

# Intellect crosses INR 2000 crore revenue mark, registers 21% growth in FY 2023

## Q4 FY 23 revenue registers 24% YoY growth

- Launched eMACH.ai, the world's largest contextual, composable and most innovative open finance platform

**Chennai (India), May 11, 2023:** Intellect Design Arena Ltd, a cloud-native, future-ready, multi-product FinTech company for the world's leading banking and insurance clients, announced its fourth-quarter results for FY 23 today.

### I. Financial Performance

#### Q4 FY 23 - Financial Highlights

##### Revenue:

- Total revenue for Q4 FY 23 stood at INR 621 Cr as against INR 500 Cr in Q4 FY22 - grew 24% YoY

##### Platform, License and AMC Revenue:

- Platform revenue for Q4 FY 23 is INR 114 Cr as against INR 117 Cr in Q4 FY22
- License revenue for Q4 FY 23 is INR 113 Cr as against INR 79 Cr in Q4 FY22 - grew 42% YoY
- AMC revenue for Q4 FY 23 is INR 106 Cr as against INR 85 Cr in Q4 FY22 - grew 25% YoY
- License linked revenue (License + Platform + AMC) is INR 333 Cr in Q4 FY 23 as against INR 281 Cr in Q4FY22 - grew 18 %YoY

##### Gross Margin and EBITDA

- Gross Margin is INR 349 Cr in Q4 FY 23 as against INR 282 Cr in Q4 FY 22
- EBITDA is INR 143 Cr in Q4 FY 23 as against INR 111 Cr in Q4 FY 22

##### PAT

- Profit after Tax is INR 91 Cr in Q4 FY 23 as against INR 95 Cr in Q4 FY 22

##### Collections

- Collections for Q4 FY 23 are INR 485 Cr

##### Deal Wins and Digital Transformations

- Deal Wins: eMACH.ai accelerates growth with 12 new customers for their digital transformation journey
- Digital Transformations (Go-Lives): 10 global financial institutions have transformed their digital journey on Intellect platforms and products

## FY 23 - Financial Highlights

### Revenue:

- Total revenue for FY 23 stood at INR 2246 Cr - grew 21% YoY

### Platform, License and AMC Revenue:

- Platform revenue for FY 23 is INR 461 Cr - grew 22% YoY
- License revenue for FY 23 is INR 330 Cr
- AMC revenue for FY 23 is INR 382 Cr - grew 17% YoY
- License-linked revenue (License + Platform + AMC) is INR 1173 Cr in FY 23 - grew 11% YoY

### Gross Margin and EBITDA

- Gross Margin is INR 1228 Cr in FY 23
- EBITDA is INR 450 Cr in FY 22-23, ie, 20% of the revenue
- EBITDA excluding ESOP cost is INR 495 Cr, i.e. 22% of the revenue

### PAT

- Profit after Tax is INR 267 Cr in FY 23

### Collections

- Collections for FY 23 are INR 1903 Cr

### Deal Wins and Digital Transformations

- 42 new customers have chosen Intellect's Digital stack for their digital transformation
- Digital Transformations (Go-Lives): 43 global financial institutions have transformed their digital journey on Intellect platforms and products

## II. The World's Largest Open Finance Platform

Intellect Design Arena launched eMACH.ai, the world's most innovative open finance platform, that offers banks and financial institutions the ability to compose their unique "My Signature Solution." With the sweeping changes in the banking and financial industry, focusing on the customer's mind and wallet share, it's essential to stay agile and lean to remain ahead of the competition. eMACH.ai aims to revolutionise the way financial institutions operate: and by offering a broad, comprehensive, composable, and contextual platform that helps banks design their unique operations and market offerings

eMACH.ai  
My Signature Solution

eMACH.ai provides banks the platform to accelerate the design of products and processes, optimise resources, and make data-driven decisions that drive growth and profitability. It is an arcade of the most comprehensive microservices and APIs harnessing the power of AI, thereby enabling banks to move progressively from Wave 3 to Wave 5. BankTech Wave 5 is a significant phenomenon that leverages the power of Cloud and AI to move beyond products - to intelligent platforms and progressively to Marketplaces that are "value multipliers" for all stakeholders by seamlessly integrating with other players.

### III. Management Commentary

**Arun Jain, Chairman and Managing Director, Intellect Design Arena Limited,** said, “Our launch of eMACH.ai marks a significant shift in how transformation technology is addressed for the financial services industry. A blend of the best of composability, embedded AI and data on a cloud-native open architecture opens up an entire world of possibilities for banks and financial institutions for designing value propositions contextualised for their customers. This endeavour is supported by iTurmeric, a unique visual composer for the intuitive design of experience, process orchestration and eco-system integration. Within a short span of time, we are seeing significant interest from several banks and financial institutions to adopt this platform. The eMACH.ai is an outcome of intense R&D by over 2.4 mn hours and enhanced investment over the last 4 to 6 quarters.”



### IV. Board Announcement

In line with the Dividend Distribution Policy of the Company, the Board has recommended a final dividend of Rs.2.50/- per share on the face value of Rs 5/- each on equity shares, for the financial year ended March 31, 2023, subject to the approval of shareholders at the ensuing Annual General Meeting. Further, the dividend shall be paid within 30 days from the date of declaration.

### V. Deal Wins

eMACH.ai, the most comprehensive, contextual and composable open finance platform enabling banks to move from product and process to design and experience has been chosen by 12 customers worldwide in Q4 FY23.

Some of the significant deals are:

- The largest bank in Canada, with 17 million clients and 97,000 employees worldwide has chosen eMACH.ai enabled Corporate Treasury eXchange (CTX), Virtual Accounts, and Escrow solutions to transform their Canadian and US operations
- IDFC FIRST Bank positions itself as a ‘technology company with a banking license’ has signed up for an upgrade of iGTB’s Digital Transaction Banking platform to enhance their Cash Management business with the latest platform stack, offering corporate customers & SMEs an entirely new and innovative banking experience.
- A commercial bank in Zimbabwe, serving over 500,000 customers including Personal, Corporates, Non-Governmental Organizations, Small to Medium Enterprises, Production and Manufacturing sectors has chosen the eMACH.ai-enabled core banking platform - Intellect Digital Core to power its banking operations.
- One of the Philippines’ leading universal banks serving retail, commercial, corporate and institutional clients has chosen Intellect’s Retail Loan Origination System, Credit Card Origination system, Canvas, iTurmeric & ARX to improve operational efficiency and enhance customer experience
- The largest commercial bank in Saudi Arabia has chosen Intellect Debt Management solution to centralize operations, digitalize the collections process and manage complex debt scenarios with appropriate collection strategies
- A leading global speciality insurance and reinsurance carrier has chosen Magic Submission, AI and Data powered Intake and Routing platform, to reduce the turnaround time of submission between ingestion and rating

## Financial Results for the Fourth Quarter Ended – March 31, 2023

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

INR Crs.

PARTICULARS	QUARTER ENDED		HALF YEAR ENDED		YEAR ENDED	
	March 31, 2023 (Q4 FY 23)	March 31, 2022 (Q4 FY 22)	March 31, 2023 (H2 FY 23)	March 31, 2022 (H2 FY 22)	March 31, 2023 (FY 23)	March 31, 2022 (FY 22)
<b>TOTAL INCOME</b>	<b>620.54</b>	<b>500.11</b>	<b>1175.70</b>	<b>1002.05</b>	<b>2245.97</b>	<b>1856.47</b>
<b>EXPENDITURE</b>						
Software development expenses	271.64	218.23	526.05	428.49	1018.00	797.60
<b>Gross Margin</b>	<b>348.90</b>	<b>281.88</b>	<b>649.65</b>	<b>573.56</b>	<b>1227.97</b>	<b>1058.87</b>
<b>Gross Margin %</b>	<b>56%</b>	<b>56%</b>	<b>55%</b>	<b>57%</b>	<b>55%</b>	<b>57%</b>
SG & A expenses	159.50	135.34	311.86	269.34	605.45	489.78
R & E expenses	46.60	35.22	90.07	66.22	172.40	118.74
<b>TOTAL EXPENDITURE</b>	<b>477.74</b>	<b>388.79</b>	<b>927.98</b>	<b>764.05</b>	<b>1795.85</b>	<b>1406.12</b>
<b>EBITDA</b>	<b>142.80</b>	<b>111.33</b>	<b>247.73</b>	<b>238.00</b>	<b>450.12</b>	<b>450.36</b>
Depreciation & Amortisation	(32.93)	(26.50)	(63.98)	(51.18)	(121.51)	(97.56)
Hedge Impact	(5.05)	9.29	(13.29)	15.65	(14.72)	21.71
Fx Re ins. (loss)/gain	(0.85)	3.16	9.90	4.37	12.91	3.16
Other Income / Expense	19.27	22.12	26.72	27.18	35.18	34.15
<b>Profit / (Loss) before tax</b>	<b>123.24</b>	<b>119.40</b>	<b>207.08</b>	<b>234.02</b>	<b>361.98</b>	<b>411.82</b>
Provision for taxation	(32.58)	(24.14)	(54.39)	(37.90)	(94.75)	(62.74)
<b>PROFIT / (LOSS) AFTER TAX</b>	<b>90.66</b>	<b>95.26</b>	<b>152.69</b>	<b>196.11</b>	<b>267.23</b>	<b>349.08</b>

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

## Investor Conference Call

The Board of Directors of Intellect Design Arena Limited met on **11th May 2023**, to record the financial results of the company for Q4 and FY 23, which ended on March 31, 2023. Intellect Design Arena Ltd. will host an Investors Conference Call on **May 12, 2023**, where the senior management of Intellect will comment on the company's performance during Q4 FY 23 and respond to questions from participants. **The conference call will take place at 04:00 PM IST on Friday, 12 May 2023**

**Conference Name** : Q4 FY 23 - Investor Earnings call  
**Date** : May 12, 2023  
**Time** : 04:00 PM - 06:00 PM IST

Please register through the link below to take part in this call.

### **Registration link:**

[https://us06web.zoom.us/webinar/register/WN\\_BT0HSeB\\_RBSTa35KgXRphg](https://us06web.zoom.us/webinar/register/WN_BT0HSeB_RBSTa35KgXRphg)

After registering, you will receive a confirmation email containing information (including the link) about joining the webinar.

### **Please Note:**

- 1) Join the ZOOM Link by 3:55 PM IST on 12 May
- 2) Log in with your name and company name
- 3) Investors can click the "Raise Hand" button at the bottom of the window during the Q&A Session to ask questions

### **About Intellect Design Arena Limited**

Intellect Design Arena Ltd. has the world's largest cloud-native, API-led microservices-based multi-product platform for Global leaders in Banking, Insurance, and Capital Markets. eMACH.ai, the most comprehensive open finance platform is at the forefront of the BankTech Wave 5, a significant phenomenon that enables banks and financial institutions to move from product and process to design and experience to compose their unique "My Signature Solution".

With over three decades of deep domain expertise, Intellect is the brand that progressive financial institutions rely on for digital transformation initiatives. It offers a full spectrum of banking and insurance technology products through its three lines of businesses - Intellect Global Consumer Banking (iGCB), Intellect Global Transaction Banking (iGTB), and Intellect AI.

Intellect pioneered Design Thinking to create cutting-edge products and solutions for banking and insurance, with design being the company's key differentiator in enabling digital transformation. FinTech 8012, the world's first design center for financial technology, reflects Intellect's commitment to continuous and impactful innovation, addressing the growing need for digital transformation. Intellect serves over 270 customers through offices in 57 countries and with a diverse workforce of solution architects, and domain and technology experts in major global financial hubs around the world. For further information on the organisation and its solutions, please visit [www.intellectdesign.com](http://www.intellectdesign.com)

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