

INTELLECT /SEC/2021-22

October 28, 2021

National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. /1, G Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

INTELLECT

BSE Ltd.
1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort,
Mumbai - 400 001.

538835

Dear Sirs,

Sub- Intimation under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30(6) of SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation being made on the unaudited financial results of the Company for the quarter ended September 30, 2021 to the analyst and Institutional investor meet to be held on October 28, 2021.

Kindly take the information on record and confirm Compliance.

Thanking you,

For Intellect Design Arena Ltd



V V Naresh

Company Secretary and Compliance officer

Encl: A/a



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

#fintech #cloud #data #ai



Q2 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.

Agenda



01 Intellect - A Snapshot

02 Performance Overview

03 Building on Market Leadership

04 Impactful Innovations

05 Management Observations



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

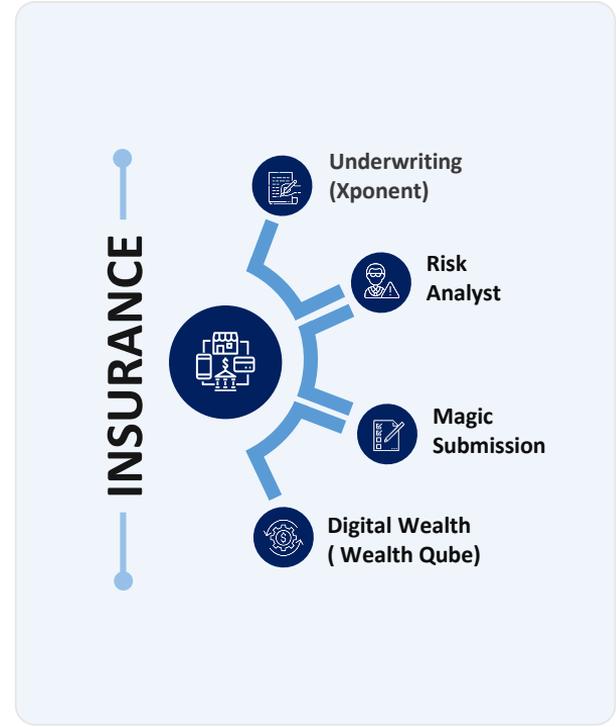
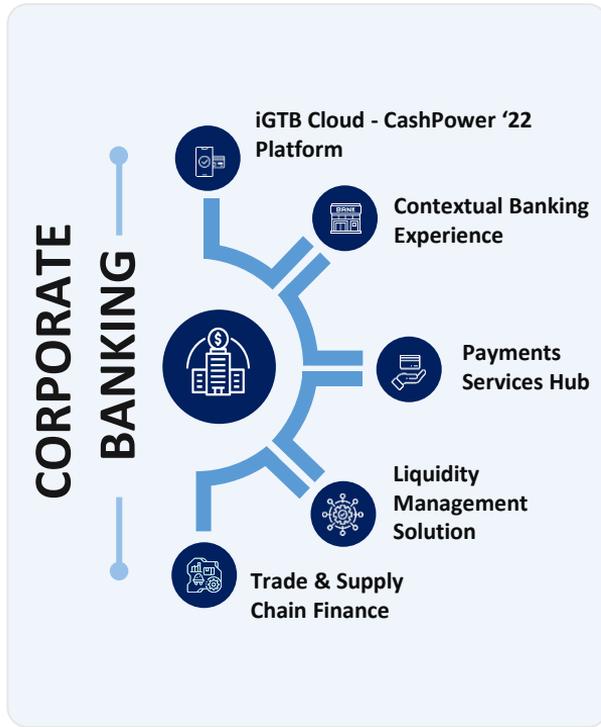
**8012 - The world's first
design center for FinTech**

reflecting its commitment to continuous
and impactful innovation

30+
Global Partners

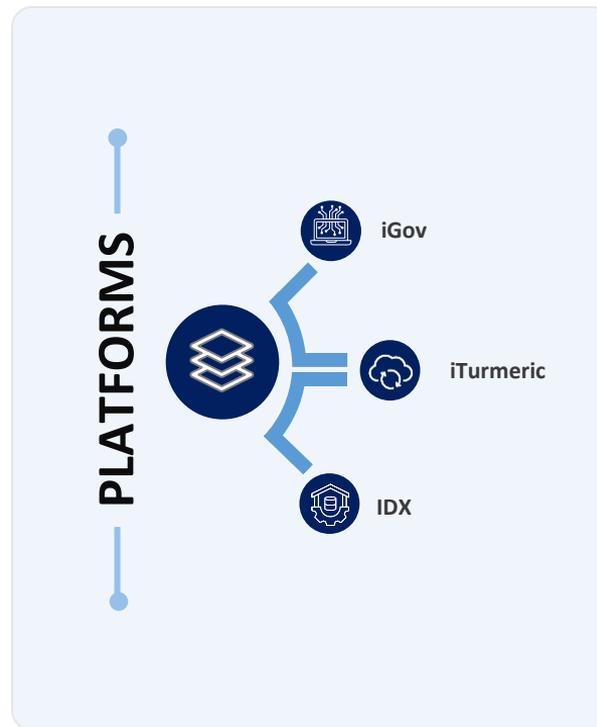
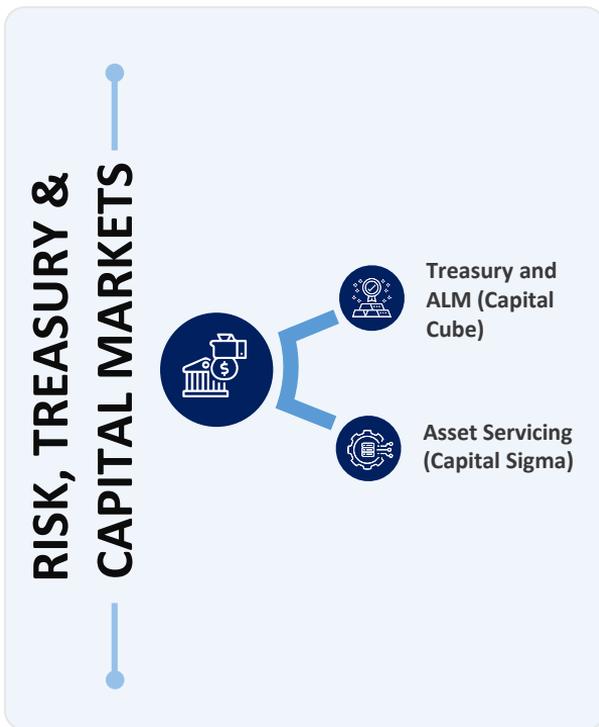
260+
Global Banking Clients

Intellect Platforms and Products Overview



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

Intellect Platforms and Products Overview



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



Performance Overview

Q2 FY 22 and H1 FY 22 - Financial Highlights

Q2 FY 22 - Strong Revenue Growth and Acceleration of SaaS Revenues ■ ■ ■

TOTAL REVENUE (US \$)



Q2 FY22 \$ 61.03 Mn

Q2 FY21 \$ 49.97 Mn

TOTAL REVENUE (INR)



Q2 FY22 4521 Mn

Q2 FY21 3718 Mn

EBITDA (INR)



Q2 FY22 1182 Mn

Q2 FY21 892 Mn

LICENSE (INR)



Q2 FY22 869 Mn

Q2 FY21 982 Mn

SAAS & SUBSCRIPTION REVENUE (INR)



Q2 FY22 879 Mn

Q2 FY21 344 Mn

AMC (INR)



Q2 FY22 814 Mn

Q2 FY21 746 Mn

Q2 FY 22 - Strong Revenue Growth and Operating Leverage



GROSS MARGIN (INR)



Q2 FY22 **2618 Mn**

Q2 FY21 **2083 Mn**

GROSS MARGIN %

Q2 FY22 **58 %**

Q2 FY21 **56%**

EBITDA %

Q2 FY22 **26 %**

Q2 FY21 **24%**

INVESTMENT IN PRODUCT DEVELOPMENT - (CAPITALIZED) (INR)

Q2 FY22 **290 Mn**

COLLECTIONS (INR)

Q2 FY22 **3471 Mn**

NET DSO

Q2 FY22 **141 Days**

Global excl. India - 122
India - 214

ANNUALISED EPS

Q2 FY22 **23.63**

PAT (INR)



Q2 FY22 **792 Mn**

Q2 FY21 **592 Mn**

Zero Debt with Cash of INR 2574 Mn in Q2 FY 22

DEAL WINS

Q2 FY22 **9**

GO LIVES

Q2 FY22 **26**

CSR CONTRIBUTION (INR)

Q2 FY22 **9.81 Mn**

H1 FY22 - Strong Revenue Growth and Acceleration of SaaS Revenues ■ ■ ■

TOTAL REVENUE (US \$)



H1 FY22 \$ 116.41 Mn

H1 FY21 \$ 95.57 Mn

TOTAL REVENUE (INR)



H1 FY22 8605 Mn

H1 FY21 7177 Mn

EBITDA (INR)



H1 FY22 2184 Mn

H1 FY21 1571 Mn

LICENSE (INR)



H1 FY22 1662 Mn

H1 FY21 1582 Mn

SAAS & SUBSCRIPTION REVENUE (INR)



H1 FY22 1656 Mn

H1 FY21 729 Mn

AMC (INR)



H1 FY22 1607 Mn

H1 FY21 1480 Mn

H1FY 22 - Strong Revenue Growth and Operating Leverage



GROSS MARGIN (INR)



H1 FY22 **4914 Mn**

H1 FY21 **3930 Mn**

GROSS MARGIN %

H1 FY22 **57 %**

H1 FY21 **55%**

EBITDA %

H1 FY22 **25 %**

H1 FY21 **22%**

INVESTMENT IN PRODUCT DEVELOPMENT (CAPITALIZED) (INR)

H1 FY22 **577 Mn**

COLLECTIONS (INR)

H1 FY22 **6570 Mn**

NET DSO

H1 FY22 **141 Days**

Global excl. India - 122
India - 214

ANNUALISED EPS

H1 FY22 **22.81**

PAT (INR)



H1 FY22 **1530 Mn**

H1 FY21 **1018 Mn**

DEAL WINS

H1 FY22 **19**

GO LIVES

H1 FY22 **52**

CSR CONTRIBUTION (INR)

H1 FY22 **22.05 Mn**

Healthy Pipeline



The current funnel of Intellect (INR Mn)

48,084 (\$649 mn) Q2 FY22

41,490 (\$ 560 mn)
is accounted by 156
opportunities

46,302 (\$ 628 mn) Q1 FY22

38,118 (\$ 517 mn)
is accounted by 150
opportunities

40,181 (\$ 540 mn) Q2 FY21

30,285 (\$ 407 mn)
is accounted by 117
opportunities

DESTINY DEALS

OF DEALS

54

50

41

AVG DEAL SIZE
INR (mn)

414 (\$ 5.6 mn)

412 (\$ 5.6 mn)

446 (\$ 6 mn)

% TO TOTAL
OPPORTUNITIES

62%

62%

53%

Active Pursuits



	Q2 FY21	Q1 FY22	Won	Lost	Added	Remarks	Q2 FY 22
High Value Active Pursuits	41	50	5	2	11	5 deals Won 2 deals Lost 43 deals from Q1 22 11 new deals added	54
> INR 50 Cr	9	9	1	-	3	1 deal Won 8 deals from Q1 22 3 new deals added	11
INR 30 Cr – INR 50 Cr	12	17	2	1	3	2 deals Won 1 deal Lost 14 deals from Q1 22 3 new deals added	17
INR 20Cr – INR 30Cr	20	24	2	1	5	2 deals Won 1 deal Lost 21 deals from Q1 22 5 new deals added	26

Financial Results for the Second Quarter Ended – September 30, 2021

Additional Information on function wise classification of statement of Profit and Loss of the Group (Consolidated Unaudited / Not Reviewed)

INR Millions

Particulars	QUARTER ENDED			HALF YEAR ENDED		YEAR ENDED	
	September 30, 2021 (Q2 FY 22)	June 30, 2021 (Q1 FY 22)	September 30, 2020 (Q2 FY 21)	September 30, 2021 (H1 FY 22)	September 30, 2020 (H1 FY 21)	March 31, 2021 (FY 21)	March 31, 2020 (FY 20)
INCOME							
Income from software product license and related services	4480	4064	3730	8544	7223	14992	13509
Hedge Impact	42	19	(12)	61	(46)	(17)	(40)
Total income	4521	4083	3718	8605	7177	14975	13469
EXPENDITURE							
Software development expenses	1903	1788	1635	3691	3247	6646	6987
Gross Margin	2618	2296	2083	4914	3930	8329	6482
Gross Margin %	58	56	56	57	55	56	48
Selling and marketing & General and administrative expenses	1153	1051	958	2204	1894	3836	4555
Research & Engineering expenses	283	242	234	525	464	933	1219
Total Expenditure	3339	3081	2826	6421	5606	11415	12761
EBITDA	1182	1002	892	2184	1571	3559	708
Depreciation & Amortisation	(237)	(227)	(194)	(464)	(382)	(767)	(690)
Finance Charges	(12)	(12)	(25)	(24)	(65)	(92)	(174)
Fx Reins. (loss)/gain	(58)	46	(28)	(12)	21	28	26
Other Income / Expense	26	68	17	93	(11)	154	340
Profit / (Loss) before tax	901	877	662	1778	1133	2882	211
Provision for taxation	(108)	(140)	(70)	(248)	(115)	(255)	(51)
Profit / (Loss) after tax	792	737	592	1530	1018	2628	160

Board Announcement



Investment of INR 1000 Mn in a privately pooled investment vehicle, Alternative Investment Fund-Category III in accordance with Regulation 10 of SEBI (Alternative Investment Funds) Regulations, 2012 as recommended by the Audit Committee



Building on Market Leadership

Key Deal Wins and Implementations

Building Market Leadership

9 New Deals including 6 Platform Deals



28

AMERICAS

Americas
Signed a significant Underwriting Platform Insurance deal in US

A top 30 US Bank signed up for extending iGTB's Liquidity Management Platform for a global rollout

A top 10 US Bank signed up for Dynamic Pricing for their Liquidity & Deposit solutions, broadening their trust with iGTB'S Liquidity Platform.



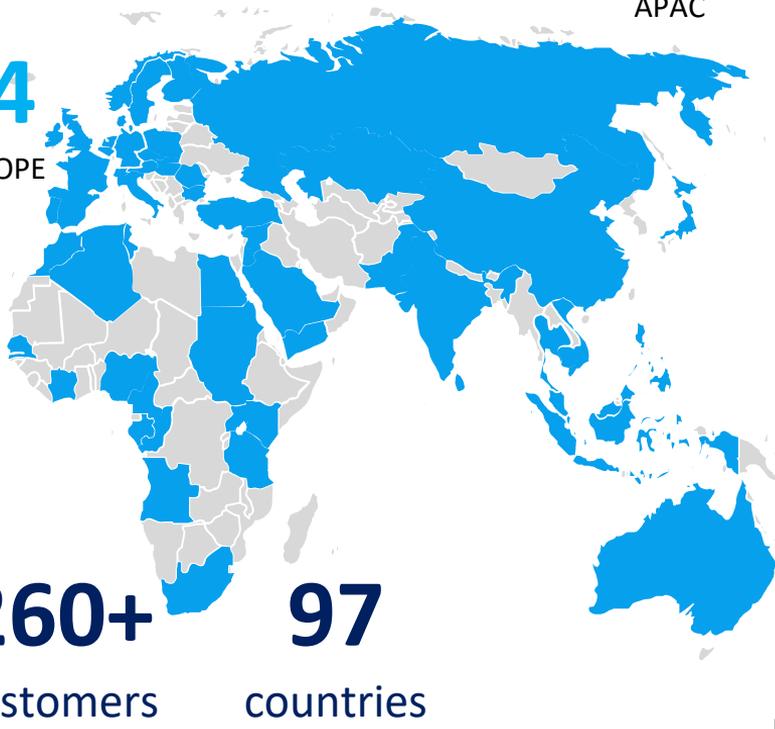
Europe:
Signed a Strategic Deal with Resurs Bank in Nordic Region

24

EUROPE

260+

customers



97

countries

54

APAC

India:
Large multimillion Destiny deal from a leading private sector bank for implementing Intellect SME platform (iKredit 360)

Middle East
- Jordan Kuwait Bank and a top 10 bank in Kuwait have signed up for iGTB's Cloud Native CashPower Platform
- A top 10 bank in Kuwait has signed a transformative deal with iGTB's CashPower 22 Platform

A top 3 GCC Bank has signed up to extend the existing Cash Management Platform to their new entity in United Arab Emirates

Africa:
- A leading South African Bank signed up for modernizing their Liquidity Platform

155+

IMEA

Growing Customer **TRUST** with On Time deliveries



Intellect completed the digital transformations in 26 financial institutions across the world during this quarter



New Digital Transformation in Q2 FY 22



Digital Transformations with expanded product capabilities /additional Geographies in Q2 FY 22

Project deliveries to customers are aligned with industry best practices of Agile Methodology, supported by Execution Accelerators such as Product User Journeys and Low-code Technology Platforms, and are delivered through APIs, Domain Packs and Model bank on cloud



Impactful Innovations

New Contextual and Composable Platforms

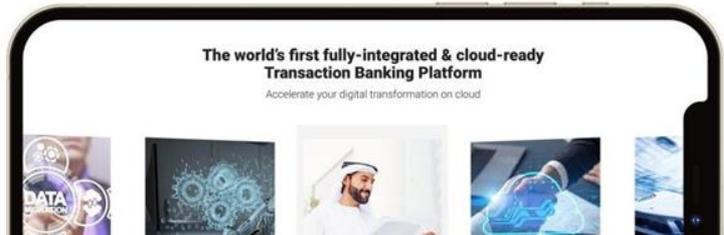
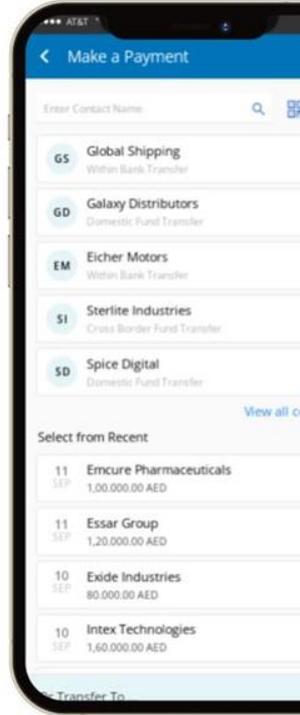
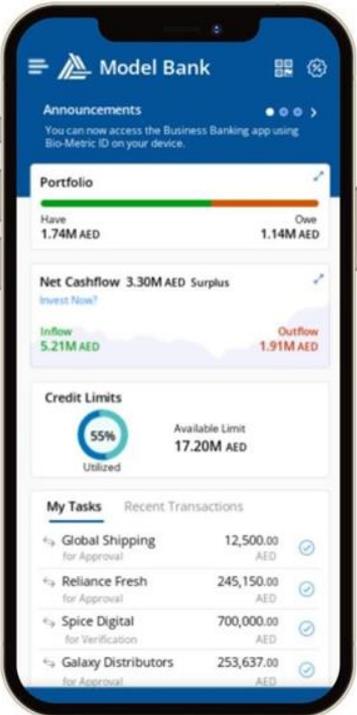


iGTB Cloud - CashPower '22



New eXperiences. True creativity.

iGTB Cloud CashPower '22



Craft Your Digital Transformation Legacy

CIO Model for the cloud-first world

CIOs and CTOs that run the bank IT can reap immense value from cloud platforms by reimagining the three levers of digital business-technology transformation:

Group CIO
Leading Transaction Bank



Commercial Acumen

Commercial Acumen
How do I realize returns on my tech investments within a single budget cycle?



IT Acumen

IT Acumen
How do I modernize without rip-and-replace approach of my existing IT investments?



Operational Acumen

Operational Acumen
Running my own data centres is an operational nightmare in terms of staffing, skills, runaway costs and peak loads.

iGTB Cloud - CashPower '22

World's First Integrated Cloud Native Platform
for Cash Management offered as Managed Service



Launched on 16th Aug, 2021

CashNow - 6 Modules

SEAMLESS PAYMENTS

MODULES

1. Account Services
2. Payments - Standard
3. Mobility - Standard
4. Common Services
5. Customer On-Boarding
 - By Bank • By Self

USER JOURNEYS - 78

OPEN BANKING API - 25

20 – Inquiries; 5 – Action

CashXtra - 12 Modules

SMART PAY & COLLECT

MODULES

1. Account Services
2. Payments - Advance
3. Mobility - Standard
4. Collections
5. H2H
6. Dashboard
7. Common Services
8. Customer On-Boarding
 - By Bank • By Self

USER JOURNEYS - 134

OPEN BANKING API - 50

29 – Inquiries; 21 – Action

CashPower - 18 Modules

360 DEGREE BANKING

MODULES

1. Account Services - Advance
2. Payments – Advance
3. Physical Payments
4. Mobility - Advance
5. Collections
6. Receivables
7. Virtual Accounts
8. Liquidity
9. H2H
10. Dashboard – Advance
11. Common Services
12. Customer On-Boarding
 - By Bank • By Self

USER JOURNEYS - 197

OPEN BANKING API - 75

46 – Inquiries; 29 – Action

COMMON OFFERING • UI/UX Branding • ARX – Security Module • Standard Integration Pack

Discreet Cash Management offerings for Business Banking, SME & Large Corporates



Rapid Implementation Methodology

Comprehensive and Reliable Implementation Methodology



Be up & running with **Digital Transaction Banking on Cloud - via iZOOM**

iZOOM - derived & designed considering

Our strong implementation experience and resultant expertise from **57+** successful implementations of Digital Transaction Banking (DTB) suite across APAC, Europe, Middle East, & Africa.

1

BUSINESS ACCELERATORS

- Market specific Product Awareness Session
- Product deployed in cloud with MData & PData
- Onboarding templates
- Regression test packs
- Interface configurations

2

INTEGRATION ACCELERATORS

- Pre-Configured integration cartridges/adapters
- Proprietary Middleware Layer – Seamless ecosystem integration via configuration

3

IP & TECHNOLOGY ACCELERATORS

- Test automation
- Automated deployment
- Migration scripts



130+

Reusable Interface Touch Points with Core Banking & other Solutions



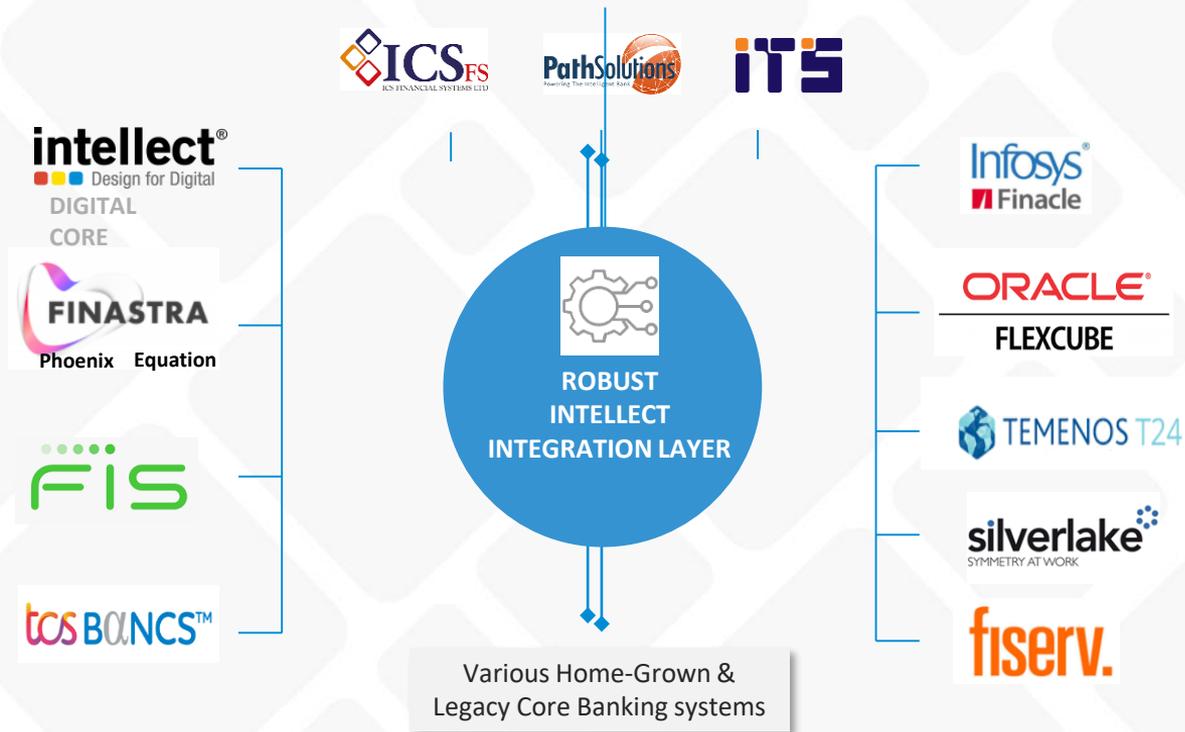
6K+

TB Test Packs to kick start the Solution testing

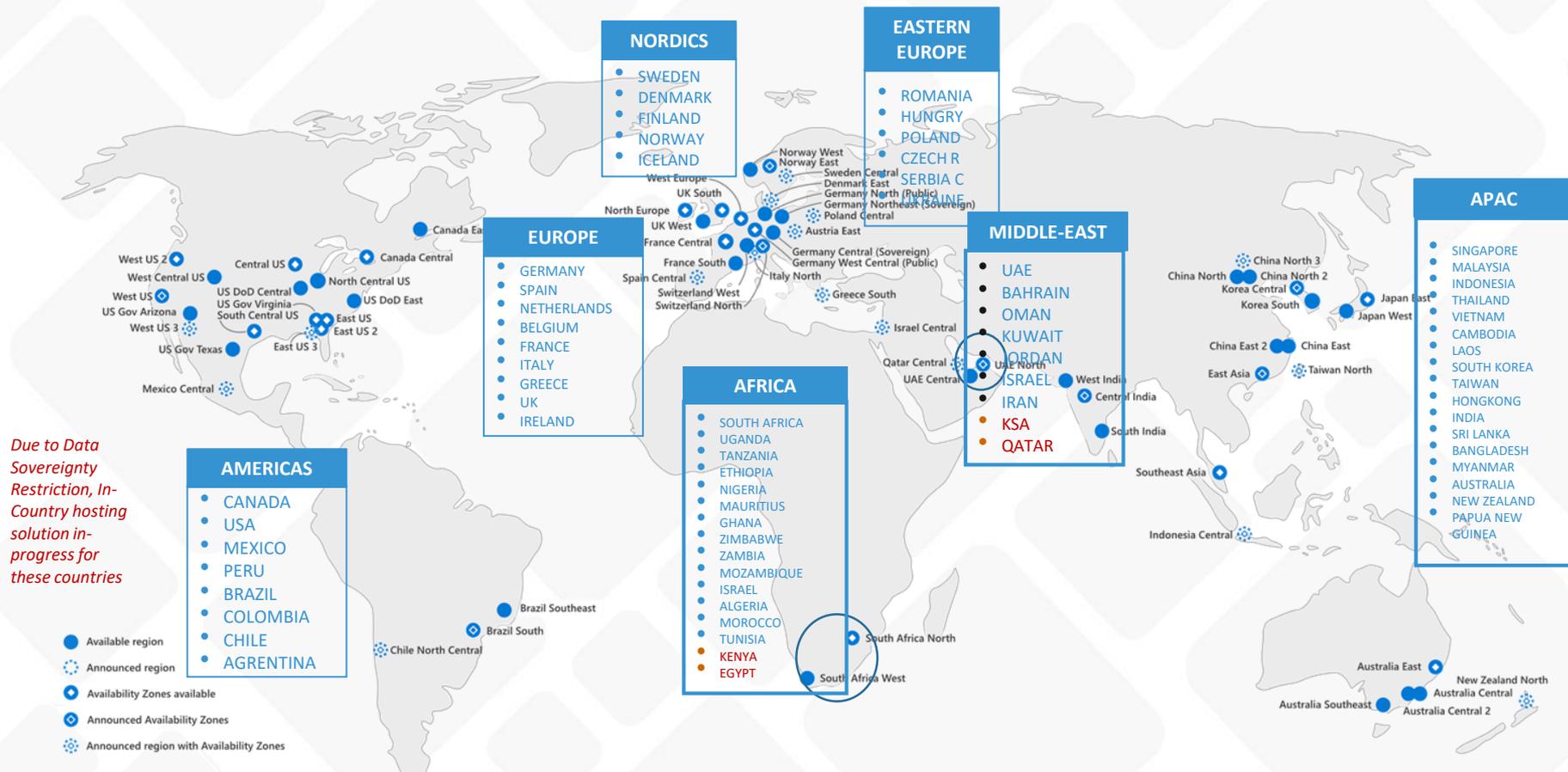
Indicates typical duration for “as-is implementation” of the base package for a bank.
. Actual duration may vary basis choice of module/package.



Proven integration experience across all leading Core Banking systems



CashPower on iGTB Cloud across Azure data centres



Global Rollout to cover 70 countries



iKredit 360 & IDC Open Finance Platform Powers Resurs Bank to be a market leader for e-Commerce and POS Credits

-  Growth and expansion over last 40 years
-  Leader in consumer finance across Nordic region
-  Leading partner for sales-driven payment and loyalty solutions in retail and e-commerce
-  Best-in-class instore credit
-  Agile business model

Key Focus Areas

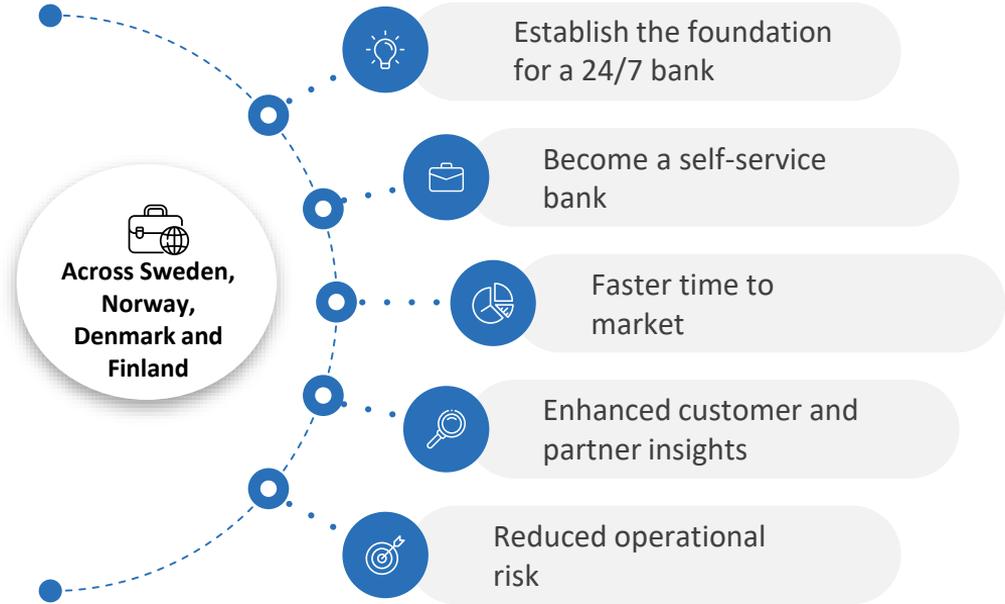


Above all, a sense of responsibility towards the retail partners and big retail chains in Nordic, deep appreciation of technology and drive for innovation on the fly



- 1 Cost of development
- 2 Manual processes
- 3 Changes in payments
- 4 Limited flexibility
- 5 Operational risk

Digital Transformation Goals



Intellect has been chosen as a partner after rigorous assessment over 18 months with 30+ workshops and 3 months of very detailed POC. Initially started with a long list of 21 vendors and Intellect won the deal against Temenos, Mambu and Thought Machine

Intellect Partnership Promotion By Resurs

Resurs Bank
6,659 followers
1mo • 🌐

Resurs Bank invests in the Nordic region's first cloud-based banking platform

By investing in a new, completely cloud-based banking platform Resurs will provide customers and partners with services, interfaces and products at the forefront. The global fintech company [Intellect Design Arena Ltd](#) will deliver the new platform.

Applying modern technology together with Intellect will strengthen Resurs position as an innovative player in payment and financing solutions in the Nordic market.

Link to press release: <https://bit.ly/3tTyqls>

Do you want to join us on this exciting journey? Visit www.resursjobs.com

#ResursBank #IntellectDesignArena #JobOpportunity #CoreBankingPlatform #CloudBased #Fintech

Breaking!
We've signed!

An important step towards the ultimate goal of providing a fantastic customer experience in real time.

Nils Carlsson
CEO, Resurs Bank

Resurs Bank **intellect**

PRESS RELEASE

Resurs Bank
6,659 followers
1mo • 🌐

Only one day left until Resurs' Capital Markets Day! Hear our CIO Sebastian Green telling us about the new partnership with Intellect Design Arena and a sneak peek of what he will deep dive into on the 29th.

You can still sign up for the event here: <https://bit.ly/2XYNo4s>

#ResursHolding #ResursBank #CapitalMarketsDay #TechAcceleration



CAPITAL MARKETS DAY PREVIEW HIGHLIGHTING THE PARTNERSHIP



Why a new Tech Platform?

Reasons

- Development
- Payments
- Acquisition
- Compliance

Targets

- Establish foundation for a JvT bank
- Reduce a self-service bank
- Enter time to market
- Reduce operational risk
- Enhanced customer and partner insights

CIO TALKING ABOUT THE PARTNERSHIP AT THE CAPITAL MARKETS DAY

Nils Carlsson • 2nd
CEO Resurs Bank | Growth Leader
1mo • 🌐

Cool new banking tech will create worldclass customer experience. This will give great competitive edge.

Resurs Bank
6,659 followers
1mo • 🌐

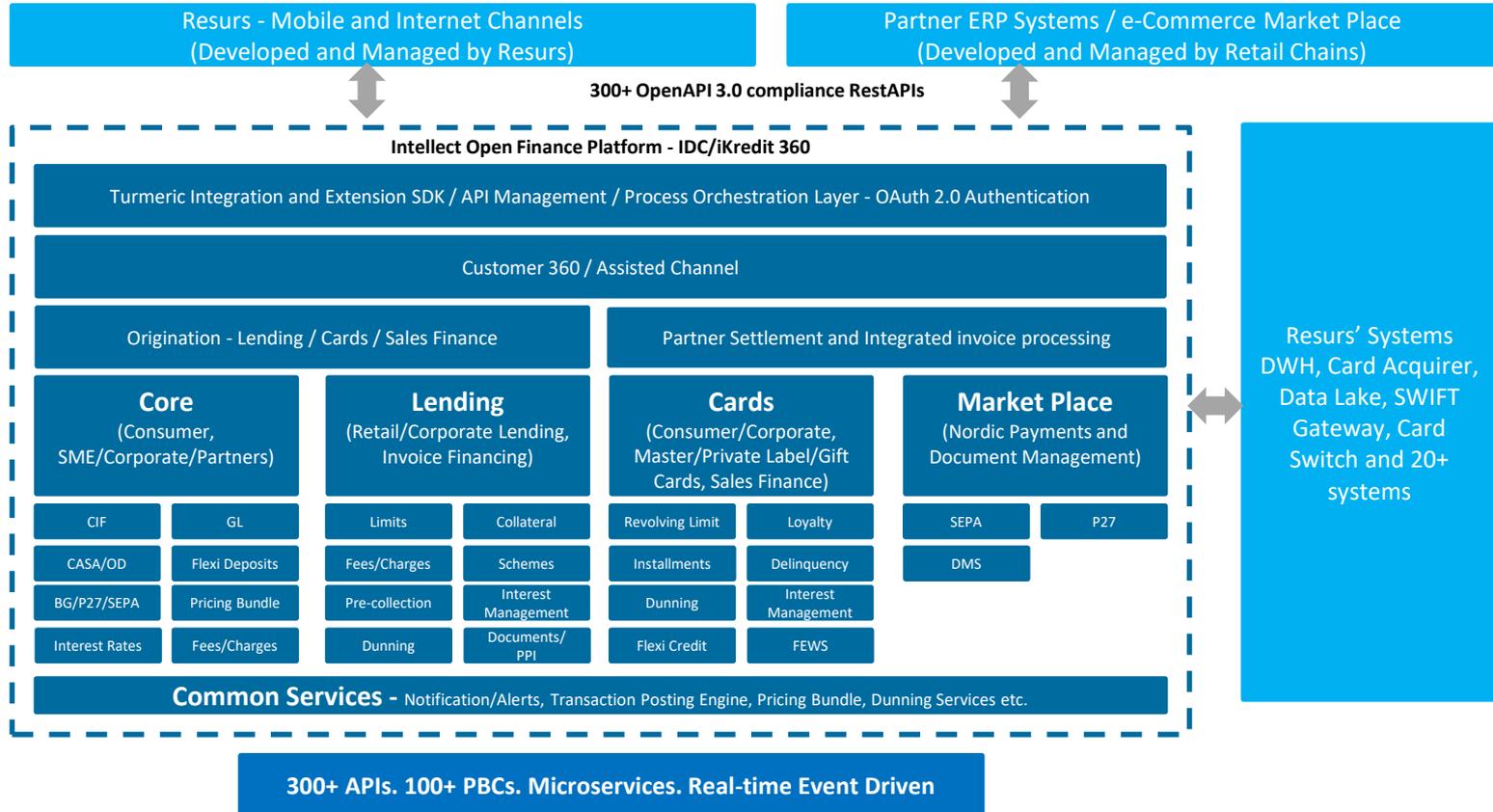
Resurs Bank invests in the Nordic region's first cloud-based banking platform

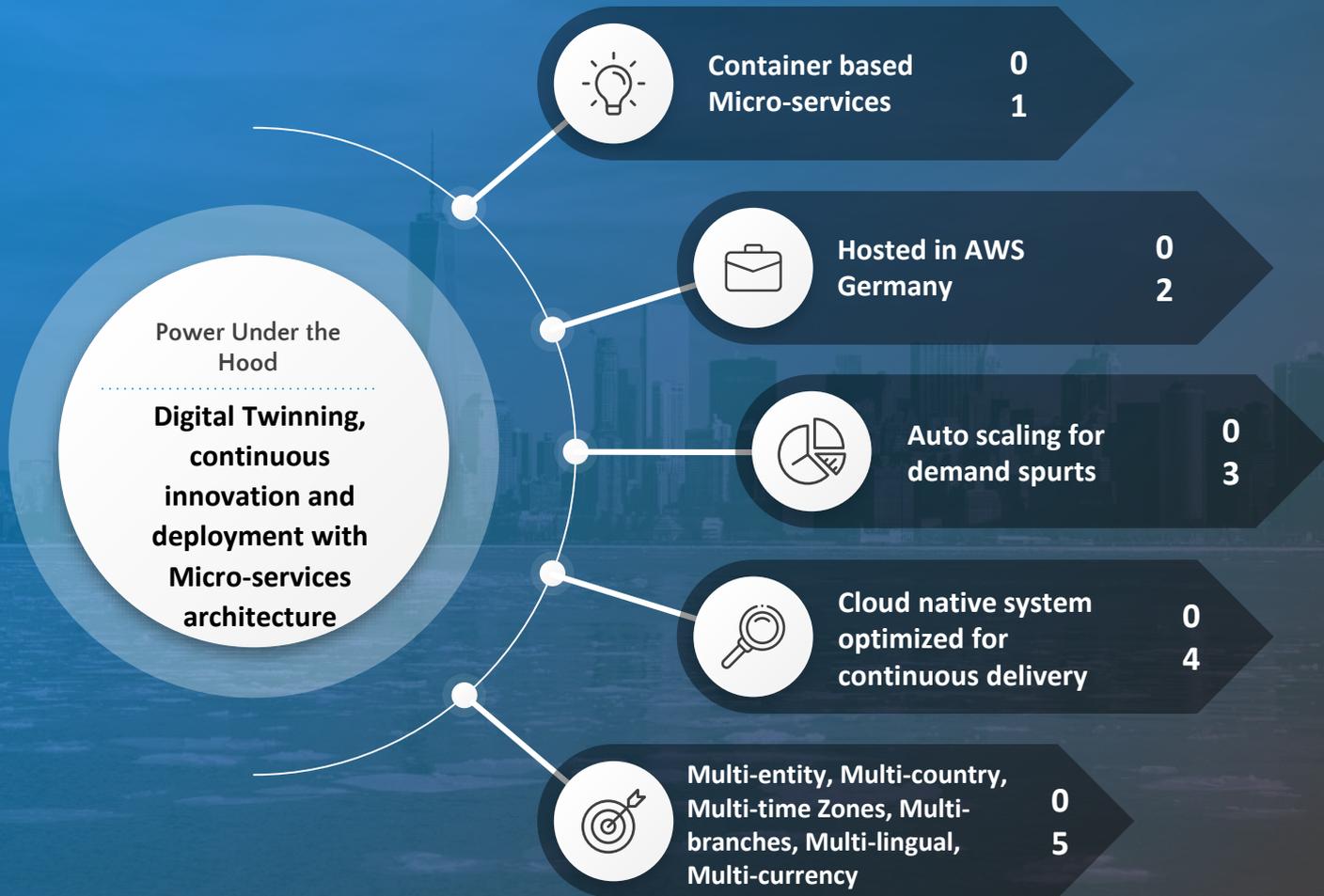
CEO MESSAGE



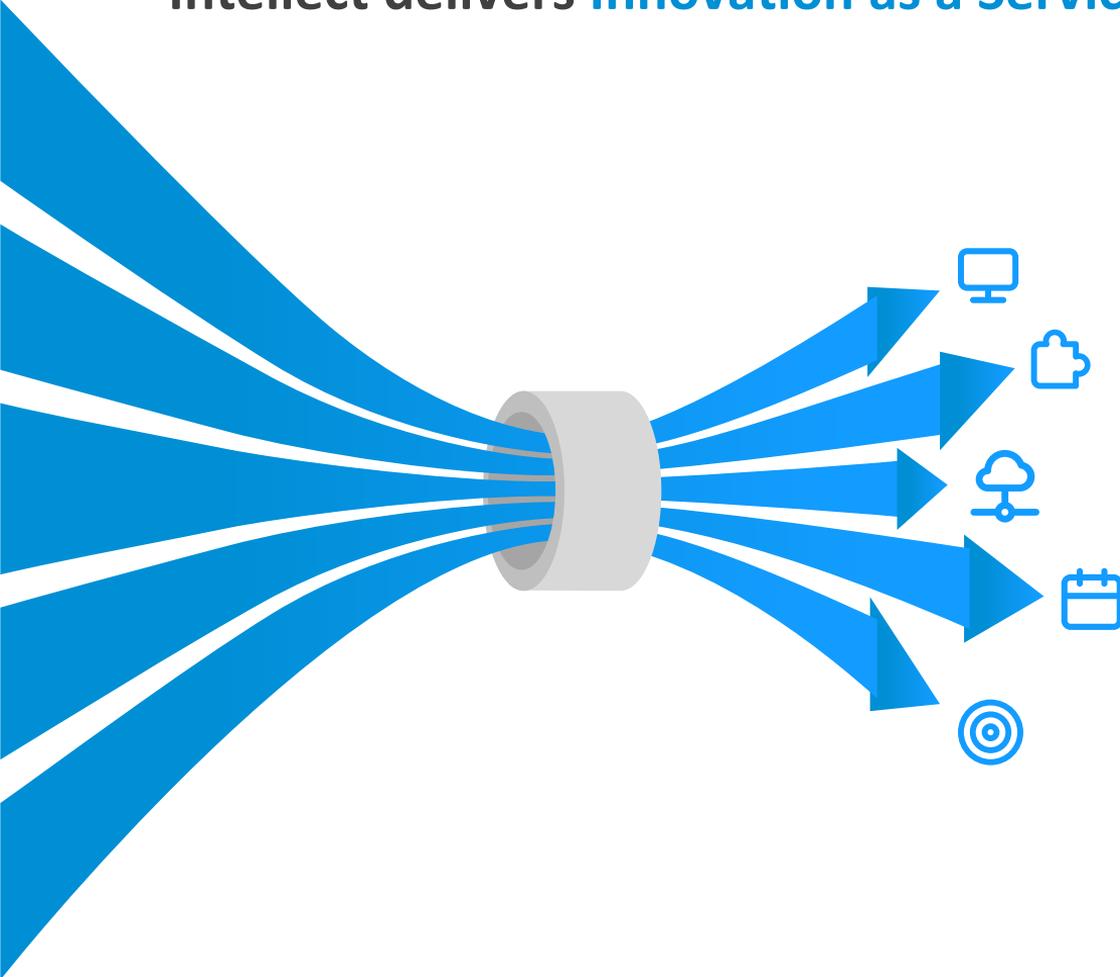
IDC and iKredit 360 - Power Under the Hood

Open Finance Headless Platform





Intellect delivers **Innovation as a Service**



01

Collaborative innovation with Resurs Bank.

02

Quick Response time

03

Accelerated release process

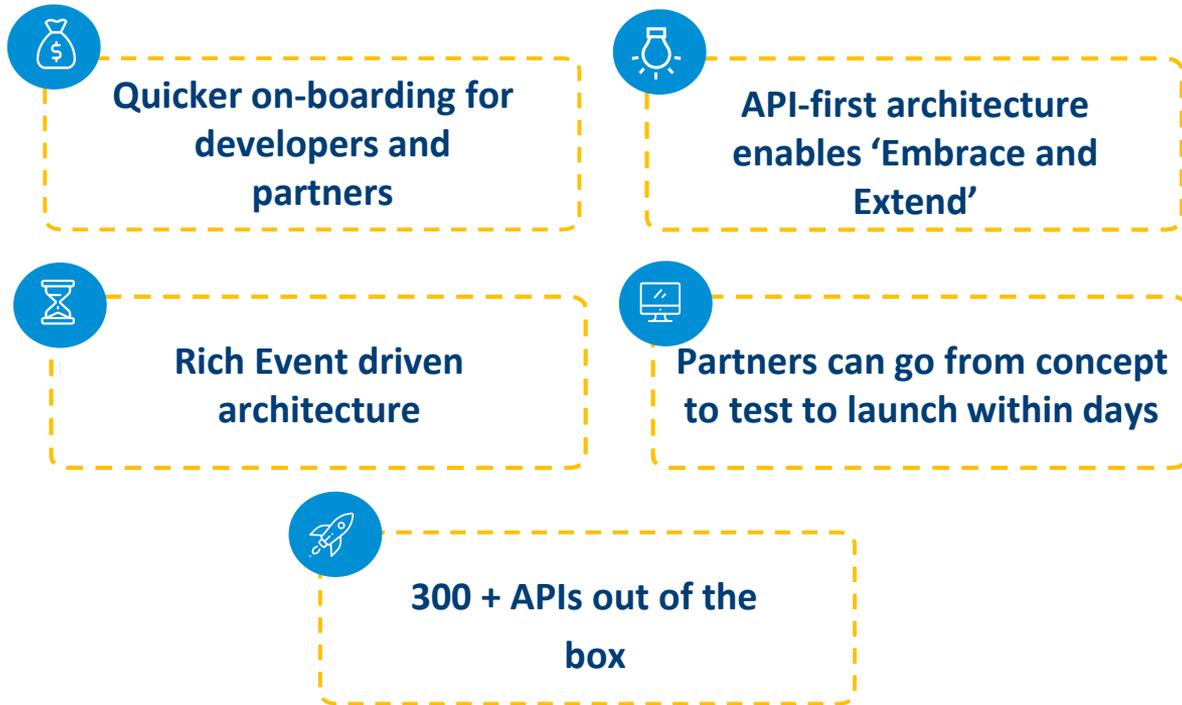
04

Conceptualize, create, test and launch partner products on the fly

05

In rapid mode, from code commit to build – CI-CD Model

Hyper connected with the Ecosystem



- 
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- 
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- 
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- 
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- 

Intellect Digital Core - Offers Best in Class Breadth of Functionality



100+ Packaged Business Capabilities with over 1000 Functions

Deposits (7)

- Deposit Operations
- Tax
- Liquidity
- Interest Rate Management
- Safe Deposit + 2 PBCs

Account Operations (10)

- Cash Deposit
- Withdrawals
- Wallets
- Virtual Accounts
- Collections and Receivables
- Digital Banking
- ATM Withdrawals
- Cards Operations + 3 PBCs

Lending (18)

- Commercial Loan Origination
- Retail Loan Origination
- Credit Risk Scoring
- Loan Servicing
- Microfinance / Microcredit
- Operating Lease
- Commodity Financing
- Collaterals Management
- Limit Management
- Loan Syndication
- Project Financing
- Refinancing
- Debt Management
- Underwriting
- Credit Scoring + 3 PBCs

Marketplace (26)

- AI/ML Based Voice Banking
- Tokenized Cards
- Document Management
- Personal Finance Management
- Open Banking
- Online Training & Learning
- HRMS
- Distributed Ledger Contracts
- Crypto-currency Transactions
- Regulatory Reporting
- Portfolio Analysis
- Profitability Analytics
- Next Best Product
- Conversational AI
- Campaign Engine
- Gamification
- Agent Banking
- Loan BOTs

Enterprise Services (20)

- Product Configurator
- Enterprise GL
- Digital Teller
- Fixed Assets Operations
- Back office Operations
- Trade Finance
- Pricing Engine
- Treasury
- Intellect Data extraction
- Identity and Access Management
- Reports Configuration
- Branch Ops + 7 PBCs

Payments (6)

- Payments & Clearing
- Remittance Operations
- Payment Components
- SEPA Payments
- SWIFT and P27 Compliance
- Corporate Payments

Customer Management (12)

- Super CIF
- E-KYC
- AML Operations
- On-Boarding
- CRM
- Wealth Management
- Loyalty & Rewards
- Wealth Management + 4 PBCs

iTurmeric (5)

- API Exchange
- Experience Studio
- Integration & Orchestration
- Developer Sandbox
- Integration Endpoints

10+ Partner PBCs

Intellect Digital Core - Offers Best in Class Breadth of Functionality



300+ Intellect Public Open APIs & 90+ Partner APIs

Deposits (25)

- Find Closed Deposit Account Details
- Fetch Deposit Summary
- Fetch Deposit Account Details
- Fetch Deposit Interest Rates
- Fetch Deposit Nominee
- Fetch Liens Marked on Deposits
- + 19 APIs

CIF (15)

- Create Joint CIF
- Create Lite CIF
- Amend Individual CIF
- Amend Corporate CIF
- Amend CIF Status
- Amend CIF Grading (eg. PEP)
- + 9 APIs

Lending & Collateral Management (90)

- Initiate a Loan
- Customer Search / Dedupe
- Loan Eligibility Check
- Loan Application Status Check
- Upload documents
- Fetch Loan Details
- + 84 APIs

Payments (60)

- SWIFT - payment returns
- SWIFT - reject recall request
- SWIFT - accept recall request
- SEPA - recall request
- SEPA - accept recall request
- SEPA - payment returns
- + 54 APIs

Partner APIs (92)

- Modify Group
- Release Frozen Limit
- Get Transaction Details
- KYC ID - validation - scan
- KYC ID - verification
- KYC ID - face scan
- Cashflow prediction for retail banking -ATM, Branches
- Categorization & Spend Analytics
- Cashflow Forecasting
- OBIE - Account Access Consents
- OBIE - Get Account Access Consents
- OBIE - Delete Account Access Consents
- OBIE - Fetch Accounts List
- Tag Document
- Remove Document
- + 77 APIs

Accounts (50)

- Create Account
- Create Hovering
- Configure Currency Codes
- Cancel Limits
- Issue Cheque Book
- Renew Limits
- + 44 APIs

Enterprise Services (60)

- Configure GL Category
- Create GL Head
- Create GL Access Code
- Fetch GL Description
- Fetch Outstanding Nominal Transactions
- Fetch GL Transaction Details
- + 54 APIs

Cards (36)

- Get Corporate Data Entry
- Save Corporate Data Entry
- Update Corporate Data Entry
- Get Card Customer Details
- Get Customer Search 360
- Update Address Change
- + 30 APIs



Management Observations

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

Management Observations



Arun Jain, *Chairman and Managing Director*

“Intellect's technologies have driven calibrated and profitable growth over the last 8 quarters. As committed during the Intellect Technology day in March 2021, we launched two Platforms on Cloud this quarter - iKredit360 and iGTB Cloud - CashPower '22. Both platforms have helped Intellect win 6 platform deals in this quarter. This is the beginning of Intellect's transition from a Product company to a Fintech Platform.”



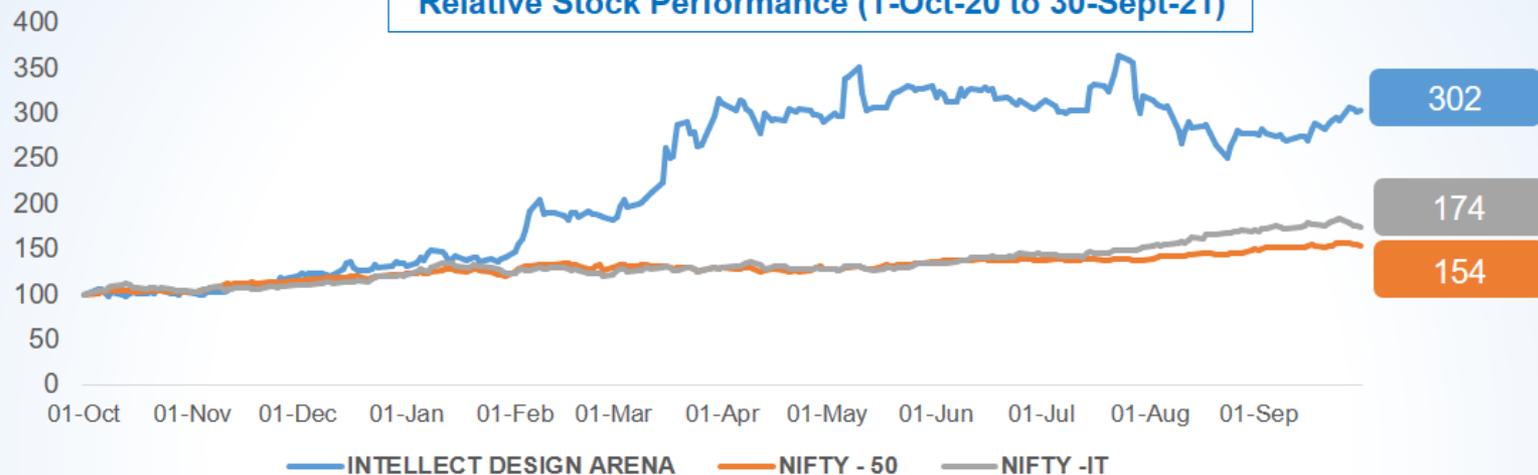
Venkateswarlu Saranu, *Chief Financial Officer*

“Our achieving 22 % growth in two successive quarters with EBITDA growing by 33% is quite satisfying. We are now a zero debt company, another landmark for a Fintech platform. We are confident of growing over 20% for the current year.”

Stock Information



Relative Stock Performance (1-Oct-20 to 30-Sept-21)



Shareholding Pattern (As on 30th September)



Stock Data (As on 30th September)

Market Cap	9,512 Cr.
Stock Price	₹ 709.2
52 Week (High / Low)	₹ 892.0/229.0
NSE / BSE - Symbol	
	INTELLECT / 538835
No. of Shares Outstanding	13,41,24,994
Average Daily Volume (3Months) - NSE	5,05,594

Contacts



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