai

Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Bandra Kurla Complex
Mumbai

Scrip code: 533181 / ISFT

Dear Sir,

Sub: Presentation on Financial Results and Business Performance

With reference to captioned subject matter, please find enclosed herewith the presentation on Financial Results and Business Performance of the Company for the quarter ended on December 31, 2019.

This is for your information and records.

Thanking You,

Yours faithfully,
For IntraSoft Technologies Limited

Prānvesh Tripathi
Company Secretary & Compliance Officer



Encl: as above

IntraSoft Technologies Limited



Investor Presentation
12th Feb, 2020

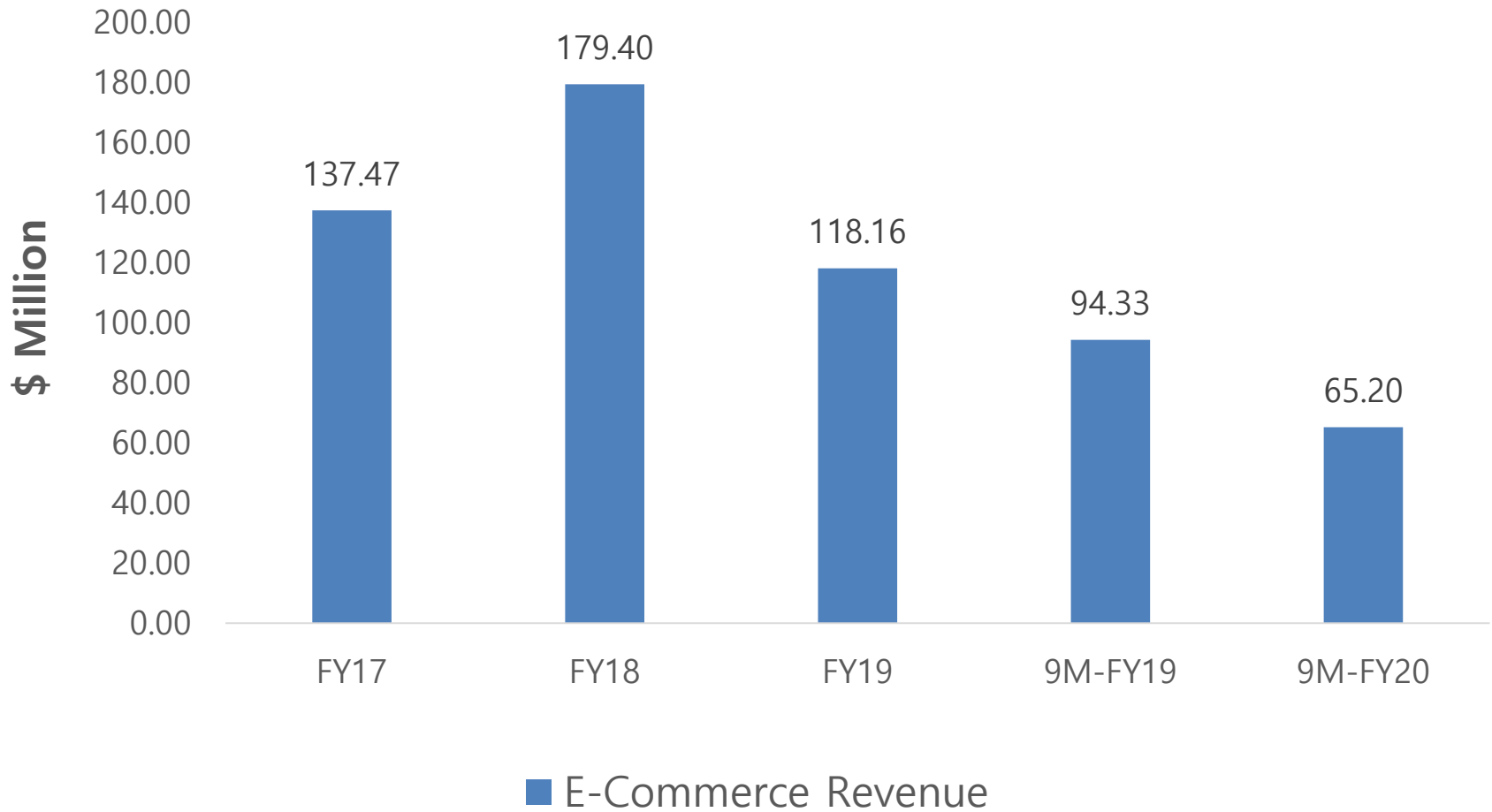
BSE: 533181, NSE: ISFT



E-Commerce Update



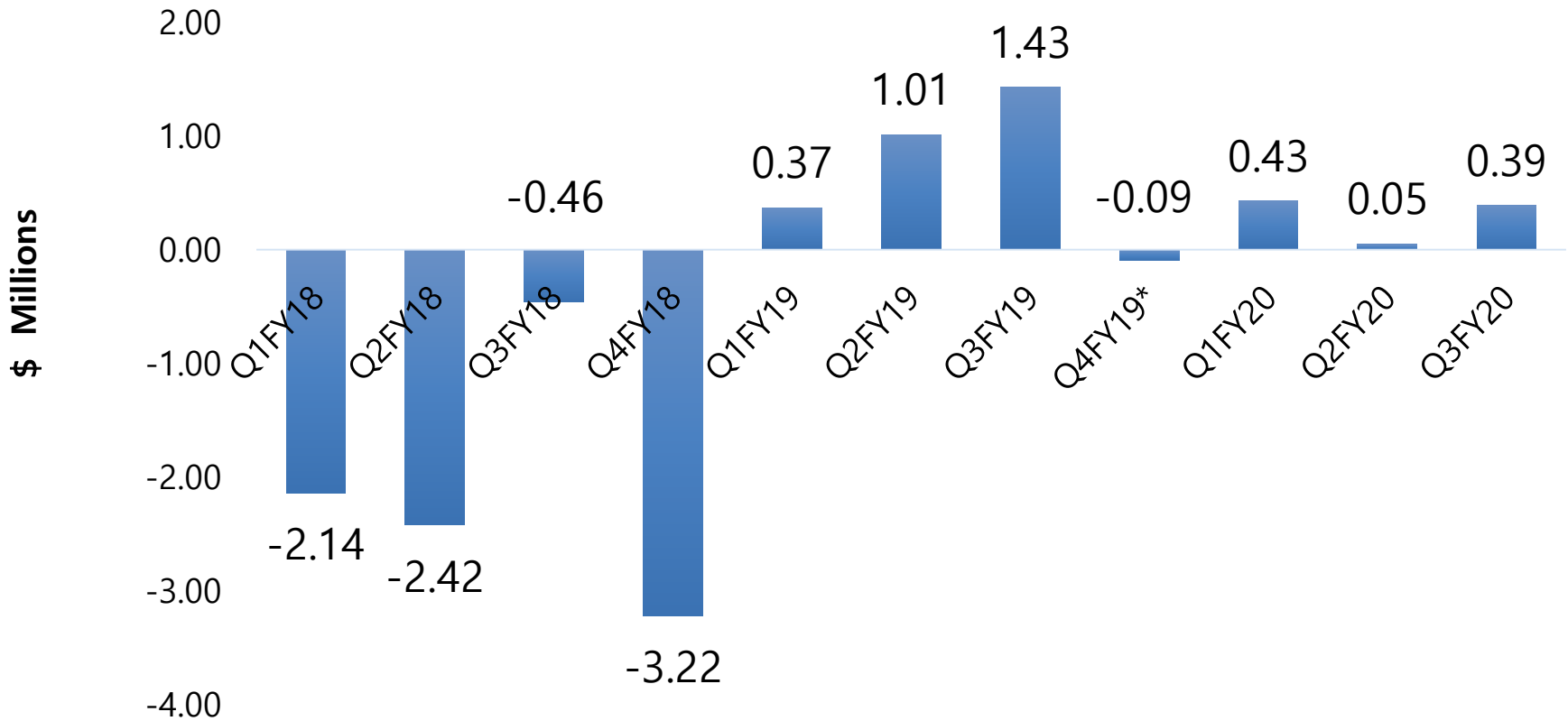
E-Commerce Revenue Trend





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
Net Working Capital	14.17	13.11	11.98	11.72	11.46	11.63	11.50



E-Commerce Financial Performance

Statement of Income for the quarter ended 31 December 2019

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



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Dec - 19	Dec - 18
ASSETS	\$ (In Millions)	
Current Assets		
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
TOTAL ASSETS	19.69	19.83
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
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
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	19.69	19.83



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
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
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
Gross Profit	2,445.75	3,118.56
Sales & Marketing Expenses	1,543.73	2,115.09
Employee Benefit Expense	420.85	356.41
General & Administrative Expenses	234.53	386.22
Earnings /(Deficit) From Operations	246.64	260.84
Other Income (Net)	103.85	148.44
Earnings Before Interest, Tax, Depreciation & Amortisation	350.49	409.28
Depreciation & Amortisation	102.44	43.89
Earnings Before Interest & Tax	248.05	365.39
Finance Costs	125.63	126.75
Profit Before Tax (PBT)	122.42	238.64
Tax Expense	0.57	8.21
Profit After Tax (PAT)	121.85	230.43



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 19	Dec – 18
ASSETS	₹ (In Lakhs)	
Non-current assets		
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
Current assets		
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
TOTAL ASSETS	26,213.57	24,994.25



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Dec – 19	Dec – 18
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,082.96	12,876.92
	14,556.13	14,350.09
Liabilities		
Non-current liabilities		
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
Current liabilities		
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
TOTAL EQUITY AND LIABILITIES	26,213.57	24,994.25



IntraSoft Technologies Ltd

For Further Information, Please Contact

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CIN - L24133MH1996PLC197857

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