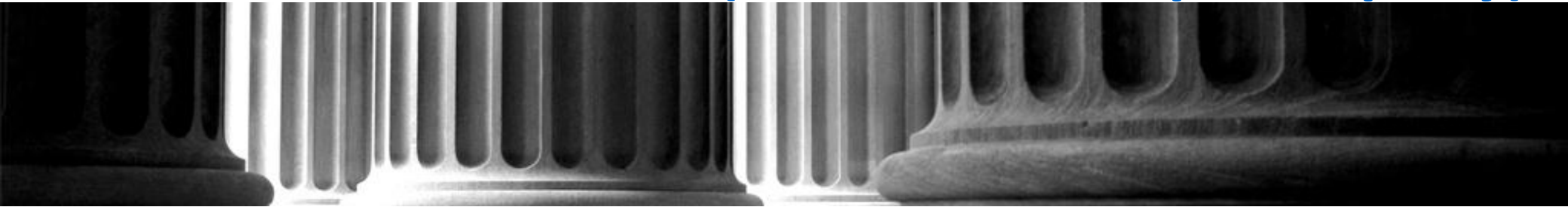




Intellect Design Arena Limited (A Polaris Group Company)



Earnings Announcement – Third Quarter FY 14-15

January 30, 2015



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 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 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.



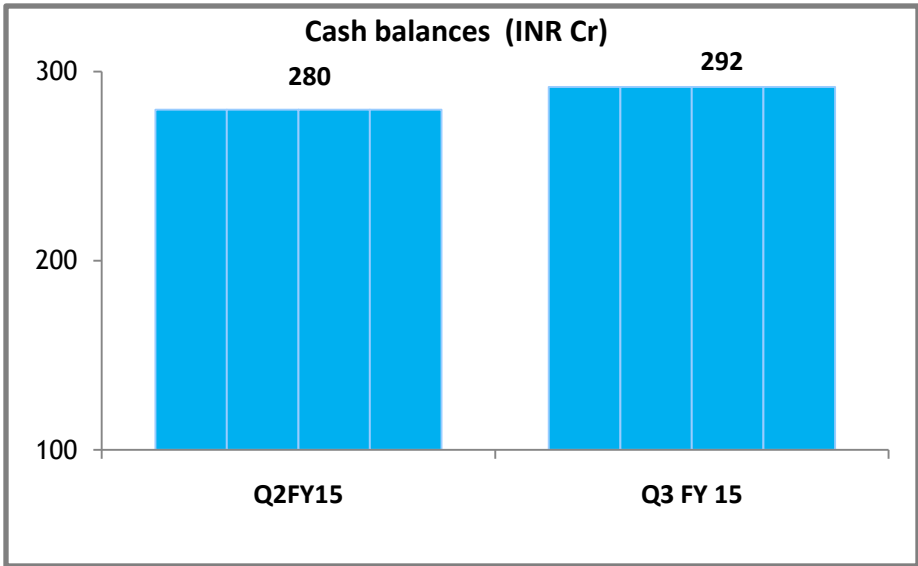
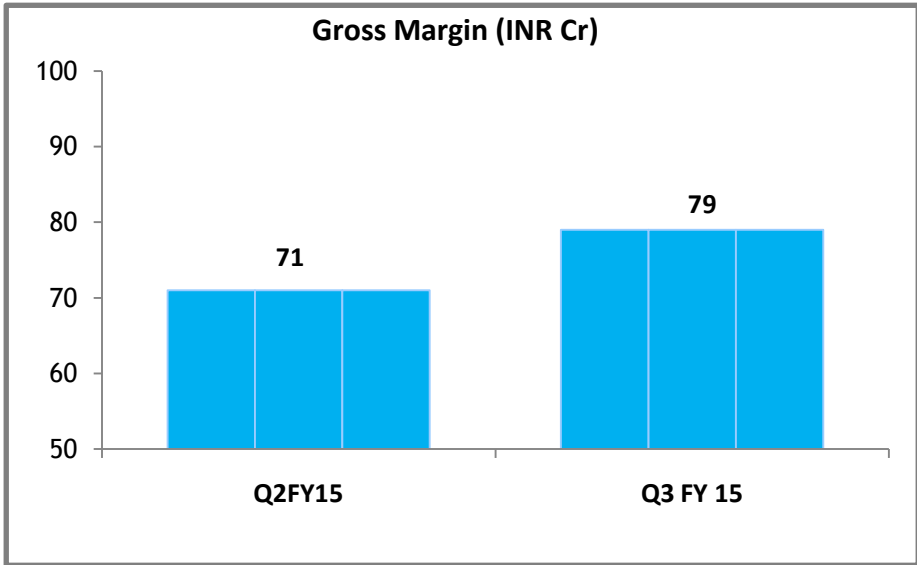
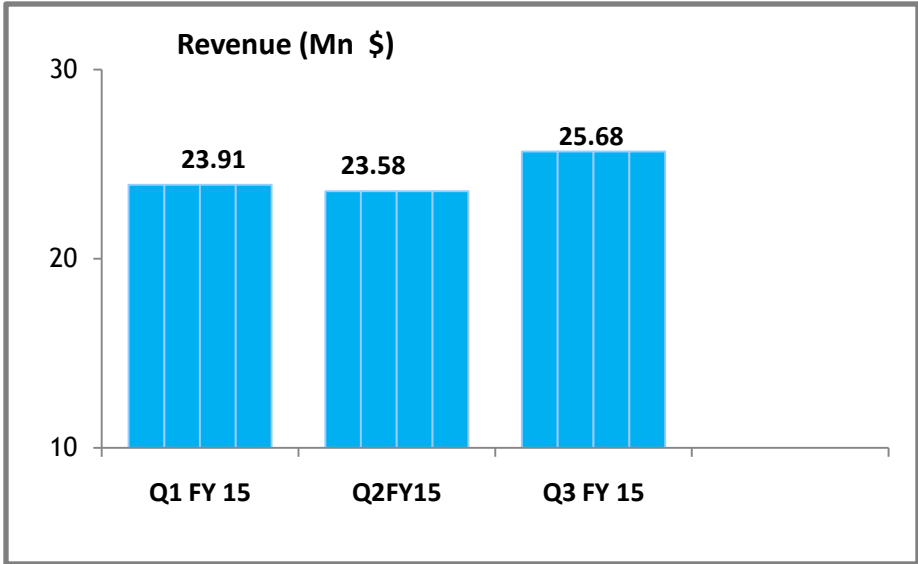
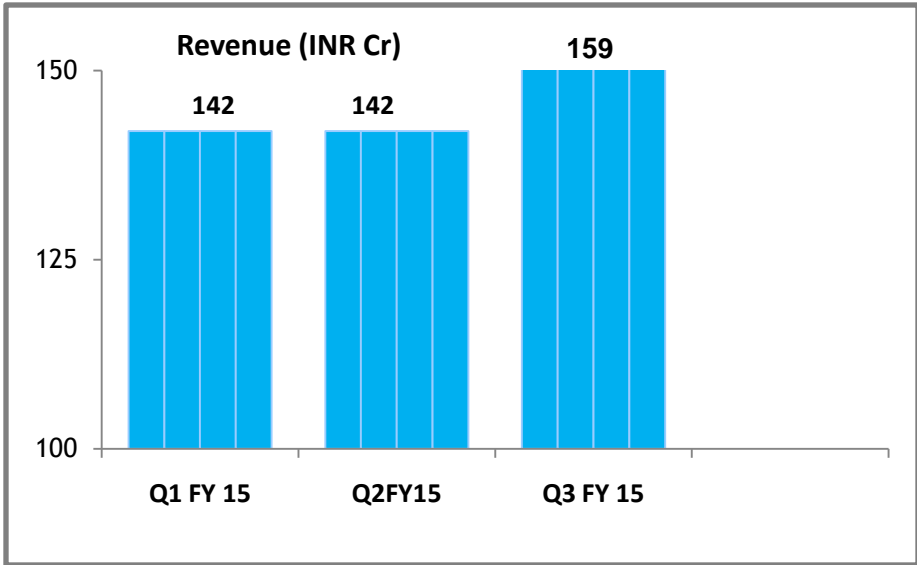
- The product business of Polaris Financial Technology Limited got demerged in to “Intellect design Arena Limited”.
- The company got listed on BSE and NSE on 18th December 2014
- The Design-led Intellect suite has advanced and integrated enterprise platforms with over 30 industry defining products on iDigital platform across Consumer Banking, Transaction Banking, Risk & Treasury Management, and Insurance
- The Intellect suite has robust products in the SMAC space to drive growth, with continued investments in game-changing transformative technology
- Intellect delivered revenue growth of **11.5% in Q3 FY 15** Q on Q .
- Investments on Sales & Marketing continuous to support growth plan
- Account level growth under focus



Q3FY15

- **Revenue** stands at **INR 159 Cr; 11.5%** QoQ Growth
- **Gross Margin** stays around 50%
- **16 new deal wins** in Q3 FY15
- Total **Head Count** stays around at **3540**
- **Cash and Cash** equivalents are at **292 crs**

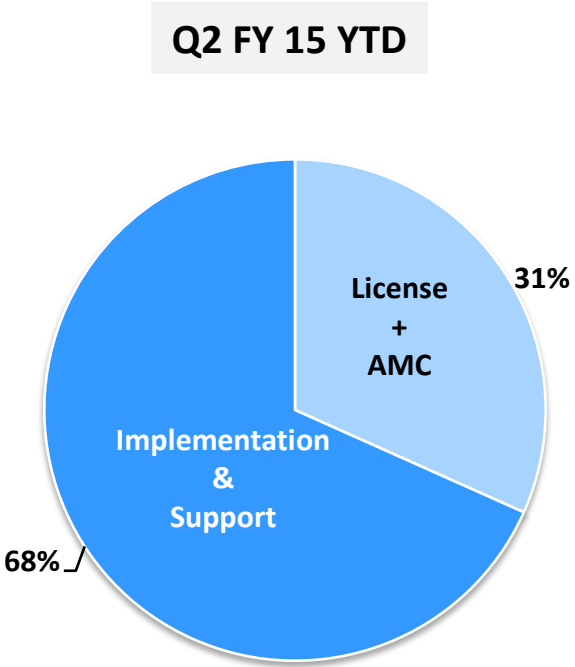
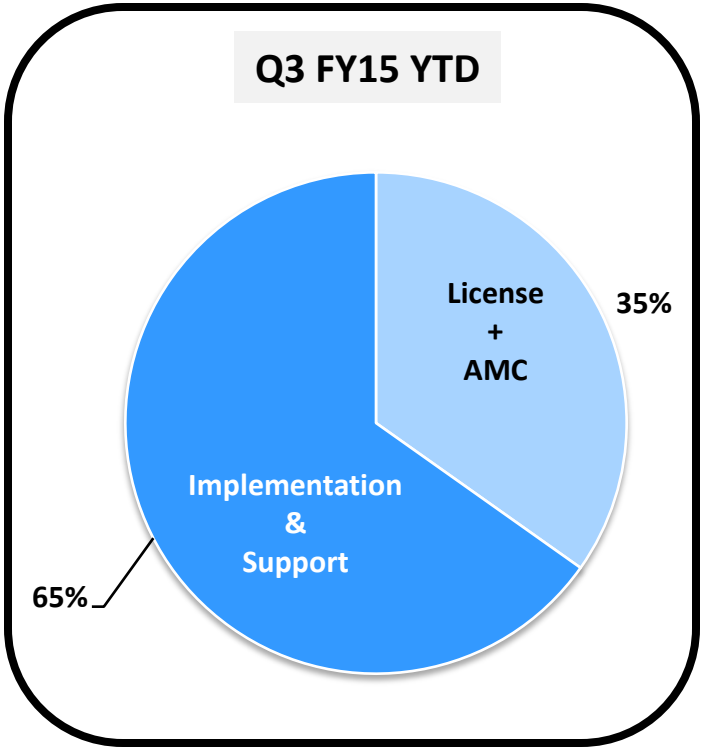
FINANCIAL UPDATE

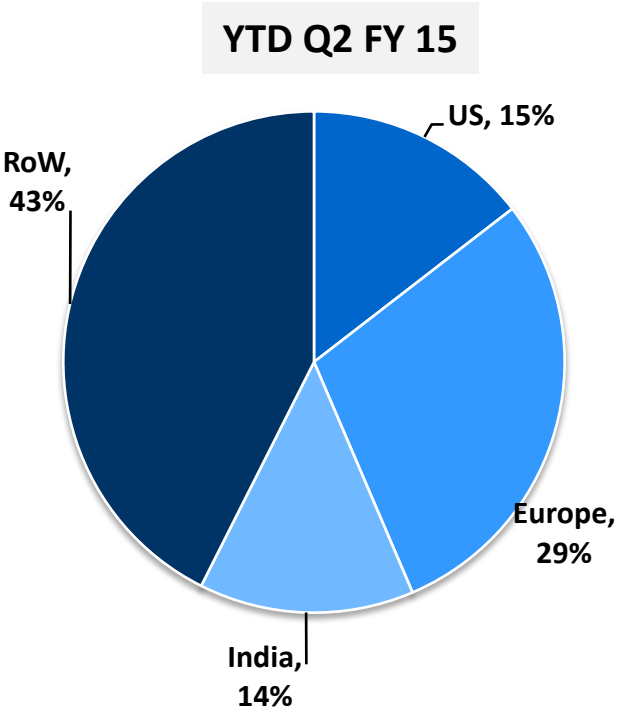
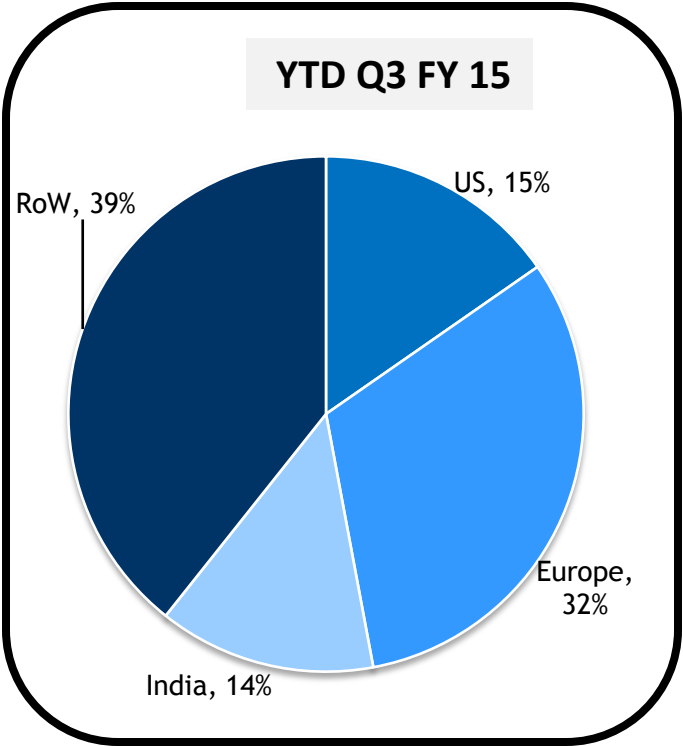


Q3 FY 15- Business Financials



Particulars	QUARTER ENDED	
	December 31, 2014 Rs Lakhs	September 30, 2014 Rs Lakhs
INCOME		
Income from software services and Business Process Management	15,921.97	14,282.56
EXPENDITURE		
Software development expenses	8,002.62	7,204.77
Gross Margin	7,919.35	7,077.79
Gross Margin %	49.74	49.55
Selling & Marketing and General & Administrative expenses	6,779.83	6,286.10
Total Expenditure	14,782.45	13,490.87
Profit before interest, depreciation & amortisation	1,139.52	791.69
Research & Development expenses	3,325.60	2,955.15
Depreciation/ Amortization	470.34	451.93
Finance Charges	23.67	20.05
Profit (Loss) after interest, depreciation & amortization	(2,680.08)	(2,635.44)
Forex impact on Hedge accounting	81.78	100.64
Other Income including exceptional items	1,039.33	(136.24)
Minority Interest/ Share of profit/(loss) of Associate Companies	-	-
Profit (Loss) before tax	(1,558.97)	(2,671.04)
Provision for taxation	82.23	38.12
Profit (Loss) after tax	(1,641.20)	(2,709.16)





•YTD – Year to Date

•RoW – Rest of the World



CURRENT PURSUITS

• Americas	-	18
• Europe	-	22
• APAC	-	28
• IMEA	-	52

Brand Capital



Intellect features in 50+ Analyst reports for 4 consecutive years...



"Intellect named "LEADER" in Gartner Magic Quadrant for "FIFTH" consecutive year"



*"iRTM ranked 52 in 2015 Risk Tech 100
Moves up 22 spots from 74 in 2014"*



*"iGTB wins two XCelent Awards for Advanced Technology and
Breadth of Functionality"*



*"Intellect Claims @ Tata AIA cited amongst
major Core Deals in the Indian Insurance Market"*

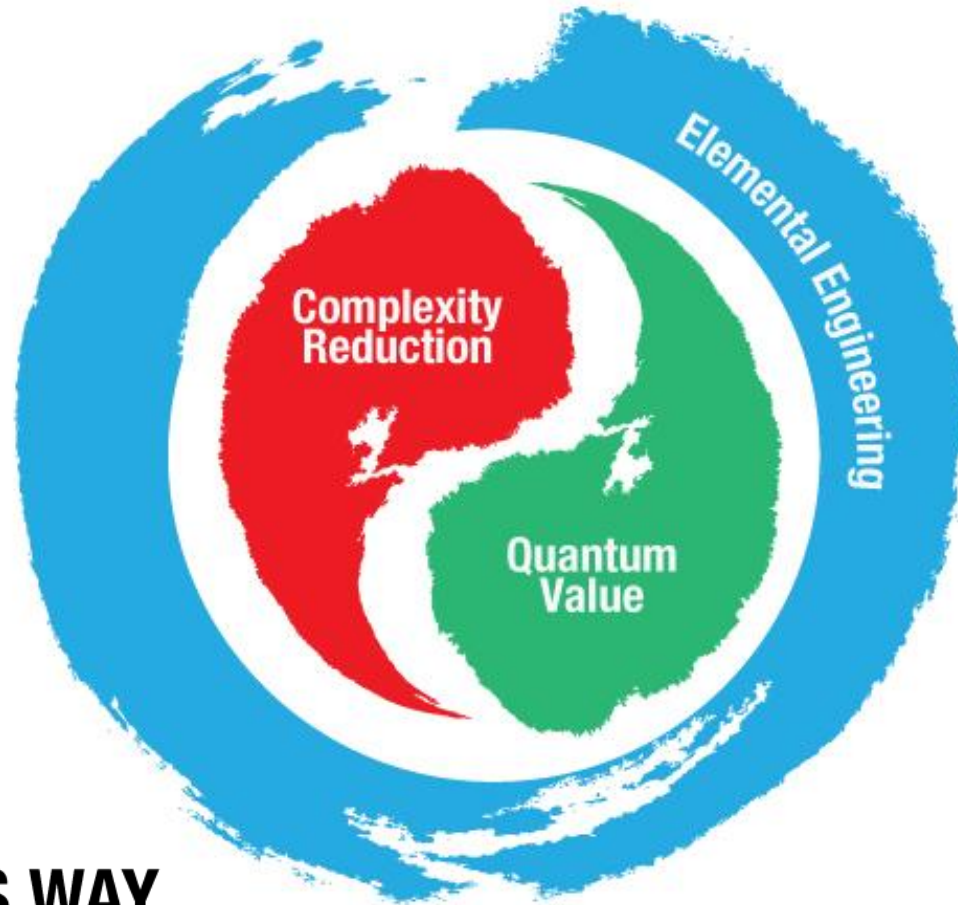


Q2 FY 15 Management view



Arun Jain Chairman and Managing Director said, “Intellect Corporate Banking eXchange (CBX) has been chosen as the best product in the categories of Advanced Technology & Breadth of Functionality by the leading research and analyst firm, Celent. This is a resounding validation of our R&D and Product engineering capability where customer at the centre of the design. I must appreciate the intensity and depth of design from our Product and R&D engineers.”

S Swaminathan, Chief Financial Officer said, “Intellect growth will come from 24 strategic accounts with asset size over \$100 billion and from driving our digital product strategy. We will continue our strategic investments in sales and marketing for creating the right capacity for scaling up and as outlined, the incremental margins earned are being ploughed back. Q3 has witnessed signs of growth in our revenue, supporting our investment program.”



THE POLARIS WAY... High Performance FT

Thank You

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