

Intellect/SEC/2023-24

January 25, 2024

1. **National Stock Exchange of India Limited,**
Exchange Plaza, 5th Floor, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E), Mumbai – 400 051.
2. **BSE Limited,**
1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort, Mumbai – 400 001.

Scrip Symbol :
INTELLECT

Scrip Code :
538835

Dear Sir/Madam,

Sub: **Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Presentation to the Analyst / Institutional Investors**

In pursuance of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation to the analysts and institutional investors on Unaudited Financial Results of the Company for the quarter ended December 31, 2023.

Kindly take the above information on record.

Yours truly,
for **Intellect Design Arena Limited**

V V Naresh
Company Secretary and Compliance Officer

Encl: As above

Intellect Design Arena Limited

Registered Office: 244 Anna Salai, Chennai - 600 006, India | Ph: +91-44-6615 5100 | Fax: +91-44-6615 5123
Corporate Headquarters: SIPCOT IT Park Siruseri, Chennai - 600 130, India | Ph: +91-44-6700 8000 | Fax: +91-44-6700 8874
E-mail: contact@intellectdesign.com | www.intellectdesign.com

THE WORLD'S ONLY NEXTGEN OPEN
FINANCE, COMPOSABLE AND CONTEXTUAL
FINANCIAL TECHNOLOGY COMPANY

Q3FY24 Results

Earnings Announcement





SAFE HARBOUR STATEMENT

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, unauthorised 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.



INTELLECT: A GLOBAL FINANCIAL TECHNOLOGY COMPANY

THE WORLD'S ONLY NEXTGEN, COMPOSABLE AND CONTEXTUAL FINANCIAL TECHNOLOGY PLATFORM

- ACCELERATING DIGITAL TRANSFORMATION AND VALUE CREATION
- WITH DESIGN THINKING IN OUR DNA
- PROVIDING COMPREHENSIVE SOLUTIONS TO FINANCIAL INSTITUTIONS
- CONNECTING BUSINESS, TECHNOLOGY AND OPERATIONS
- YOUR RIGHT-SIZED PARTNER FOR DIGITAL INNOVATION

OUR PURPOSE

TO PROVIDE LARGE ENTERPRISE GRADE **COMPOSABLE AND CONTEXTUAL SOLUTIONS** DRIVING HIGHER BUSINESS GROWTH, REDUCING COST AND RISK ON A SUSTAINABLE BASIS



of Domain Expertise
in FinTech



Global BFSI Clients



Country Presence



World's First Design Centre
for Financial Technology



DESIGN IS AT THE HEART OF DIGITAL STRATEGY

The single most powerful competitive differentiator for financial institutions to drive Digital Leadership



World's first design center for financial Institutions inaugurated in 2013. FinTech 8012 Design Center, Chennai.



FinTech 8012 Design Center, Mumbai inaugurated in 2014 for digital design sessions



Business, Technology & Operations Space at FinTech 8012



Understanding Requirements Stated / Felt / Unstated



Observing Patterns



Connecting the dots



Unearthing Blind spots



eMACH.ai

My Signature Solution

THE WORLD'S LARGEST OPEN FINANCE PLATFORM
WHICH IS AN ARCADE OF THE MOST COMPREHENSIVE
MICROSERVICES AND APIS, ENABLING BANKS TO
MOVE PROGRESSIVELY TO WAVE 5





eMACH.ai OPEN FINANCE PLATFORMS



IDX, UNDERWRITING, WEALTH,
CAPITAL MARKET, iESG



IDC, QUANTUM, iKREDIT360, DIGITAL
ENGAGEMENT PLATFORM, CAPITAL CUBE



CTX, PAYMENTS, DTB,
ICOLUMBUS.AI



PERFORMANCE OVERVIEW



PREDICTABLE AND SUSTAINABLE GROWTH



Cash: Cash position at the end of Q3FY24 is **712 Cr** with Collections crossing **1760 Cr** in YTD 'Dec 23

DSO: Days sales outstanding for Q3FY24 is **107**

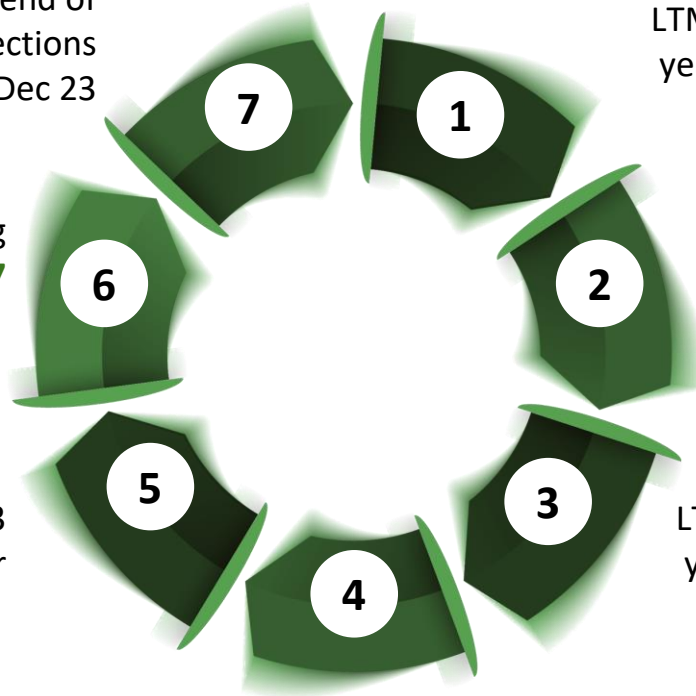
LTM PAT: **15%** CAGR in 3 years and **25%** in 1 year

LTM PBT: **24%** CAGR in 3 years and **29%** in 1 year

LTM Revenue: **20%** CAGR in 3 years and **19%** in 1 year

LTM LLR: **20%** CAGR in 3 years and **23%** in 1 year

LTM EBITDA: **20%** CAGR in 3 years and **33%** in 1 year



LTM Q3FY24- FINANCIAL HIGHLIGHTS



2522 CR
Total Revenue
(INR)

513 CR
Platform
Revenue (INR)

1400 CR
Gross Margin (INR)

56%
Gross Margin%

1375 CR
Licence Linked Revenue (INR)
(License + Platform + AMC
Revenues)

424 CR
License (INR)

437 CR
AMC (INR)

555 CR
EBITDA (INR)

22%
EBITDA %

48
Deal Wins

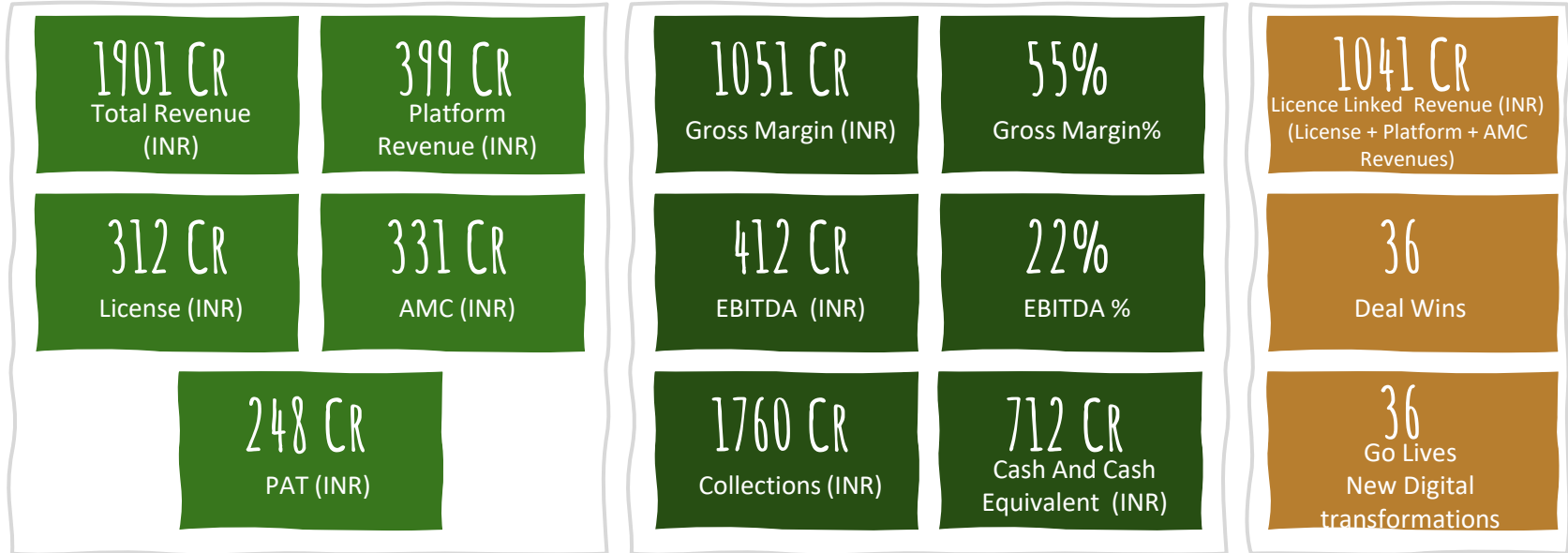
339 CR
PAT (INR)

2245 CR
Collections (INR)

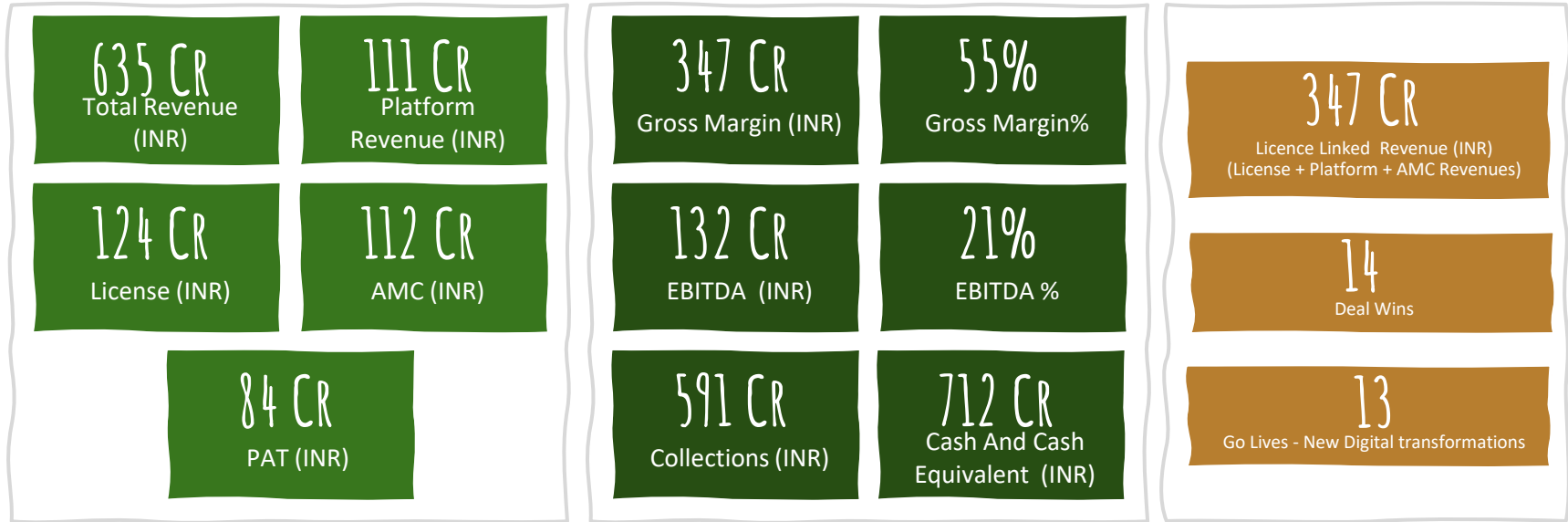
712 CR
Cash And Cash
Equivalent (INR)

46
Go Lives
New Digital
transformations

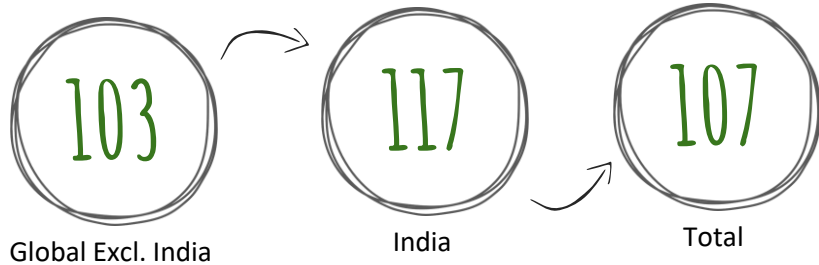
YTD DEC'23- FINANCIAL HIGHLIGHTS



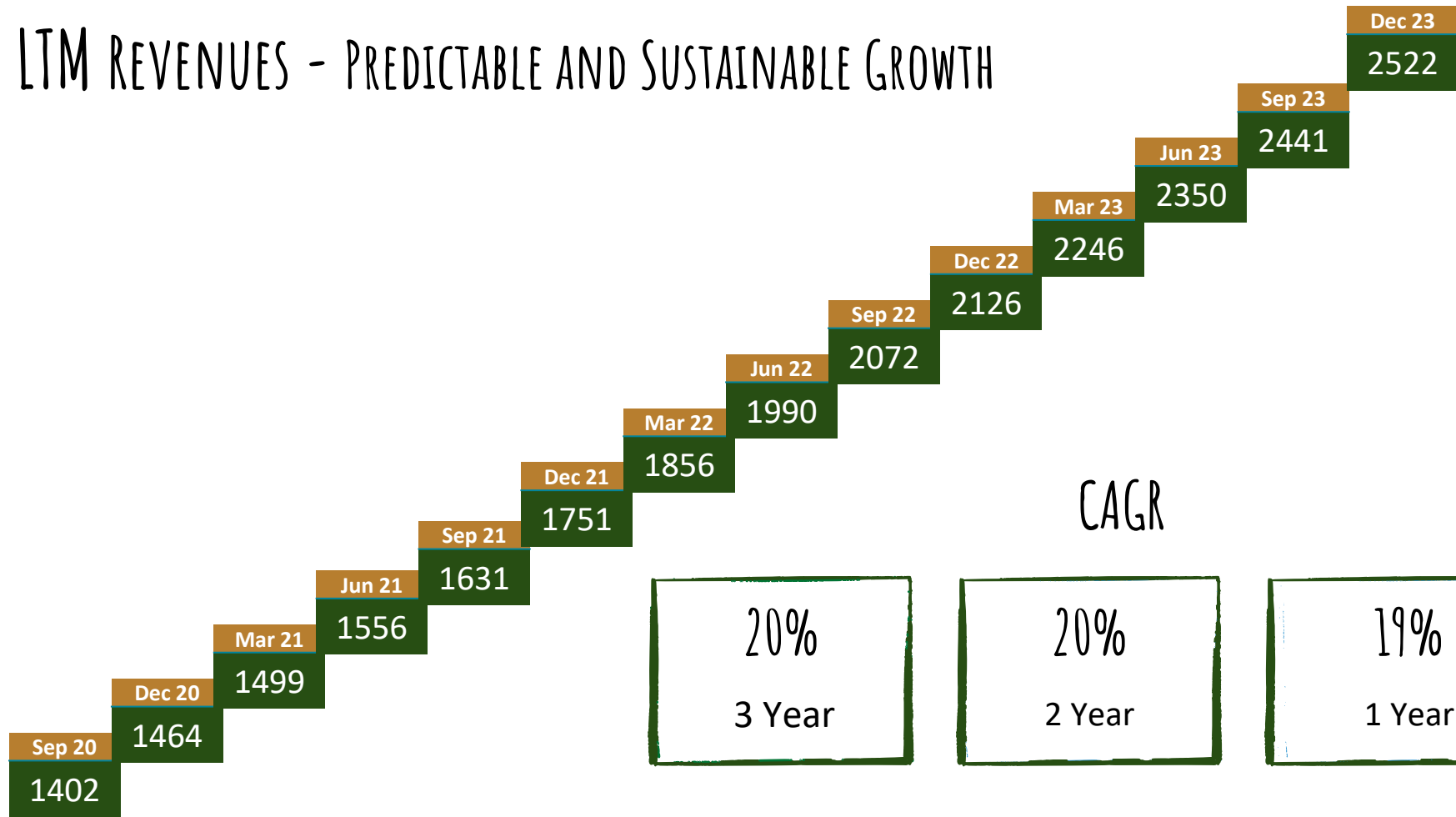
Q3FY24 - FINANCIAL HIGHLIGHTS



DSO (AS AT 31ST DECEMBER 2023)
EXCLUDING CONTRACTUALLY NOT DUE



LTM REVENUES - PREDICTABLE AND SUSTAINABLE GROWTH



(INR Crs)

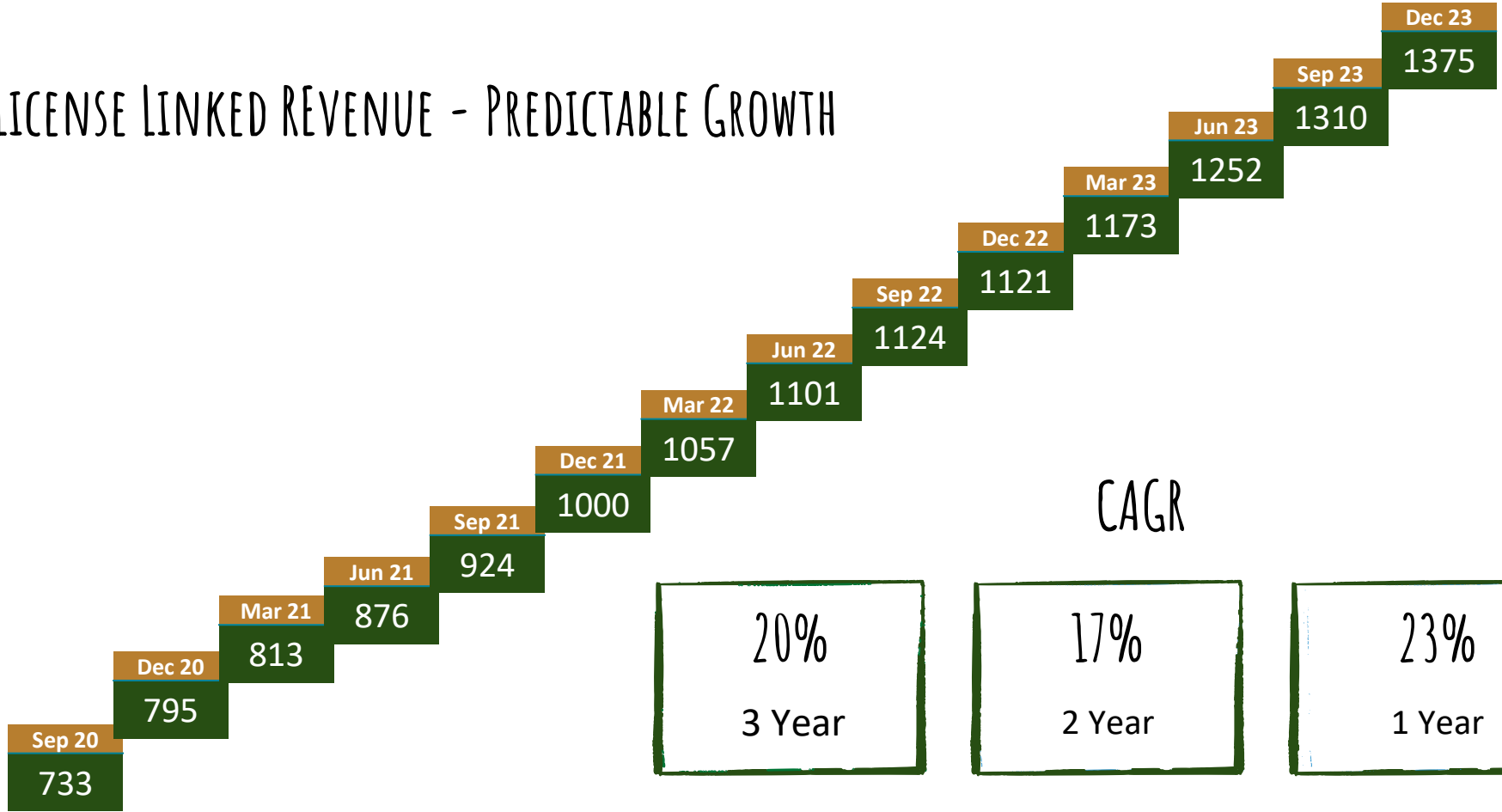
CAGR

20%
3 Year

20%
2 Year

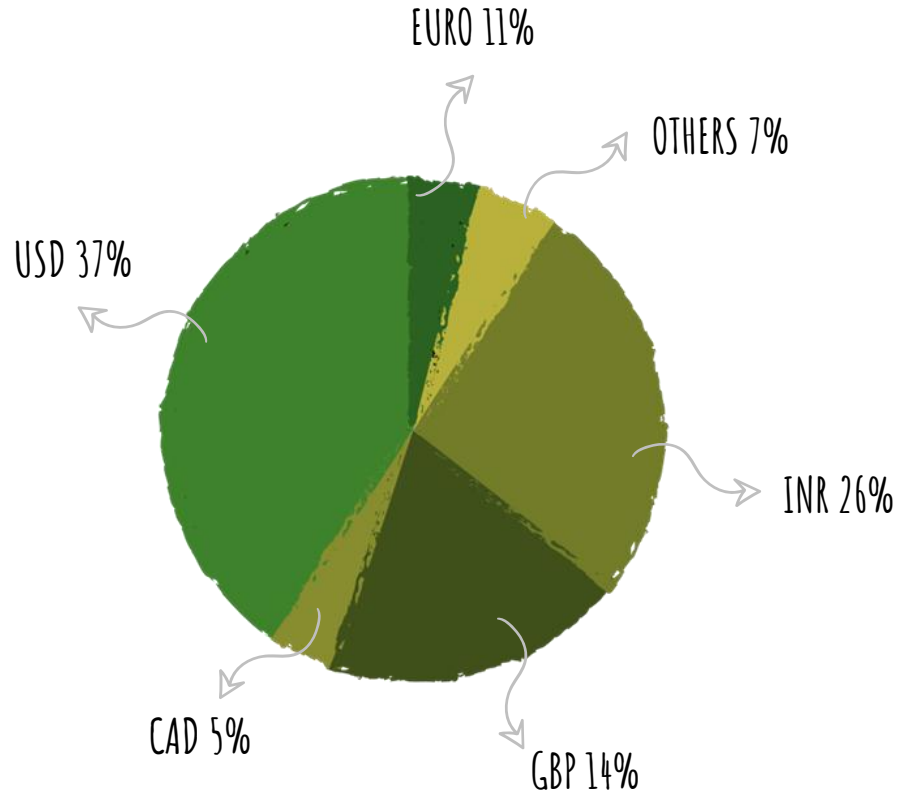
19%
1 Year

LICENSE LINKED REVENUE - PREDICTABLE GROWTH



(INR Crs)

REVENUE MIX: CURRENCY WISE Q3FY24



Financial Results for the Third Quarter Ended – December 31, 2023



Additional Information on function wise classification of the statement of Profit and Loss of the Group

Particulars	Quarter Ended		YTD Ended		Last Twelve Months (LTM)	
	Dec 31, 2023 (Q3FY24)	Dec 31, 2022 (Q3FY23)	Dec 31, 2023 (YTD FY24)	Dec 31, 2022 (YTD FY23)	Dec 31, 2023 (LTM Q3FY24)	Dec 31, 2022 (LTM Q3FY23)
Total Income	635.20	555.16	1,900.99	1,625.43	2,521.53	2,125.54
Expenditure						
Software Development Expenses	288.47	254.41	850.33	746.36	1,121.97	964.59
Gross Margin	346.73	300.75	1,050.66	879.07	1,399.57	1,160.95
SG & A Expenses	165.22	152.36	491.26	445.95	650.76	581.29
R & E Expenses	49.73	43.47	147.45	125.80	194.05	161.02
Total Expenditure	503.42	450.24	1,489.03	1,318.11	1,966.77	1,706.89
EBITDA	131.79	104.93	411.95	307.32	554.76	418.65
EBITDA %	20.7%	18.9%	21.7%	18.9%	22%	19.7%
Depreciation & Amortisation	(34.25)	(31.05)	(101.96)	(88.58)	(134.89)	(115.08)
Hedge Impact	(0.86)	(8.25)	(8.21)	(9.67)	(13.26)	(0.38)
Fx Reins. (Loss)/Gain	2.47	10.75	(0.84)	13.76	(1.70)	16.92
Other Income / Expense	15.99	7.45	36.69	15.91	55.95	38.03
Profit / (Loss) Before Tax	115.13	83.84	337.63	238.74	460.87	358.14
Provision For Taxation	(30.82)	(21.80)	(89.41)	(62.17)	(121.99)	(86.31)
Profit / (Loss) After Tax	84.31	62.03	248.22	176.57	338.88	271.83

Note: Hedge Impact is shown below EBITDA in the P&L above

INR Cr



ACCELERATING GROWTH WITH EMACH.AI



eMACH.ai ACCELERATES GROWTH WITH 14 DEAL WINS AND 13 DIGITAL
TRANSFORMATIONS

OTP BANK CHOSE eMACH.AI BASED COMPLETE DIGITAL CORE AND LENDING TO TRANSFORM THEIR BANKING EXPERIENCE



OTP Bank, one of the leading banking groups in Central and Eastern Europe, chose eMACH.ai powered Intellect Digital Core (IDC) core banking system by iGCB to power its banking experience in Bulgaria and Hungary. The Bank will implement iGCB's Intellect Digital Core and Lending Platforms to elevate the banking experience for their Retail & SME customers

SOLUTION

The bank has chosen eMACH.ai based complete Digital Core and Lending Platforms to transform their banking experience.

A comprehensive Platforms from iGCB is powered by a revolutionary eMACH.ai architecture. It enables banks to create signature banking for their evolving customers.

- The offering will help OTP Bank to launch innovative products and features through the composable architecture based platform, giving access to ready microservices, packaged business components, APIs and events
- Offer curated experience and increase addressable market with a country-ready marketplace leveraging APIs
- Improve the efficiency of the Bank's employees through Workflow-based processes and Rule-based Engines built across products
- Accelerate growth through the cloud-native platform



Indian Bank, one of the leading government-owned banks in India serving over 100 million customers, chose Intellect's eMACH.ai powered Cash Management System to bolster their Corporate Banking Modernisation. As a part of the project 'INDLEAP', Indian Bank has taken on the objective of digital transformation by leveraging technology wherever possible with transaction banking and supply chain management being the key growth engines

SOLUTION

The bank has chosen Intellect's eMACH.ai powered Cash Management System to bolster their Corporate Banking Modernisation.

Intellect Cash Management System platform offers a full range of products and services to efficiently process bank receivables and payables. It provides comprehensive cash management solution across receivables, payables & liquidity.

- Through this implementation, Intellect provides Omni-channel access across Desktop, Mobility, Host to Host & API
- Treasury persona aligned dashboard to drive Contextual Banking eXperience
- Extensive coverage of Payments across electronic and physical channels
- Contextual use cases for Bank & Corporate Personas across Mandate, Cashflow Forecasting & Reconciliation
- Coverage of Multi-Modal Collections offerings for Indian Corporates (Mandate based Collections, Electronic Variants Cash/Cheque Collections, Doorstep Banking, Cash Delivery)
- Comprehensive Bill Collections Platform to help Channel Agnostic Bill Orchestration, Collections & Settlement for Anchor Billers. Payment-by-link to enhance user experience & stickiness for Bill Payments

ONE OF THE TOP 10 BANKS IN KUWAIT HAS CHOSEN eMACH.AI POWERED DIGITAL TRANSACTION BANKING PLATFORM FOR CASH, TRADE AND LIQUIDITY



One of the largest banks in Kuwait and the first locally-owned bank in the country chose iGTB's Digital Transaction Banking (DTB) powered by eMACH.ai architecture to automate and elevate their transaction banking offering for cash management, trade and liquidity. With this 9 out of the top 10 Banks in ME are the customers for DTB Platform

SOLUTION

The Bank has chosen eMACH.ai powered Digital Transaction Banking (DTB) Solution to build new digital capabilities for account services, payments, and liquidity management, collections and receivables with Trade and virtual accounts front-end

DTB is a composable, cloud native, integrated transaction banking platform powered by microservices and open banking APIs

- With DTB, the Bank can maximize their gains and limit losses with an in-depth 360 degree view powered by real time account and payment insights
- Get the ANYTIME ANYWHERE mobile banking experience for your customers. Designed specifically for SMEs to speed-up banking interactions and transact at scale
- Capture fees in weeks with rapid digital onboarding and save up to 70% in costs of onboarding operations
- Integrated end to end Cash management with market ready user journeys across domains and countries
- Make more money and retain/acquire more customers with improved operational efficiency

A LARGE PRIVATE SECTOR SUPERANNUATION FUNDS INSTITUTION IN THE PACIFIC REGION CHOSE THE eMACH.AI-POWERED DIGITAL CORE BANKING PLATFORM FOR COMPREHENSIVE FINANCIAL GROWTH & STABILITY



One of the largest private sector superannuation fund institutions in the Pacific Region, which provides retirement savings and benefits in the region, chose the eMACH.ai-powered Digital Core Banking Platform (IDC) to empower members with cutting edge solutions for comprehensive financial growth and stability

SOLUTION

The Pacific-region based savings and loan society chose eMACH.ai based Digital Core banking platform for their comprehensive financial growth & stability.

The platform delivers a contextual experience to end customers throughout their journey.

- The offering will help the largest private sector superannuation funds deliver a contextual experience to end customers throughout their journey
- Seamless integration with ready APIs through i-Turmeric - Enterprise Integration SDK Tool
- Deployment Flexibility - Continuous Integration and Continuous Development pipeline
- Analyse expenses across categories and let them create custom categories
- Enable the customers to be more socially conscious by offsetting their transaction carbon footprint
- Design differentiated products to promote sustainable businesses and lifestyle

eMACH.ai: ACKNOWLEDGED AS A TRANSFORMATIVE OPEN FINANCE PLATFORM BY INDUSTRY



CELENT

- iGTB's Receivables Management Solution is identified as a 'Technology Standout 2023' in the report titled 'Corporate Receivables Management Platform Review'
- iGCB's Capital Cube is identified as a Key Reconciliation Solution in the thereport titled 'Revisiting Reconciliations in the Capital Markets'
- iGTB's Cash Flow Forecasting (CFF) is identified as a Breakthrough Innovation and a Tech Provider Frontrunner in the area of data analytics and tools in the Cash Management space that are paving the path to 2030, in the report titled 'Breakthrough AI-Innovation in Cash Management: Prediction to Prescription'

WEALTHBRIEFING MENA 2023

- IntellectAI's WealthForce.AI secures prestigious win in the "Innovative Use of Artificial Intelligence" Category at WealthBriefing MENA 2023, signifying its empowering role in advancing cognitive enterprises

PROPERTYCASUALTY360

- IntellectAI selected for the 2023 PropertyCasualty360 Insurance Luminaries Awards

GARTNER

- Intellect identified as a representative vendor for the Market Guide for Commercial Banking Cash Management and Trade Finance
- Intellect featured among the leading vendors in the Report on 'Market Guide for Commercial Loan Origination Solutions report
- iGTB featured among leading vendors in the Payment Hub Market in the report titled 'Market Guide for Banking Payment Hub Platforms'

IBSI

- iGTB's Supply Chain Finance identified as LEADER in the Supply Chain Finance Platforms, Q4 2023 report

ESGFINTECH100

- IntellectAI's ESG Edge Recognised in ESGFinTech100: A Catalyst for Cognitive Enterprise Transformation in ESG Risk Analysis

FORRESTER

- Intellect featured among the leading Wealth Management vendors in the Report on 'The Digital Wealth Management Platforms Landscape, Q4 2023
- Intellect has been featured among leading vendors in the the Landscape report titled "The Cash Management Solution Landscape, Q4 2023"

STRONG FUNNEL PROGRESSION FOR THE YEAR



The current funnel of Intellect

INR 8020 Cr



Q3FY24

INR 7520 Cr



Q2FY24

INR 7031 Cr



Q3FY23

Q3FY24

Out of INR 8,020 Cr funnel value, INR 6,514 Cr is accounted by 183 Opportunities

Q2FY24

Out of INR 7,520 Cr funnel value, INR 6,108 Cr is accounted by 177 Opportunities

Q3FY23

Out of INR 7,031 Cr funnel value, INR 4,983 Cr is accounted by 167 Opportunities

DESTINY DEALS

OF DEALS

AVG DEAL SIZE
INR CR

AS % OF
TOTAL

Q3FY24

79

53

62%

Q2FY24

74

53

62%

Q3FY23

68

45

61%

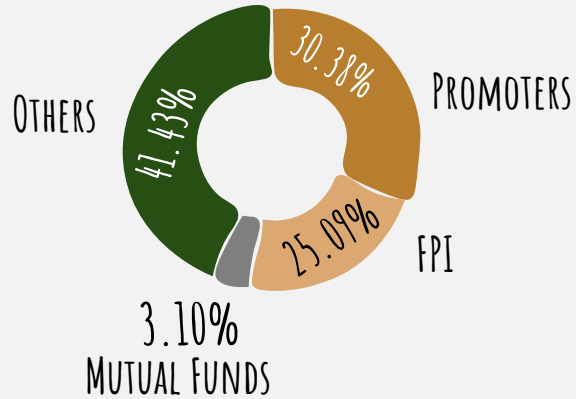
DESTINY DEALS - CONSISTENT GROWTH IN BIG TICKET DEALS





STOCK INFORMATION

SHAREHOLDING PATTERN (AS ON 31ST DECEMBER 2023)



STOCK DATA (AS ON 31ST DECEMBER 2023)

 MARKET CAP	₹ 11441 CR.
 STOCK PRICE	837
 52 WEEK (HIGH / LOW)	₹ 843/389
 NSE / BSE - SYMBOL	INTELLECT / 538835
 NO. OF SHARES OUTSTANDING	136696258
 AVERAGE DAILY VOLUME (3 MONTHS) – NSE	6.96 LAKHS



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