

IntraSoft Technologies Limited



Investor Presentation
28th May, 2019

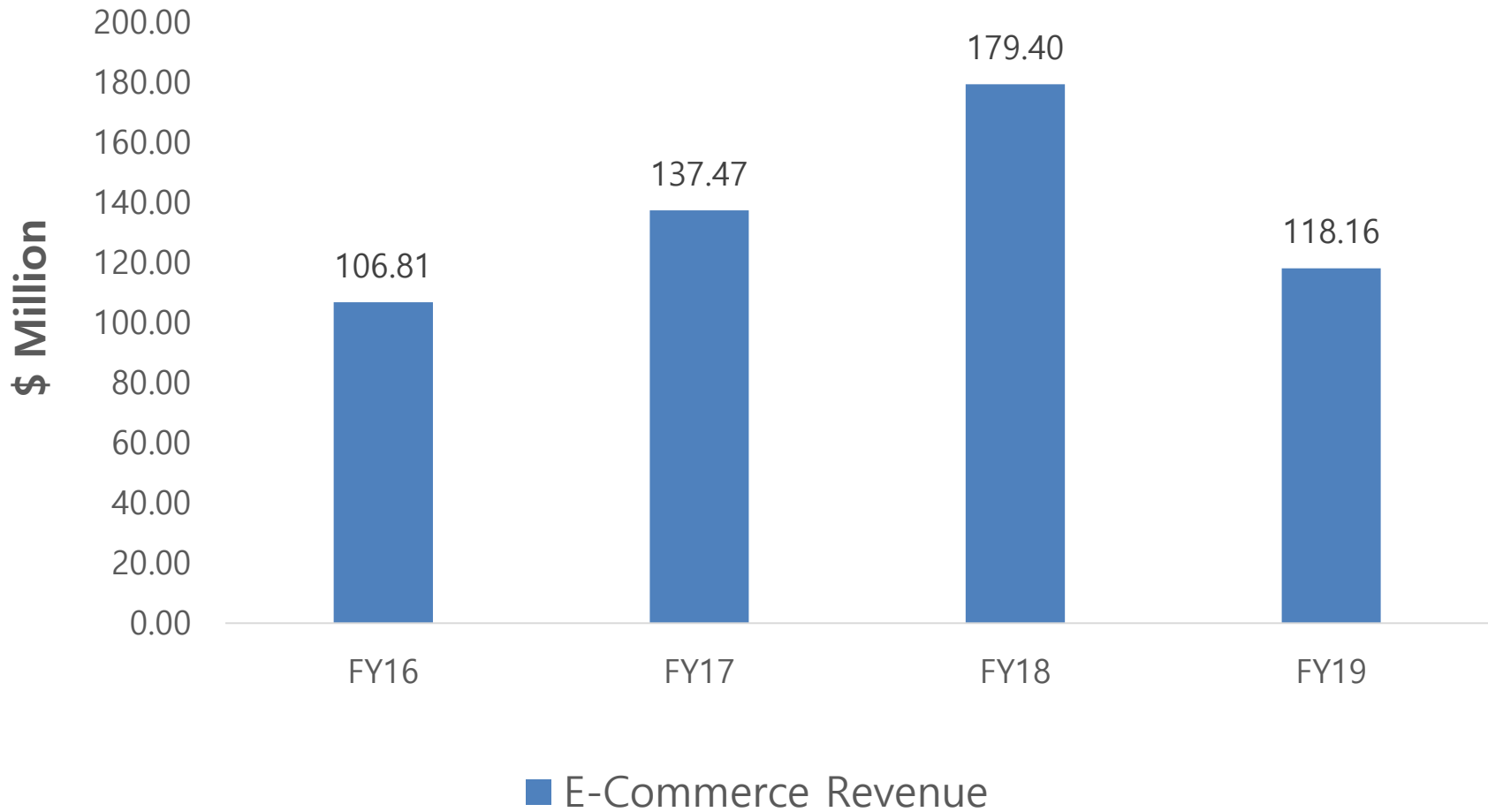
BSE: 533181, NSE: ISFT



E-Commerce Update

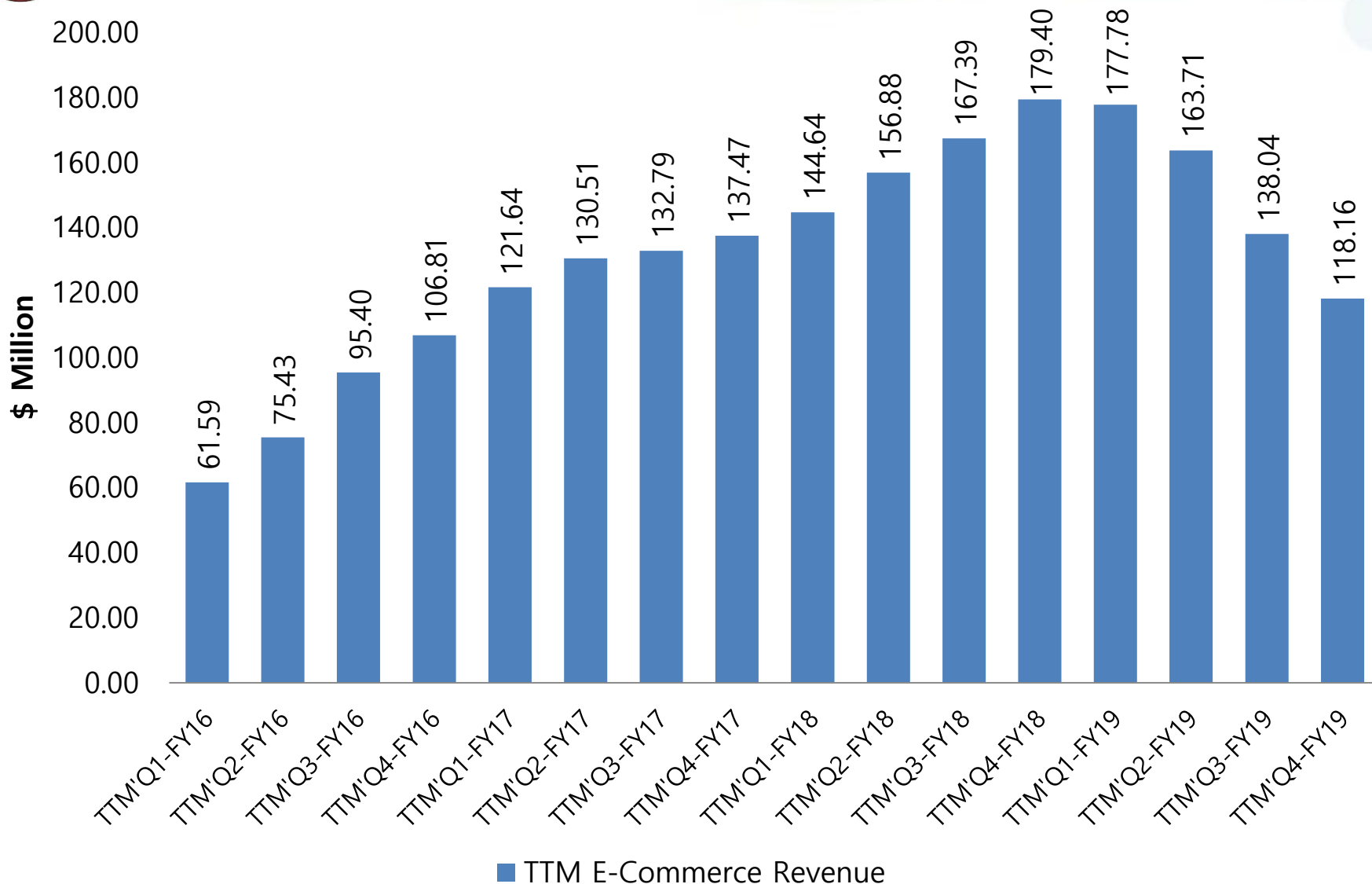


E-Commerce Revenue Trend





E-Commerce Revenue Trend

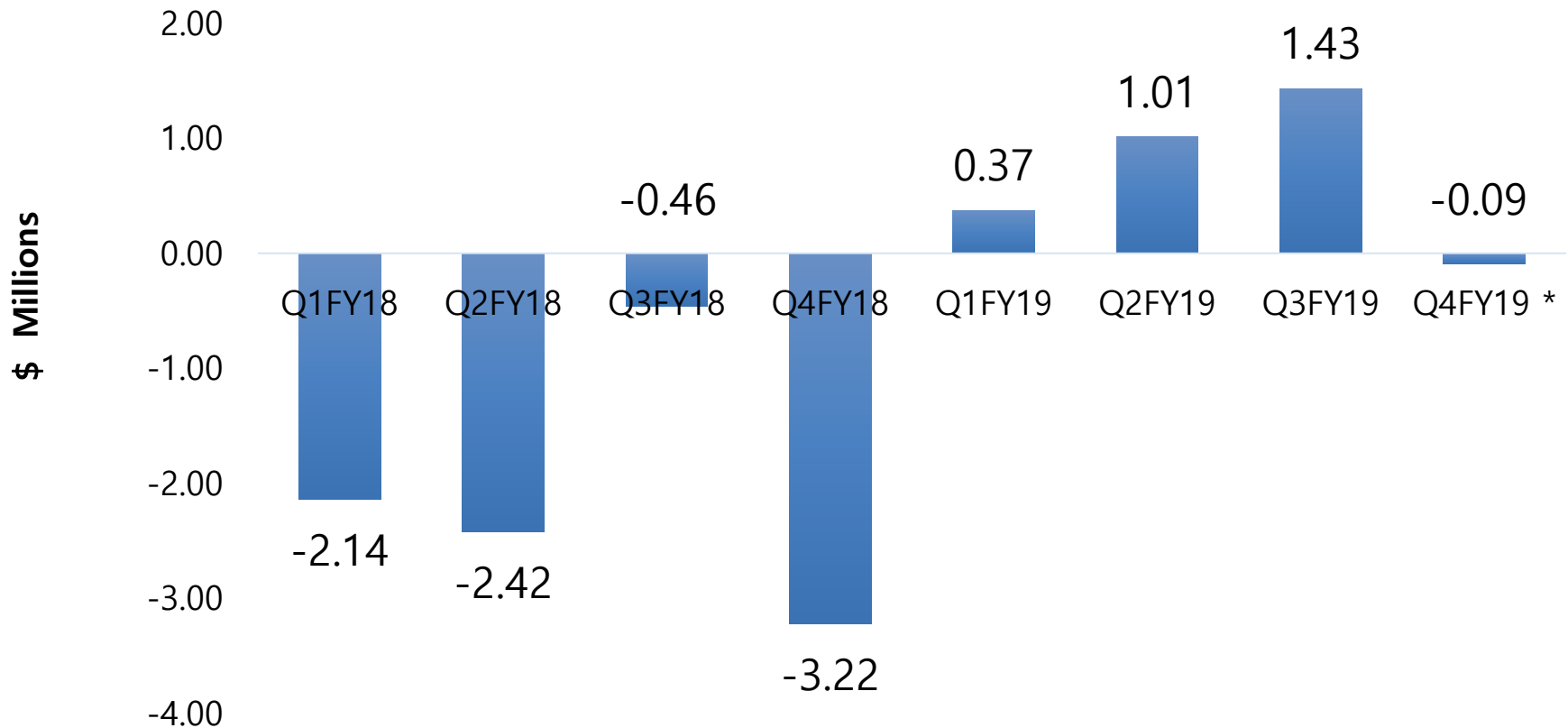


TTM refers to Trailing Twelve Months



E-Commerce Operating Cash Flow

Operating Cash Flow



*Operating Cash Flow for Q4-FY19 was \$0.71 million, which after accounting for \$0.80 million tax paid in the quarter came to \$(0.09) million.



E-Commerce Working Capital

Net Working Capital (\$ Million)								
Particulars	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19
Inventories	9.54	13.43	14.62	19.01	17.33	15.37	14.78	14.33
Accounts Receivable	1.76	1.7	1.84	1.68	2.05	1.43	1.11	1.57
Accounts Payable	4.39	5.15	5.43	6.24	5.21	3.69	3.91	4.18
Net Working Capital	6.91	9.98	11.03	14.45	14.17	13.11	11.98	11.72



E-Commerce Financial Performance

Statement of Income for the quarter ended 31 March 2019

Particulars	Quarter Ended		Year Ended	
	Mar-19	Mar-18	Mar-19	Mar-18
	\$ (In Millions)		\$ (In Millions)	
Revenue				
Revenue From Operations	23.83	43.71	118.16	179.40
Expenses				
Cost of Goods Sold	17.73	30.93	86.58	122.71
Shipping and Handling Expenses	2.70	6.36	14.53	27.20
Gross Profit	3.40	6.42	17.05	29.49
Sales & Marketing Expenses	2.60	5.37	13.58	23.08
Operations, Technology, General & Administrative Expenses	0.52	0.62	2.37	2.96
Depreciation and Amortisation	0.01	0.02	0.07	0.08
Operating Profit	0.27	0.41	1.03	3.37
Interest and Financing Expenses	0.22	0.13	0.71	0.41
Other Income (Net)	0.00	-0.01	-0.01	-0.01
Income Before Taxes	0.05	0.29	0.33	2.97
Income Tax Expense	-0.27	0.11	-0.36	0.94
Net Income for the Period	0.32	0.18	0.69	2.03



E-Commerce Financial Performance

Balance Sheet		
Particulars	As at	As at
	Mar – 19	Mar – 18
ASSETS	\$ (In Millions)	
Current Assets		
Cash and Cash Equivalents	1.50	3.18
Accounts Receivable (Net)	1.57	1.68
Inventories	14.33	19.01
Prepaid Expenses and Other Current Assets	0.30	0.31
Property and Equipment	0.18	0.25
Intangible Assets (Net)	1.84	0.47
Capital WIP	0.12	0.00
Long Term Loans and Advances	0.41	0.32
Other Long Term Assets	0.23	0.00
TOTAL ASSETS	20.48	25.22
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities		
Accounts Payable	3.32	5.35
Deferred Revenue	0.08	0.36
Accrued Expenses and Other Current Liabilities	1.49	2.43
Long Term Debt	10.03	12.19
Other Long Term Liabilities	0.05	0.05
Common Equity	1.00	1.00
Retained Earnings	4.51	3.84
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	20.48	25.22



Fact Sheet

Particulars	FY 2015-16					FY 2016-17					FY 2017-18					FY 2018-19				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue (\$ Mn)	17.85	23.24	38.70	27.02	106.81	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
TTM Revenue (\$ Mn)	61.59	75.43	95.40	106.81		121.64	130.51	132.79	137.47		144.64	156.88	167.39	179.40		177.78	163.71	138.04	118.16	
Y-o-Y Growth	98%	147%	107%	73%	102%	83%	38%	6%	17%	29%	22%	38%	26%	38%	31%	-4%	-32%	-50%	-45%	-34%
Operating Cash Flows (\$ Mn)											-2.14	-2.42	-0.46	-3.22	-8.24	0.37	1.01	1.43	-0.09	2.72
Working Capital																				
Inventory (\$ Mn)	2.78	4.94	6.41	8.35	8.35	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
Accounts Receivable (\$ Mn)	0.85	1.08	1.64	1.07	1.07	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
Accounts Payable (\$ Mn)	2.12	2.18	5.35	5.86	5.86	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
Net Working Capital (\$ Mn)	1.51	3.84	2.70	3.56	3.56	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
Inventory Turnover, average - TTM											10.9	11.6	10.3	8.7	8.7	7.7	7.0	6.1	5.7	5.7
Accounts Receivable Days – TTM											3.3	3.5	3.5	3.6	3.6	3.7	3.9	4.1	4.8	4.8
Accounts Payable Days - TTM											15.1	13.0	12.2	12.9	12.9	13.4	13.5	14.7	15.3	15.3



IntraSoft Technologies Ltd



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Profit & Loss for the quarter ended 31 March, 2019

Particulars	Quarter Ended		Year Ended	
	Mar-19	Mar-18	Mar-19	Mar-18
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	17,113.63	28,445.39	83,655.42	1,16,986.78
Cost of Goods Sold (Incl. Shipping)	14,470.72	24,011.23	70,700.49	96,673.62
Gross Profit	2,642.91	4,434.16	12,954.93	20,313.16
Sales & Marketing Expenses	1,840.68	3,463.01	9,514.98	14,952.79
Employee Benefit Expense	356.2	449.85	1523.92	2039.06
General & Administrative Expenses	368.49	363.37	1426.14	1417.83
Earnings /(Deficit) From Operations	77.54	157.93	489.89	1,903.48
Other Income (Net)	160.57	144.58	496.18	510.88
Earnings Before Interest, Tax, Depreciation & Amortization	238.11	302.51	986.07	2,414.36
Depreciation & Amortization	42.37	47.13	176.19	195.57
Earnings Before Interest & Tax	195.74	255.38	809.88	2,218.79
Finance Costs	154.12	84.22	497.95	264.33
Profit Before Tax (PBT)	41.62	171.16	311.93	1,954.46
Tax Expense	-189.53	61.30	-254.52	581.31
Profit After Tax (PAT)	231.15	109.86	566.45	1,373.15



Financial Performance – IntraSoft Technologies Ltd.

Audited Consolidated Statement of Assets & Liabilities		
Particulars	As at	As at
	Mar – 19	Mar – 18
I. EQUITY AND LIABILITIES	₹ (In Lakhs)	
(1) Shareholders' Funds		
(a) Share Capital	1,473.17	1,473.17
(b) Reserves and Surplus	13,096.94	12,712.53
(2) Non-current Liabilities		
(a) Long-term Borrowings	6,937.63	7,946.77
(b) Deferred Tax Liabilities (Net)	94.94	95.47
(c) Other Long term Liabilities	105.50	125.57
(d) Long-term Provisions	108.97	107.83
(3) Current Liabilities		
(a) Short-term Borrowings	0	0
(b) Trade Payables	2,308.12	3,504.42
(c) Other Current Liabilities	1,526.62	1,969.48
(d) Short-term Provisions	4.17	3.76
TOTAL	25,656.06	27,939.00
II. ASSETS		
(1) Non-current Assets		
(a) Fixed Assets	3,043.95	2,154.26
(b) Non-current Investments	1495.36	1372.34
(c) Deferred Tax Assets (Net)	1,941.92	1,738.65
(d) Long-term Loans and Advances	621.51	566.24
(2) Current Assets		
(a) Current Investments	5,912.35	5,816.42
(b) Inventories	9,907.64	12,389.94
(c) Trade Receivables	1160.65	1230.29
(d) Cash and bank balances	1,224.13	2,338.16
(e) Short-term loans and advances	76.55	182.06
(f) Other current assets	272.00	150.64
TOTAL	25,656.06	27,939.00



IntraSoft Technologies Ltd

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