

Intellect/SEC/2019-20

February 14, 2020

1. **National Stock Exchange of India Ltd.,**
Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla
Complex,
Bandra (E), Mumbai – 400 051.
2. **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: Outcome of the Board Meeting held on February 14, 2020

We wish to inform you that the Board of Directors of the Company at its meeting held on February 14, 2020 considered and approved the following:-

1. Unaudited Financial results (both Standalone and Consolidated) as set out in compliance with Indian Accounting Standards (IND AS) for the quarter ended 31st December, 2019 together with Limited Review Report of the Auditors' thereon.
2. Media Release announcing the financial results of the Company for the quarter ended 31st December, 2019 (Copy Enclosed).

Kindly note that the meeting commenced at 11:30 a.m. and concluded at 03.30 p.m.

Kindly take the above information on record and confirm compliance.

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



V V Naresh
Company Secretary and Compliance Officer



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

Independent Auditor's Review Report on the Quarterly and Year to date Unaudited Standalone and Consolidated Financial Results of the Company Pursuant to the Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**Review Report to
The Board of Directors
Intellect Design Arena Limited**

1. We have reviewed the accompanying statement of unaudited standalone and consolidated financial results of Intellect Design Arena Limited (the 'Company') comprising its subsidiaries (together, "the Group"), its associates and a joint venture for the quarter ended December 31, 2019 and year to date from April 1, 2019 to December 31, 2019 (hereinafter referred to as the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Regulation") as amended, read with SEBI Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 ("the Circular").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India read with the Circular. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, to the extent applicable.



4. The Statement includes the results of the following entities:

Company	Relationship	Company	Relationship
1. Intellect Design Arena Pte Ltd, Singapore	Subsidiary	13. FT Grid Pte Ltd, Singapore	Subsidiary
2. Intellect Design Arena Limited, United Kingdom	Subsidiary	14. Intellect Design Arena, PT Indonesia	Subsidiary
3. Intellect Design Arena SA, Switzerland	Subsidiary	15. Intellect Design Arena Inc, Canada	Subsidiary
4. Intellect Design Arena FZ-LLC, Dubai	Subsidiary	16. Intellect Design Arena Limited, Thailand	Subsidiary
5. Intellect Commerce Limited, India	Subsidiary	17. Intellect Design Arena,SDN BHD, Malaysia	Subsidiary
6. Intellect Design Chile Limitada , Chile	Subsidiary	18. Intellect Design Arena Pty Ltd, Australia	Subsidiary
7. Intellect Design Arena Inc, USA	Subsidiary	19. Intellect Payments Limited, India	Subsidiary
8. SEEC Technologies Asia Private Limited, India	Subsidiary	20. Intellect India Limited, India	Subsidiary
9. Intellect Design Arena Co. Ltd, Vietnam	Subsidiary	21. NMS Works Software Private Limited, India	Associate
10. Intellect Design Arena Limited, Kenya	Subsidiary	22. Adrenalin eSystems Limited, India	Associate
11. Intellect Design Arena Philippines Inc, Philippines	Subsidiary	23. Intellect Polaris Design LLC,USA	Joint Venture
12. Sonali Polaris FT Limited, Bangladesh	Subsidiary		

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on consideration of reports of other auditors on the unaudited separate quarterly and year to date financial results and on the other financial information of the subsidiaries, associates and joint venture as detailed in Paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone and consolidated financial results prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. In respect of the consolidated financial results of the Group included in the Statement, we did not review the financial results and other financial information, in respect of 19 subsidiaries, whose Ind AS financial statements includes total revenues of Rs. 1,801.51 million and Rs. 4,578.16 million, total net profit after tax of Rs. 168.13 million and Rs. 179.70 million and total comprehensive profit of Rs. 171.80 million and Rs. 205.66 million for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, as considered in the Statement, which have been reviewed by their respective independent auditors. These Ind AS financial results and other financial information have been reviewed by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. The consolidated Ind AS financial results also include the Group's share of net profit / (loss) of Rs. 29.03 million and Rs. (0.12) million and total comprehensive profit of Rs. 30.09 million and Rs. 11.92 million for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, as considered in the consolidated Ind AS financial statements, in respect of two associates and a joint venture, whose financial statements and other financial information have been reviewed by other auditors and whose reports have been furnished to us by the management. Our conclusion, in so far as



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

it relates to the affairs of such subsidiaries, associates and joint venture is based solely on the report of other auditors. Our conclusion is not modified in respect of this matter.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004



per Bharath N S

Partner

Membership No.: 210934

UDIN: 20210934AAAAAL8512

Place: Chennai

Date: February 14, 2020



INTELLECT DESIGN ARENA LIMITED

CIN : L72900TN2011PLC080183

Regd Office : Carex Centre, 244 (Old no. 713) Anna Salai, Chennai 600 006, Ph:+91-44-3987 4000, Fax:+91-44-3987 4123

UNAUDITED STANDALONE AND CONSOLIDATED FINANCIAL RESULTS OF INTELLECT DESIGN ARENA LIMITED FOR THE QUARTER AND PERIOD ENDED DECEMBER 31, 2019

(Rs. in Millions)

PARTICULARS	Standalone						Consolidated					
	Quarter ended December 31, 2019	Quarter ended September 30, 2019	Quarter ended December 31, 2018	Nine months ended December 31, 2019	Nine months ended December 31, 2018	Year ended March 31, 2019	Quarter ended December 31, 2019	Quarter ended September 30, 2019	Quarter ended December 31, 2018	Nine months ended December 31, 2019	Nine months ended December 31, 2018	Year ended March 31, 2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Income												
Revenue from Operations	1,817.55	1,806.02	2,346.35	5,376.64	6,823.50	9,312.56	3,194.91	3,265.76	3,747.24	9,888.59	10,539.47	14,495.69
Other income	118.47	81.63	42.78	288.84	562.57	615.07	84.26	115.14	48.92	297.04	570.41	627.06
Total Income	1,936.02	1,887.65	2,389.13	5,665.48	7,386.07	9,927.63	3,279.17	3,380.90	3,796.16	10,185.63	11,109.88	15,122.75
Expenditure												
Employee benefit expenses	1,212.98	1,282.85	1,267.32	3,662.98	3,576.55	5,910.60	2,100.61	2,181.42	2,155.61	6,378.67	6,194.38	8,405.77
Depreciation/Amortisation	119.74	118.93	86.61	359.41	251.16	349.37	170.79	162.11	109.27	498.35	300.85	415.57
Finance Cost	41.96	40.99	22.28	115.32	87.17	114.05	48.25	47.79	22.47	135.43	87.35	114.42
Other expenses	925.00	578.07	787.60	2,080.26	2,177.95	2,125.63	1,066.93	1,143.10	1,352.17	3,424.64	3,540.94	4,814.56
Total Expenses	2,299.68	2,020.84	2,163.81	6,217.97	6,092.83	8,499.65	3,386.58	3,534.42	3,639.52	10,437.09	10,123.52	13,750.32
Profit / (Loss) before share of profit / (loss) of associates, joint venture, exceptional item and tax	(363.66)	(133.19)	225.32	(552.49)	1,293.24	1,427.98	(107.41)	(153.52)	156.64	(251.46)	986.36	1,372.43
Exceptional items (Refer Note 4)	-	-	-	50.55	-	-	-	-	-	55.45	-	-
Share of profit/(loss) of associates and joint venture (net of tax)	-	-	-	-	-	-	29.03	(0.96)	(1.65)	(0.12)	(17.06)	29.66
Profit / (Loss) before tax	(363.66)	(133.19)	225.32	(501.94)	1,293.24	1,427.98	(78.38)	(154.48)	154.99	(196.13)	969.30	1,402.09
Tax expenses:												
Current Tax	-	-	-	-	-	79.16	28.39	6.90	21.36	38.00	95.93	111.46
Deferred Tax	-	-	-	-	(22.04)	(22.04)	-	-	(1.80)	-	(23.84)	(21.99)
Profit / (Loss) after tax	(363.66)	(133.19)	225.32	(501.94)	1,315.28	1,370.86	(106.77)	(161.38)	135.43	(234.13)	897.21	1,312.62
Profit / (Loss) for the year / period attributable to												
Owners of the Company	(363.66)	(133.19)	225.32	(501.94)	1,315.28	1,370.86	(113.82)	(170.08)	133.76	(249.99)	883.66	1,313.47
Non controlling interest	-	-	-	-	-	-	7.05	8.70	1.67	15.86	13.55	(0.85)
Other Comprehensive Income (net of tax)												
Items that will be reclassified subsequently to profit or loss												
Net movement on cash flow hedges	25.47	(36.81)	292.56	6.87	(167.49)	(55.42)	25.47	(36.81)	292.56	6.87	(167.49)	(55.42)
Exchange differences on translation of foreign operations (including share of associates and joint venture)	-	-	-	-	-	-	98.00	4.33	(66.52)	64.60	31.42	10.19
Items that will not be reclassified subsequently to profit or loss												
Re-measurement gains/ (losses) on defined benefit plans	8.51	(13.50)	(12.27)	(16.56)	(4.61)	(16.47)	8.67	(13.95)	(12.28)	(16.71)	(4.57)	(16.44)
Other Comprehensive Income for the year / period (net of tax)	33.98	(50.31)	280.29	(9.69)	(172.10)	(71.89)	132.14	(46.43)	213.76	54.76	(140.64)	(61.67)
Total Comprehensive Income for the year / period	(329.68)	(183.50)	505.61	(511.63)	1,143.18	1,298.97	25.37	(207.81)	349.19	(179.37)	756.57	1,250.95
Total Comprehensive Income for the year / period attributable to												
Owners of the Company	(329.68)	(183.50)	505.61	(511.63)	1,143.18	1,298.97	16.04	(219.88)	347.52	(200.88)	743.02	1,251.80
Non controlling interest	-	-	-	-	-	-	9.33	12.07	1.67	21.51	13.55	(0.85)
Paid-up Equity share Capital												
Equity shares of Rs 5 each	661.32	661.02	657.49	661.32	657.49	658.87	661.32	661.02	657.49	661.32	657.49	658.87
Other Equity	-	-	-	-	-	8,643.35	-	-	-	-	-	9,538.46
Earning Per Share (EPS) of Rs.5 each												
Basic	(2.75)	(1.01)	1.71	(3.80)	10.16	10.63	(0.81)	(1.29)	1.02	(1.77)	6.83	10.18
Diluted	(2.75)	(1.01)	1.66	(3.80)	9.85	10.39	(0.81)	(1.29)	0.98	(1.77)	6.62	9.95



Continue...

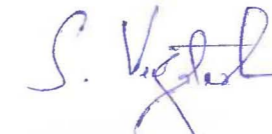
NOTES:

1. The standalone and consolidated financial results for the quarter and period ended December 31, 2019 were approved by the Board of Directors at its meeting held on February 14, 2020. The statutory auditors have conducted a limited review of the above standalone and consolidated financial results. These financial results are prepared in accordance with the Indian Accounting Standards (Ind-AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and relevant amendment rules thereafter.
2. Based on the "Management Approach" as defined under Ind AS 108 Operating Segments, the Company's performance is evaluated and resources are allocated based on an analysis of various performance indicators by a single business segment i.e. 'Software Product License & related services'.
3. Effective April 1, 2019, the Group adopted Ind AS 116 "Leases", applied to all lease contracts existing on April 1, 2019 using the modified retrospective method. Accordingly, comparatives for the year ended March 31, 2019 have not been retrospectively adjusted. On transition, the adoption of the new standard resulted in recognition of Right-of-Use asset (ROU) and a lease liability. The effect of this adoption is insignificant on the standalone and consolidated financial results for the quarter and period ended Dec 31, 2019
4. Exceptional items in standalone and consolidated financial results for the period ended December 31, 2019 represents profit of Rs. 50.55 million and Rs. 55.45 million respectively, from disposal of shares of SFL Properties Private Limited, a wholly owned subsidiary by the Company for an aggregate consideration of Rs. 205 million.
5. During the year, the Company has reviewed functions performed by the holding company, subsidiaries, branches to reflect its business requirements and updated its global transfer pricing policy. Consequent to this, the Company trued up necessary adjustments in the current quarter/period.
6. Figures of the earlier period, wherever necessary, have been regrouped to conform with those of the current periods.

For Intellect Design Arena Limited



Arun Jain
Chairman and Managing Director



Venkateswarlu Saranu
Chief Financial Officer

Place : Chennai

Date : February 14, 2020



Intellect SaaS revenue registers 50% YoY growth

Q3 FY20 Revenue is at INR 320.33 Cr; Collections up by INR 22.5 Cr as against Q2 FY20

Chennai (India), Feb 14, 2020: Intellect Design Arena Ltd, a specialist in applying true Digital Technologies and a global leader in Financial Technology across Banking and Insurance, announced its third quarter results for FY 2019-20 today.

I. Calibrated Growth Yielding Predictability

Q3 FY20 - Financial Highlights

Revenue

- Total Revenue for Q3 FY20 at INR 320 Cr
- In \$ terms, Q3 FY20 Revenue at \$ 45 Mn
- YTD FY20 (9 months) revenue at INR 991 Cr

License, AMC and SaaS Revenue

- Q3 FY20 License Revenue is INR 49 Cr
- YTD FY20 License revenues is INR 147 Cr
- Q3 FY20 AMC Revenue is INR 63 Cr
- Cloud revenue of Q3 FY20 is INR 33 Cr, registering 50% YoY growth
- YTD Cloud revenue is INR 83 Cr, registering 27% YoY growth

Gross Margin, EBITDA and PAT

- Gross Margin is INR 149 Cr in Q3 FY20, 47% of revenues
- EBITDA for Q3 FY20 is INR 3.6 Cr and YTD FY20 is INR 11 Cr
- Net Loss for Q3 FY20 is INR 11.38 Cr

Note: Deals worth \$ 5 Mn in License value have been received but could not be accrued in Q3 FY20 pending final documentation. While the deals were won, conclusion of contracts and other documentation that would enable to recognize these revenues is taking a while. Had they been accrued, revenues would have been INR 355.95 Cr (\$49.97 Mn), EBITDA of INR 37.18 Cr and Net Profit of INR 22.22 Cr.

Cash and Debt position

- Cash and Cash Equivalent is INR 121Cr
- Net debt came down by INR 9 Cr showing marginal internal cash generation

Digital led wins and implementations

- Q3 FY20 recorded 6 Digital led wins including 1 large Digital Transformation deal win
- Intellect went live in 17 financial institutions across the world during this quarter

iGTB registered INR 121 Cr Revenue

- iGTB registered INR 121 Cr revenue in Q3 FY20
- 65% of its Q3 FY20 revenue is from Advanced Markets

Collections and Investment in Product Development (Capitalised)

- Collections for Q3 FY20 is INR 334.45 Cr; up by INR 22.5 Cr as against Q2 FY20
- The Net Days of Sales Outstanding (DSO) is 132 days in Q3 FY20
- Investment in Product Development (Capitalised) is INR 28.72 Cr

II. Management Statement

Arun Jain, Chairman and Managing Director, Intellect Design Arena Limited said, *“While current Quarter revenues have been impacted by documentation challenges, we have moved up assured revenue streams of AMC and SaaS. SaaS revenues, growing by 50%, now contribute to 10% of revenues against 5% year ago. Our platform investments are in line with the Industry shift and our Products are ready for the new pipeline of opportunities. We will stay focused, working to being the principal Technology partner for our Customers, forge Partnerships towards increasing monetization and continue to drive efficiencies”*

Venkateswarlu Saranu, Chief Financial Officer, Intellect Design Arena Limited said, *“The costs in Q3 FY20 have come down by INR 77 cr on an annualised basis as compared to same period last year in spite of the investments incurred in the Cloud business this quarter. However, the LCV of the Cloud deals have the opportunity to become 3x times, over a 7 year period. Collections have gone up by INR 22.5 Cr from previous quarter and net debt has come down by INR 9 Cr.”*

III. Digital Deal Wins

With our path-breaking Digital 360 approach, Intellect has been able to address all aspects of our customers' digital requirements. Q3 FY20 recorded 6 Digital led wins including 1 large digital transformation deal win.

Large Digital Transformation deal win

The largest commercial bank in the State of Qatar has chosen Intellect's CBX Retail to modernise its technology architecture and power its digital transformation: One of the largest commercial banks in the State of Qatar which provides domestic and international banking services for individuals, commercial, corporate and institutional clients has chosen Intellect's CBX Retail. Intellect will help the bank to cater to modernise its technology architecture and power its digital transformation requirements, customer experience platform and its digital ecosystems.

Significant deal wins

- The third largest bank by market capitalisation in Australia & New Zealand, which also operates in 34 other nations, selected Intellect Liquidity Management. iGTB will help the bank with sets of enhancements to get more business and meet customers' requirements. It also includes technical enhancement to upscale the technical stack.

- A leading private sector bank in India, selected Intellect Digital Lending platform to centralise operations and drive high degree of efficiency across the complete loan management life cycle.
- One of the leading banks specialising in foreign banking and which provides trade finance and foreign exchange-related banking in Myanmar, chose Intellect Digital Core. The solution provides the bank with the best- in-class core banking with flexibility required to grow rapidly in the market.
- The first local bank and the first shareholding company in Kuwait and the Persian Gulf region chose Intellect Digital Lending for Lending Collect Upgrade. Intellect provides a comprehensive and configurable credit management solution designed to meet the ever-changing needs of credit seekers, as well as financial institutions.

IV. Reliable Implementations

Intellect went live in 17 financial institutions across the world during this quarter. Some of the significant implementations in Q3 FY20 are:

- First time in the history, one of the largest banks in the Middle East and the first bank in the region to launch a functional transaction banking channel with Islamic Banking has gone live with Digital Transformation of corporate banking project in just 11 months.
- One of the largest Spanish multinational commercial banks has gone live with Intellect Global Transaction Banking for the transformation of its payment management system and virtual account management in 10 countries across Europe, LATAM & North America.
- A Canadian multinational investment bank and financial services company, went live with Intellect Payments Hub. Intellect will help the bank's global customers to make payments from their accounts and send massive payment messages.
- Qatar's Best Retail Bank goes live with CBX Trade to develop its trade finance line of business. With Intellect's product implementation, the bank will be penetrating a new market space in online Trade Finance.
- A Qatari commercial bank headquartered in Doha, goes live with CBX. With this implementation the bank expects to become more competitive and offer state-of-the-art services to its customers.
- One of the leading commercial banks in Uganda has gone live with Intellect Customer on-boarding, CBX - Fund Transfers, Salary & Bulk payment and Mobility - Account Services.
- One of the leading providers of long-term mortgage finance in South Africa went live with Intellect Digital Core (IDC). The implementation will enable the company to achieve their strategy by leveraging the technical capabilities and superior user experience. The solution, post-implementation would provide the company with the best-in-class core banking with flexibility required to grow rapidly in the market.
- One of the largest banks in Kuwait, went live with the Intellect Digital Lending suite as part of their initiative to upgrade their existing solutions to centralise operations and drive high degree of efficiency across the bank's life cycle.
- A licensed merchant bank based in Nigeria has gone live with phase 2 of Intellect CBX Retail and with Intellect Digital Core (IDC). This implementation enabled the bank to offer integrated front-mid-back office system by STP, increasing operational efficiency through complete automation and seamless integration of treasury functions and external trading portals.

- A leading commercial bank in Kenya, the largest economy in the East African Community went live with Intellect CBX Retail. This solution will help the bank with their Digital Transformation initiatives. The transformation program will place the bank on an accelerated path to achieve its vision of becoming the leading bank in providing great customer experience in the country.
- A UK-based wealth management business, which focuses on achieving and maintaining a thorough understanding of the clients' financial needs and aspirations, went live with Intellect SEEC's 'Platform Series 4 Migration' - UK's biggest migration, which was carried out successfully.

V. Product Acceptance in Leadership Quadrant

Intellect's cutting-edge digital technologies and products have been recognised by renowned global analysts and research firms.

Intellect Global Transaction Banking powered Abu Dhabi Islamic Bank (ADIB) Wins Aite Group's 2019 Innovation in Cash Management and Payments Award:

iGTB powered Abu Dhabi Islamic Bank (ADIB) wins Aite Group's 2019 Innovation in Cash Management and Payments Award for Customer Experience by a Global Bank in a report titled 'Abu Dhabi Islamic Bank: Digital Banking and Bank Office'. Aite Group recognizes innovation achieved by financial institutions, leveraging technology to set a higher standard.

Intellect Digital Core IDC was adjudged WINNER in "Breadth of Functionality" category by Celent in its ABCD Vendor View report:

Intellect was recognised by Celent's ABCD Vendor View for "Breadth of Functionality" in its Asia Pacific & Latin America Edition report. The report stated that in a relatively short timeframe, Intellect has built a large global customer base of institutions of all sizes. It has built its platform to be highly componentised and driven by flexibility in the way it implements.

Financial Results for the Third Quarter Ended – December 31, 2019
**Additional Information on function wise classification of statement of Profit and Loss of the Group
(Consolidated Unaudited / Not Reviewed)**

INR in Lakhs

Particulars	QUARTER ENDED			YEAR TO DATE		YEAR ENDED
	December 31, 2019 (Q3 FY20)	September 30, 2019 (Q2 FY20)	December 31, 2018 (Q3 FY19)	December 31, 2019 (YTD FY20)	December 31, 2018 (YTD FY 19)	March 31, 2019 (FY20)
INCOME						
Income from software product license and related services	32,033.03	32,751.30	37,793.74	99,122.46	1,06,115.05	1,45,873.25
EXPENDITURE						
Software development expenses	17,110.89	17,906.95	19,469.88	53,176.63	54,683.75	73,717.60
Gross Margin	14,922.14	14,844.35	18,323.86	45,945.83	51,431.30	72,155.65
Gross Margin %	46.58%	45.32%	48.48%	46.35%	48.47%	49.46%
Selling and marketing expenses	8,625.35	9,045.99	8,847.75	26,440.38	25,587.01	34,737.05
General and administrative expenses	2,598.12	2,617.17	2,762.47	7,849.97	7,840.13	10,789.40
Research & Engineering expenses	3,145.97	3,329.55	2,327.38	9,830.65	6,847.37	10,039.81
Provision for Debts and Write offs	195.00	345.00	195.00	735.00	1,519.68	1,739.17
Total Expenditure	31,675.33	33,244.65	33,602.49	98,032.63	96,477.95	1,31,023.02
EBITDA	357.70	(493.35)	4,191.25	1,089.83	9,637.10	14,850.22
Depreciation/Amortisation	(1,707.93)	(1,621.12)	(1,092.70)	(4,983.51)	(3,008.46)	(4,155.71)
Hedge Impact	(83.97)	(93.73)	(321.34)	(236.52)	(720.31)	(916.31)
Finance Charges	(482.52)	(477.89)	(224.66)	(1,354.27)	(873.53)	(1,144.24)
Reinstatement of Receivables / Liabilities	504.37	349.94	(1,475.26)	877.63	(875.25)	(1,180.31)
Other Income (including Treasury)	338.18	800.23	489.18	2,646.08	5,704.13	6,270.57
Minority Interest/ Share of profit/(loss) of Associate Companies	219.87	(96.70)	(33.18)	(159.81)	(306.10)	305.03
Profit / (Loss) before tax	(854.30)	(1,632.62)	1,533.31	(2,120.57)	9,557.57	14,029.25
Provision for taxation	(283.85)	(68.95)	(195.66)	(380.02)	(720.88)	(894.71)
Profit / (Loss) after tax	(1,138.15)	(1,701.57)	1,337.64	(2,500.59)	8,836.70	13,134.54

Investor Conference Call

The Board of Directors of Intellect Design Arena Limited met on **14th February, 2020**, to take on record the financial results of the company for the Q3 FY20 ended on December 31, 2019.

Intellect Design Arena Ltd. will host an Investors Conference Call on **14th February, 2020**, where the Senior Management of Intellect will comment on the company’s performance during the Q3 FY20 and respond to questions from participants. **The conference call will take place at 17:00 Hrs IST on Friday, 14th February, 2020.** The dial-in numbers to join the conference call:

Conference Name : **Q3 FY20 - Investor earnings call**
Date : **14th February, 2020**
Time : **05:00 PM to 06:00 PM IST**
Conference ID : **46673611#**

ACCESS NUMBERS

MUMBAI : Primary Access Toll Number : 02239402340
 BANGALORE : Primary Access Toll Number : 08039402340
 DELHI : Primary Access Toll Number : 01139402340/011 66756430
 CHENNAI : Primary Access Toll Number : 04439402340
 INDIA : Primary Access Toll free Number : 18001203356/ 18001029810
 HONG KONG : Primary Access Toll free Number : 800933332/ +85230600221
 SINGAPORE : Primary Access Toll free Number : 8001206940/ +6564298385
 US : Primary Access Toll free Number : 18558616822/ +16465618898
 Canada : Primary Access Toll free Number : 18556917951/+14162165636
 UK : Primary Access Toll free Number : 08007563976/+442033645144
 UAE : Primary Access Toll free Number : 800035770170

About Intellect Design Arena Limited

Intellect Design Arena Ltd, a specialist in applying true digital technologies, is the world’s first full spectrum Banking and Insurance technology products company, across Global Consumer Banking, Global Transaction Banking (iGTB), Risk, Treasury and Markets, and Insurance. With over 25 years of deep domain expertise, Intellect is the brand that progressive financial institutions rely on for digital transformation initiatives.

Intellect pioneered Design Thinking for cutting-edge products and solutions for Banking and Insurance, with Design being the company’s key differentiator in enabling digital transformation. FinTech 8012, the world’s first Design Center for Financial Technology, reflects Intellect’s commitment to continuous and impactful innovation to address the growing need for digital transformation. Intellect generates annual revenues of USD 208 million, serving over 240 customers through offices in 91 countries and with a diverse workforce of solution architects, domain and technology experts in major global financial hubs around the world. For further information on the organization and its solutions, please visit www.intellectdesign.com

<p>For Media related info, please contact: Nachu Nagappan Intellect Design Arena Ltd Mob: +91 89396 19676 Email: nachu.nagappan@intellectdesign.com</p>	<p>For Investor related info, please contact: Praveen Malik Intellect Design Arena Limited Mob: +91 89397 82837 Email: Praveen.malik@intellectdesign.com</p>
--	--