

Intellect/SEC/2020-21

August 21, 2020

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

Scrip Code :
INTELLECT

Scrip Code :
538835

Dear Sirs,

Sub: **Proceedings of 09th Annual General Meeting of the Company**

In continuation to our intimation dated the July 28, 2020 with respect to Notice of the Annual General Meeting, we wish to state that the 09th Annual General Meeting of the Company held on August 21, 2020 has transacted all the businesses that have been listed in the said Notice.

Further, in accordance with Regulation 30, Part A of Schedule III of SEBI(LODR) Regulations, 2015, kindly find the enclosed the summary of proceedings and Chairman's presentation at the 09th AGM.

We request you to take this information on record and confirm compliance.

For Intellect Design Arena Limited



V V Naresh

Company Secretary and Compliance Officer

Gist of proceedings of 09th Annual General Meeting of the Company

1. The 09th Annual General Meeting of the Company was held on August 21, 2020, Friday through “VC/OAVM” in accordance with MCA Circular dated May 05, 2020. The Meeting commenced at 11.10 AM to concluded at 12.50 PM.
2. Mr. Arun Jain, Chairman and Managing Director occupied the Chair and welcomed the Directors, who were participating through VC from their respective locations, Mr. Venkateswarlu Saranu, Chief Financial officer and Mr. V V Naresh, Company Secretary and Compliance officer to the meeting. Thereafter, after ascertaining the requisite quorum was present, called the meeting to order.
3. The Chairman informed that the second term of Ms. Aruna Rao(DIN-06986715) as Independent Director of the Company concludes at the this meeting and appreciated the services rendered by Ms. Aruna Rao as Independent Director of the Company.
4. Enclosed a copy of Chairman’s presentation to the members.
5. The Chairman informed that commencement of e-voting during the AGM at 11.10 AM and concluded at 12.50 PM
6. The following items were transacted during the meeting:

(a) Ordinary Business :

Item No. 1. – Adoption of Financial Statements;

Item No. 2: To appoint a Director in the place of Mr. Andrew Ralph England (DIN-08211307), who retires by rotation and being eligible, offered himself for re-appointment

(b) Special Business:

Item No. 3: To re-appoint Mr. Arun Jain (DIN-00580919) as Managing Director of the Company for a term consisting of 5 years.



Item No.4 :To appoint Mr. Abhay Anant Gupte(DIN-00389288) as an Independent Director of the Company for a term consisting of 5 years.

Item No. 5: (a) Modifications to the terms and conditions of Intellect Stock Option Plan Scheme 2015 ("ISOP 2015) –Special resolution

Item No. 5: (b) Modifications to the terms and conditions of Intellect Stock Option Plan Scheme 2016("ISOP 2016) –Special resolution

We request you to take this information on record and confirm compliance.

For Intellect Design Arena Limited



V V Naresh

Company Secretary and Compliance Officer

Intellect Design Arena Limited

9th Annual General Meeting

**Made in India.
Acknowledged
by the World.**

IBS Intelligence Sales League Table 2020 Awards

#1
Retail Banking

#1
Wholesale Banking

Safe Harbor 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, 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.



Agenda

01 Market Opportunity

02 Intellect Journey

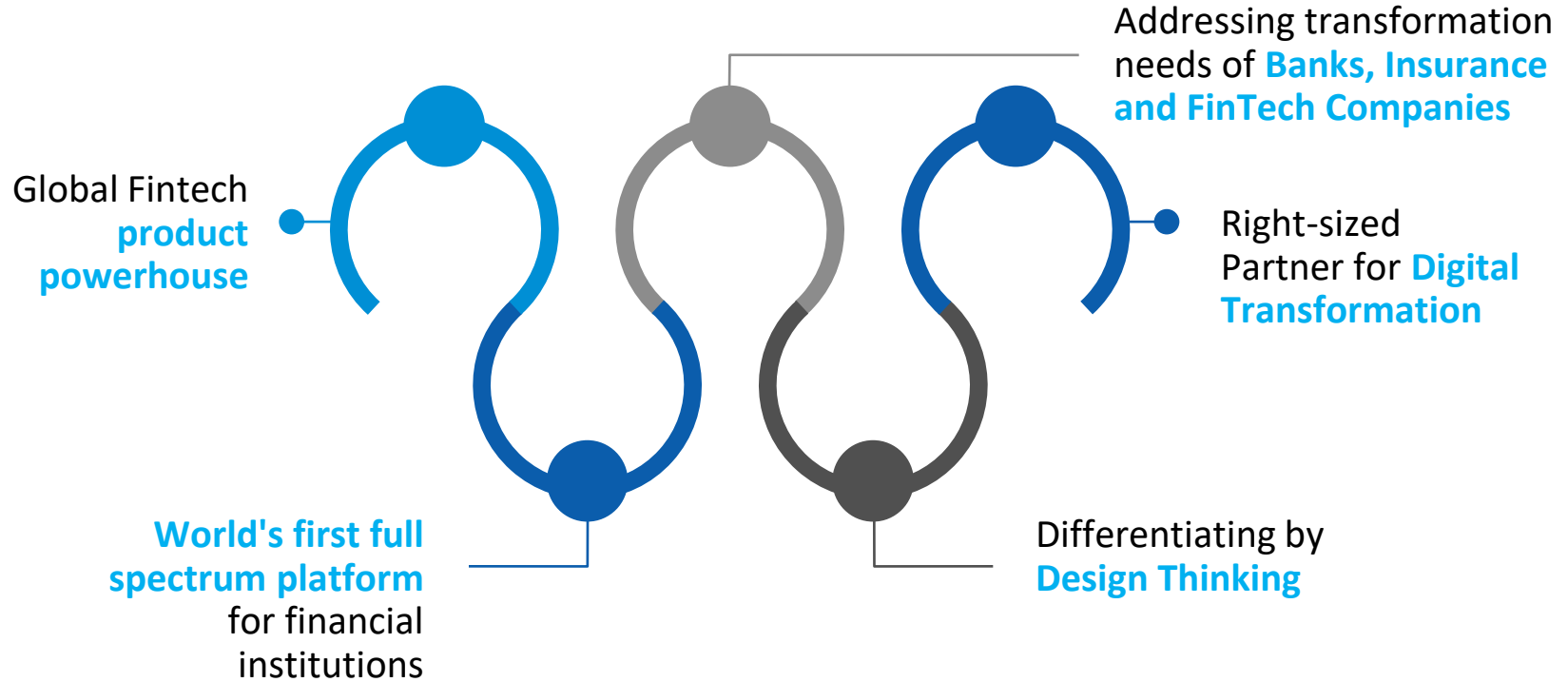
03 Four Elements

04 Confidence about the Future

05 Investor Wealth Creation

06 Potential Risks

Designed to deliver the Digital promise



Market Opportunity



Software spend in FinTech -
\$400 Bn

50% growth in product
business i.e. \$20 Bn to \$30 Bn
between FY19 to FY23

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

Need to accelerate Technology
Change and Demand for
Contextual Experiences

Who do we compete with...

Consumer Banking: Temenos, Finastra, TCS, Finacle, Oracle, Mambu and nCino

Transaction Banking: Finastra, ACI Worldwide, CGI and Bottomline

Risk, Treasury and Markets: Finastra and Calypso

Wealth: Avaloq

Data/Insurance: Carpe Data and Planck



OUR WINNING DIGITAL STRATEGY

We address the
global technology
requirements of

What problems
do we solve

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

- Complexity of multiple generation of Platforms
- Banking systems which are built on 90's technology with Band-aid Digital
- Complexity of Customer data
- Leveraging Technology to drive 'Exponential' Operating cost reduction
- Profigle transformation



Dimensions of Complexity



Dimension 1

Complexity of
disparate
Architectures

Dimension 2

Complexity of Data
Management and
Integration across
platforms

Dimension 3

Complexity of
Innovation and
multitude of Products

Dimension 4

Complexity of
Changing Security,
Regulation and
Compliance.

Dimension 5

Complexity of
aligning multiple
generations of
Technology to
current state



INTELLECT'S PRODUCT STORY

**Why do customers
rely on Intellect?**

What is Our Product Story – Intellect’s Roadmap



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 \$200 Mn to \$500 Mn

Intellect 1.0 : 2015-2018



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
- Recognition of Brand globally
- Global Management Team

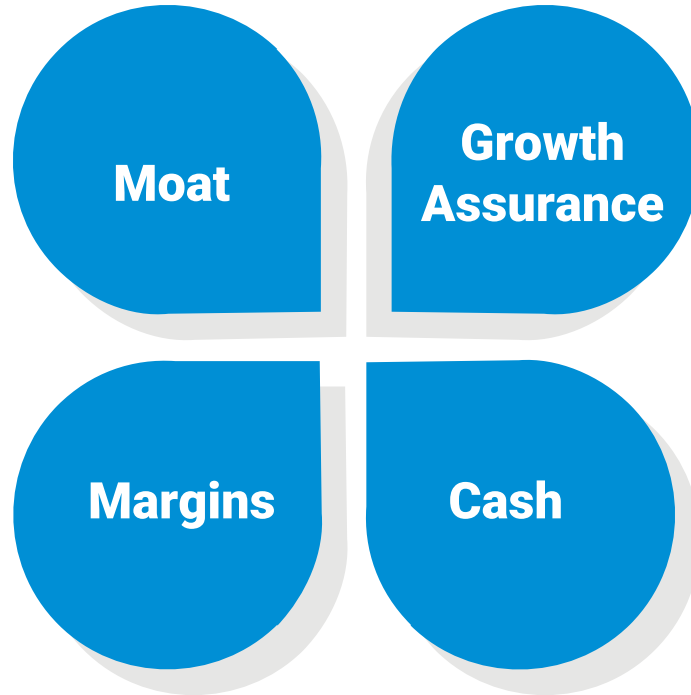
Intellect 2.0 : 2018-2021



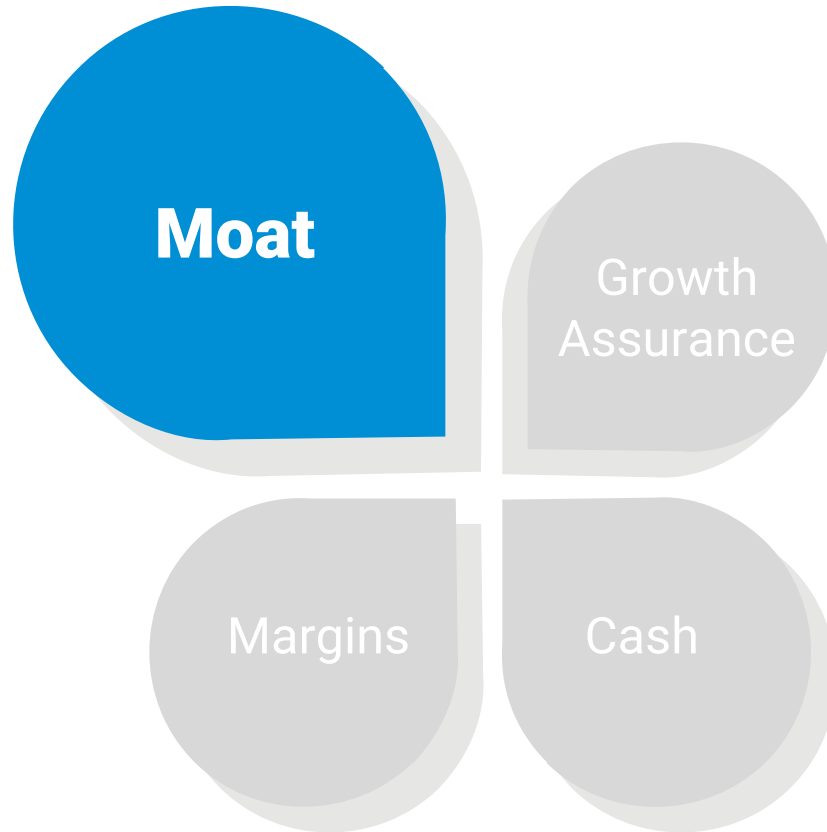
Industrialization, Customer Centricity and Monetization

- 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
- Customer Centricity – Deepening and Strengthening Customer relationships
- Monetization – Unlocking the value of IP investments

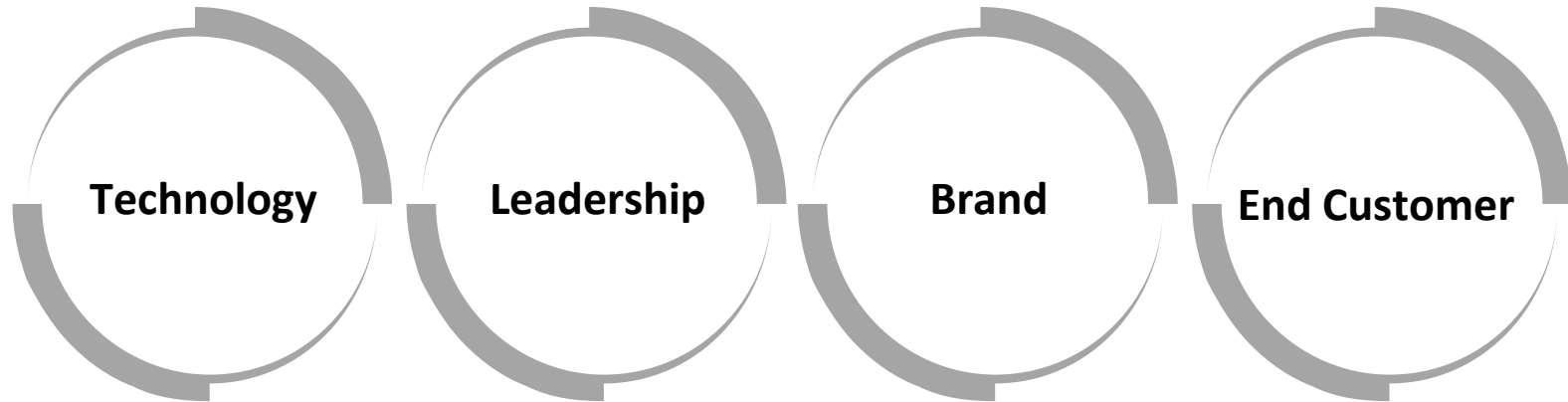
Four Elements



Four Elements



4 Elements of Moat – The Golden Quad



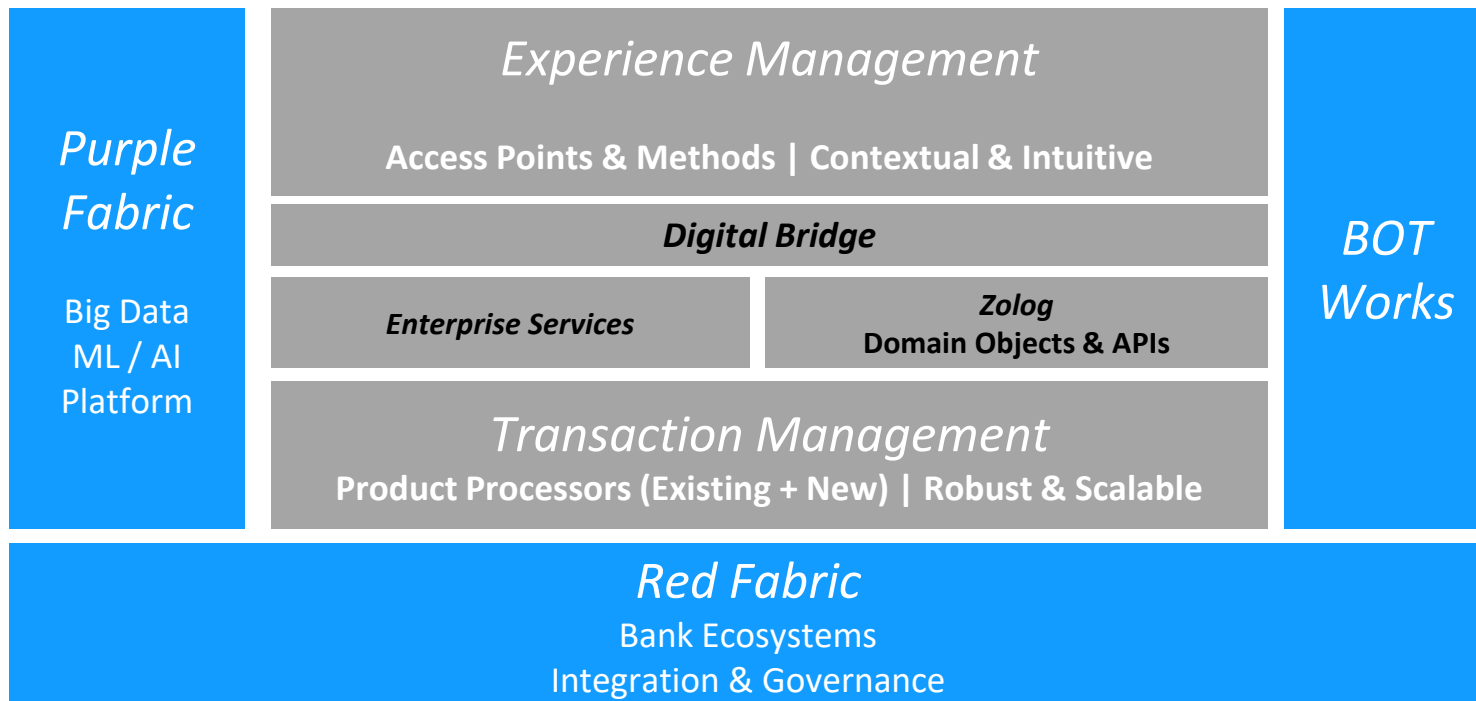
TECHNOLOGY



Cloud Native. API Ready. Microservices based Open Architecture

Powered by AI & ML

Intellect Digital 360 – Reference Architecture



IDC R19 Landscape



Single Sign-on

Common OTP /
Multi-factor Auth

Secure STP Access

OAuth2 Compliant API
Access

PKI Compliant Host-
to-Host Access

Access Points

Self-Service

Shared

Assisted



Internet Banking DF1	Mobile Banking DF2	ATM DC1	Open Banking DC2	Branch Banking DS1	Agent Banking DS2
Conversational BOTs DF3	IOT DF4	Phone Banking DC3	POS DC4	Business Correspondents DS3	Merchants DS4

Access Methods



Inquiry I1 APIs	Action I2 APIs	JMS I3 Queue	Ingestion I4	Projection I5	External Data I6 Sources	Experience I7 APIs	MVC based Web Apps (Branch & Back Office)
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Enterprise Services



CIF ES1	Cust Comm ES2	Fees & charges ES3	Payment Schemes ES4	Product Config ES5	Credit Risk ES6	Central Limits ES7	Collaterals ES8	Origination & On-boarding ES9	Real-time GL ES10
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Product Processors



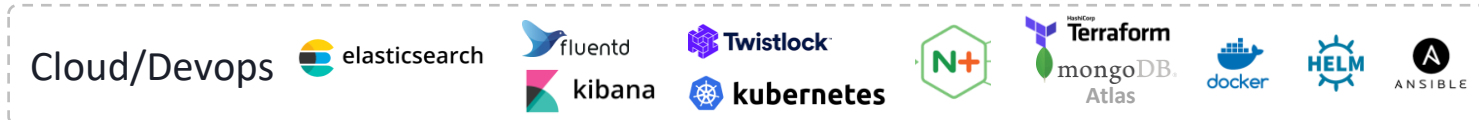
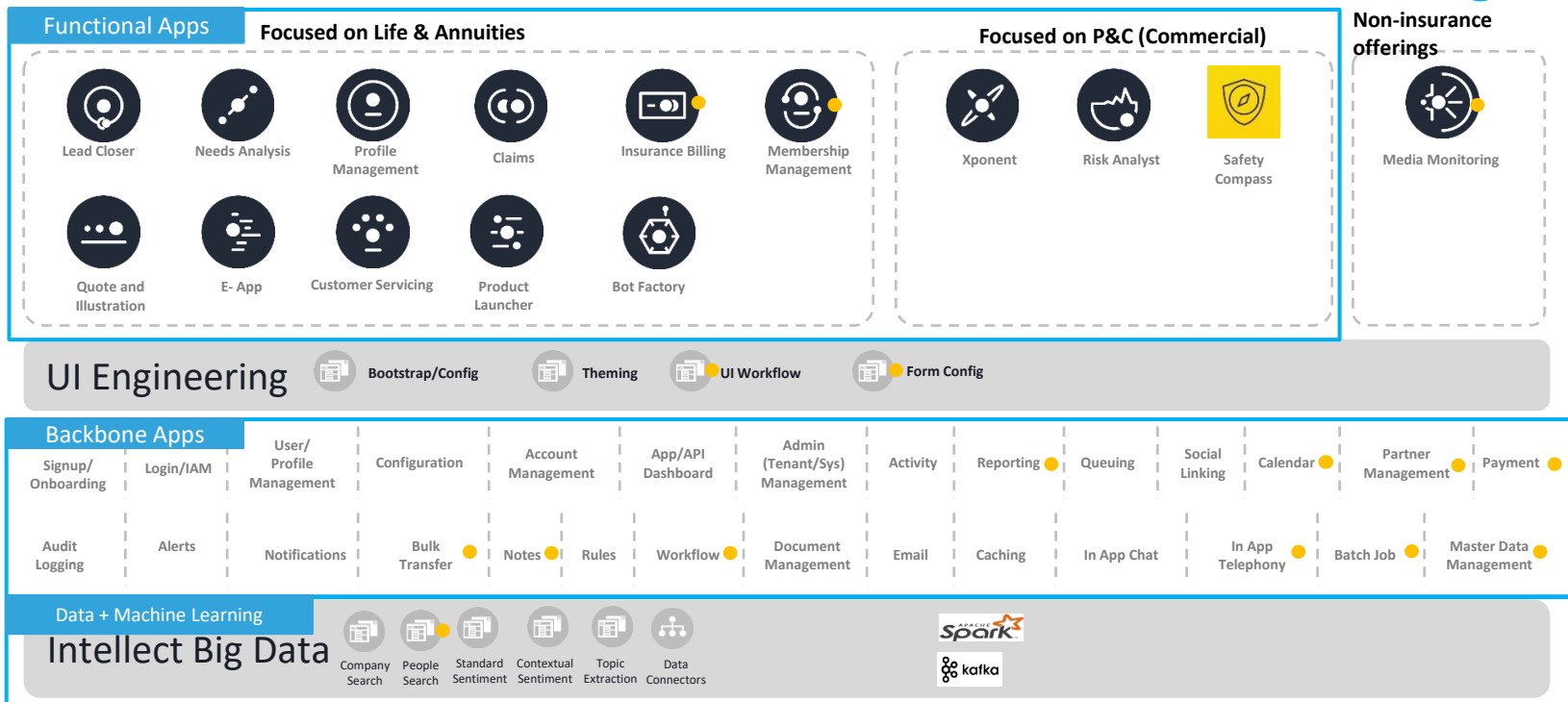
CASA PP1	Deposits PP2	Loans PP3	Cards PP4	Trade Finance PP5	Supply Chain Finance PP6	Cash & Teller PP7	Payments & Remittances PP8	Debt Management PP9	Treasury PP10
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Foundation Services



Alerts & Notifications FS1	AI / ML Engine FS2	Vision BOTs FS3	Voice & Text BOTs FS4	IDS & Analytics FS5	AML FS6	Biz Rules & Workflow FS7	Audit Trails FS8	Bulk Posting FS9	Reports & Distribution FS10
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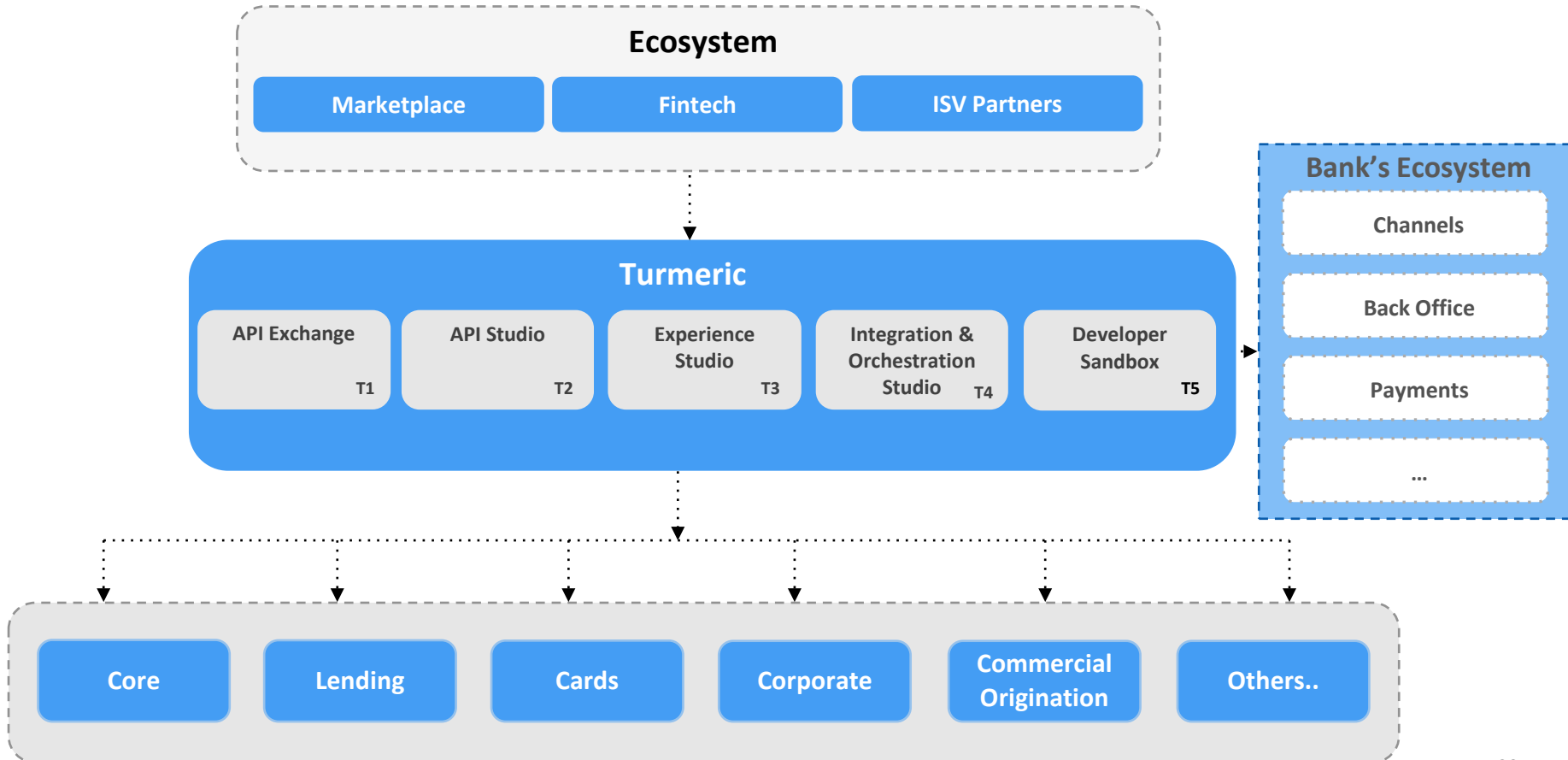
Intellect FABRIC – Cloud Native + Data + Machine Learning



Intellect FABRIC Platform
Intellect Business Apps

NOTE 1: Service Desk and Build Tools not shown

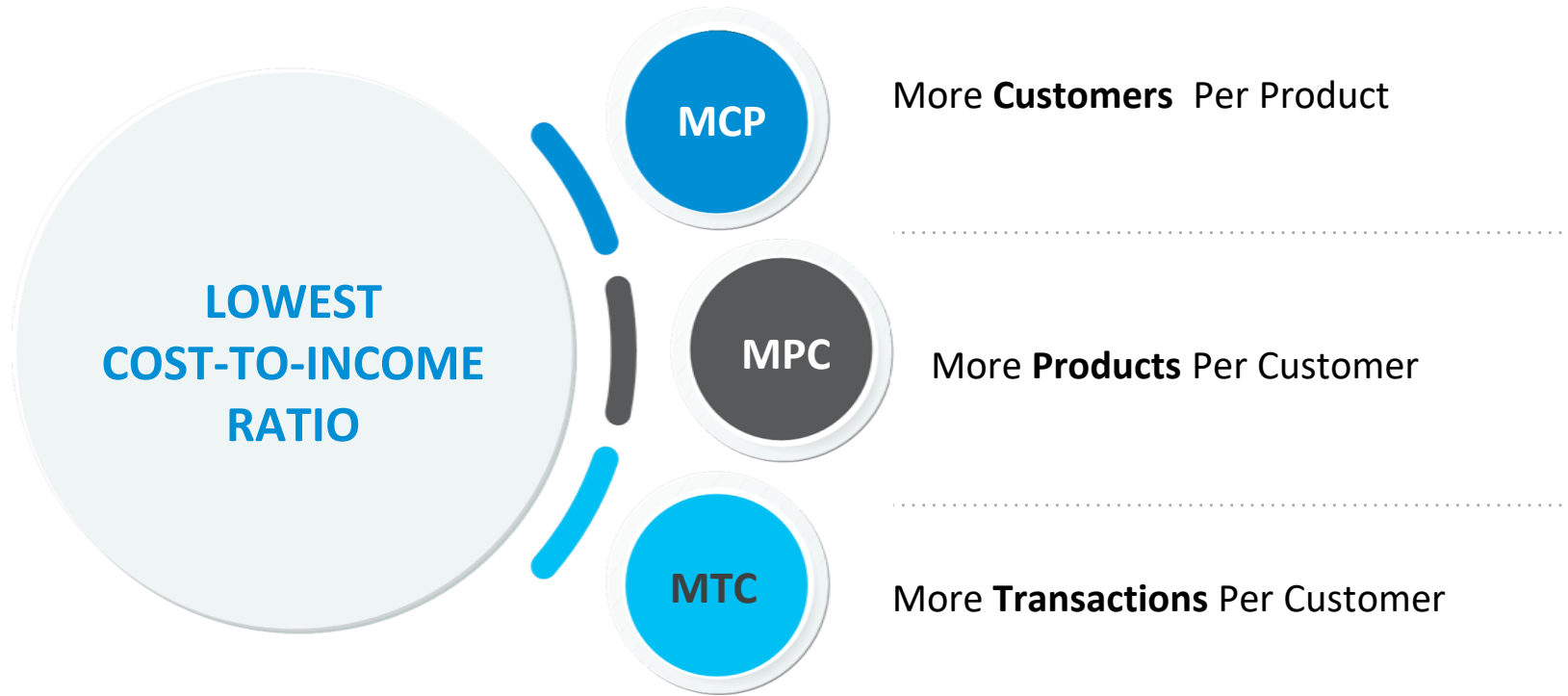
iTurmeric Platform – Enabling the Ecosystem



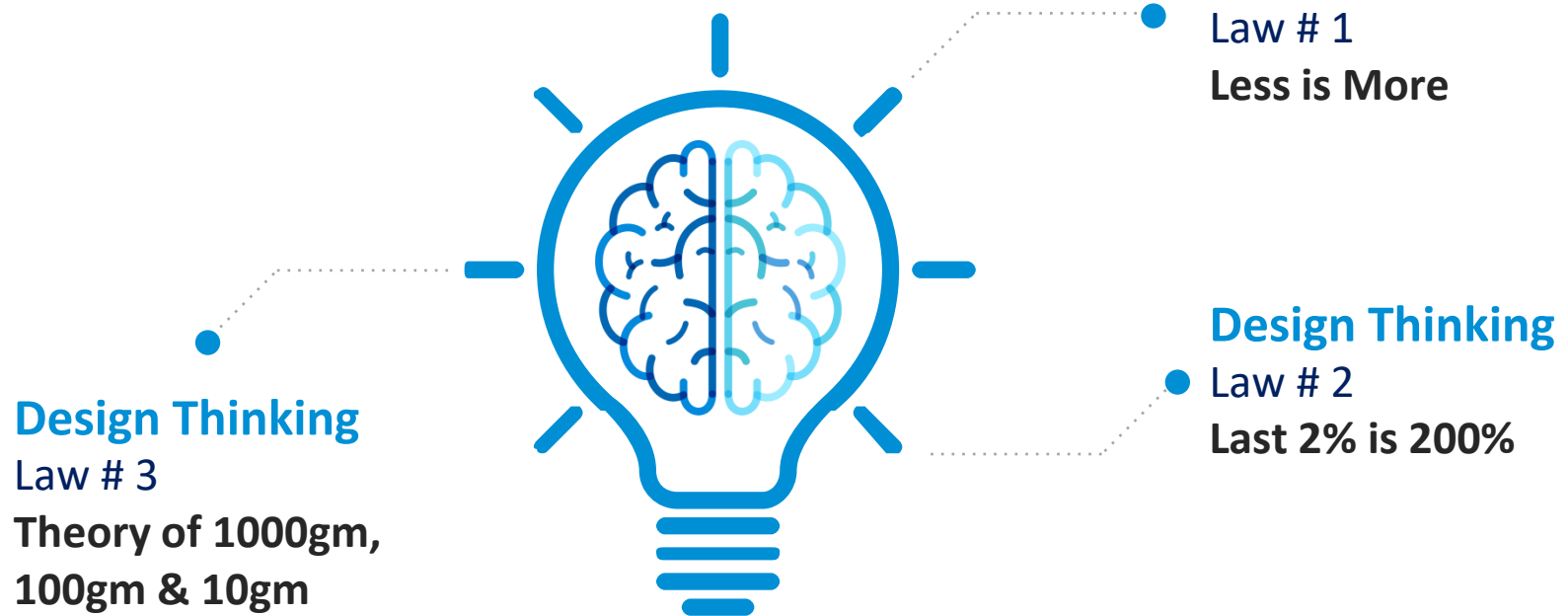


PRODUCT

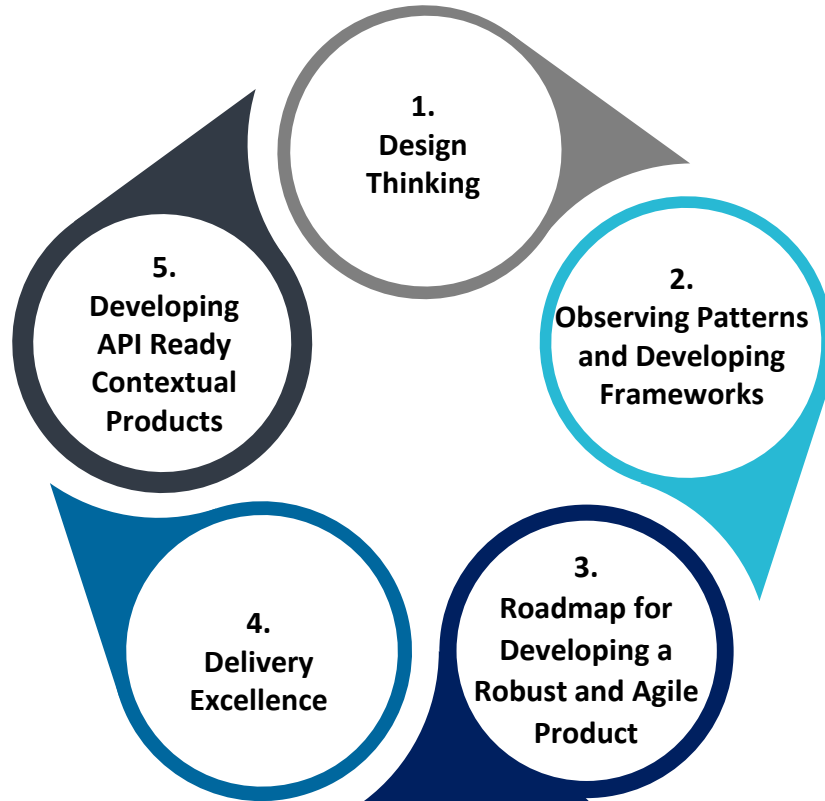
What do we enable **Banks to achieve?**



By Applying 3 Laws of Design Thinking...



We came up with a 5 Step Process



Resulting in Future Ready Multiproduct FinTech Platform



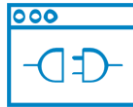
Cloud Native. API Ready. Microservices based Open Architecture powered by AI&ML

First that is business aware. First for digital first with APIs. First optimized for user experience.



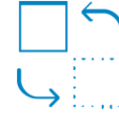
Digital **Acceleration**

API first. UX led
Cloud native



Digital Banking with **Open APIs**

Prepare to comply. Prepare to complete
60+ APIs available



Replace Aging **Digital Channels**

Reduce Complexity, Decrease Costs,
Accelerate Innovation



Ready for **Real-time?**

Your clients are



The Holy Grail: **Joined up Banking**



Innovate on the Glass

World-class UX drives high
self-service adoption

With API first and Contextual Products

Connecting to API lead architecture and AI/ML



Digital Transaction Banking (DTB)



KEY HIGHLIGHTS

- **Define your user journey experience**
Use your DTB configurator and make it your own, define your DTB portfolio in line with your business models and personalized your banking experience for your clients
- **Onboarding and self onboarding**
Wizard-driven and template-based onboarding reduce a traditionally convoluted process to a few steps.
- **Open Banking API Framework**
Rapidly expand APIs into corporate banking business to help relieve inherent legacy complexity in delivering services to corporate treasurers.
- **SME Banking**
Vast array of features for SMEs, such as mobile onboarding, Insta-banking, shorter receivables cycles and more

A complete front-to-back platform with pre-defined industry sector and segment parameters and domain packs, defined user journeys driving simplicity in onboarding, replicable and robust banking and corporate treasury processes backed by regulatory and country specific compliances built in.



Contextual Banking Exchange (CBX)



KEY HIGHLIGHTS

- **Contextual Online Banking**
Business-aware, best-next actions, auto-upsell and cross-sell
- **World-Class UX**
Simplified human interaction
Consumerization of commercial banking
- **End to end**
Domain packs for banking functions
400+ user journeys with self-service
- **Technology Adoption**
API-First architecture from ground up
Extensible through SDKs
Omni-channel
Multi-Region, Multi-Entity, Multi-Currency
- **100% Digital**
Born Cloud Native, Open Banking
- **Flexible Deployment**
Client Managed (On-Premise)
Cloud (Private and Public)

Digital and contextual, self-service, domain packs, interaction layer, machine learning and analytics, born cloud-native, APIs, headless or with omni channel UX, 100% scalable



Payments Services Hub (PSH)



KEY HIGHLIGHTS

- **End to end**
Payments orchestration, execution and historical transaction repository
- **Configurable Processing**
Message/file transformation, process workflow STP, drop into review
- **Rules Driven**
Intelligence for routing, simple to complex limits, funds control and payment decision
- **Speed-with-Control**
>1 million payments processed per hour. Streamlined payment flow immediate payment network schemes, file-based payment flow branched into parallel process streams for mass throughput, rules and configurable process flows for complete control to halt/review a payment
- **7M:** Multi-Channel, Multi-Segment, Multi-Rails, Multi-Formats, Multi-Country, Multi-Bank and Multi-Currency

Centralized solution processing payment initiation, processing, orchestration, execution and end-to-end visibility of all transactions from a single source with powerful rules configuration for improved STP and elimination of manual processing



Liquidity Management Solution (LMS)



KEY HIGHLIGHTS

- **End to end**
Integrated liquidity management suite across many types of structures, extensive automation, full control to the Corporate Treasurer
- **Loved by corporate treasurers**
Reduce interest costs, effective funds utilization, optimize surplus cash
- **Deposits Protection/Client Retention**
Avoid revenue leakage by improving client retention and become their primary banker
- **Global Leader**
Around 23% of the world's sweeping structures are processed through LMS from iGTB. Top clients using the solution include a global US bank implemented at 36 countries and a UK based global bank at 55 countries
- **Undisputed World Leader**

Highly sophisticated global multi-currency, multi-bank solution for complex sweep structures, pooling, netting, inter-company loans, real time check and investment sweeps – and more



KEY HIGHLIGHTS

- **SWIFT CERTIFIED**
All the latest SWIFT changes.
STP of all relevant incoming SWIFT MT7xx, 4xx, messages
Auto generation of outgoing messages for operational efficiency
- **Rich Fees and Charges module**
Define various LC commissions/charges
Recover them from various parties
- **Comprehensive Product Coverage**
The bank need not reply on separate systems for separate products
Lower IT costs, better customer service
- **Self Service Client Portal**
All trade finance products
Corporate clients can initiate requests, lodge bills, view limits.
Increase customer delight and improve back office operational efficiency

SWIFT Certified Application covering the full lifecycle of import and export products – Letters of Credit, Standbys and Guarantees, Bills, Collections and Trade Loans



Supply Chain Finance



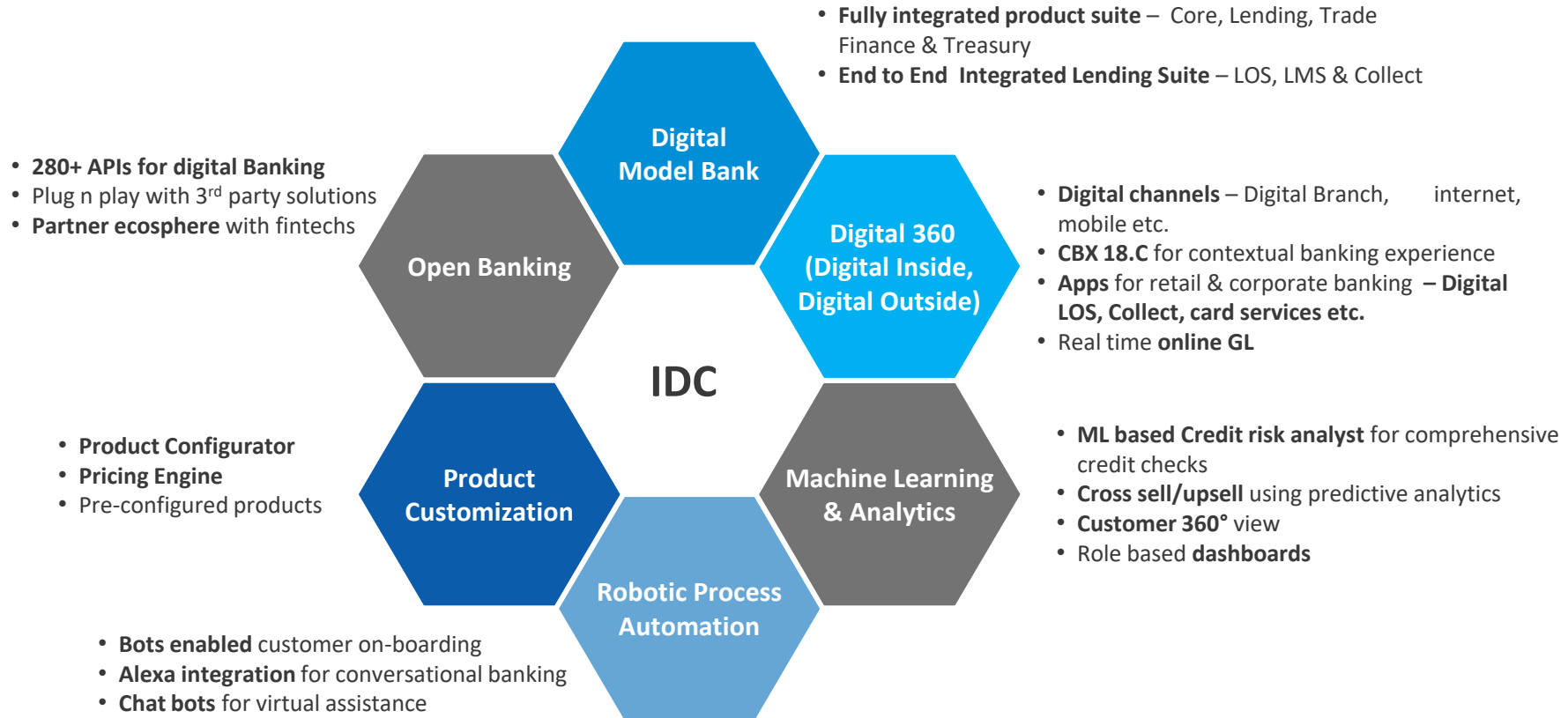
KEY HIGHLIGHTS

- **Intuitive Portal**
For suppliers and buyers
STP with minimal bank intervention
- **Product and Program Setup**
Launch specific programs for specific clients and sectors
Tailor associated terms and conditions
- **Auto Finance Criteria**
Facilitates STP, controls risk.
Tier-1 Parties and Counterparties access to finance in specific currencies up to a specific amount
Others, route to a workflow queue
- **Out of the Box Workflow**
Vendor, distributor, dealer finance
All the rules, eligibility criteria, disbursement and repayment criteria
Alerts, advices and reports
Pre-packaged as a model bank
Or can be configured by the bank

The only offering with sophisticated payables finance, dynamic discounting and onboarding, vital in cash-poor times. Front-to-back, and enables banks to acquire new spoke clients.



Intellect Digital Core – Contextual, Innovative & Digital



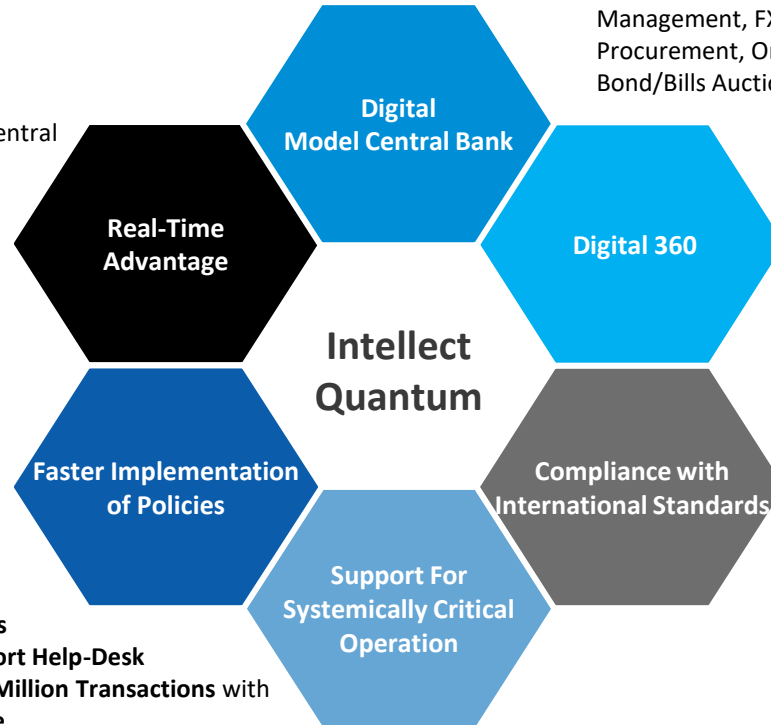
Intellect Quantum – Real-Time, Business Aware, Digital



- **Real-Time online Balance Sheet and Financial Statements**
- **Real-Time** Accounting (GL) of entire central bank operation
- **Integrated Risk Visualizer**
- Integrated Budget management

- **2000+ User configurable attributes**
- Designed around **"Anything Can Change Anytime"** principle

- **End of the Day (EOD) under 15 mins**
- **24 x7 Operation Support and Support Help-Desk**
- Benchmarked to **support over 100 Million Transactions** with **highest level of security compliance**
- **Intuitive Alerts and Notifications**

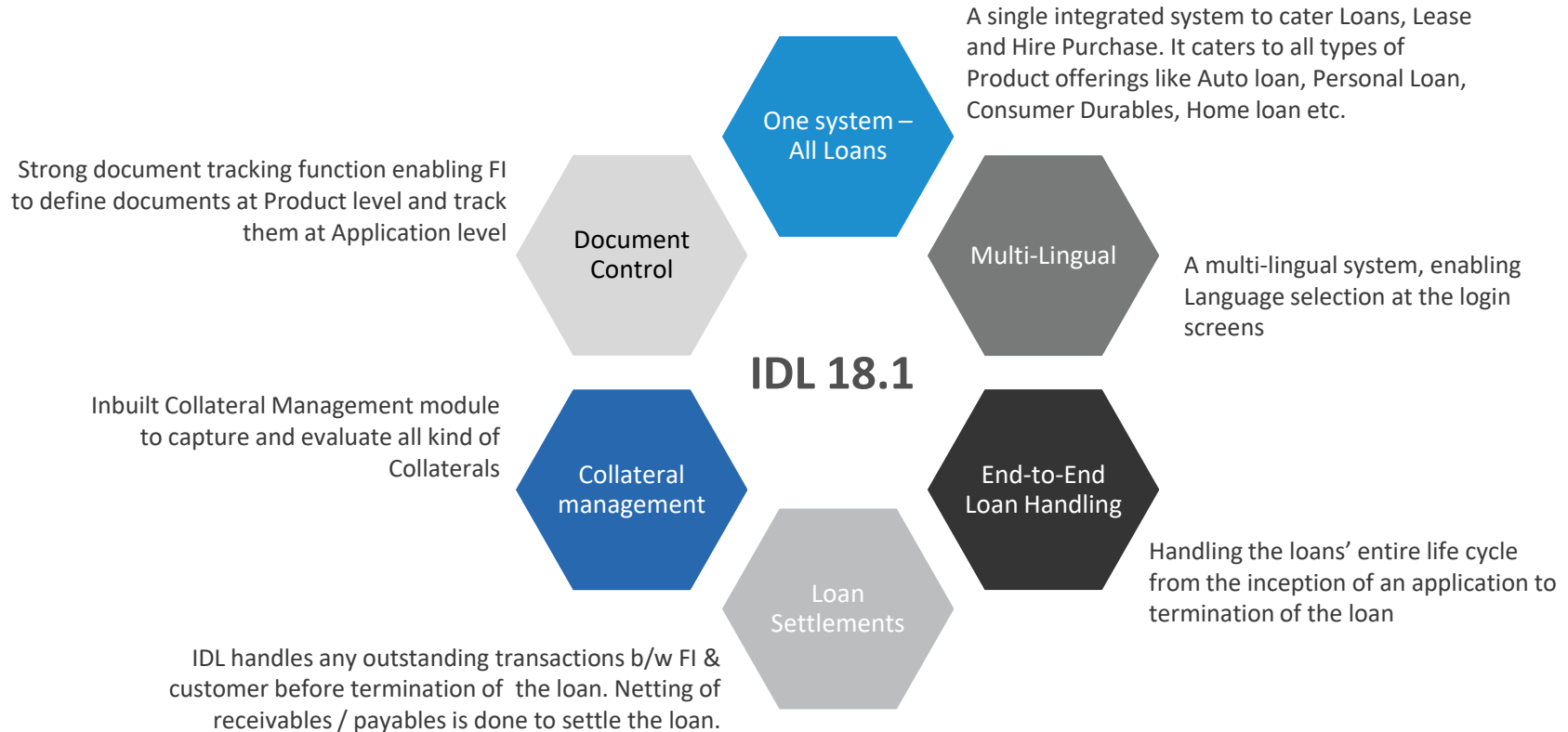


- **Fully integrated product suite** – EGL, Banking Services with Core, Cash, Credits & Collateral, Currency Life Cycle Management, FX/Reserve/Risk Management, FA, Procurement, Online Portal, CSD, Govt. Payment Gateway, Bond/Bills Auctions, etc.

- **Digital channels** – Online Banking and Govt. Business Services Portal
- **TSA Treasury Single Account** with nation level fund consolidation
- **360 degree customer business and operation dashboards**

- **IFRS compliance**
- Fully supports **ISO15022 and ISO2022** messaging standards
- Proven models for **Portfolio Pricing & Stress Testing**
- Fully compliant with **PKI/RSA, OWASP** Security standards

Intellect Digital Lending – Integrated Functions



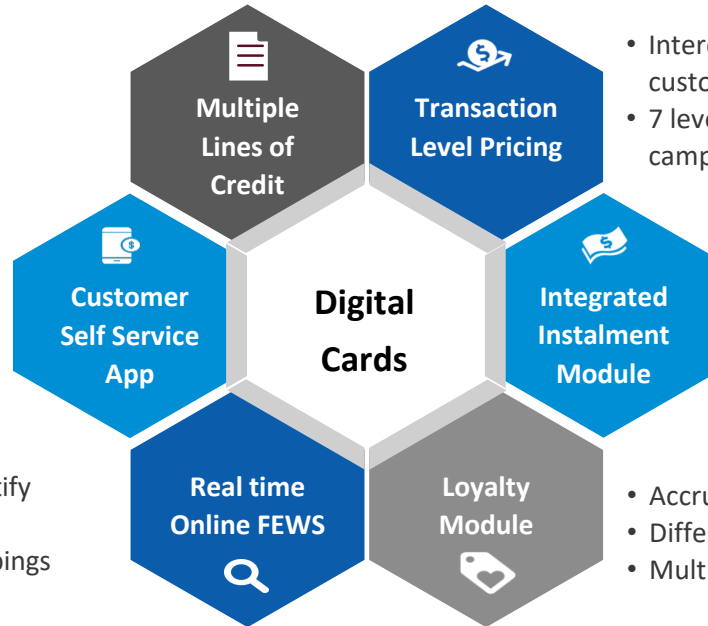
Intellect Digital Cards – Full suite of payment products



- Multiple line on Single account
- Single customer account billing and Statement

- Digital onboarding
- Full suite of service requests
- Driving higher customer engagement among & reducing ops costs

- Setup parameters to identify potential fraud
- Flexibility for broad groupings for action
- 99 Risk Ranks



- Interest rate defined as a function of customer and transaction type
- 7 levels of segmentation for targeted campaigns

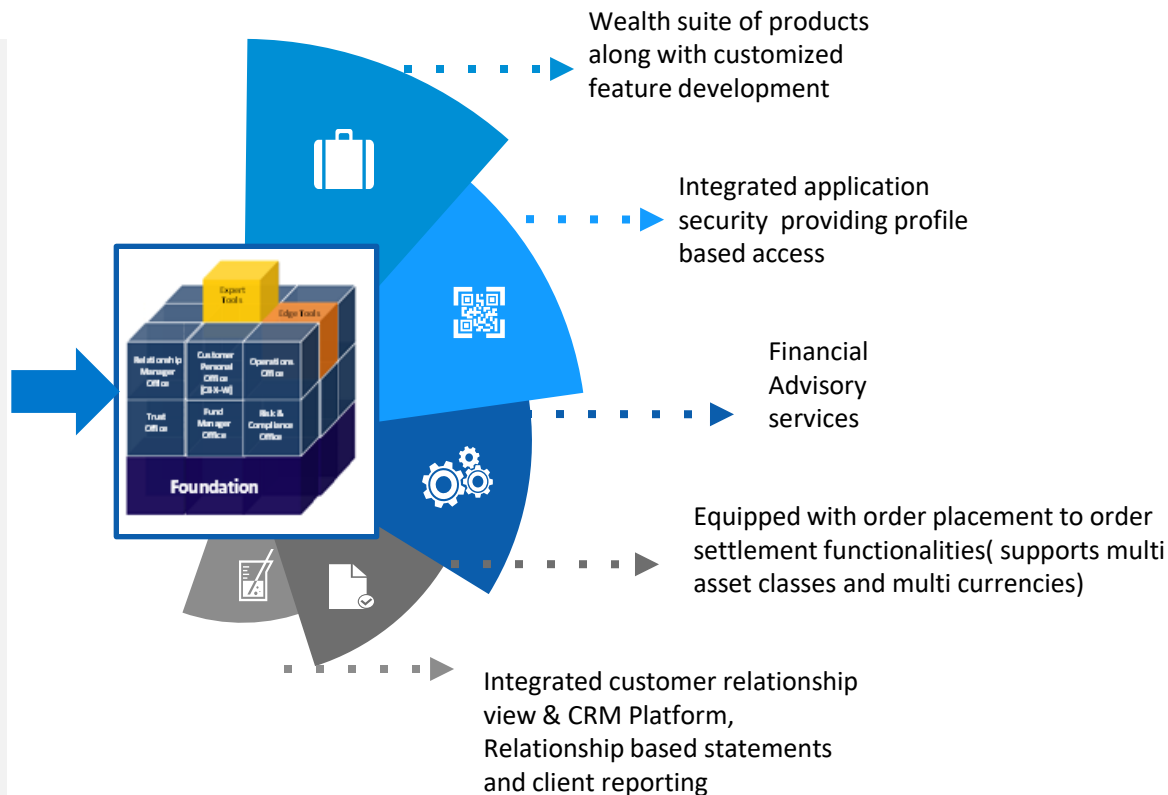
- Posting EMI Transactions STP
- Configurable plans for promotions
- Online Installments with real time alerts to the card user

- Accrual based on transaction types/promotions
- Differentiated rewards based on MCC
- Multiple Redemption options

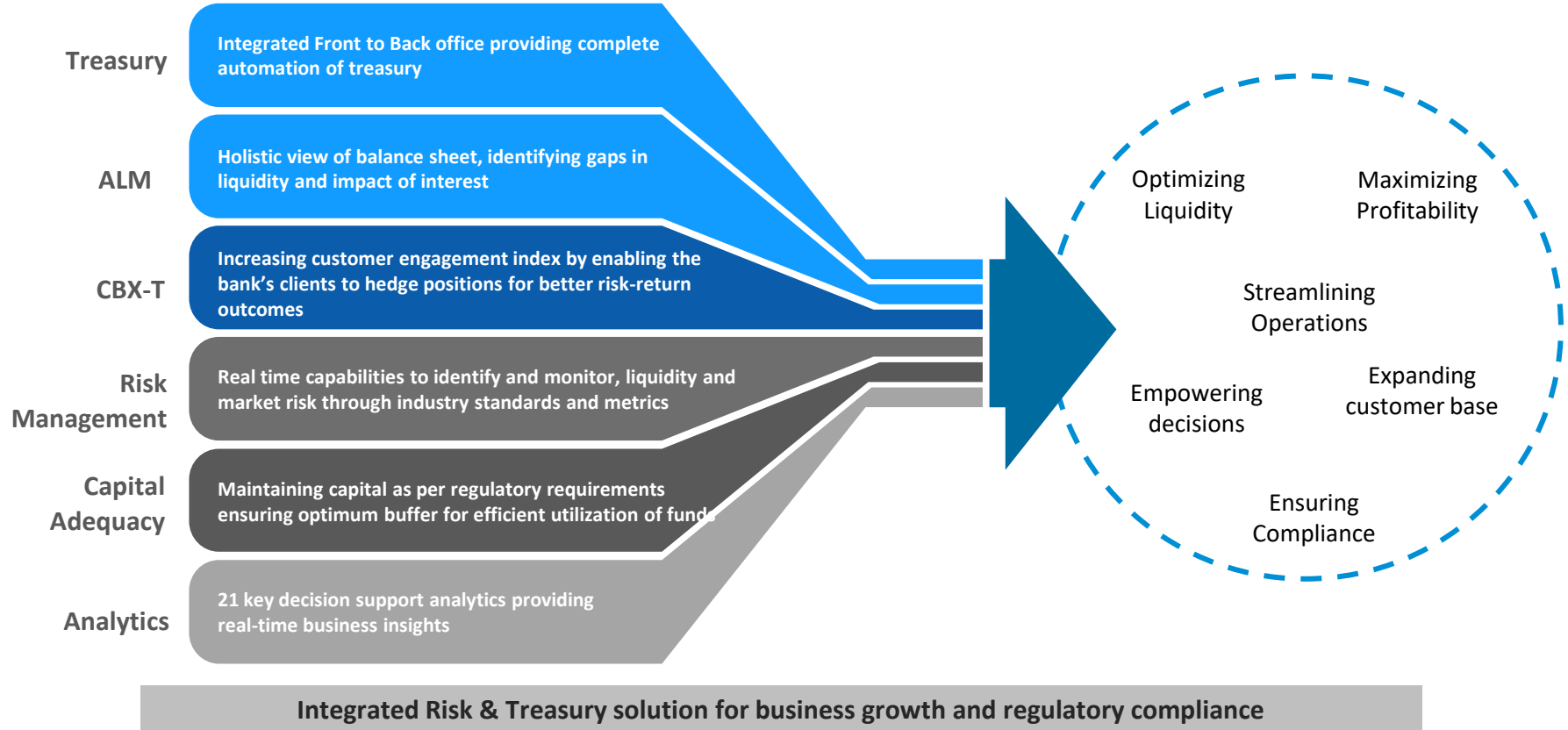
Intellect Wealth Qube – 6 office, 23 Desk, 136 Tools



- A **design thinking** led **end to end** digital wealth management solution
- Equipped with **front, mid to back office** capabilities with **STP Processing**
- Aims to **significantly reduce the time spent** on unproductive administrative jobs
- Focus on **building a deep and effective engagement** with the customers.
- It has range of functionalities supported by **latest UI and UX features**
- The solution makes an '**Empowered RM**'- who can **deliver Advantage 2020** i.e. (20% increase in productivity with 20% lesser costs)



Intellect Capital Cube



Intellect Capital Alpha



Omni Channel Trading for Investors

Robust Dealer Terminal

Real Time pre and post-trade risk management

Latency Optimization

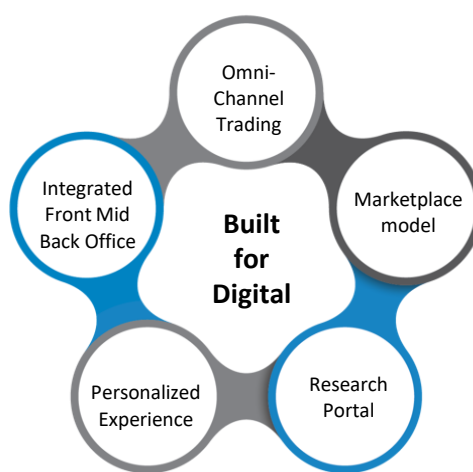
Reducing Customer Risk by 3D compliance – Customer, Organization, Regulatory

Comprehensive back office - Clearing & Settlements, Corporate Actions, Accounting, CRM, Interfaces to Market entities, Brokerage & Commissions

API based interfaces to Payment Gateways

Capital Alpha

- Digital Market Portal providing real time market rates , news and Direct Market Access
- High Performance Exchange Gateways
- Real time collateral margins
- One-Touch/No-Touch Risk Mitigation
- 200+ ready reports





INTELLECT XPONENT

is an intelligent workbench that utilizes our big data and risk analysis frameworks to deliver a workflow orchestration that takes the stress out of the underwriting process. Xponent provides contextual risk assessment, allows underwriters, brokers and risk specialists to collaborate, and improves data quality on agency submitted proposals to help deliver:

BENEFITS

- Reduction in combined operating ratios
- Friction-free underwriting
- Reduced underwriting leakage
- Reduced time from submission to issue
- Increased renewal retention

KEY FEATURES

- Artificial Intelligence
- Configurable workflows and rules
- Advanced risk analytics
- Multi-product, multi-quote view
- Document management
- Intuitive dashboards and reporting

LEADERSHIP

Leadership Teams



- Intellect was able to attract and create Global Management Team
- Stable Leadership Team. High retention
- 100 + leaders from Financial and Technology world of each with around 25 years of experience
- Diversity and Inclusiveness. Nationality Agnostic.
- Development of Leadership pool through iOxford Leadership Program

BRAND

Product acceptance in Advanced Markets

Supported by architectural superiority and functional depth



- Intellect's largest banking verticals - iGCB and iGTB - have been ranked No. 1 globally by IBS SLT 2020
- Analyst ratings - outcome of our Investments in both Products and Markets
- Rankings and Magic Quadrant positions are an assertion/proof point of our product strategy and hence increased referenceability

Product acceptance in Advanced Markets

Supported by architectural superiority and functional depth



IBS Sales League Table

2020

- **No. 1 in Retail Banking** (Intellect joins the LEADERSHIP CLUB)
- **No. 1 in Wholesale Banking - Transaction Banking** (Intellect joins the LEADERSHIP CLUB)
- **No. 3 in Digital Banking & Channels**
- **No.3 in Lending.**

2019

- **No. 1** for Retail Banking Systems
- No. 2 for Payments & Cards Management
- No. 2 for Domestic Leaders – Suppliers
- No. 3 for Digital Banking & Channels
- No. 4 for Digital Banking Experience Platform

2018

- **No. 1** for Retail Banking Systems Worldwide
- **No. 1** for Payments Systems Worldwide
- No. 2 for Lending Systems Worldwide
- No. 2 for Domestic Leaders – Suppliers
- No. 3 for Digital Banking & Channels Worldwide

2017

- **No. 1** for Payments Systems Worldwide
- **No. 1** for Retail Banking Systems Worldwide
- No. 2 for Digital Banking Systems Worldwide
- No. 4 for Risk Management Systems Worldwide

2016

- No. 3 for Lending
- No. 7 for Core Banking
- No. 7 for Treasury



Product acceptance in Advanced Markets

Supported by architectural superiority and functional depth



Gartner

Magic Quadrant

Magic Quadrant for Global Retail Core
Banking, August 2020



CELENT

ABCD- Vendor Analysis

Retail banking customer acquisition platforms
- ABCD vendor view, Celent, January 2020



Chartis
Independent. Insightful. Actionable.

RiskTech Quadrant

iRTM rated as "LEADER" in Chartis Risktech
Quadrant for sell-side risk management,
Chartis, March 2019



FORRESTER

Wave

The Forrester Wave™: Digital Banking
Engagement Platforms, Forrester, July 2019



Aite
Impact Matrix

Aite Matrix: The Leading Providers of U.S. Cash
Management Technology, 2020, Aite, May 2020



NOVARICA

Market Navigator

Life/Health/Annuity - New Business and
Underwriting Systems, Novarica, March 2019



IDC

Marketscape

Worldwide Trade Finance Systems
2020 Vendor Assessment, March 2020



OMDIA
Decision Matrix

Selecting an Anti-Financial Crime Solution,
2017–18", Ovum, December 2017

iGTB Oxford School of Transaction Banking



An exclusive “By Invitation” course held at Oxford & London and Singapore

Over **200** alumni of senior transaction bankers

6 successful schools conducted

Visit iGTBOxford.com to request an invitation



It was a wonderful experience; I learnt a lot and met many interesting people.

Henrik Lang, MD, Head of Liquidity, Global Transaction Services, EMEA, Bank of America Merrill Lynch



I found that the group activities were an excellent way of drawing in different experiences. We could tackle a particular problem in perhaps a unique way that not any of us individually would have discovered on our own.

JD Pinner, Senior Director, Cash Management and Payment Solutions, Commercial Solutions, CIBC



It was amazing, it far exceeded my expectations. I got to see some of the world's leaders in transaction banking speak.

Vipal Lalika, VP Enterprise Payments Platform & Capabilities, TD Bank



Great experience! You've done a great job putting this programme in place, so I strongly recommend it.

Patrik Havander, Head of TxB Strategy & Commercial Excellence, Nordea



Cambridge-Intellect present...

The first-ever Executive Leadership Program for **Digital Transformation**



1

Think Digital. Not Banking

2

Deep Dive into Disruptive Technologies

3

New Business Models

4

Leveraging Design Thinking for Transformation

5

Customised Blueprints for Digital

6

Case Studies and Group Exercises

7

Mentoring from Experts

8

Curated Cambridge Experience

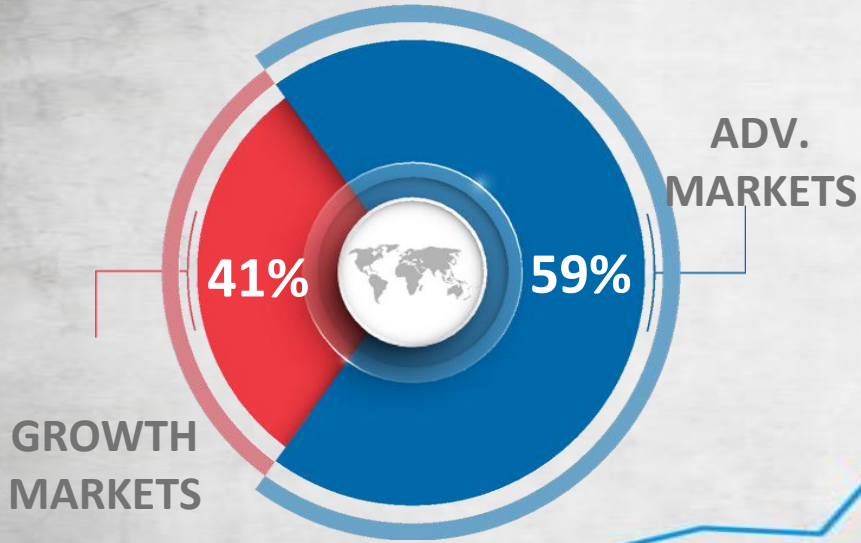
9

Graduation Ceremony



**END
CUSTOMER**

Focus on Advanced Markets



59%

FY 20 Revenue from JAS, Europe, Americas from 55% in FY 15





WORLD'S BEST BANKS 'BANK ON' INTELLECT



240 +

Over 240 Customers

91

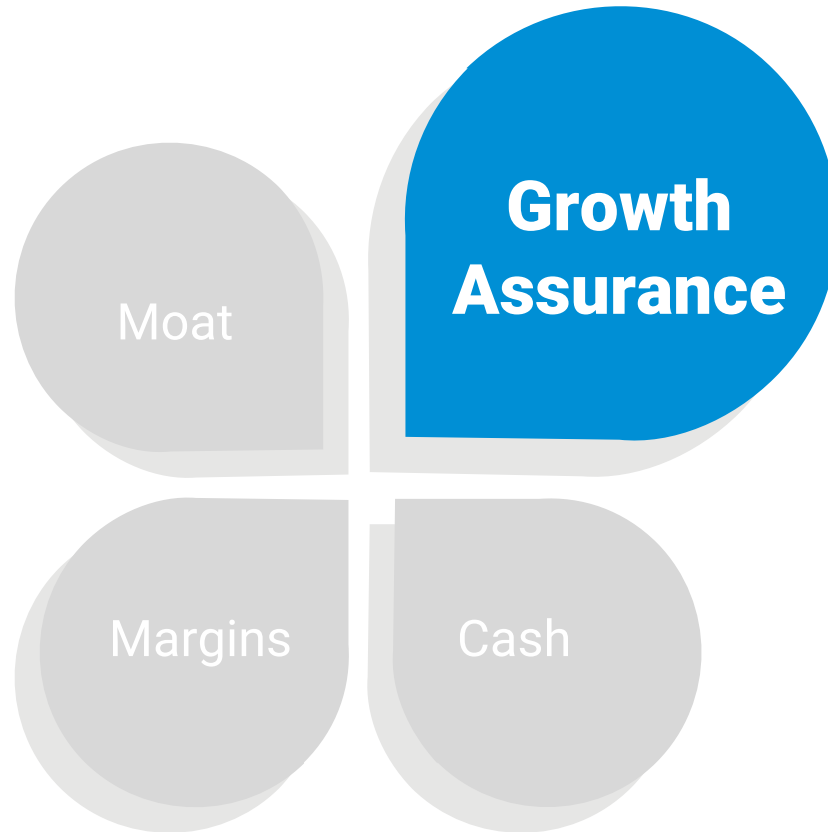
Serving clients in
91 countries

RELY ON INTELLECT

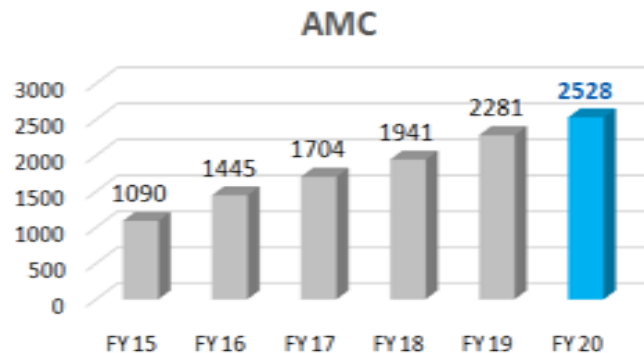
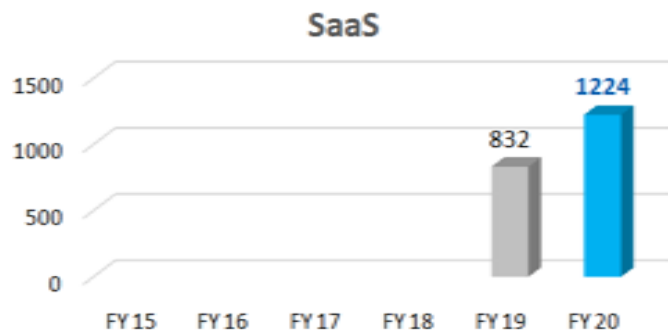
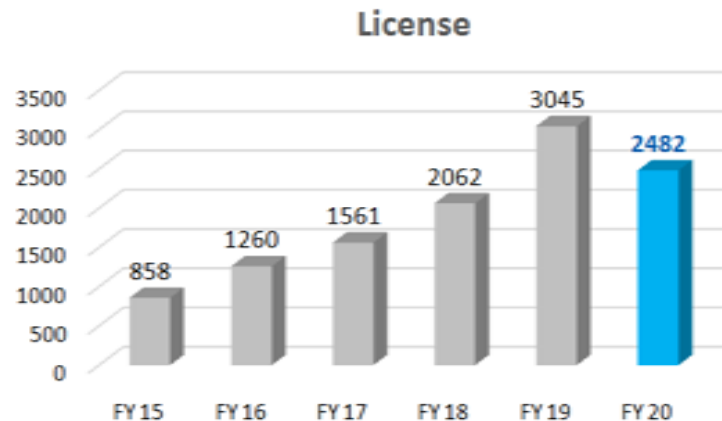
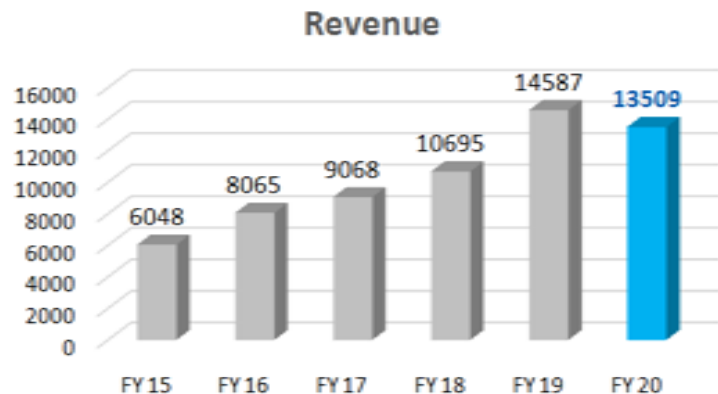
One of the **Top 3 Financial Institutions in Advanced /Growth Markets**



Four Elements

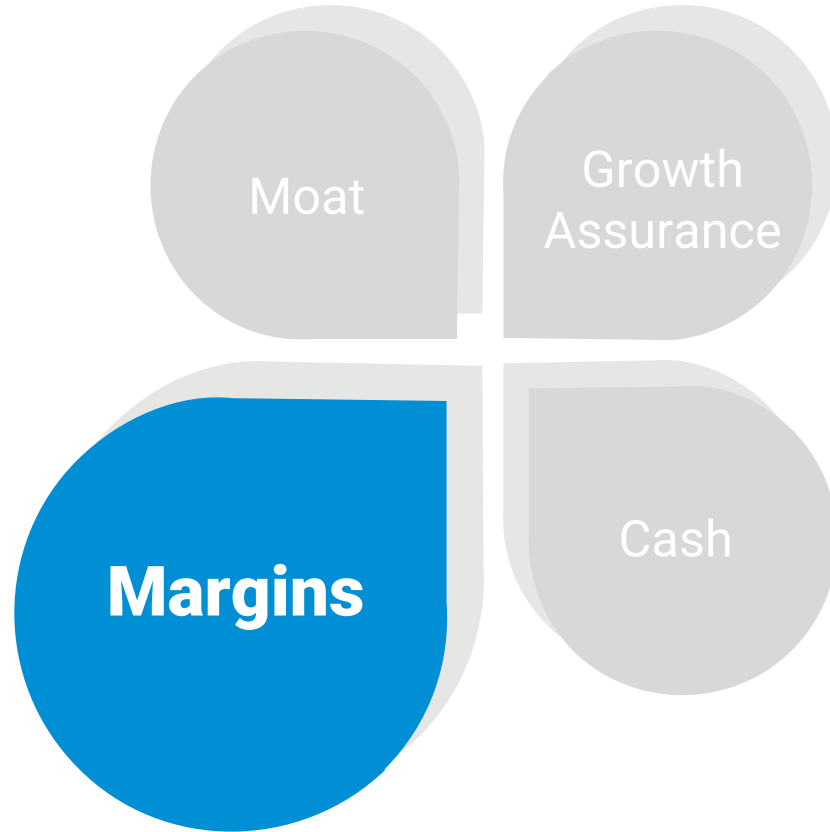


Revenue Trends



* In INR Mn

Four Elements



FY 21: Repositioning Intellect for the **Next Phase**



1

**Future Ready Multiproduct
Fintech Platform**

2

**High Operating Leverage
Global Play**

3

**Design Thinking led highly efficient
innovation cycles with small global
teams and very limited capital raising**

Multidimensional Comprehensive Improvement



#1 Stability during COVID-19



Business Operations and Cash Flows



Effective Operating Cash
flow at INR 1782 Mn



Collected INR 4365 Mn
(\$58 Mn)



DSOs reduced from 150
days to 126 days



Cash stands at
INR 1918 Mn

Business Continuity despite COVID-19



Extreme focus on customer
service & mining



Continue to e-meet customers, submit
proposals, conduct demos & POCs,
progress deliveries and go lives
seamlessly



Assured Revenue
streams shows growth

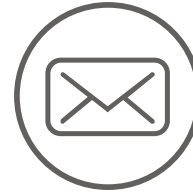
2 Cost structure



Sustainable realignment to repeatable revenues



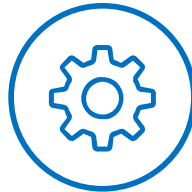
Sales & Marketing investments are now focused on specific markets/products



Pre EBIDTA costs are at INR 2779 Mn against INR 3311 Mn during Q1 FY20



The implementation cycle and efforts have reduced by 30% due to application of Design Thinking in process design and product design



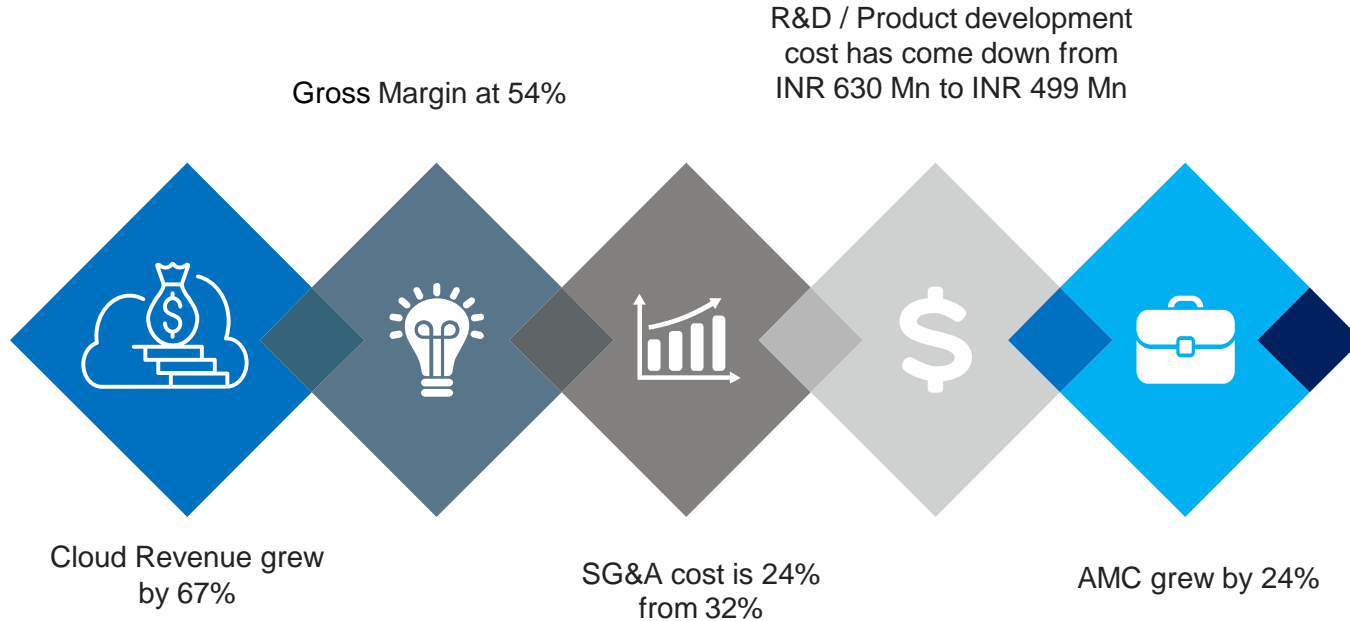
Investments in Research & Engineering have come down after a planned investment in redesigning the products for cloud technologies



3 Monetisation



FY21 will commence the Monetisation agenda after the successful completion of Industrialisation agenda

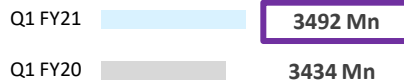


Q1 FY21 – Revenue at INR 3492 Mn



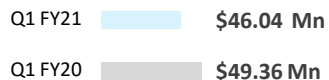
Q1 FY21 REVENUE (INR)

3492 Mn



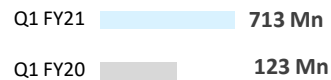
Q1 FY21 REVENUE (US \$)

\$ 46.04 Mn



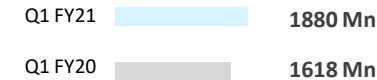
EBITDA (INR)

713 Mn



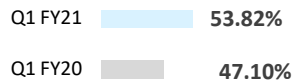
GROSS MARGIN (INR)

1880 Mn



GROSS MARGIN % (INR)

53.82 %



LICENSE (INR)

605 Mn



SAAS Revenue(INR)

389 Mn



AMC (INR)

741 Mn



PAT (INR)

426 Mn



Collections for Q1 FY21 (INR)

4365 Mn

Net DSO

126 Days

Investment in Product Development (Capitalized) (INR)

269 Mn

Deal Wins

4

Large Deal Win

1

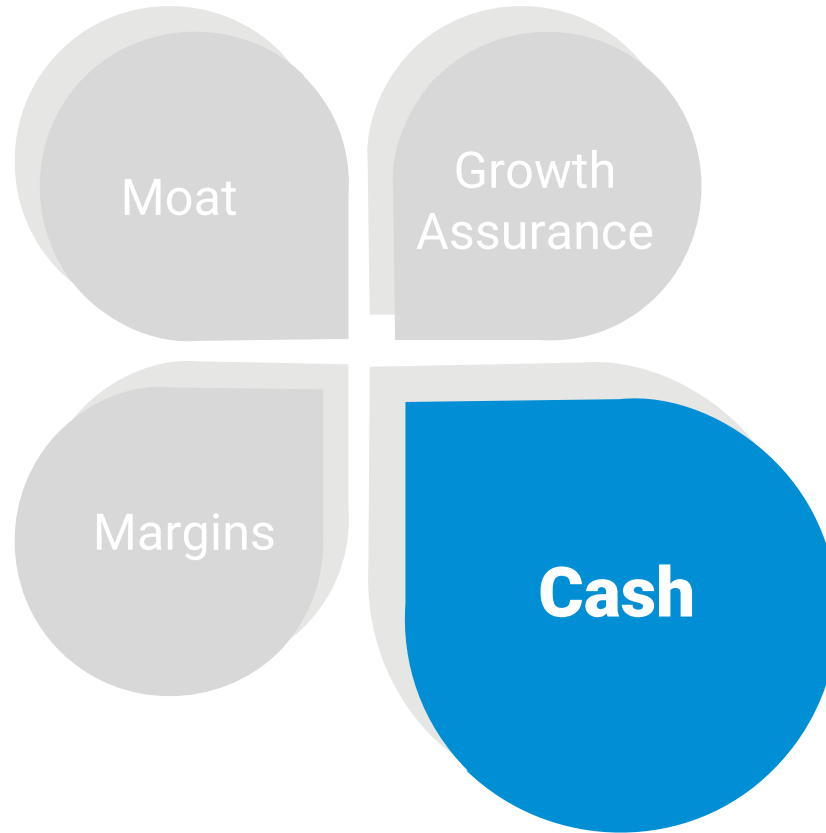
Implementations (Go Lives)

12

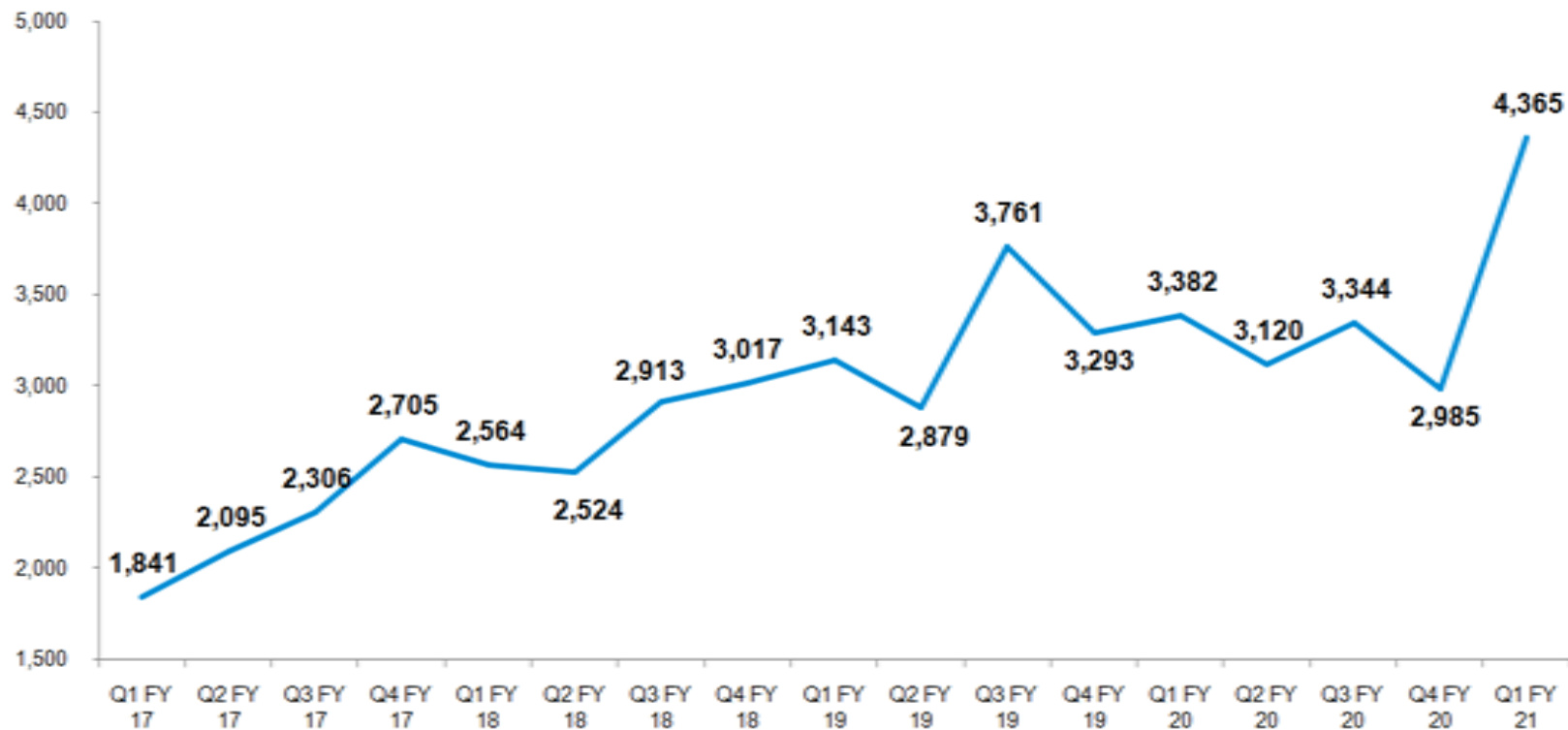
CSR contribution (INR)

10 Mn

Four Elements



Collections



* In INR Mn



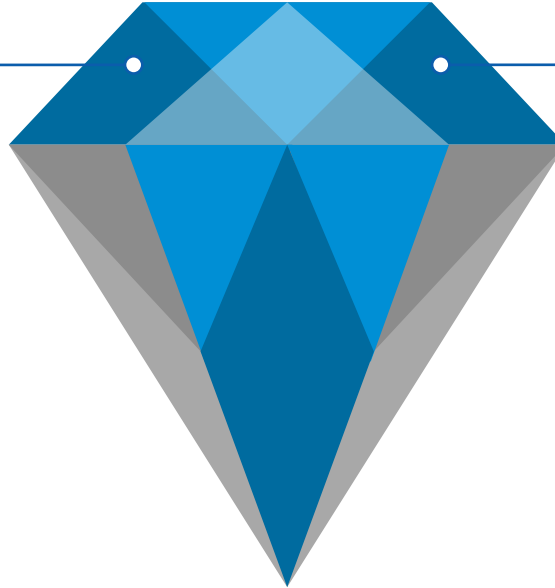
**CONFIDENCE
ABOUT THE
FUTURE**

Market Shifts



Shift from Products to Platforms

- Intellect Digital Core IDC 19 is now UK and Europe ready platform for managing the bank
- Digital Transaction Banking 19 is complete - Corporate Digital, Payment, Liquidity, Virtual Account, Cash Forecasting Platform ready for India, Thailand, UAE, Vietnam, Canada and Malaysia
- Underwriting platform with Data and Intake is ready on AWS for the US market
- Credit card platform is ready for India and Chile Market
- Fabric Data Services Platform is ready with active customers in the US market



Shift in SaaS/Subscription based offering

- Significant technology shift in selling Fintech solutions in the Market
- The cloud adoption got accelerated by at least 18 months ahead of industry expectations
- Shift in deals to cloud options resulting in multiple commercial conversations and thus delaying closures

Industry Trends – Favourable Tail Winds



- Digitization was always a priority
 - Customer Experience & Operational Efficiency
 - Accelerated by Covid19 Pandemic
 - The Pandemic also brought pressure on Income, costs and Asset quality of financial institutions
- Need to comply with Open Banking requirements
- Regulations on Data privacy
- Risk mitigation assumes significance
- Managing existing ecosystem of multiple generations of technology, multiple geographies, rampant innovation and diverse regulations

Technology Trends – We are Future Ready



- Digital transformation is now given
- Data is the new oil
- Shift towards Cloud architecture
 - Implications on Infrastructure and Revenue models
- Shift from Build to Buy and then from Product implementation to Platform adoption
- Open architecture – APIs, Microservices, Cloud native - Application Marketplace
- Ecosystem has Product Players, Fintechs, third party aggregators, etc.,
- Aspiration to modernize while preserving Legacy investments – Pro agile is IN - Rip & replace is OUT!

Multiple Revenue Streams are possible



- We earn revenue from
 - Licensing fee on usage of our Platforms
 - Fees for implementation/ roll-out of our Product
 - Annual Maintenance Contracts for our Platforms
 - Customer specific Product enhancements
 - Deployment of Dedicated support teams for Business/ Technology/ Operations support
 - Subscription revenue for usage of our Product with a possible upside linked to Growth metrics of Customers

Our Growth levers



- Deeper Customer Engagement - Multiple Platform opportunities
- Product extension within the Country- more Customers per Product
- Pro agile Transformation Partner
- Business Growth teams
- Geography Expansion
- Customer onboarding to Cloud
- Marketplace play – Co-opetition
- Partnerships

Considerations for Investor **Wealth creation**



- Stability of Company: Balance sheet is stable . Liquidity is assured . Cash flows will be predictable
- Safety of Capital: Amongst the lowest PE ratios – compared to Product Companies worldwide.
Potential upside in valuation
- Capital Appreciation:
 - High Operating leverage
 - ARR - Annual Recurring Revenues will pay for costs
 - Potential for significant upswing in Earnings through License earnings
 - Flywheel effect of Product Business
 - Scalability with minimal investments

Potential Risks and Challenges



- Ability to predict pace and direction of Technology roadmap
 - Our investments of over INR 200 Cr annually, in AI/ML and Cloud Technologies have future proofed our Technology roadmap. We are ahead of the curve.
- Balance sheet risk
 - Business close to generating break-even revenue without License component
 - Cash surplus at the end of last Quarter
 - Sufficient borrowing lines available
 - No need to raise capital in the immediate future
- Management risk
 - Addressed through investments in Leadership pool and talent development

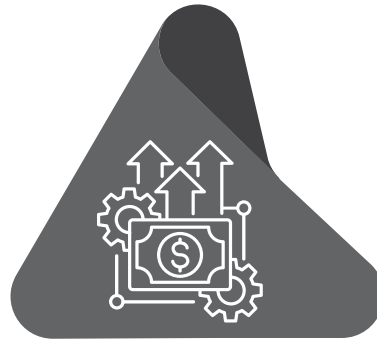


Summary



Investments and Strategy have prepared us for the future ahead

We are past the Investment and Industrialisation phase



We enter the Monetisation phase with confidence



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