

Intellect/SEC/2020-21

February 02, 2021

1. National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051.

Scrip Code :
INTELLECT

2. BSE Ltd.
1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort, Mumbai – 400 001.

Scrip Code :
538835

Dear Sirs,

Sub-Intimation under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation being made on unaudited financial results of the Company for the quarter ended December 31, 2020 to the analyst and Institutional investor held on February 02, 2021.

Kindly take the above information on record.

Yours truly,
for Intellect Design Arena Limited



V V Naresh
Company Secretary and Compliance Officer
Encl: a/a



Q3 FY21 EARNINGS ANNOUNCEMENT

Certain statements in this release concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, but are not limited to our ability to manage growth, intense competition among Indian and overseas IT Products companies, various factors which may affect our cost advantage, such as wage increases or an appreciating Rupee, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Intellect Design Arena has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry.

Intellect Design Arena may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

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Company overview

Intellect Design Arena Ltd. has the world's largest cloud-native, API led, microservices based multi-product FinTech platform powered by AI/ML for the Global leaders in Banking, Insurance and Capital Markets. It offers a full spectrum of banking and insurance technology products through its four lines of businesses - Global Consumer Banking, Global Transaction Banking (iGTB), Risk, Treasury and Markets, and Insurance. With over 25 years of deep domain expertise, Intellect is the brand that progressive financial institutions rely on for their digital transformation initiatives.



Corporate Banking

Digital Transaction Banking

Modular & open, omnichannel, complete front-to-back integration

Contextual Banking Experience

White Label Digital Transaction Banking platform to manage firms' cash and trade

Trade & Supply Chain Finance

Integrated platform to manage two key portfolios of the Corporate Bank

Liquidity Management Solution

Best-in-class algorithmic contextual Liquidity Management

Payments

Unified payments wizard



Retail Banking

Digital Core

Digital 360, real-time, context-aware

Digital Lending

Instant credit, micro-segmentation, risk optimisation

Retail Banking (CBX Retail)

Driving contextual Digital experience

Digital Wealth (Wealth Qube)

Relationship-centric digital wealth management solution

Central Banking

Designed for complexity reduction, real-time GL, liquidity, risk management & complex payment orchestration

Company overview



Risk, Treasury & Capital Markets

Brokerage Solution (Capital Alpha)

Broker in a box, multi-asset, multi-exchange

Treasury and ALM (Capital Cube)

Real time Optimizer & Risk Manager for the Bank's treasurer

Asset Servicing (Capital Sigma)

An end to end transaction platform for Custodians and Asset Managers



Digital Solution

I-GOV

Full Spectrum Digital for Public Sector Services



Insurance

Underwriting (Xponent)

Pioneering deployment of Artificial Intelligence, Big Data and IoT to transform insurance

Risk Analyst

Integrating multiple data sources with Intelligence to guide the Underwriter

Magic Submission

Reimagine Submissions with the magic of AI



Platform

I-Turmeric

First-of-its kind enterprise integration and transformation platform for banks to progressively modernise to a API led, Cloud ready architecture

IDX

Fabric Data Platform powered with AI, ML- Intelligent Data Extraction, Validation and contextual synthesis



5 steps to drive sustainable and scalable Product Business

- Step#1 : Building a product around an identified market need
- Step#2 : Winning first reference
- Step#3 : Design branding and marketing; Acquire first 10 Customers
- Step#4 : Aggressive Selling and Premium pricing
- Step#5 : Partnerships, Strategic Alliances and Mining

It takes 3 years to move from Step 2 to step 4.

Over 60% of our product investments deliver to this time frame.

Life Time Value (LTV) of one successful product is typically \$100 Mn to \$500 Mn.

Phase of growth and investment – Several Products were in Steps # 2 and # 3

- Investments in Product development – Investments in Sales & Marketing
- Brand building, gaining Market acceptance, winning Analyst endorsements
- Investments in building Leadership bandwidth and building expertise
- Expanding Customer footprint – Sharpening execution

Resulting in

Acquiring
marquee logos

Recognition as
Category Leaders

Winning key deals

INTELLECT 1.0 – 2015-2018

1

2

INTELLECT 2.0 – 2018-2021

Industrialization, Monetization and Customer Centricity

- Aim is to move more Products to Steps # 4 and # 5
- Industrialization – Scaling
 - Making processes robust and repeatable
 - Ensuring D-3 OTIF , defect free delivery
- Monetization – Unlocking the value of IP investments
 - Better Pricing and Revenue realisation
 - Alternatives in Pricing models to maximize revenue
- Customer Centricity – Fostering rewarding partnerships

Board of Directors

**Arun Jain**

Chairman & Managing Director

**Anil Kumar Verma**

Executive Director

**Arun Shekhar Aran**

Independent Director

**Andrew England**

Non-Executive Director

**Vijaya Sampath**

Independent Director

**Abhay Gupta**

Independent Director

**Arun Jain**

Chairman & Managing Director

**Anil Kumar Verma**

Executive Director

**Manish Maakan**Chief Executive Officer, Global
Transaction Banking**Rajesh Saxena**Chief Executive Officer, Global
Consumer Banking**Banesh Prabhu**Chief Executive Officer,
Intellect SEEC**TV Sinha**Head – Risk, Treasury
and Capital Markets**Andrew England**Director and Head – Strategy,
Global Transaction Banking**Govind Singhal**Chief Human Resources and
Group Enablement Officer**Venkateswarlu Saranu**

Chief Financial Officer

We address the global technology requirements of

- Banks – Corporate and Retail
- Financial Institutions – Central Banks, Non Banking Financial Houses
- Capital Markets - Mutual Funds, Brokerage Houses, Custodians
- Insurance Carriers

OUR WINNING DIGITAL STRATEGY

What problems do we solve

- Complexity of multiple generation of Technology - Enabling convergence and Digital / Cloud transformation.
- Complexity of Customer data
- Leveraging Technology to drive 'Exponential' Operating cost reduction
- Accelerating growth agenda by enabling agility in configuring Products and taking them to Market quickly.
- Driving Customer Experience

MARKET OPPORTUNITY



Software spend in FinTech projected at - \$300 Bn

01



50% growth in Fintech Product business projected i.e. from \$20 Bn to \$30 Bn between FY19 to FY23

02



Tailwinds - 'Buy' replaces 'Build' - Moving from 7% to 10% of pie

03



Need to accelerate Technology Change and Demand for Contextual Experiences , further accentuated by the pandemic

04

Who do we
compete
with...

Consumer Banking:

Temenos, Finastra, TCS, Finacle and Oracle

Transaction Banking:

Finastra, ACI Worldwide, CGI and Bottomline

Risk, Treasury and Markets:

Sungard, Finastra and Calypso

Insurance:

Carpe Data and Planck

Key Competitive Strengths/MOAT

**Technology****Cloud Native. API Ready. Microservices based Open Architecture powered by AI/ ML**

Design Thinking

Digital 360 Architecture
for Accelerated
TransformationHighly rich Global aligned
Functional products

Accelerated Delivery

Developing API Ready
Contextual Products.**LEADERSHIP TEAMS (Talent)**

Best in Class Global Talent

Stable Leadership Talent.
High retention200 + leaders from Financial and Technology world
each with around 25 years of experienceDiversity and Inclusiveness.
Nationality Agnostic.**Brand****Ranked #1 in Retail Banking and Wholesale Banking by the IBS Annual Sales League Table 2020.****End Customer****240+** customersServicing clients in **91** Countries**58%** revenues from Advanced Markets

Intellect Products Endorsed by Global Analysts



Product Acceptance in Leadership Quadrant - #1 Partner of Choice for Digital Transformation Programs



Novarica rates Intellect SEEC's IDX as an Intelligent Text Ingestion solution for Advanced Underwriting with AI & ML playing a larger role.



Intellect Design named a LEADER in IDC MarketScape report - Worldwide Trade Finance Systems 2020 Vendor Assessment.



Contextual ALM 2020 (CALM 20) rated among Top NextGen ALM and Balance Sheet Management solutions Worldwide.



iGTB powered Emirates NBD wins Celent's "Model Bank Award" for End-to-End Digital Transformation of Transaction Banking Business initiative.



iSEEC powered St. James's Place wins Celent's "Model Wealth Manager Award" in Emerging Technology category for "New Business Innovative" initiative.



CBX & CBX Retail - Digital Onboarding Platform Wins "Breadth of Functionality" Award.



"Major Players" in Forrester's 2020 Global Banking Platform Deals



Recognized as "Challenger" in Gartner Magic Quadrant for Retail Core Banking.



CBX for Cash management – "Vendor to Watch" in US Cash Management Report.



CBX-Retail wins XCelent Functionality Award for leading the "Breath of Functionality"



(iGTB) rated as a "Strong Performer" in The Forrester Wave™: Digital Banking Processing Platforms (Corporate Banking).

Intellect continues on Monetisation trajectory

Yet another quarter of steady consolidation of our Monetisation agenda on revenue, costs, margin expansion and positive cash flows. Driven by healthy deal flows and significant number of implementation closures.

Q3 FY21 - Calibrated Predictable and Profitable Growth

iGCB marks its entry in North America by winning its first cloud subscription deal

Expansion of EBITDA margins at 26% of revenues in Q3 FY 21 vs 1% in Q3 FY20 (24% in Q2 FY 21)

Product Acceptance in Leadership Quadrant



Breakthrough in Germany with OTTO GmbH destiny deal win

Novarica rates IDX as an Intelligent Text Ingestion solution for Advanced Underwriting with AI & ML playing a larger role.

SaaS revenue growth of 28% in Q3 FY 21 as against 51% in Q3 FY20

E1: Revenue

- Total revenue is at INR 3823 Mn registering 19% YoY growth
- In \$ terms, total revenue is at \$ 51.81 Mn registering 15% YoY growth

E2: License , AMC and SaaS Revenue

- License Revenue is INR 910 Mn, registering 85% YoY growth
- AMC Revenue is INR 745 Mn, registering 18% YoY growth
- Cloud/SaaS revenue is INR 418 Mn, registering 28% YoY growth

E3: Gross Margin, EBITDA and PAT

- Gross Margin is INR 2141 Mn, 56% of revenues - grew from 47% in Q3 FY20
- EBITDA is INR 975 Mn at 26% of revenues in Q3 FY21 as against INR 36 Mn in Q3 FY20.
- Net Profit is INR 804 Mn (21% of revenues in Q3 FY21) as against a loss of INR (114) Mn in Q3 FY20.

E4: Cash and Net Cash position

- Effective Operating Cash Flow is INR 335 Mn
- Cash and Cash Equivalent is INR 1837 Mn Vs INR 1212 Mn in Q3FY20
- Net cash as of Q3 FY21 is at INR 1242 Mn as against negative INR 1015 Mn in Q3 FY20.

E5: Collections and Investment in Product Development (Capitalised)

- Collections for Q3 FY21 is INR 3483 Mn; up by INR 138 Mn as against 3345 Mn in Q3 FY20.
- The Net Days of Sales Outstanding (DSO) is 124 days in Q3 FY21 as against as against 132 days in Q3 FY20.
- Investment in Product Development (Capitalized) is INR 283 Mn, against INR 287 Mn in Q3 FY20.

Q3 FY21 – Revenue at INR 3823 Mn

Q3 FY21 REVENUE (INR)

3823 Mn

Q3 FY20 – 3203 Mn

Q3 FY21 REVENUE (US \$)

\$ 51.81 Mn

Q3 FY20 - 44.97 Mn

EBITDA (INR)

975 Mn

Q3 FY20 - 36 Mn

EBITDA %

26%

Q3 FY20 - 1%

GROSS MARGIN (INR)

2141 Mn

Q3 FY20 - 1492 Mn

LICENSE (INR)

910 Mn

Q3 FY20 - 492 Mn

SAAS Revenue(INR)

418 Mn

Q3 FY20 - 326 Mn

AMC (INR)

745 Mn

Q3 FY20 - 634 Mn

PAT (INR)

804 Mn

Q3 FY20 – (114) Mn

NET CASH

1242 Mn

Q3 FY20 – (1015) Mn

Collections for
Q3 FY21
(INR Mn)**3483 Mn**

Net DSO

124 DaysInvestment in
Product
Development
(Capitalized) (INR)**283 Mn**

Annualised EPS

24.23

Deal Wins

10

Large Deal Wins

6

Go Lives

9CSR contribution
(INR Mn)**17 Mn**

Financials

YTD – Revenue at INR 11046 Mn

YTD FY21 REVENUE (INR)

11046 Mn

YTD FY20 – 9912 Mn

YTD FY21 REVENUE (US \$)

147.99 Mn

YTD FY20 - 140.90 Mn

EBITDA (INR)

2592 Mn

YTD FY20 - 109 Mn

EBITDA %

23%

YTD FY20 - 1%

GROSS MARGIN (INR)

6116 Mn

YTD FY20 - 4595 Mn

LICENSE (INR)

2501 Mn

YTD FY20 - 1474 Mn

SAAS Revenue(INR)

1152 Mn

YTD FY20 - 835 Mn

AMC (INR)

2234 Mn

YTD FY20 - 1858 Mn

PAT (INR)

1822 Mn

YTD FY20 – (250) Mn

NET CASH

1242 Mn

YTD FY20 – (1015) Mn

Collections for
YTD FY21 (INR)**11190 Mn**

Net DSO

124 DaysInvestment in
Product
Development
(Capitalized) (INR)**836 Mn**

Annualised EPS

18.31

Deal Wins

20

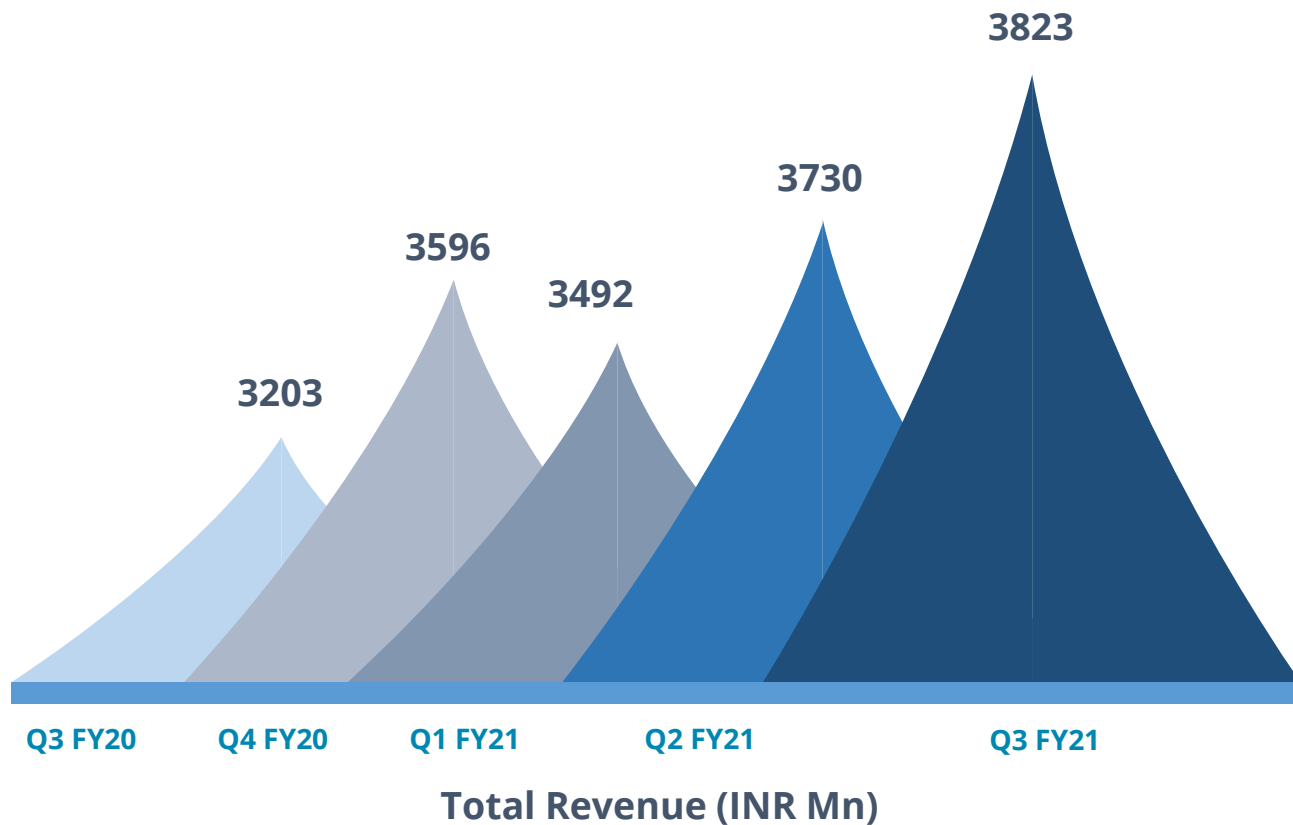
Large Deal Wins

11

Go Lives

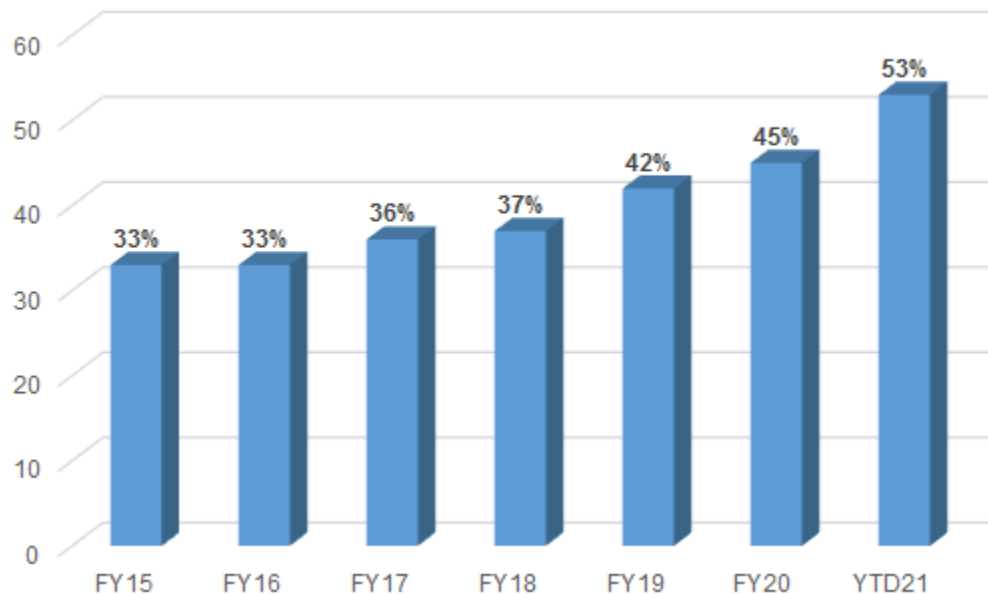
40CSR contribution
(INR)**27 Mn**

FINANCIALS



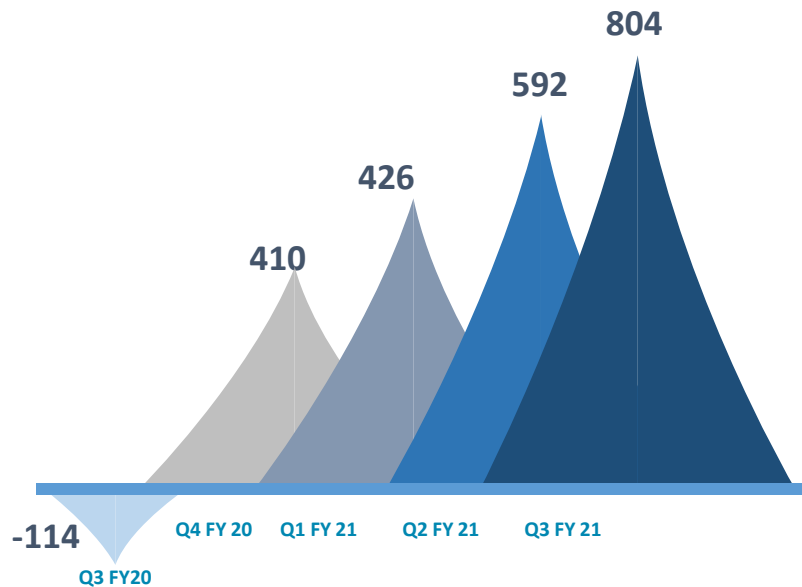
Note : All figures are in INR Million unless otherwise mentioned

FINANCIALS - Steady growth in license linked revenue

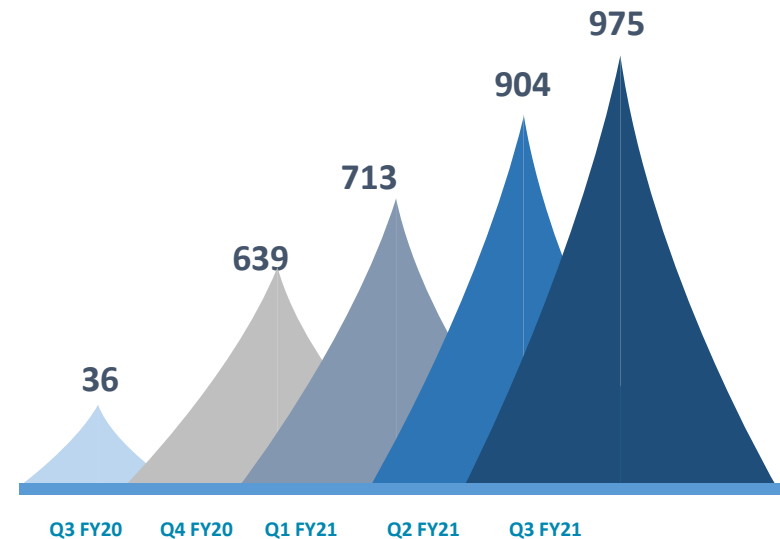


- License linked revenue (License + SaaS/ Subscription + AMC) is at 53% of total YTD FY21 revenues vs 42% of total YTD FY20 revenues
- License Revenue is INR 910 Mn, registering 85% YoY growth
- AMC Revenue is INR 745 Mn, registering 18 % YoY growth
- Cloud/SaaS revenue is INR 418 Mn, registering 28% YoY growth

FINANCIALS



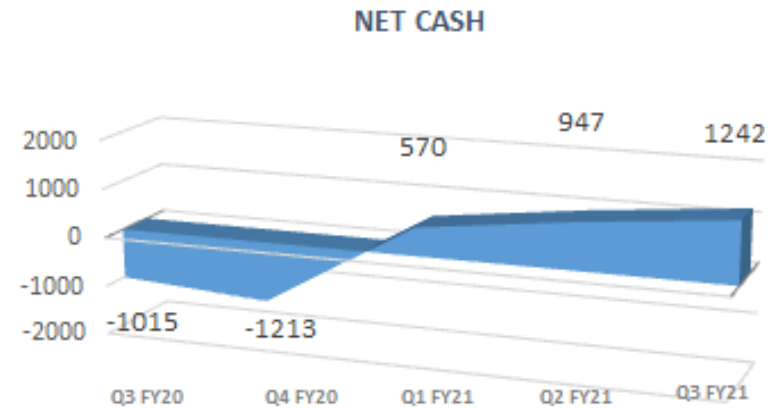
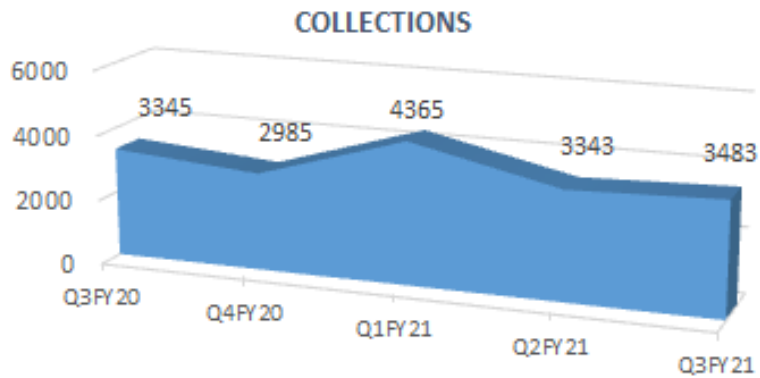
PAT



EBITDA

Note : All figures are in INR Million unless otherwise mentioned

FINANCIALS



Note : All figures are in INR Million unless otherwise mentioned

Strong Order Backlog

License Based ((License, AMC, Implementation, etc.,) (INR Mn)		
Q3FY21	Q2FY21	Q3FY20
12030	11940	11250

ARR for Cloud/Subscription based Revenue (INR Mn)		
Q3FY21	Q2FY21	Q3FY20
1672	1379	1303

Repeat revenue from existing customers stood at 85% (Q3 FY 21)

Financial Results for the Third Quarter Ending – December 31, 2020

Additional Information on function wise classification of statement of Profit and Loss of the Group (Consolidated Un-audited / Not Reviewed)

Particulars	QUARTER ENDED			YTD		YEAR ENDED
	December 31, 2020 (Q3 FY 21)	September 30, 2020 (Q2 FY 21)	December 31, 2019 (Q3 FY 20)	December 31,2020 (Q3 FY 21)	December 31, 2019 (Q3 FY 20)	March 31, 2020 (FY20)
INCOME						
Income from software product license and related services	3,823	3,730	3,203	11,046	9,912	13,509
EXPENDITURE						
Software development expenses	1,682	1,635	1,711	4,929	5,318	6,987
Gross Margin	2,141	2,096	1,492	6,116	4,595	6,522
Gross Margin %	56%	56%	47%	55%	46%	48%
Selling and marketing & General and administrative expenses	936	958	1,142	2,830	3,503	4,555
Research & Engineering expenses	230	234	315	694	983	1,219
Total Expenditure	2,848	2,826	3,168	8,454	9,803	12,761
EBITDA	975	904	36	2,592	109	748
EBITDA %	26%	24%	1%	23%	1%	6%
Depreciation	(93)	(98)	(97)	(295)	(289)	(397)
Amortisation	(96)	(96)	(73)	(276)	(209)	(293)
Hedge Impact	(1)	(12)	(8)	(47)	(24)	(40)
Finance Charges	(13)	(25)	(48)	(78)	(135)	(174)
Profits / (Loss) before other income / minority interest	772	672	(192)	1,895	(548)	(155)
Other Income (including Treasury)	8	22	34	59	265	294
Reinstatement of Receivables / Liabilities	22	(28)	50	43	88	26
Minority Interest/ Share of profit/(loss) of Associate Companies	61	(4)	22	(1)	(16)	46
Profit / (Loss) before tax	864	662	(85)	1,997	(212)	211
Provision for taxation	(60)	(70)	(28)	(175)	(38)	(51)
Profit / (Loss) after tax	804	592	(114)	1,822	(250)	160
Annualised EPS	24.23	17.86	(3.44)	18.31	(2.52)	1.21

Note : All figures are in INR Million except EPS, unless otherwise mentioned

Quarterly Business Highlights - Deals, Markets & Analyst

Wins

- Largest Trade Bank in CEE has selected iGTB for its Trade SWIFT upgrade program
- One of the largest banks in Vietnam has selected iGTB for rolling out Supply Chain Finance
- One of the largest financial institutions in Jordan has selected Digital Transaction Banking (DTB) for its digital transformation program

Go-Lives

- A Top 10 US bank went live with Liquidity Management within 8 months
- One of Top 3 Australian banks went live with Virtual Accounts to extend its Cash Management leadership in the market
- One of the largest commercial banks in the African continent has rolled out Digital Transaction Banking (DTB) to a 6th country
- One of the leading banks in India has gone live with Digital Transaction Banking

iGTB

Product Leadership Journey

- Digital Transaction Banking (DTB) M 21 launched – a comprehensive, high-performance open banking technology platform
- New Digital Operating System CBOS 21 was released with significant high performance and self-healing capabilities
- New Virtual Accounts Management system VA 21 was released with integrated COBO, POBO & LOBO capabilities

Analyst

- Adjudged the winner for Best Project Implementation in the Trade Finance category for implementation at Westpac in IBSI Global Fintech Innovation Awards 2020
- Intellect Design - CBX listed amongst "Leading Core providers named by the US Banks who are looking for Digital Banking offerings" in Aite report

Quarterly Business Highlights - Deals, Markets & Analyst

Deals, Markets & Analyst

- IDC cloud native product chosen for the digital transformation of one of **Europe's leading and second largest e-Commerce player in Germany's credit business**. GDPR Compliant integrated cloud-based system enabling comprehensive management of complete credit lifecycle
- **iGCB LOB marks an entry in North America** by winning its first cloud subscription deal for a mid-tier bank. Deal won against strong international and local competitors
- Closed a **multi million dollar upgrade deal** for the most Innovative and fastest growing bank in Africa for their Core Banking, Lending & Cards transformation.
- **Destiny Deals:** Continue to be well positioned in 3 Destiny deals. Europe momentum continues



Product Leadership Journey on Core Banking and Lending.

- IDC 21 Microservices version is ready for launch, in its countdown checks to move to cloud
- Complete cloud- native makeover for the entire Lending and Cards Platform
- Ahli Bank and Utkarsh Small finance Bank gone live with new CBX-R with revamped User Experience

Analyst

- Won the IBS Intelligence Award for the Most Impactful Project in Digital Lending Category for SVFC, Vietnam

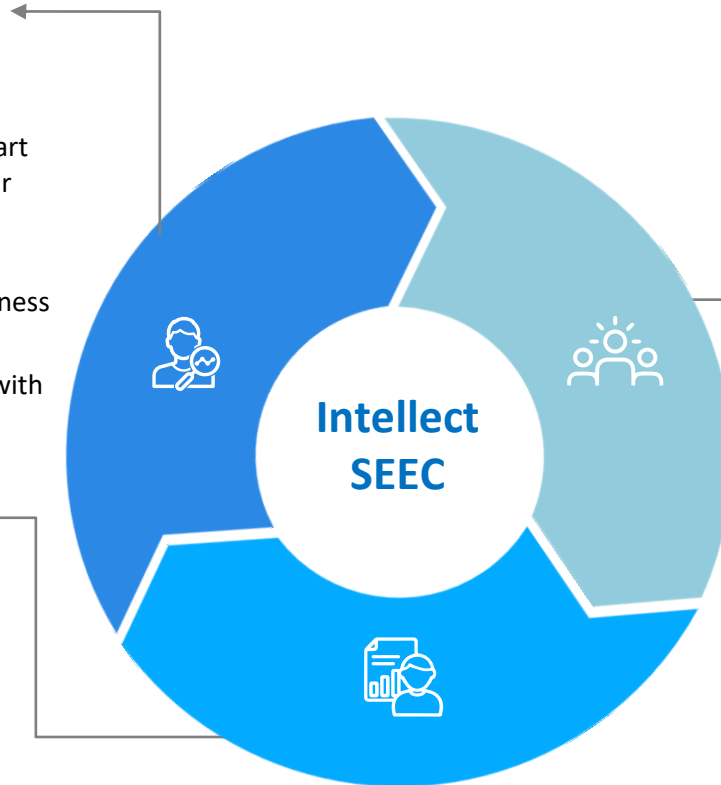
Quarterly Business Highlights - Deals, Markets & Analyst

Deals and Markets

- Amerisure signs 5 year renewal agreement for Intellect Xponent
- Ameritrust goes live with Xponent as part of their underwriting transformation for admitted business
- Liberty Mutual goes live with Magic Submission across 3 major lines of business
- Intellect launches in Australian market with Blue Zebra and signs partnership with CreditorWatch

Analyst

- Magic Submission featured in North East quadrant as an Intelligent Text Ingestion (ITI) solution for Advanced Underwriting, in Novarica's recent report, "Intelligent Text Ingestion: Overview and Prominent Providers"
- CBX-I is profiled among prominent Life Insurance Illustration Systems in Celent's Global edition (EMEA, APAC & LATAM) report.



Product Leadership Journey

- Magic Submission launched in November for AI powered hyper automation
- Intellect FDS adds Quick Submit capabilities for Australian market; soon to be released in North America
- Intellect reaches Silver partner status with Salesforce as a result of the work done at SJP
- Intellect was highly commended in the "Best AI/Machine Learning Provider" category at the 2020 UK Technology Product Awards for the work being done in the area of artificial intelligence

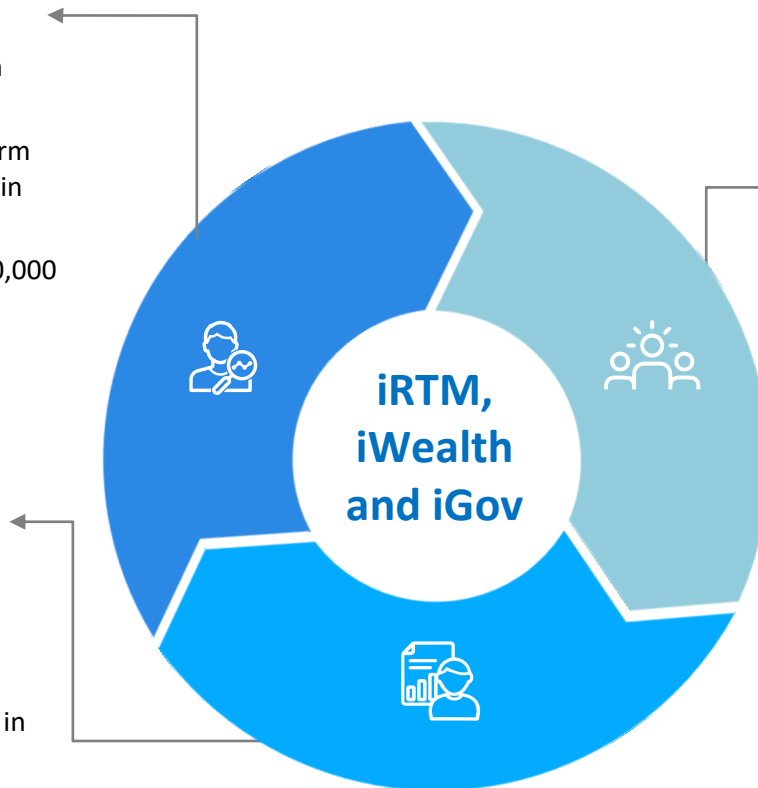
Quarterly Business Highlights - Deals, Markets & Analyst

Deals, Markets & Analyst

- Intellect Wealth wins a large deal in Indonesia
- Capital Sigma -asset servicing platform wins upgrade with top private bank in India
- iGov supported GeM in achieving 10,000 Cr in GMV in Q3 FY21

Analyst

- Won the IBS Intelligence Global Fintech Award for 'Best Implementation in Treasury'
- Capital Cube, Capital Sigma and Capital Alpha: Celent- "Improving Automative Automation with Innovative Technology"
- Intellect Wealth announced Winner in the 2020 IDC FinTech Rankings Real Results Award for Digital Wealth Transformation at CIMB Thai Bank.




Product Leadership Journey

- Capital Alpha - an enterprise brokerage solution gets tested on a Global cloud platform

Order Wins

10 deal wins including 6 large Digital transformation deal



Order Wins**10 deal wins including 6 large Digital transformation deal**

First Fabric Data Platform deal in Australia to power Blue Zebra's Broker Platform.



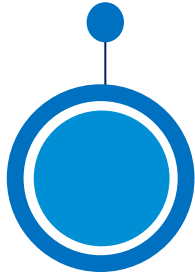
Intellect Wealth wins a large deal in Indonesia.



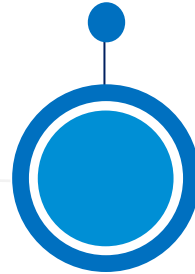
iGTB Digital Transaction Banking (DTB) chosen by a large financial institution in Jordan

Go-Lives**9 Reliable Implementations in Q3 FY21**

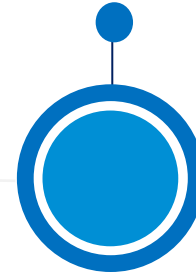
iGTB Liquidity Management went live within 8 months in one of the Top 10 US bank



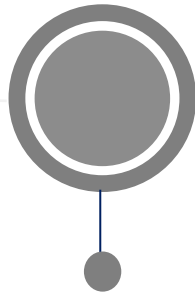
iGTB DTB implemented in the 6th country roll-out for a large commercial bank in the African continent



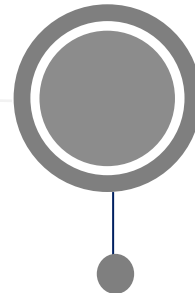
Intellect CBX-R platform went live in a Leading bank in the IMEA region



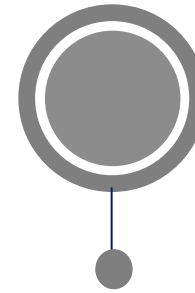
iGTB Virtual Accounts went live in a Top 3 Australian bank



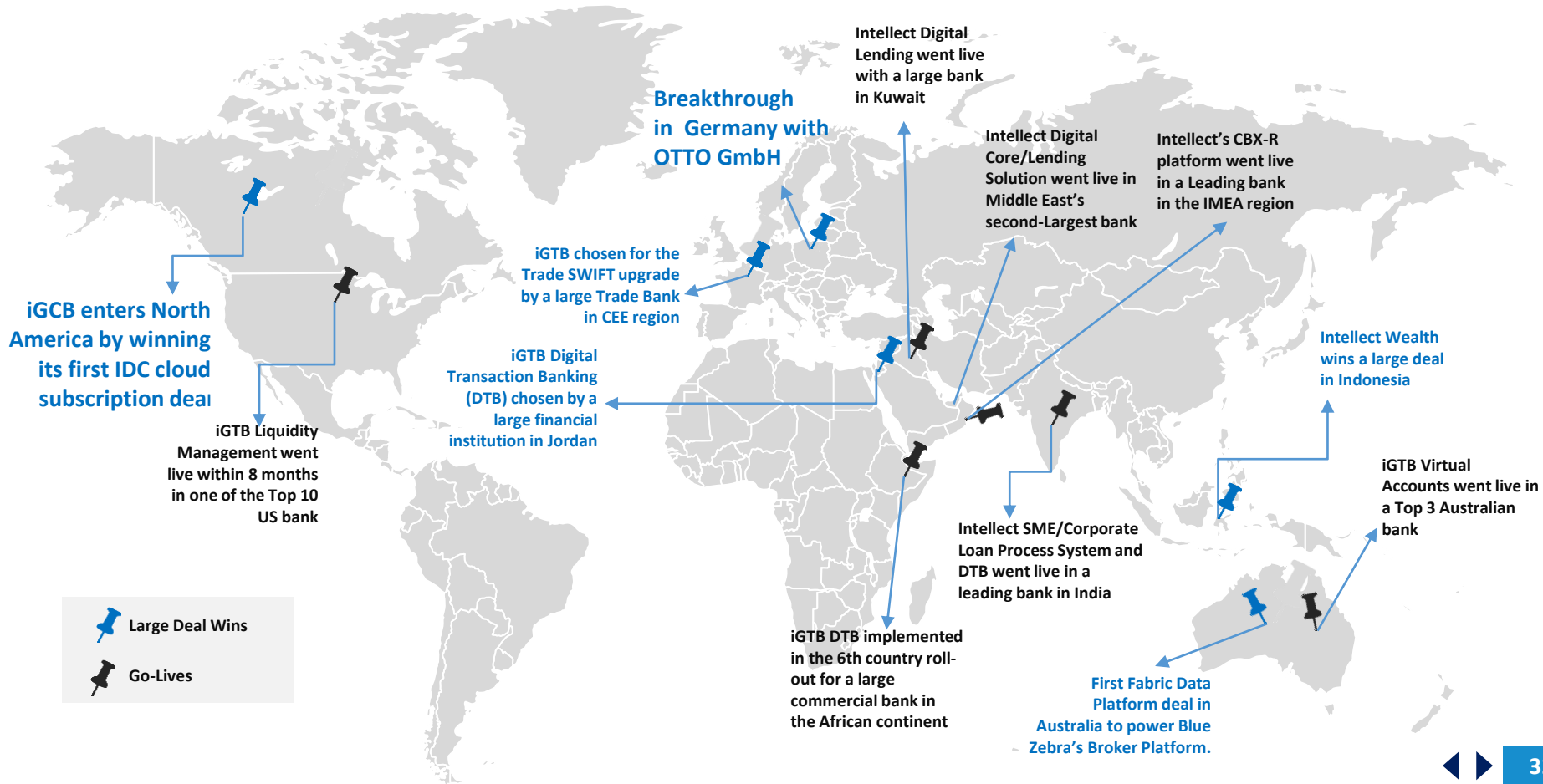
Intellect Digital Lending went live with a large bank in Kuwait



Intellect Digital Core/Lending Solution went live in Middle East's second-Largest bank

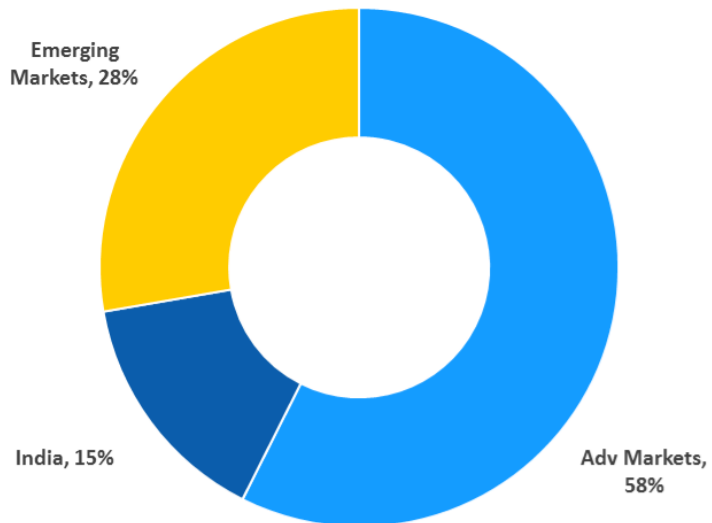


Quarterly Business Highlights - 10 deal wins including 6 large deals and 9 implementations (Go-Lives)

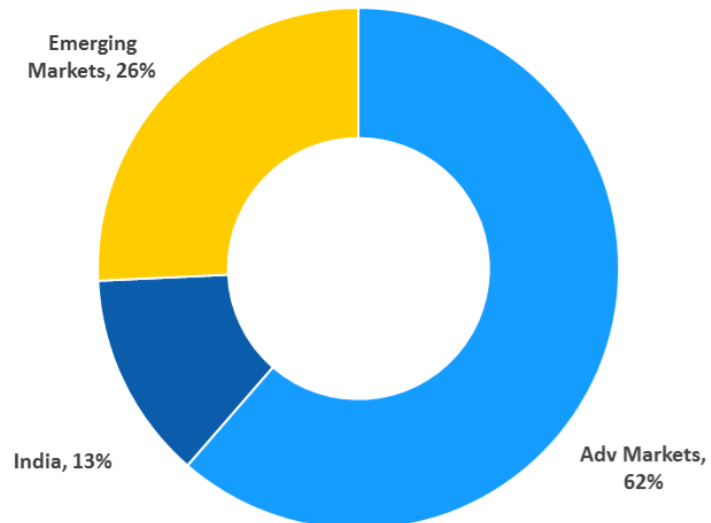


Revenue across Geographies (LTM)

Geography Q3FY21



Geography Q3FY20



Collections and DSO

Collections GEO

Geo	Advanced Markets	Emerging Markets	India	Total
INR (Mn)	2101	865	517	3483

DSO by GEO

Geo	Advanced Markets	Emerging Markets	India	Total
Billed	21	95	24	42
Net DSO	67	218	171	124

Net DSO of 124 days is computed by considering Trade Receivables (less taxes) of INR 1683 Mn. Unbilled receivables of INR 4475 Mn and reducing advances of INR 1178 Mn.

Healthy Pipeline

The current funnel of Intellect (INR Mn)

Q3FY21**41,625**

32,700 is accounted by 132 opportunities

Q2FY21**40,181**

30,285 is accounted by 117 opportunities

Q3FY20**36,850**

32,480 is accounted by 133 opportunities

Destiny Deals

	Q3FY21	Q2FY21	Q3FY20
Destiny Deals	42	41	41
Avg Deal size (INR Mn)	450	446	390
% Contribution to total opportunities	53%	53%	64%

Active Pursuits

	Q3 FY20	Q2 FY21	Won	Lost	Added	Remarks	Q3 FY21
High Value Active Pursuits	41	41	6	1	8	6 deals Won 1 deal Lost 34 deals from Q2 FY21 8 new deals added	42
> INR 50 Cr	8	9	2	-	1	2 deals Won 7 deals from Q2 FY21 + 1 new deal added	8
INR 30 Cr – INR 50 Cr	13	12	-	-	3	12 deals from Q2 FY21 + 3 new deals added	15
INR 20 Cr – INR 30 Cr	20	20	4	1	4	4 deals Won 1 deal Lost 15 deals from Q2 FY21 + 4 new deals added	19



Arun Jain, *Chairman and Managing Director*

Intellect in the last 3 years has emerged as a strong Global Fintech player with full Cloud native, Microservices architecture based Products. Winning of Core banking deals in Germany and Canada is the outcome of Intellect's Superior Technology and Functional design for the digital age. I am proud of our Engineering teams supported by globally competitive product management. This gives us confidence to drive profitable and repeatable growth on a sustained basis.



Venkateswarlu Saranu, *Chief Financial Officer*

I am very excited to say that our EBITDA margins are growing consistently for the last 4 quarters to 26% this quarter from 18% during Jan-Mar 2020. This quarter achieved the highest Profit after tax of INR 804 Mn up from INR 592 Mn last quarter. Intellect's Cash position is very healthy with net cash of INR 1242 Mn at the end of Dec 2020. The annualised EPS based on Q3 results now stands at Rs 24.23

Intellect Products Endorsed by Global Analysts

Product Acceptance in Leadership Quadrant - #1 Partner of Choice for Digital Transformation Programs



Intellect and its clients bagged four awards at IBS Intelligence Global FinTech Innovation Awards 2020

- Best Project Implementation in the Treasury and Trade Finance category for implementation at Westpac
- Most Innovative Project in the API/Open Banking category for implementation at APIX by Monetary Authority of Singapore
- Most Impactful Project in the Digital Lending category for implementation at Shinhan Vietnam Finance Company



Novarica rates Intellect SEEC's IDX as an Intelligent Text Ingestion solution for Advanced Underwriting with AI & ML playing a larger role.



Intellect Wealth announced Winner in the 2020 IDC FinTech Rankings Real Results Award for Digital Wealth Transformation at CIMB Thai Bank.



Aite lists Intellect CBX amongst the "Leading Core providers named by the US Banks who are looking for Digital Banking offerings"

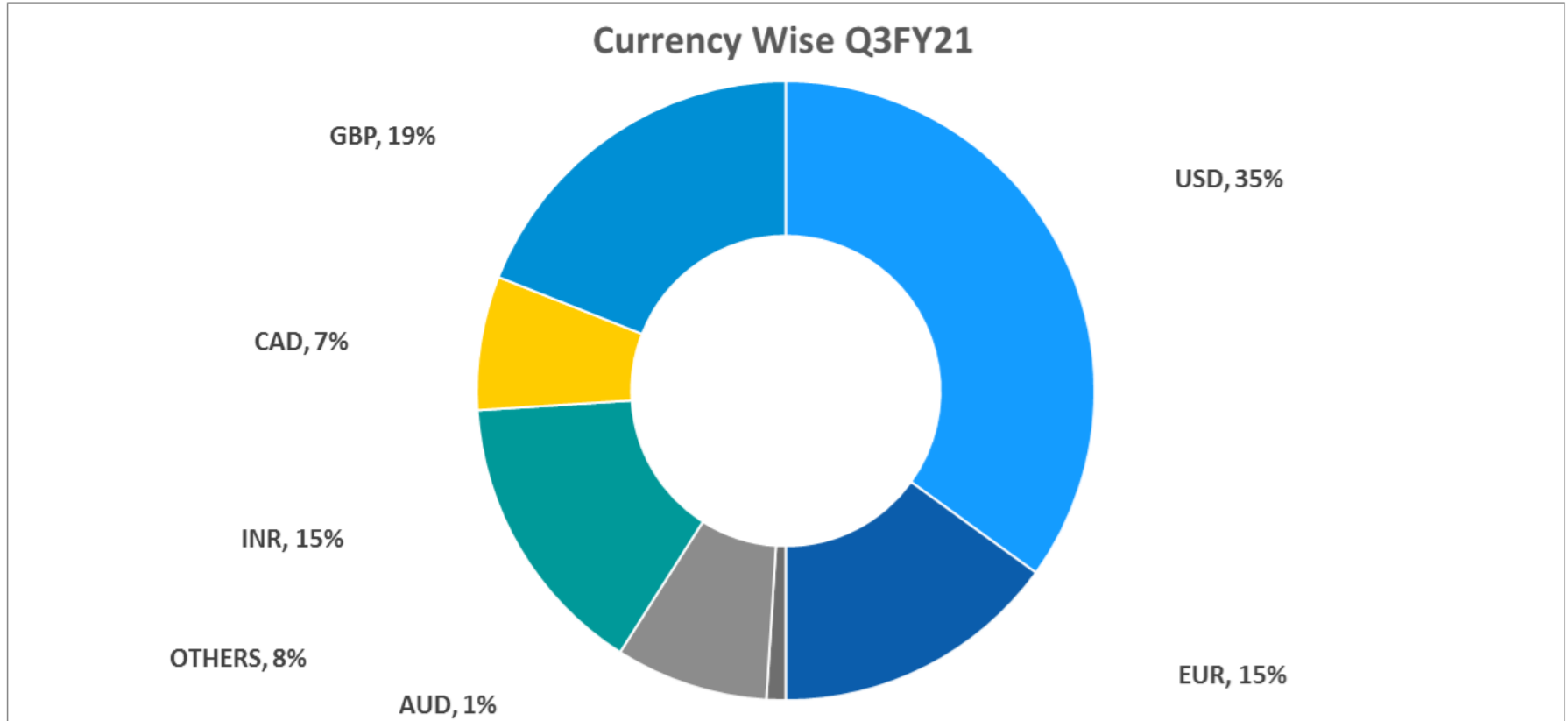


Omdia ranks Intellect's CBX- R as Challenger in Digital Banking Engagement Platform



Gartner recognises Intellect as Wealth Management Systems provider

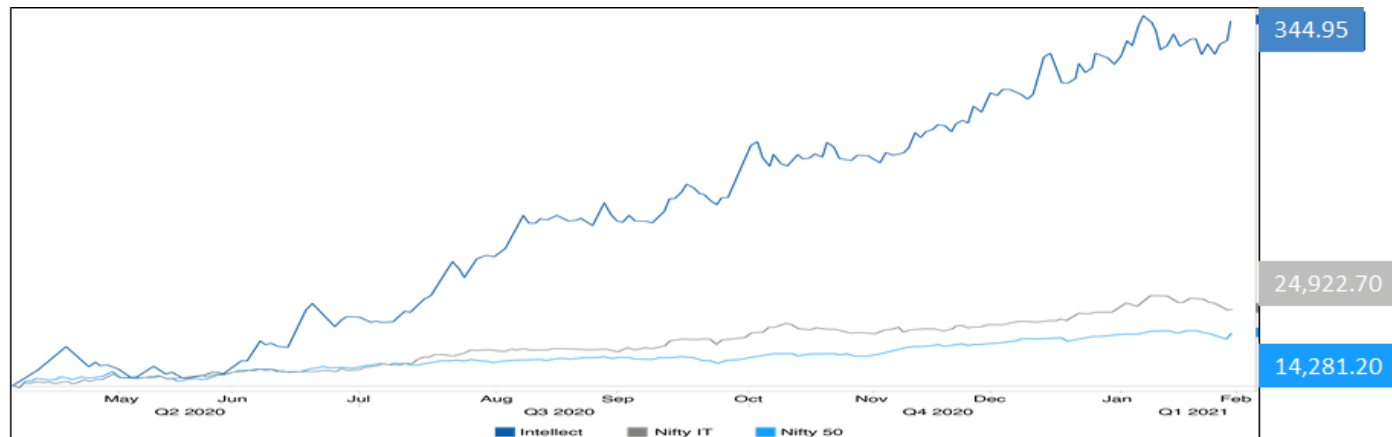
Revenue Mix – Currency Wise








Stock Information

Stock Performance

(April 2020 – 1st February 2021)

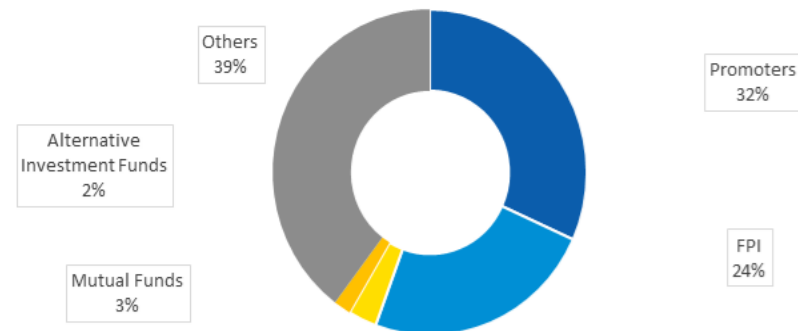


Stock Data As on 1st February 2021

	Market Cap	4576.45 Cr.
	Stock Price	₹ 344.95
	52 Week (High / Low)	₹ 364.20/43.80
	NSE / BSE - Symbol	INTELLECT / 538835
	No. of Shares Outstanding	13,26,64,012
	Average Daily Volume (3 Months) - NSE	3,12,424

As on 31st December 2020

Shareholding Pattern



Venkateswarlu Saranu

Chief Financial Officer

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