

Accelerating Digital Transformation

12 Products. 5 Platforms. 4 Exponential Technologies

Q4 and FY 22 Results
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.



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**

for Retail and Transaction Banking and
InsurTech categories in IBS SLT 2021

25+ Years

of Domain Expertise
in FinTech

97+

Countries Served

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

reflecting its commitment to continuous
and impactful innovation

12

Products

5

Platforms

4

Technologies

260+

Global Banking Clients

Board of Directors



Arun Jain

Chairman & Managing Direc



Anil Kumar Verma

Executive Director



Arun Shekhar Aran

Independent Director



Andrew England

Non-Executive Director



Vijaya Sampath

Independent Director



Abhay Gupte

Independent Director



Ambrish P Jain

Independent Director

Executive Council



Arun Jain

Chairman & Managing Director



Anil Kumar Verma

Executive Director



Manish Maakan

Chief Executive Officer, Global
Transaction Banking



Rajesh Saxena

Chief Executive Officer, Global
Consumer Banking



Banesh Prabhu

Chief Executive Officer,
Intellect SEEC



TV Sinha

Head – Risk, Treasury
and Capital Markets



Andrew England

Director and Head – Strategy,
Global Transaction Banking



**Padmini
Sharathkumar**

Chief Talent Officer



Venkateswarlu Saranu

Chief Financial Officer

Strategic Advisory Board



Andrew England



Dave Ravell



Prabal Basu Roy



Pradeep Kapur



Sanjeeb Chaudhuri



Swarup Choudhury



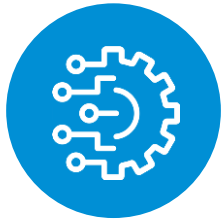
Theodore Roosevelt
Malloch



Vikram Sud



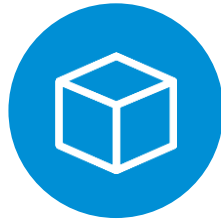
Evolution from Technologies to Marketplace



**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

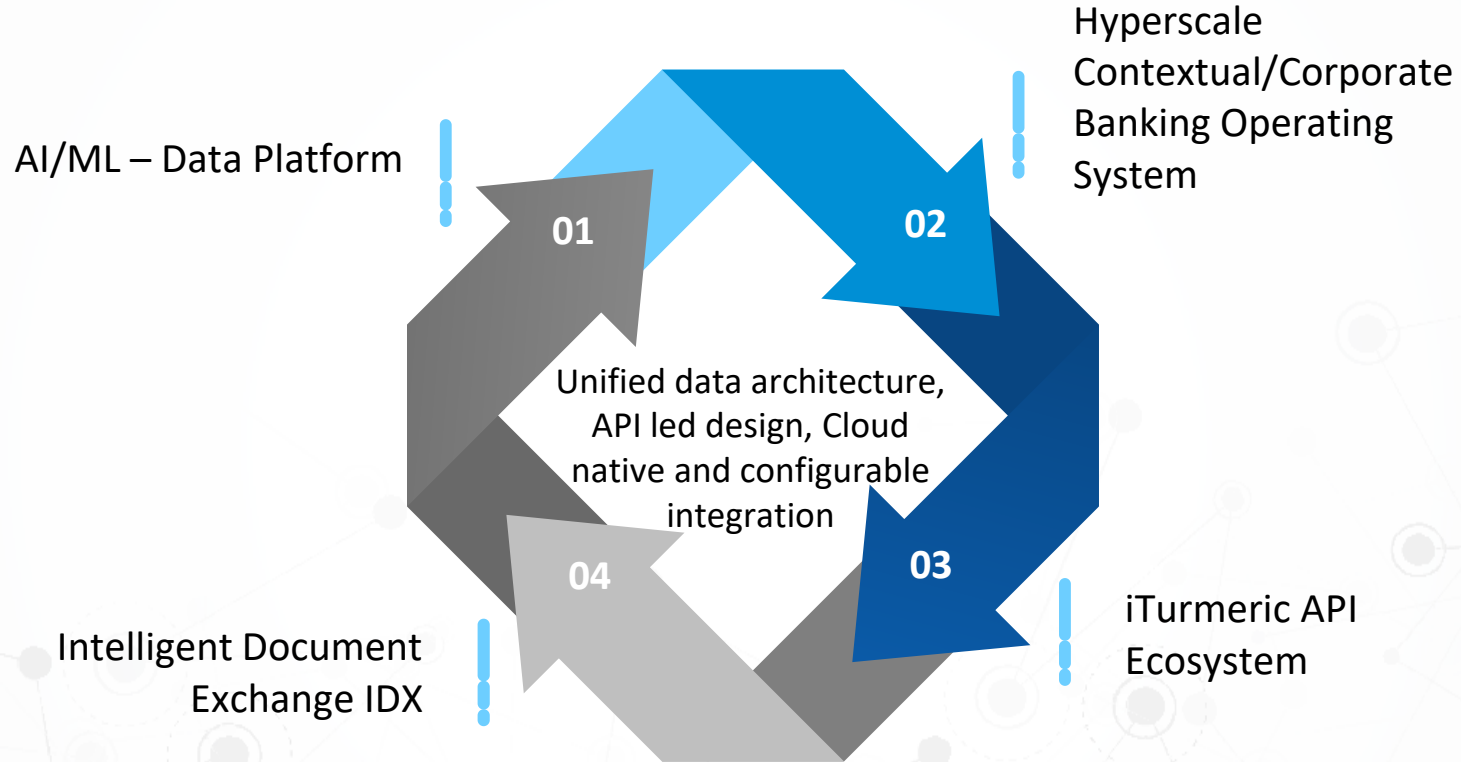
MACH as defacto
standard

Emergences of
Fintechs and
Market Place

Predicting
Trends and
Investing
proactively



Intellect's Four Exponential Technologies





Intellect Products



IDC



CBX



Trade & SCF



Quantum



Liquidity



Treasury/
Brokerage



Digital Lending



DTB



Underwriting/
Claims



Digital Cards



Payments



Wealth/Custody



Platforms

1

iKredit360

2

Cash Cloud

3

Xponent

4

GeM

5

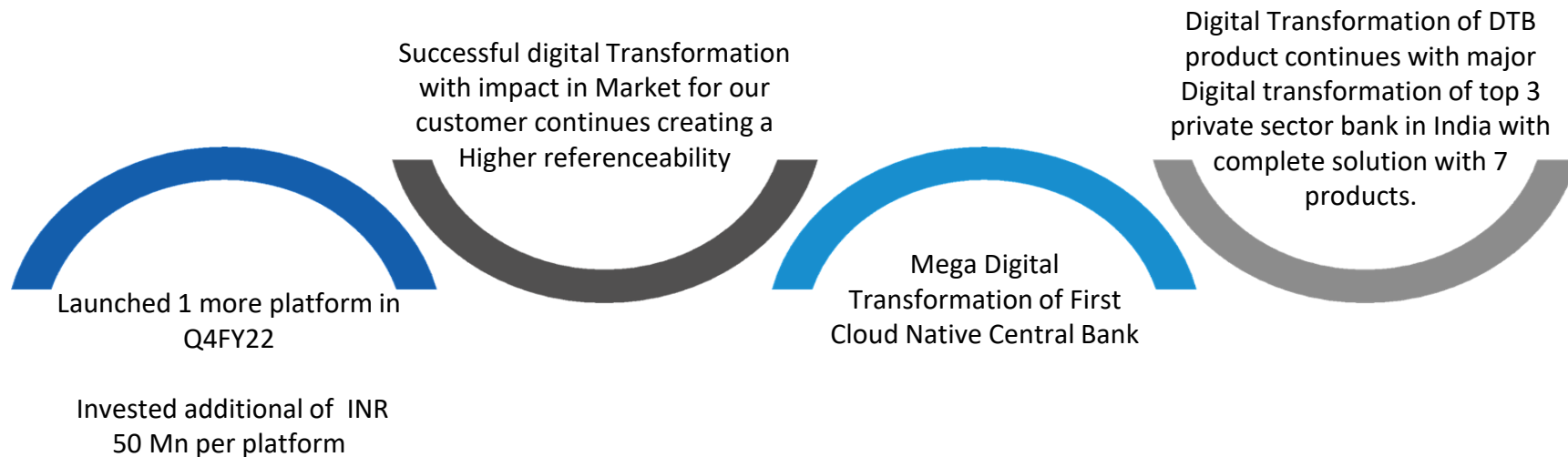
iColumbus.ai



Performance Delivered

Calibrated Predictable and Profitable Growth

Continuing the Momentum of **Product to Platform** journey





Impactful Innovation

New Platform launched in Q4 FY 22



According to ICC **\$60 billion** trade finance opportunity for banks **\$20 billion** SCF opportunity for banks

FIVE MAGIC ACCELERATORS

1. AI-BASED SMART DATA CAPTURE & COMPLIANCE
2. ADVANCED ANALYTICS DASHBOARDS
3. DIGITAL MARKETPLACE AND OPEN APIS
4. FULLY INTEGRATED TRADE & SUPPLY CHAIN FINANCE
5. RISK DISTRIBUTION AND LIMITS MANAGEMENT

FIVE COMPOSABLE TECHNOLOGIES

1. CONTEXTUAL BANKING EXPERIENCE. OMNI CHANNEL CONTEXT SENSITIVE FRONT END.
2. INTELLIGENT DOCUMENT EXCHANGE
3. API INTEGRATION PLATFORM
4. INTEGRATED SECURITY SERVICES
5. DIGITAL PARTNER ECOSYSTEM



Accelerated Digital Transformations

Accelerated Digital Transformations



Q4 FY22

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

FY22

35 new Customers have chosen Intellect's Digital stack for their Digital transformation in FY22 including 13 Customers who have chosen Intellect platforms

Transformational Deal Wins



A leading private sector multinational bank in India has signed a transformative deal to implement Intellect's iGTB Cash Cloud platform

Intellect's iGTB Cash Cloud platform deal will power India's most significant digital banking transformation in the corporate payments and cash management.

With this implementation, 5 Banks in India will power 70%+ of India's Corporate Cash Management needs for large corporates & SME's through the iGTB Cash Cloud Platform.

Transformational Deal Wins



Reserve Bank of India, the central bank of the country and one of the largest in Asia region, has chosen Intellect to implement the upgraded version of the award-winning Cloud-Native Intellect Quantum Core Banking solution to power the next stage of their digital transformation agenda.

Transformational Deal Wins



iGTB Cash platform **to power the mission of the largest bank in Kingdom of Saudi Arabia** to be the Best Digital Bank in the region.

Digital banking transformation is key to accelerate the bank's vision of a premier financial institution in the Kingdom and to catalyze the delivery of Saudi Vision 2030

For Intellect, this deal marks the 3rd major digital transformation customer from Saudi Arabia.

A leading **financial services conglomerate in Africa** signed a transformative deal to deploy Intellect's iGTB Cash platform to scale digital transformation ambitions.

This deal is the 3rd major digital transformation in Kenya for iGTB, making it 11 transaction banking clients across the continent.

Transformational Deal Wins



iGTB Virtual Accounts 2022 set to revolutionize Digital Banking at a major private Qatari bank.

This marks Intellect's eighth major digital transformation deal in Qatar region. iGTB's fully integrated, front-to-back, contextual Virtual Accounts to enhance corporate and SME user experience, to bring operational efficiency and to generate new revenue streams for the bank in line with Qatar National Vision 2030.

A leading asset management and financial services company in the Middle East chose Capital Cube - Reconciliation to improve accuracy of its operations

FY 22 - Transformational Deal Wins



Q1 FY22



ST. JAMES'S PLACE
WEALTH MANAGEMENT

Signed 3 deals with Intellect for end-to-end Salesforce transformation and to lead the AI Transformation

A top 3 GCC Bank in the MENA region continuing its leadership journey (taking the tally to 8 of Top 9 Banks) on Digital Banking CBOS Platform

A large deal with the second full-fledged Islamic bank in Malaysia to implement Digital Transaction Banking (DTB) platform.

Q2 FY22



Signed a Strategic Partnership to enable its vision of becoming the Nordic region's first Cloud-based Banking Platform

A large multi-million destiny deal from India's Leading Private Sector Bank for implementing Intellect SME platform (iKredit 360)

3 iGTB Cloud CashPower22 Platform deal wins - top 10 bank in Kuwait



An Underwriting platform transformational deal with a leading national insurance carrier in the US.

Q3 FY22

One of the top 20 global bank signed up for Virtual Accounts & Escrow in US

A Top 25 US Bank signed up for Virtual Accounts & Escrow

A destiny deal from Asia's Leading Commercial Bank for implementing Intellect Digital Lending platform (iKredit 360)



Continuing the Vietnam leadership journey, VP Bank has signed up iGTB's Cash Power Platform (Digital Transaction Banking)

Q4 FY22



The largest Central Bank in Asia region, has chosen Intellect to implement the upgraded version of the award-winning Cloud-Native Intellect Quantum Core Banking solution

A leading private sector multinational bank in India has signed a transformative deal to implement Intellect's iGTB Cash Cloud platform

A leading financial services conglomerate in Kenya signed a transformative deal to deploy Intellect's iGTB Cash platform



Building on Market Leadership through Partnership

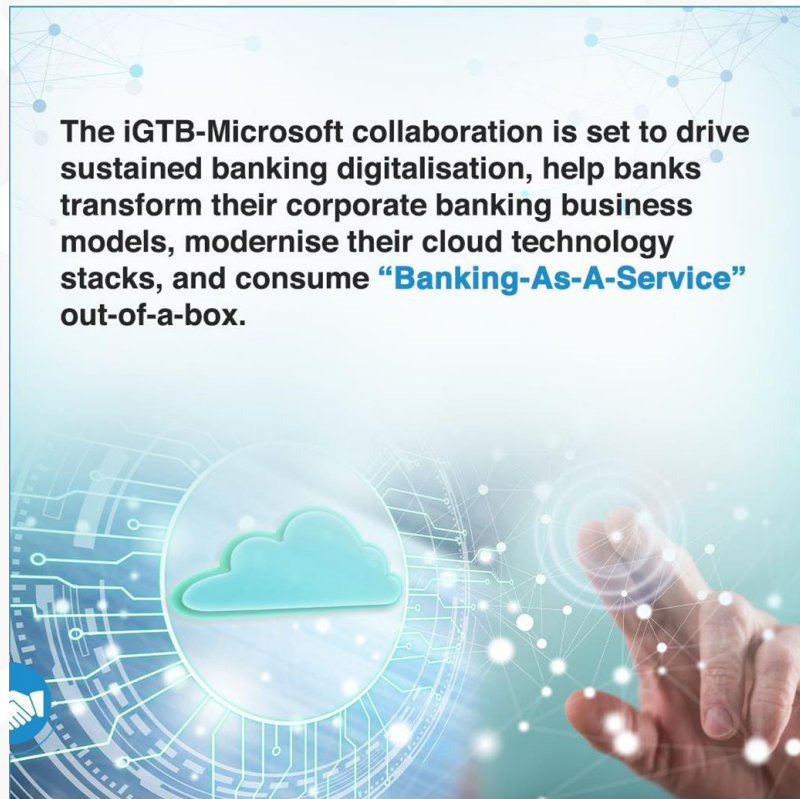
Building on Market Leadership through **Partnership**





iGTB partners with Microsoft to establish Corporate Banking transformation on Cloud.

Banks can now get access to bank-grade secure and hyper-scalable cloud infrastructure, paired with iGTB's cloud-native banking technology, to fully support burgeoning customer demands and regulatory needs.





Performance Overview

Q4 and FY 22 - Financial Highlights



FY 22 - Strong Revenue Growth and Acceleration of SaaS Revenues

TOTAL REVENUE (INR)

↑
25%

FY22 18782 Mn
FY21 14975 Mn

YoY Growth

TOTAL REVENUE (US \$)

↑
25%

FY22 251.90 Mn
FY21 201.90 Mn

YoY Growth

GROSS MARGIN (INR)

↑
30%

FY22 10806 Mn
FY21 8329 Mn

YoY Growth

EBITDA (INR)

↑
33%

FY22 4721 Mn
FY21 3559 Mn

YoY Growth

PAT (INR)

↑
33%

FY22 3491 Mn
FY21 2628 Mn

YoY Growth

GROSS MARGIN %

FY22 : 57.5%
FY21 : 55.6%

EBITDA %

FY22 : 25.1%
FY21 : 23.8%

EPS(INR)

FY22 : 25.94

COLLECTIONS (INR)

FY22: 16168 Mn
FY21: 14967 Mn

CASH (INR)

FY22: 5580 Mn
FY21: 2107 Mn

DSO – By GEO

Global. Excl India
95


India
153

Total
115




FY 22 - Strong Revenue Growth and Operating Leverage

SAAS & SUBSCRIPTION REVENUE (INR)

 112%	FY22	3812 Mn
	FY21	1796 Mn


YoY Growth

LICENSE (INR)

 7%	FY22	3583 Mn
	FY21	3347 Mn

YoY Growth

AMC (INR)

 11%	FY22	3299 Mn
	FY21	2982 Mn

YoY Growth

INVESTMENT IN PRODUCT DEVELOPMENT - (CAPITALIZED) (INR)

FY22 : 1156 Mn
FY21 : 1120 Mn

DEAL WINS

35 wins including 13
platform deal wins

GO LIVES

35 New Digital
transformations

CSR CONTRIBUTION (INR)

FY22 : 19.27 Mn



Q4 FY22 - Strong Revenue Growth and Acceleration of SaaS Revenues

TOTAL REVENUE (INR)



28%

Q4 FY22 5094 Mn

Q4 FY21 3976 Mn

YoY Growth

TOTAL REVENUE (US \$)



24%

Q4 FY22 67.70 Mn

Q4 FY21 54.53 Mn

YoY Growth

GROSS MARGIN (INR)



29%

Q4 FY22 2912 Mn

Q4 FY21 2259 Mn

YoY Growth

EBITDA (INR)



19%

Q4 FY22 1206 Mn

Q4 FY21 1014 Mn

YoY Growth

PAT (INR)



18%

Q4 FY22 953 Mn

Q4 FY21 806 Mn

YoY Growth

GROSS MARGIN %

Q4 FY22 : 57.2%

Q4 FY21 : 56.8%

EBITDA %

Q4 FY22 : 23.7%

Q4 FY21 : 25.5%

COLLECTIONS (INR)

Q4 FY22 : 4746 Mn

Q4 FY 21: 3777 Mn

Annualised EPS

Q4 FY22 : 28.32

DSO – By GEO

Global. Excl India
95

India
153

Total
115



Q4 FY 22 - Strong Revenue Growth and Operating Leverage

License Linked Revenue grew by

SAAS & SUBSCRIPTION REVENUE (INR)



84%

Q4 FY22 1193 Mn

Q4 FY21 649 Mn

YoY Growth

LICENSE (INR)



-6%

Q4 FY22 808 Mn

Q4 FY21 856 Mn

YoY Growth

AMC (INR)



14%

Q4 FY22 866 Mn

Q4 FY21 758 Mn

YoY Growth

INVESTMENT IN PRODUCT DEVELOPMENT - (CAPITALIZED) (INR)

Q4 FY22 : 297 Mn

DEAL WINS

6 wins including 3
platform deal wins

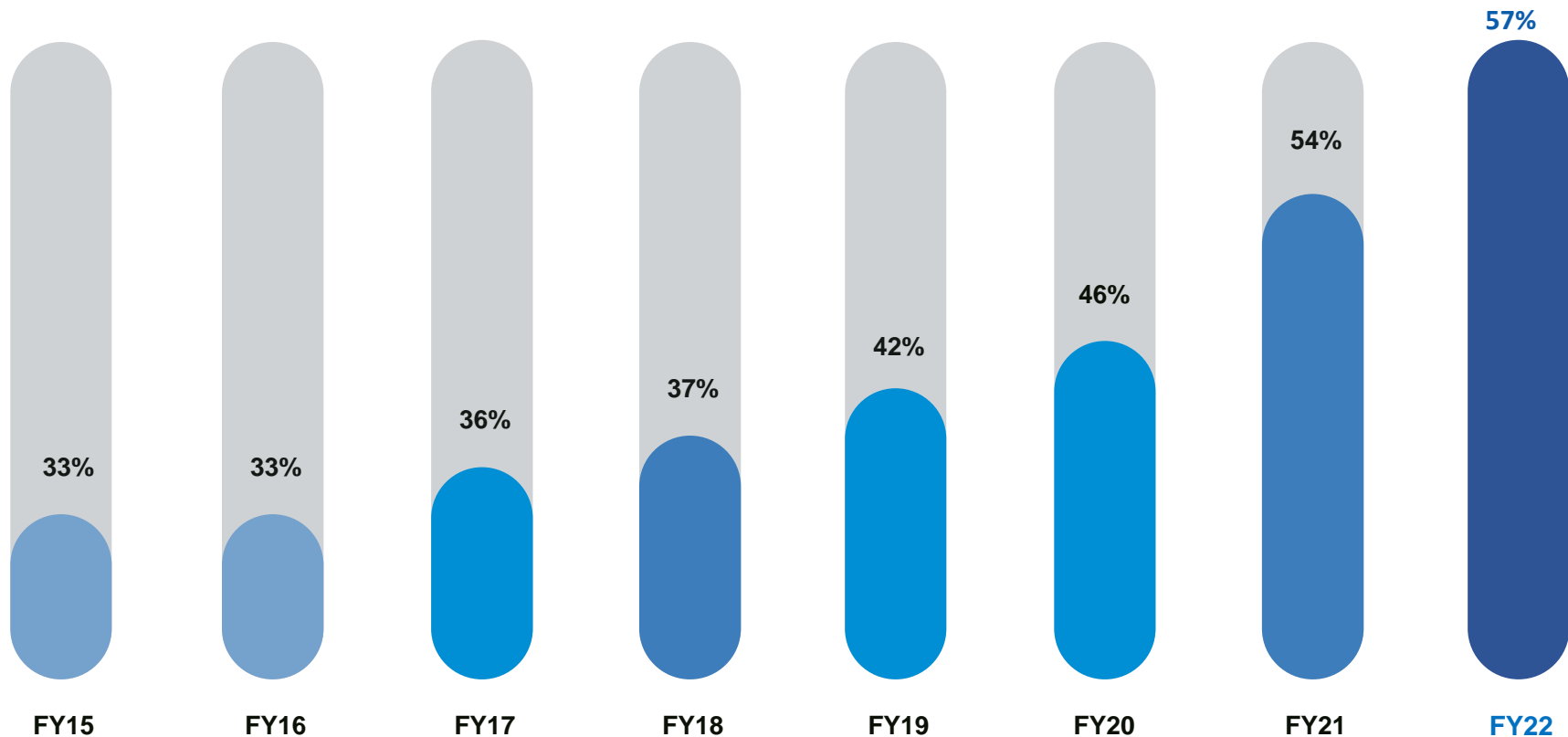
GO LIVES

6 New Digital
transformations

License linked revenue



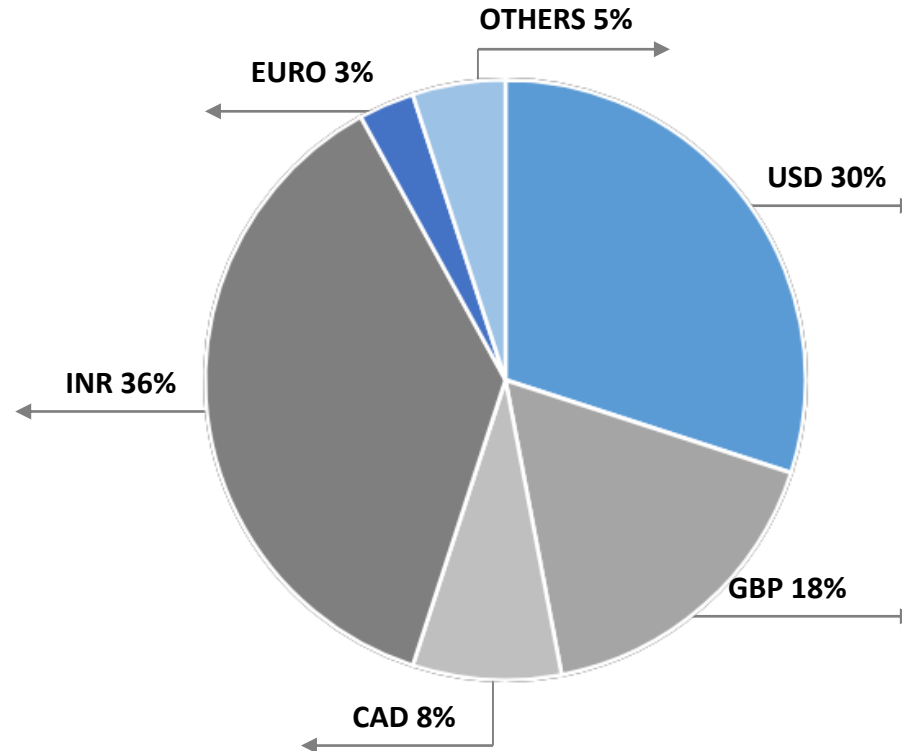
License + SaaS/Subscription + AMC is at 57% of total revenues vs 54% of total revenues in FY21



Revenue Mix – Currency Wise



CURRENCY WISE Q4 FY 22





Healthy Pipeline

The current funnel of Intellect (INR Mn)

54,556 (\$ 725 mn)

Q4 FY22

47,031 (\$ 625 mn)
is accounted by **167**
opportunities

50,605 (\$ 675 mn)

Q3 FY22

42,425 (\$ 565.9 mn)
is accounted by 159
opportunities

41,777 (\$ 573 mn)

Q4 FY21

33,028 (\$ 453 mn)
is accounted by 136
opportunities

DESTINY DEALS

OF DEALS

61

AVG DEAL SIZE
INR (mn)

451 (\$ 6 mn)

% TO TOTAL
OPPORTUNITIES

64%

Q3 FY22

57

435 (\$ 5.8 mn)

58 %

Q4 FY21

43

408 (\$ 5.6 mn)

53 %



Destiny Deals

	Q4 FY21	Q3 FY22	Won	Lost	Added	Remarks	Q4 FY22
> INR 50 Cr	8	12	2		3	2 deals Won 10 deals from Q3 22 3 new deals added	13
INR 30 Cr – INR 50 Cr	15	17	1	1	3	1 deal Won 1 deal Lost 15 deals from Q3 22 3 new deal added	18
INR 20Cr – INR 30Cr	20	28	1	1	4	1 deal Won 1 deal Lost 26 deals from Q3 22 4 new deals added	30
Total High Value Active Pursuits	43	57	4	2	10	4 deals Won 2 deal Lost 51 deals from Q3 22 10 new deals added	61

Financial Results for the Fourth Quarter Ended – March 31, 2022

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

INR Millions

PARTICULARS	QUARTER ENDED			HALF YEAR ENDED		YEAR ENDED	
	March 31, 2022 (Q4 FY 22)	December 31, 2021 (Q3 FY 22)	March 31, 2021 (Q4 FY 21)	March 31, 2022 (H2 FY 22)	March 31, 2021 (H2 FY 21)	March 31, 2022 (FY 22)	March 31, 2021 (FY 21)
TOTAL INCOME	5094	5083	3976	10177	7798	18782	14975
EXPENDITURE							
Software development expenses	2182	2103	1717	4285	3398	7976	6646
Gross Margin	2912	2980	2259	5892	4399	10806	8329
Gross Margin %	57%	59%	57%	58%	56%	58%	56%
SG & A expenses	1353	1340	1006	2693	1942	4898	3836
R & E expenses	352	310	239	662	469	1187	933
TOTAL EXPENDITURE	3888	3753	2961	7641	5809	14061	11415
EBITDA	1206	1330	1014	2536	1988	4721	3559
Depreciation & Amortisation	(265)	(247)	(196)	(512)	(385)	(976)	(767)
Finance Charges	(10)	(10)	(13)	(19)	(27)	(43)	(92)
Fx Reins. (loss)/gain	32	12	(15)	44	8	(60)	28
Other Income / Expense	231	60	95	291	165	476	154
Profit / (Loss) before tax	1194	1146	886	2340	1749	4118	2882
Provision for taxation	(241)	(138)	(79)	(379)	(139)	(627)	(255)
PROFIT / (LOSS) AFTER TAX	953	1009	806	1961	1610	3491	2628



Leadership Position Endorsed by Market Leading Analysts



AiteNovarica

IBSintelligence

CELENT



2022: Intellect benchmarked and rated on top repeatedly



AiteNovarica



IBSintelligence

CELENT



iGTB's LMS rated "Leader" & "Best In Class" in Liquidity Management Platforms Globally in AiteNovarica Report.

The report recognised Intellect for its market leadership, excellence in delivery, continuous product investments and high-quality ongoing support.

Intellect Digital Lending ranks Highest in IBSi LeaderBoard Matrix for Digital Lending in their report titled "Global Lending Vendors & Landscape Report".

This ranking was in recognition of Intellect's end to end credit management system for Retail and Commercial loans.

iSEEC powered Amerisure wins Celent's "Model Insurer Award" for Legacy and Ecosystem Transformation initiative.

The prestigious recognition was received for demonstrating extraordinary results for best practices in technology usage across a variety of areas critical to success in insurance.

Intellect CBX rated as "Major Player" in IDC Report on Digital Banking Platform Solutions.

"IDC Marketscape: North America Digital Banking Customer Experience Platforms, 2022", recognises Intellect CBX for offering a core agnostic Retail Banking Customer Experience Platform.

iGTB powered Vietcombank wins "Asia's Best in Customer Interactions Award" for CashUp initiative at IDC Financial Insight Innovation Awards 2022.

Recognises how Intellect's Payment cash Management System is future-proof, secure and real-time.



Management Observations

Key observations from Arun Jain, CMD and Venkat Saranu, CFO

Management Observations



Arun Jain, Chairman and Managing Director

“Our calibrated yet market leadership journey in Fintech continues to drive 25% annualised growth in Revenues and 33% growth in profits. All the four levers - Product to platform journey, Selected partnership strategy, Large to Mega Digital deal winning and enterprise wide Digital transformation implementations bring joy and fulfillment to all Intellect leaders.



Venkateswarlu Saranu, Chief Financial Officer

The power of design thinking is driving better and faster deliveries resulting into higher cash quarter on quarter with net cash of 558 Cr. All the 5 financial metrics have grown handsomely during the year - Revenue, Ebitda, Cash, PAT and EPS. Intellect lost a multiyear, multi million dollar Digital Transformational deal for Intellect Digital Core with a Russian Bank in Germany, owing to the ongoing crisis in Ukraine. Intellect was awarded the deal, however contracting could not proceed owing to the outbreak of the conflict.



Board Announcements

Board Announcement



Board has approved inducting Ambrish P Jain as Additional Director on the Board. He will be an Independent Director



Mr. Ambrish P Jain was the Chief Operating Officer of Vodafone Idea Ltd from August 2018 till October 2021. During his stint as Chief Operating Officer, he has handled all customer operations nationally, involved in merger, integration, restructuring, cost optimization, transformation and synergy realization

He was on the Board for various Subsidiary Companies of Vodafone Idea Ltd. He has been Deputy Managing Director of Idea Cellular Ltd from April 2011 to August 2018. He holds a B.Tech degree from Indian Institute of Technology, Delhi, MBA from Indian Institute of Management Ahmedabad and Advance Management programme from Harvard Business School, USA.

Board Announcement

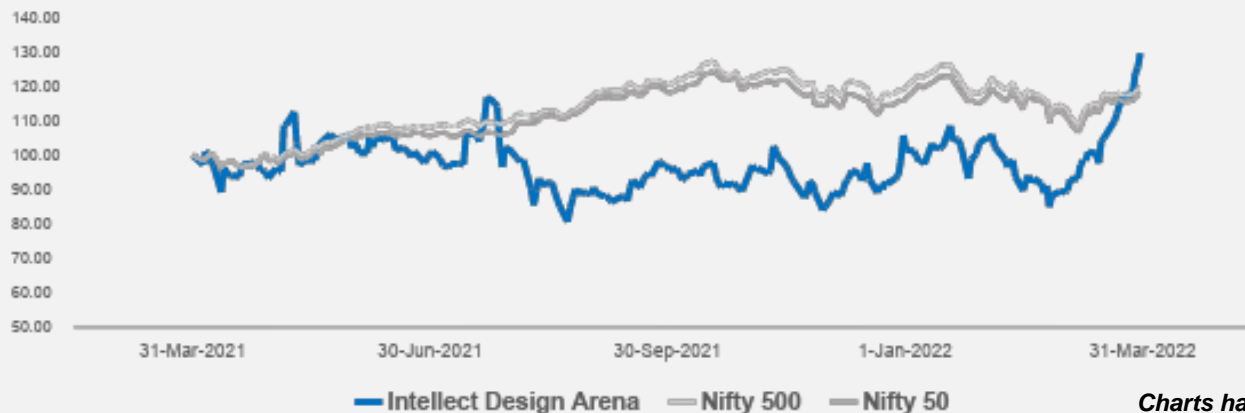


In line with the Dividend Distribution Policy of the Company, the Board has recommended a final dividend of Rs.2.50/- per share on the face value of Rs 5/- each on equity shares, for the financial year ended March 31, 2022, subject to the approval of shareholders at the ensuing Annual General Meeting. Further, the dividend shall be paid within 30 days from the date of declaration.

Stock Information



Relative Stock Performance (1-Apr-21 to 31-Mar-22)



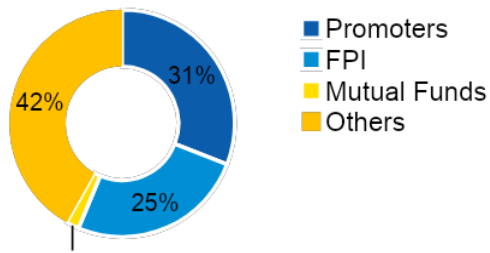
130

119

117

Charts have been rebased to 100

Shareholding Pattern (As on 31st March)



Stock Data (As on 31st March)

💰 Market Cap	12,748 Cr.
📈 Stock Price	₹ 947.40
📊 52 Week (High / Low)	₹ 954/579
📄 NSE / BSE - Symbol	INTELLECT / 538835
🕒 No. of Shares Outstanding	13,45,55,014
🕒 Average Daily Volume (3 Months) – NSE	5,66,368

Contacts



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