



# IntraSoft Technologies Limited

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**Corp. Office :** Suite 301, 145 Rash Behari Avenue, Kolkata - 700 029. Tel: +91-33-4023-1234 Fax: +91-33-2464-6584

May 29, 2023

**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 financial year ended on March 31, 2023.

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**  
**29<sup>th</sup> May, 2023**

**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-23	Mar-22	Mar-23	Mar-22
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	11,801.03	10,344.50	45,694.04	42,166.01
Cost of Goods Sold	7,349.56	6,535.03	28,396.07	27,034.66
<b>Gross Profit</b>	<b>4,451.47</b>	<b>3,809.47</b>	<b>17,297.97</b>	<b>15,131.35</b>
Shipping and Handling Expenses	1,569.91	1,266.05	6,065.60	5,055.88
Sales & Marketing Expenses	1,580.59	1,374.82	6,066.63	5,686.80
Employee Benefit Expense	544.40	530.63	2273.87	1882.39
General & Administrative Expenses	348.17	360.67	1332.77	1244.82
<b>Earnings From Operations</b>	<b>408.40</b>	<b>277.30</b>	<b>1,559.10</b>	<b>1,261.46</b>
Other Income (Net)	174.99	66.38	466.94	478.37
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>583.39</b>	<b>343.68</b>	<b>2,026.04</b>	<b>1,739.83</b>
Depreciation & Amortization	26.53	34.05	110.32	137.55
<b>Earnings Before Interest &amp; Tax</b>	<b>556.86</b>	<b>309.63</b>	<b>1,915.72</b>	<b>1,602.28</b>
Finance Costs	281.81	105.07	807.53	352.05
<b>Profit Before Tax (PBT)</b>	<b>275.05</b>	<b>204.56</b>	<b>1,108.19</b>	<b>1,250.23</b>
Tax Expense	30.43	-46.11	266.99	-32.05
<b>Profit After Tax (PAT)</b>	<b>244.62</b>	<b>250.67</b>	<b>841.20</b>	<b>1,282.28</b>





# Financial Performance – IntraSoft Technologies Ltd.

<b>Audited Consolidated Statement of Assets &amp; Liabilities</b>		
<b>Particulars</b>	<b>As at</b>	<b>As at</b>
	<b>Mar – 23</b>	<b>Mar – 22</b>
<b>ASSETS</b>	<b>₹ (In Lakhs)</b>	
<b>Non-current assets</b>		
Property, plant and equipment	1,418.15	1,484.88
Other intangible assets	7.37	6.90
Other intangible assets under Development	15,506.09	10,807.12
Financial assets		
(i) Investments	1,878.09	326.76
(ii) Other financial assets	3.76	3.61
Deferred tax assets (net)	1,857.07	1,926.84
Income tax assets (net)	24.22	21.22
Other non-current assets	54.54	49.06
	20,749.29	14,626.39
<b>Current assets</b>		
Inventories	8,721.88	8,691.10
Financial assets		
(i) Investments	6,286.18	7,217.92
(ii) Trade receivables	403.16	345.04
(iii) Cash and cash equivalents	414.83	866.02
(iv) Other bank balances	105.53	52.59
(v) Other financial assets	1.56	0.49
Income tax assets (net)	47.75	5.91
Other current assets	167.14	1,255.04
	16,148.03	18,434.11
<b>TOTAL ASSETS</b>	<b>36,897.32</b>	<b>33,060.50</b>



# Financial Performance – IntraSoft Technologies Ltd.

## Audited Consolidated Statement of Assets & Liabilities

Particulars	As at	As at
	Mar – 23	Mar – 22
<b>EQUITY AND LIABILITIES</b>	<b>₹ (In Lakhs)</b>	
<b>Equity</b>		
Equity share capital	1,473.17	1,473.17
Other equity	16,378.24	15,191.72
	17,851.41	16,664.89
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities:		
(i) Borrowings	13,906.67	11,267.22
Provisions	169.05	146.00
Deferred tax liabilities (net)	1,310.55	1,064.21
Other non-current liabilities	95.50	97.50
	15,481.77	12,574.93
<b>Current liabilities</b>		
Financial liabilities		
(i) Borrowings	849.06	7.04
(ii) Trade payables	1,686.21	3,076.93
(iii) Other Financial liabilities	926.02	664.72
Other current liabilities	93.65	64.75
Provisions	8.20	7.24
Income tax liabilities (net)	1.00	0.00
	3,564.14	3,820.68
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>36,897.32</b>	<b>33,060.50</b>



**IntraSoft Technologies Ltd**

**For Further Information, Please Contact**

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**Company :**

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IntraSoft Technologies Ltd.  
CIN - L24133MH1996PLC197857

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