

DRIVING DIGITAL LEADERSHIP

GLOBAL FINTECH PRODUCT COMPANY



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.

WHAT IS OUR MARKET?

We address the global technology requirements of

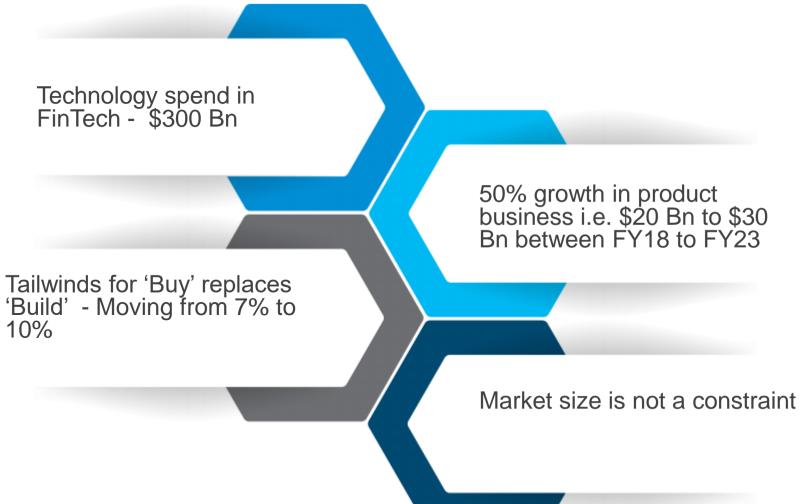
Our view of the market

- Banks
- Financial Institutions –
 Central Banks, Non
 Banking Financial Houses,
- Capital Markets Mutual Funds, Brokerage Houses, Custodians,
- Insurance Carriers

- We look at market as 'three worlds' -World 1, World 2 and World 3
- World 1 Market : Advanced Market which started their technology journey between 1965 - 1990
- World 2 Market: Markets where this journey started in 1990s to 2000s.
- World 3 Market: Journey started after 2000 to current including New banks
- Each have unique transformative requirements, all of which we address



MARKET SIZE



GROWTH DRIVERS THAT ACCELERATE DEMAND

1

Digital renovation is no more a choice

- Pressure from Competition/ peers,
- Customer demands of Contextuality
- 'Experience Economy'
- Cost Economies

2

Deadlines for Regulatory Compliance

- Basel recommendations Capital adequacy
- Fast Payments initiative
- Open Banking standards

3

Ecosystem evolution

- 'Wired Economy'
- Disaggregation / Disintermediation

WORLD #1



- Fragmented and high cost legacy technologies drive need for modernisation.
- Need to accelerate change, market and regulatory pressures – push them to 'Buy' against the traditional 'Build' approach.
- Very High Technology Costs Per account cost exceed \$100 p.a.
- Need for reliable vendor to handhold the transition.
- Significant budgets Our typical margin is over 60%

US, UK, Canada, Europe, Australia, Singapore, Japan

- Industry Players: Temenos, SAP, Edgeverve and Finestra
- · iGTB and iGCB business compete in this space

WORLD #2



- Banks in this space add non fund business to pure fund based income
- These banks looks for advanced solutions in Trade Finance, Supply Chain Finance, Treasury, Custody, Lending, Credit card, Payments and Collections
- Several of these solutions are sought in 'Wave 2' viz., after the core platform is stabilised
- Our typical margin is over 50%

India, Middle East, Africa, Thailand, Philippines, Malaysia, Vietnam

- · Industry Players : Finastra, Bottomline, ACI
- iGTB and iRTM business compete in this space

WORLD #3



- These banks look for Core banking and lending platforms largely to support retail banking vertical
- Another category of banks are the Challenger banks seeking to position themselves as 'Digital Banks'
- Our typical margin is 40% 45%

East & West Africa, Levant, Cambodia, Bhutan

- Industry Players : Edgeverve, Flex, Temenos and TCS Bancs
- iGCB business competes in this space

INSURANCE



- Our focus is on World 1 and World 2 markets USA, UK and India
- Artificial Intelligence and Machine Learning are redefining the 'rule based' algorithms that drive business in this space

- Industry Players: Ipipeline and Guidewire
- Intellect SEEC business competes in this space



WHAT IS PRODUCT STORY



5 steps to drive sustainable and scalable Product Business

- Step#1 : Building a product around an identified market need
- Step#2 : Winning first reference
- Step#3 : Design branding and marketing; Acquire first 10 Customers
- Step#4 : Aggressive Selling and Premium pricing
- Step#5 : Partnerships, Strategic Alliances and Mining

It takes 3 years to move from Step 2 to step 4.

Over 60% of our product investments deliver to this time frame

Potential revenue of one successful product is typically \$50 Mn to \$100 Mn

OUR PORTFOLIO OF PRODUCTS

1 Intellect Digital Core – IDC 17.1 Intellect Digital Lending

Intellect Digital Credit card

- Intellect Quantum
 Central Banking Solution
- Contextual Banking Experience (CBX)

6 Contextual Payments

7 Liquidity

Trade and Supply Chain Finance

9 Digital Transaction Banking

10 Digital Treasury

11 Digital Wealth

Capital Alpha

13 Xponent

14 Risk Analyst

15 Digital Distribution Suite

INTELLECT 1.0 – 2015-2018

Phase of growth and investment – Several Products were in Steps # 2 and # 3

- Investments in Product development
- Investments in Sales & Marketing Brand building, gaining Market acceptance, winning Analyst endorsements
- Investments in building Leadership bandwidth and building expertise
- Expanding Customer footprint
- Sharpening execution

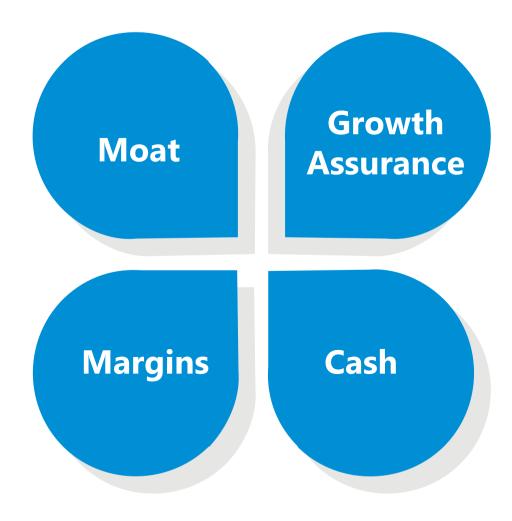
Resulting in

- Selling License at premium pricing to our competitor
- Doubling our quarter revenue from 150 Cr per quarter to over 300 Cr per quarter
- Sustaining Profitability from the last 6 quarters
- Collections exceeding revenue in the last 5 quarters
- 12 transformational deal in FY 18
- Recognition as Category Leaders

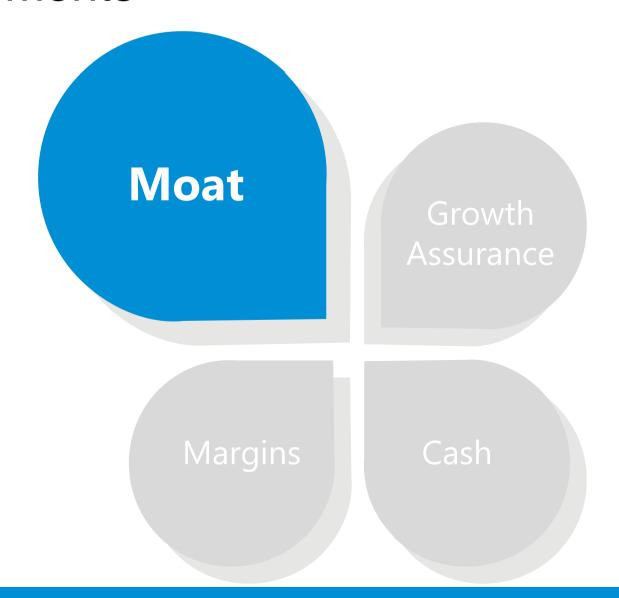
INTELLECT 2.0 – 2018-2021

- Industrialization
- Monetization

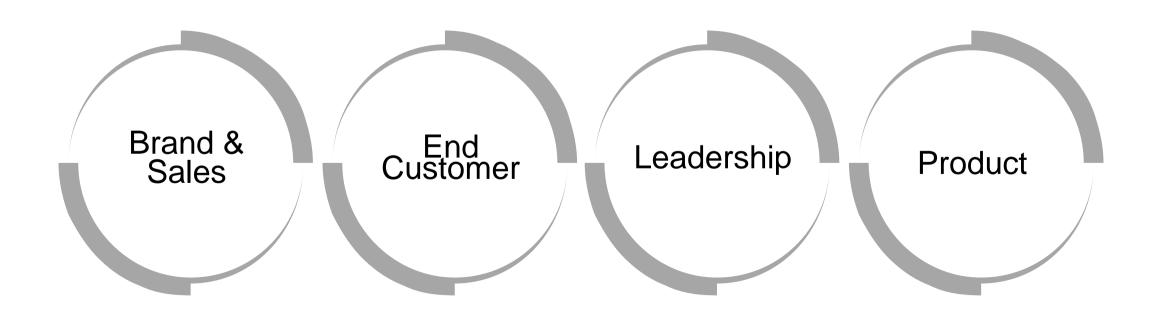
Four Elements



Four Elements



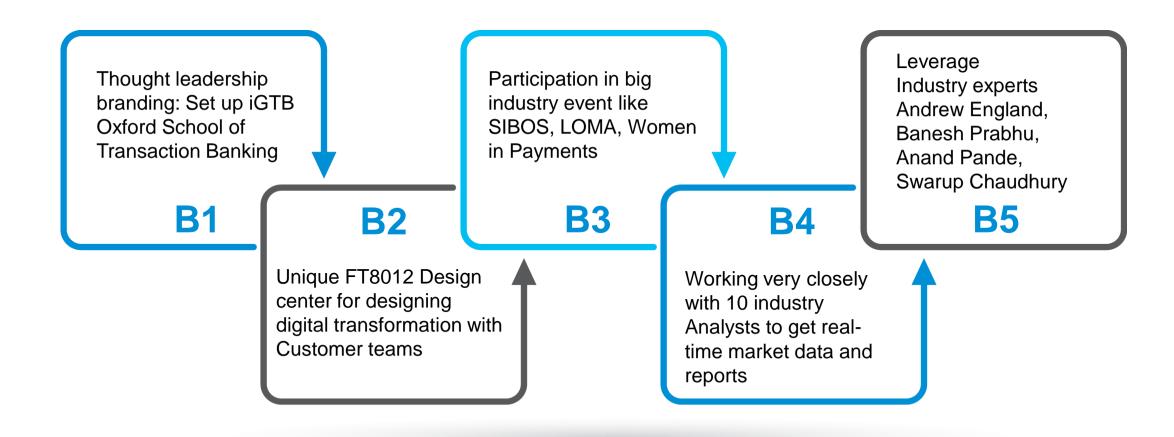
4 ELEMENTS OF MOAT – THE GOLDEN QUAD



Moat



PRINCIPLES OF BRAND BUILDING – CREATING DESIRE



IBS ANNUAL SALES LEAGUE TABLE 2018



Ranked

#1

Retail Banking
Systems
Intellect Digital Core

Payment Systems
Intellect Payments

Ranked

#2

Lending Systems
Intellect Digital
Lending

Ranked

#3

Digital Banking & Channels
Intellect Digital
Banking Experience
Platform

Ranked

#4

Investment Fund Management System Intellect OneMarkets

Moat

iGTB

1 Partner of Choice for Digital Transaction Banking

Transformation Programs Gartner The leading Transaction Banking solution provider with complete interactive open banking (API) capabilities FORRESTER Gartner's "A Banker's Guide to **IBSintelligence** Transaction Banking Service Providers" Strong Performer #1 in Global Payments Systems The Forrester Wave: Digital Banking #3 in Global Digital Banking & Channels Engagement Platforms IBS Annual Sales League Table CELENT 2 XCelent Awards 2 Product Innovator Awards Advanced Technology Ripple-Backed Payments Solution Breadth of Functionality Corporate Banking on the Watch Analyze the Future #1 Vendor on readiness to offer APIs 3 Real Results Awards for Wholesale Banking Services Future-ready Payments implementation at CIBC: Aité's "Vendor Profiles for Wholesale Digital Transformation Leader at IDFC Banking APIs" Customer Experience at NBK-

INTERNATIONAL RECOGNITION

Gartner

Recognized as a

Leader in Magic

Quadrant for Global

Retail Core Banking

Designed around the Digital 360 approach, Intellect Digital Core, IDC, presents the Best of Both Worlds, ie, Customer Experience (Digital Outside) & Operational Efficiency (Digital Inside) to banks. It leverages contemporary technologies such as Artificial Intelligence to give banks the capability to offer highly contextual (Persona-based) products & BOTS to drive complete STP (Lean Operations) & significantly lower operating costs.

CELENT

iGCB powered Majid Al Futtaim Finance wins Celent's Model Bank" Award

Intellect Lending was chosen by MAFF as its technology partner to seamlessly integrate with their existing system to overcome the challenges they faced in the existing credit business. MAFF's Insta Card Issuance is a first of its kind initiative in the UAE market and the digital transformation that has been brought about in the Credit Card journey with AECB (integration for real time credit decisions in 15 mins. The product was conceptualized, designed and delivered in 100 days.

CELENT

Celent rates iGTB amongst leading vendors

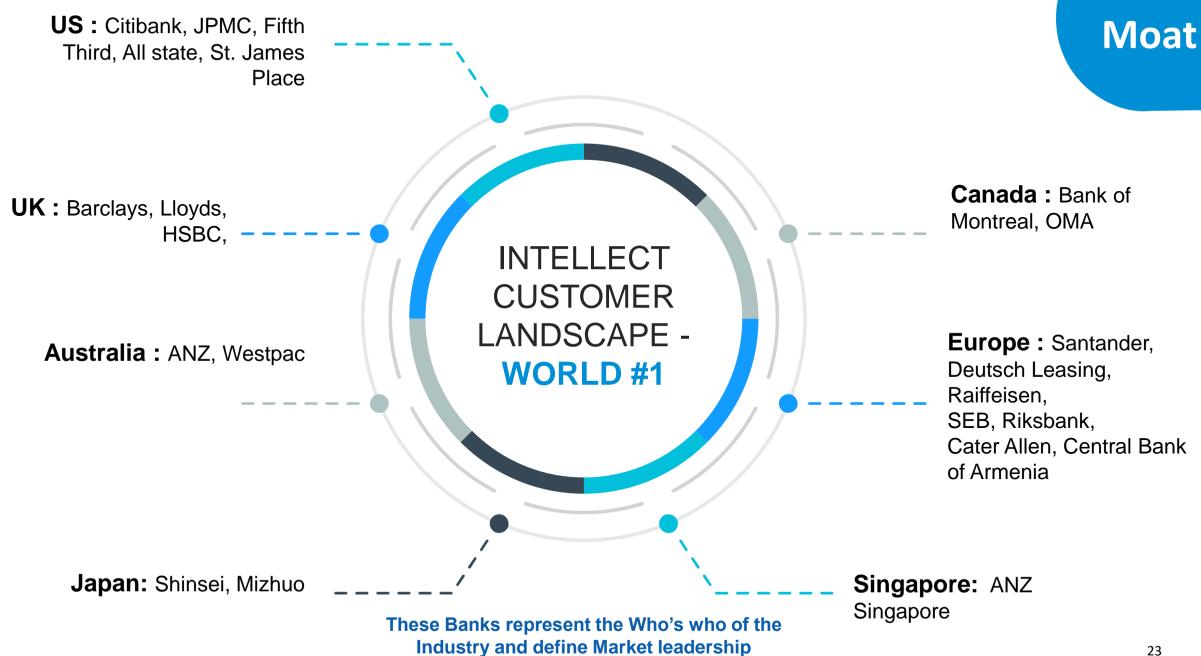
Celent positions iGTB amongst leading Integrated Receivables Vendors in Technology and Functionality Category. Celent quotes the most distinctive feature of iGTB Receivables Management is its extensive use of analytics and role-specific dashboards to provide actionable insight.

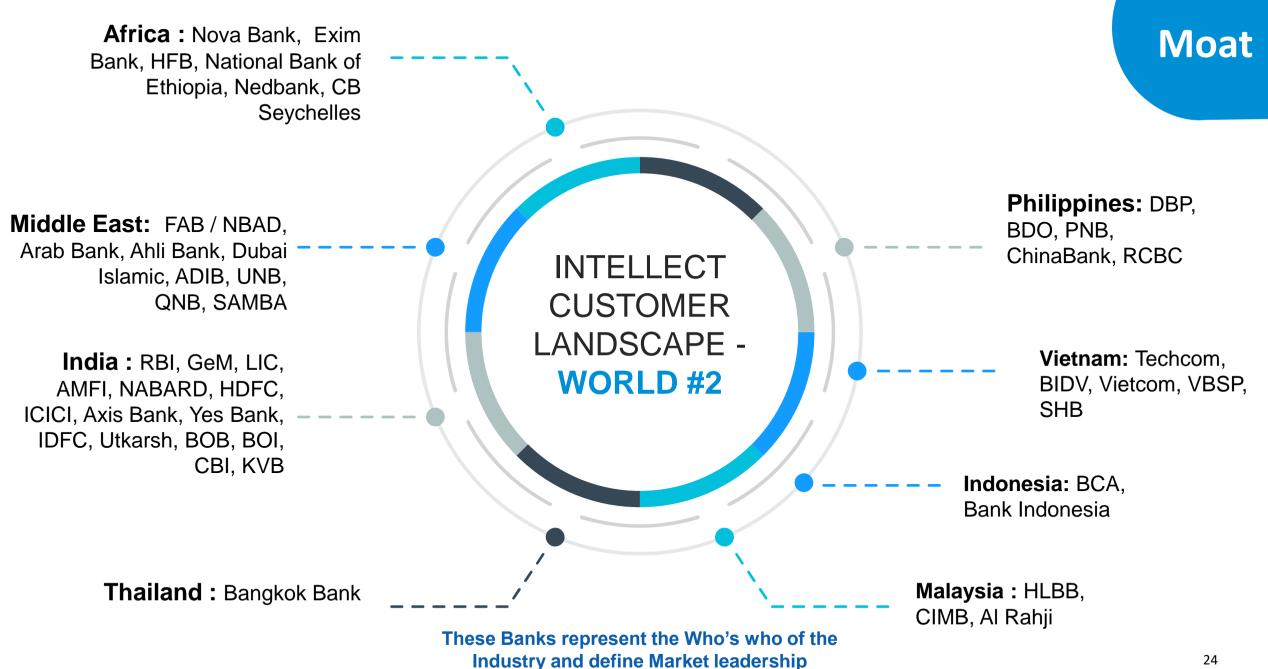
Aite

Aite features Intellect SEEC amongst leading US & Europe vendors

Intellect SEEC profiled amongst leading US & Europe vendors in P&C Insurance who can help drive deeper policyholder engagement @ Aite report titled "Enhancing the P&C Insurance Policyholder Journey through Deeper Engagement









LEADERSHIP

- Designing the Business by the Best-in-Class people
- Stable Leadership Team. High retention
- 100 + leaders from Financial and Technology world of each with around 25 years of experience
- Diversity and Inclusiveness. Nationality Agnostic.

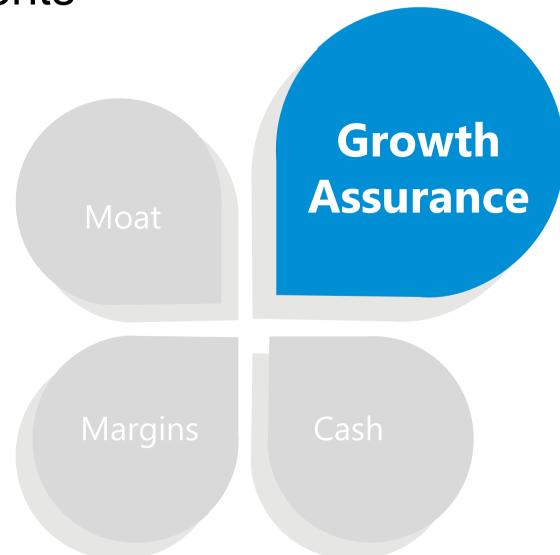
Moat



WHAT MAKES INTELLECT PRODUCT SUPERIOR

- 1. Design Thinking
- 2. Unified architecture across technologies for complete financial world.
- 3. Organically built against acquired pieces being pieced together by Competition.
- 4. Very high technology performance
- 5. Complete Digital 360 Architecture Digital Inside and Digital Outside.
- 6. Cloud Native architecture enabling Continuous Integration and Deployment
- 7. Artificial Intelligence / Machine Learning

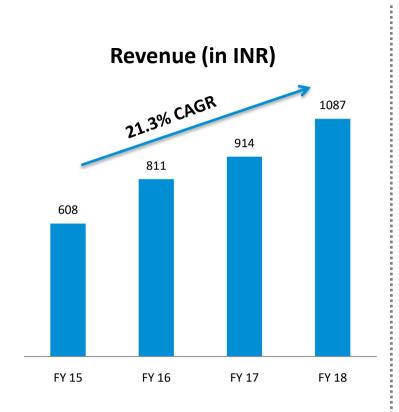
Four Elements

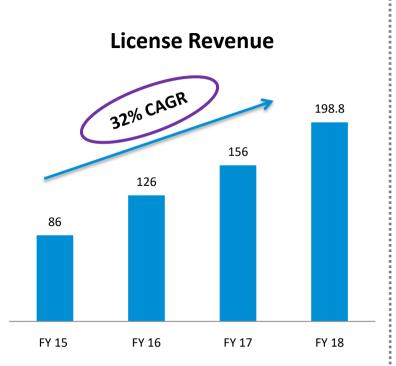


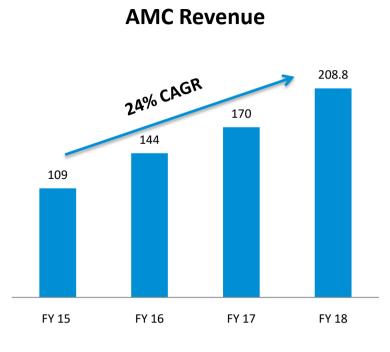
Growth Assurance

CONSISTENT GROWTH

Calibrated Growth Yielding Predictability



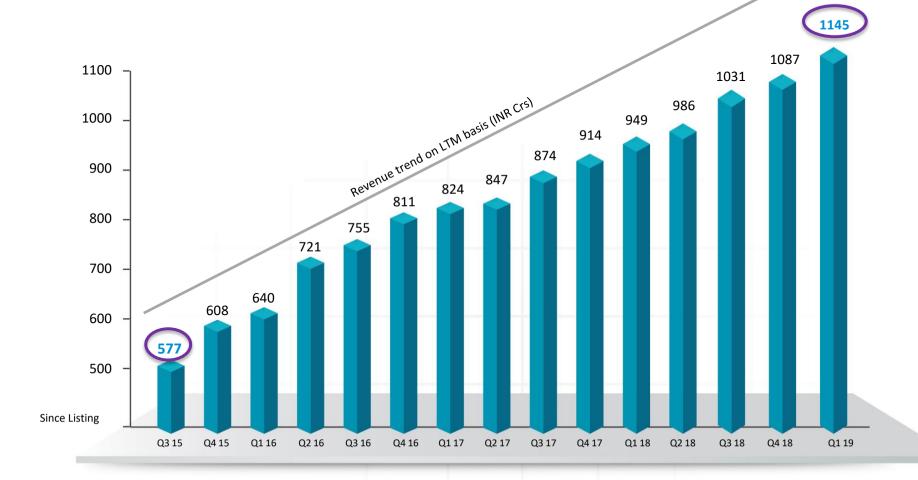




Growth Assurance

REVENUE GROWTH IN THE LAST 15 QUARTERS

Calibrated Growth Yielding Predictability



HEALTHY PIPELINE

Growth Assurance

Active Pursuits

34

The current funnel (Active Pursuits) of Intellect is around \$ 527 mn (3500 Cr), out of which \$448 mn (3000 Cr) is accounted by 134 opportunities.

34 high value active pursuits

- 7 pursuits are of value more than INR 50 Cr. each
- 10 pursuits are of value between INR 30 Cr INR 50 Cr. each
- 17 pursuits are of value between INR 20 Cr INR 30 Cr. each

Growth Assurance

LARGE DIGITAL TRANSFORMATIONAL DEAL WINS

Large Deal Wins in FY 18

12

12 Digital Transformational Deal Wins

- 4 deal win are of value more than INR 50 Cr. each
- 3 deal win are of value between INR 30 Cr INR 50 Cr. each
- 5 deal win are of value between INR 20 Cr INR 30 Cr. each

Strong Order backlog

Growth Assurance

Q4 FY 18

License Based

(License, AMC*, Implementation, etc.,)

INR 890 Cr

Subscription Based

INR 150 Cr

(Excluding order backlog of GeM project)

Q1 FY 19

License Based

(License, AMC*, Implementation, etc.,)

INR 950 Cr

Subscription Based

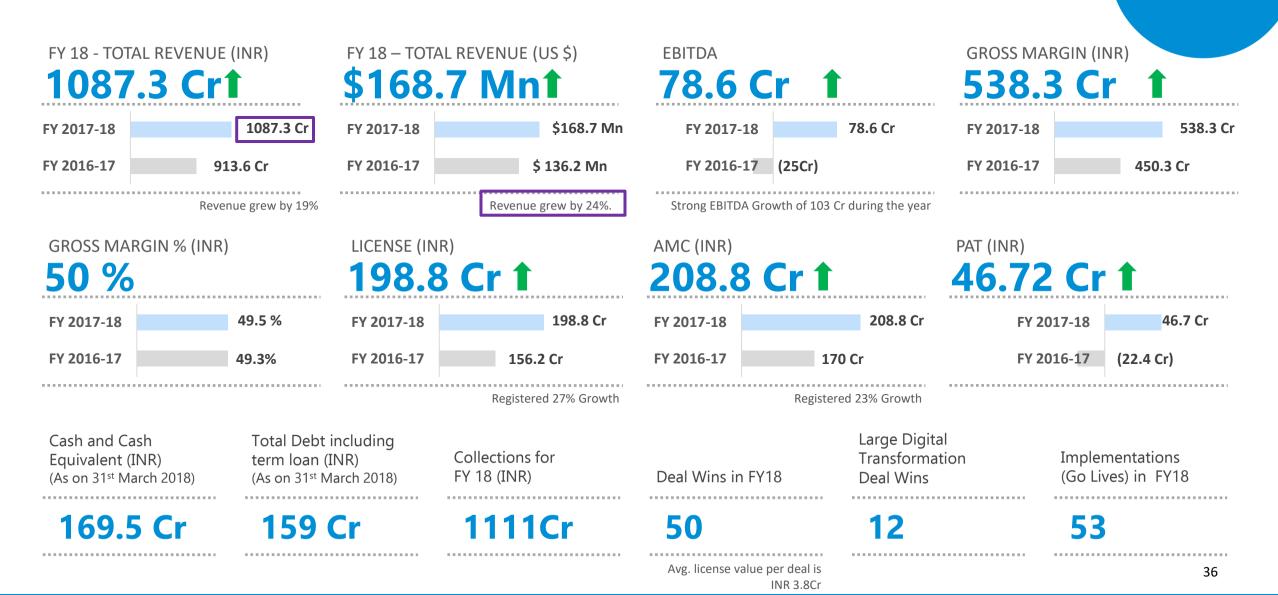
INR 240 Cr

(Excluding order backlog of GeM project)

Four Elements Margins

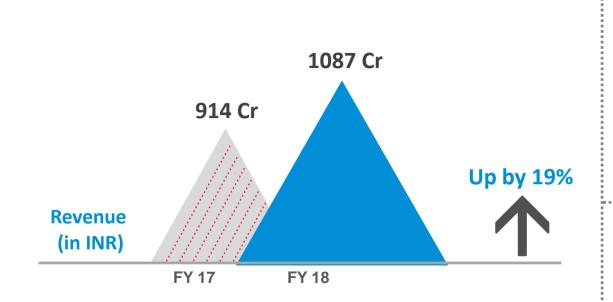
FY 18 - Calibrated Growth Yielding Predictability

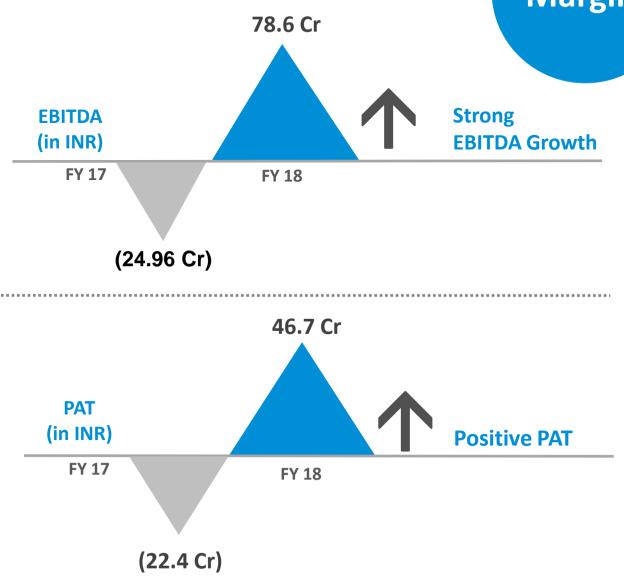
Margins



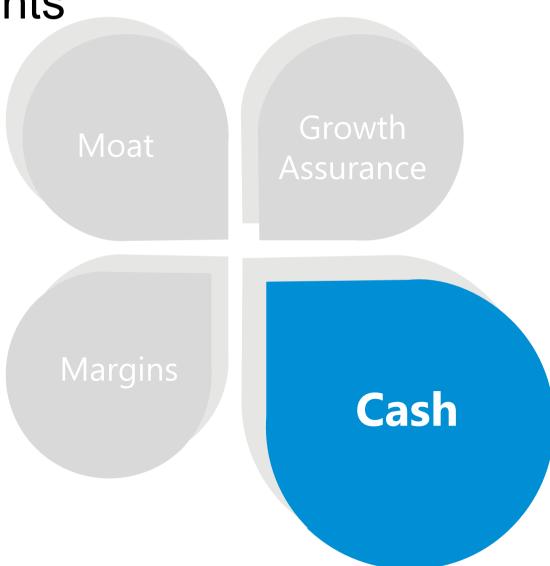
Strong EBITDA Growth and Net Profit Positive





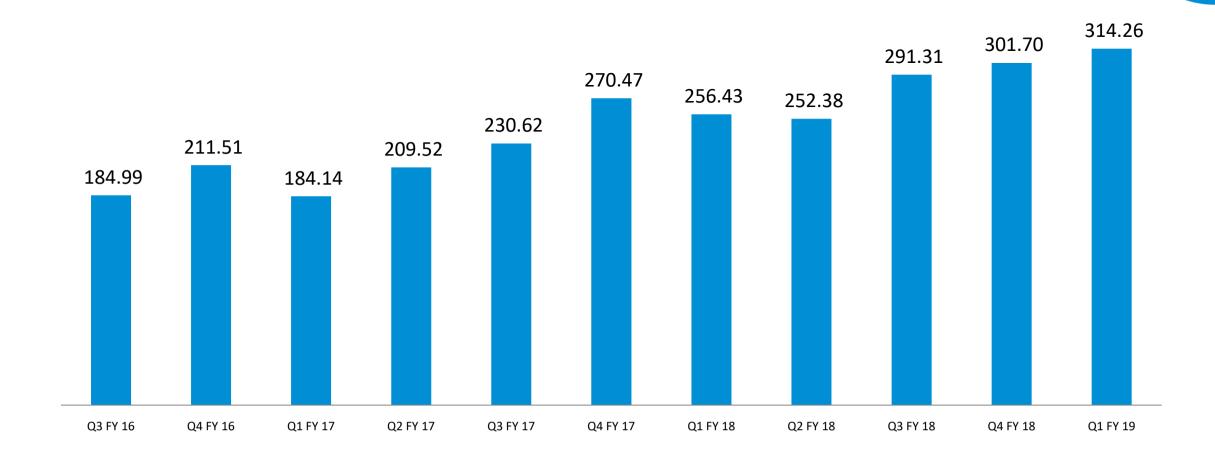


Four Elements



Cash

Collections exceed revenues in the last 5 quarters



*INR Cr

CONFIDENCE ABOUT THE FUTURE

PROMISE DELIVERED



PROMISE FOR FY 19-20

•	Intellect Digital Core, IDC 19. 1
•	Government eMarketplace
•	Digital Treasury
•	Risk Analyst

PROMISE FOR FY 20-21

•	Xponent
•	Digital Distribution Suite
•	Digital Wealth
•	Capital Alpha

SUMMARY

Largest suite of FinTech Products for Global market on Unified architecture

04

Delivered against the four expectations in FY 18:
Moat, Growth, Margin and Cash

15 Product Portfolio is designed for continuous growth

05

License revenues and average deal value moved up since last year

Partnership with IBM and AWS

06

Share of advanced market growing from 45% to 55%



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