



# IntraSoft Technologies Limited

**Regd. Office :** 502A Prathamesh, Raghuvanshi Mills Compound, S.B. Marg, Lower Parel, Mumbai - 400 013  
T: +91-22-2491-2123 F: +91-22-2490-3123 E: intrasoft@itlindia.com W: www.itlindia.com CIN: L24133MH1996PLC197857  
**Corp. Office :** Suite 301, 145 Rash Behari Avenue, Kolkata - 700 029. Tel: +91-33-4023-1234 Fax: +91-33-2464-6584

May 30, 2022

**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 and Year ended on March 31, 2022.

This is for your information and records.

Thanking You,

Yours faithfully,  
For IntraSoft Technologies Limited

Pranvesh Tripathi  
Company Secretary & Compliance Officer



Encl: as above

# IntraSoft Technologies Limited



**Investor Presentation**  
**30<sup>th</sup> May, 2022**

**BSE: 533181, NSE: ISFT**



**123Stores**

**123Stores**

E-Commerce Subsidiary of IntraSoft  
Technologies Ltd

# 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 Ltd



# Financial Performance – IntraSoft Technologies Ltd.

## Audited Consolidated Statement of Profit & Loss

Particulars	Quarter Ended		Year Ended	
	Mar-22	Mar-21	Mar-22	Mar-21
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	10,344.50	10,642.45	42,166.01	61,313.38
Cost of Goods Sold (Incl. Shipping)	7,801.08	8,074.05	32,090.54	49,741.89
<b>Gross Profit</b>	<b>2,543.42</b>	<b>2,568.40</b>	<b>10,075.47</b>	<b>11,571.49</b>
Sales & Marketing Expenses	1,374.82	1,470.26	5,686.80	7,860.08
Employee Benefit Expense	530.63	412.31	1882.39	1677.32
General & Administrative Expenses	360.67	325.04	1244.82	1194.51
<b>Earnings From Operations</b>	<b>277.30</b>	<b>360.79</b>	<b>1,261.46</b>	<b>839.58</b>
Other Income (Net)	66.38	42.11	478.37	635.16
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>343.68</b>	<b>402.90</b>	<b>1,739.83</b>	<b>1,474.74</b>
Depreciation & Amortization	34.05	33.95	137.55	281.65
<b>Earnings Before Interest &amp; Tax</b>	<b>309.63</b>	<b>368.95</b>	<b>1,602.28</b>	<b>1,193.09</b>
Finance Costs	105.07	81.78	352.05	325.14
<b>Profit Before Tax (PBT)</b>	<b>204.56</b>	<b>287.17</b>	<b>1,250.23</b>	<b>867.95</b>
Tax Expense	-46.11	125.07	-32.05	33.68
<b>Profit After Tax (PAT)</b>	<b>250.67</b>	<b>162.10</b>	<b>1,282.28</b>	<b>834.27</b>





# Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 22	Mar – 21
<b>ASSETS</b>	<b>₹ (In Lakhs)</b>	
<b>Non-current assets</b>		
Property, plant and equipment	1,484.88	1,523.25
Right of use assets	0.00	0.53
Other intangible assets	6.90	8.19
Other intangible assets under Development	10,807.12	6,125.07
Financial assets		
(i) Investments	326.76	433.44
(ii) Other financial assets	3.61	3.47
Deferred tax assets (net)	1,926.84	1,932.77
Income tax assets (net)	21.22	39.45
Other non-current assets	49.06	71.79
	14,626.39	10,137.96
<b>Current assets</b>		
Inventories	8,691.10	9,892.10
Financial assets		
(i) Investments	7,217.92	6,756.23
(ii) Trade receivables	345.04	196.13
(iii) Cash and cash equivalents	866.02	1,033.39
(iv) Other bank balances	53.08	57.51
Income tax assets (net)	5.91	0.00
Other current assets	1,255.04	263.73
	18,434.11	18,199.09
<b>TOTAL ASSETS</b>	<b>33,060.50</b>	<b>28,337.05</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 22	Mar – 21
<b>EQUITY AND LIABILITIES</b>		
<b>₹ (In Lakhs)</b>		
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	15,191.72	13,872.72
	16,664.89	15,345.89
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	11,267.22	9,804.02
(ii) Other Financial liabilities	0.00	2.01
Provisions	146.00	134.47
Deferred tax liabilities (net)	1,064.21	92.55
Other non-current liabilities	97.50	99.50
	12,574.93	10,132.55
<b>Current liabilities</b>		
Financial liabilities		
(i) Borrowings	7.04	0.00
(ii) Trade payables	3,076.93	2,161.01
(iii) Lease Liability	0.00	0.63
(iv) Other Financial liabilities	283.69	228.19
Other current liabilities	445.78	444.79
Provisions	7.24	6.18
Income tax liabilities (net)	0.00	17.81
	3,820.68	2,858.61
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>33,060.50</b>	<b>28,337.05</b>



**IntraSoft Technologies Ltd**

**For Further Information, Please Contact**

---

**Company :**

---

IntraSoft Technologies Ltd.  
CIN - L24133MH1996PLC197857

Mr. Varun Didwania  
[varun.didwania@itlindia.com](mailto:varun.didwania@itlindia.com)

[www.itlindia.com](http://www.itlindia.com)

---

# Disclaimer

- *This presentation and the accompanying slides (the "Presentation"), has been prepared by IntraSoft Technologies Limited (the "Company"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*
- *This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*
- *Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the Retail industry in India and world-wide, the performance of the Greetings Industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*