

THE WORLD'S ONLY NEXTGEN OPEN FINANCE, COMPOSABLE AND CONTEXTUAL FINANCIAL TECHNOLOGY COMPANY

Q2 FY24 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, unauthorised 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.



INTELLECT: A GLOBAL FINANCIAL TECHNOLOGY COMPANY

THE WORLD'S ONLY NEXTGEN, COMPOSABLE AND CONTEXTUAL FINANCIAL TECHNOLOGY PLATFORM

- ACCELERATING DIGITAL TRANSFORMATION AND VALUE CREATION
- WITH DESIGN THINKING IN OUR DNA
- PROVIDING COMPREHENSIVE SOLUTIONS TO FINANCIAL INSTITUTIONS
- CONNECTING BUSINESS, TECHNOLOGY AND OPERATIONS
- YOUR RIGHT-SIZED PARTNER FOR DIGITAL INNOVATION

OUR PURPOSE

TO PROVIDE LARGE ENTERPRISE GRADE **COMPOSABLE AND CONTEXTUAL SOLUTIONS** DRIVING HIGHER BUSINESS GROWTH, REDUCING COST AND RISK ON A SUSTAINABLE BASIS



of Domain Expertise
in FinTech



Global BFSI Clients



Country Presence



World's First Design Centre
for Financial Technology

DESIGN IS AT THE HEART OF DIGITAL STRATEGY

The single most powerful competitive differentiator for financial institutions to drive Digital Leadership



World's first design center for financial Institutions inaugurated in 2013. FinTech 8012 Design Center, Chennai.



FinTech 8012 Design Center, Mumbai inaugurated in 2014 for digital design sessions



Business, Technology & Operations Space at FinTech 8012



Understanding Requirements
Stated / Felt / Unstated



Observing Patterns



Connecting the dots



Unearthing Blind spots

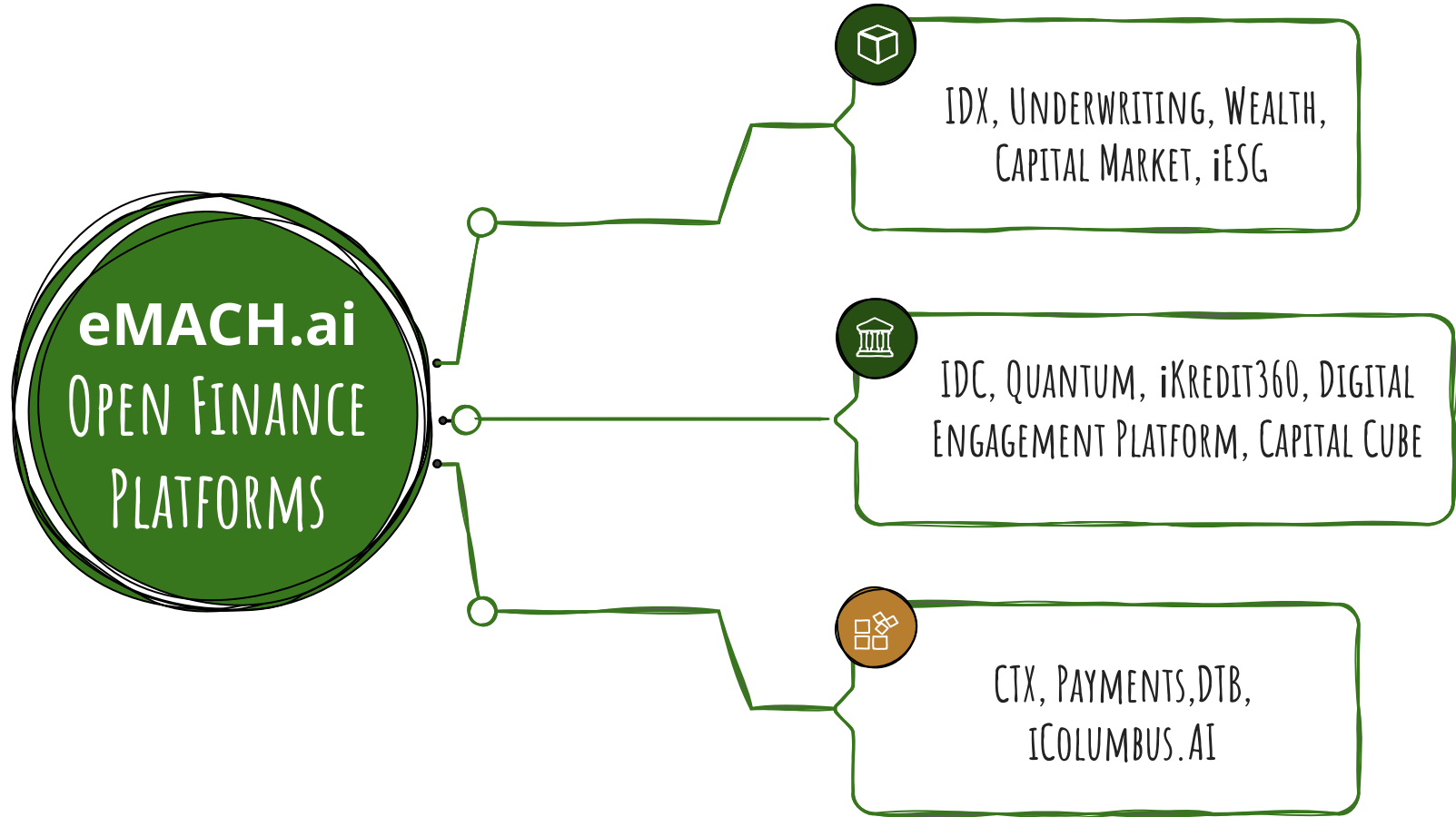


eMACH.ai

My Signature Solution

THE WORLD'S LARGEST OPEN FINANCE PLATFORM
WHICH IS AN ARCADE OF THE MOST COMPREHENSIVE
MICROSERVICES AND APIS, ENABLING BANKS TO
MOVE PROGRESSIVELY TO WAVE 5

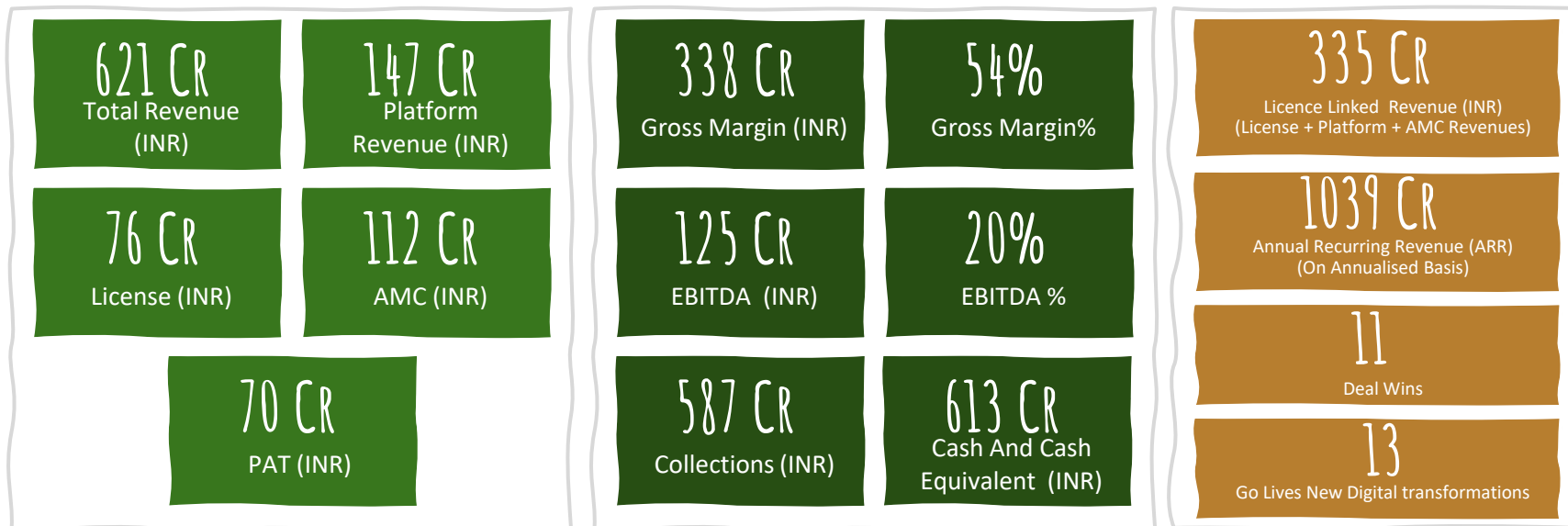




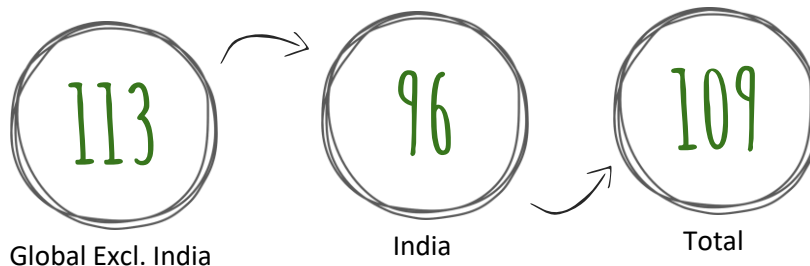
PERFORMANCE OVERVIEW



Q2 FY 24 - FINANCIAL HIGHLIGHTS



DSO (AS AT 30TH SEPTEMBER 2023)
EXCLUDING CONTRACTUALLY NOT DUE



H1 FY 24 - FINANCIAL HIGHLIGHTS



1266 CR
Total Revenue
(INR)

288 CR
Platform
Revenue (INR)

704 CR
Gross Margin (INR)

56%
Gross Margin%

695 CR
Licence Linked Revenue (INR)
(License + Platform + AMC
Revenues)

188 CR
License (INR)

219 CR
AMC (INR)

280 CR
EBITDA (INR)

22%
EBITDA %

22
Deal Wins

164 CR
PAT (INR)

1169 CR
Collections (INR)

613 CR
Cash And Cash
Equivalent (INR)

23
Go Lives
New Digital
transformations

LTM Q2 FY 24 - FINANCIAL HIGHLIGHTS



2441 CR
Total Revenue
(INR)

513 CR
Platform
Revenue (INR)

1354 CR
Gross Margin (INR)

55%
Gross Margin%

1310 CR
Licence Linked Revenue (INR)
(License + Platform + AMC
Revenues)

373 CR
License (INR)

423 CR
AMC (INR)

528 CR
EBITDA (INR)

22%
EBITDA %

40
Deal Wins

317 CR
PAT (INR)

2127 CR
Collections (INR)

613 CR
Cash And Cash
Equivalent (INR)

41
Go Lives
New Digital
transformations

PREDICTABLE AND SUSTAINABLE GROWTH



Cash: Cash position as of Q2FY24 is **613 Cr**
with Collections crossing **1100 Cr** in H1

LTM Revenue: **20%** CAGR in 3
years and **18%** CAGR in 1 year

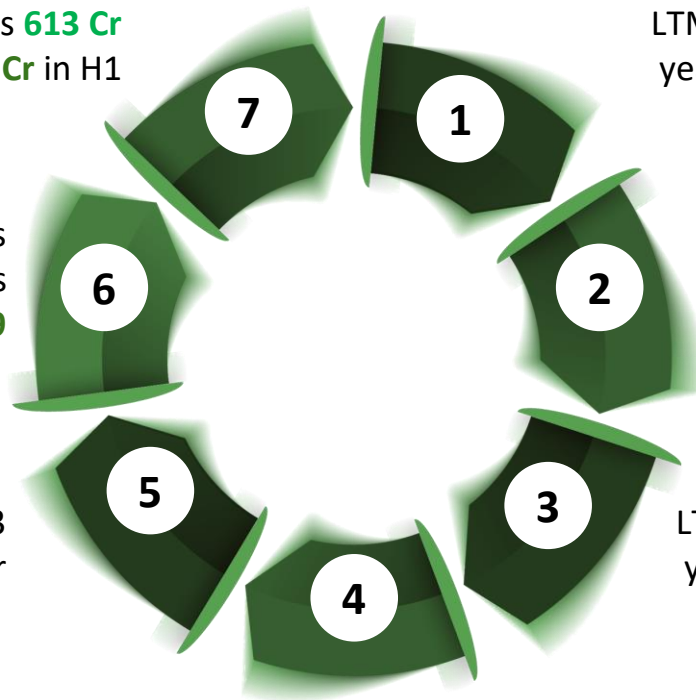
LTM LLR: **21%** CAGR in 3
years and **17%** CAGR in 1 year

LTM EBITDA: **32%** CAGR in 3
years and **20%** CAGR in 1 year

LTM PBT: **43%** CAGR in 3
years and **10%** CAGR in 1 year

LTM PAT: **34%** CAGR in 3
years and **2%** CAGR in 1 year

DSO: Days sales
outstanding for Q2FY24 is
109

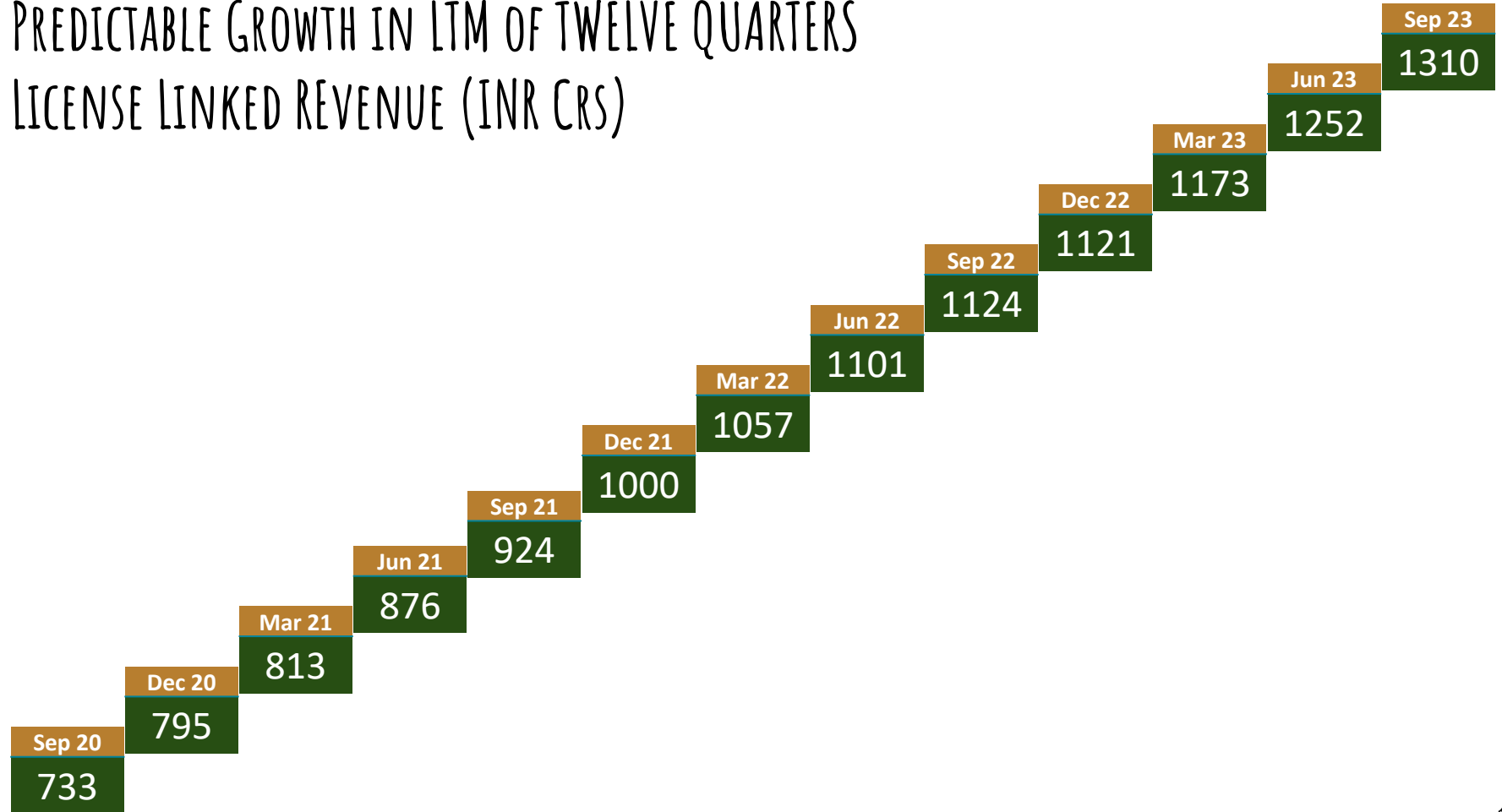


PREDICTABLE AND SUSTAINABLE GROWTH IN LTM OF TWELVE QUARTERS

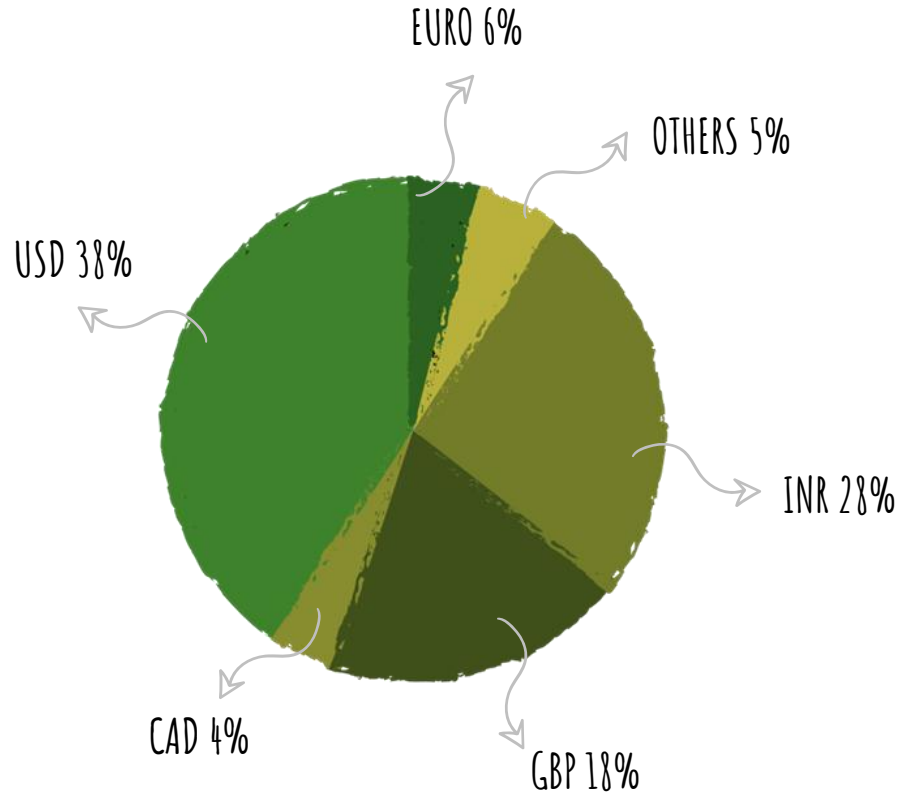
TOTAL REVENUE (INR CRS)



PREDICTABLE GROWTH IN LTM OF TWELVE QUARTERS LICENSE LINKED REVENUE (INR CRS)



REVENUE MIX: CURRENCY WISE Q2 FY 24



Financial Results for the Second Quarter Ended – September 30, 2023

Additional Information on function wise classification of the statement of Profit and Loss of the Group

INR Crs

Particulars	Quarter Ended	
	Sep 30, 2023 (Q2 FY 24)	Sep 30, 2022 (Q2 FY 23)
Total Income	621.41	529.81
Expenditure		
Software Development Expenses	283.72	251.64
Gross Margin	337.69	278.17
SG & A Expenses	164.07	149.43
R & E Expenses	48.52	42.50
Total Expenditure	496.30	443.57
EBITDA	125.10	86.24
EBITDA %	20.1%	16.3%
Depreciation & Amortisation	(33.74)	(29.45)
Hedge Impact	(2.36)	(2.27)
Fx Reins. (Loss)/Gain	(0.88)	0.28
Other Income / Expense	7.99	7.13
Profit / (Loss) Before Tax	96.12	61.92
Provision For Taxation	(25.68)	(16.16)
Profit / (Loss) After Tax	70.44	45.77

Half Year Ended	
Sep 30, 2023 (H1 FY 24)	Sep 30, 2022 (H1 FY 23)
1,265.79	1,070.27
561.86	491.95
703.93	578.32
326.04	293.60
97.72	82.33
985.62	867.87
280.17	202.39
22.1%	18.9%
(67.71)	(57.53)
(7.36)	(1.43)
(3.31)	3.01
20.70	8.46
222.49	154.91
(58.59)	(40.37)
163.91	114.54

Last Twelve Months (LTM)	
Sep 30, 2023 (LTM Q2 FY 24)	Sep 30, 2022 (LTM Q2 FY 23)
2,441.49	2,072.32
1,087.91	920.44
1,353.58	1,151.88
637.90	562.94
187.79	148.55
1,913.59	1,631.92
527.90	440.39
21.6%	21.3%
(131.69)	(108.71)
(20.65)	14.22
6.59	7.38
47.42	35.64
429.57	388.92
(112.97)	(78.27)
316.60	310.65

Note: Hedge Impact is shown below EBITDA in the P&L above

ACCELERATING GROWTH WITH EMACH.AI



TWO LARGE DESTINY DEALS WON IN PACIFIC REGION FOR eMACH.AI POWERED DIGITAL CORE PLATFORM



A wholly-owned subsidiary of a leading development bank in the Pacific region, which is licensed to provide inclusive financial services to the indigenous-owned SME's and low-income households to enable them to create wealth and actively participate in the socio-economic and rural development of the region has chosen iGCB's Digital Core Platform

A leading finance, property and investment group, which is listed on the Port Moresby Stock Exchange which has assets valued at more than K1 billion and operates throughout the Pacific with offices has chosen iGCB's Intellect Digital Core Platform

SOLUTION

The banks have chosen iGCB's eMACH.ai enabled Intellect Digital Core (IDC) to power their banking operations.

IDC is a comprehensive Core Banking Platform, enables banks to create signature banking for their evolving customers. The platform delivers a contextual experience to end customers throughout their journey.

- IDC will enable banks to launch innovative products across current and savings accounts, deposits, payments, lending, treasury and trade finance to cater to their customers' ever-evolving banking requirements
- Elevate customer experience through relationship-based pricing, contextual product cross-sell and upsell recommendations
- Launch new products in days rather than months, by leveraging the composable architecture and IDC's unique UI-based product configurator solution.
- Process high volumes of International and domestic payments in real time
- Offer fully digital end-to-end loan management and comprehensive NPA management
- Remove information silos, provide instant analytics and reports to bank employees through customer 360 and CXO cockpit



eMACH.ai ACCELERATES GROWTH WITH 11 DEAL WINS IN Q2 FY 24

OTHER SIGNIFICANT DEAL WINS OF THE QUARTER ARE:

AMERICAS

A Top 15 US bank has extended its trust with iGTB's CTX solution

EUROPE

A company that helps global brands source more fairly and sustainably has chosen Magic Invoice



IMEA

An Indian public sector bank has chosen iGCB's eMACH.ai enabled Capital Cube

A leading bank in the UAE and the 4th largest Islamic bank globally by assets has chosen iGCB's CBXR and extended its engagement in Corporate Banking by selecting iGTB

India's first dedicated education loan company has chosen Capital Cube

CUSTOMER TRUST GROWING WITH OTIF DELIVERIES - 13 GO LIVES IN Q2 FY 24



THE DIGITAL TRANSFORMATIONS OF THE QUARTER ARE:

AMERICAS

One of the Top 20 largest banking institutions in the world has gone live with iGTB's Escrow solution on cloud for its American subsidiary

A Canadian multinational banking and financial services corporation has gone live with iGTB's PAYCASH-CX

EUROPE

Resurs Bank a leading retail finance bank in the Nordic region has gone live with eMACH.ai enabled IDC



APAC

A leading Islamic bank headquartered in Kuala Lumpur, Malaysia went live with eMACH.ai enabled DTB

IMEA

A commercial bank in Kenya went live with eMACH.ai enabled DTB

eMACH.ai: ACKNOWLEDGED AS A TRANSFORMATIVE OPEN FINANCE PLATFORM BY INDUSTRY

GARTNER

Intellect cited as a sample vendor in Gartner's Hype Cycle for Digital Life and P&C Insurance, 2023 for Digitally Engineered Underwriting

ISG

> Intellect Design's - Payment Processing Platform has been rated as "LEADER" (top 4) in ISG Provider Lens™ Quadrant study for "Digital Banking Technology and Platforms 2023"

> Intellect Design's - Digital Banking Engagement Platform (DBEP) has been rated as "LEADER" (top 4) in ISG Provider Lens™ Quadrant study for "Digital Banking Technology and Platforms 2023"

> Intellect Design's - Digital Core Banking Platforms (IDC) has been rated as "LEADER" (Top 3) in ISG Provider Lens™ Quadrant study for "Digital Banking Technology and Platforms 2023"

WEALTH BRIEFING ASIA

WealthForce.AI was named a winner in the Artificial Intelligence Application category for its exceptional usage of AI as part of its offering to the Asian wealth management market.

WEALTHTECH100

IntellectAI was named as one of the top 100 most innovative technology companies transforming the global investment, banking, and wealth management industries

STRONG FUNNEL PROGRESSION FOR THE YEAR



The current funnel of Intellect

INR 7520 Cr



Q2 FY 24

INR 7240 Cr



Q1 FY 24

INR 6528 Cr



Q2 FY 23

Q2 FY 24

Out of INR 7,520 Cr funnel value, INR 6,108 Cr is accounted by 177 Opportunities

Q1 FY 24

Out of INR 7,240 Cr funnel value, INR 6,324 Cr is accounted by 180 Opportunities

Q2 FY 23

Out of INR 6,528 Cr funnel value, INR 5,059 Cr is accounted by 166 Opportunities

DESTINY DEALS

OF DEALS

AVG DEAL SIZE
INR Cr

AS % OF
TOTAL

Q2 FY 24

74

53

62%

Q1 FY 24

73

53

68%

Q2 FY 23

66

43

65%

DESTINY DEALS - CONSISTENT GROWTH IN BIG TICKET DEALS

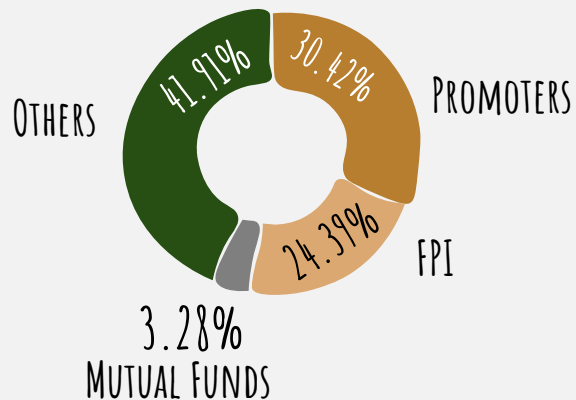


	Q2 FY 24	Q1 FY 24	Q2 FY 23
> INR 50 CR	19 <ul style="list-style-type: none">• 1 WON• 17 FROM PREVIOUS QTR• 2 ADDED	18	15
INR 30 CR – INR 50 CR	25 <ul style="list-style-type: none">• 2 WON• 1 LOST• 22 FROM PREVIOUS QTR• 3 ADDED	25	23
INR 20 CR – INR 30 CR	30 <ul style="list-style-type: none">• 4 WON• 2 LOST• 24 FROM PREVIOUS QTR• 6 ADDED	30	28
TOTAL HIGH VALUE ACTIVE PURSUITS	74 <ul style="list-style-type: none">• 7 WON• 3 LOST• 63 FROM PREVIOUS QTR• 11 ADDED	73	66



STOCK INFORMATION

SHAREHOLDING PATTERN (AS ON 30TH SEPTEMBER 2023)



STOCK DATA (AS ON 30TH SEPTEMBER 2023)

₹ MARKET CAP	₹ 9638 CR.
📈 STOCK PRICE	706
⬆️⬆️ 52 WEEK (HIGH / LOW)	₹ 747/389
📊 NSE / BSE - SYMBOL	INTELLECT / 538835
📈 NO. OF SHARES OUTSTANDING	136518710
📊 AVERAGE DAILY VOLUME (3 MONTHS) – NSE	8.49 LAKHS



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