



IntraSoft Technologies Limited

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November 11, 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

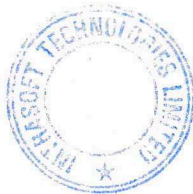
With reference to captioned subject matter, please find enclosed herewith the presentation on Financial Results and Business Performance of the Company for the quarter and half year ended On September, 30, 2020.

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
11th November, 2020**

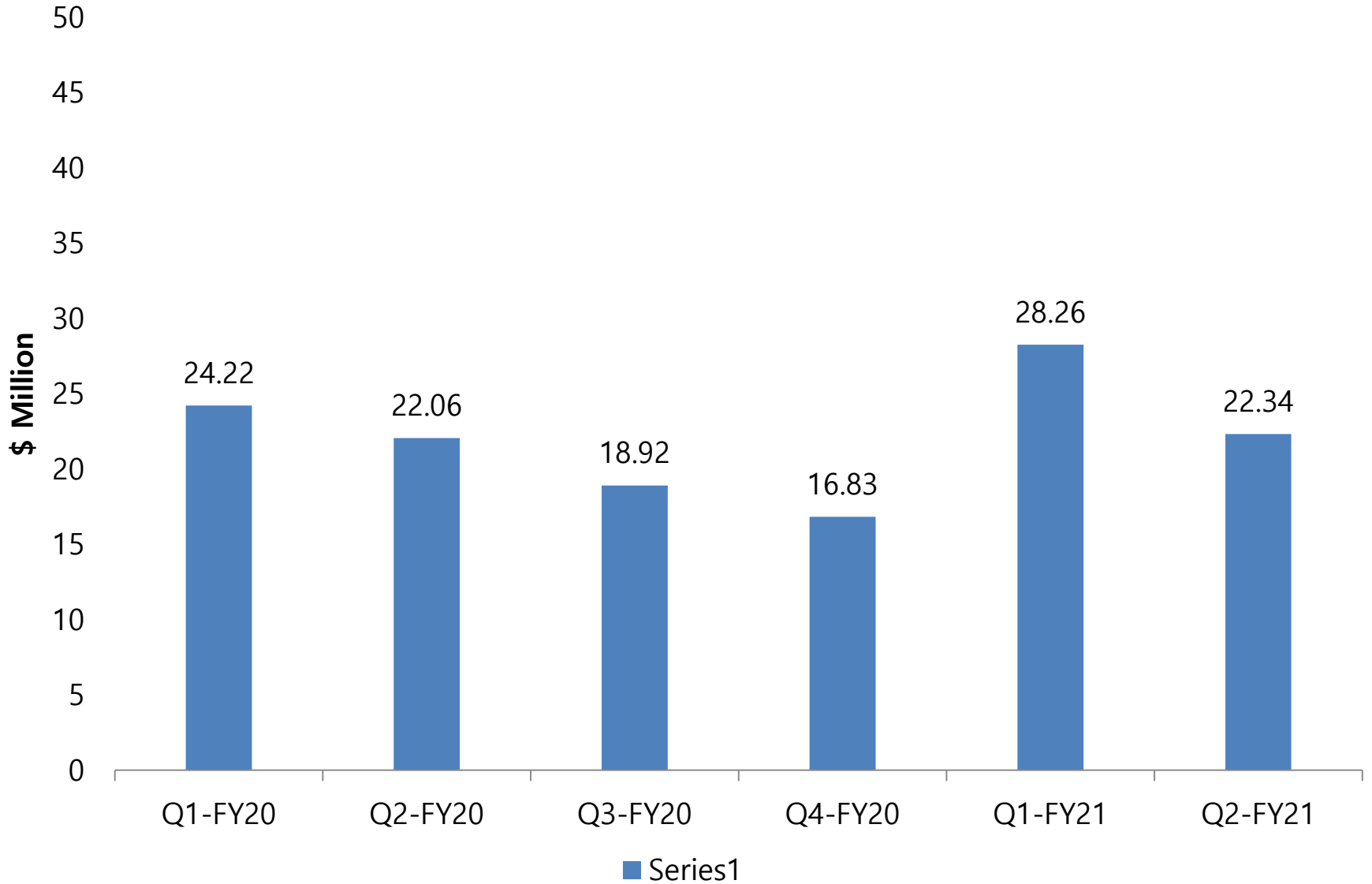
BSE: 533181, NSE: ISFT



E-Commerce Update



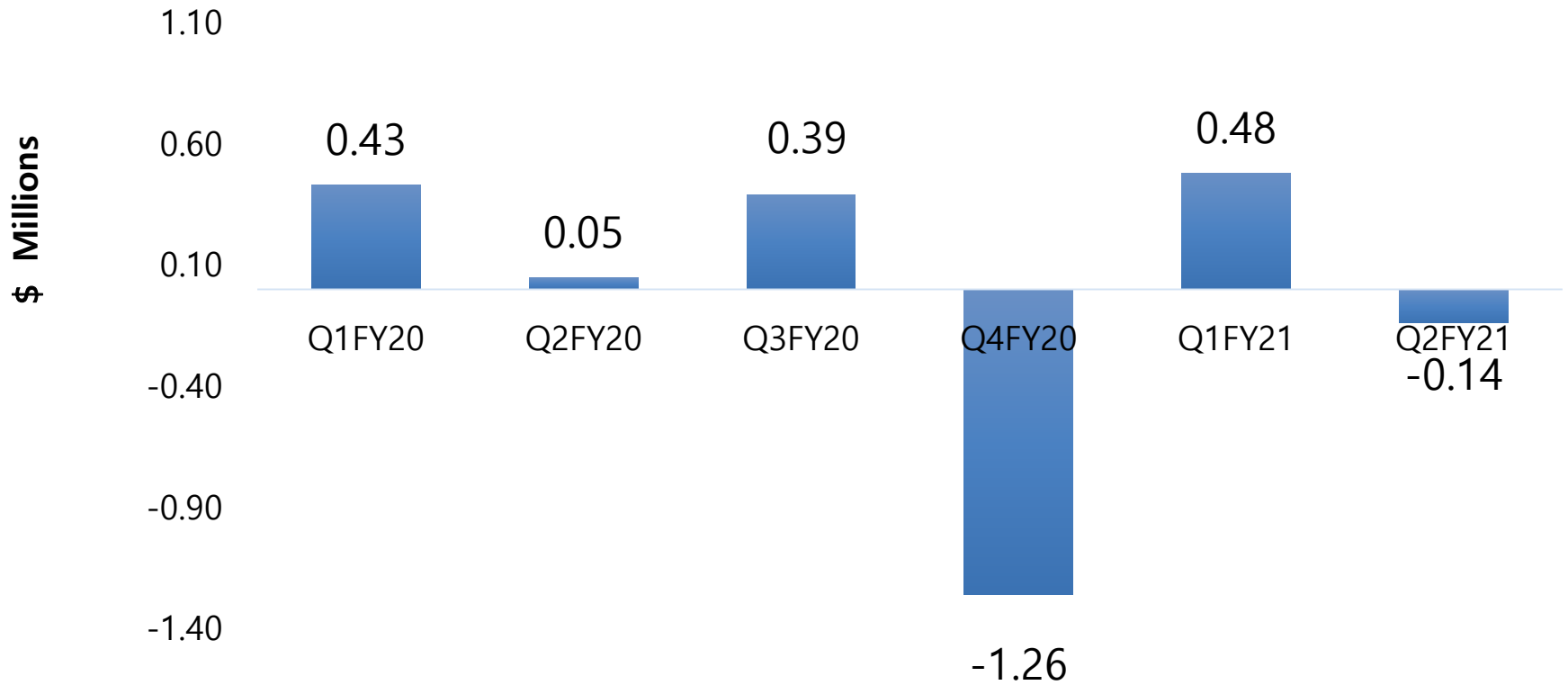
E-Commerce Revenue Trend





E-Commerce Operating Cash Flow

Operating Cash Flow





E-Commerce Working Capital

Net Working Capital (\$ Million)						
Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Inventories	14.22	14.20	14.90	16.25	15.90	16.28
Accounts Receivable	1.48	1.35	0.18	0.27	0.34	0.36
Accounts Payable	4.24	3.92	3.58	3.36	3.12	3.15
Net Working Capital	11.46	11.63	11.50	13.16	13.12	13.49



E-Commerce Financial Performance

Statement of Income for the quarter ended 30 September 2020

Particulars	Quarter Ended	
	Sep-20	Sep-19
	\$ (In Millions)	
Revenue		
Revenue From Operations	22.34	22.06
Expenses		
Cost of Goods Sold	15.98	16.48
Shipping and Handling Expenses	2.60	2.07
Gross Profit	3.76	3.51
Sales & Marketing Expenses	2.87	2.52
Operations, Technology, General & Administrative Expenses	0.71	0.77
Depreciation and Amortisation	0.02	0.01
Operating Profit	0.16	0.21
Interest and Financing Expenses	0.09	0.16
Income Before Taxes	0.07	0.05
Income Tax Expense	0.00	-0.01
Net Income for the Period	0.07	0.06



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Sep - 20	Sep - 19
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.60	1.31
Accounts Receivable (Net)	0.36	1.35
Inventories	16.28	14.20
Prepaid Expenses and Other Current Assets	0.21	0.25
Property and Equipment	0.27	0.15
Intangible Assets (Net)	4.66	2.32
Capital WIP	0.00	0.12
Long Term Loans and Advances	0.07	0.32
Other Long Term Assets	0.28	0.24
TOTAL ASSETS	23.73	20.26
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	2.73	3.41
Deferred Revenue	0.03	0.03
Accrued Expenses and Other Current Liabilities	1.02	0.98
Long Term Debt	13.97	10.17
Other Long Term Liabilities	0.08	0.06
Common Equity	1.00	1.00
Retained Earnings	4.90	4.61
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	23.73	20.26



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
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
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
Y-o-Y Growth	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%	-37%	-27%	-27%	-29%	-31%	17%	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
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
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
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
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
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
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
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



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Profit & Loss for the quarter ended 30 September, 2020

Particulars	Quarter Ended	
	Sep-20	Sep-19
	₹ (In Lakhs)	
Revenue From Operations	16,743.13	15,713.71
Cost of Goods Sold (Incl. Shipping)	13,758.51	13,067.08
Gross Profit	2,984.62	2,646.63
Sales & Marketing Expenses	2,123.59	1,773.27
Employee Benefit Expense	436.06	398.86
General & Administrative Expenses	302.35	341.95
Earnings /(Deficit) From Operations	122.62	132.55
Other Income (Net)	125.81	157.79
Earnings Before Interest, Tax, Depreciation & Amortization	248.43	290.34
Depreciation & Amortization	103.34	99.55
Earnings Before Interest & Tax	145.09	190.79
Finance Costs	81.72	130.87
Profit Before Tax (PBT)	63.37	59.92
Tax Expense	1.16	4.99
Profit After Tax (PAT)	62.21	54.93



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 20	Sep – 19
ASSETS	₹ (In Lakhs)	
Non-current assets		
Property, plant and equipment	1,588.47	1,594.45
Other intangible assets	3,451.59	1,666.10
Right of use assets	1,024.22	1,233.68
Capital work-in-progress	0.00	84.38
Financial assets		
(i) Investments	682.01	1,507.04
(ii) Loans	5.40	5.01
Deferred tax assets (net)	2,058.38	1,962.92
Income tax assets (net)	51.34	55.02
Other non-current assets	241.05	541.65
	9,102.46	8,650.25
Current assets		
Inventories	12,007.16	10,065.28
Financial assets		
(i) Investments	5,736.91	5,431.55
(ii) Trade receivables	327.12	1,025.55
(iii) Cash and cash equivalents	1,943.29	981.02
(iv) Other bank balances	338.21	90.29
(v) Loans	0.00	3.72
Income tax assets (net)	0.00	6.06
Other current assets	223.73	182.48
	20,576.42	17,785.95
TOTAL ASSETS	29,678.88	26,436.20



Financial Performance – IntraSoft Technologies Ltd.

Unaudited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Sep – 20	Sep – 19
EQUITY AND LIABILITIES	₹ (In Lakhs)	
Equity		
Equity share capital	1,473.17	1,473.17
Other equity	13,498.01	12,929.48
	14,971.18	14,402.65
Liabilities		
Non-current liabilities		
Financial liabilities:		
(i) Borrowings	10,300.69	7,208.34
(ii) Lease Liability	869.62	978.81
(iii) Other Financial liabilities	2.01	2.01
Provisions	151.72	105.78
Deferred tax liabilities (net)	101.83	112.47
Other non-current liabilities	100.49	102.49
	11,526.36	8,509.90
Current liabilities		
Financial liabilities		
(i) Trade payables	2,027.39	2,427.66
(ii) Lease Liabilities	226.75	283.39
(iii) Other Financial liabilities	222.65	294.26
Provisions	4.64	4.44
Income tax liabilities (net)	31.05	0.00
Other current liabilities	668.86	513.90
	3,181.34	3,523.65
TOTAL EQUITY AND LIABILITIES	29,678.88	26,436.20



IntraSoft Technologies Ltd

For Further Information, Please Contact

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