

Intellect/SEC/2024-25

October 25, 2024

1. **National Stock Exchange of India Limited,**  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (E), Mumbai – 400 051.
2. **BSE Limited,**  
1<sup>st</sup> 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 September 30, 2024.

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**

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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](mailto:contact@intellectdesign.com) | [www.intellectdesign.com](http://www.intellectdesign.com)

# eMACH.ai

## SUMMIT 2024

**intellect**  
live your dream



Q2FY25 Results  
Earnings Announcement

‘First Principle’ Based Composable and  
Intelligent Open Finance Platform

## 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 Fact Sheet

A Global FinTech Product Company Since 1993

Enterprise Grade Financial Technology Leader in Composable and Intelligent solutions for progressive Global Financial Institutions **across 57 countries**

**ENTERPRISE CONNECTED  
INTELLIGENCE**

Powered by Intellect

## Intellect Promise

- Drive FI Business Growth
- Enhanced Operational Efficiency
- Implementation Certainty
- 30% lower TCO

## Core of What We Do

- Complexity Reduction
- Transformation Design

## Our Specialisation

- Financial Technology
- Open Finance Design

## Continuous Innovation

### INVESTMENT IN OUR CRAFT

Intellect Applied Research teams across Products & Technology – 2 million hours of annual research investment

Active collaboration and pooling of perspectives

### 34+ Nationalities

Transformation Design Centres - commitment to a first-principles design approach

## Leadership Grounded in Relevance

iGTB Oxford School of Transaction Banking

Analyst top quadrant citations - Gartner, Forrester, IBS Intelligence, Celent, Aite

High performance technology design by a guiding principle of minimal code / maximum integration in a high self-driven compossibility construct

## Sustainability at Scale

Certification of Sustainability under 'GRI-In Accordance'

Ullas Trust Nurturing young minds

Mission Samridhi Holistic rural development

## Financial Stability

**INR 25,064 million**

Consolidated Revenues FY 24

**INR 7,760 million**

Cash in hand

Zero Debt Company

## Partnerships

SHARED VALUES  
GLOBAL RELATIONSHIPS

### CLOUD PARTNERS

MS AZURE, AWS,  
ORACLE CLOUD  
IBM CLOUD, GOOGLE CLOUD

### CONSULTING PARTNERS

ACCENTURE, KPMG,  
DELOITTE,  
EY, PWC

### SI PARTNERS

IBM, WIPRO,  
TECH M, COFORGE,  
LTI MINDTREE, HEXAWARE



# Design Thinking is in our DNA

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

## Innovative, customer centric banking products are conceptualised here!

8012 FinTech Design Center™ is the place where game-changing transaction banking products and operational solutions for the global markets were designed in partnership with our marquee clients.

**150+**  
Banks

**60+**  
Nationalities

**6000+**  
Visitors

**600+**  
Walkthroughs



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



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



Business, Technology & Operations Space at FinTech 8012

# eMACH.ai

The 'First Principles Thinking' based Most Comprehensive,  
Composable & Intelligent Open Finance Platform



**386**

ready-to-use  
Microservices on Cloud



**2015**

APIs



**650**

Events

Experience Design with  
**iTurmeric**

Decision Grade Intelligence with  
**Purple Fabric**

# eMACH.ai

Open Finance Platforms



## Transform Enterprise

The most comprehensive, composable & intelligent Open Finance Platform



## Transform Experience

Connected Composability



## Transform Operations

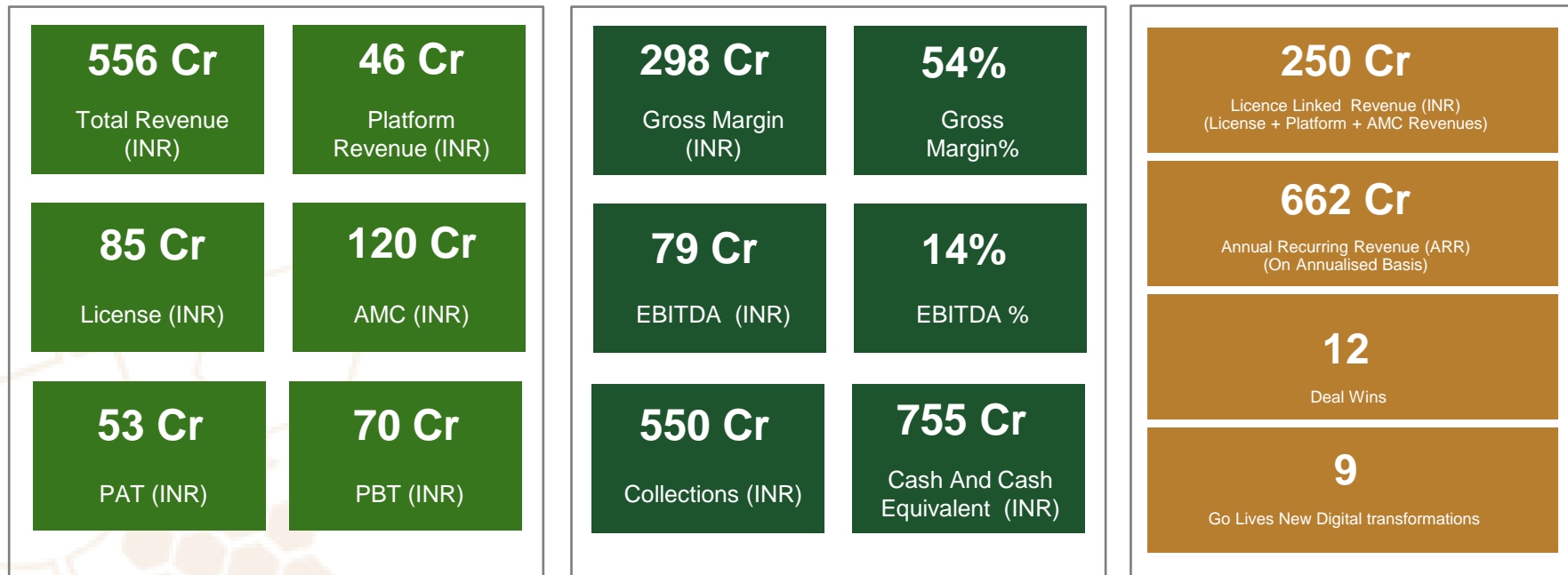
Human in the loop  
AI-Inside with near autonomous operations

# Performance Overview

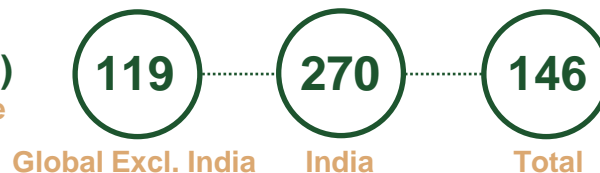




## Q2 FY25 - Financial Highlights



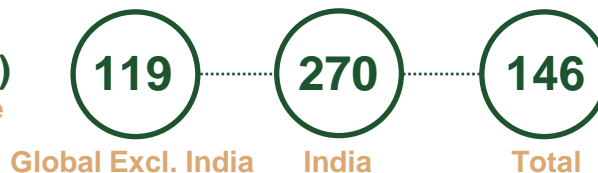
**DSO (as at 30th Sep 2024)**  
excluding Contractually Not Due



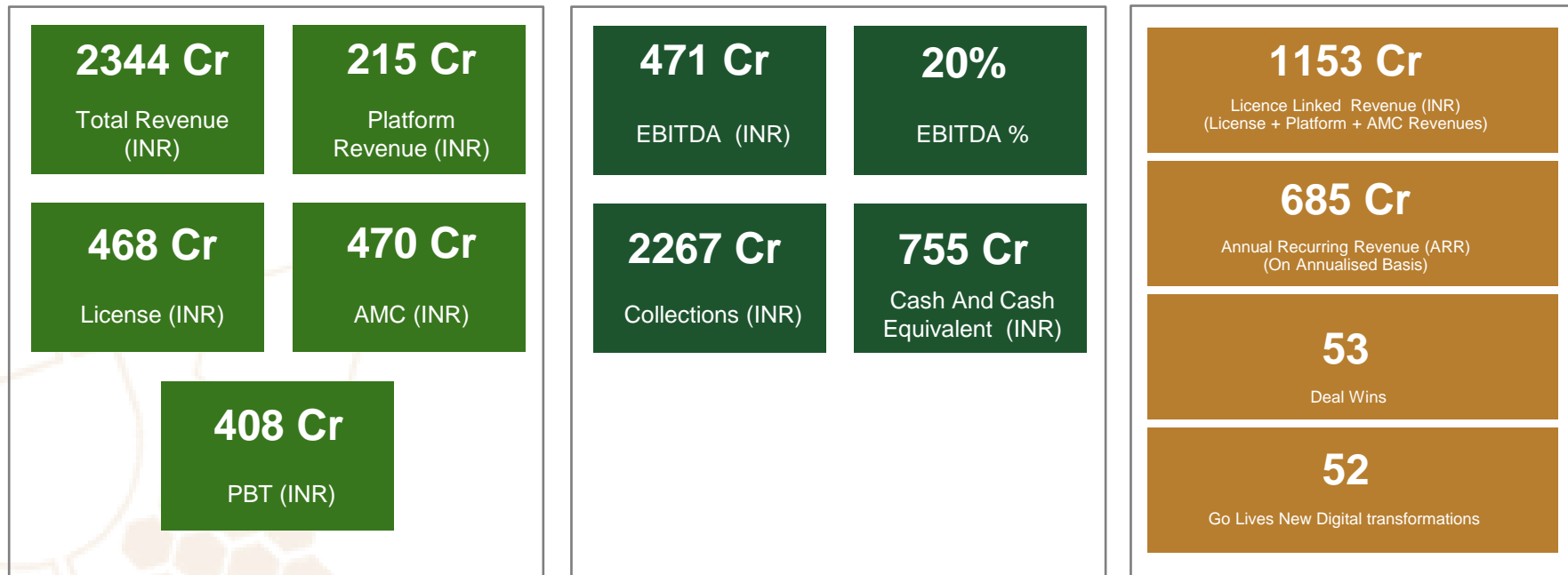
# H1 FY25 - Financial Highlights



**DSO (as at 30th Sep 2024)**  
excluding Contractually Not Due



# LTM Q2 FY25\* - Financial Highlights

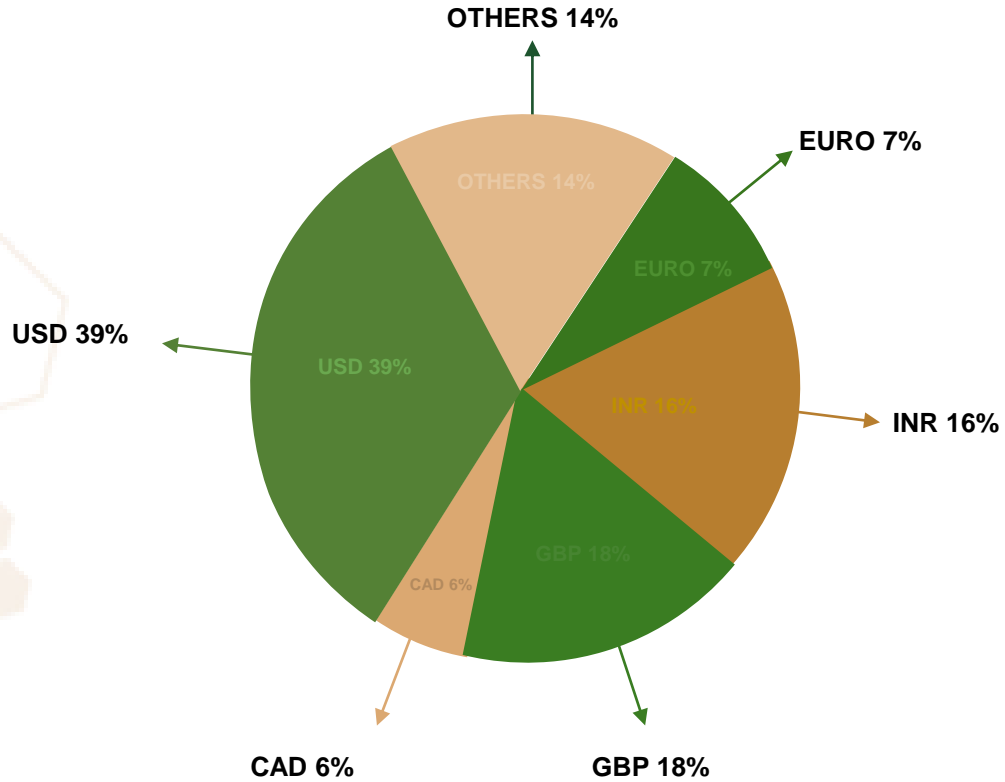


**DSO (as at 30th Sep 2024)**  
excluding Contractually Not Due and GeM

**118**

Note: \*GeM Contracted Period ended in Dec 2023. The published financials for Q2FY24 were: Revenue INR 621 Cr, Platform revenue - INR 147 Cr, License Revenue - INR 76 Cr, AMC Revenue INR 112 Cr, LLR - INR 335 Cr, EBITDA - INR 125 Cr, PAT - INR 70 Cr. These figures have been adjusted for like-to-like comparison.

## Revenue Mix: Currency Wise Q2FY25



# Unaudited Financial Results for the Second Quarter Ended – September 30, 2024

Additional Information on function wise classification of the statement of Profit and Loss of the Group (Consolidated Unaudited)

Particulars	Quarter Ended			Half Year Ended		Full Year Ended	
	Sep 30, 2024 (Q2FY25)	Jun 30, 2024 (Q1FY25)	Sep 30, 2023 (Q2FY24)	Sep 30, 2024 (H1FY25)	Sep 30, 2023 (H1FY24)	Mar 31, 2024 (FY24)	Mar 31, 2023 (FY23)
<b>Total Income</b>	555.89	604.81	621.41	1,160.71	1,265.79	2,513.13	2,245.97
<b>Like-to-Like Total Revenue</b>	555.89	604.81	529.65	<b>1,160.71</b>	<b>1085.50</b>	2,268.78	1,990.78
<b>Expenditure</b>							
Software Development Expenses	257.71	261.93	283.72	519.64	561.86	1,108.80	1,018.00
<b>Gross Margin</b>	<b>298.18</b>	<b>342.88</b>	<b>337.69</b>	<b>641.07</b>	<b>703.93</b>	<b>1,404.33</b>	<b>1,227.97</b>
SG & A Expenses	167.95	170.82	164.07	338.78	326.04	657.64	605.45
R & E Expenses	51.46	51.23	48.52	102.69	97.72	198.16	172.40
<b>Total Expenditure</b>	<b>477.12</b>	<b>483.98</b>	<b>496.30</b>	<b>961.10</b>	<b>985.62</b>	<b>1,964.60</b>	<b>1,795.85</b>
<b>EBITDA</b>	<b>78.77</b>	<b>120.83</b>	<b>125.10</b>	<b>199.60</b>	<b>280.17</b>	<b>548.53</b>	<b>450.12</b>
Depreciation & Amortisation	(38.80)	(36.53)	(33.74)	(75.33)	(67.71)	(137.22)	(121.51)
Hedge Impact	2.24	1.53	(2.36)	3.77	(7.36)	(6.69)	(14.72)
Fx Reins. (Loss)/Gain	11.02	(1.65)	(0.88)	9.36	(3.31)	(2.50)	12.91
Other Income / Expense	16.88	13.61	7.99	30.49	20.70	57.54	35.18
<b>Profit / (Loss) Before Tax</b>	<b>70.10</b>	<b>97.79</b>	<b>96.12</b>	<b>167.89</b>	<b>222.49</b>	<b>459.67</b>	<b>361.98</b>
Provision For Taxation	(17.29)	(23.33)	(25.68)	(40.63)	(58.59)	(125.97)	(94.75)
<b>Profit / (Loss) After Tax</b>	<b>52.81</b>	<b>74.46</b>	<b>70.44</b>	<b>127.26</b>	<b>163.91</b>	<b>333.69</b>	<b>267.23</b>

Note 1: PAT above is without considering one-off exceptional item of MAT credit write-off of INR 12.51 Cr in Q4 24

Note 2: Hedge Impact is shown below EBITDA in the P&L above



# Accelerating growth with eMACH.ai

eMACH.ai accelerates growth with 12 Deal Wins  
and 9 Digital Transformations in Q2FY25



eMACH.ai, the First Principles Thinking-based Most Comprehensive, Composable, and Intelligent Open Finance Platform, has been selected by 12 customers worldwide in Q2FY25

## Driving Transformation with eMACH.ai

6 Deals in  
Americas

2 Deals in  
Europe

4 Deals in  
IMEA

## 6 Deal Wins in Americas



1

Intellect made its entry into the Mexican market by signing a contract with one of the largest banks in Mexico, leveraging the eMACH.ai platform for corporate digital transformation. This bank chose Intellect's cloud-native architecture for its superior capabilities against all competition in the market

2

eMACH.ai's Xponent is set to redefine the underwriting process for a leading commercial property and casualty insurance solution provider serving U.S.-based construction, manufacturing, and healthcare businesses

3

eMACH.ai's Magic Submission is making waves in the insurance sector, with a speciality insurance firm in New York using it to extract loss runs from various document formats with over 95% accuracy in minutes

4

A national property and casualty insurer in New Jersey has adopted Magic Submission to streamline document ingestion for brokers

5

eMACH.ai Xponent, a low-code platform for speciality underwriting, has been chosen by a Chicago-based wholesale distributor to address the unique needs of non-admitted and speciality lines

6

A leading U.S. provider of risk management services is using it to normalise extracted data for underwriter

## 2 Deal Wins in Europe



1

One of the UK's largest business insurance providers, is also using eMACH.ai Xponent to normalise extracted data for easier underwriter consumption

2

In Europe, a UK-centered leader in global finance with an asset size of €1,477.5 billion has selected eMACH.ai's composed Payments solution to deliver real-time payments, collections, and remittance services to clients at low cost and with reduced risk

## 4 Deal Wins in India, Africa & the Middle East



1

In India, a large foreign bank that is now operating as a wholly owned subsidiary, has chosen the eMACH.ai Cards platform to offer customised cards, apps, websites, and loyalty programs

2

A tier 1 lender in Kenya chose the eMACH.ai Lending platform to seamlessly offer both commoditised and specialised credit products across diverse business segments

3

One of the leading banks in the Middle East and the largest bank in UAE chose eMACH.ai Corporate Treasury eXchange (CTX) to power their customers to higher returns on their cash capital, while simultaneously protecting the bank and returning incremental value to the bank's shareholders

4

In the Middle East, eMACH.ai Wealth has expanded its footprint, gaining recognition from one of the largest investment banks in the Kingdom of Saudi Arabia for its headless microservices-based platform

# Digital Transformations: Driving Operational Excellence

eMACH.ai has played a pivotal role in driving the **digital transformation of nine leading financial institutions worldwide.**

By integrating platforms such as eMACH.ai Liquidity Management Solution, Corporate Treasury Exchange (CTX), eMACH.ai Core Banking, eMACH.ai iColumbus.ai, eMACH.ai Lending, eMACH.ai Collection, and eMACH.ai Treasury, these institutions have been empowered to scale their operations efficiently.

This suite of products and platforms streamlines processes, significantly reduces costs, enhances risk management strategies, and promotes sustainable practices.

One of the most significant digital transformations this quarter is a leading global Tier 1 bank, headquartered in the UK, going live with Intellect's eMACH.ai Liquidity Management Solution, Corporate Treasury Exchange (CTX). This was deemed the largest program in the bank impacting processing of \$12 to \$15 billion dollars on a daily basis and running in 50+ countries on a single instance. The implementation has delivered impressive performance gains, with sweeps processing accelerating by 66%, pooling processes by 74%, and EOI processing by 54%. The bank is now leveraging APIs, events, and microservices to introduce new offerings for its clients and businesses, significantly enhancing its operational agility and scalability.

# eMACH.ai Acknowledged as a Transformative Open Finance Platform by industry

## Datos Insights

eMACH.ai Magic Submission recognised as an 'Intelligent Document Processing Ecosystem Solution Provider' @ Datos Insights report titled 'Datos Insights Underwriting Ecosystem Map for P/C Insurers'

eMACH.ai Digital Lending identified as a Vendor Providing AI Functionality in Business Lending in Datos Insights report AI in Business Lending

## Celent

eMACH.ai Xponent recognised as an Underwriting Workbench with Strong Decisioning Tools and Strong Efficiency Features @ Celent's report titled 'Unlocking Underwriting Success GLOBAL Edition'

eMACH.ai Xponent recognised as an Underwriting Workbench with Strong Decisioning Tools and Strong Efficiency Features @ Celent's report titled 'Unlocking Underwriting Success NORTH AMERICA Edition'

## Chartis Research

eMACH.ai Credit Lending Operations recognised as LEADERS in 5 different quadrants in Chartis RiskTech Credit Lending Operations Solutions 2024

## Gartner

Intellect recognised as a representative vendor in the Gartner® 2024 Market Guide for Digital Banking Multichannel Solutions

Intellect recognised as a Representative Vendor in the Gartner® 2024 Market Guide for Commercial Loan Origination Solutions

eMACH.ai CBX recognised as a representative vendor in the Gartner Market Guide for Digital Banking Platforms

eMACH.ai Kiri recognised for GenAI autonomous underwriting chatbot capability in Gartner's Report: 4 Can't-Miss Capabilities for Your Next Loan Origination Solution

Intellect recognised as a Sample Vendor for 3 technologies: AI Model as a Service in Banking, Chat APIs in Banking, and Sales AI Assistant in Banking in the July Gartner® Hype Cycle™ for Banking Product and Service Innovation, 2024



# Accolades for Human Capital Excellence

## Celebrating Excellence in Learning and Diversity

### Gold Award at The Economic Times Human Capital Awards

Intellect received the Gold award for Excellence in Creating a Culture of Continuous Learning and Upskilling. This prestigious recognition underscores our commitment to fostering a learning-driven culture, driven by the passion and dedication of Intellect associates

### Most Preferred Workplace for Women 2024 - 2025

Intellect was honoured by Republic World and Team Marksmen Network as the Most Preferred Workplace for Women. This award highlights our strong focus on gender diversity and inclusion in the workplace

# Strong Funnel Progression for the Year

## The current funnel of Intellect

INR 8889 Cr



Q2FY25

**Q2FY25**

Out of INR 8,889 Cr funnel value, INR 6,920 Cr is accounted by 206 Opportunities

INR 8526 Cr



Q1FY25

**Q1FY25**

Out of INR 8,526 Cr funnel value, INR 6,632 Cr is accounted by 186 Opportunities

INR 7520 Cr



Q2FY24

**Q2FY24**

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

## Destiny Deals

# Of Deals

Avg Deal Size  
INR Cr

As % of  
total

Q2FY25

89

50

64%

Q1FY25

86

52

67%

Q2FY24

74

53

62%

# Destiny Deals - consistent growth in big ticket deals

> INR 50 Cr

24

- 3 Won
- 1 Lost
- 19 from previous qtr
- 5 added

INR 30 Cr –  
INR 50 Cr

30

- 2 Won
- 2 Lost
- 24 from previous qtr
- 6 added

INR 20 Cr –  
INR 30 Cr

35

- 3 Won
- 2 Lost
- 30 from previous qtr
- 5 added

Total High Value  
Active Pursuits

89

- 8 Won
- 5 Lost
- 73 from previous qtr
- 16 added

Q2FY25

Q1FY25

Q2FY24

23

28

35

86

19

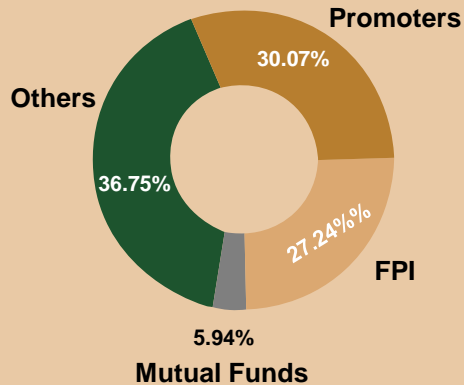
25

30




74

# Stock Information

## Shareholding Pattern (As on 30th September 2024)



## Stock Data (As on 30th September 2024)

 Market Cap	₹ 13284 Cr.
 Stock Price	982
 52 Week (High / Low)	₹ 1192/572
 NSE / BSE - Symbol	INTELLECT / 538835
 No. of Shares Outstanding	138090979
 Average Daily Volume (3 Months) – NSE	2.96 Lakhs

## Contacts



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