



Intellect Technology Day II

Arun Jain
Chairman and Managing Director

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.

Purpose

To provide Large Enterprise Grade Composable and Contextual solutions driving higher business growth, reducing cost and risk on sustainable basis.

Our Belief of Industry today

3 dimensional complexity for the bankers today

- Supporting 4 generations of Technology
- Exponential growth of Financial products creating complex mesh
- Global Ecosystem with Fintechs and increased regulations

Our Proposition

- With Intellect Open Finance Platform having 250+ Packaged Business Components(PBC's) and 900+ API's on Unified Data Model and Low coding Platforms, AI/ML algorithms, we can accelerate the digital journey in half the time and cut the Total Technology cost by 3 to 5 times.
- Intellect's most comprehensive functional products with 600 fine grained User Journeys using Design thinking approach across Core banking, Lending, Credit Cards, Central Banking, Payments, Liquidity, Collections, Trade, Supply Chain Finance, Treasury, Underwriting and Wealth drives Agile composable solutions within weeks compared to months in the market.

Intellect – Building an Institution

Principles of Intellect as a sustainable Institution

1

Strong Culture of Design Thinking provides continuous drive to spot Unstated needs of the market with deep technology research.

2

Calibrated, Sustained and Profitable growth with high impact to Customer business.

3

Smart and Collaborative team of deep Market, Banking, Technology and Process experts (connected Intelligence) with long term purpose of Simplifying Banking systems by application of Composable and Contextual technologies.

4

Contribute with our time - not just money - to underprivileged Society as well adopt environmentally sustainable Practices.

Intellect's Journey

INTELLECT 1.0 – 2015-2018

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

- **Investments in Product development** – Cumulative investments over Rs. 1,250 Crs
- **Investments in Sales & Marketing** - Brand building, gaining Market acceptance, winning Analyst endorsements - Cumulative investments over Rs. 2,000 Crs
- **Investments in building Leadership bandwidth and building expertise**
- **Expanding Customer footprint** – Sharpening execution

Resulting in

Acquiring
marquee logos

Recognition as
Category Leaders

Winning key
deals

INTELLECT 2.0 – 2018-2021

Industrialization, Monetization and Customer Centricity

- **Aim is to move more Products to Stage # 4 and # 5**
- **Industrialization** – Scaling
 - Making processes robust and repeatable
 - Ensuring D-3 OTIF, defect free delivery
- **Monetization** – Unlocking the value of IP investments
 - Better Pricing and Revenue realisation
 - Alternatives in Pricing models to maximize revenue
- **Customer Centricity** – Fostering rewarding partnerships

5 Stages to drive Sustainable and Scalable Product Business



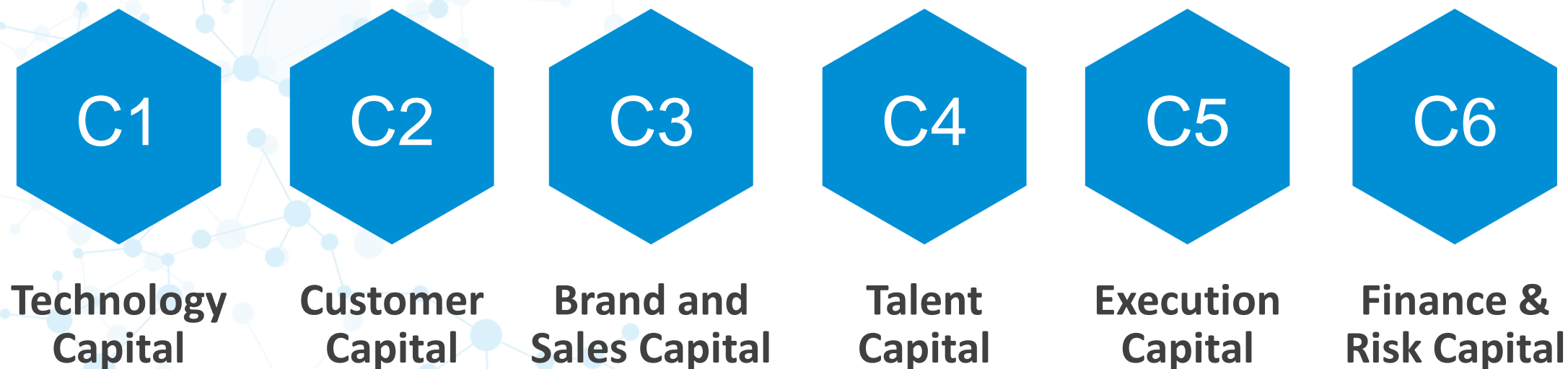
It takes 3 years to move from Stage 2 to Stage 4.

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

Life Time Value (LTV) of one successful product is typically \$100 Mn to \$500 Mn.

Intellect Value Framework

Intellect Value Framework



We believe that it's a 6 capital cube that drives value to Institution building and in turn drives value for all our stakeholders - Customer, Associates and Investors

C1

Technology Capital

Being a Technology Company, Intellect has 4 exponential technologies, 12 products and 4 Platforms.

Technology Edge - Low Coding Platform

7 Areas of driving Enterprise Grade Application

- C - Customer Experience technologies (Canvas and Turmeric)
- O - Operation Excellence Technologies (Turmeric and IDX)
- P - Performance (Cloud and MACH)
- A - Analytics Technologies (Canvas and FDS)
- R - Proactive risk management technologies (FDS Platform)
- I - Integration Technologies (Turmeric)
- S - 5 walled security technologies (ARX)

Evolution from Technologies to Marketplace



Technology Stack



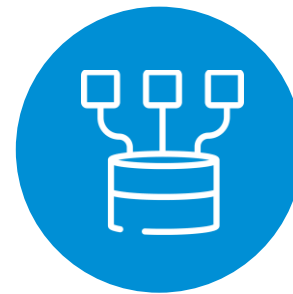
Data Model



Products



Cloud



Platforms



**3rd Party
Participants
+ FinTech**



**Marketplace -
FinTech Ecosystem**

Technology shifts **that favour Intellect**

Shift from
On Premise
to Cloud

Shift to Open
Architecture

APIs as medium of
Data Exchange

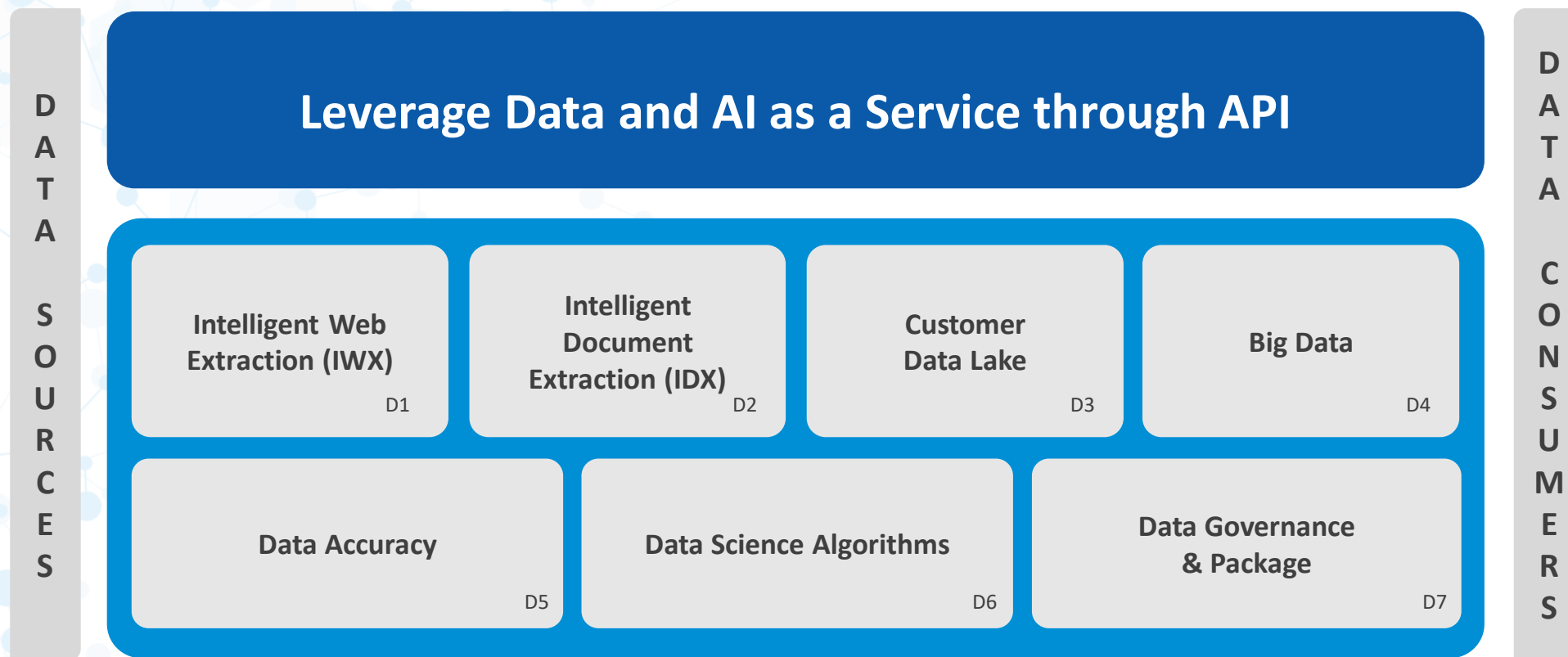
Segregation of
UX Layer from
Business Logic –
Headless Architecture

MACH as defacto
standard

Emergences of
Fintechs and
Market Place

Predicting Trends
and Investing
proactively

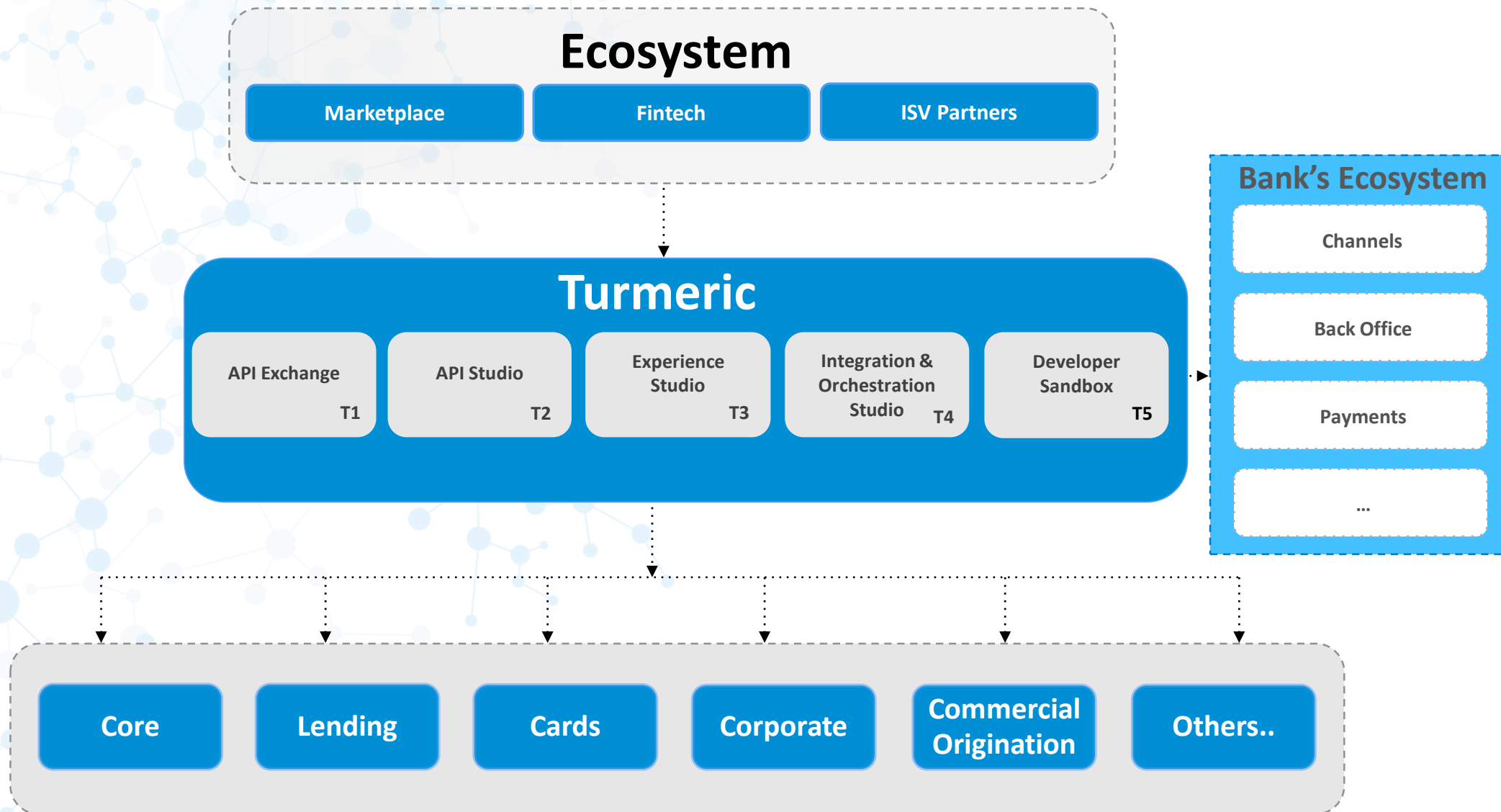
The Complete Data Insights Technology



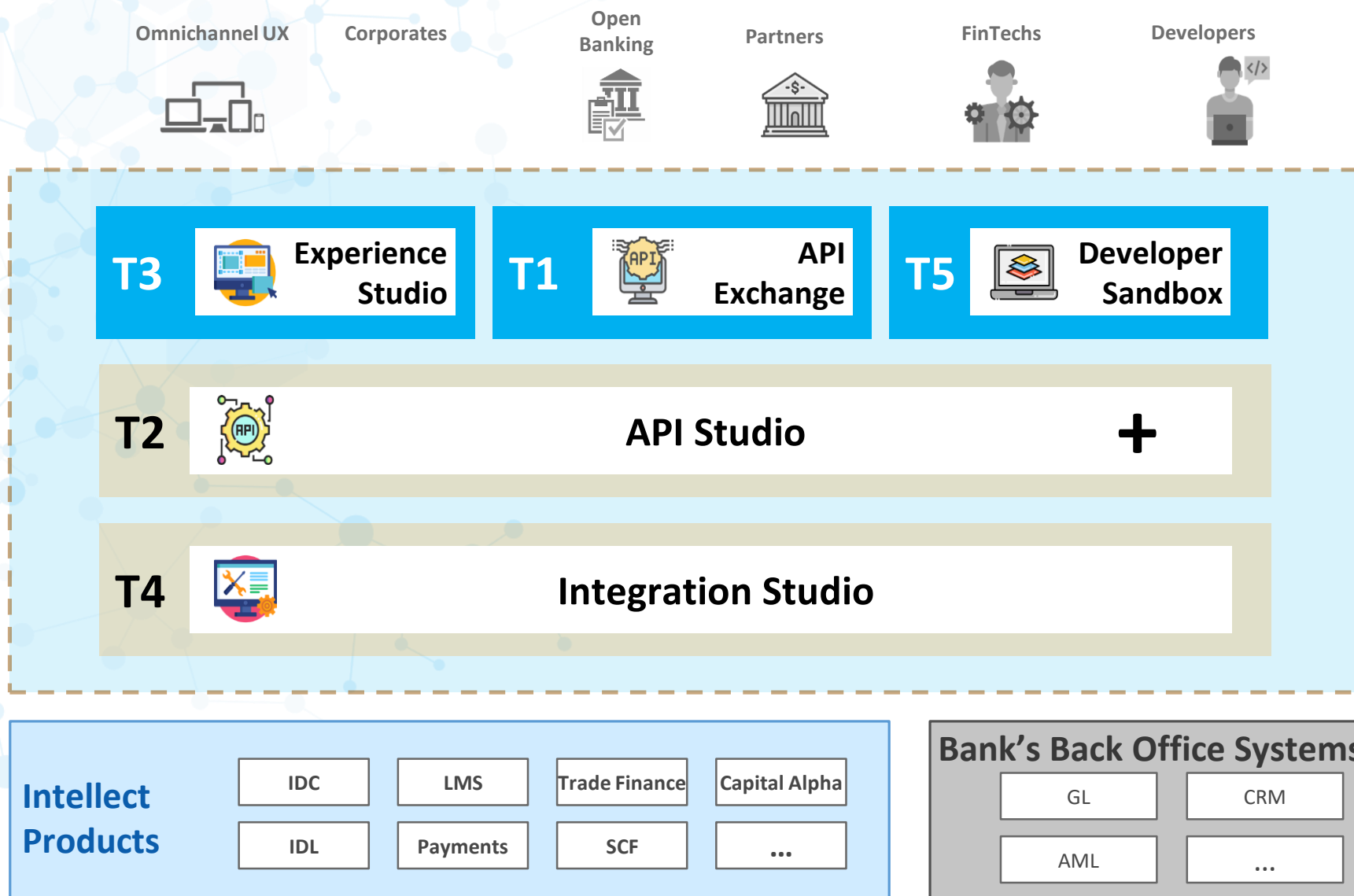
Scale



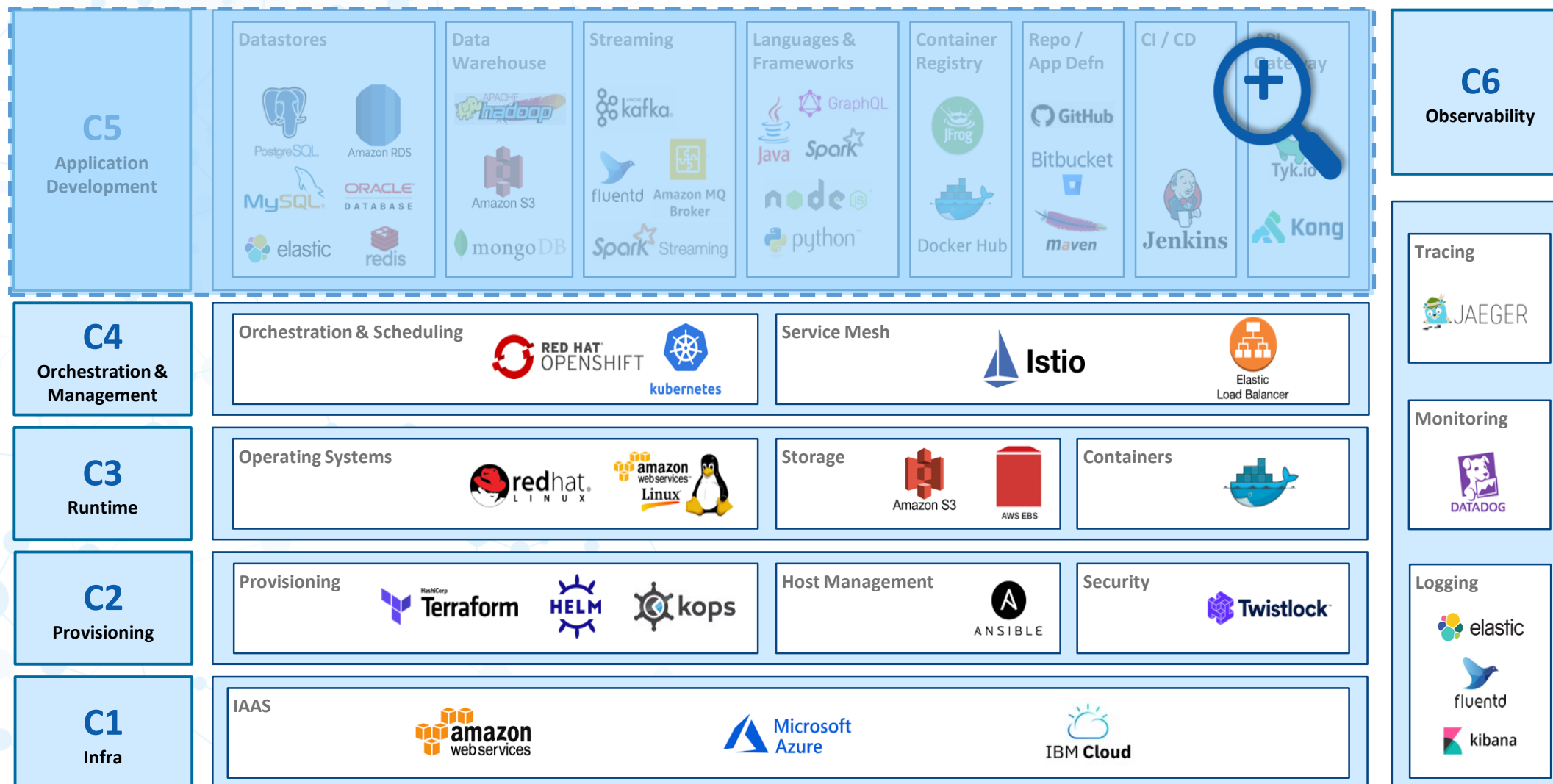
iTurmeric Technology – Enabling the Ecosystem



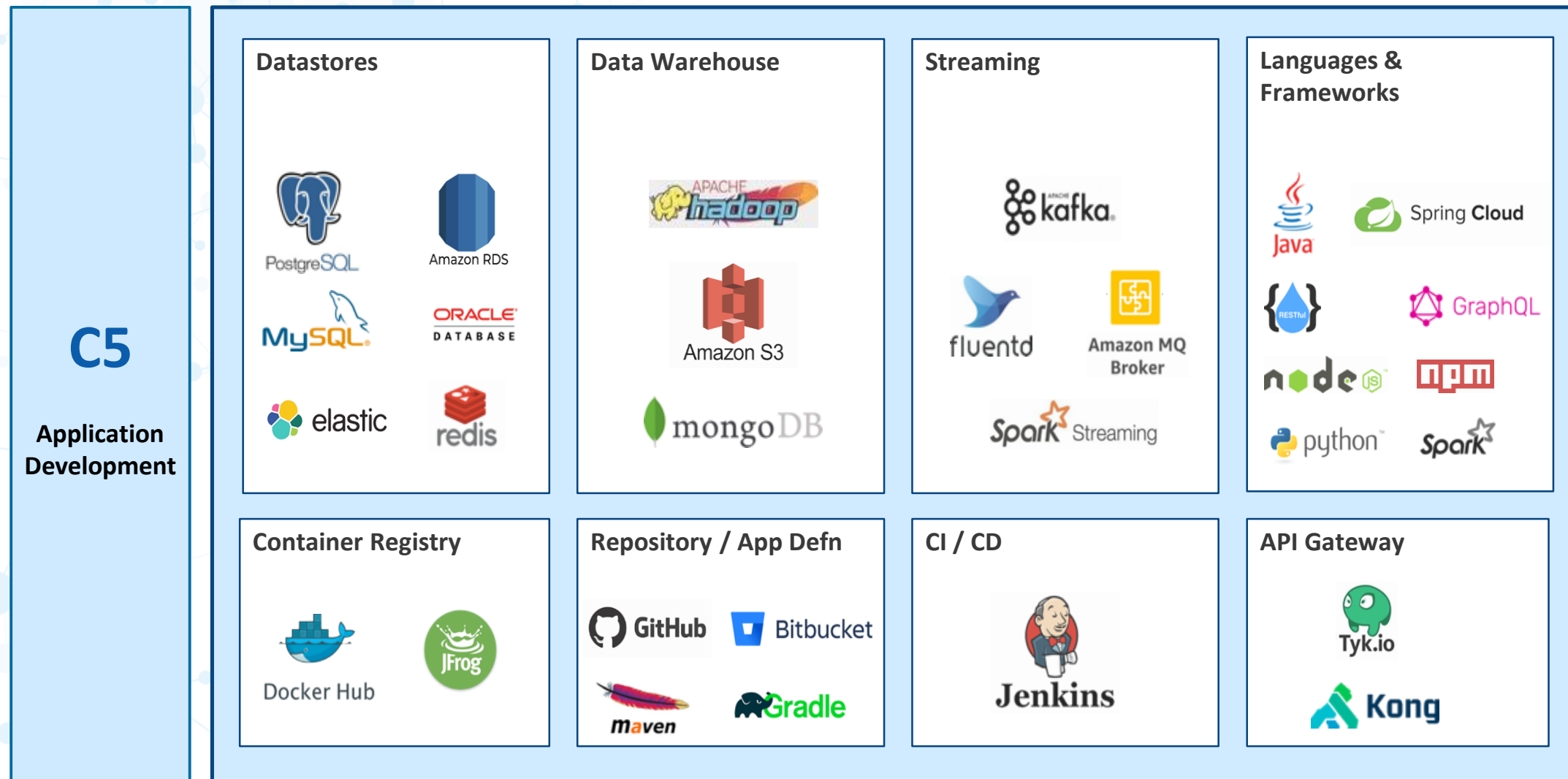
iTurmeric Technology – Marketplace Enabler



Intellect Fin Cloud – Reference Architecture



Reference Architecture – C5 Application Development





Products

How do Intellect's Products differentiate?

Functional depth and breadth

Comprehensive repertoire of PBCs – Packaged Business Components that also make them 'composable'

Contextual Solutions

Contextual, curated solutions that address the specific Market needs of a customer, rather than as a generic product offering

Technology

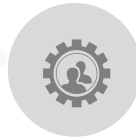
Differentiated through unified architecture, MACH compliance – Microservices based, API led design, Cloud native and integration with other products/ regulatory ecosystem



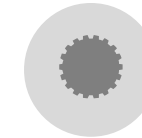
Products



IDC



CBX



Trade & SCF



Quantum



Liquidity



Treasury



Digital Lending



DTB



Underwriting



Digital Cards



Payments



Wealth

Products and Platforms

3 Products - emerged as Category Leaders

Liquidity

45 customers
 56 countries
 \$ 4 Trillion cash every year

DTB/ Cash Power 22

60 Customers in Middle East and Asia
 Launched on Azure Cloud in August

Intellect Quantum

Powers 11 Central Banks across continents.
 Undisputed category leader in Central Banking

GeM

Platform powering Indian Government's eMarketplace initiative
 demonstrated robust growth in GMV in FY21 and first half of FY22
 Poised for further acceleration in the next couple of years.

Products/Platforms - would power Next Growth Cycle

Payments

Proven with Advanced Market customers

iKredit360/ Lending

Launched earlier this year,
 Registered wins in Resurs Bank in Sweden
 Win in a leading private sector bank in India

Digital Core

Wins and Installs in India, Asia and Africa
 Set our footprint in Europe with Resurs win.
 Digital Banking live in Canada and in Middle East

Underwriting

Powered by AI/ML led Fabric Data Services and IDX
 Live in Top 10 US P&C Carriers



Platforms

1

iKredit360

2

CashPower 22

3

Xponent

4

GeM



C2

Customer Capital

Customer Capital

- Customer is where Intellect belief meets the reality of Value creation.

- We love Demanding Customers who challenge our limits of Imagination and thus drive that 'Edge'.

- Intellect Products have been chosen leaders of each market which ensures comprehensive Functional depth and Architecture.

- High NPS scores drives Product Referencability in the market leading to higher growth.

- More Customers drives higher Product Maturity thus reducing implementation cycle time leading to higher growth and higher margin.

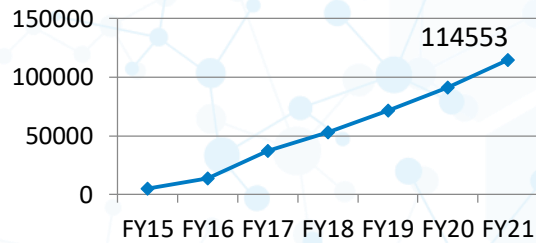
- Customer Life Cycle revenues for top 20 customer ranges between 100 Crores to 500 Crores over last 7 years.

Customer Assets

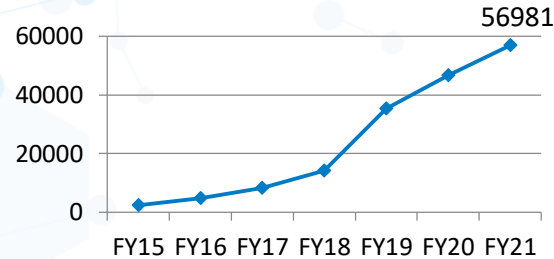
260+ Active Customers	Customers more than \$ 1 mn doubled from FY15 to FY21	Customers more than \$ 3 mn nearly trebled from FY15 to FY21
\$ 76 MN Revenues from Top 10 Customers in FY 21	\$ 111 MN Revenues from Top 20 Customers in FY 21	Average first year revenue realization from new Customer acquisitions has been around \$1m
Customer Stickiness Existing customer base accounted for over 80% of revenue in any year	Strong Cross-sell 20% of our active customers generated revenue from more than one product	Consistent and progressively increasing NPS scores with major Customers

Lifetime Value of Key Customers

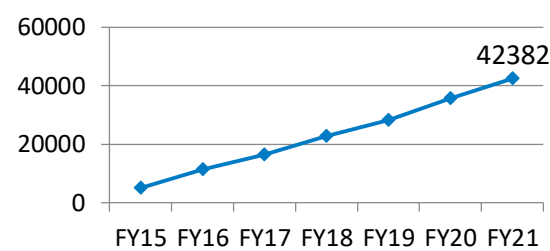
Customer # 1



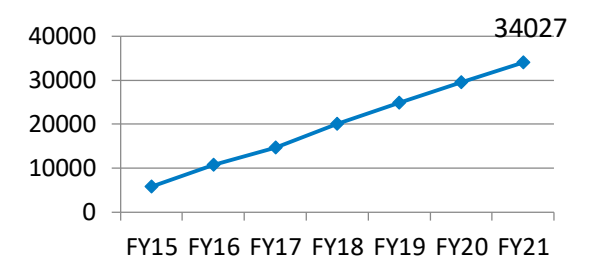
Customer # 2



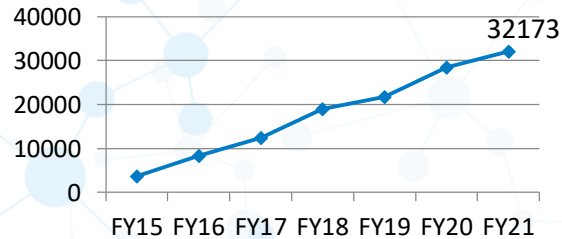
Customer # 3



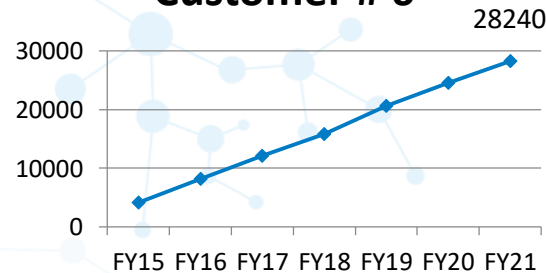
Customer # 4



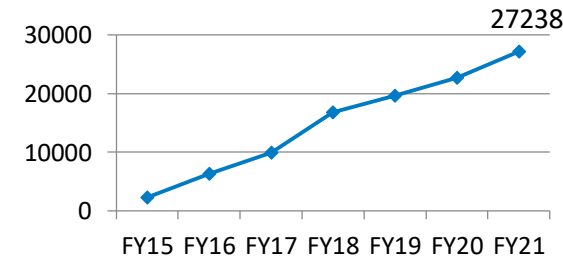
Customer # 5



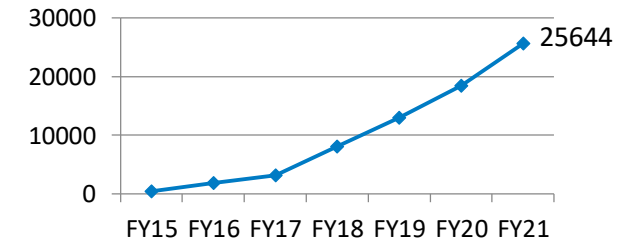
Customer # 6



Customer # 7



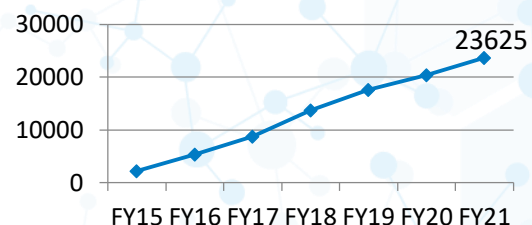
Customer # 8



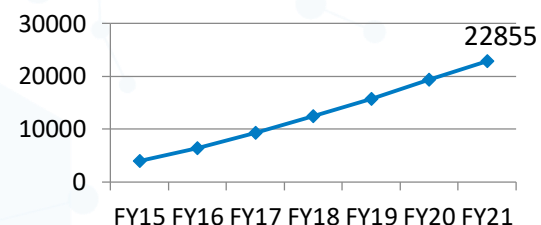
*All figures in USD' 000s represent cumulative revenue from FY15 till that year end

Lifetime Value of Key Customers

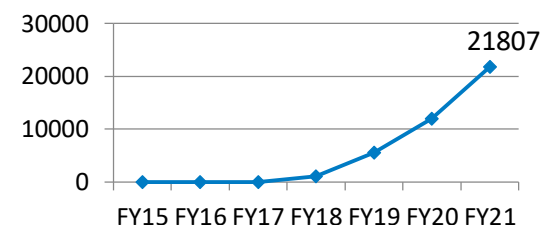
Customer # 9



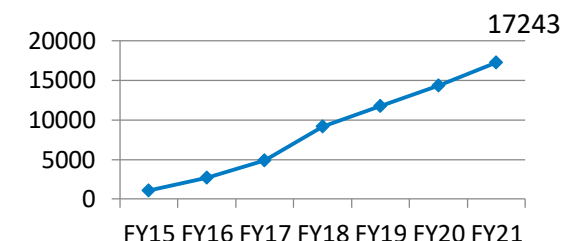
Customer #10



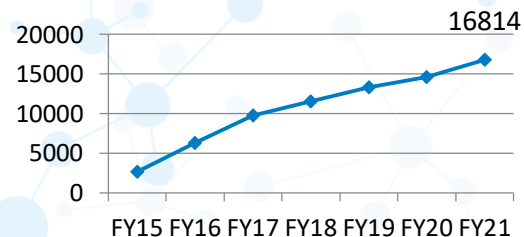
Customer #11



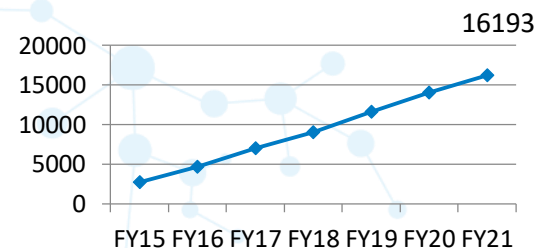
Customer # 12



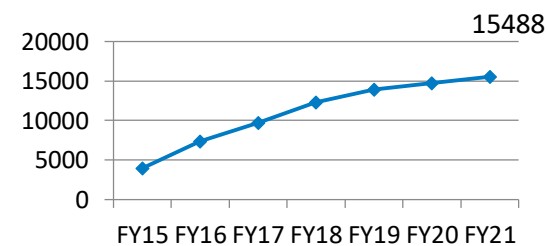
Customer # 13



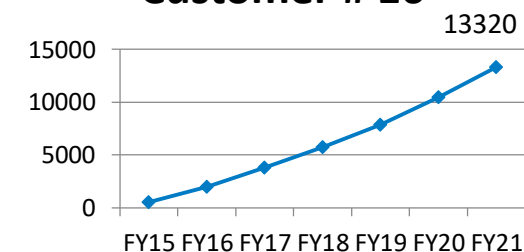
Customer # 14



Customer # 15



Customer # 16



*All figures in USD' 000s represent cumulative revenue from FY15 till that year end



C3

Brand and Sales Capital

Brand Capital

- Ability to win large and prestigious deals in Advanced markets.
- Created new Fresh Premium brand for Enterprise grade products among chosen 1000 Bank and Insurance market.
- Created Intellect GTB Oxford School of Transaction Banking to drive Thought leadership - led by Andrew England, our Board member.
- Exhaustive Coverage of all 12 products among 10 Global analysts.
- 40% Pull leads landing by direct calling by Prospects
- Healthy qualified Deal Pipeline of 4,875 crores and many more Leads.

Accolades

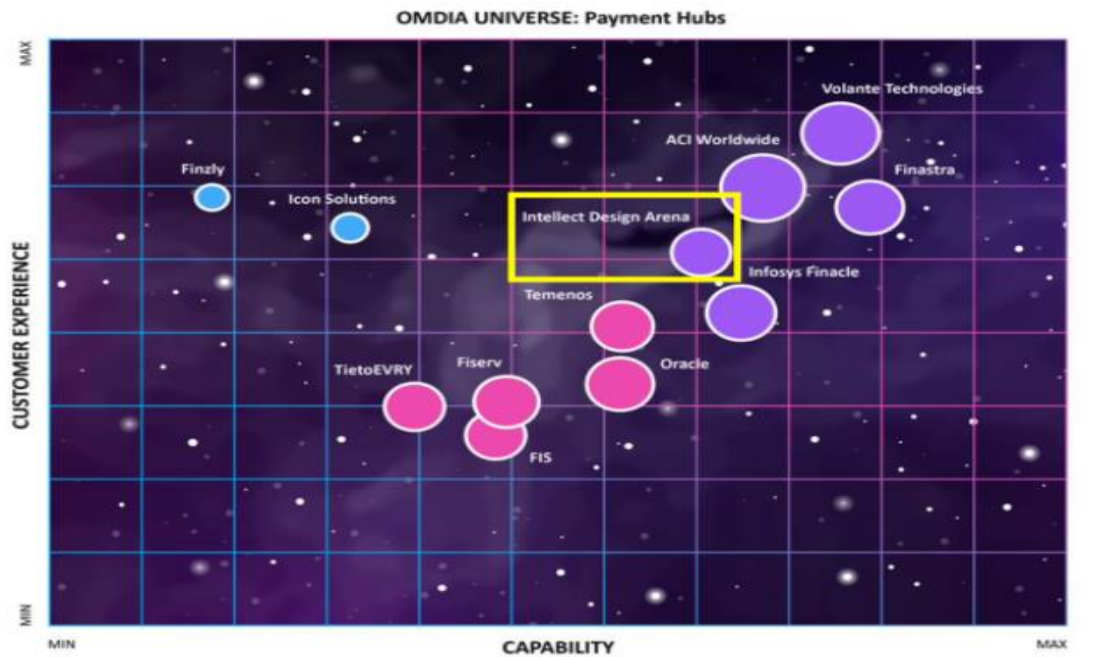
- #1 in Retail Banking, #1 Corporate Banking and #1 Insuretech by IBS Sales League Table 2021
- #1 In AI/ML platform by Novarica.
- Won 7 awards for creating value for our customers in last 18 months.
- Liquidity, DTB and Quantum Banking in Leadership quadrant

Global IBS Sales League Table 2021

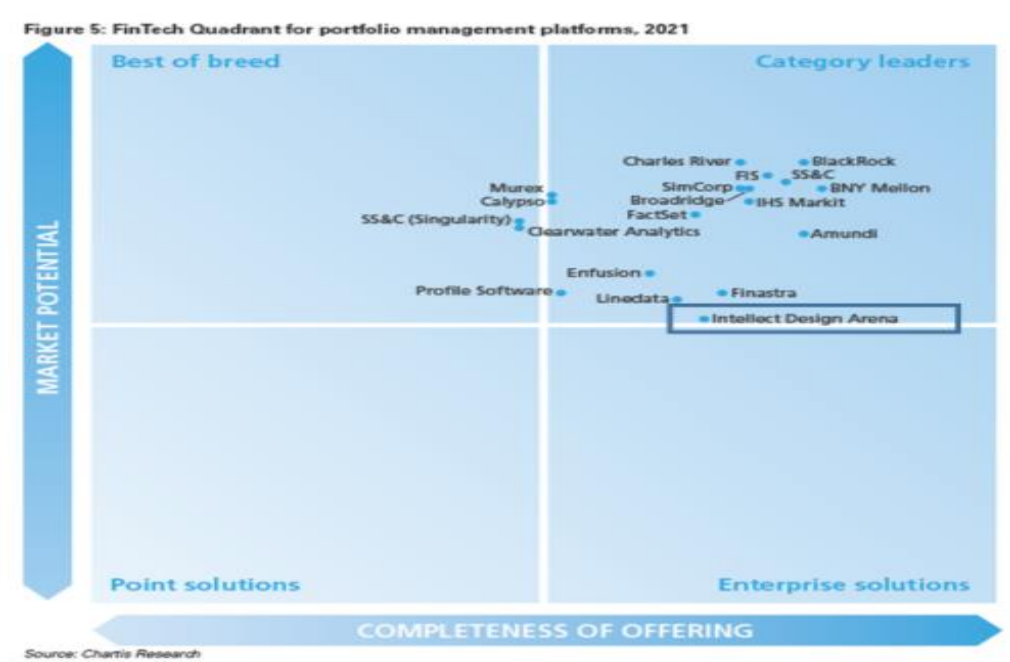


- Best Retail Payments System implementation: **Best Adoption of Tools & Governance @ Janata Bank**
- Most Effective Digitization / Paperless Initiative: **Best Project Implementation @ Janata Bank, JBL Ltd**
- Best Transaction Banking Implementation: **Most Impactful Project for @ Vietcombank**
- Best Transaction Banking Implementation: **Best Adoption of Tools & Governance @ Bank of Bahrain and Kuwait B.S.C.**

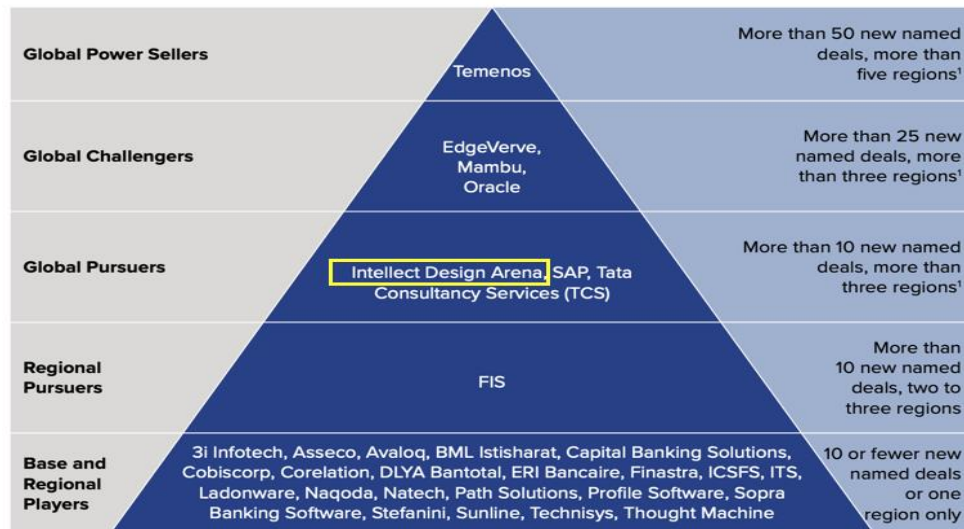
IBSi FinTech Innovation Awards 2021



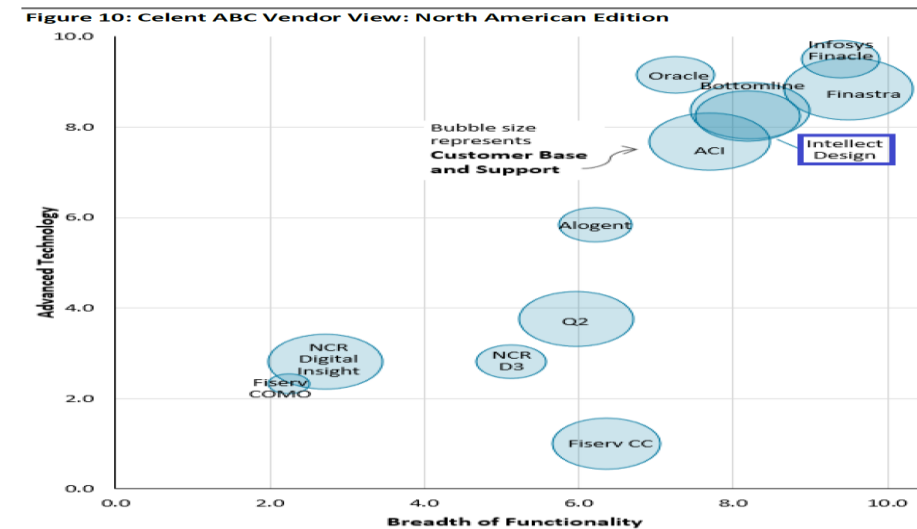
Intellect Design - PSH (Payments Services Hub) rated "LEADER" in The Omdia Universe: Selecting a Payment Hub



Intellect Design - Capital Sigma and Capital Cube rated as "Category Leaders" in Chartis FinTech Quadrant



Intellect Design rated "Global Players" (Among Top 8 Globally) in Forrester Global Banking Platform Deals Report



Contextual Banking Experience (CBX) amongst Top 5 Corporate Digital Banking Platform providers

Intellect's Market Opportunity – Americas



- The US Market presents opportunities for **Hyperscale Corporate Banking OS/ Liquidity/Virtual Accounts/ Escrow and Data/ Underwriting**
 - Presents a \$ 1b opportunity
 - Recently won deals for Liquidity/ Escrow Digital with Tier 1 Banks in the US, on a true cloud native , API led architecture deployed in a Hyperscale cloud.
 - Gone live in a record time with one of such banks
- **Data/ Underwriting have acceptance** amongst the Top 10 P & C Carriers - across the value chain - Data Intake / triangulation and enrichment
 - Strong pipeline and pursuits / POCs in progress for Data and IDX .
 - Market size of Data/ Underwriting in the US - about 150 P&C Insurers @\$1m per account.
- **Leadership in Payments product in Canada** through recent wins and dominate the Cards market in Chile in LATAM - with multiple customers including a Global retail chain.

Intellect's Market Opportunity – Europe



- **Europe has been the forte for the iGTB Business**, with customers in the UK.
 - iGTB expanded its footprint to Spain , Sweden, France and Austria , building a strong reference for Liquidity, Payments and Trade Finance. Set to expand further into the Nordics as well.
 - The Digital Portfolio of CBX , VAM/ Escrow, Liquidity has a similar market potential as in the US
- **Active funnel for IDC with Intellect figuring in the last 2 in a few deals** after the go-live of Cater Allen on Cloud , fully compliant with Security and GDPR regulations. Recent win with Resurs , Sweden for a unique Sales Financing opportunity
- **Growth for Digital Lending in Europe:** Won a Point of Sale Lending deal with the second largest European retailer, Otto, deployed on the cloud, after a rigorous evaluation and POC. Opened up new avenue for growth for Lending in Europe.
- Insurance: **Underwriting product to be focused in this market next year.**
- **Large ongoing engagement with a Wealth Management business in the UK** which is set to scale up further

Growth Markets (Middle East, Asia and Africa)



- **Digital Transaction Banking (DTB) is the clear Market leader** with nearly 50 installations across Growth Markets. Top 8 of 9 Banks in GCC are Intellect customers
- Lending suite from the iGCB Business, RM Office from the iWealth Business and Capital Cube / Treasury from the iRTM Business have significant presence in these Markets with referenceable installations across geographies.
 - Focus to further expand their presence to more countries/ more Banks in countries with existing installations

Sales Capital

- Very seasoned and senior sales Leadership closer to Customer.
- London Office is staffed with over 50 senior profiles for catering to Europe business at the Financial district of Canary Wharf.
- US Office is led by Uppili Srinivasan and Jim McKenney staffed with over 30 Senior leaders - operates from New jersey owned office.
- Canada office is led by Syed Quader and has more than 40 leaders driving focussed growth in the market.
- Dubai office is led By Rajesh Saxena and Banesh Prabhu and hosts more than 40 leaders for covering Middle east and Africa
- Singapore Office is led by Jaideep Billa and has more than 25 leaders to drive growth in Asia pacific
- Sydney Office led by Anil Verma and has focused team of 6 members.

Partnership Ecosystem

Strategic
Partners - IBM,
Microsoft, AWS,
Hexaware

Country specific
Partners in 18
countries

25 partnerships
with Fintech
companies

Real, Rich Funnel

The current funnel of Intellect (INR Mn)

48,084 (\$649 mn)

Q2 FY22

41,490 (\$ 560 mn)
is accounted by **156**
opportunities

46,302 (\$ 628 mn)

Q1 FY22

38,118 (\$ 517 mn)
is accounted by 150
opportunities

40,181 (\$ 540 mn)

Q2 FY21

30,285 (\$ 407 mn)
is accounted by 117
opportunities

DESTINY DEALS

OF DEALS

AVG DEAL SIZE
INR (mn)

% TO TOTAL
OPPORTUNITIES

Q2 FY22

54

414 (\$ 5.6 mn)

62%

Q1 FY22

50

412 (\$ 5.6 mn)

62%

Q2 FY21

41

446 (\$ 6 mn)

53%



C4

Talent Capital

Talent Capital

- The foundation of Intellect is about people who have not written their resume in their life or after they joined Intellect!
- Intellect celebrates talent with ability to challenge status quo and commitment to deliver the new belief.
- Two Institutional frames - 35 member Partnership Council to drive next 3 year agenda, 110 member Corporate Executive council to drive next 12 months agenda and 600 Konarks to drive high performance culture.
- Intellect enjoys the learnings from 29 nationalities, as of today
- Intellect deep customer impact emerges from more than 1500 profiles having more than 10 years Fintech experience.
- Intellect has more than 900 researchers working in R&D building cutting edge technologies. The average experience of R&D team is more than 8 years.

Board of Directors



Arun Jain
Chairman &
Managing Director



Anil Verma
Executive Director



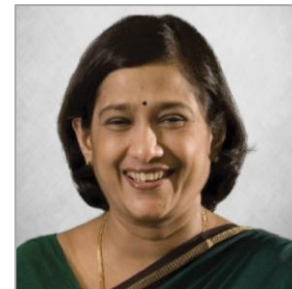
Andrew England
Non-Executive Director



Arun Shekhar Aran
Independent Director



Abhay Gupte
Independent Director



Vijaya Sampath
Independent Director

Strategic Advisors



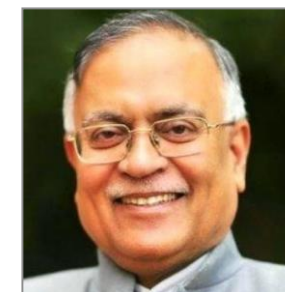
Andrew England
Director & Head of Strategy,
UK, iGTB



Dave Ravell
Growth Advisory Board, iGTB



Prabal Basu Roy
Advisor to Chairman



Pradeep Kapur
Strategic Advisor



Sanjeeb Chaudhuri
Growth Advisory Board,
iGCB



Swarup Choudhury
Strategic Advisor



**Theodore Roosevelt
Malloch**
Growth Advisory Board,
iGTB

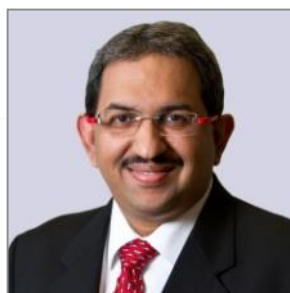


Vikram Sud
Growth Advisory Board,
iGTB

Leadership Team



Arun Jain
Chairman &
Managing Director



Manish Maakan
Chief Executive Officer
Intellect Global Transaction
Banking



Rajesh Saxena
Chief Executive Officer
Intellect Global Consumer
Banking



Banesh Prabhu
Chief Executive Officer,
Intellect SEEC



TV Sinha
Head – Treasury and
Capital Markets



Jaideep Billa
President,
Wealth Management



Anil Verma
Executive Director



Debanjan Kumar
Chief Executive Officer,
iDigital

Leadership Team



Krishna Rajaraman
Chief Technology Officer



Venkateswarlu Saranu
Chief Financial Officer



Padmini
Chief Talent Officer



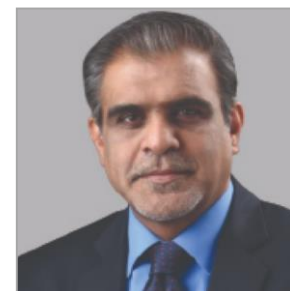
**Sudha
Gopalakrishnan**
Global Head – Quality



Debal Dutt
Chief Marketing Officer



Ramanan SV
Chief Executive Officer,
India and South Asia



Kannan Ram
Global Head- Partnerships
and Alliances

The Intellect Way of doing things.

- Design Thinking in our DNA
- Passionate about R & D/innovation
- Lakshya, our visioning exercise
- Circle time: Encourage diverse thoughts but keep the tribe together.
- The most approachable leadership



C5

Execution Capital

Execution Capital

Principles

- Based on design Thinking principle. Last 2% detailing drives 200% throughput.
- Comprehensive Delivery excellence Framework -D1-D7 Framework
- Driving reduction in Digital Transformation cycle time 30% year on year by application of design thinking.
- Extremely low defect density post go live.
- Driving partnership led implementation methodologies.



C6

Finance Capital

Finance Capital

Business
Growth

Focus on
ARR Growth

Cash Flows

Investment
Thruput on
R&D dollars

Driving
EBITDA
Growth

Its time to get to Financial Numbers..

- Large deals signups and focus on Destiny deals resulted in accelerating revenue Growth to 22%.
- Zero debt Global Fintech Company. Net cash moved from Net Debt of 114 Cr to 257Cr positive.
- Higher quality execution drives higher license linked revenues growth of 55%.
- Cloud/SaaS/AMC helped in driving ARR growth of 74% over 8 quarters (583 Cr in Q2'22 vs 335 Cr Q2'20).
- In spite of complete technology stack, the total Technology assets (Capitalised Assets stood at 191 cr and under WIP at 348Cr as on Sep 21).
- EBITDA grew to 419 Cr as of Sept 21 from just 95Cr. during Sept 19
- PAT grew to 315Cr from 43 Cr in Sept 19.

QoQ Financial Highlights

Quarter's figures	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
TOTAL REVENUE	342.8	326.6	319.5	358.0	345.9	371.8	382.2	397.6	408.3	452.1
License	55.4	42.5	49.1	100.4	60.0	98.2	91.0	85.5	79.2	86.9
SaaS	23.3	27.5	32.5	38.2	38.5	34.4	41.8	64.9	77.7	87.9
AMC	59.6	62.6	63.2	66.7	73.4	74.6	74.4	75.8	79.2	81.4
Impl	204.5	193.9	174.7	152.7	174.0	164.6	175.0	171.2	172.2	195.9
License Linked Revenue	138	133	145	205	172	207	207	226	236	256
% Total Revenue	40%	41%	45%	57%	50%	56%	54%	57%	58%	57%
Annual Recurring Revenue	83	90	96	105	112	109	116	141	157	169
% Total Revenue	24%	28%	30%	29%	32%	29%	30%	35%	38%	37%
Gross Margin %	47.03%	45.17%	46.44%	53.38%	53.38%	56.03%	55.99%	56.82%	56.22%	57.91%
EBITDA	11.66	(5.9)	2.7	62.3	67.9	89.2	97.4	101.4	100.2	118.2
EBITDA %	3.4%	-1.8%	0.9%	17.4%	19.6%	24.0%	25.5%	25.5%	24.5%	26.1%
PAT	3.39	(17.0)	(11.4)	41.0	42.6	59.2	80.4	80.6	73.7	79.2
PAT %	1.0%	-5.2%	-3.6%	11.4%	12.3%	15.9%	21.0%	20.3%	18.1%	17.5%
Net cash	(77.8)	(113.9)	(101.5)	(121.2)	57.0	94.7	124.2	210.7	218.2	257.4

LTM Financial Highlights

LTM Figures	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
TOTAL REVENUE	1,494	1,440	1,384	1,347	1,350	1,395	1,458	1,497	1,560	1,640
License	326	260	233	247	252	308	350	335	354	343
SaaS	83	95	106	122	137	144	153	180	219	272
AMC	231	240	245	252	266	278	289	298	304	311
Impl	854	844	800	726	695	666	666	685	683	714
Licensed Linked Revenue	640	595	584	621	655	729	792	813	877	926
LLR % Total Revenue	43%	41%	42%	46%	48%	52%	54%	54%	56%	56%
Annual Recurring Revenue	314	335	351	374	403	422	442	478	523	583
	21%	23%	25%	28%	30%	30%	30%	32%	34%	36%
Gross Margin	734	694	662	648	672	732	798	833	878	931
Gross Margin%	49%	48%	48%	48%	50%	52%	55%	56%	56%	57%
EBITDA	139	95	59	71	127	222	317	356	388	417
EBITDA %	9%	7%	4%	5%	9%	16%	22%	24%	25%	25%
PAT	91	43	18	16	55	131	223	263	294	314
PAT %	6%	3%	1%	1%	4%	9%	15%	18%	19%	19%
Net cash	(77.8)	(113.9)	(101.5)	(121.2)	57.0	94.7	124.2	210.7	218.2	257.4

In Summary

Summary

- We continue our strategy of Calibrated Growth with predictable profitability

- Going deeper with Strategic Customers

- Getting wider with more customer in existing market and

- Getting wider with platforms in new markets

- Building Network of Partners for driving platform Growth



Technology Day II

December 07, 2021