

INTELLECT/SEC/2018-19

May 06, 2018

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

Scrip Code :
INTELLECT

2. The Bombay Stock Exchange Ltd.,
1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort, Mumbai – 400 001.

Scrip Code :
538835

Dear Sirs,

Sub: Outcome of the Board Meeting held on May 06, 2018

We wish to inform you that the Board of Directors of the Company at its meeting held on 06th May, 2018 considered and approved the following :-

1. Audited Financial results as set out in compliance with Indian Accounting Standards (IND AS) for the quarter and financial year ended 31st March, 2018 together with Auditors' Report of the Auditors' thereon along with declaration of Un-modified opinion to be filed with stock exchanges.
2. Media Release announcing the financial results of the Company for the quarter and financial year ended 31st March, 2018 (Copy Enclosed).

Kindly note that the meeting commenced at 03:45 p.m. and concluded at 05:25 p.m.

Kindly take the above information on record and confirm compliance.

Thanking You,

for Intellect Design Arena Limited



V V Naresh
Company Secretary and Compliance Officer



Encl : As Above

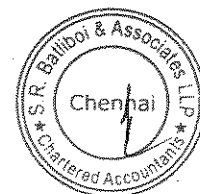
Intellect Design Arena Limited

Registered Office: 244 Anna Salai, Chennai - 600 006, India | Ph: +91-44-3987 4000, 3984 3400 | Fax: +91-44-2852 3280
Corporate Headquarters: SIPCOT IT Park Siruseri, Chennai - 600 130, India. | Ph: +91-44-3341 8000
www.intellectdesign.com

Auditor's Report on Quarterly and Year to Date Standalone and Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To
Board of Directors of
Intellect Design Arena Limited

1. We have audited the accompanying statement of quarterly 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 March 31, 2018 and the standalone and consolidated financial results of the Group, its associates and a joint venture for the year ended March 31, 2018 (hereinafter referred to as the 'Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 (herein referred to as the 'Regulation'). The quarterly standalone and consolidated financial results in respect of the quarter ended March 31, 2018 are the derived figures between the audited figures in respect of the year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subject to limited review.
2. The Statement is the responsibility of the Company's management and have been approved by the Board of Directors of the Company, and have been prepared on the basis of the standalone and consolidated financial results for the nine-month period ended December 31, 2017, and the audited annual standalone and consolidated Ind AS financial statements as at and for the year ended March 31, 2018.
3. Our responsibility is to express an opinion on these standalone and consolidated financial results based on our review of the standalone and consolidated financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 (the 'Act') read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone and consolidated Ind AS financial statements as at and for the year ended March 31, 2018; and the relevant requirements of the Regulation and the Circular.
4. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

5. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of other auditors as referred to in Paragraph 6 below:

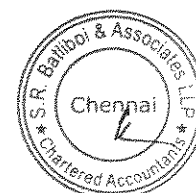
i. The Consolidated financial results includes the quarterly and year ended financial results of the following entities:

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

ii. The Statement is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and

iii. The statement gives a true and fair view of total comprehensive income comprising of net profit and other comprehensive income and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.

6. In respect of the consolidated financial results of the Group included in the Statement, we did not audit the financial statements and other financial information, in respect of 20 subsidiaries, whose Ind AS financial statements include total assets of Rs. 40,444.04 lakhs as at March 31, 2018 and total revenues of Rs. 13,802.50 lakhs and Rs. 39,902.84 lakhs for the quarter and the year ended on that date respectively. These Ind AS financial statements and other financial information have been audited 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 statements also include the Group's share of net profit of Rs. 476.57 lakhs and Rs. 504.05 lakhs for the quarter and for the year ended March 31, 2018 respectively, as considered in the consolidated Ind AS financial statements, in respect of 2 associates and a joint venture, whose financial statements, other financial information have been audited by other auditors and whose reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

7. Further, read with Paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under the Regulation and the Circular.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004



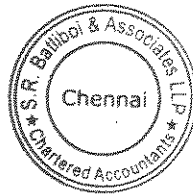
per Bharath N S

Partner

Membership No.: 210934

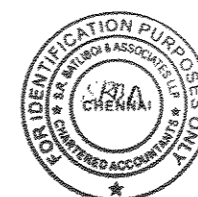
Place: Chennai

Date: May 06, 2018



PARTICULARS	Standalone					Consolidated				
	Quarter ended March 31, 2018 Refer note 2	Quarter ended December 31, 2017 Unaudited	Quarter ended March 31, 2017 Refer note 2	Year Ended March 31, 2018 Audited	Year Ended March 31, 2017 Audited	Quarter ended March 31, 2018 Refer note 2	Quarter ended December 31, 2017 Unaudited	Quarter ended March 31, 2017 Refer note 2	Year Ended March 31, 2018 Audited	Year Ended March 31, 2017 Audited
Income										
Revenue from operations	217,48.33	178,11.28	135,99.44	671,47.78	516,97.50	306,97.32	270,67.49	250,35.15	1,087,29.07	913,57.50
Other income	13,52.94	8,26.00	8,18.33	31,33.72	31,46.06	8,55.06	8,38.41	1,77.97	26,67.82	34,12.78
Total Income	231,01.27	186,37.28	144,17.77	702,81.50	548,43.56	315,52.38	279,05.90	252,13.12	1,113,96.89	947,70.28
Expenditure										
Employee benefit expenses	138,84.61	125,27.42	121,91.77	470,21.93	442,19.95	211,15.90	200,21.03	182,47.96	767,11.78	717,84.30
Depreciation/Amortisation	7,78.50	6,15.25	5,73.53	25,13.54	22,60.71	8,19.63	6,52.10	6,00.58	26,53.49	24,13.99
Finance cost	2,61.43	3,07.33	3,85.92	13,73.13	10,52.30	2,61.62	3,08.58	4,02.50	13,82.62	11,30.24
Other expenses	47,75.01	34,01.35	37,59.11	158,67.59	129,25.51	70,42.12	57,99.36	52,22.77	247,79.11	220,52.92
Total Expenses	196,99.55	168,51.35	169,10.33	667,76.19	604,58.47	292,39.27	267,81.07	244,73.81	1,055,27.00	973,81.45
Profit / (Loss) before share of profit / (loss) of associates, joint venture and tax	34,01.72	17,85.93	(24,92.56)	35,05.31	(56,14.91)	23,13.11	11,24.83	7,39.31	58,69.89	(26,11.17)
Share of profit/(loss) of associates and joint venture (net of tax)	-	-	-	-	-	4,76.57	3,39.30	31.98	5,04.05	6,56.22
Profit / (Loss) before tax	34,01.72	17,85.93	(24,92.56)	35,05.31	(56,14.91)	27,89.68	14,64.13	7,71.29	63,73.94	(19,54.95)
Tax expenses:										
Current Tax	(31.89)	31.89	-	-	-	(1,73.67)	1,10.28	(6,27.77)	4,83.69	3,61.73
Deferred Tax	220.43	-	-	2,20.43	-	2,19.29	-	(78.10)	2,19.29	(78.10)
Profit / (Loss) after tax	32,13.18	17,54.04	(24,92.56)	32,84.88	(56,14.91)	27,44.06	13,53.85	14,77.16	56,70.96	(22,38.58)
Profit / (Loss) for the year / period attributable to										
Owners of the Company	32,13.18	17,54.04	(24,92.56)	32,84.88	(56,14.91)	25,87.16	12,16.37	14,77.16	46,72.62	(22,38.58)
Non controlling interest	-	-	-	-	-	1,56.90	1,37.48	-	9,98.34	-
Other Comprehensive Income (net of tax)										
Items that will be reclassified subsequently to profit or loss										
Net movement on cash flow hedges	(4,02.94)	(4,53.14)	7,52.10	(18,14.18)	12,23.97	(4,02.94)	(4,53.14)	7,52.10	(18,14.18)	12,23.97
Exchange differences on translation of foreign operations	-	-	-	-	-	7,65.56	(1,12.07)	(14,94.71)	13,33.54	(13,99.70)
Items that will not be reclassified subsequently to profit or loss										
Re-measurement gains/ (losses) on defined benefit plans	(1.74)	(1.06)	(4,10.06)	37.60	(1,87.44)	(36.84)	16.27	(4,16.79)	(11.99)	(1,94.16)
Other Comprehensive Income for the year / period (net of tax)	(4,04.68)	(4,54.20)	3,42.04	(17,76.58)	10,36.53	3,25.78	(5,48.94)	(11,59.40)	(4,92.63)	(3,69.89)
Total Comprehensive Income for the year / period	28,08.50	12,99.84	(21,50.52)	15,08.30	(45,78.38)	30,69.84	8,04.91	3,17.76	51,78.33	(26,08.47)
Total Comprehensive Income for the year / period attributable to										
Owners of the Company	28,08.50	12,99.84	(21,50.52)	15,08.30	(45,78.38)	29,12.94	6,67.43	3,17.76	41,79.99	(26,08.47)
Non controlling interest	-	-	-	-	-	1,56.90	1,37.48	-	9,98.34	-
Paid-up Equity Share Capital										
Equity shares of Rs 5 each	62,76.45	62,55.93	50,86.69	62,76.45	50,86.69	62,76.45	62,55.93	50,86.69	62,76.45	50,86.69
Other Equity										
				683,90.61	473,75.80				784,34.19	547,47.69
Earning Per Share (EPS) of Rs.5 each										
Basic	2.57	1.40	(2.33)	2.79	(5.24)	2.07	0.97	1.38	3.97	(2.09)
Diluted	2.48	1.36	(2.33)	2.72	(5.24)	1.99	0.94	1.38	3.87	(2.09)

Continued...

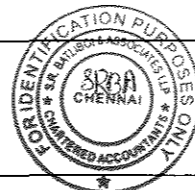



Statement of Asset and liabilities	Rs in Lakhs			
	As at Standalone		As at Consolidated	
	March 31, 2018 Audited	March 31, 2017 Audited	March 31, 2018 Audited	March 31, 2017 Audited
ASSETS				
Non-current assets				
Property, Plant and Equipment	146,41.36	161,12.37	185,43.53	196,05.06
Capital work-in-progress	4,29.06	4,72.30	4,29.06	4,15.54
Goodwill	-	-	77,41.40	77,28.14
Other Intangible assets	53,70.11	4,23.82	53,70.11	4,43.21
Intangible assets under development	93,06.52	66,74.04	191,96.52	134,13.36
Investment in subsidiary, associate and a joint venture	160,11.65	148,39.45	47,15.74	38,26.65
Deferred tax assets (net)	10,72.36	4,05.81	18,19.37	11,26.69
Financial Assets				
(i) Investments	1,48.10	5,63.48	1,48.10	5,63.92
(ii) Loans and deposits	6,86.02	3,79.71	11,05.99	7,96.75
(iii) Non current bank balances	9,13.83	9,73.92	9,13.83	9,73.92
(iv) Derivative Instruments	3.66	-	3.66	-
Income tax assets (net)	41,58.01	31,54.64	77,61.36	63,09.47
Other non-current assets	23,66.17	3,54.84	31,27.88	7,80.37
Current assets				
Investment in subsidiary	15,44.53	15,44.53	-	-
Financial Assets				
(i) Investments	20,64.61	21,63.54	20,64.61	21,63.54
(ii) Trade receivables	257,72.10	166,56.68	241,17.34	204,84.13
(iii) Cash and cash equivalents	12,12.19	23,19.90	61,47.37	84,14.14
(iv) Bank balances other than (iii) above	78,75.39	31,93.38	78,75.39	31,93.38
(v) Loans and deposits	4,56.73	4,88.69	5,33.37	6,43.54
(vi) Derivative Instruments	1.82	9,58.10	1.82	9,58.10
(vii) Other financial assets	112,46.40	120,23.53	238,12.10	215,60.76
Other current assets	54,58.62	70,39.92	52,05.50	50,23.34
Total Asset	1,107,39.24	907,42.65	1,406,34.05	1,184,24.01
EQUITY AND LIABILITIES				
EQUITY				
Equity Share capital	62,76.45	50,86.69	62,76.45	50,86.69
Other Equity	683,90.61	473,75.80	784,34.19	547,47.69
Non-controlling interests	-	-	9,98.34	-
LIABILITIES				
Non-current liabilities				
Financial Liabilities				
(i) Borrowings	90,49.54	56,32.54	90,49.54	56,32.54
Deferred Tax Liabilities (Net)	-	-	8.42	6.30
Current liabilities				
Financial Liabilities				
(i) Borrowings	38,19.78	171,85.13	38,19.78	176,03.70
(ii) Trade payables	73,79.21	55,36.97	116,59.12	99,42.68
(iii) Other financial liabilities	84,25.20	49,79.58	128,92.84	103,45.46
Other current liabilities	57,95.54	37,33.28	142,82.11	121,18.75
Provisions	16,02.91	12,12.66	32,13.26	29,40.20
Total Equity and Liabilities	1,107,39.24	907,42.65	1,406,34.05	1,184,24.01

NOTES:

- The standalone and consolidated financial results for the year ended March 31, 2018 were approved by the Board of Directors at its meeting held on May 06, 2018. The information for the year ended March 31, 2018 and March 31, 2017 presented above are extracted from the standalone and consolidated financial statements of the respective years. The statutory auditors have conducted an audit of the above standalone and consolidated financial results. These financial statements 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.
- The Standalone and Consolidated financial results for the quarter ended March 31, 2018 and March 31, 2017 are balancing figures between audited figures in respect of the full financial years and the unaudited published year-to-date figures upto the third quarter ended December 31 for respective years which were subjected to limited review. The consolidated financial figures for the quarter ended March 31, 2017 is the difference between the audited financial figures for the year ended March 31, 2017 and the nine months ended December 31, 2016 figures as prepared by management who have exercised necessary due diligence to ensure that these financial results are presented in accordance with Regulation 33 of the listing agreement and are for comparative purposes only. These comparatives have not been audited/reviewed by the statutory auditors of the Company.
- The Board of Directors of the Company at its meeting held on May 3, 2016 had approved a Scheme of Arrangement ("the Scheme") enabling the merger of two of its subsidiaries, namely Indigo TX Software Private Limited ("ITSPL") and Laser Soft Infosystems Limited ("LSIL") with the Company, with an appointed date of April 1, 2016. The Scheme of Arrangement has been approved by the National Stock Exchange (NSE), the designated stock exchange on March 28, 2017 and by Bombay Stock Exchange (BSE) on March 29, 2017, the creditors and by the shareholders of the Companies in the National Company Law Tribunal (NCLT) convened meeting on January 18, 2018 and is yet to be approved by the NCLT and other Statutory Regulatory authority(ies) as may be applicable and would be given effect to after receipt of all approvals in accordance with Ind AS 103 - 'Business Combinations' 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.
- 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'.
- The Company, vide its Letter of Offer dated July 06, 2017 offered upto 23,135,710 Equity Shares of Face Value of Rs 5/- each at a price of Rs 86/- per Rights Share including Share Premium of Rs 81/- per Equity Share for an amount aggregating to Rs 19,896.71 lakhs on Rights basis in the ratio of 5:22 (Five Rights Shares for every 22 fully paid up Equity Shares) held by the Equity Shareholders on the record date ie July 18, 2017. The Company has allotted 23,135,710 shares on August 19, 2017. Pursuant to allotment of shares by way of rights issue, earnings per share (EPS) in respect of previous year/ periods has been restated as per Ind AS 33 - "Earnings Per Share", prescribed under Section 133 of the Companies Act, 2013.
- Figures of the earlier period, wherever necessary, have been regrouped to conform with those of the current periods.

Place : Chennai
Date : May 06, 2018







For Intellect Design Arena Limited

Arun Jain
Chairman and Managing Director

S. Swaminathan
Chief Financial Officer

Declaration for Un-modified Opinion to be filed with Stock Exchanges

1	Name of the Company	Intellect Design Arena Limited
2	Annual financial statements for the year ended	March 31, 2018
3	Type of audit observation	Un-modified
4	Frequency of observation	NA
5	<p>To be signed by-</p> <ul style="list-style-type: none"> ▪ CEO – Mr. Arun Jain ▪ CFO – Mr. S. Swaminathan ▪ Audit Committee Chairman – Arun Shekhar Aran ▪ Auditor of the Company 	   <p>For S.R. Batliboi & Associates LLP Chartered Accountants Firm Registration Number: 101049W/ E300004</p>  <p>per Bharath N S Partner (Membership No. 210934) Chennai</p>

6007
/

Intellect Revenue at INR 1087 Cr in FY 18

Q4FY18 registers 28% YoY Growth in dollar terms

Q4 FY 18 revenue crossed INR 300 Cr registering 13% QoQ growth

Chennai (India), May 06, 2018: Intellect Design Arena Ltd, a specialist in applying true Digital Technologies and a global leader in Financial Technology across Banking and Insurance, announced its fourth quarter and Annual results for FY 2017-18 today.

I. Calibrated Growth Yielding Predictability

Revenue: Registering CAGR of 21% over the last 3 years

- Total Revenues for this year (FY 2017-18) grew by 19% Y-o-Y and stood at INR 1087.3 Cr as against INR 913.6 Cr in last year. This annual revenue growth to 1087.3 Cr in FY 18 from 608.8 Cr in FY 15 represents a CAGR of 21% over the last 3 years
- In \$ terms, Revenues grew by 24% Y-o-Y stood at US \$ 168.7 Mn as against US \$ 136.2 Mn in the same period last year
- In Q4 FY18, Revenue crossed 300 Cr and stood at INR 307 Cr registering 23% YoY growth as against INR 250.4 Cr in the same quarter last year. The quarter revenue stood at INR 307 Cr as against INR 271 Cr in Q3 FY 18 registered 13.41% QoQ growth.
- In \$ terms, Q4 FY 18 Revenue grew by 27.7% and stood at \$ 47.7 Mn as compared to \$37.4 Mn in the same quarter last year

License and AMC Revenue:

- License Revenue stood at INR 199 Cr and AMC revenue stood at INR 209 Cr in FY 18.
- The License revenue grew at a CAGR of 32% over the last 3 years.
- License and AMC revenue grew by 25% stood at INR 408 Cr as against INR 327 Cr in the last year recording consistent growth for the last three years.
- Q4 FY 2018 License and AMC revenue stood at INR 119 Cr as compared to INR 94.7 Cr in Q4 FY 2017 registering 26% YoY growth

Digital led wins

- Intellect was awarded 50 Digital led wins including 12 large Digital Transformation Deal wins in FY18
- Q4 FY 18 recorded 11 Digital led wins including 4 large digital transformation deal wins
 - Breakthrough deal win in Europe for Intellect Digital Core (IDC 17.1) Offering
 - Major win in Asia Region with higher License Revenue for iGTB
 - iGTB emerged as a partner of choice and acquired a new customer in US to implement a comprehensive Digital Liquidity Management platform
 - A Green field Bank in Africa chose Integrated Trade, Core, Treasury and CBX from Intellect

Gross Margin

- Gross Margin of this year (2017-18) stood at INR 538.3 Cr as against INR 450.3 Cr in the same period last year
- Gross Margin sustained at around 50%

Strong EBITDA Growth and Net Profit Positive

- The company registered a positive EBITDA which stood at INR 78.6 Cr for FY 18 as against INR 25 Cr (Negative) in the last year, showing a movement of INR 103 Cr in EBITDA.
- Net Profit stood at INR 46.73 Cr as against the loss of INR 22.4 Cr (Negative) in the last year, showing a movement of INR 69 Cr in PAT

Collections continuing to be robust

- Intellect recorded healthy collections for five quarters in a row. Collections for Q4 FY 18 stood at INR 302.7 Cr almost at par with Q4 FY 18 Revenue
- The Net Days of Sales Outstanding (DSO) after taking customer advances into account stands at 122 days in Q4 FY 18 as against 134 days in Q4 FY 17

II. Product Acceptance in Leadership Quadrant

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

Intellect is World #1 in Retail Banking Systems & Payments Systems in IBS Sales League Table 2018

IBS SLT 2018 placed Intellect as the largest selling Retail Banking and Payments Systems for the second time in a row in their Annual Sales League Table 2018. Intellect was also ranked #2 for Lending Systems #3 for Digital Banking & Channels and ranked #4 for Investment Fund Management Systems.

Aite rates iGTB #1 on Wholesale Banking APIs

iGTB, the transaction banking specialist from Intellect has been recognized by Aite Group, pitted head-to-head against 10 other providers surveyed worldwide, as **attaining the highest category**, "Ready for wholesale banking API open competition" on all six of its measures: API development, APIs developed for wholesale banking services, API sandbox, API connectivity, API management and API analytics.

Gartner gives Full Score on Interactive Open Banking (Open API) Channel Capabilities to iGTB

Intellect has been **recognised by Gartner for its iGTB suite amongst 12 leading transaction banking players** surveyed worldwide in the report, which covers transaction banking offerings including account services, payments, collections, liquidity management, information services, trade finance and supply chain finance.

"Gartner report - A Banker's Guide to Transaction Banking Service Providers, Fabio Chesini, 8 November 2017"

Forrester acknowledged Intellect as a 'Global Pursuer' for new named deals and a 'Global Player' for combined deals in the Global Banking Platform Deals Survey 2018

Intellect has been positioned as a "Global Pursuer" with 25 New Named deals in more than three regions. Additionally, Intellect has also been positioned as a "Global Player" with 58 Deals in more than three regions in the Combined Deals category.

III. Digital Deals

With our path-breaking Digital 360 approach, Intellect has been able to address all aspects of our customers' digital requirements. Q4 FY 18 recorded 11 Digital led wins including 4 large digital transformation deal wins.

Large Digital Transformation deal wins

- **Breakthrough deal win in Europe for Intellect Digital Core (IDC 17.1) Offering:** A large, private European bank with specialised services to customers with a unique branchless banking model has chosen Intellect Digital Core (IDC 17.1) for its banking operations. The bank wanted to modernise its technology architecture and had chosen Intellect Digital Core (IDC 17.1) for powering its digital transformation. IDC 17.1 with its new open banking architecture is enabling the bank to adapt to Open Bank regulations along with PSD2 compliance. It is also enabling the bank to offer digital solutions to not just customers but also their financial advisors who form the backbone of their business model. IDC17.1 will enable the UK based bank to reduce account opening lead times from 4 days to just 15 minutes.
- **Major win in Asia Region with higher License Revenue for iGTB:** One of the leading commercial banks in Vietnam with a sustainable financial foundation and outstanding product-service portfolio has chosen Intellect to offer Digital, Payments, Liquidity, Collections, Supply Chain Finance and Trade for its banking operations. The strategic intent and purpose of the project is to position the Bank ahead of its competitors, adapt rapidly to the changes of technologies in future and Optimize/Reduce Cost of the Bank's operation. A new customer interaction platform for delivery of marketing and promotional campaigns and initiatives has been planned.
- **iGTB emerged as a partner of choice and acquired a new customer in US to implement a comprehensive Digital Liquidity Management platform:** A leading regional bank in the US headquartered in Cincinnati has chosen CBX, Liquidity and Cash. Intellect CBX installation and implementation will offer Cash Concentration, Account Services and Cash Position view. Intellect LMS will come integrated with the solution to perform Cash concentration execution and EOD batch run. Cash position module to offer centralized view across accounts associated with a customer; show consolidated position on a selected currency; allow customer to download cash position in BAI2 format; show positions on Loans and Investments. Cash concentration will allow end customer to create sweep structure and will adhere to rules on selection of Accounts for transfer. Intellect will also offer Cash flow forecasting to the bank.
- **A Green field Bank in Africa chose Integrated Trade, Core, Treasury and CBX from Intellect:** One of the newly licensed merchant banks in Africa with a focus on wholesale and investment banking has chosen integrated Trade, Digital Core, Treasury and CBX from Intellect. The Bank believes that its customers are at the heart of everything they do and they needed a core banking solution to enable insight-data driven approach to offer new perspectives to enable them win in the marketplace. The bank uses IDC 17.1 to offer services like Client Management, Product Management, CASA, General Ledger, Budget, Clearing, Remittance, Loans, Deposits, Trade finance and Treasury to its customers.

Some of the other significant deal wins

- One of the Big Five banks in Canada headquartered in Ontario has chosen Intellect Remittance Repository. The Intellect Remittance Repository is a key foundational concept for payment modernization, and is conceptualized as an API-based centralized repository to store remittance

information for all payment schemes that either carry remittance data along with the payment, or, is sent separately as a standalone remittance.

- One of the leading banks in Middle East has decided to embark on a digital transformation journey with the implementation of Intellect Digital Face. Digital Face will provide cutting edge digital solution to the bank's demand of offering self assisted channels - Internet and Mobile banking and tablet banking to assist their branch banking requirements.
- A leading financial services provider in the Sultanate of Oman with a strong presence in corporate banking, retail banking, investment banking, treasury, private banking and asset management has selected Intellect Digital Transaction Banking. The Bank has decided to evaluate implementing an additional Transaction Banking front-end layer along with mid-office modules for Liquidity, Collections & Receivables, Supply Chain Finance and Trade Finance.
- One of the fastest growing Co-operative Banks in India has marked its centenary year with the selection of Intellect as their partner of choice to provide a simplified and modernized banking solution through superior technology. The bank has chosen Intellect's product suite encompassing Intellect Core Banking, Lending, Trade Finance, Treasury, Cards, E-Wallet, FACTA & LOS.
- A leading financial services company in India has chosen Intellect Custody, a core offering for their securities services division. Intellect Custody is a high throughput solution designed to seamlessly fit into the client's technology landscape, supporting wide range of asset classes, catering to the entire Corporate Actions cycle, with rule based flexible fee & billing engine and seamless integration with third party systems.

IV. Reliable Implementations

Intellect went live in 13 financial institutions across the world during this quarter. Some of the significant implementations in Q4 FY 18 include:

- One of the four major banking organizations in Australia and one of the largest banks in New Zealand, went live with Intellect's ITTR (Integrated Treasury, Trade Finance and Retail FX) at Fiji. The Intellect ITTR solution is a modular, SOA enabled, web-based, platform-independent, and built on the latest J2EE technology using MVC Architecture.
- One of the top 5 Global Banks in North America went live with Intellect OneTREASURY's front and mid office solution for Money Markets and Fixed Income. OneTREASURY, brings together 16 legal entities of this global bank (New York and Canada) on a single platform, covering cash flows of USD 270 Billion+ across 10 currencies.
- The third largest bank by market capitalisation in Australia went live with the upgraded version of Liquidity Management 16.1. The Bank upgraded to the new version to address multiple issues. With the older version having few limitations like allowing limited number of participants to be added in a pool (100), the new version allows adding 1000+ participants to address the required growth.
- A UK-based wealth management business has gone live with a Legacy Infrastructure Upgrade from Intellect SEEC. Major change to infrastructure for Platform Illustrations and CFR were made.
- United Bank of India went live with Intellect Digital Credit Card Management System comprising of Intellect Digital Cards and Intellect Digital Origination. This marks Intellect's first end-to-end business solution deal, handling Technological Infrastructure, Operations, Product Implementation and Management, and Marketing for the bank. The rapid implementation was completed in just three months including network (RuPay Certification) increasing United Bank of India's speed to market.

- LIC of India went live with multiple upgrades to its Customer Portal of Intellect SEEC's Distribution and Service Suite. Additional features for Customer portal app released include Customer dashboard, alerts, notifications; along with Agent and Sale Apps released in Web for limited users.

V. Management Statement

Arun Jain, Chairman and Managing Director, Intellect Design Arena Limited said, *"I am feeling immensely satisfied with the performance of Intellect over the last 3 years. Crossing INR 1000 Cr revenue for a pure Product company with License revenues around INR 200 Cr is definitely a fulfillment of the dream of creating a Global Product Company out of India. Yes, the journey was difficult with many bold decisions and huge investments, but I must thank our business teams who built and implemented the best Global Digital FinTech products. Being rated#1 in Retail Banking systems and leader in Digital Transaction Banking Payments space is driving a much highly qualified sales funnel, which will drive sustainable growth in the coming years. The investments made by Intellect in AI and Cloud native products are resulting in winning clients in the Americas and this is definitely an indication of a faster growth trajectory."*

S Swaminathan, Chief Financial Officer, Intellect Design Arena Limited said, *"Achieving CAGR of 21% in revenue over the last 3 years and crossing revenues of INR 300 Cr this quarter with PAT of INR 26 Cr gives me great satisfaction. During the year, EBITDA has moved INR 103 Cr and PAT moved INR 69 Cr over the previous year results highlighting the way we are managing the business in a calibrated manner."*

Financial Results for the Fourth Quarter Ended March 31, 2018

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 ENDED	
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
INCOME				
Revenue from Operations	30,697.32	25,035.15	108,729.07	91,357.50
EXPENDITURE				
Software development expenses	15,410.30	12,465.39	54,898.30	46,326.00
Gross Margin	15,287.02	12,569.76	53,830.77	45,031.50
Gross Margin %	49.80%	50.21%	49.51%	49.29%
Selling & marketing and General & Administrative expenses	10,404.98	8,559.52	37,662.45	39,102.94
Research & Engineering expenses	1,947.51	1,673.69	7,244.46	7,192.08
Provision for Debts and Write offs	475.48	772.14	1,060.48	1,233.16
Total Expenditure	28,238.27	23,470.74	100,865.69	93,854.18
EBITDA	2,459.05	1,564.41	7,863.38	(2,496.68)
Depreciation/Amortisation	819.63	600.58	2,653.49	2,413.99
Finance Charges	261.62	402.50	1,382.62	1,130.24
Profits / (Loss) before other income / minority interest	1,377.80	561.33	3,827.26	(6,040.91)
Other Income including exceptional items	935.32	177.98	2,042.65	3,429.72
Minority Interest/ Share of profit/(loss) of Associate Companies	319.67	31.98	(494.29)	656.24
Profit / (Loss) before tax	2,632.79	771.28	5,375.62	(1,954.95)
Provision for taxation	45.62	705.87	702.98	283.63
Profit / (Loss) after tax	2,587.17	1,477.15	4,672.64	(2,238.58)

[Investor Conference Call](#)

The Board of Directors of Intellect Design Arena Limited met on **06th May 2018**, to take on record the financial results of the company for the Q4 & FY 18 ended March 31, 2018.

Intellect Design Arena Ltd. will host an Investors Conference Call on **07th May 2018**, where the Senior Management of Intellect will comment on the company's performance during the Q4 & FY 18 ended March 31, 2018 and respond to questions from participants. **The conference call will take place at 11:00 Hrs IST on Monday, 07th May 2018.** The dial-in numbers to join the conference call:

Conference Name : **Q4 & FY 18 Investor earnings call**
Date : **07th May 2018**
Time : **11:00 AM to 12:00 PM IST**
Conference ID : **8597316**

ACCESS NUMBERS

MUMBAI	:	Primary Access Toll Number	:	02230360400
BANGALORE	:	Primary Access Toll Number	:	08030360400
DELHI	:	Primary Access Toll Number	:	01130360400
CHENNAI	:	Primary Access Toll Number	:	04430360400
INDIA	:	Primary Access Toll free Number	:	180030131313
HONG KONG	:	Primary Access Toll free Number	:	800901420
SINGAPORE	:	Primary Access Toll free Number	:	8001011906
US and Canada	:	Primary Access Toll free Number	:	18663944523
UK	:	Primary Access Toll free Number	:	08081681758
UAE	:	Primary Access Toll free Number	:	8000174397

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 (iGCB), Central Banking, Global Transaction Banking (iGTB), Risk, Treasury and Markets (iRTM), and Insurance (Intellect SEEC). 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 169 million, serving over 250 customers through offices in 40+ countries and with a diverse workforce of 4,000+ 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

For Media related info, please contact:

Nachu Nagappan
Intellect Design Arena Ltd
Mob: +91 89396 19676
Email: nachu.nagappan@intellectdesign.com

For Investor related info, please contact:

Praveen Malik
Intellect Design Arena Limited
Mob: +91 89397 82837
Email: Praveen.malik@intellectdesign.com