

Intellect/SEC/2024-25

July 26, 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 June 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

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**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  
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# eMACH.ai

## SUMMIT 2024

**intellect**  
live your dream



**Q1FY25 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: 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
- Transformation with eMACH.ai
- With Design Thinking in our DNA - Organise The Thinking Space, Expand The Performance Impact, Impact the Business Outcome
- Intellect Promise: Drive FI Business Growth, Enhanced Operational Efficiency, Implementation Certainty & 30% lower TCO



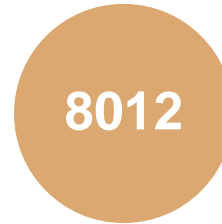
of Domain Expertise  
in FinTech



Customers Worldwide



Countries



World's First Design Centre  
for Financial Technology

## ENDURING TRUST

Leading Global, Regional And  
Challenger FIs Rely On Intellect

6 of 10  
top North  
American Banks

9 of 10  
top European  
Banks

10 of 15  
top Middle  
Eastern Banks

13 of 15  
top Indian  
Banks

7 of 10  
top South  
East Asia &  
ANZ Banks



# 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. 8012 FinTech Design Center, Chennai.



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



Business, Technology & Operations Space at FinTech 8012



Understanding Requirements  
Stated / Felt / Unstated



Observing Patterns



Connecting the dots



Unearthing Blind spots

# eMACH.ai

## 'First Principle' Based Composable and Intelligent Open Finance Platform

**329**

ready-to-use  
Microservices  
on Cloud

**1757**

APIs

**535**

Events

Composable Platform

**iTurmeric**

Contextual Platform

**Purple Fabric**

**Purple Fabric**  
Accelerated enterprise AI adoption platform

## AI TO ENTERPRISE CONNECTED INTELLIGENCE

Data

Composability

Technology

Ecosystem & lifecycle mgt

## Document Intelligence Management System

DIMS

### THE FIRST-EVER COMPREHENSIVE RELATIONAL DATABASE FOR DOCUMENTS

Industry milestone like DBMS for structured data

DIMS readiness is critical for successful AI adoption in business

## Group of Expert Agents

Fully-wired transformation

### Connect 6 organisation intelligences with agnostic LLM synthesisers

1. Structured Core System Intelligence
2. Intelligence buried in documents
3. Org. intelligences in policies, practices, roles and rules
4. Market intelligence from subscribed and web sources
5. Regulatory rules & policies
6. Team conversations

## Freedom as a necessary condition

Emphatically resolving AI adoption concerns

**Freedom to choose any LLM** in an Enterprise entitled, traceable and secure governed environment

**Freedom of self-driven design** by Subject-matter experts or Ops Managers. No longer restricted to Data scientists or Machine learning Operations

Freedom from dependence on Python coders

1. PF Imagine
2. PF Govern
3. PF DIMS
4. PF Expert Agents
5. PF Triad
6. PF LLM Benchmarking

## Enterprise-grade

and ready-to-deploy

### 10 TECHNOLOGIES AND CONTEXTUAL ASSURANCE

1. Ingestion
2. Classification
3. Extraction
4. Trusted Data
5. Expert Agent
6. Triad
7. Reasoning
8. Recommendation
9. Embedded ML
10. Embedded rules-based algorithms

High Business Impact AI Process workstations for next-gen FIs

Lending  
Wealth  
Insurance  
Trade  
Payments  
Operations  
ESG

# Performance Overview





# Q1FY25 - Financial Highlights

<b>605 Cr</b> Total Revenue (INR)	<b>66 Cr</b> Platform Revenue (INR)
<b>125 Cr</b> License (INR)	<b>121 Cr</b> AMC (INR)
<b>74 Cr</b> PAT (INR)	<b>98 Cr</b> PBT (INR)

<b>343 Cr</b> Gross Margin (INR)	<b>57%</b> Gross Margin%
<b>121 Cr</b> EBITDA (INR)	<b>20%</b> EBITDA %
<b>556 Cr</b> Collections (INR)	<b>813 Cr</b> Cash And Cash Equivalent (INR)

<b>312 Cr</b> Licence Linked Revenue (INR) (License + Platform + AMC Revenues)
<b>750 Cr</b> Annual Recurring Revenue (ARR) (On Annualised Basis)
<b>11</b> Deal Wins
<b>12</b> Go Lives New Digital transformations

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

**115**

Global Excl. India

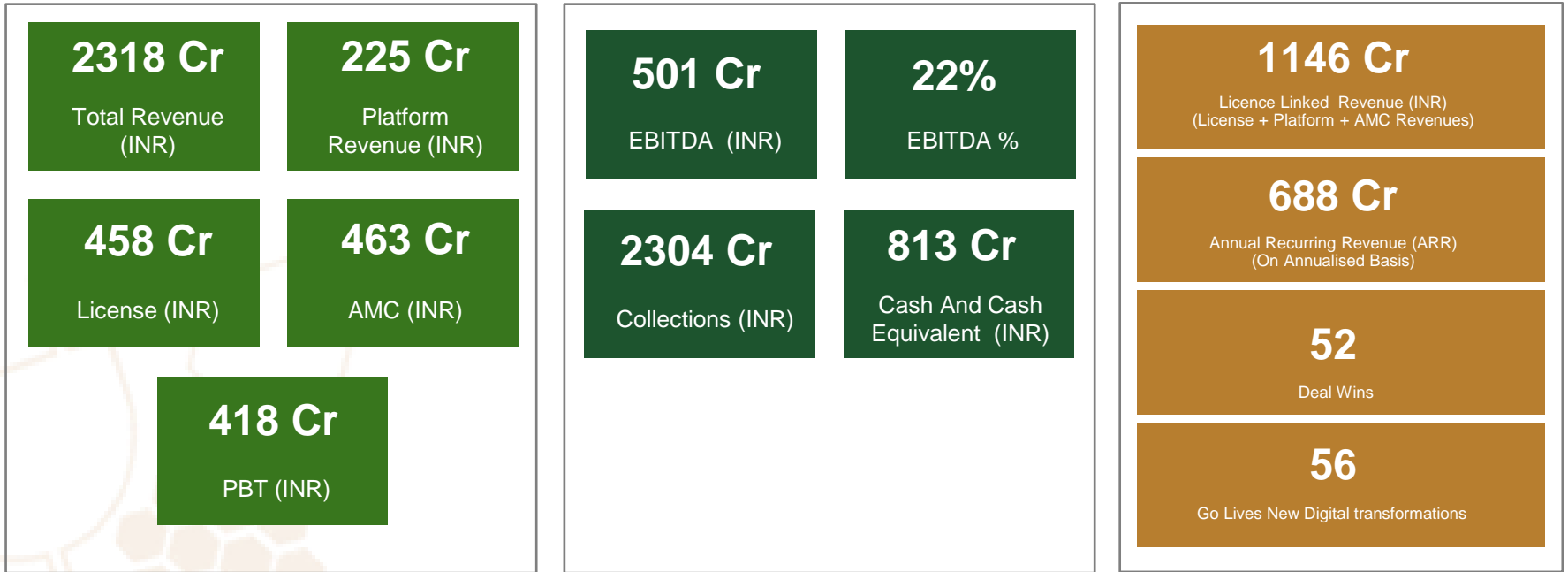
**156**

India

**126**

Total

# LTM Q1FY25\* - Financial Highlights

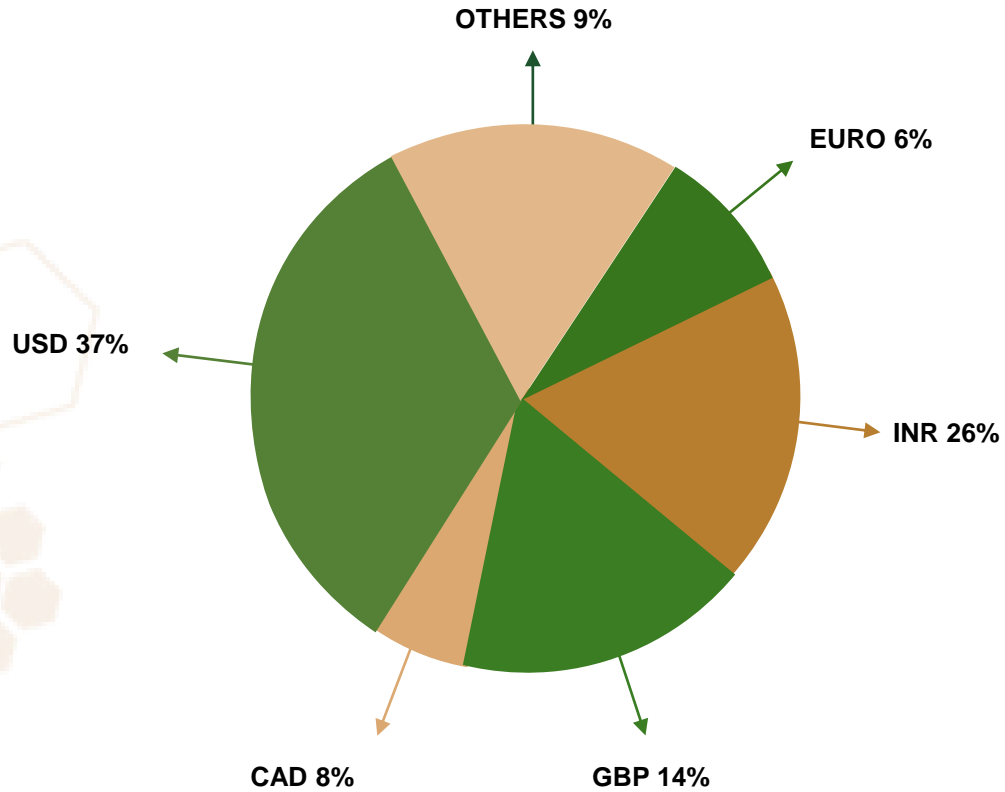


**DSO (as at 30th June 2024)**  
excluding Contractually Not Due and GeM

101

Note: \*GeM Contracted Period ended in Dec 2023. The published financials for Q1FY24 were: Revenue INR 644 Cr, Platform revenue - INR 141 Cr, License Revenue - INR 112 Cr, AMC Revenue - INR 106 Cr, LLR - INR 359 Cr, EBITDA - INR 155 Cr, PAT - INR 93 Cr. These figures have been adjusted for like-to-like comparison.

# Revenue Mix: Currency Wise Q1FY25



# Unaudited Financial Results for the First Quarter Ended – June 30, 2024

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

INR Cr

Particulars	Quarter Ended		
	Jun 30, 2024 (Q1FY25)	Mar 31, 2024 (Q4FY24)	Jun 30, 2023 (Q1FY24)
<b>Total Income</b>	604.81	612.14	644.38
<b>Like-to-Like Total Revenue</b>	<b>604.81</b>	<b>612.14</b>	<b>555.85</b>
<b>Expenditure</b>			
Software Development Expenses	261.93	258.47	278.14
<b>Gross Margin</b>	<b>342.88</b>	<b>353.67</b>	<b>366.24</b>
SG & A Expenses	170.82	166.38	161.97
R & E Expenses	51.23	50.71	49.20
<b>Total Expenditure</b>	<b>483.98</b>	<b>475.56</b>	<b>489.31</b>
<b>EBITDA</b>	<b>120.83</b>	<b>136.58</b>	<b>155.07</b>
Depreciation & Amortisation	(36.53)	(35.26)	(33.97)
Hedge Impact	1.53	1.52	(5.00)
Fx Reins. (Loss)/Gain	(1.65)	(1.66)	(2.43)
Other Income / Expense	13.61	20.86	12.70
<b>Profit / (Loss) Before Tax</b>	<b>97.79</b>	<b>122.04</b>	<b>126.37</b>
Provision For Taxation	(23.33)	(36.56)	(32.90)
<b>Profit / (Loss) After Tax</b>	<b>74.46</b>	<b>85.48</b>	<b>93.47</b>

LTM Year Ended	
Jun 30, 2024 (Q1FY25)	Jun 30, 2023 (Q1FY24)
2,473.56	2,349.89
<b>2,317.74</b>	<b>2,069.93</b>
1,092.59	1,055.83
<b>1,380.98</b>	<b>1,294.06</b>
666.49	623.26
200.19	181.77
<b>1,959.26</b>	<b>1,860.86</b>
<b>514.30</b>	<b>489.03</b>
(139.78)	(127.40)
(0.16)	(20.56)
(1.73)	7.75
58.46	46.55
<b>431.09</b>	<b>395.37</b>
(116.40)	(103.45)
<b>314.69</b>	<b>291.93</b>

Full Year Ended	
Mar 31, 2024 (FY24)	Mar 31, 2023 (FY23)
2,513.13	2,245.97
<b>2,268.78</b>	<b>1,990.78</b>
1,108.80	1,018.00
<b>1,404.33</b>	<b>1,227.97</b>
657.64	605.45
198.16	172.40
<b>1,964.60</b>	<b>1,795.85</b>
<b>548.53</b>	<b>450.12</b>
(137.22)	(121.51)
(6.69)	(14.72)
(2.50)	12.91
57.54	35.18
<b>459.67</b>	<b>361.98</b>
(125.97)	(94.75)
<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 11 Deal Wins (Including 2 Destiny Deals)  
and 12 Digital Transformations in Q1FY25

### 3 Deal Wins in North America



Intellect partnered with Vancity, Canada's largest community credit union for a seven-year deal leveraging Intellect's Digital Engagement Platform (eMACH.ai DEP) for Retail & SME digital experience alongside Contextual Banking Experience (CBX) for Commercial digital experience.

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An insurance company providing sustainable, customised underwriting and claims management services for Fortune 2,000 excess casualty risks chose eMACH.ai Xponent and Magic Submission to streamline underwriting effectiveness and increase the efficiency of the submission handling process

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A wholesale insurance brokerage with a specialisation in the transportation industry chose eMACH.ai Magic Submission and Xponent for Loss Run extraction and analysis to accelerate their underwriting operations



### 3 Deal Wins in India & Bangladesh



An Indian public sector insurance company owned by the Government of India chose eMACH.ai integrated treasury management solution encompassing rich functionalities and providing a contextual experience for end customers throughout their journey

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A Leading Financial Institution and a Global Investment Management firm jointly created a strategic alliance with a vision to redefine the Wealth and asset management business. They have together selected eMACH.ai Wealth Qube solution as their digital IT partner to launch the Wealth Advisory business in India

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One of the Stock Exchange in the South Asia region chose eMACH.ai brokerage product for its tailored OMS and RMS, enabling seamless transactions in derivatives processing across web and mobile platforms, enhancing accessibility and user experience

## 2 Deal Wins in ANZ



One of the four largest financial institutions in Australia in terms of market capitalisation renewed the partnership for eMACH.ai Corporate Treasury eXchange liquidity management

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A multinational banking and financial services company headquartered in Melbourne, Victoria, Australia, the second-largest bank by assets and fourth-largest bank by market capitalisation in Australia chose eMACH.ai Corporate Treasury eXchange to update the time deposit capability across the key countries in its network: Australia, New Zealand, Hong Kong, Singapore and India

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## 1 Deal Win in the Middle East

A financial banking institution with a long and proud history in Jordan, established in 1960 and with a capital of JD 200 million chose eMACH.ai Digital Transaction Banking by iGTB for the Iraq market

# eMACH.ai wins big in IBS Sales League Table 2024

Acknowledged as a Transformative Open Finance Platform by industry



Intellect Scores Another  
Hattrick at the global IBS Sales  
League Table 2024

**RANKED**

**#**

**1**

**eMACH.ai**  
**Retail Core Banking**  
(Sixth Consecutive Year)

**eMACH.ai**  
**Transaction Banking**  
(Fifth Consecutive Year)

**eMACH.ai**  
**Retail Lending**  
(Third Consecutive Year)

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

## Datos Insights:

eMACH.ai Magic Submission is recognised as an 'AI Insights & Language AI Solution Provider' @ Datos Insights report titled 'AI Solution Providers for Insurance'

## Celent:

eMACH.ai Risk Analyst is recognised as a representative solution that supports decisions in commercial lines underwriting processes' @ Celent report titled 'Commercial Lines Underwriting Data AI and Automation'.

IntellectAI's thought leadership contributed to Celent's survey report titled 'The New Wealth Management Paradigm: From Apps to Agents: Part 2 – The Ai Agent as Doer'

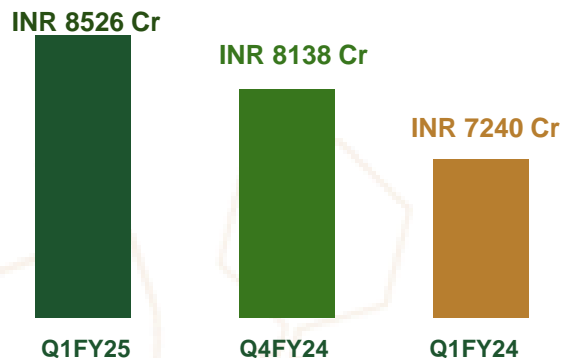
eMACH.ai powered iGTB Co-pilot recognised as a trendsetter in AI Readiness & Microservices and API-based Integration in Celent's report 'Built for Today, Designed for Tomorrow: Modern Architecture for Corporate Banking'.

eMACH.ai iKredit360 is identified as a Next-Gen Loan Origination System/Platform in Celent's report - Next-Generation Retail Loan Origination Systems

eMACH.ai Capital Cube is recognised as a 'Technology Standout' solution @ Celent's report titled 'Reconciliation Systems Solutions for Capital Markets Firms'.

# Strong Funnel Progression for the Year

## The current funnel of Intellect



### Q1FY25

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

### Q4FY24

Out of INR 8,138 Cr funnel value, INR 6,535 Cr is accounted by 180 Opportunities

### Q1FY24

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

## Destiny Deals

	Q1FY25	Q4FY24	Q1FY24
# Of Deals	86	84	73
Avg Deal Size INR Cr	52	54	53
As % of total	67%	67%	68%

# 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

Q1FY25

23

- 2 Won
- 1 Lost
- 20 from previous qtr
- 3 added

28

- 2 Won
- 1 Lost
- 24 from previous qtr
- 4 added

35

- 5 Won
- 1 Lost
- 28 from previous qtr
- 7 added

86

- 9 Won
- 3 Lost
- 72 from previous qtr
- 14 added

Q4FY24

23

27

34

84

Q1FY24

18

25

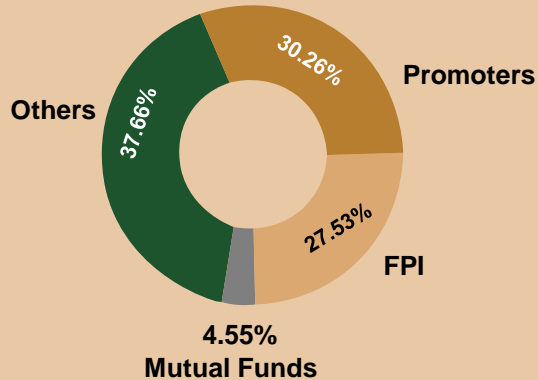
30

73









# Stock Information

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



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

 Market Cap	₹ 14670 Cr.
 Stock Price	1069
 52 Week (High / Low)	₹ 1199/572
 NSE / BSE - Symbol	INTELLECT / 538835
 No. of Shares Outstanding	137230857
 Average Daily Volume (3 Months) – NSE	5.23 Lakhs

# Contacts

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