



## 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

**Date:** May 28, 2025

**Corporate Relationship Department**

**BSE Limited**

P. J. Towers, Dalal Street,  
Fort, Mumbai - 400 001

**Listing Department**

**National Stock Exchange of India Ltd**

Exchange Plaza, Bandra Kurla Complex  
Mumbai - 400 051

**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, 2025.

This is for your information and records.

Thanking You,

Yours faithfully,

For **IntraSoft Technologies Limited**



**Aakash Kumar Singh**

**Company Secretary & Compliance Officer**

**Encl.:** As above



# IntraSoft Technologies Limited



**Investor Presentation**  
**28<sup>th</sup> May, 2025**

**BSE: 533181, NSE: ISFT**

A decorative graphic in the top right corner featuring a blue and green wavy line with small white dots, resembling a stylized signal or data path.

**123Stores**

**123Stores**

**E-Commerce Subsidiary of IntraSoft  
Technologies Limited**

# We are an Amazon Retailer

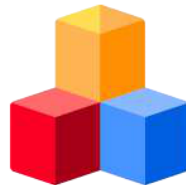
What we do?



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*



## Our Platform Features



## **Our Journey**

**Our business underwent  
extensive transformation to  
emerge with a more robust,  
sustainable and resilient  
business model**

# Inventory Heavy Model upto FY22



Inventory Heavy Model had several challenges

- **Higher working capital requirements**
  - Inventory-heavy model requires significant capital to maintain stock levels, which lead to continuous increase in working capital requirement.
- **Risk of Inventory Mark down/Obsolescence/Change in trends**
  - Holding inventory increases the risk of items becoming outdated or obsolete, especially in industries driven by fast-changing trends.
  - Unanticipated shifts in consumer preferences can lead to significant markdowns.
- **Continuous Rise in Debt Levels**
  - Financing high working capital leads to rise in Debt levels, which increases the interest costs leading to a negative impact on the PAT margin
- **Difficult to Scale**
  - Inventory model requires significant capital requirement, leads to challenge in scaling and adding more products to the engine.

uptil  
2022



## FY22 to FY25 – Period of Transformation



2022 - 2025

- **Company focused on gradual shift towards Vendor Direct Model from Inventory Model**
  - Focus on selling entire **product catalogue** of brands including the Long tail products
  - Long tail products are **slow-moving & low volume** products
  - Shipped the products from **brand warehouses to consumers** - saving in shipping, storage & inventory holding costs
- **Reduction of Inventory level**
  - **As we transitioned** our focus towards Vendor Direct model, this led to reduction in inventory
- **Debt Repayment**
  - Shift from Inventory Model helped in **reduction in debt levels**, reducing the interest cost
- **Strong Focus on Technology ensuring Robust scalable systems**
  - Technology forms the bedrock of our offering – enabling us to service our brand partners and scale higher milestones. Our strong focus would ensure our future growth,

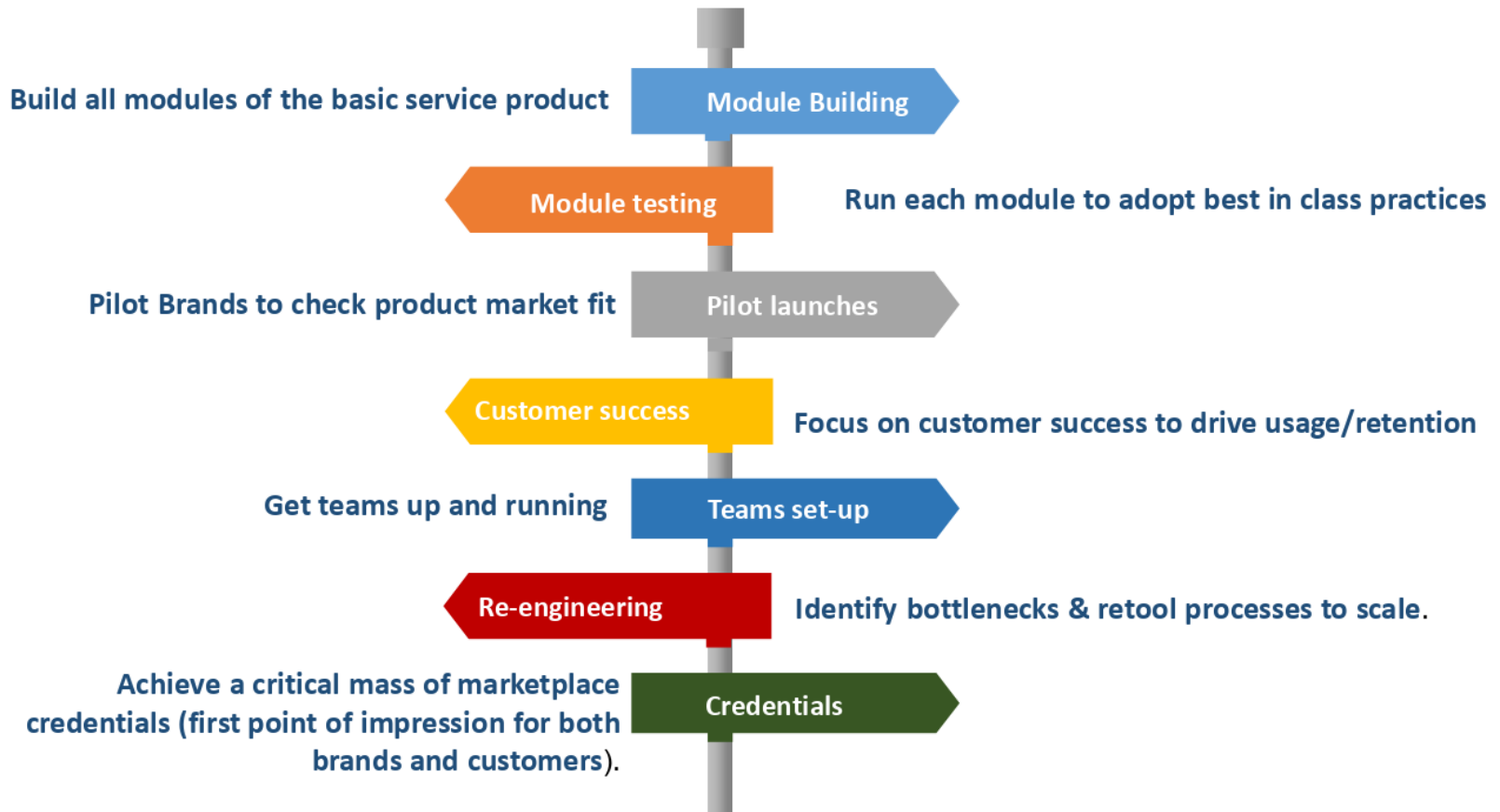
## FY26 Onwards - Emerging as a transformed company



2026  
onwards

- **Accelerated shift to Vendor Direct Model**
  - Focus on selling entire **product catalogue** of brands including the Long tail products
  - Shipped the products from **brand warehouses to consumers** - saving in shipping, storage & inventory holding costs
  - Vendor Direct Model's Revenue as a percentage of Total Revenue to continuously increase
- **Limited Risk of Inventory Drawdown due to reduction in Reduction of Inventory level**
  - Focus on Vendor Direct Model would limit Inventory drawdown risk
- **Scalability to improve Significantly with increased reliance on Vendor Direct model**
  - Through our technology which has **the bandwidth, efficiency and robustness** to support this growth opportunity

## Our focus till date



## Key focus areas for future

Expansion of our brand partner network to expand the list of our product offerings

Brand partners



0  
1

Investment in technology innovation and artificial intelligence

Technology



0  
2

## Brand partner expansion

Target

We aim to increase the breadth of our product offerings

From

150,000

To

500,000

How we  
plan to  
achieve  
it?



Through *our technology* which has the *bandwidth, efficiency* and *robustness* to support this growth



*Grow our network of brand partners* and deepen relationships with them through investments in:



Maintaining and growing our sales teams



Training our sales team and equipping them with the necessary technology

## Investment in Technology



Technology forms the bedrock of our offering – enabling us to service our brand partners and scale higher milestones



We emphasize on our constant innovation and enhancing our products and platform offerings



We will continue to *invest in our technology* to enhance its:



Efficiency & speed of transactions



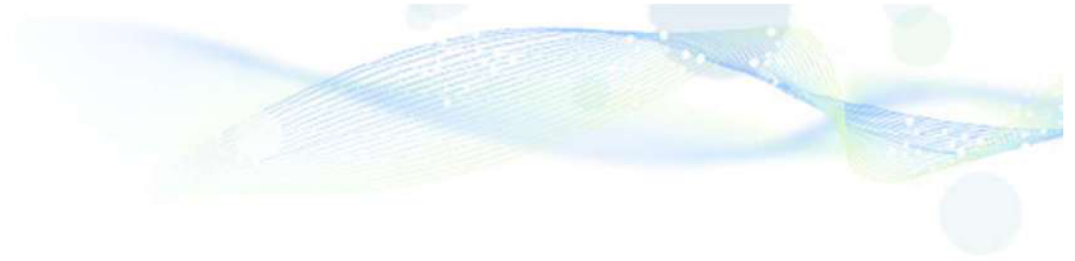
Bandwidth & scalability



Automation levels



Security



# Financial Performance of IntraSoft Technologies Limited



## Financial Performance – IntraSoft Technologies Limited

Audited Consolidated Statement of Profit & Loss				
Particulars	Quarter Ended		Year Ended	
	Mar-25	Mar-24	Mar-25	Mar-24
	₹ (In Lakhs)		₹ (In Lakhs)	
Revenue From Operations	13,004.00	12,150.36	50,719.37	48,546.54
Cost of Goods Sold	8,291.42	7,617.23	32,107.22	30,328.78
<b>Gross Profit</b>	<b>4,712.58</b>	<b>4,533.13</b>	<b>18,612.15</b>	<b>18,217.76</b>
Shipping and Handling Expenses	1,967.16	1,784.94	7,544.35	6,861.22
Sales & Marketing Expenses	1,962.86	1,740.44	7,554.11	6,787.15
Employee Benefit Expense	210.18	242.89	927.25	1,439.88
Other Expenses	207.16	279.97	829.95	1,182.38
<b>Earnings From Operations</b>	<b>365.22</b>	<b>484.89</b>	<b>1,756.49</b>	<b>1,947.13</b>
Other Income (Net)	12.30	251.21	141.13	737.66
<b>Earnings Before Interest, Tax, Depreciation &amp; Amortization</b>	<b>377.52</b>	<b>736.10</b>	<b>1,897.62</b>	<b>2,684.79</b>
Depreciation & Amortization	18.39	23.39	85.38	97.81
<b>Earnings Before Interest &amp; Tax</b>	<b>359.13</b>	<b>712.71</b>	<b>1,812.24</b>	<b>2,586.98</b>
Finance Costs	31.87	316.16	255.55	1,188.24
<b>Profit Before Tax (PBT)</b>	<b>327.26</b>	<b>396.55</b>	<b>1,556.69</b>	<b>1,398.74</b>
Tax Expense	92.04	160.53	288.19	418.74
<b>Profit After Tax (PAT)</b>	<b>235.22</b>	<b>236.02</b>	<b>1,268.50</b>	<b>980.00</b>





**IntraSoft Technologies Limited**

**For Further Information, Please Contact**

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**Company :**

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

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