



PRESS RELEASE



Mumbai, January 27, 2015

INTRASOFT TECHNOLOGIES LIMITED REPORTS **137% GROWTH IN REVENUES FOR Q3 FY 2015**

IntraSoft Technologies Ltd. (BSE: 533181, NSE: ISFT) today announced its Unaudited Consolidated Financial Results for the Quarter and Nine month ended December 31, 2014.

Q3 FY2015 HIGHLIGHTS: (All comparisons are with Q3 FY2014 figures)

- Total Income at Rs. 122.63 Cr. up by 137 % from Rs. 51.80 Cr.
- Profit after Tax (PAT) at Rs 4.15 Cr. up from Rs 0.15 Cr.

9M FY2015 HIGHLIGHTS: (All comparisons are with 9M FY2014 figures)

- Total Income at Rs. 242.05 Cr. up by 136 % from Rs. 102.35 Cr.
- Profit after Tax (PAT) at Rs 5.90 Cr. up from Rs 1.07 Cr.

MANAGEMENT'S STATEMENT

IntraSoft Technologies Ltd. today reported that revenue for the third quarter ended December 31, 2014 increased 137% to Rs. 122.63 Cr., compared to the same period in 2013. Profit after Tax (PAT) was at Rs 4.15 Cr., driven by E-Commerce volumes growth of 223%.

The Board of Directors recommended an Interim Dividend @ 10% i.e. Rs. 1.00 per Equity Share for the Financial year 2014-2015.

Commenting on the results, Mr. Arvind Kajaria, Managing Director said "During the quarter, the E-Commerce business saw impressive performance growth. Orders shipped during the quarter were 285,270 as against 88,348 orders in the same quarter last year. The Company recorded the biggest sales day of the period with more than 12,000 orders placed on a single day."

The number of products offered by the Company increased to 2.05 lacs, up by 67%, from 1.23 Lacs during the quarter. The Company added 137 new vendors taking the number of active vendors to 1018, up by 15%, from 881 during the same time last year.



Overall quarter on quarter growth can be seen by observing the following key operational factors:

Particulars	Q3 FY 2015	Q3 FY 2014	Growth (%)
No. of Active Vendors	1,018	881	15.55%
No. of Listings of Products (in Lacs)	7.89	5.27	49.72%
No. of Products Offered (in Lacs)	2.05	1.23	66.67%
Orders Shipped (in Lacs)	2.85	0.88	223.86%

To increase our focus on the E-Commerce business, a new company was set-up in USA under the name of 123Stores, Inc. to carry out the E-Commerce operations.

We remain bullish on the growth of our E-Commerce business as with volumes many new opportunities have opened up. We continue to remain focused on enhancing the capabilities of our technology, enabling us to scale the business to higher volume levels.

123Greetings.com saw impressive downloads of its Mobile Apps, which grew to 452,006 as against 64,188 last year. The No. of Cards sent via the Mobile Apps increased to 5.06 lacs as against 0.71 lacs last year. The Studio, Invites and Connect features continue to do well.

ABOUT INTRASOFT TECHNOLOGIES LIMITED:

IntraSoft Technologies Limited owns & operates 123Stores, a multi-channel E-Commerce retailer & 123Greetings.com, an online greeting cards Company.

123Stores, Inc. is a multi-channel E-Commerce retailer with a strong technology backbone that combines supply chain logistics with real time customer data to create a compelling shopping experience. The Company is ranked #499 on the Internet Retailers 2014 Top 500 list and is ranked #1,641 in Inc. 5,000 list of fastest growing private US companies.

123Greetings.com is the world's leading online destination for human expressions reaching 95 million visitors annually. Its offering of over 42,000 ecards across multiple languages covers a mix of 3,000 seasonal & everyday categories.



FOR MORE INFORMATION PLEASE CONTACT:

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CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:

This document includes certain forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company operates in the future. IntraSoft Technologies Limited may make additional written and oral forward looking statements and is under no obligation to update or alter its forward-looking statements to reflect actual results, changed assumptions or other factors.



INTRASOFT TECHNOLOGIES LIMITED

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UN-AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2014

Total Income up by
137% to 122.63 Cr. from 51.79 Cr. Y-o-Y
E-Commerce Order Volume up by
223% to 285,270 from 88,348 Y-o-Y

123 Stores **123 Greetings**

₹ In Lakhs

PARTICULARS	Quarter Ended			Nine months Ended		Year Ended
	31/12/2014	30/09/2014	31/12/2013	31/12/2014	31/12/2013	31/03/2014
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Income						
a. Income from Operations	12254.91	5963.12	5168.47	24175.20	10133.32	14840.02
b. Other Operating Income	8.35	0.30	11.48	29.95	101.68	114.22
Total Income from Operations	12263.26	5963.42	5179.95	24205.15	10235.00	14954.24
2. Expenditure						
a. Product & Content Development	9391.82	4430.93	3759.98	18261.20	7181.42	10773.18
b. Sales and Marketing Expenses	1840.61	843.29	718.16	3545.13	1371.88	2119.08
c. General and Administrative Expenses	156.94	190.21	259.88	548.69	589.07	1035.79
d. Employees Benefit Expenses	459.05	434.78	325.79	1300.88	846.39	1213.09
e. Depreciation	34.58	35.99	125.69	105.29	372.85	402.11
Total Expenditure	11883.00	5935.20	5189.50	23761.19	10361.61	15543.25
3. Profit from Operations before Other Income, Finance Costs and Exceptional Items (1-2)	380.26	28.22	-9.55	443.96	-126.61	-589.01
4. Other Income	91.95	109.20	111.51	278.20	410.26	461.25
5. Profit before Finance Cost and Exceptional Items (3+4)	472.21	137.42	101.96	722.16	283.65	-127.76
6. Finance Costs	21.68	16.67	29.93	55.46	66.13	90.20
7. Profit before Exceptional Items (5-6)	450.53	120.75	72.03	666.70	217.52	-217.96
8. Exceptional items:						
Assets Write Off	0.00	0.00	0.00	0.00	0.00	1810.87
Less : Transferred from General Reserve	0.00	0.00	0.00	0.00	0.00	-1810.87
9. Profit from Ordinary Activities (7-8)	450.53	120.75	72.03	666.70	217.52	-217.96
10. Tax expense	35.44	28.38	56.74	75.93	110.57	-423.80
11. Net Profit from Ordinary Activities after Tax (9-10)	415.09	92.37	15.29	590.77	106.95	205.84
12. Extraordinary Items (net of Tax Expenses)	0.00	0.00	0.00	0.00	0.00	0.00
13. Net Profit for the period (11 +/- 12)	415.09	92.37	15.29	590.77	106.95	205.84
14. Paid-up Equity Share Capital of ₹10 each	1473.17	1473.17	1473.17	1473.17	1473.17	1473.17
15. Reserve excluding Revaluation Reserves as per Balance Sheet of previous Accounting Year						6267.07
16. Earnings per Share (EPS) (₹)						
Basic and diluted EPS before and after Extraordinary Items	2.82	0.62	0.11	4.01	0.73	1.40
17. Particulars of Shareholding						
(i) Public Shareholding						
- Number of Shares	5981664	5981664	5981664	5981664	5981664	5981664
- Percentage of Shareholding	40.60	40.60	40.60	40.60	40.60	40.60
(ii) Promoters and Promoter Group Shareholding						
a. Pledged / Encumbered						
- Number of Shares	0.00	0.00	0.00	0.00	0.00	0.00
Percentage of Shares (as a % of the Total Shareholding of Promoter and Promoter Group)	0.00	0.00	0.00	0.00	0.00	0.00
Percentage of Shares (as a % of The Total Share Capital of the Company)	0.00	0.00	0.00	0.00	0.00	0.00
b. Non - Encumbered						
- Number of Shares	8750014	8750014	8750014	8750014	8750014	8750014
Percentage of Shares (as a % of the Total Shareholding of Promoter and Promoter Group)	100.00	100.00	100.00	100.00	100.00	100.00
Percentage of Shares (as a % of the Total Share Capital of the Company)	59.40	59.40	59.40	59.40	59.40	59.40

STANDALONE INFORMATION

PARTICULARS	Quarter Ended			Nine months Ended		Year Ended
	31/12/2014	30/09/2014	31/12/2013	31/12/2014	31/12/2013	31/03/2014
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue	772.33	676.00	669.57	2085.73	1485.22	1857.18
Profit before Tax and Exceptional Items	155.94	68.86	66.48	303.82	169.51	-223.37
Profit after Tax and Exceptional Items	140.54	40.52	10.51	247.94	60.06	204.55

PARTICULARS		Quarter ended 31/12/2014
18. Investor Complaints		
Pending at the beginning of the quarter		0
Received during the quarter		1
Disposed of during the quarter		1
Remaining unresolved at the end of the quarter		0



Scan this QR code to download Un-Audited Financial Results for the Quarter and Nine Months Ended 31st December, 2014.

NOTES :

- The above results were reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on 27th January, 2015. The Statutory Auditors have carried out Limited Review of the Un-Audited Financial Results of the Company under Clause 41 of the listing agreement with the stock exchanges.
- The Board of Directors have declared an Interim Dividend of Rs. 1/- (10%) per equity share of Rs. 10/- each for the FY 2014-15 at this meeting and record date for the payment of Dividend is 6th February, 2015.
- As per the requirements of AS-17 issued as per Companies (Accounting Standards) Rules, 2006, no disclosure is required as the Company is operating in single business /geographical segment of Internet based delivery of services.
- During the quarter, a new company was set-up in USA under the name of 123Stores, Inc. to carry out the E-Commerce operations.
- ITL's Consolidated Financial Results include the results of the following Companies :-
 - 123Stores, Inc. (USA)
 - 123Greetings.com, Inc. (USA)
 - 123Greetings (Singapore) Pte. Ltd. (Singapore)
 - One Two Three Greetings (India) Pvt. Ltd. (India)
- The Unaudited Standalone and Consolidated financial results of the Company for the quarter ended 31st December, 2014 are available on the Company's website www.itlindia.com
- Foreign Exchange Gain on export sale is shown under Other Operating Income.
- Previous quarters' / year's figures have been regrouped / rearranged wherever considered necessary.

For IntraSoft Technologies Ltd.

Sd/-

Arvind Kalaria
Managing Director

Place: Kolkata

Date: 27th January, 2015