



IntraSoft Technologies Limited

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November 9, 2017

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: Press Release on Financial Results

Ref: Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to captioned matter, please find enclosed herewith a copy of press release proposed to be released by the Company on Financial Results for the quarter and half year ended on September 30, 2017.

This is for your information and records.

Thanking You,

Yours faithfully,
For IntraSoft Technologies Limited

Pranvesh Tripathi
Company Secretary & Compliance Officer



Encl: as above



PRESS RELEASE



Mumbai, November 9, 2017

INTRASOFT TECHNOLOGIES LIMITED REPORTS Q2 REVENUE UP 37% Y-o-Y

IntraSoft Technologies Ltd. (BSE: 533181, NSE: ISFT) today announced its unaudited Consolidated Financial Results according to Ind-AS for the Quarter ended 30th September 2017.

Q2 FY2017-18 HIGHLIGHTS: (All comparisons are with Q2 FY2016-17 figures)

- Revenues in Q2 grew by 37% in constant currency terms.
- Revenue in Q2 grew by 31% to Rs 286.99 Cr from Rs 218.96 Cr in INR terms.
- Income from Operations in Q2 grew by 28% to Rs 6.28 Cr from Rs 4.90 Cr

Trailing Twelve Months ended 30th September 2017 HIGHLIGHTS: (All comparisons are with TTM ended 30th September 2016 figures)

- Revenue grew by 18% to Rs 1045.01 Cr from Rs 886.32 Cr. in INR terms.
- Free Cash flow generation improved by Rs 25.26 Cr.

MANAGEMENT'S STATEMENT

Commenting on the results, Mr. Arvind Kajaria, Managing Director said, "We are pleased to report a revenue growth of 37% during the quarter, improving from our growth of 22% during the last quarter. We continue to build on the strong start we had this year and grow our relationships with our suppliers.

There was an improvement of Rs 25.26 Crore in free cash flow generation Y-o-Y (Trailing Twelve Months basis). Free cash flow generated during the Trailing Twelve Months stood at Rs 3.67 Crore in comparison to Rs -21.59 Crore last year as we continued our focus on reducing our requirement of additional capital whilst moving towards higher levels of growth in the future.

The Company continued to focus on improving its inventory performance using its proprietary technology. This enabled the Company to improve its Inventory Turnover, average (Trailing Twelve Months) to 18.0 from 15.5 in the previous quarter. This led to an improvement in inventory days from 24 days to 20 days.



The Company continued its focus on improving supplier credit. However, due to increased purchases on account of the upcoming holiday season towards the end of the quarter, we hit credit limits with some of our suppliers, resulting in a decrease of accounts payable days from 12 days to 10 days. This decrease was well covered by our improvement in inventory days. We expect accounts payable days to improve next year after the holiday season is over.

Our working capital requirement reduced to 14 days during TTM Q2-FY18 in comparison to 21 days during TTM Q2-FY17, an improvement of 33% Y-o-Y, whilst continuing to grow revenues.

During the quarter, we continued to work with marketplaces on special promotional offers to our customers. This resulted in us passing an extra discount to the customers, which was recovered from the marketplaces as a discounted sales & marketing fee. Accordingly, there was an increase in cost of goods sold as a percentage of sales which was offset by a decrease in sales & marketing expenses as a percentage of sales (approx. 1.5%). This had no financial impact on our margins.

123Stores was ranked #689 amongst the fastest growing private US companies by Inc. 5000 (2017) based on revenue growth from 2013 to 2016, a marked improvement from #1,641 in its 2014 list.

During the quarter, we continued to add new suppliers & products to our offering. The technology platform has been further strengthened to seamlessly manage the upcoming holiday sales. Overall, we are excited about our performance in the quarter and about the market opportunity ahead of us.

CONFERENCE CALL

IntraSoft Technologies Limited will host a conference call to discuss the Quarterly & Half Yearly Financial Performance for Q2 FY2017-18 on **Friday, November 10th, 2017 at 1.00 p.m. (IST)**. Investors and participants can access the call by dialing either of the following access numbers:

Access Numbers	
Primary Number:	+91 22 3960 0551
Toll Free Number:	USA: 1866 746 2133
	UK: 0 808 101 1573
	Singapore: 800 101 2045
	Hong Kong: 800 964 448

The Participants from IntraSoft Technologies Ltd would be **Mr. Arvind Kajaria (Managing Director)** and **Mr. Mohit Kumar Jha (Chief Financial Officer)**. An archive of the conference call transcript will be available at www.itlindia.com.



ABOUT INTRASOFT TECHNOLOGIES LIMITED:

IntraSoft Technologies Limited owns & operates 123Stores, an Online E-Commerce Retailer.

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 #223 on the Internet Retailers 2017 Top 500 list and is ranked #689 in Inc. 5000 (2017) list of fastest growing private US companies.

IntraSoft Technologies Limited also owns & operates 123Greetings.com, the world's leading online destination for human expressions reaching 95 million visitors annually.

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.