

Intellect/SEC/2023-24

July 27, 2023

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.

Scrip Symbol :
INTELLECT

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

Scrip Code :
538835

Dear Sir/Madam,

Sub: Intimation under Regulation 30(6) 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 June 30, 2023.

Kindly take the above information on record.

Yours truly,

for **Intellect Design Arena Limited**

**VUDALI
VENKATA
NARESH**

Digitally signed by VUDALI
VENKATA NARESH
Date: 2023.07.27 18:31:42
+05'30'

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

Q1 FY 24 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.



'LIVE YOUR DREAM' IS NOT ONLY AN INSPIRED VISION STATEMENT BUT A WAY OF LIFE AT INTELLECT.

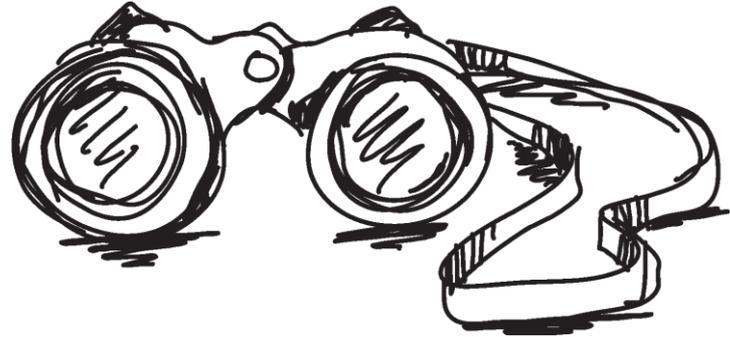
The constancy of our purpose and dream continues to fire our spirits and our pursuits - of bringing a significant positive impact in the lives of our Customers, of inspiring and challenging our Associates to build and demonstrate expertise and excellence, of delivering calibrated, predictable, profitable growth to our shareholders and of contributing to the holistic and sustainable development of society and communities around us.





OUR PURPOSE

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



+



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



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



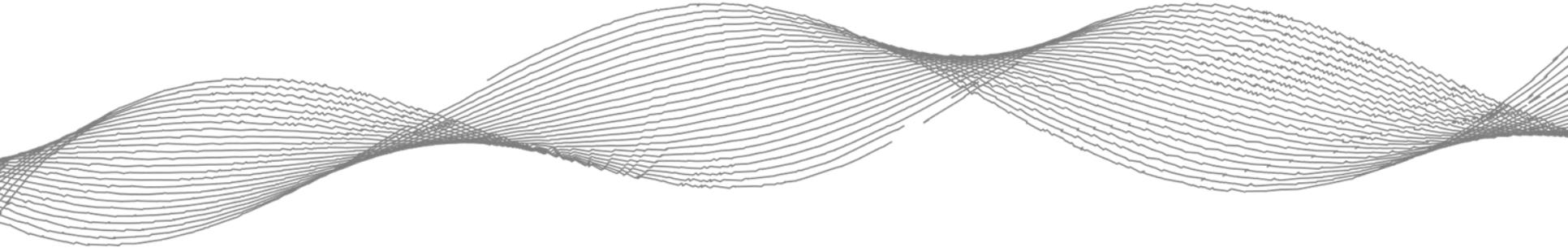
Connecting the dots



Unearthing Blind spots



BANKTECH WAVE 5





HOW DOES INTELLECT DISRUPT THE FINTECH ECOSYSTEM?

BANKTECH WAVE 5

BankTech Wave 5 is a significant phenomenon that is helping banks and financial institutions to reimagine their future moving from Products and Process to Design and Experience



COMPOSABLE

The principle of composability, which means that it allows different financial services to be combined or composed together to create custom solutions that meet the unique needs of individual users

CONTEXTUAL

Contextual, curated solutions that address the specific Market needs of a customer, rather than as a generic product offering



INTRODUCING: 6 IMPERATIVES OF BANKTECH WAVE 5

ARCHITECTURE

Independence

Resilience

Scale

Simplicity

COPARIS

BASE OF eMACH.ai

Events

Microservices

API

Cloud

Headless

COMPOSABILITY

Product Design

Experience Design

Operations Design

Integration Design

Ecosystem Design

DATA

Volume

Velocity

Value

Variety

Veracity

Information

Analytics

Decision

Transaction

Micro Segmentation
Insights, Nudges

EMBEDDED AI

Unstructured
Semi-structured
Structured Data,
Conversations



Classification
Extraction
Validation
Transformation
Augmentation

Accurate &
Accelerated Decision

FLEXIBLE & EXTENSIBLE

Progressing from
Wave 3 to Wave 5



eMACH.ai

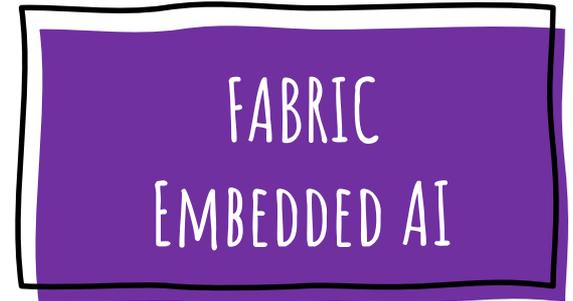
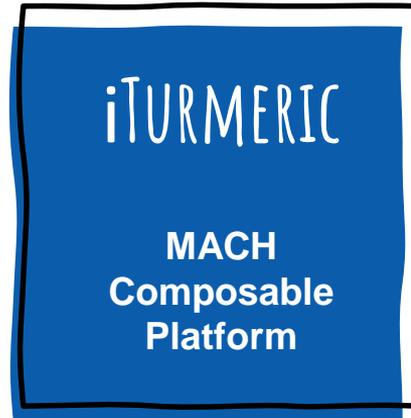
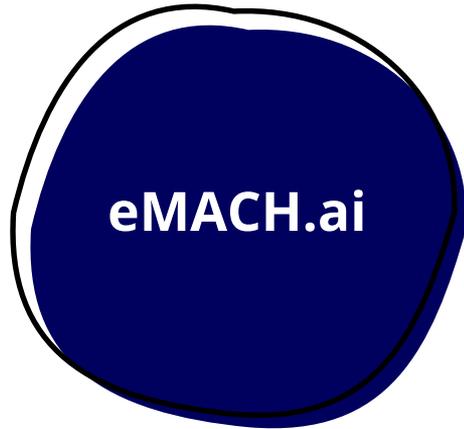
My Signature Solution

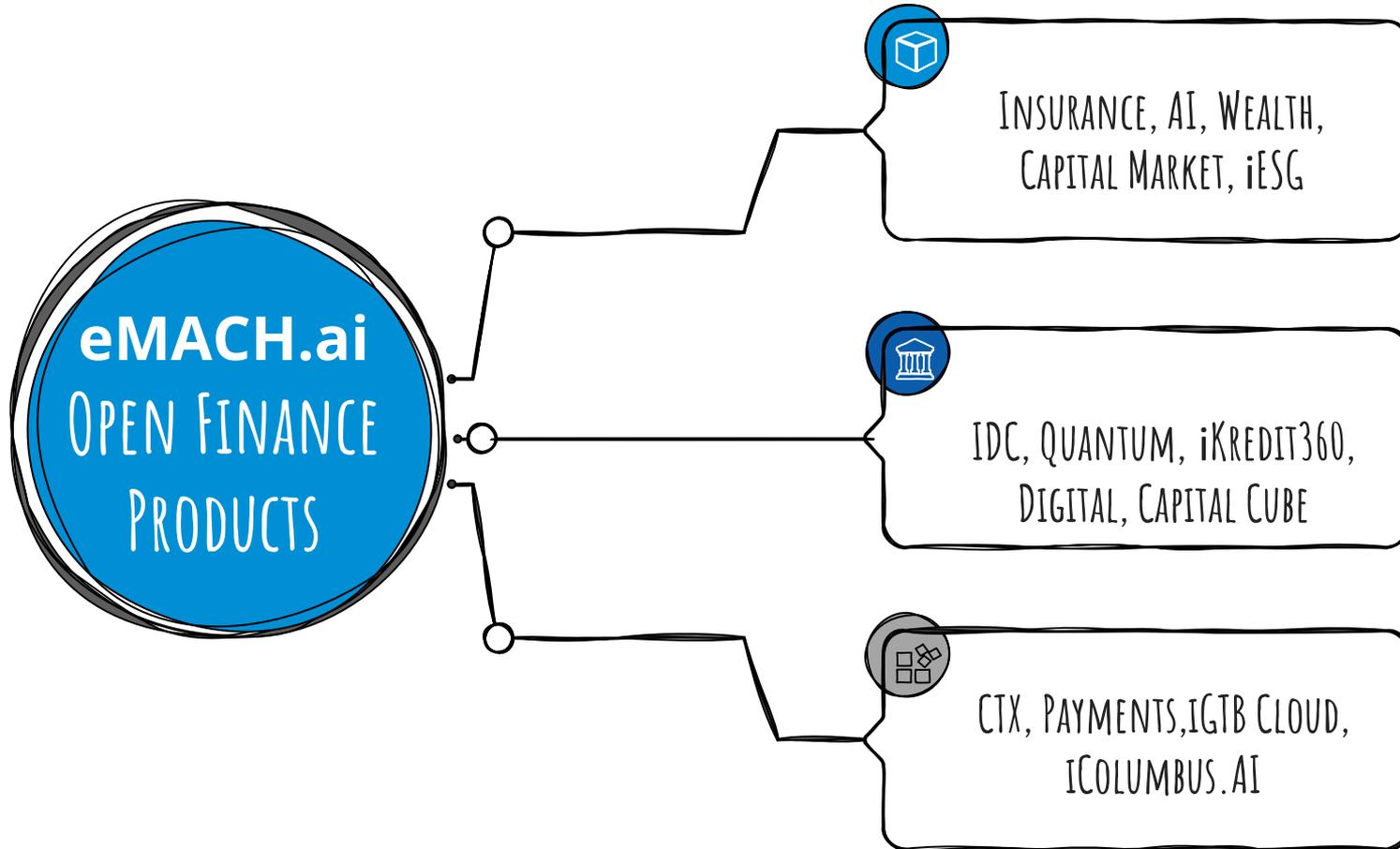
THE WORLD'S LARGEST OPEN FINANCE PLATFORM
WHICH IS AN ARCADE OF THE MOST COMPREHENSIVE
MICROSERVICES AND APIS, ENABLING BANKS TO
MOVE PROGRESSIVELY TO WAVE 5





DIY (DO IT YOURSELF)







PERFORMANCE OVERVIEW



LTM Q1 FY 24 - FINANCIAL HIGHLIGHTS



2350 CR
Total Revenue
(INR)

486 CR
Platform
Revenue (INR)

1294 CR
Gross Margin (INR)

55.1%
Gross Margin%

1252 CR
Licence Linked Revenue (INR)
(License + Platform + AMC
Revenues)

366 CR
License (INR)

401 CR
AMC (INR)

489 CR
EBITDA (INR)

20.8%
EBITDA %

43
Deal Wins

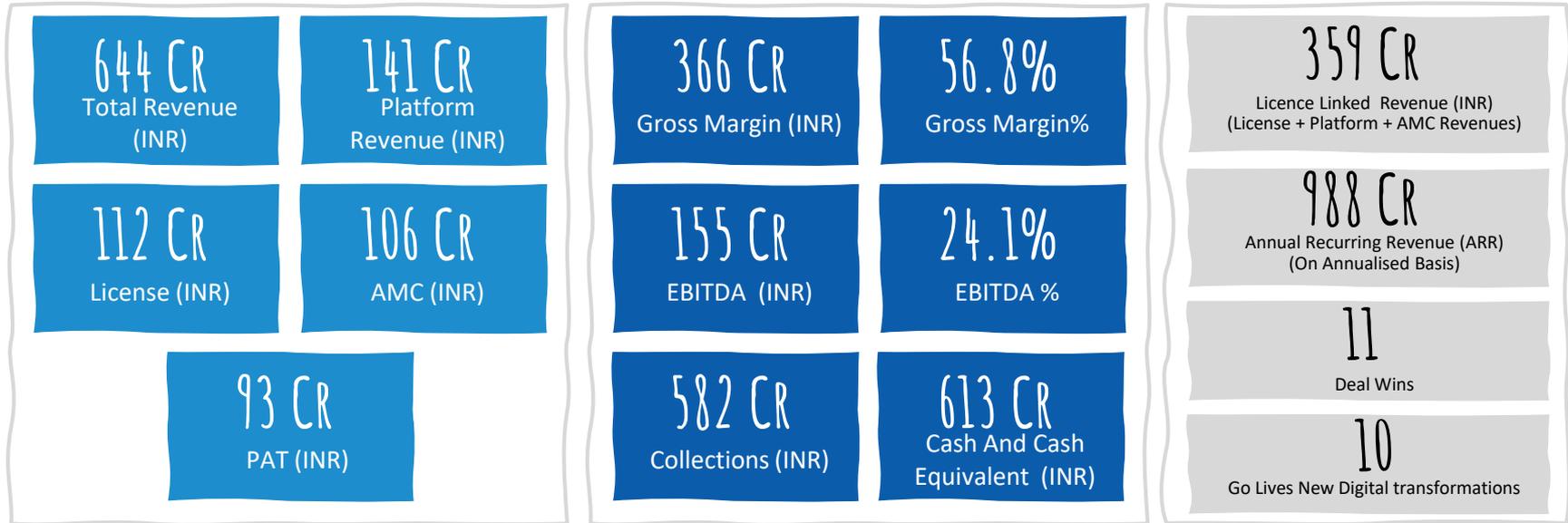
292 CR
PAT (INR)

2012 CR
Collections (INR)

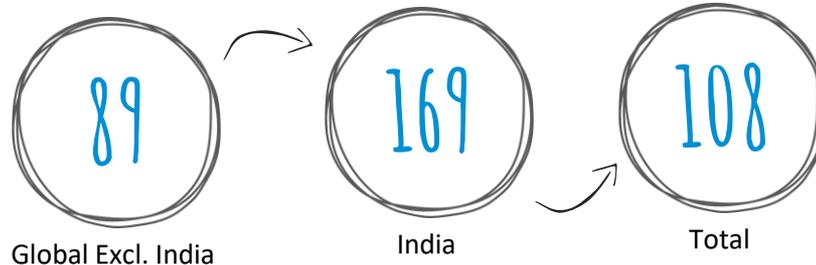
613 CR
Cash And Cash
Equivalent (INR)

42
Go Lives
New Digital
transformations

Q1 FY24 - FINANCIAL HIGHLIGHTS

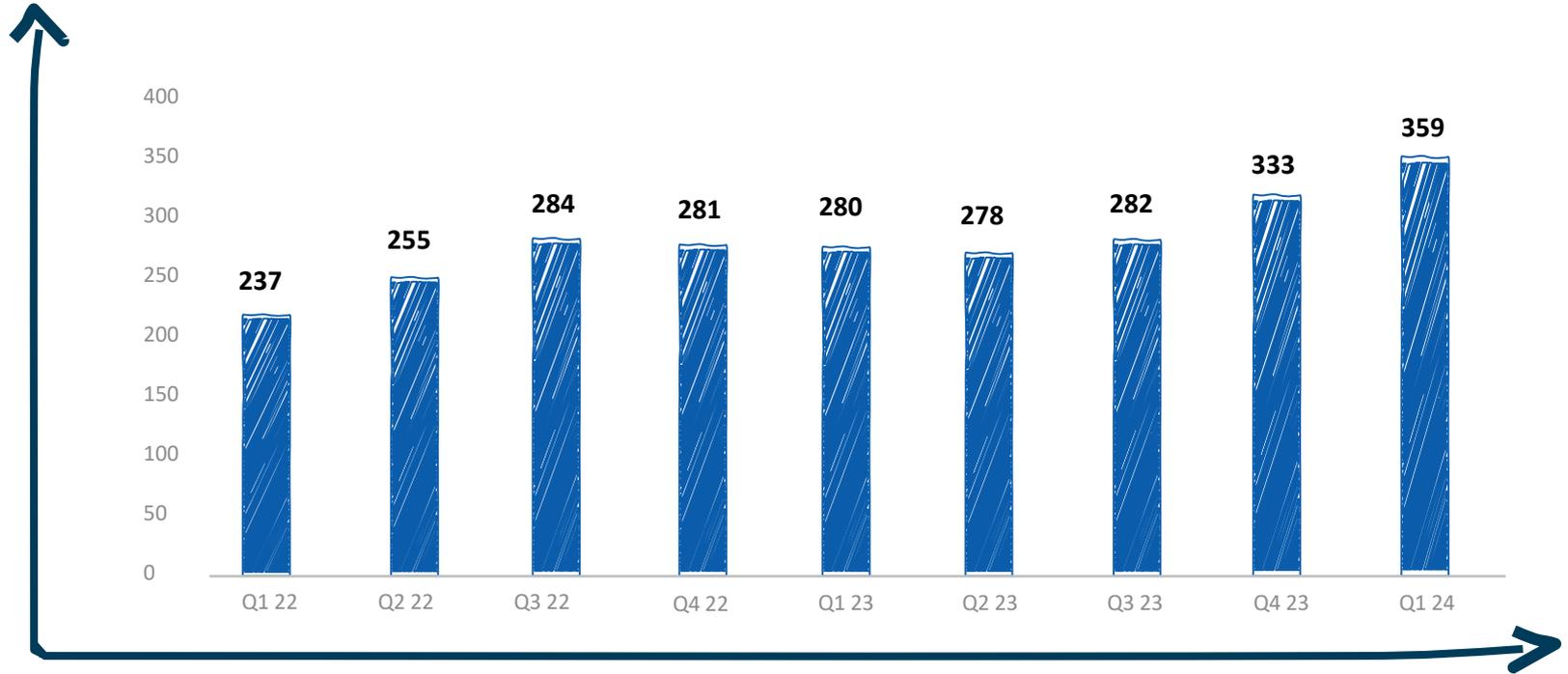


DSO (AS AT 30TH JUNE 23)
EXCLUDING CONTRACTUALLY NOT DUE



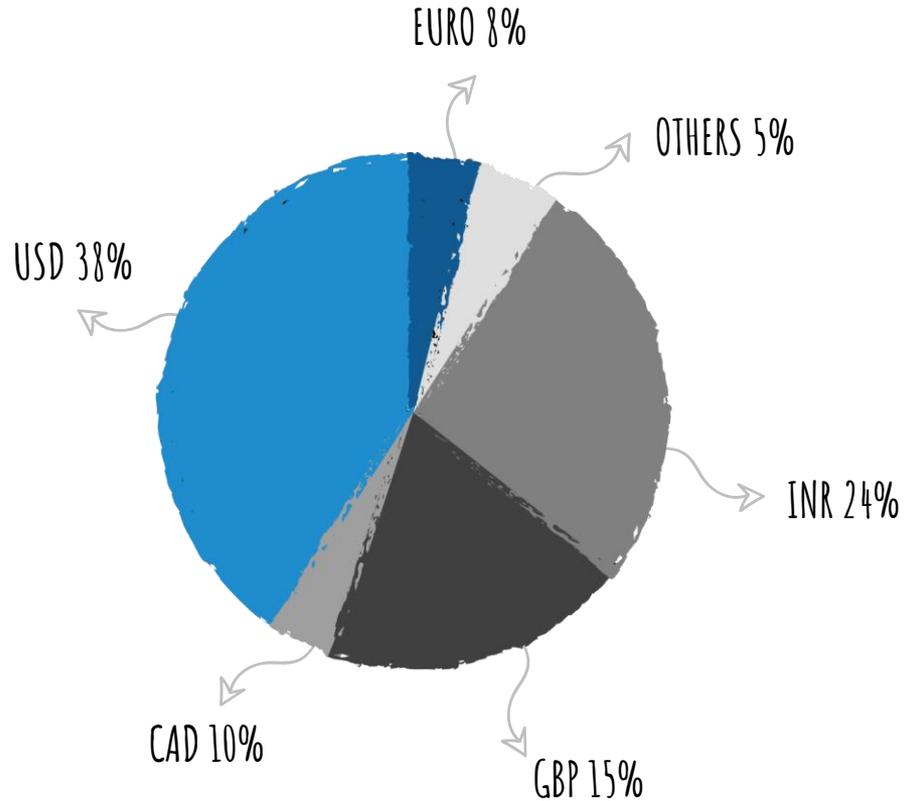


LICENSE LINKED REVENUE GROWTH



License Linked Revenue Growth (INR Crs)

REVENUE Mix: CURRENCY WISE Q1 FY 24



Financial Results for the First Quarter Ended – June 30, 2023

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

INR Crs

Particulars	Quarter Ended		LTM Ended		Year Ended	
	June 30, 2023 (Q1 FY 24)	June 30, 2022 (Q1 FY 23)	June 30, 2023 (LTM Q1 FY 24)	June 30, 2022 (LTM Q1 FY 23)	March 31, 2023 (FY 23)	March 31, 2022 (FY 22)
Total Income	644.38	540.46	2,349.89	1,990.49	2,245.97	1,856.47
Expenditure						
Software Development Expenses	278.14	240.31	1055.83	859.12	1,018.00	797.60
Gross Margin	366.24	300.15	1294.06	1,131.37	1,227.97	1,058.87
SG & A Expenses	161.97	144.17	623.26	528.81	605.45	489.78
R & E Expenses	49.20	39.83	181.77	134.37	172.40	118.74
Total Expenditure	489.31	424.30	1,860.86	1,522.30	1,795.85	1,406.12
EBITDA	155.07	116.16	489.03	468.19	450.12	450.36
EBITDA %	24.1%	21.5%	20.8%	23.5%	20%	20%
Depreciation & Amortisation	(33.97)	(28.08)	(127.40)	(102.95)	(121.51)	(97.56)
Hedge Impact	(5.00)	0.84	(20.56)	20.64	(14.72)	21.71
Fx Reins. (Loss)/Gain	(2.43)	2.73	7.75	1.30	12.91	3.16
Other Income / Expense	12.70	1.33	46.55	29.89	35.18	34.15
Profit / (Loss) Before Tax	126.37	92.98	395.37	417.07	361.98	411.82
Provision For Taxation	(32.90)	(24.21)	(103.45)	(72.94)	(94.75)	(62.74)
Profit / (Loss) After Tax	93.47	68.77	291.93	344.13	267.23	349.08

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



ACCELERATING GROWTH WITH EMACH.AI



LARGE DEAL WIN: DIGITAL DISRUPTION IN CUSTOMER EXPERIENCE (CX) IN APAC



A leading private domestic universal bank in the Philippines with total assets of PHP842 billion as of December 31, 2022 has chosen Intellect as their preferred partner. The Bank has been operating for 71 years since it was established in 1951. The bank has a total of 316 branches and 596 ATMs to date.

SOLUTION

The bank has chosen Intellect to build its signature solution for its customer-centric journeys across **Cash Management, Payments, Liquidity and Loan Origination** powered by Intellect's eMACH.ai technology framework

THE PARTNERSHIP WITH INTELLECT COVERS MULTIPLE DIMENSIONS:

CUSTOMER EXPERIENCE & CASH MANAGEMENT FROM IGTB

- CBOS Empowers Digital Experience Design through Headless Architecture
- Specialized Transaction Banking Functionalities
- Cloud Deployment on AWS
- Exceptional Customer Experience

IKREDIT360 LOAN ORIGINATION SYSTEM (LOS) FROM IGCB

- State-of-the-art workflow-based digital credit origination system
- The bank will be able to build the right credit portfolio and, increase customer satisfaction through faster loan approvals and reduced onboarding times.

LARGE DEAL WIN: OTP BANK HAS CHOSEN INTELLECT'S AWARD-WINNING IDC BANKING PLATFORM



Established in 1949, OTP Bank Group is one of the largest independent financial service providers in the CEE region with banking services for private individuals and corporate clients. The bank has more than 36,000 employees, 16 million clients and is present in 11 countries, namely Albania, Bulgaria, Croatia, Hungary, Moldova, Montenegro, Romania, Russia, Serbia, Slovenia and Ukraine, and OTP Bank soon enters the Uzbekistan market.

SOLUTION

The bank selected iGCB's core banking platform as preferred solution with the confidence to enable launching curated solutions rapidly in the market ensuring a superlative customer experience.

The bank has chosen Intellect Digital Core (IDC) for final exclusive contracting period with expectation to fulfil their vision of providing a complete range of highest quality financial services to their customers in CEE.

THE PARTNERSHIP WITH INTELLECT COVERS:

- Intellect's comprehensive digital portfolio of packaged business components for core operations of the bank including Current and Savings Accounts, Lending for Retail, SME and Corporate customers.
- Composable API-first Microservices architecture with 100+ Packaged business components (PBCs) ensuring lowered TCO, increased personalisation, and faster time-to-market
- Real-time contextual end customer experiences by bringing together AI, data analytics, agile architecture and core-agnostic integration
- Europe-ready Marketplace enabling the bank to drive value creation
- Cloud native platform enabling scalability on demand.

eMACH.ai ACCELERATES GROWTH WITH 11 DEAL WINS IN Q1 FY 24



THE DEAL WINS OF THE QUARTER ARE:

AMERICAS

Aspen signed on to use IntellectAI's Magic Submission

A Specialised Canadian Bank has chosen iGTB's cloud-based Payments Service Hub

A leading bank in Canada has chosen iGTB's Corporate Treasury eXchange for expansion into the US

EUROPE

OTP Bank has chosen Intellect's award-winning IDC Banking platform

A fintech company based and operating in the UK has chosen IntellectAI's Magic Invoice

A France-headquartered corporate and investment bank has chosen iGTB's Corporate Treasury eXchange



11 DEAL WINS IN Q1 FY 24

APAC

A private domestic universal bank has chosen CBOS and iKredit Loan Origination System

IMEA

A leading bank in the Kingdom of Saudi Arabia has embraced iGTB's DTB solution

A public shareholding company incorporated in Umm Al Qaiwain has chosen iGCB's CBX Retail

India's third largest private sector bank by market capitalisation has chosen Capital Cube for end-to-end treasury management.

A leading UAE bank extends transaction banking leadership working with iGTB

CUSTOMER TRUST GROWING WITH OTIF DELIVERIES - 10 GO LIVES IN Q1 FY 24



THE DIGITAL TRANSFORMATIONS OF THE QUARTER ARE:

AMERICAS

The fifth-largest bank in Canada by market capitalisation went live with iGTB's emach.ai powered PayCash-CX

A top 10 National Bank of United States went live with iGTB's PayCash-CX for cash management with cash concentration

EUROPE

France's 3rd largest bank by total assets went live with iGTB's Corporate Treasury eXchange(CTX)



10 GO LIVES IN Q1 FY 24

APAC

The Central Bank of Mongolia went live with Intellect Quantum Central Banking Solution

iGTB's iColumbus.ai Supply Chain Finance has implemented a technical go-live at the Indonesian site of one of Singapore's largest Banks

IMEA

The primary financial institution for promoting, developing and financing the MSME sector in India went live with iGCB's Capital Cube

Faisal Islamic Bank of Egypt went live with iGCB's CBX Retail platform

One of the largest banks in Africa went live with eMACH.ai-enabled Intellect Digital Core, Lending and Contextual Banking Experience

The oldest privately owned bank in UAE went live with iGTB's DTB platform

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

DATOS INSIGHTS

> iGTB is featured amongst the Leading Vendors in Datos Insights' report 'Virtual Account Management Platforms: Market Overview'

> IntellectAI's implementation at Foresight is featured under Selected Case Studies: Midsize P/C Insurer Initiatives in Datos Insights' 'Insurance Technology Impact Awards Case Study Compendium 2023: Data Initiatives'

CHARTIS

> iGCB's IDC won an XCelent award for 'Advanced Technology' and rated highly amongst Core Banking Platforms targeted for NA Mid to Large Banks in Celent's Report titled 'Retail Banking Core Banking Systems: North American Mid-Large Bank Edition'

AITE-NOVARICA

> iGTB's Cash Management Solution is rated "Leading Contender" in Aite Matrix Report on U.S. Cash Management Technology Providers

CELENT

> Intellect is positioned as Leader in Chartis Collateral Management for Capital Markets Buy-Side and Sell-Side 2023 Quadrant Market and Vendor Landscape Report"



Aite Novarica

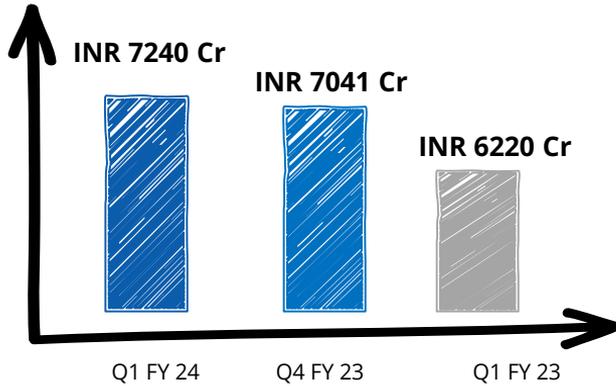
CELENT

CHARTIS

STRONG FUNNEL PROGRESSION FOR THE YEAR



The current funnel of Intellect



Q1 FY 24

Q4 FY 23

Q1 FY 23

Out of INR 7,240 Cr funnel value, INR 6,324 Cr is accounted by 180 Opportunities

Out of INR 7,041 Cr funnel value, INR 5,248 Cr is accounted by 173 Opportunities

Out of INR 6,220 Cr funnel value, INR 5,423 Cr is accounted by 173 Opportunities

DESTINY DEALS

OF DEALS

AVG DEAL SIZE
INR CR

AS % OF
TOTAL

	Q1 FY 24	Q4 FY 23	Q1 FY 23
# OF DEALS	73	70	64
AVG DEAL SIZE INR CR	53	44	47
AS % OF TOTAL	68%	63%	65%

DESTINY DEALS - CONSISTENT GROWTH IN BIG TICKET DEALS



> INR 50 CR

INR 30 CR –
INR 50 CR

INR 20 CR –
INR 30 CR

TOTAL HIGH VALUE
ACTIVE PURSUITS

Q1 FY 24

- 18
 - 1 WON
 - 16 FROM PREVIOUS QTR
 - 2 ADDED
- 25
 - 2 WON
 - 1 LOST
 - 21 FROM PREVIOUS QTR
 - 4 ADDED
- 30
 - 2 WON
 - 2 LOST
 - 25 FROM PREVIOUS QTR
 - 5 ADDED
- 73
 - 5 WON
 - 3 LOST
 - 62 FROM PREVIOUS QTR
 - 11 ADDED

Q4 FY 23

17

24

29

70

Q1 FY 23

15

19

30

64



BOARD ANNOUNCEMENTS



BOARD ANNOUNCEMENT

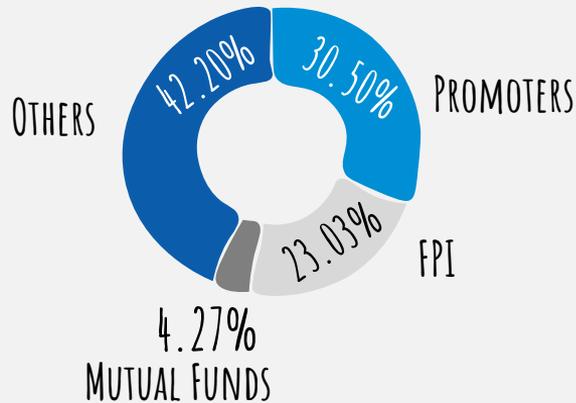
The Board of Directors, pursuant to the recommendations of the Nomination & Remuneration Committee and Audit Committee, have considered and approved the appointment of Ms. Vasudha Subramaniam, Senior Vice President and Financial Controller of our company, as the Chief Financial Officer of the Company with effect from September 1, 2023.

Mr. Venkateswarlu Saranu, the incumbent Chief Financial Officer of the company, shall move on to a new role effective that date.



STOCK INFORMATION

SHAREHOLDING PATTERN (AS ON 30TH JUNE 2023)



STOCK DATA (AS ON 30TH JUNE 2023)

 MARKET CAP	₹ 8563 CR.
 STOCK PRICE	629
 52 WEEK (HIGH / LOW)	₹ 986/389
 NSE / BSE - SYMBOL	INTELLECT / 538835
 NO. OF SHARES OUTSTANDING	13,61,36,238
 AVERAGE DAILY VOLUME (3 MONTHS) – NSE	8.49 LAKHS



CONTACTS

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