

# **The World's only NextGen Open Finance, Composable and Contextual FinTech Company**

Q3 FY 23 Results  
Earnings Announcement



## Safe Harbour 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 in  
Six Categories**

IBS Global Sales League Table 2022

**25+ Years**

of Domain Expertise  
in FinTech

**57+**

Countries Served

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

reflecting its commitment to  
continuous and impactful innovation

**10**

Products

**7**

Platforms

**4**

Technologies

**270+**

Global Banking Clients



# Performance Overview

**LTM Q3 FY23 Financial Highlights**

# LTM Q3 FY23 - Financial Highlights



## TOTAL REVENUE (INR)



21%

LTM Q3FY23 2126 Cr

LTM Q3FY22 1751 Cr

## PLATFORM REVENUE (INR)



43%

LTM Q3FY23 464 Cr

LTM Q3FY22 324 Cr

## LICENSE (INR)



-18%

LTM Q3FY23 297 Cr

LTM Q3FY22 360 Cr

## AMC (INR)



14%

LTM Q3FY23 361 Cr

LTM Q3FY22 316 Cr

## PAT (INR)



-19%

LTM Q3FY23 272 Cr

LTM Q3FY22 334 Cr

## GROSS MARGIN (INR)



16%

LTM Q3FY23 1161 Cr

LTM Q3FY22 1000 Cr

## EBITDA (INR)



-4%

LTM Q3FY23 419 Cr

LTM Q3FY22 437 Cr

## GROSS MARGIN %

LTM Q3FY23 55%

LTM Q3FY22 57%

## EBITDA %

LTM Q3FY23 20%

LTM Q3FY22 25%

## LICENCE LINKED REVENUE (INR) (License+Platform+AMC Revenues)



12%

LTM Q3 FY23 1121 Cr

LTM Q3 FY22 1000 Cr



# Performance Overview

**YTD Dec'22 Financial Highlights**



## YTD Dec'22 - Financial Highlights

**1625 Cr**

TOTAL REVENUE (INR)

**347 Cr**

PLATFORM REVENUE (INR)

**217 Cr**

LICENSE (INR)

**275 Cr**

AMC (INR)

**177 Cr**

PAT (INR)

**879 Cr**

GROSS MARGIN (INR)

**54%**

GROSS MARGIN %

**307 Cr**

EBITDA (INR)

**19%**

EBITDA %

**840 Cr**

LICENCE LINKED REVENUE (INR)  
(License+Platform+AMC Revenues)

**1418 Cr**

COLLECTIONS (INR)



# Performance Overview

## Q3 FY23 Financial Highlights



## Q3 FY23 - Financial Highlights

**555 Cr**

TOTAL REVENUE (INR)

**111 Cr**

PLATFORM REVENUE (INR)

**72 Cr**

LICENSE (INR)

**98 Cr**

AMC (INR)

**62 Cr**

PAT (INR)

**301 Cr**

GROSS MARGIN (INR)

**54%**

GROSS MARGIN %

**105 Cr**

EBITDA (INR)

**19%**

EBITDA %

**473 Cr**

COLLECTIONS (INR)

**523 Cr**

CASH AND CASH  
EQUIVALENT (INR)

**282 Cr**

LICENCE LINKED REVENUE (INR)  
(License+Platform+AMC Revenues)

**837 Cr**

ANNUAL RECURRING REVENUE (ARR)  
(On Annualised Basis)

**6**

DEAL WINS  
including 3 platform deal wins

**8**

GO LIVES  
New Digital transformations

### DSO (as at 31st Dec'22) – By GEO

Global. Excl India  
126

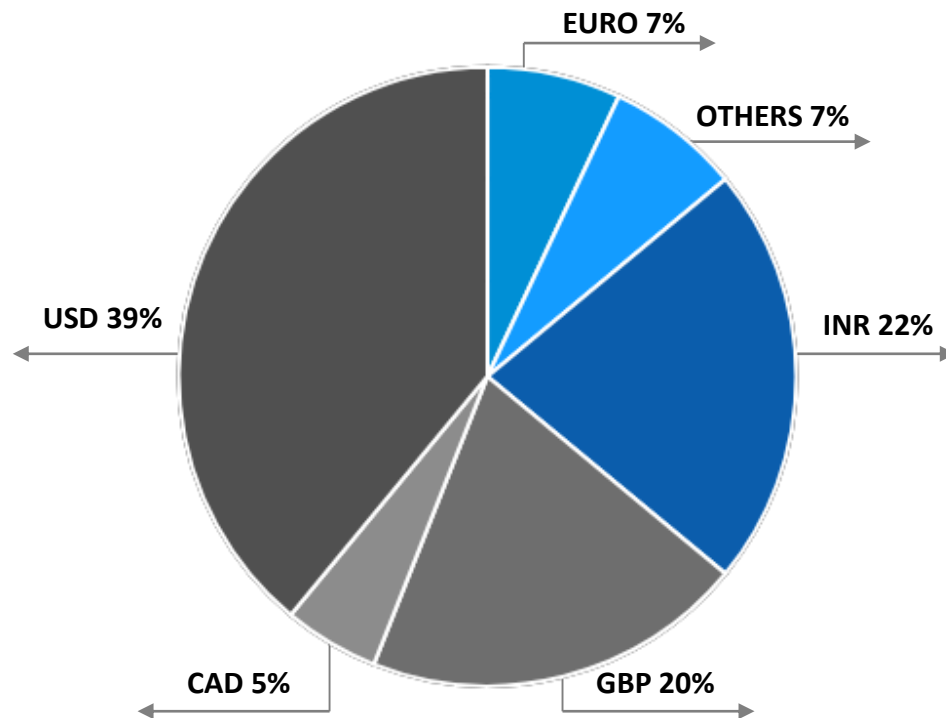
India  
182

Total  
139

# Revenue Mix



CURRENCY WISE Q3 FY 23



Financial Results for the Third Quarter Ended – December 31, 2022

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

PARTICULARS	QUARTER ENDED		YTD ENDED		LTM ENDED	
	Dec 31, 2022 (Q3 FY 23)	Dec 31,2021 (Q3 FY 22)	Dec 31, 2022 (YTD FY 23)	Dec 31, 2021 (YTD FY 22)	Dec 31, 2022 (LTM Q3FY23)	Dec 31, 2021 (LTM Q3FY22)
TOTAL INCOME	555.16	501.94	1625.43	1356.36	2125.54	1750.97
EXPENDITURE						
Software development expenses	254.41	210.26	746.36	579.37	964.59	751.02
Gross Margin	300.75	291.67	879.07	776.99	1160.95	999.94
Gross Margin %	54%	58%	54%	57%	55%	57%
SG & A expenses	152.36	134.00	445.96	354.44	581.30	455.05
R & E expenses	43.47	31.00	125.80	83.52	161.02	107.41
TOTAL EXPENDITURE	450.24	375.26	1318.11	1017.33	1706.90	1313.48
EBITDA	104.92	126.67	307.32	339.03	418.64	437.49
Depreciation & Amortisation	(31.05)	(24.69)	(88.58)	(71.07)	(115.08)	(90,62)
Finance Charges & Hedge	(9.15)	5.39	(12.65)	9.10	(4.31)	10.74
Fx Reins. (loss)/gain	10.75	1.21	13.76	0.00	16.92	(1.47)
Other Income / Expense	8.36	6.03	18.89	15.35	41.96	24.85
Profit / (Loss) before tax	83.83	114.62	238.74	292.42	358.13	380.98
Provision for taxation	(21.80)	(13.76)	(62.17)	(38.60)	(86.31)	(46.55)
PROFIT / (LOSS) AFTER TAX	62.03	100.85	176.57	253.82	271.83	334.43



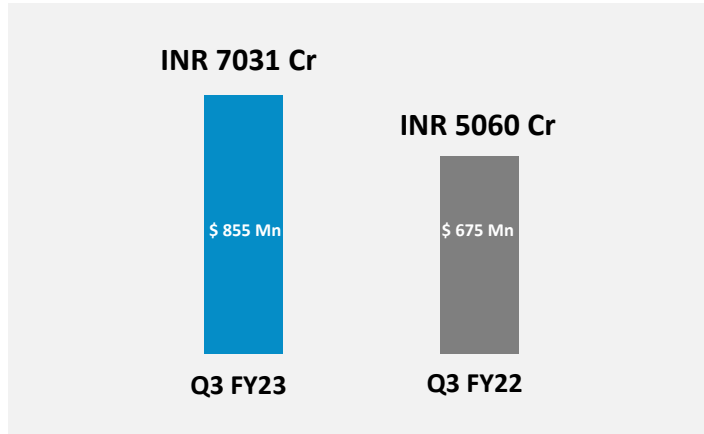
# Destiny Deals and Pipeline

**Deal wins and Digital Transformations**



## 39 % increase in Pipeline – In line with the Revenue Growth

The current funnel of Intellect



Q3 FY23

Out of \$ 855 Mn funnel value, \$ 606 Mn is accounted by 167 Opportunities

Q3 FY22

Out of \$ 675 Mn funnel value, \$ 565.9 Mn is accounted by 159 Opportunities

### DESTINY DEALS

# OF DEALS

68

57

AVG DEAL SIZE  
INR Mn (\$ Mn)

452 (5.5 Mn)

435 (5.8 Mn)

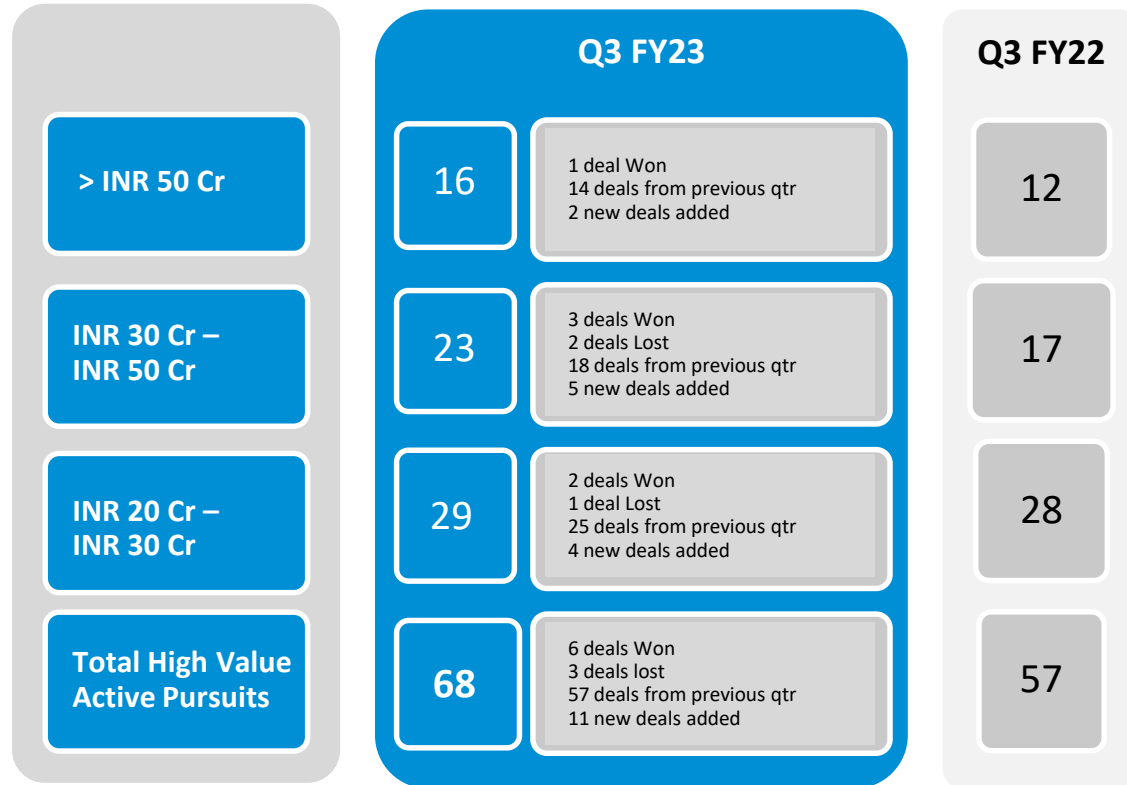
% TO TOTAL  
OPPORTUNITIES

61 %

58 %



## Destiny Deals - good growth in big ticket deals





# New Deal Wins and Digital Transformations

## Q3 FY 23

### Deal Wins

6 new Customers have chosen Intellect for their Digital transformation including 3 Customers who have chosen Intellect platforms

### Digital Transformations (Go-Lives)

8 Global Financial institutions have transformed their Digital journey on Intellect Product stack.

Intellect could achieve this transformation in complex applications 40% faster than other players in the market because of its 300+ fine-grained Packaged Business Components (PBCs) 900+ APIs and low code, accelerated and predictable implementation technology - iTurmeric that replaces coding with configuration.



# Deal Wins

## Deal Wins - 3 platform and 3 product deal wins



iGTB has secured a mandate with **one of the largest French global banks headquartered in Paris** with over US \$3 trillion assets and spread across 50+ countries, to deploy a cloud-native Corporate Treasury Exchange Platform (CTX). With this deal, Intellect now has 6 of the top 10 European banks as its customers. The CTX offers core capabilities like forecasting cash flows, managing cash segmentation, cash sweeping, notional pooling, inter-company lending, investment sweeps, virtual accounts, sub-accounting escrow and real-time cash control, all with a user-friendly experience.



**FIFTH THIRD BANK**

**A top 10 National Bank of United States, Fifth Third Bank**, with \$549 billion in assets under care, has chosen iGTB for a fully cloud-hosted and managed platform for CBX and Corporate Treasury Exchange (CTX). With over 25 banks in the Intellect Portfolio in the United States, Fifth Third leads the pack with the latest treasury management technology. The powerful CTX platform empowers Fifth Third to deliver valuable new corporate cash management propositions while simultaneously protecting the bank and improving returns.

## Deal Wins - 3 platform and 3 product deal wins



**Union Bank of India (UBI), one of the leading public sector banks in India**, with a network of 8,700+ domestic branches, serving over 150 million customers and USD 130 Billion worth of assets, has selected iGTB's Digital Transaction Banking platform to improve its cash management operations. The bank chose Intellect as its digital partner due to its deep expertise and vision for a fully digital bank. With this latest platform, UBI will be more agile and enhance user experience. The platform will enable the bank to update and expand its cash management offering and address complex regulatory and compliance concerns.



**One of the largest commercial banks in the UAE** has signed a deal with Intellect to implement a Debt Management System, a part of Intellect's iKredit360 platform for Corporates. This is an end-to-end credit lifecycle management platform, designed to meet the needs of credit seekers and financial institutions that includes Credit Origination, Loan Servicing, Debt Management, and Collateral & Limits Management.

## Deal Wins - 3 platform and 3 product deal wins



Intellect Digital Lending has been chosen by **one of the largest financial institutions in the Middle East**, for a Loan Origination system for their Corporate Lending Operations across multiple countries. The bank is a key player in the economic development of Jordan and the wider Middle East and North Africa region.

**The largest bank in the Africa in terms of customer base with operations spread across six countries** has been running its Transaction Banking business on iGTB's Digital Transaction Banking platform for more than six years now, across 6 countries. The bank has continued its trust in iGTB and has chosen to upgrade to the latest DTB cloud-native platform for its cash management business in line with its vision to be the champion of the socio-economic prosperity of the people of Africa.



# Digital Transformations in Q3 FY23

*(Go lives)*

## 8 Digital Transformations in Q3 FY23



**Société Générale S.A. (SOCGEN)** is France's 3rd largest bank by total assets. It is also the 6th largest bank in Europe and the world's 18th largest. It is considered a systemically important bank by the Financial Stability Board. By implementing iGTB's Corporate Treasury Exchange (CTX) and Payments Transaction Limits Management solutions, the bank is now able to unleash trapped cash, reduce risks and mitigating the effects of negative interest rates.



**The Bank of New York Mellon Corporation**, an American investment banking services, with \$1.8 trillion assets under management and spread across 35 countries went live with iGTB's Corporate Treasury Exchange (CTX). BNY Mellon was named Among 'Most Admired' and 'Most Just' Companies by Fortune in 2023.



**Qatar National Bank, ranked first on Forbes' list of The Middle East's Top 30 Banks 2022**, spans 31 countries across 3 continents including UK & France. iGTBs Contextual Banking Experience (CBX) and Digital Transaction Banking deployed at QNB is key to accelerate customer self-service for SMEs and corporates and to help the bank upsell and cross-sell their services with context-aware actions. Today, 8 of the top 10 largest Middle East Banks bank with Intellect.

## 8 Digital Transformations in Q3 FY23 (contd)



**VP Bank, the #1 private bank Vietnam** and ranked as one of Vietnam's best performing companies by Top 50 for 5 years in a row, has adopted iGTB's Digital Transaction Banking solution, the world's first fully-integrated & cloud-ready Transaction Banking Platform. This platform is powered by comprehensive product coverage across cash management, payments, account services, self-onboarding and virtual accounts.



**Nainital Bank, a scheduled commercial bank in India** implemented Capital Cube's contextual asset liability management (CALM) module replacing its legacy system. CALM automates the client's data aggregation process to support their asset liability management and BASEL III monitoring and reporting requirements. It seamlessly integrates into their core banking system.



**A Qatari bank, ranked by EuroMoney Excellence Awards as the Best Bank for Corporate Banking in Qatar 2022** went live with iGTB's Virtual Accounts. iGTB Virtual Accounts was recently named Best Virtual Account Solution 2023 by Global Finance group. This solution will enable the bank to have customers under multiple industries like Airlines, Retail, Stock Exchange, Telco and manage their collections efficiently.

## 8 Digital Transformations in Q3 FY23 (contd)



**One of India's largest private sector banks** has gone live with Intellect's Commercial Credit Origination platform. A digital credit origination system, Commercial Loan Origination (CLO) provides in-principle loan approval in minutes, an omnichannel interface with save & resume functionality, and pre-configurable workflows suiting business requirements.



**A new Ethiopian bank** has gone live with iGCB's product Intellect Digital Core, a Cloud-native, Composable, API first core banking platform to power its banking. The bank aims to offer unique banking products and features and an unparalleled intuitive experience. With this implementation, the bank would be able to serve its customers through branch and agent networks across the country, that provide access and last-mile cash-in-cash-out operations, and other rich out-of-branch services.



# Qualitative Commentary

# Intellect Simplifies its Organisation Design for an agile Go-To-Market



*iRTM, the Risk, Treasury and Capital Markets business unit, merges with Intellect Global Consumer Banking (iGCB)*

With Treasury complementing both Intellect Quantum Central Banking & Intellect Digital Core Banking, it makes a strong business case to merge the units. The merger will benefit from the joint-GTM proposition with iGCB and the number of wins for treasury in the central banking space. The business will continue to be led by Rajesh Saxena, CEO, iGCB.



iGTB, the world's first complete Global Transaction Banking Platform, spearheads the consumerisation of corporate banking (COCB) through composable, cloud-native platform powered by microservices and Open Banking APIs. Its Contextual Banking Experience (CBX) is a rich omnichannel suite that covers all Transaction Banking needs (Digital, Payments, Cash Management, Virtual Accounts, Liquidity, iColumbus.ai Trade and Supply Chain and more. The business will continue to be led by Manish Maakan, CEO, iGTB.



*IntellectAI will comprise of Insurance and Wealth business. The insurance business was previously Intellect SEEC*

As IntellectAI, the focus will be on the utilization of AI, data and cloud technology more efficiently to help clients improve the effectiveness of their underwriting and customer/broker/user touch points. Strategically, it allows us to showcase how our solutions are focused on contextual AI and ML, helping our customers transform from the digital age to the information age and enable a healthy portfolio growth. In the wealth space, IntellectAI will transform the Financial Advisor with intelligent capabilities to enhance the advice quality and improve Customer experience along with operational efficiency through hyper-automation. The business will continue to be led by Banesh Prabhu, CEO, IntellectAI.

## Our Competition



Temenos, nCino, Thought Machine



Modern Treasury, Tieto, Backbase, ACI



Groundspeed, Convr, Rossum.ai, Clarity.ai, Avaloq

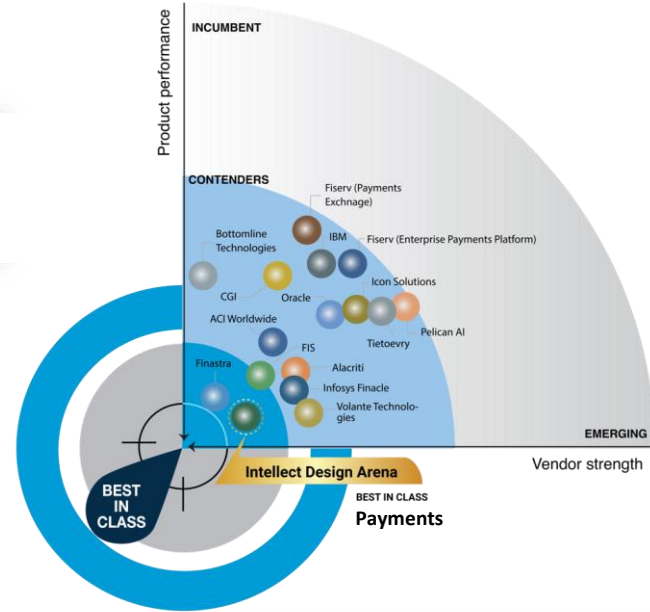
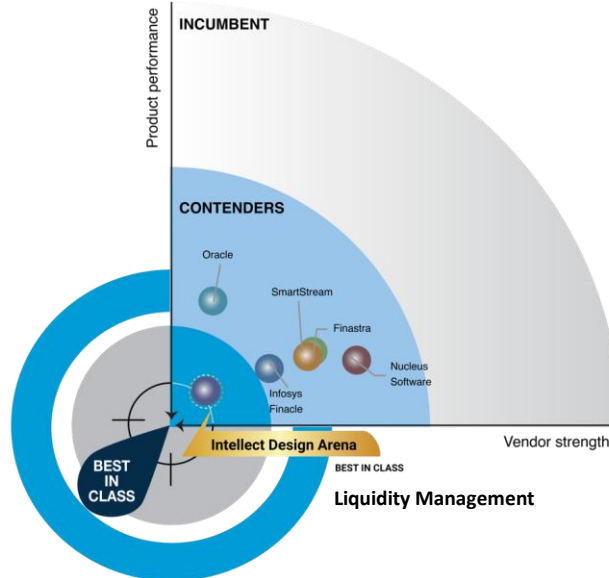


## **Leadership Position Endorsed by Market Leading Analysts**

# Recognised in Global Analyst Leadership Quadrant



iGTB Intellect rated #1 and **"Best in class"**  
in Liquidity Management Platforms



iGTB ratified as leader and **'Best in class'** Payment  
Platform provider in Aite Payments Hub Matrix

# CELENT



## Q3FY23: Intellect benchmarked and rated on top repeatedly



### CELENT

Intellect Design - Digital Core won an XCelent award for 'Advanced Technology' and rated highly amongst Global Core Banking Platforms in Celent's International ABC Analysis Report

### CELENT

iGTB's BaaS Capability is featured as an Emerging BaaS Banking System Vendor across Europe and US in Celent's Report



iGTB has won the Best Transaction Banking Implementation: Most Impactful Projects work with ADIB in IBS Intelligence Global Fintech Innovation Awards 2022

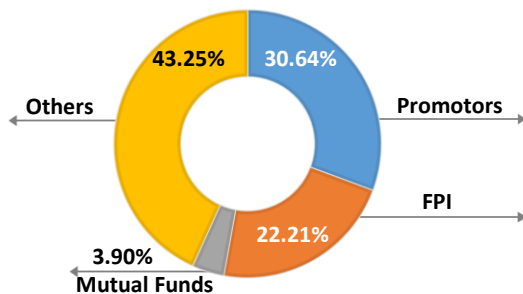


Intellect Design iGTB has won the Best Transaction Banking Implementation: Best Program Governance for our work with Bank Muscat in IBS Intelligence Global Fintech Innovation Awards 2022







# Stock Information



Shareholding Pattern (As on 31<sup>st</sup> December 2022)



Stock Data (As on 31<sup>st</sup> December 2022)

 Market Cap	₹ 6045 Cr.
 Stock Price	₹ 446
 52 Week (High / Low)	₹ 986/407
 NSE / BSE - Symbol	INTELLECT / 538835
 No. of Shares Outstanding	13,55,46,051
 Average Daily Volume (3 Months) – NSE	5.56 Lakhs

# Contacts



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