



**Accelerating Digital Transformation**  
**12 Products. 5 Platforms. 4 Exponential Technologies**

**Q4 and FY 22 Results**  
**Earnings Announcement**



# 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.



## Our Purpose

To provide Large Enterprise Grade Composable and Contextual solutions driving higher business growth, reducing cost and risk on sustainable basis.



# Intellect

## The world's only NextGen, Composable and Contextual FinTech Platform

**Ranked #1  
globally by IBS**

for Retail and Transaction Banking and  
InsurTech categories in IBS SLT 2021

**25+ Years**

of Domain Expertise  
in FinTech

**97+**

Countries Served

**8012 - The world's first  
design center for FinTech**

reflecting its commitment to continuous  
and impactful innovation

**12**

Products

**5**

Platforms

**4**

Technologies

**260+**

Global Banking Clients

# Board of Directors



**Arun Jain**

Chairman & Managing Direc



**Anil Kumar Verma**

Executive Director



**Arun Shekhar Aran**

Independent Director



**Andrew England**

Non-Executive Director



**Vijaya Sampath**

Independent Director



**Abhay Gupte**

Independent Director



**Amrish P Jain**

Independent Director

# Executive Council



**Arun Jain**

Chairman & Managing Director



**Anil Kumar Verma**

Executive Director



**Manish Maakan**

Chief Executive Officer, Global  
Transaction Banking



**Rajesh Saxena**

Chief Executive Officer, Global  
Consumer Banking



**Banesh Prabhu**

Chief Executive Officer,  
Intellect SEEC



**TV Sinha**

Head – Risk, Treasury  
and Capital Markets



**Andrew England**

Director and Head – Strategy,  
Global Transaction Banking



**Padmini  
Sharathkumar**

Chief Talent Officer



**Venkateswarlu Saranu**

Chief Financial Officer

# Strategic Advisory Board



**Andrew England**



**Dave Ravell**



**Prabal Basu Roy**



**Pradeep Kapur**



**Sanjeeb Chaudhuri**



**Swarup Choudhury**

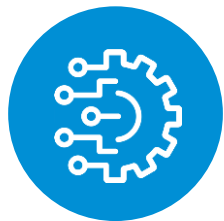


**Theodore Roosevelt  
Malloch**



**Vikram Sud**

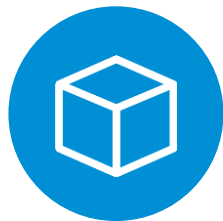
## Evolution from Technologies to Marketplace



**Technology  
Stack**



**Data  
Model**



**Products**



**Cloud**



**Platforms**



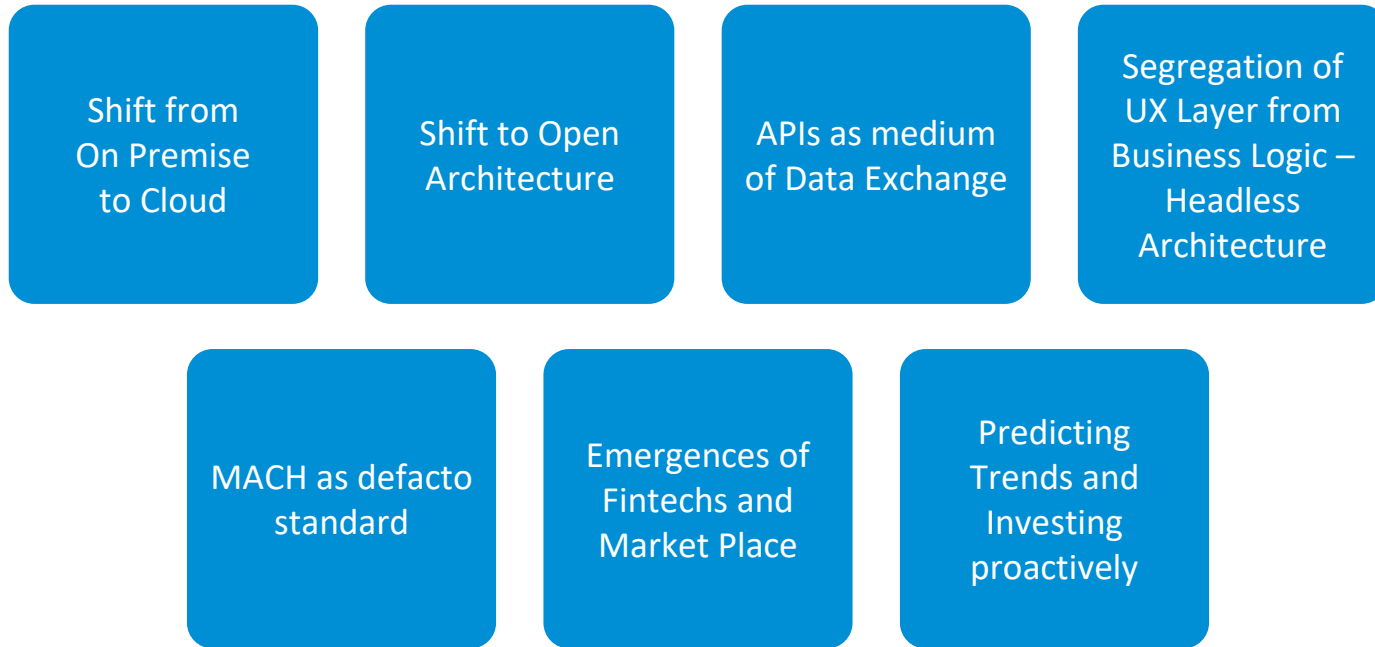
**3rd Party  
Participants  
+ FinTech**



**Marketplace -  
FinTech Ecosystem**

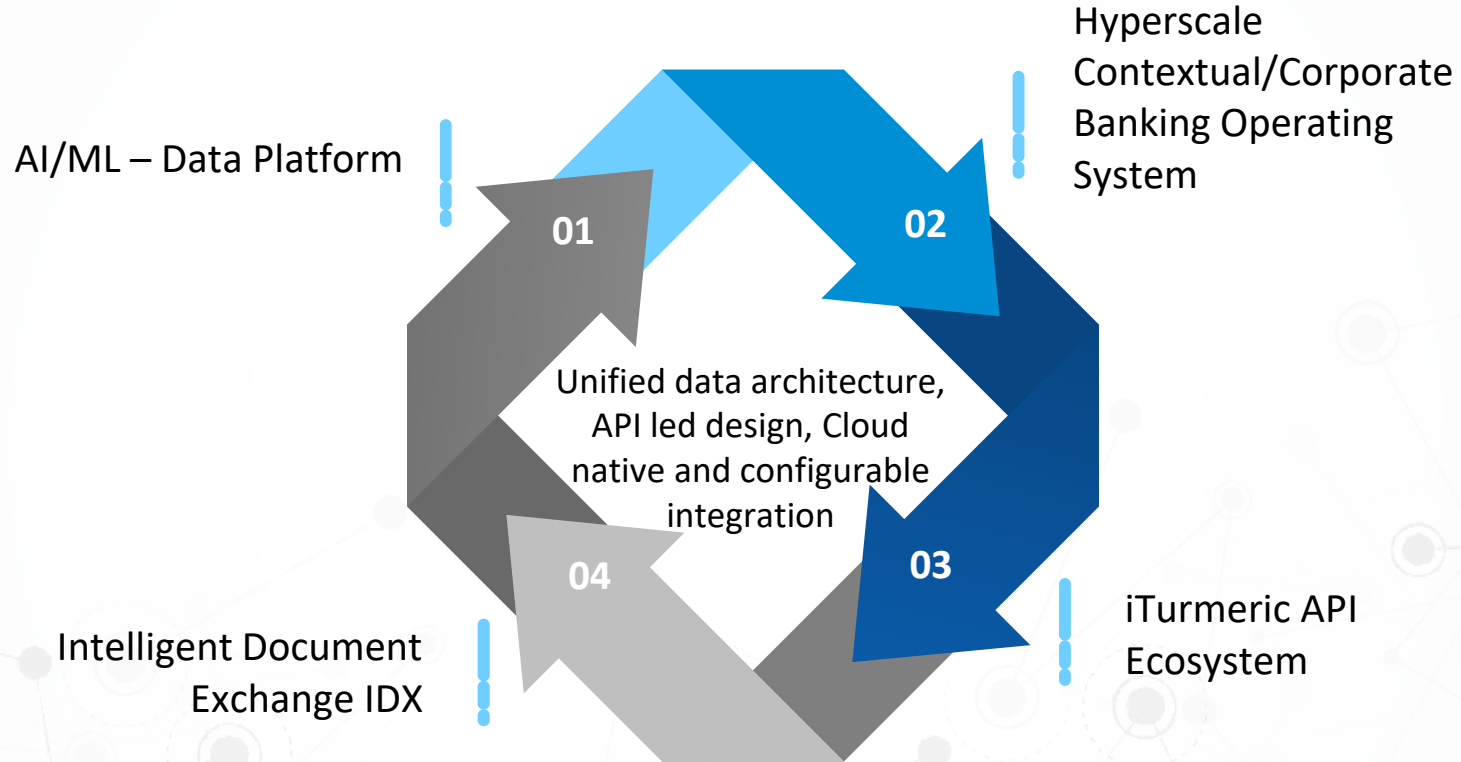


# Technology shifts that favour Intellect





# Intellect's Four Exponential Technologies





# Intellect Products



IDC

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CBX

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Trade & SCF

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Quantum

---



Liquidity

---



Treasury/  
Brokerage

---



Digital Lending

---



DTB

---



Underwriting/  
Claims

---



Digital Cards

---



Payments

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Wealth/Custody



# Platforms

1

iKredit360

2

Cash Cloud

3

Xponent

4

GeM

5

iColumbus.ai

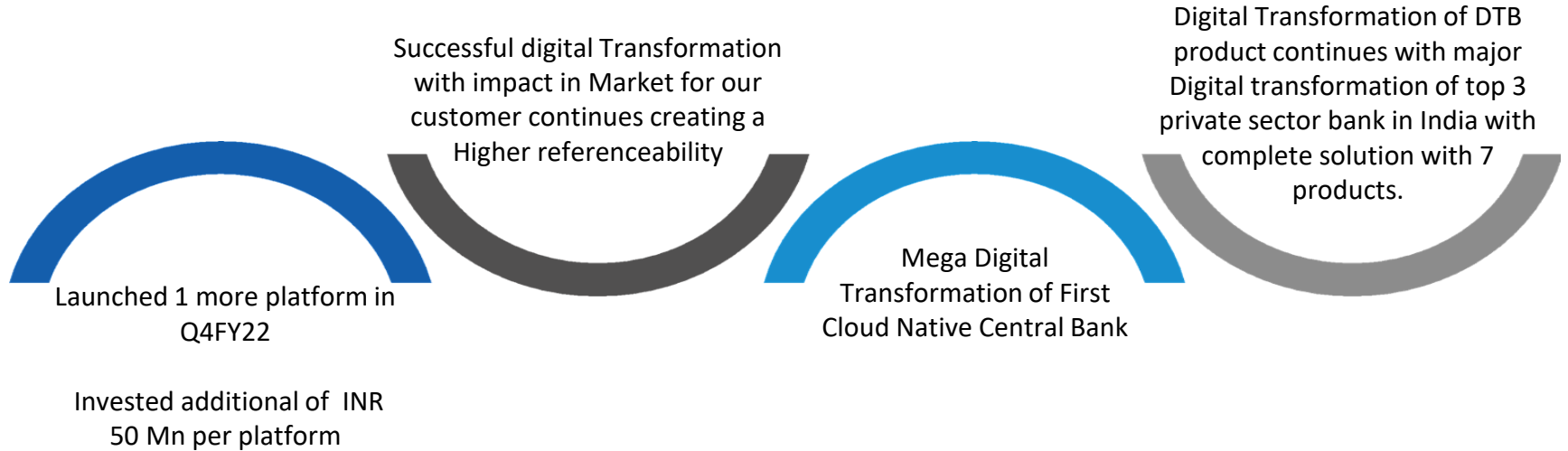


# Performance Delivered

**Calibrated Predictable and Profitable Growth**



# Continuing the Momentum of **Product to Platform** journey





# Impactful Innovation

**New Platform launched in Q4 FY 22**



According to ICC **\$60 billion** trade finance opportunity for banks **\$20 billion** SCF opportunity for banks

#### FIVE MAGIC ACCELERATORS

1. AI-BASED SMART DATA CAPTURE & COMPLIANCE
2. ADVANCED ANALYTICS DASHBOARDS
3. DIGITAL MARKETPLACE AND OPEN APIS
4. FULLY INTEGRATED TRADE & SUPPLY CHAIN FINANCE
5. RISK DISTRIBUTION AND LIMITS MANAGMENT

#### FIVE COMPOSABLE TECHNOLOGIES

1. CONTEXTUAL BANKING EXPERIENCE. OMNI CHANNEL CONTEXT SENSITIVE FRONT END.
2. INTELLIGENT DOCUMENT EXCHANGE
3. API INTEGRATION PLATFORM
4. INTEGRATED SECURITY SERVICES
5. DIGITAL PARTNER ECOSYSTEM



# Accelerated Digital Transformations

# Accelerated Digital Transformations



## Q4 FY22

**6 new Customers have chosen Intellect's Digital stack for their Digital transformation including 3 Customers who have chosen Intellect platforms**

## FY22

**35 new Customers have chosen Intellect's Digital stack for their Digital transformation in FY22 including 13 Customers who have chosen Intellect platforms**

# Transformational Deal Wins



**A leading private sector multinational bank in India has signed a transformative deal to implement Intellect's iGTB Cash Cloud platform**

Intellect's iGTB Cash Cloud platform deal will power India's most significant digital banking transformation in the corporate payments and cash management.

With this implementation, 5 Banks in India will power 70%+ of India's Corporate Cash Management needs for large corporates & SME's through the iGTB Cash Cloud Platform.

# Transformational Deal Wins



**Reserve Bank of India**, the central bank of the country and one of the largest in Asia region, has chosen Intellect to implement the upgraded version of the award-winning Cloud-Native Intellect Quantum Core Banking solution to power the next stage of their digital transformation agenda.

# Transformational Deal Wins



iGTB Cash platform to **power the mission of the largest bank in Kingdom of Saudi Arabia** to be the Best Digital Bank in the region.

Digital banking transformation is key to accelerate the bank's vision of a premier financial institution in the Kingdom and to catalyze the delivery of Saudi Vision 2030

For Intellect, this deal marks the 3rd major digital transformation customer from Saudi Arabia.

A leading **financial services conglomerate in Africa** signed a transformative deal to deploy Intellect's iGTB Cash platform to scale digital transformation ambitions.

This deal is the 3rd major digital transformation in Kenya for iGTB, making it 11 transaction banking clients across the continent.

# Transformational Deal Wins



## iGTB Virtual Accounts 2022 set to revolutionize Digital Banking at a major private Qatari bank.

This marks Intellect's eighth major digital transformation deal in Qatar region. iGTB's fully integrated, front-to-back, contextual Virtual Accounts to enhance corporate and SME user experience, to bring operational efficiency and to generate new revenue streams for the bank in line with Qatar National Vision 2030.

A leading asset management and financial services company in the Middle East chose Capital Cube - Reconciliation to improve accuracy of its operations

# FY 22 - Transformational Deal Wins



## Q1 FY22



ST. JAMES'S PLACE  
WEALTH MANAGEMENT

Signed 3 deals with Intellect for end-to-end Salesforce transformation and to lead the AI Transformation

A top 3 GCC Bank in the MENA region continuing its leadership journey (taking the tally to 8 of Top 9 Banks) on Digital Banking CBOS Platform

A large deal with the second full-fledged Islamic bank in Malaysia to implement Digital Transaction Banking (DTB) platform.

## Q2 FY22



Signed a Strategic Partnership to enable its vision of becoming the Nordic region's first Cloud-based Banking Platform

A large multi-million destiny deal from India's Leading Private Sector Bank for implementing Intellect SME platform (iKredit 360)

3 iGTB Cloud CashPower22 Platform deal wins - top 10 bank in Kuwait



An Underwriting platform transformational deal with a leading national insurance carrier in the US.

## Q3 FY22

One of the top 20 global bank signed up for Virtual Accounts & Escrow in US

A Top 25 US Bank signed up for Virtual Accounts & Escrow

A destiny deal from Asia's Leading Commercial Bank for implementing Intellect Digital Lending platform (iKredit 360)



Continuing the Vietnam leadership journey, VP Bank has signed up iGTB's Cash Power Platform (Digital Transaction Banking)

## Q4 FY22



The largest Central Bank in Asia region, has chosen Intellect to implement the upgraded version of the award-winning Cloud-Native Intellect Quantum Core Banking solution

A leading private sector multinational bank in India has signed a transformative deal to implement Intellect's iGTB Cash Cloud platform

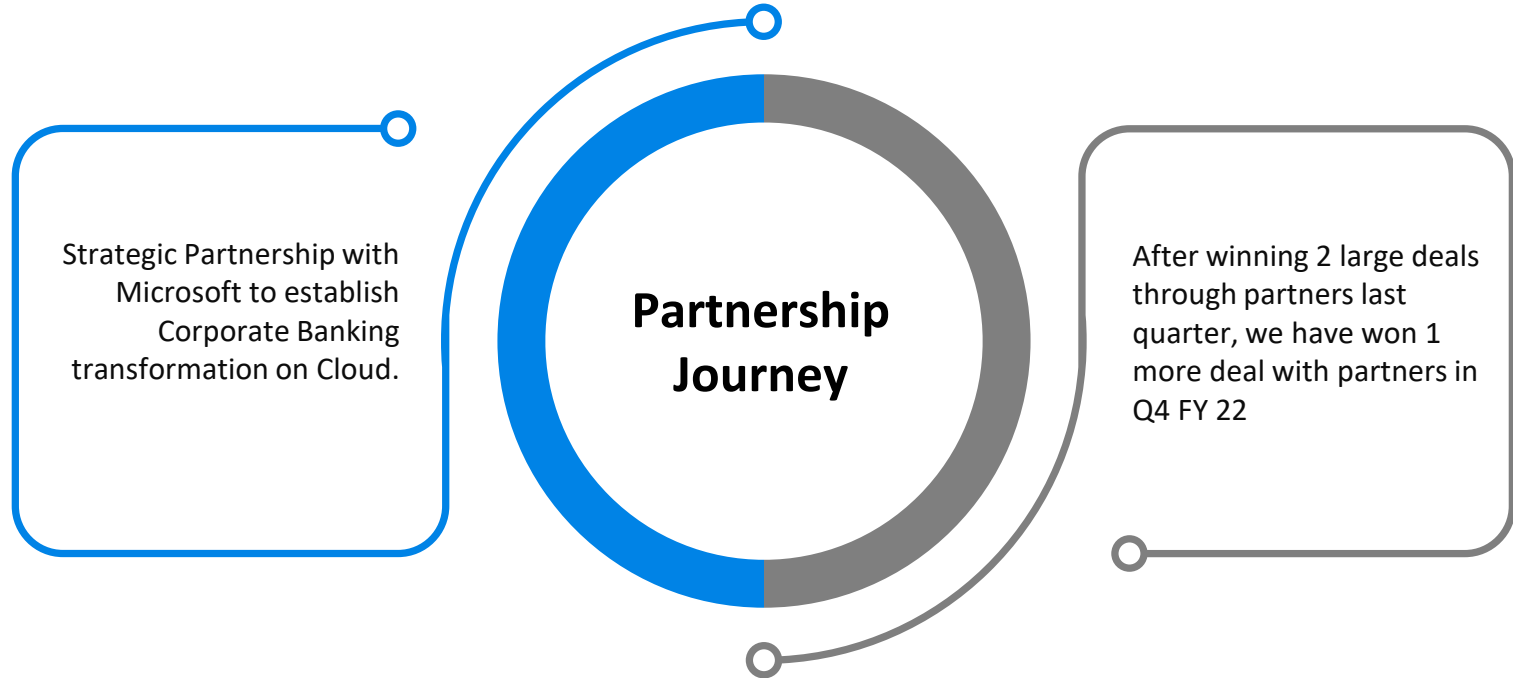
A leading financial services conglomerate in Kenya signed a transformative deal to deploy Intellect's iGTB Cash platform



# Building on Market Leadership through Partnership



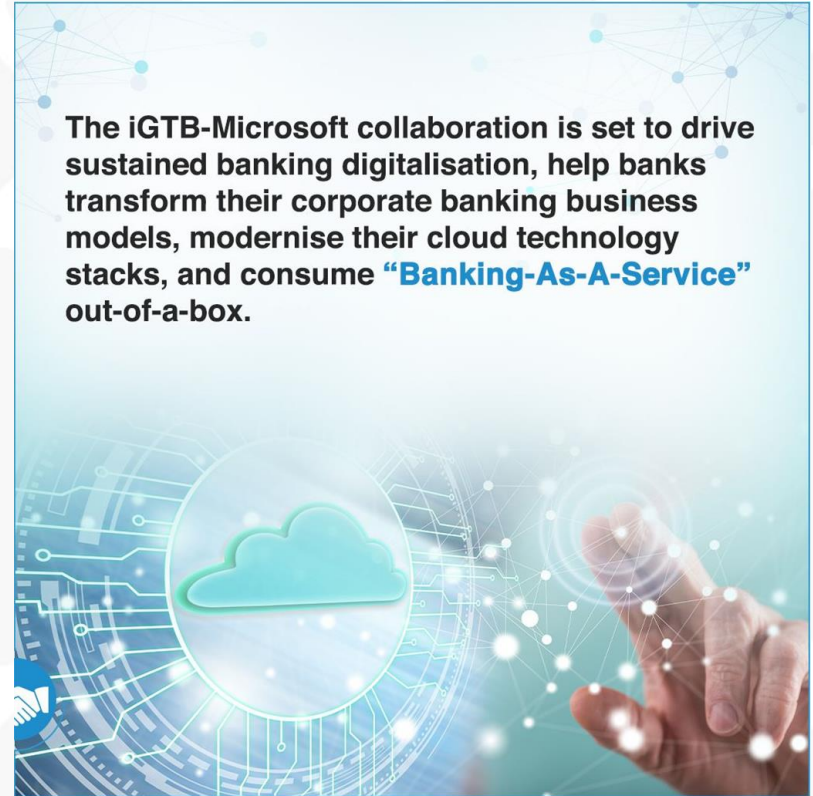
# Building on Market Leadership through **Partnership**





## iGTB partners with Microsoft to establish Corporate Banking transformation on Cloud.

Banks can now get access to bank-grade secure and hyper-scalable cloud infrastructure, paired with iGTB's cloud-native banking technology, to fully support burgeoning customer demands and regulatory needs.



The iGTB-Microsoft collaboration is set to drive sustained banking digitalisation, help banks transform their corporate banking business models, modernise their cloud technology stacks, and consume “**Banking-As-A-Service**” out-of-a-box.



# Performance Overview

**Q4 and FY 22 - Financial Highlights**



# FY 22 - Strong Revenue Growth and Acceleration of SaaS Revenues

**TOTAL REVENUE (INR)**

**↑ 25%**

FY22	18782 Mn
FY21	14975 Mn

YoY Growth

**TOTAL REVENUE (US \$)**

**↑ 25%**

FY22	251.90 Mn
FY21	201.90 Mn

YoY Growth

**GROSS MARGIN (INR)**

**↑ 30%**

FY22	10806 Mn
FY21	8329 Mn

YoY Growth

**EBITDA (INR)**

**↑ 33%**

FY22	4721 Mn
FY21	3559 Mn

YoY Growth

**PAT (INR)**

**↑ 33%**

FY22	3491 Mn
FY21	2628 Mn

YoY Growth

**GROSS MARGIN %**

FY22 : 57.5%
FY21 : 55.6%

**EBITDA %**

FY22 : 25.1%
FY21 : 23.8%

**EPS(INR)**

FY22 : 25.94
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**COLLECTIONS (INR)**

FY22: 16168 Mn
FY21: 14967 Mn

**CASH (INR)**

FY22: 5580 Mn
FY21: 2107 Mn

**DSO – By GEO**

Global. Excl India 95	India 153	Total 115
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# FY 22 - Strong Revenue Growth and Operating Leverage



## SAAS & SUBSCRIPTION REVENUE (INR)



112%

FY22	3812 Mn
FY21	1796 Mn

YoY Growth

## LICENSE (INR)



7%

FY22	3583 Mn
FY21	3347 Mn

YoY Growth

## AMC (INR)



11%

FY22	3299 Mn
FY21	2982 Mn

YoY Growth

## INVESTMENT IN PRODUCT DEVELOPMENT - (CAPITALIZED) (INR)

FY22 : 1156 Mn  
FY21 : 1120 Mn

## DEAL WINS

35 wins including 13  
platform deal wins

## GO LIVES

35 New Digital  
transformations

## CSR CONTRIBUTION (INR)

FY22 : 19.27 Mn



# Q4 FY22 - Strong Revenue Growth and Acceleration of SaaS Revenues

## TOTAL REVENUE (INR)

↑  
28%

Q4 FY22 **5094 Mn**  
Q4 FY21 **3976 Mn**

YoY Growth

## TOTAL REVENUE (US \$)

↑  
24%

Q4 FY22 **67.70 Mn**  
Q4 FY21 **54.53 Mn**

YoY Growth

## GROSS MARGIN (INR)

↑  
29%

Q4 FY22 **2912 Mn**  
Q4 FY21 **2259 Mn**

YoY Growth

## EBITDA (INR)

↑  
19%

Q4 FY22 **1206 Mn**  
Q4 FY21 **1014 Mn**

YoY Growth

## PAT (INR)

↑  
18%

Q4 FY22 **953 Mn**  
Q4 FY21 **806 Mn**

YoY Growth

## GROSS MARGIN %

Q4 FY22 : 57.2%  
Q4 FY21 : 56.8%

## EBITDA %

Q4 FY22 : 23.7%  
Q4 FY21 : 25.5%

## COLLECTIONS (INR)

Q4 FY22 : 4746 Mn  
Q4 FY 21: 3777 Mn

## Annualised EPS

Q4 FY22 : 28.32

## DSO – By GEO

Global. Excl India  
95

India  
153

Total  
115



# Q4 FY 22 - Strong Revenue Growth and Operating Leverage

**SAAS & SUBSCRIPTION REVENUE (INR)**

**↑**  
**84%**

Q4 FY22	1193 Mn
Q4 FY21	649 Mn

YoY Growth

**LICENSE (INR)**

**↓**  
**-6%**

Q4 FY22	808 Mn
Q4 FY21	856 Mn

YoY Growth

**AMC (INR)**

**↑**  
**14%**

Q4 FY22	866 Mn
Q4 FY21	758 Mn

YoY Growth

**INVESTMENT IN PRODUCT DEVELOPMENT - (CAPITALIZED) (INR)**

**Q4 FY22 : 297 Mn**

**DEAL WINS**

**6 wins including 3 platform deal wins**

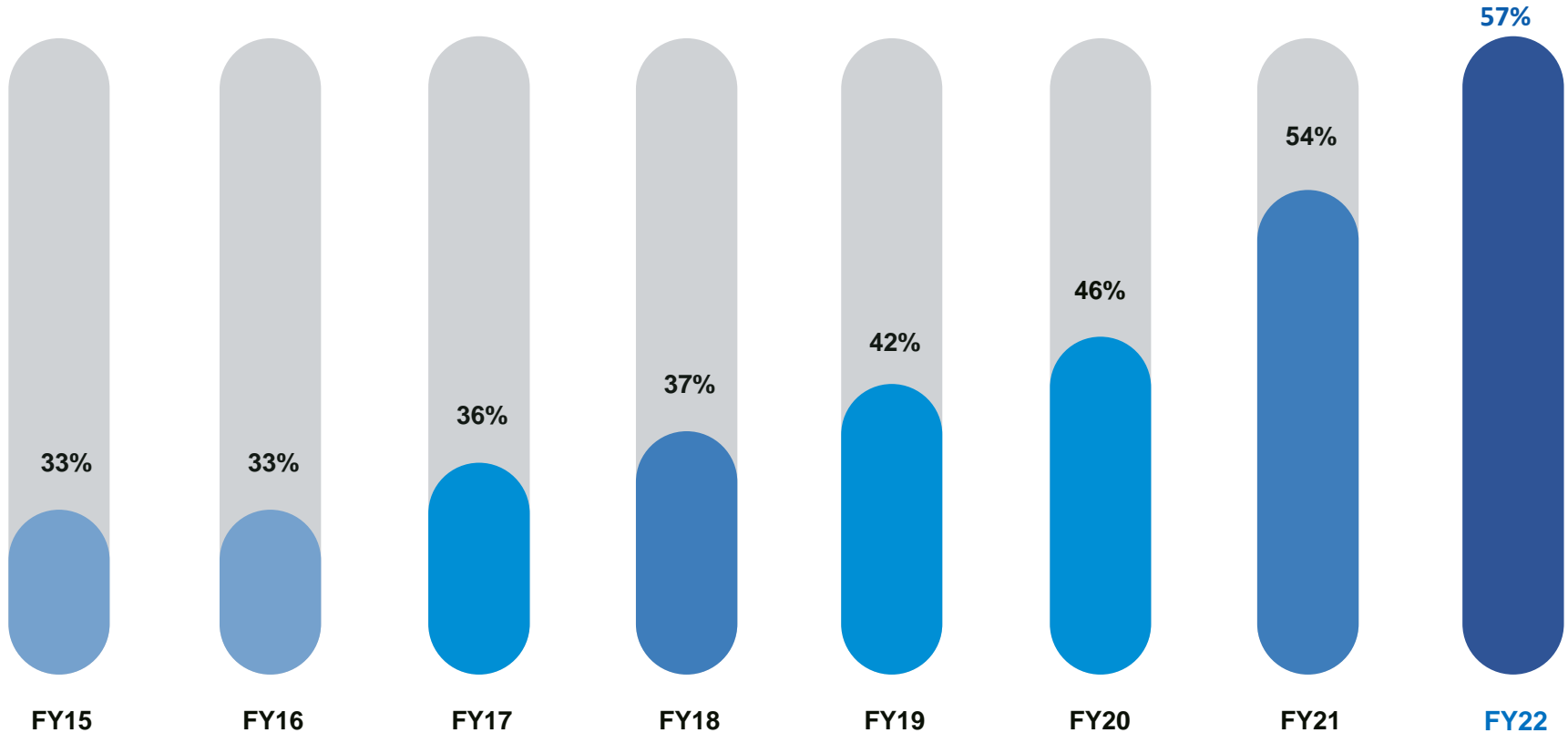
**GO LIVES**

**6 New Digital transformations**

# License linked revenue



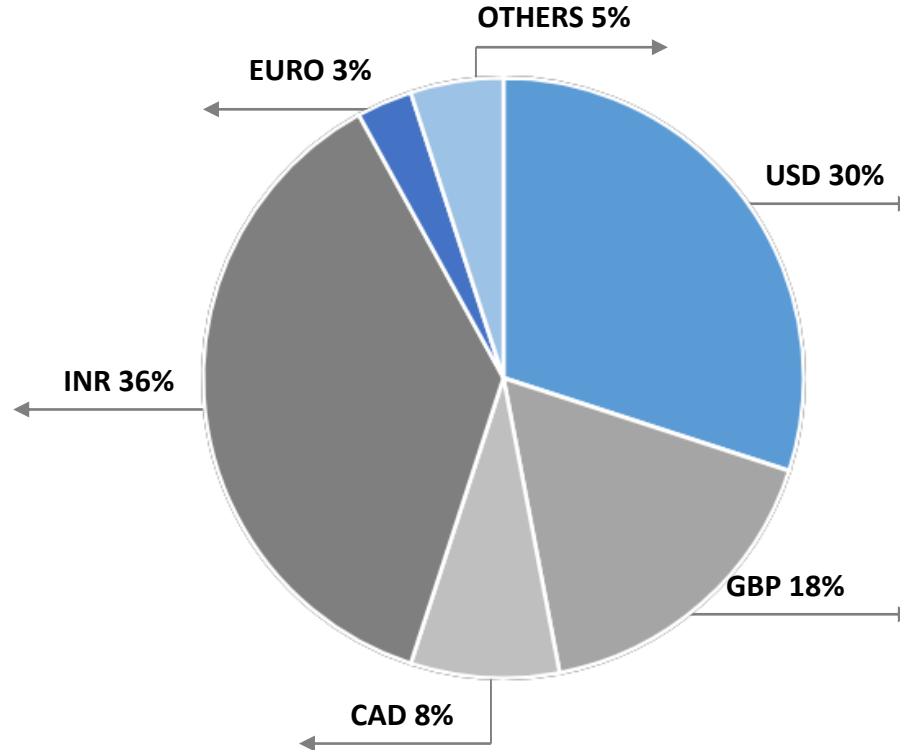
License + SaaS/Subscription + AMC is at 57% of total revenues vs 54% of total revenues in FY21



# Revenue Mix – Currency Wise



CURRENCY WISE Q4 FY 22





# Healthy Pipeline

The current funnel of Intellect (INR Mn)

**54,556** (\$ 725 mn)

Q4 FY22

**47,031** (\$ 625 mn)  
is accounted by **167**  
opportunities

**50,605** (\$ 675 mn)

Q3 FY22

42,425 (\$ 565.9 mn)  
is accounted by 159  
opportunities

**41,777** (\$ 573 mn)

Q4 FY21

33,028 (\$ 453 mn)  
is accounted by 136  
opportunities

## DESTINY DEALS

# OF DEALS

61

57

43

AVG DEAL SIZE  
INR (mn)

**451** (\$ 6 mn)

435 (\$ 5.8 mn)

408 (\$ 5.6 mn)

% TO TOTAL  
OPPORTUNITIES

64%

58 %

53 %



# Destiny Deals

	Q4 FY21	Q3 FY22	Won	Lost	Added	Remarks	Q4 FY22
> INR 50 Cr	8	12	2		3	2 deals Won 10 deals from Q3 22 3 new deals added	13
INR 30 Cr – INR 50 Cr	15	17	1	1	3	1 deal Won 1 deal Lost 15 deals from Q3 22 3 new deal added	18
INR 20Cr – INR 30Cr	20	28	1	1	4	1 deal Won 1 deal Lost 26 deals from Q3 22 4 new deals added	30
Total High Value Active Pursuits	43	57	4	2	10	4 deals Won 2 deal Lost 51 deals from Q3 22 10 new deals added	61

## Financial Results for the Fourth Quarter Ended – March 31, 2022

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

INR Millions

PARTICULARS	QUARTER ENDED			HALF YEAR ENDED		YEAR ENDED	
	March 31, 2022 (Q4 FY 22)	December 31, 2021 (Q3 FY 22)	March 31, 2021 (Q4 FY 21)	March 31, 2022 (H2 FY 22)	March 31, 2021 (H2 FY 21)	March 31, 2022 (FY 22)	March 31, 2021 (FY 21)
<b>TOTAL INCOME</b>	<b>5094</b>	<b>5083</b>	<b>3976</b>	<b>10177</b>	<b>7798</b>	<b>18782</b>	<b>14975</b>
<b>EXPENDITURE</b>							
Software development expenses	2182	2103	1717	4285	3398	7976	6646
<b>Gross Margin</b>	<b>2912</b>	<b>2980</b>	<b>2259</b>	<b>5892</b>	<b>4399</b>	<b>10806</b>	<b>8329</b>
<b>Gross Margin %</b>	<b>57%</b>	<b>59%</b>	<b>57%</b>	<b>58%</b>	<b>56%</b>	<b>58%</b>	<b>56%</b>
SG & A expenses	1353	1340	1006	2693	1942	4898	3836
R & E expenses	352	310	239	662	469	1187	933
<b>TOTAL EXPENDITURE</b>	<b>3888</b>	<b>3753</b>	<b>2961</b>	<b>7641</b>	<b>5809</b>	<b>14061</b>	<b>11415</b>
<b>EBITDA</b>	<b>1206</b>	<b>1330</b>	<b>1014</b>	<b>2536</b>	<b>1988</b>	<b>4721</b>	<b>3559</b>
Depreciation & Amortisation	(265)	(247)	(196)	(512)	(385)	(976)	(767)
Finance Charges	(10)	(10)	(13)	(19)	(27)	(43)	(92)
Fx Reins. (loss)/gain	32	12	(15)	44	8	(60)	28
Other Income / Expense	231	60	95	291	165	476	154
<b>Profit / (Loss) before tax</b>	<b>1194</b>	<b>1146</b>	<b>886</b>	<b>2340</b>	<b>1749</b>	<b>4118</b>	<b>2882</b>
Provision for taxation	(241)	(138)	(79)	(379)	(139)	(627)	(255)
<b>PROFIT / (LOSS) AFTER TAX</b>	<b>953</b>	<b>1009</b>	<b>806</b>	<b>1961</b>	<b>1610</b>	<b>3491</b>	<b>2628</b>



# Leadership Position Endorsed by Market Leading Analysts



AiteNovarica

IBSintelligence

CELENT



# 2022: Intellect benchmarked and rated on top repeatedly



AiteNovarica



CELENT



**iGTB's LMS rated "Leader" & "Best In Class" in Liquidity Management Platforms Globally in AiteNovarica Report.**

The report recognised Intellect for its market leadership, excellence in delivery, continuous product investments and high-quality ongoing support.

**Intellect Digital Lending ranks Highest in IBSi LeaderBoard Matrix for Digital Lending in their report titled "Global Lending Vendors & Landscape Report".**

This ranking was in recognition of Intellect's end to end credit management system for Retail and Commercial loans.

**iSEEC powered Amerisure wins Celent's "Model Insurer Award" for Legacy and Ecosystem Transformation initiative.**

The prestigious recognition was received for demonstrating extraordinary results for best practices in technology usage across a variety of areas critical to success in insurance.

**Intellect CBX rated as "Major Player" in IDC Report on Digital Banking Platform Solutions.**

"IDC Marketscape: North America Digital Banking Customer Experience Platforms, 2022", recognises Intellect CBX for offering a core agnostic Retail Banking Customer Experience Platform.

**iGTB powered Vietcombank wins "Asia's Best in Customer Interactions Award" for CashUp initiative at IDC Financial Insight Innovation Awards 2022.**

Recognises how Intellect's Payment cash Management System is future-proof, secure and real-time.



# Management Observations

**Key observations from Arun Jain, CMD and Venkat Saranu, CFO**

## Management Observations



**Arun Jain**, Chairman and Managing Director

*“Our calibrated yet market leadership journey in Fintech continues to drive 25% annualised growth in Revenues and 33% growth in profits. All the four levers - Product to platform journey, Selected partnership strategy, Large to Mega Digital deal winning and enterprise wide Digital transformation implementations bring joy and fulfillment to all Intellect leaders.*



**Venkateswarlu Saranu**, Chief Financial Officer

*The power of design thinking is driving better and faster deliveries resulting into higher cash quarter on quarter with net cash of 558 Cr. All the 5 financial metrics have grown handsomely during the year - Revenue, Ebitda, Cash, PAT and EPS. Intellect lost a multiyear, multi million dollar Digital Transformational deal for Intellect Digital Core with a Russian Bank in Germany, owing to the ongoing crisis in Ukraine. Intellect was awarded the deal, however contracting could not proceed owing to the outbreak of the conflict.*



# Board Announcements

# Board Announcement



Board has approved inducting Amrish P Jain as Additional Director on the Board. He will be an Independent Director



Mr. Amrish P Jain was the Chief Operating Officer of Vodafone Idea Ltd from August 2018 till October 2021. During his stint as Chief Operating Officer, he has handled all customer operations nationally, involved in merger, integration, restructuring, cost optimization, transformation and synergy realization

He was on the Board for various Subsidiary Companies of Vodafone Idea Ltd. He has been Deputy Managing Director of Idea Cellular Ltd from April 2011 to August 2018. He holds a B.Tech degree from Indian Institute of Technology, Delhi, MBA from Indian Institute of Management Ahmedabad and Advance Management programme from Harvard Business School, USA.

# Board Announcement

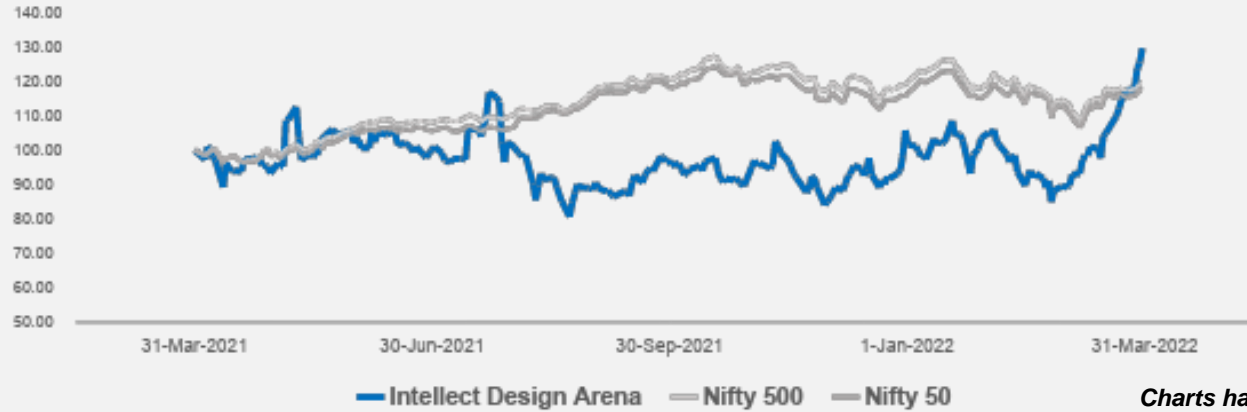


In line with the Dividend Distribution Policy of the Company, the Board has recommended a final dividend of Rs.2.50/- per share on the face value of Rs 5/- each on equity shares, for the financial year ended March 31, 2022, subject to the approval of shareholders at the ensuing Annual General Meeting. Further, the dividend shall be paid within 30 days from the date of declaration.

# Stock Information



## Relative Stock Performance (1-Apr-21 to 31-Mar-22)



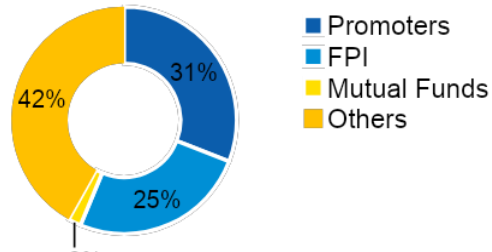
130

119

117

Charts have been rebased to 100

## Shareholding Pattern (As on 31<sup>st</sup> March)



## Stock Data (As on 31<sup>st</sup> March)

👛 Market Cap	12,748 Cr.
📈 Stock Price	₹ 947.40
📊 52 Week (High / Low)	₹ 954/579
🏢 NSE / BSE - Symbol	INTELLECT / 538835
📄 No. of Shares Outstanding	13,45,55,014
📊 Average Daily Volume (3 Months) – NSE	5,66,368

# Contacts



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