

CONTEXTUAL AND DIGITAL

Leading the Transformation Agenda

Q2 FY 20 Results ending 30th September, 2019
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.

Executive Summary Q2FY20



E1: Revenue

- Total Revenue for Q2 FY20 is NR 327.51 Cr. In \$ terms, it is US \$ 46.57 Mn
 - H1 FY 20 Total Revenues is INR 671 Cr. In \$ terms, it is US \$ 96 Mn
 - A double digit \$mn deal in iGTB with a Top 20 Global Bank deferred
 - Three cloud deal wins have no significant impact on current Quarter revenues
-

E2: License Revenue

- Q2 FY20 License Revenue is INR 53 Cr.
 - H1 FY 20 License revenues is INR 119 Cr
 - Q2 FY20 AMC Revenue is NR 63 Cr
-

E3: Gross Margin, EBITDA and PAT

- Gross Margin is INR 148.44 Cr in Q2 FY20, 45.32% of revenues
- EBITDA for Q2 FY20 is INR (4.93 Cr) and H1FY20 is INR 7.3 Cr
- Net Profit (Loss) for Q2 FY20 is INR (17 Cr) and H1FY20 is INR (13.6 Cr)

E4: Collections and Investment in Product Development (Capitalised)

- Collections for Q2 FY20 is INR 311.98 Cr
 - The Net Days of Sales Outstanding (DSO) after taking customer advances into account is 126 days in Q2 FY20
 - Investment in Product Development (Capitalised) is INR 28.36 Cr
-

E5: Cash and Debt position

- Cash and Cash Equivalent is INR 116.33Cr
- Net Cash is INR (31.73 Cr)
- Term loan is INR (82.12 Cr)

Executive Summary Q2FY20



E6: Order backlog – Cloud/Subscription deals

- Order backlog relating to GeM - INR 400 Cr as of Q2 FY20
 - Order backlog relating to other Cloud deals – INR 375 Cr as of Q2 FY 20
-

E7: iGTB registered INR 128.12 Cr Revenue

- iGTB registered INR 128.12 Cr revenue in Q2 FY 20
- 58% of its Q2 FY 20 revenue is from Advanced Markets

E8: IDC 19.1 gaining momentum

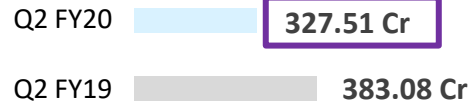
- Registered 2 multi-million deal wins in this quarter
 - The Commonwealth Trade Bank, an established UK regulated wholesale bank and a large bank in South East Asia have chosen IDC 19.1, which is well poised to accelerate the Banks' digital transformation initiatives
- Our first and breakthrough deal in Europe for Intellect Digital Core has gone live



Q2 FY20 – Revenue at 327.51 Cr

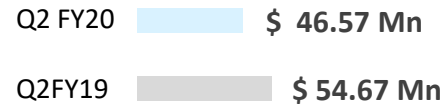
Q2 FY20 REVENUE (INR)

327.51 Cr



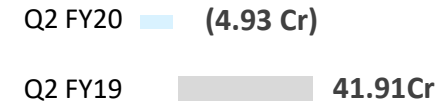
Q2 FY20 REVENUE (US \$)

\$ 46.57 Mn



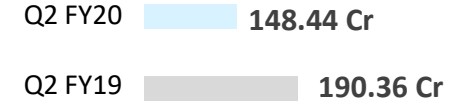
EBITDA (INR)

(4.93 Cr)



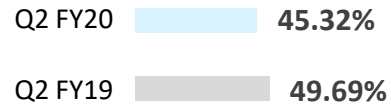
GROSS MARGIN (INR)

148.44 Cr



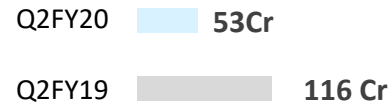
GROSS MARGIN % (INR)

45.32 %



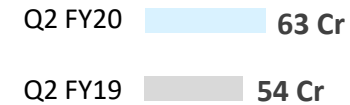
LICENSE (INR)

53 Cr



AMC (INR)

63 Cr



PAT (Loss) - INR

(17.02 Cr)



Collections for
Q2 FY20 (INR)

311.98 Cr

Net DSO (including
Customer advances)

126 Days

Investment in Product
Development (Capitalized)

28.36 Cr

Deal Wins in Q2 FY20

9

Large Deal
Wins

4

Implementations
(Go Lives)

13

CSR contribution

0.5 Cr



Financial Results for the Second Quarter Ended – September 30, 2019

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

Particulars	QUARTER ENDED			HALF YEAR ENDED		YEAR ENDED
	September 30, 2019 (Q2 FY 20)	June 30, 2019 (Q1 FY 20)	September 30, 2018 (Q2 FY 19)	September 30, 2019 (H1 FY 20)	September 30, 2018 (H1 FY 19)	March 31, 2019 (FY19)
INCOME						
Income from software product license and related services	32,751.30	34,338.13	38,307.90	67,089.43	68,321.31	1,45,873.25
EXPENDITURE						
Software development expenses	17,906.95	18,158.79	19,271.86	36,065.74	35,213.87	73,717.60
Gross Margin	14,844.35	16,179.34	19,036.04	31,023.69	33,107.44	72,155.65
Gross Margin %	45.32%	47.12%	49.69%	46.24%	48.46%	49.46%
Selling and marketing & General and administrative expenses	11,663.16	11,403.73	11,434.53	23,066.88	21,816.92	45,526.46
Research & Engineering expenses	3,329.55	3,355.13	2,374.56	6,684.68	4,519.99	10,039.81
Provision for Debts and Write offs	345.00	195.00	1,129.68	540.00	1,324.68	1,739.16
Total Expenditure*	33,244.65	33,112.65	34,210.63	66,357.30	62,875.46	1,31,023.03
EBITDA	(493.35)	1,225.48	4,097.27	732.13	5,445.85	14,850.22
Depreciation/Amortisation	1,621.12	1,654.46	1,072.89	3,275.58	1,915.76	4,155.71
Hedge Impact	(93.73)	(58.82)	(270.80)	(152.55)	(398.97)	(916.32)
Finance Charges	477.89	393.87	341.02	871.75	648.88	1,144.25
Other Income (including Treasury)	800.23	1,507.66	1,048.85	2,307.89	5,214.95	6,270.56
Reinstatement of Receivables / Liabilities	349.94	23.32	506.87	373.26	600.01	(1,180.31)
Minority Interest/ Share of profit/(loss) of Associate Companies	(96.70)	(282.97)	(244.99)	(379.68)	(272.92)	305.03
Profit / (Loss) before tax	(1,632.62)	366.34	3,723.29	(1,266.27)	8,024.26	14,029.21
Provision for taxation	68.95	27.22	576.68	96.17	525.21	894.70
Profit / (Loss) after tax	(1,701.57)	339.12	3,146.60	(1,362.44)	7,499.05	13,134.51

* Total Expenditure includes ESOP cost of INR 4.03 Cr in current quarter



Digital Transformation Deals

CONTEXTUAL and DIGITAL is the Key Differentiator

9

Total Wins in Q2 FY20
including 4 large Digital
transformation deals

Two Large Multi-Million Deal wins for IDC 19.1

The Commonwealth Trade Bank, an established UK regulated wholesale bank and a one of the large banks in South East Asia will implement Intellect's powerful Digital Core solution, IDC 19.1. Designed on a formidable Digital 360 proposition, IDC 19.1 presents banks with the best of both worlds; Digital Outside translates to enhanced customer experience and the Digital Inside drives operational efficiencies.

iGTB strikes two large deal wins for its Liquidity Management solution (LMS) :

A leading bank operating in United Arab Emirates and a Dubai government-owned largest banking group in the Middle East have chosen iGTB Liquidity Management solution to deliver superior cash and liquidity management to their clients.



Digital Implementations

13

Total
Implementations in
Q2 FY20

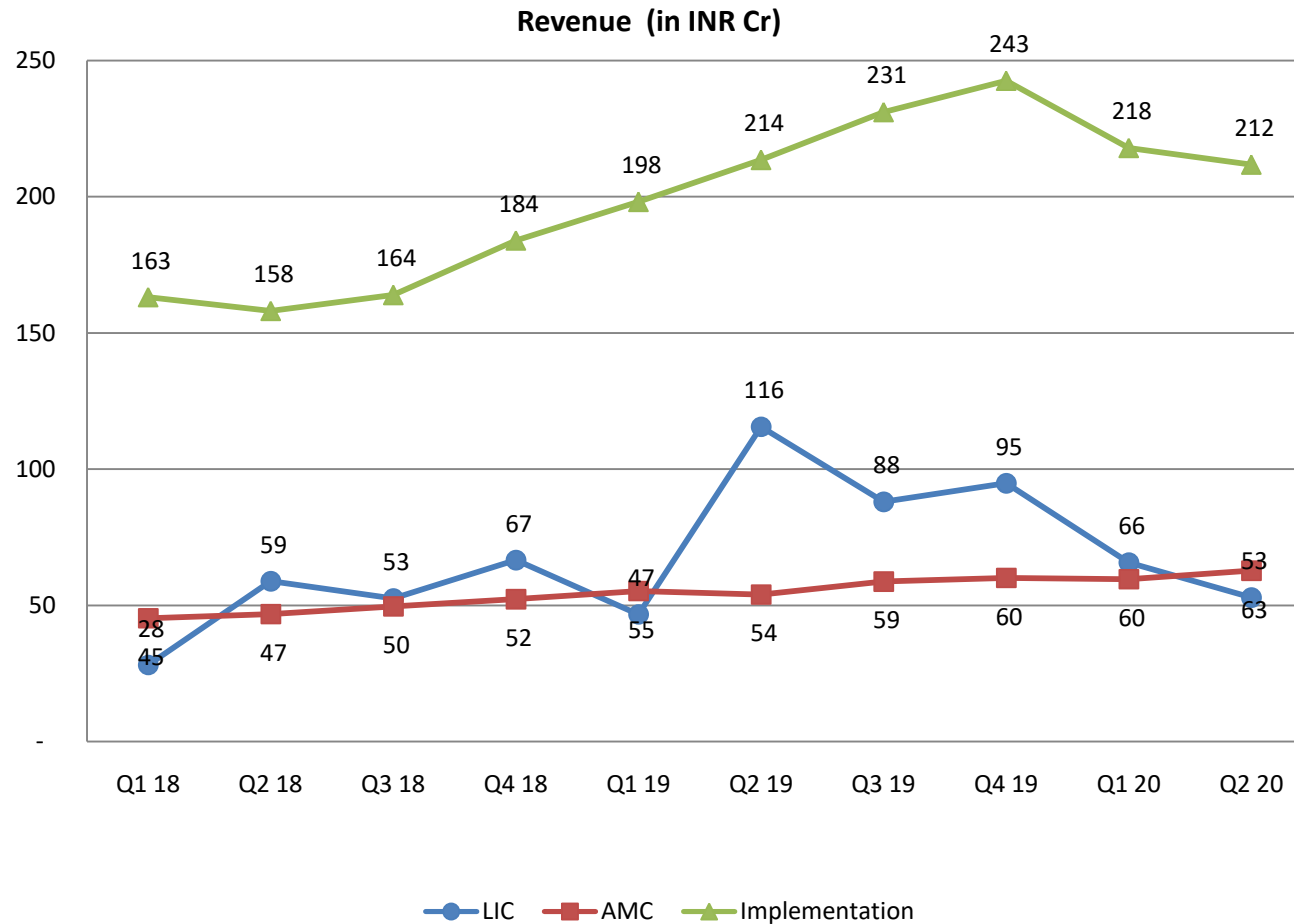
Intellect SEEC completed **largest digital transformation in Insurance in UK** successfully with Zero migration defects. This is credit to the Digital assets and methodology at Intellect.

Abu Dhabi Islamic Bank (ADIB) Goes Live with Intellect's Digital Transaction Banking. iGTB solution is key to the digital transformation of ADIB's end-to-end transaction banking services, empowering the bank to provide convenient, rapid and more operationally efficient services

Raiffeisenlandesbanks Go Live with Intellect's Digital Trade Finance Solution. iGTB's single implementation enables Raiffeisenlandesbanks to transform their end-to-end trade finance operations and facilitate continuing business and market demands

A **leading commercial bank in Kenya** has gone live with iGTB's CBX and Contextual Payments. The transformation program will place the bank on an accelerated path to achieve its vision of becoming Kenya's leading bank in providing great customer experience.

Q2 FY 20 – Management Overview



- Of the three components of Revenue, AMC and Implementation revenues have grown steadily over the last 8 Quarters, owing to
 - New Wins , leading to Implementation and Go-lives
 - Rate Card increases
 - Shift of Revenue mix towards Advanced Markets
- License revenue has fluctuated between INR 28 Cr to INR 116 Cr, based on Deal closures. This volatility has made Total revenues unpredictable
- Our industrialization efforts in improving operational efficiency has translated in INR 10 Cr reduction in cost over same period last year (Jul – Sep'18)



Q2 FY 20 – Management Overview

- In iGCB, Lending has revived with a string of recent wins. Cards registered a win with a key Indian leader. Overall, iGCB has a pipeline in excess of \$45 Mn for H2FY20

- iGTB has a funnel over \$90 Mn for H2 FY 20. In addition, significant potential exists for cross/up-sell with existing customers owing to high NPS scores. Our FY 19 wins are going live which should bolster our referenceability

- Intellect SEEC have registered a pipeline of over \$ 20 Mn for Xponent, Digital Underwriting platform powered by AI & ML. Some of these are expected to close in Q4FY20. InsureTech event in US saw great traction for both Xponent and our Data practice



Collections and DSO

Collections by GEO

GEO	Americas	Europe	MEA	India	APAC	Total
INR (Cr)	48.42	108.25	51.65	39.96	63.69	311.98
\$Mn	6.83	15.27	7.29	5.64	8.99	44.02

DSO

GEO	Americas	Europe	MEA	India	APAC	Total
Billed	32	14	106	34	78	48
DSO - including Customer Advances	113	39	176	145	242	126

Healthy Pipeline

Destiny Deals

41

Active Pursuits – Q2FY20

- The current funnel of Intellect is around INR 3685 Cr (\$ 524 Mn), out of which INR 3313 Cr (\$471 Mn) is accounted by 134 opportunities
- Average deal size in Q2FY20 stands at INR 16.88 Cr (\$ 2.4 Mn) against INR 12.66 Cr (\$ 1.8 Mn) in Q2FY19

Destiny Deals – Q2FY20

- Average deal size of destiny deals stands at INR 44 Cr (\$ 6.2 Mn) in Q2FY20
- 41 destiny deals in Q2 FY 20 against 35 in Q2 FY 19
- Destiny deals contribute 65% of total opportunity funnel in Q2FY20 against 56% in Q2FY19

Active Pursuits

High value active pursuits

40+

- 8 pursuits are of value more than **INR 50 Cr each**
- 13 pursuits are of value between **INR 30 Cr to INR 50 Cr**
- 20 pursuits are of value between **INR 20 Cr to INR 30 Cr**

Q1 FY20 Active Pursuits	Won	Lost	Added	Q2FY20 Active Pursuits	Remarks
7	-	-	1	8	7 deals from Q1FY20 1 new deal added
14	1	1	1	13	1 deal Won 1 deal Lost 12 deals from Q1FY20 1 new deal added
20	3	1	4	20	3 deals Won 1 deal Lost 16 deals from Q1FY20 4 new deals added



Strong Order backlog

Q2 FY20

License Based

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

INR 1100 Cr

Subscription/Cloud Based

INR 400 Cr

(GeM project)

INR 375 Cr

(Other Cloud deals)

Q1 FY 20

License Based

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

INR 1128 Cr

Subscription/Cloud Based

INR 300 Cr

(Excluding order backlog of GeM project)

Repeat revenue from existing customers stood at 98% (Q2 FY20)



Management Commentary



**Bulk of the
Iceberg**



Monetisation



**Bulk of the
Iceberg**



Monetisation



Few observations

“Current accounting systems are quite inadequate to measure intrinsic strength and future revenue/Profit potential of Technology business.”

The Cloud based enterprise softwares and AI/ML data models have redefined the marketplace and commercial models.

Private equity does this job better and thus we see stratospheric valuation in few technology companies.”



What are the right metrics for the **Financial Technology** companies?

- **Product**

- Product architecture
- Depth of Functionality and configurability
- Integrated, Secured and certified with complex financial ecosystem.
- Compliant with regulatory framework in multiple geographies

- **Market acceptance**

- First 3 reference customers
- Ease of switching/ Onboarding
- Intuitive : lesser cost of employee training

- **Network Effect**

- Cycle time to onboard new customer
- Disruptive pricing for Tier 3 and tier 4 customers since BOM for software is part of initial capital investment of product build up cost.
- Advantage of Low cost production and support out of India.



Intellect as Fintech Marketplace – **Asset inventory**

- **Retail Banks**

- Intellect Digital Core IDC 19
- Contextual banking Experience CBX
- Credit Card management
- Intellect Digital Lending

- **SME banking and NBFC**

- Intellect Commercial Lending Suite
- Microfinance Management
- Treasury and Asset Liability management

- **Corporate Banking**

- Contextual banking Experience CBX
- Digital Payments
- Liquidity Management
- Integrated Trade and supply chain finance
- Digital Transaction banking suite

- **Insurance**

- Intelligent Underwriting Workstation (Xponent)
- Intellect Claims
- Data

- **Capital Market**

- Wealth Qube – Relationship Manager workstation
- Contextual and integrated Brokerage Platform
- Intellect asset servicing Platform

- **Central banks**

- Quantum Core banking
- Currency management
- Integrated treasury

Digital has moved on!

Unravelling Digital

**Digital
Transformation**

Channel

Products

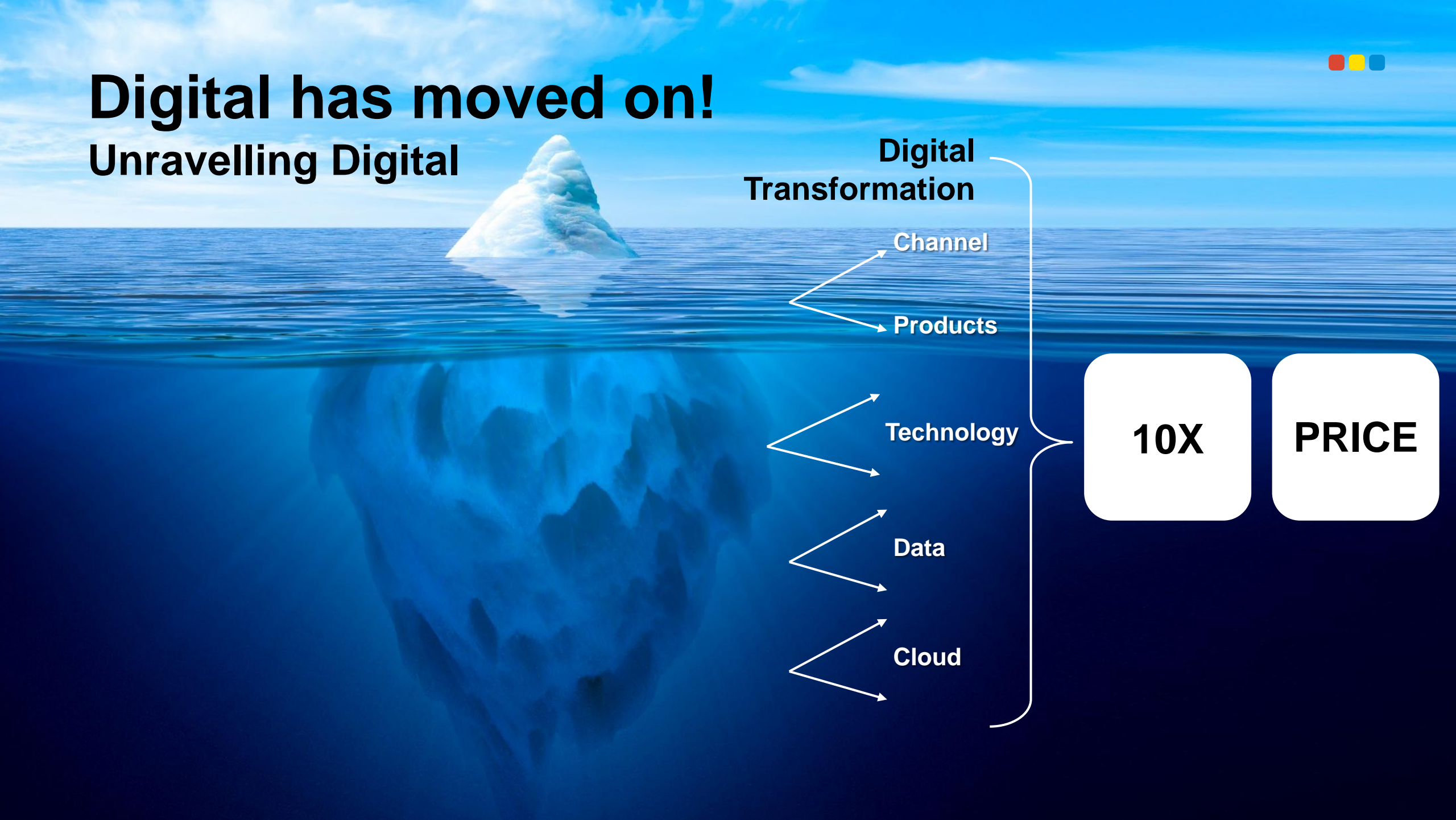
Technology

Data

Cloud

10X

PRICE



Industrialisation Outcome since Intellect 2.0 (April 2018)

- Efforts for Implementation : Delivery excellence framework based on Design Thinking approach (D1-D7 Framework) resulted in reducing
 - Efforts reduction : ranging from 35% to 65%.
Cycle Time : large implementation from 18-21 months to 10 months.
Mid size bank : from 9-12 months to 16 to 26 Weeks.
Defects : 4 zero defect UATs in Q2. dramatic reduction in UAT defects because of Devops as well as 4 automated testing tools.
-

Low coding Platforms essential for Cloud Delivery

Olive Fabric : Drag and drop technology of enterprise integration. 250 Interfaces in less than 7 weeks delivered to one north American client. Integrated API fication of legacy module.

Purple Fabric – 12 layer Big data, Machine learning, Data modeling and packaging and API distribution.

Hub Technology integrated with Drools and BPM open source platform for configurable operations

Canvas Technology – for true omnichannel integrated experience with native mobile.

ARX – Enterprise and application based security with single sign on.

Theta Platform : Testing Platform for UI , Functional to regression test suites.

IDX : Intelligent document and forms analyser to support autofill applications and provides risk sentiments.



Benefits of Industrialisation

The shift in Paradigm

Less is more : Instead of adding talent resources, we have reduced over 300 resources in last 6 months.

Last 2% is 200% - extreme focus on design, design and design to make final product first time right.



**Bulk of the
Iceberg**



Monetisation

Oct 2019 to Mar 2021



Monetisation Framework

Segmentation – Size of the customer's business

Country by country

Segmentation behaviour

- Tier 1 : Top 5 leaders in each country leads the business because of their higher investments in Technology. They want to buy the best technology and are willing to pay top dollars to procure technologies which sustains their leadership. They prefer to own the technology and thus willing to higher upfront license costs and continue support
 - Tier 2 : Next 6 to 25 players in market who leverage technologies but willing to work with optimised technologies.
 - Tier 3 : next 25 to 500 Players in market who are willing to pay as per business outcome. Typically SAAS players.
 - Digital Challenger banks : Driven only from technology and believe in very low operational costs.
-

Country by Country segmentation

- Advanced Countries : US, UK, Germany, Japan, Canada, Australia, Singapore, Hongkong, Austria
- Growth Markets : India, China, UAE, KSA, GCC, Thailand, Malaysia, Philippines, Vietnam
- Emerging markets : Africa, CIS countries



Intellect Choices of Monetisation

- Tier 1 segment : Intellect start the product from tier1 customer. Tier 1 customer ensure robustness and agility of product architecture, Configuration and width of market needs and depth of uninterrupted deliveries. Intellect value sells to these customers based on **premium License** and annual maintenance fees.

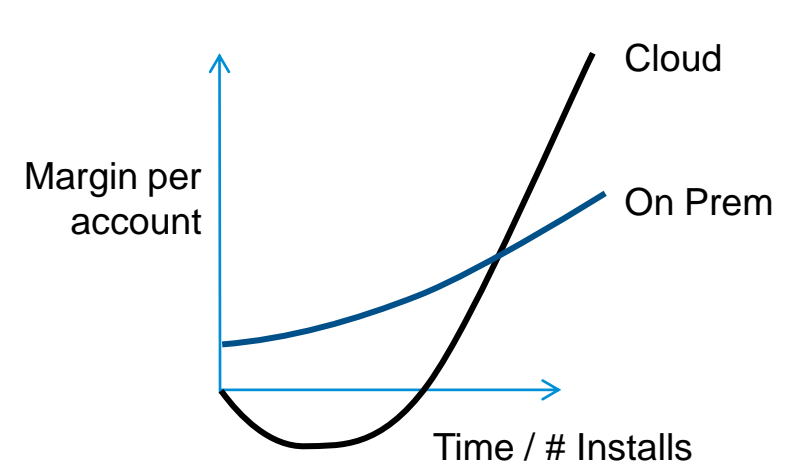
- Tier 2 Segment : Tier 2 customer likely to buy the product being purchased by tier 1 player but pay as per their size of business. Intellect address this segment with license model only. We need to fine tune our license strategy to gain market share in 2020 or move towards Cloud based/Subscription based model.

- Tier 3 Segment : This segment loves SAAS offering. This segment will be addressed 2020-21. During current year, we are designing the Go To market and testing the robustness, security and production support plans.

- Digital Challenger banks : Started working with these Banks – Cater Allen, Utkarsh leading to winning Commonwealth trade bank. They start with almost zero revenue in quarter we win the deal but life time value (10 Years) of each account can vary from 100 cr to 500 cr for each deals. In these deals profitability goes up as the time passes by because 2 levers comes into play ie volume grows with time and efforts reduce with time.

Commercial **model of Cloud**

- Cloud model is Win Win for Customer and Intellect
- Shift dollars from Middleware to Application provider
- Lower total run cost for bank = higher price realization for Intellect



	Enterprise Model	Cloud Model
Fees	One time \$1M + 20% AMC p.a	Zero License upfront, annual subscription \$0.35M
Growth Drivers	<ul style="list-style-type: none"> • Change requests – small value and require new sell and delivery cycle each time • New releases full sales and implementation cycle, often 5 – 7 years between major upgrades 	<ol style="list-style-type: none"> 1. Transaction based pricing in growing banks (@\$0.49 per account per month = \$900K to \$1.8 million p.a) 2. New functionality / modules charged as additional subscription with low friction sales 3. Revenue per customer increases with adoption, while cost per customer decreases
10 year Customer LTV	<ul style="list-style-type: none"> • License + AMC : $1000 + 200 \times 9 = \\$2,800 \text{ K}$ • Implementation + CR = \$1M • Total = \$3.8M 	<ul style="list-style-type: none"> • Entry level subscription = $0.4 \times 10 = \\$4\text{M}$ • Initial Implementation = \$0.5M • Upsell 1 = $0.15\text{K} \times 8 \text{ yrs} = 1.2\text{M}$ • Upsell 2 = $0.2 \times 6 \text{ yrs} = 1.2 \text{ M}$ • Volume Increase = $0.25 \times 6 \text{ yrs} = 1.5\text{M}$ • Total = \$8.4M

Management Observations



Arun Jain

Chairman &
Managing Director

“Arun Jain, Chairman and Managing Director, Intellect Design Arena Limited said, *“Our second deal win for IDC in the UK and Go-live of the first deal have opened up the Europe Market for IDC. With the revival of Lending Wins, iGCB Business will deliver on its promise as the Business to mature in FY20. While deferral of a large multi-million dollar deal and external factors have depressed revenues this Quarter, our readiness to capitalize on the market shift towards Cloud and our Industrialization successes, provide us confidence for the future”*



Venkateswarlu Saranu

Chief Financial Officer

“Venkateswarlu Saranu, Chief Financial Officer, Intellect Design Arena Limited said, *“While top line growth in this quarter has not been to our expectations, our efficiency drive has led to cost reduction by INR 10 cr over year ago which will also ease the pressure on our cash flows. We hope to sustain these initiatives going forward.”*

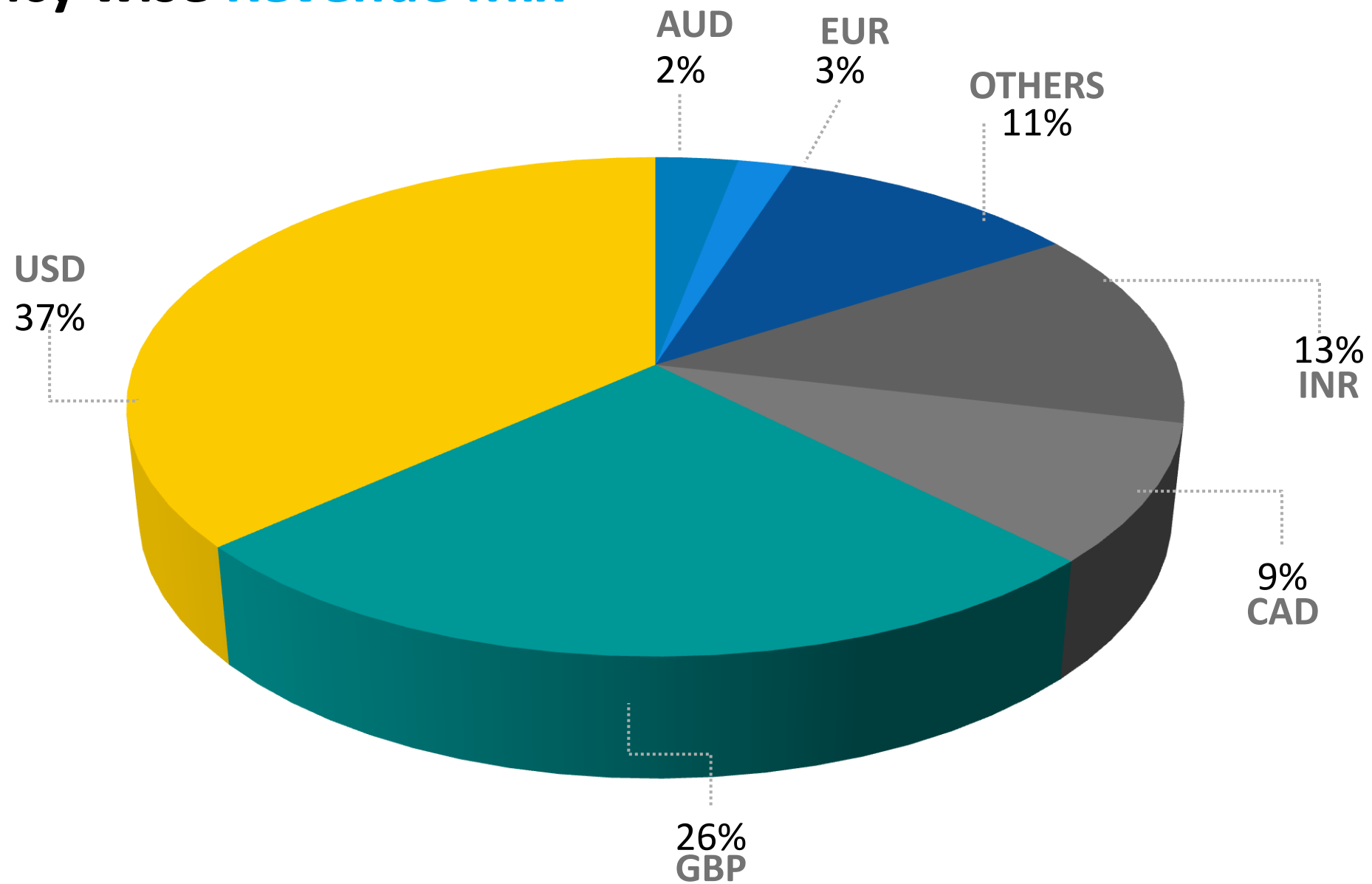




Annexure



Currency wise Revenue Mix





Hedging Summary

FY 2019 – 20

Quarter	\$ in Mn	Avg Hedge Rate
Oct 2019 to Dec 2019	8.00	70.00
Jan 2020 to Mar 2020	14.00	71.48

FY 2020-21

Quarter	\$ in Mn	Avg Hedge Rate
Apr 2020 to Jun 2020	8.00	71.21
July 2020 to Sep 2020	8.00	71.92
Oct 2020 to Dec 2020	9.00	72.95
Jan 2021 to Mar 2021	9.00	73.64



Product Acceptance in Leadership Quadrant



Intellect bags IDC Financial Insights Real Results Awards 2019 for Digital Trade and Treasury Consolidation and Simplification implementation at Westpac, a major Australian bank.



Intellect powered BDO Nomura Securities took to the winners' podium at Asian Banking & Finance Retail Banking Awards 2019 and was honoured with the 'Online Securities Platform of the Year' Award. Intellect implemented its Capital Alpha solution at BDO Nomura, which is the online securities trading platform that BDO's clients use to trade online in Philippines Stock Exchange.

Product Acceptance in Leadership Quadrant

Intellect's cutting-edge digital technologies and products have been recognized by renowned global analysts and research firms



Gartner ranks Intellect Digital Core among Latin America's Top Core Banking System Vendors

Intellect Digital Core (IDC) featured amongst Latin America's Top Core Banking System Vendors offering End-to-End Business Functionalities across Retail and Corporate Banking in the report titled 'A Banker's Guide to Core Banking Systems for Latin America'. Although Gartner's Latin American core banking market is dominated by vendors from the Americas, international vendors are expanding their penetration, and it is therefore appropriate Intellect has been chosen.



Aite Group has profiled iGTB as a "Major AI Vendor" in its report titled, "Artificial Intelligence in Wholesale Payments: Five Use Cases"

iGTB's CBX has been featured as a Major AI Vendor with BI and Analytics Use Case in the Aite Report - Artificial Intelligence in Wholesale Payments: Five Use Cases. CBX is a white-label digital transaction banking platform that uses ML and predictive analytics delivered via application programming interfaces (APIs). Through the use of a graphical user interface, CBX offers a range of recommended actions and insights across the treasury space via several modules.



Intellect has been recognized as a "Strong Performer" in the "The Forrester Wave™: Digital Banking Engagement Platforms

Forrester, an American market research company that provides advice on existing and potential impact of technology, to its clients and the public recognized Intellect Design Arena as a 'Strong Performer' in "The Forrester Wave : Digital Banking Engagement Platforms report.



Intellect SEEC profiled amongst leading vendors in Distribution Management Systems Worldwide

Intellect SEEC has been profiled amongst leading vendors in Distribution Management Systems Worldwide in the Celent report. This report provides an overview of the distribution management systems available globally for insurance carriers. The report profiles 15 solutions, which feature Intellect SEEC providing an overview of functionality, customer base, lines of business supported, technology,

implementation, pricing and support

Sibos 2019 – London, United Kingdom

Largest Global Transaction Banking Event



iGTB at Sibos 2019

iGTB bets big on Innovation at Sibos 2019

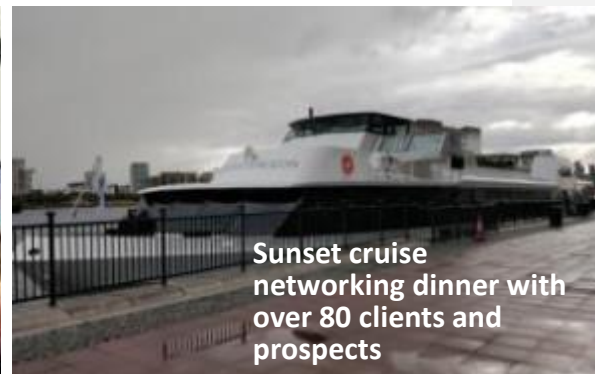
What's New in Sibos 2019

Last year iGTB made Contextual Banking a reality. This year at Sibos 2019, iGTB was seen delivering the promise across the world with the state-of-the-art tech stack, comprising cloud-native microservices enabled by API's, shared across the five product pillars.

- Virtual Account Management , Client Money Escrow and Non-Escrow
- Contextual Banking Experience (CBX): Cash Flow Forecast
- Payments Services Hub (PSH) - Contextual Payments, Remittance Repository, Positive Pay
- Liquidity Management Solution (LMS): Global Deposit Manager, Operational Account Manager, Investment Sweeps , Investment Portal
- Trade and Supply Chain(TCF): Fully Integrated–Both trade and supply chain finance – and cash – and front to back, Data Analytics, Anchor Supplier Onboarding and Trade Limits
- Digital Transaction Banking (DTB): DTB Cockpit for C Suite Bankers



Global Finance Awards



Sunset cruise networking dinner with over 80 clients and prospects



InsureTech Connect, Las Vegas, USA

Intellect SEEC was the **Title Sponsor** at **InsureTech Connect**, the premiere event for the insurtech industry, in Las Vegas.

InsureTech Connect is the world's largest insurtech event with a huge gathering of tech entrepreneurs, investors, and insurance industry innovators. At this year's event, Intellect SEEC, showcased its Xponent smart underwriting platform.

