intellect®
Design for Digital

Intellect/SEC/2021-22 **May 11, 2021**

1. National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051.

Scrip Code :
INTELLECT

2. BSE Ltd.
1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort, Mumbai – 400 001.

Scrip Code :
538835

Dear Sirs,

Sub-<u>Intimation under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015</u>

In accordance with Regulation 30(6) of SEBI(Listing obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation being made on the audited financial results of the Company for the quarter and financial year ended March 31, 2021 to the analyst and Institutional investor meet to be held on May 11, 2021.

Kindly take the above information on record.

Yours truly,
for Intellect Design Arena Limited

Intellect Design Arena Limited 244 Anna Salai Chennai 600 006

V V Naresh
Company Secretary and Compliance Officer

CONTEXTUAL & COMPOSABLE BANKING
Powered by Intellect Technology

intellect®
Design for Digital

Q4 and FY21 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.

Intellect – A Snapshot

The world's largest cloud-native, API led, microservices based multi-product FinTech platform powered by AI/ML

Full-spectrum banking and insurance technology products across Corporate, Retail, Wealth, Capital Markets and Insurance

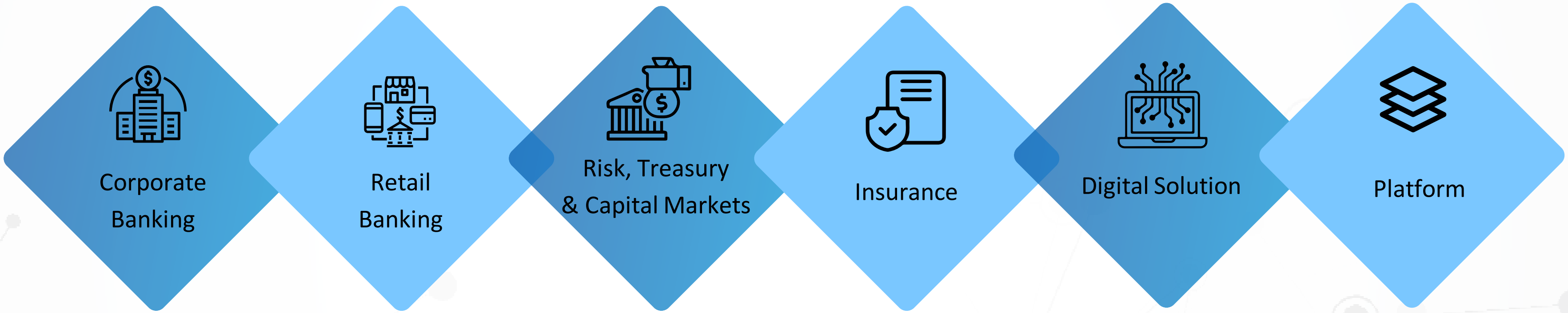
Ranked #1 in the world for both Retail and Transaction Banking by IBS Intelligence Sales League Table 2020

Trusted by over 240 financial institutions across the world

Pioneered Design Thinking to create cutting-edge products and platforms

FinTech 8012, the world's first design center for fintech reflecting its commitment to continuous and impactful innovation

Intellect – Our Lines of Business



Board of Directors

Arun Jain
Chairman & Managing Director

Anil Kumar Verma
Executive Director

Arun Shekhar Aran
Independent Director

Andrew England
Non-Executive Director

Vijaya Sampath
Independent Director

Abhay Gupte
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

Govind Singhal
Chief Human Resources and Group Enablement Officer

Venkateswarlu Saranu
Chief Financial Officer

1. TECHNOLOGY FIRST

Intellect's Four Exponential Technologies

What our customers expect…

Highly secure Hyperscale Cloud Technology
that can be elastic enough to support their growth

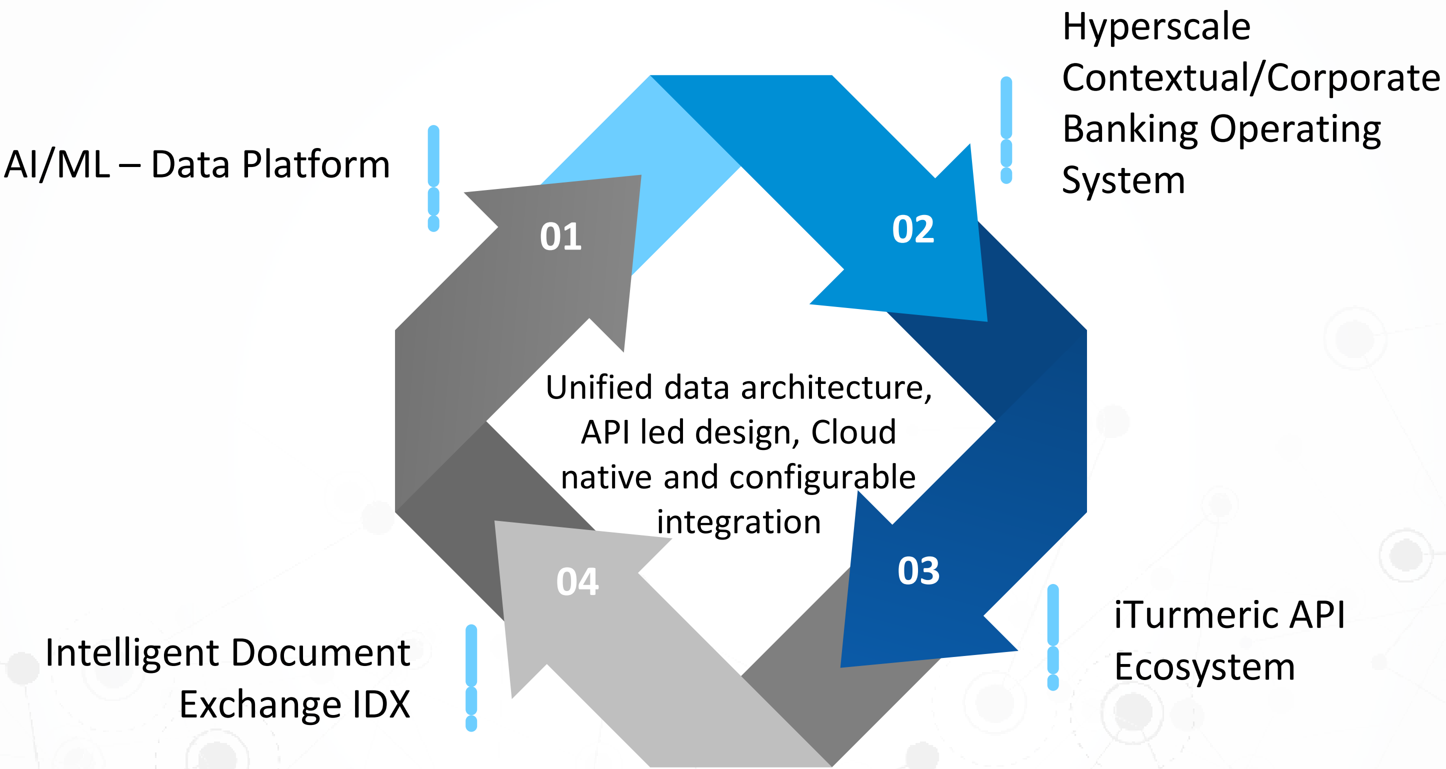
High Performance Technology
to support high volumes/high availability

Customer Experience
deliver consistently high quality experience at every touch point and channel of interaction

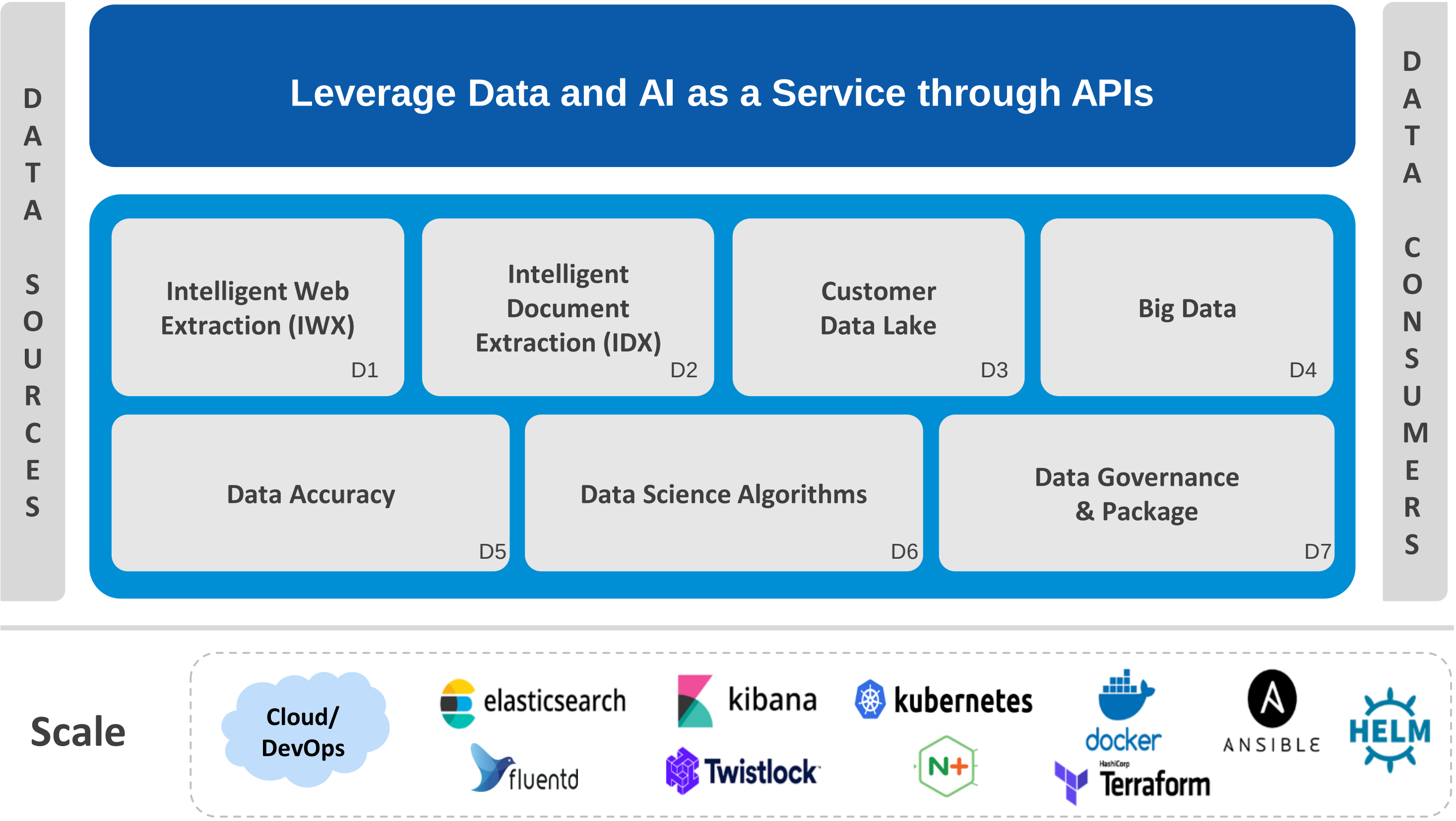
Data as the new oil
Leveraging multiple sources of structured and unstructured data for contextual intelligence

Digital Inside
Wiring of Operations to ensure high STP - contextual and intelligent management of Business rules, entitlements and workflows

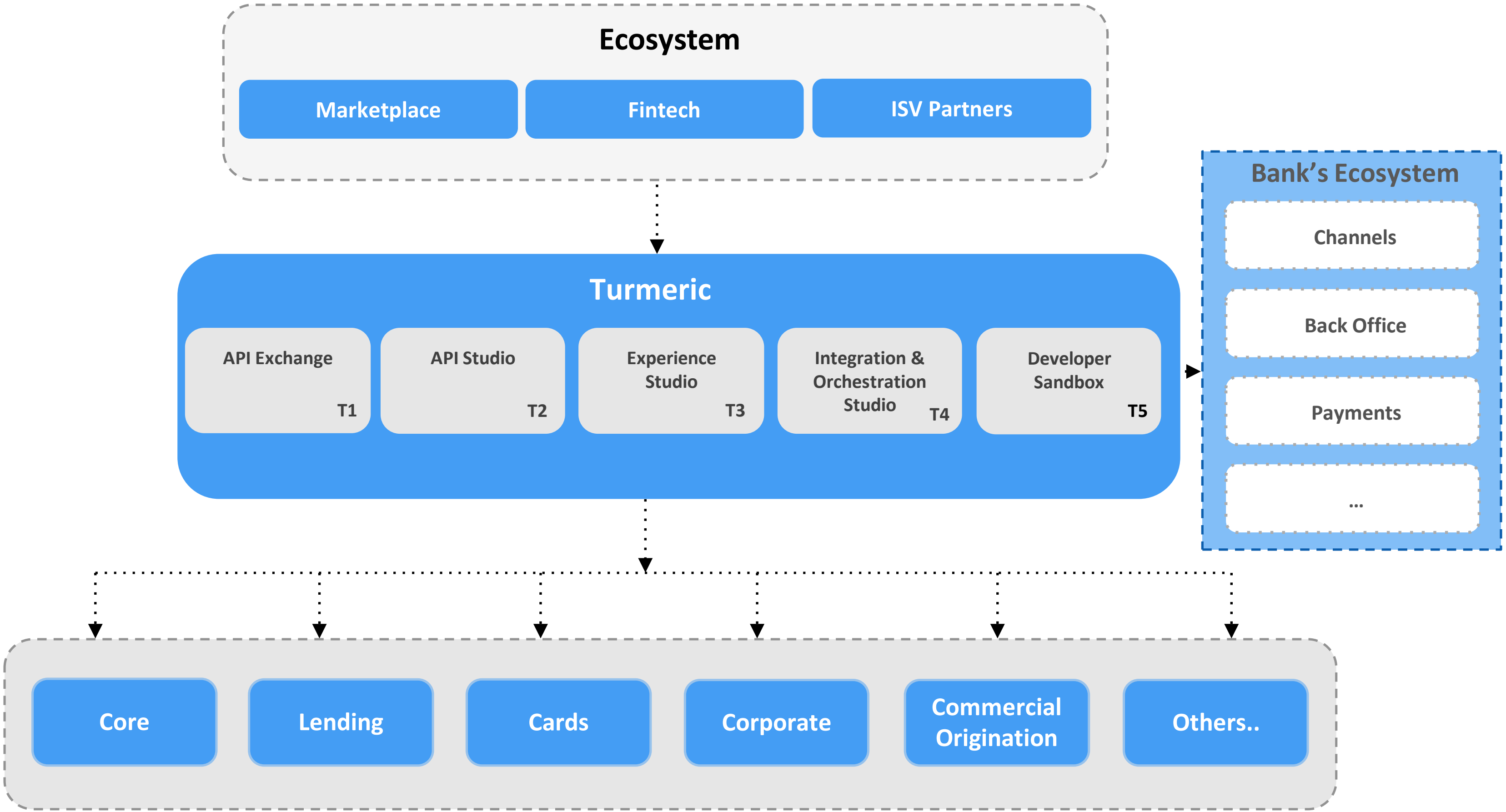
Intellect’s Four Exponential Technologies



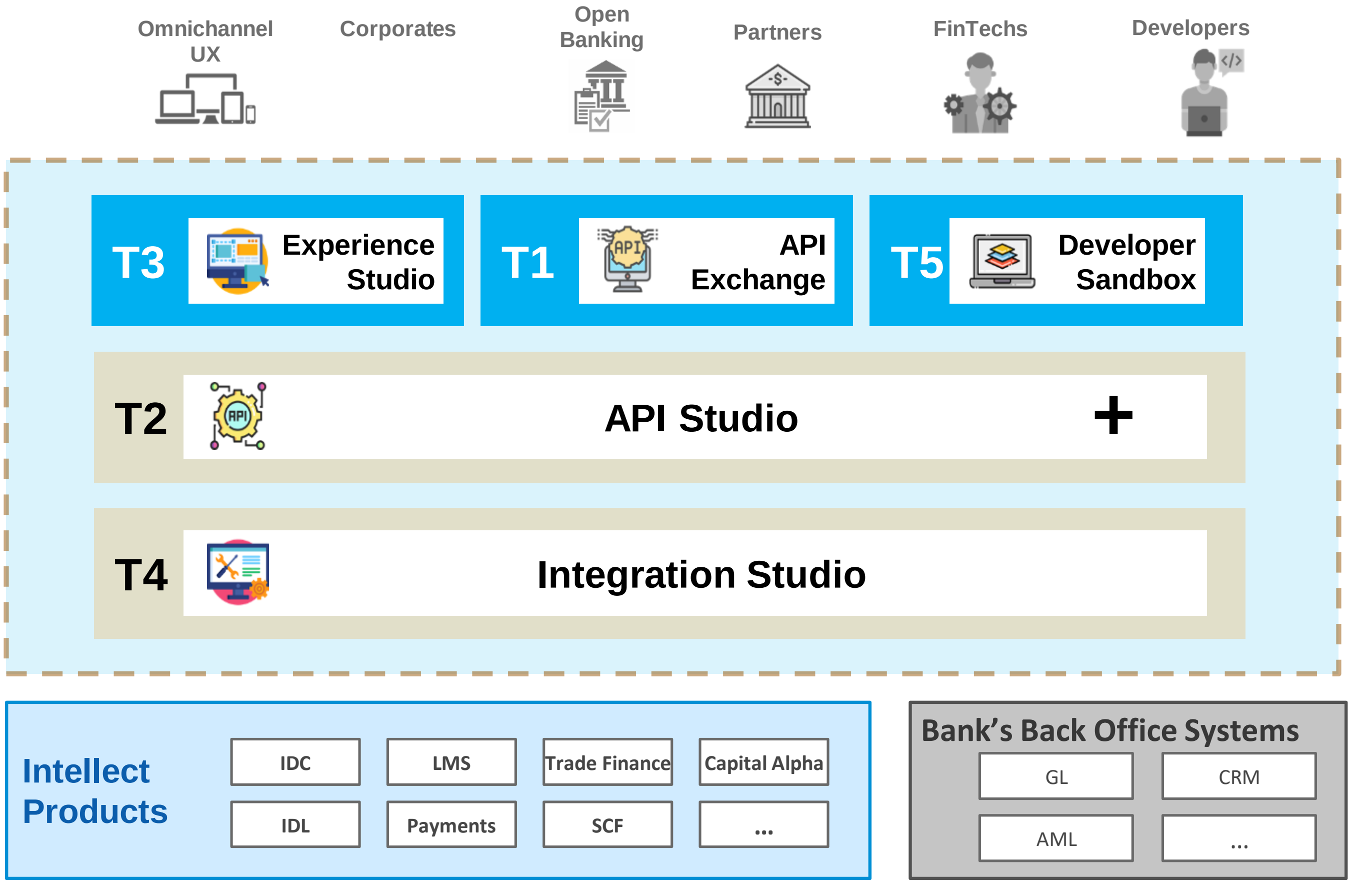
The Complete Data Insights Platform



iTurmeric Platform – Enabling the Ecosystem



iTurmeric Platform – The Marketplace Enabler



Intellect Fin Cloud Platform – Reference Architecture

Reference Architecture – C5 Application Development

C5

Application Development

Datastores

- PostgreSQL
- Amazon RDS
- MySQL
- ORACLE DATABASE
- elastic
- redis

Data Warehouse

- APACHE hadoop
- Amazon S3
- mongoDB

Streaming

- kafka
- fluentd
- Amazon MQ Broker
- Spark Streaming

Languages & Frameworks

- Java
- Spring Cloud
- RESTful
- GraphQL
- node js
- npm
- python
- Spark

Container Registry

- Docker Hub
- JFrog

Repository / App Defn

- GitHub
- Bitbucket
- maven
- Gradle

CI / CD

- Jenkins

API Gateway

- Tyk.io
- Kong

2. CONTEXTUAL AND COMPOSABLE PRODUCTS

Products overview

Digital Transaction Banking

World's First Integrated Digital Transaction Banking Enterprise Platform delivering Omni-Channel Cash & Trade Product Processors

Contextual Banking Experience

Composable, Contextual, Hyperscale Customer Experience Digital Platform to manage Corporate Cash & Trade

Liquidity Management Solution

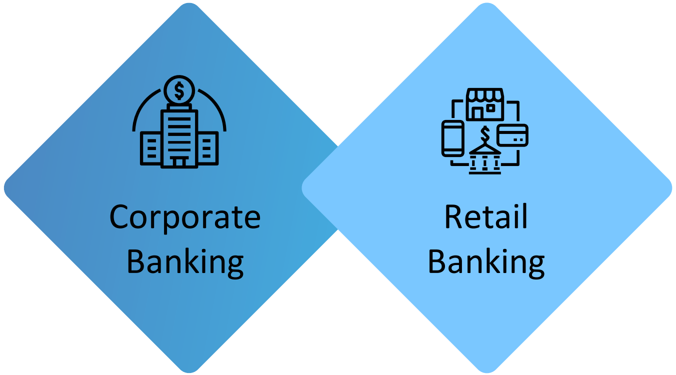
Cash unleashed with Full, Contextual, Real-Time Control. Far Beyond just the World's Best Cash Concentration, Notional Pooling and Investment Sweeps. Includes Deposit Management and Virtual Accounts for own money or client money. Born in the cloud.

Payments Services Hub

Unified Payments Platform Optimising critical Business Interactions - Leveraging Context Aware operating system

Trade & Supply Chain Finance

Fast Forward to Digital 360 Open Architecture Solution ready for Future Changing Ecosystems, with Best-Next Action Design, AI-powered Smart Paper Killers, Limits Management and Risk Distribution, on Cloud or on Premise. Enable Open Networking



Digital Core

Digital 360, real-time, context-aware

Digital Lending

Instant credit, micro-segmentation, risk optimisation

Digital Cards

Full-stack digital payments platform

Retail Banking (CBX Retail)

Driving contextual Digital experience

Digital Wealth (Wealth Qube)

Relationship-centric digital wealth management solution

Central Banking

Designed for complexity reduction, real-time GL, liquidity, risk management & complex payment orchestration

Products **overview**

Brokerage Solution (Capital Alpha)
Broker in a box, multi-asset, multi-exchange

Treasury and ALM (Capital Cube)
Real time Optimizer & Risk Manager for the Bank's treasurer

Asset Servicing (Capital Sigma)
An end to end transaction platform for Custodians and Asset Managers

Risk, Treasury & Capital Markets

Insurance

Underwriting (Xponent)
Pioneering deployment of Artificial Intelligence, Big Data and IoT to transform insurance

Risk Analyst
Integrating multiple data sources with Intelligence to guide the Underwriter

Magic Submission
Reimagine Submissions with the magic of AI

CELENT

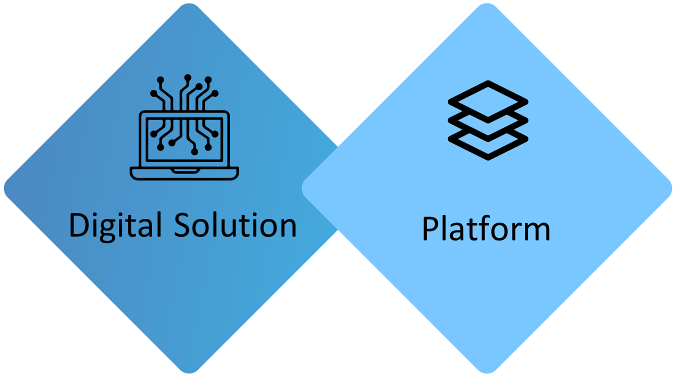
Contextual ALM 2020 (CALM 20) rated among Top NextGen ALM and Balance Sheet Management solutions Worldwide.

NOVARICA

Novarica rates Intellect SEEC's IDX as an Intelligent Text Ingestion solution for Advanced Underwriting with AI & ML playing a larger role.

Products **overview**

I-GOV
Full Spectrum Digital for Public Sector Services

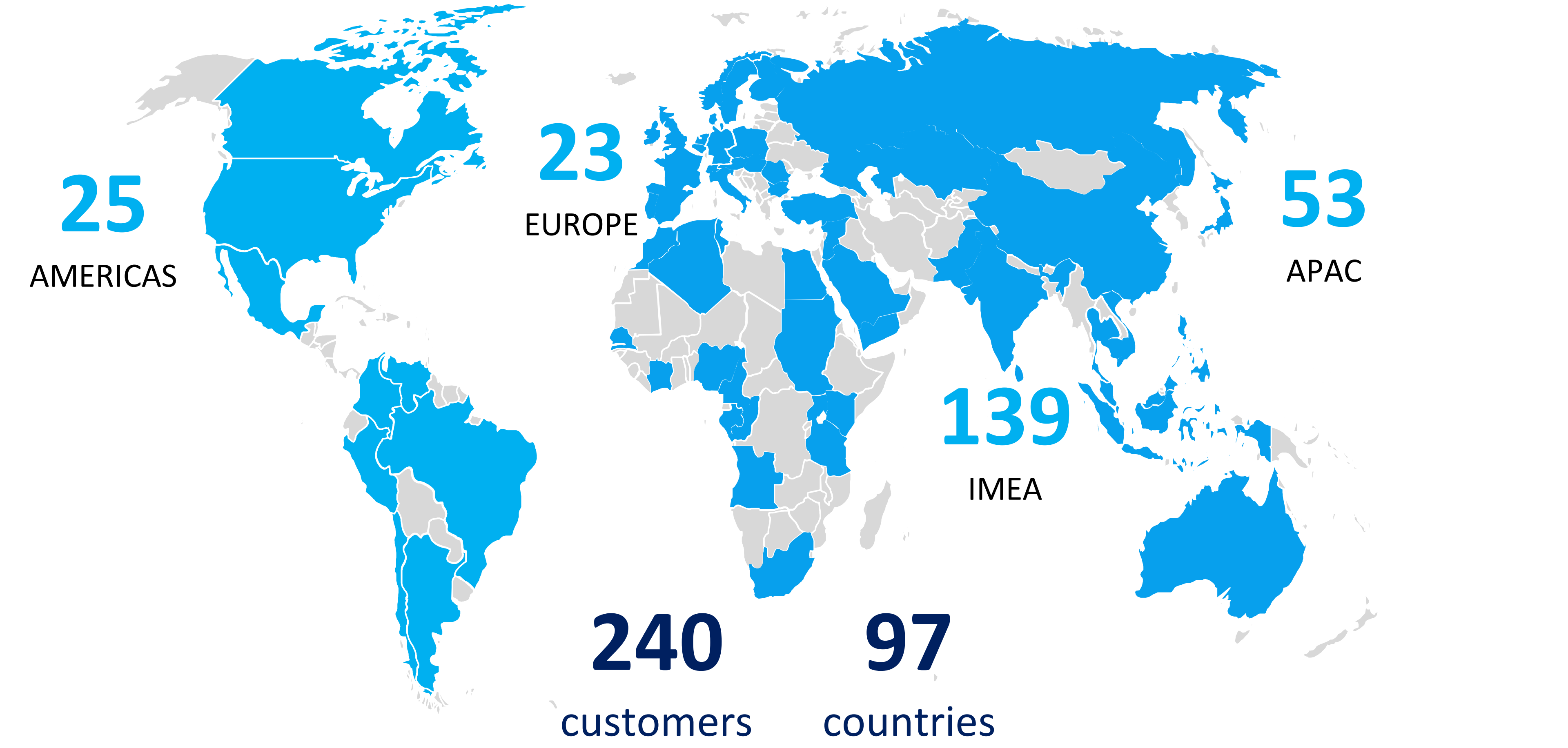


I-Turmeric
First-of-its kind enterprise integration and transformation platform for banks to progressively modernise to a API led, Cloud ready architecture

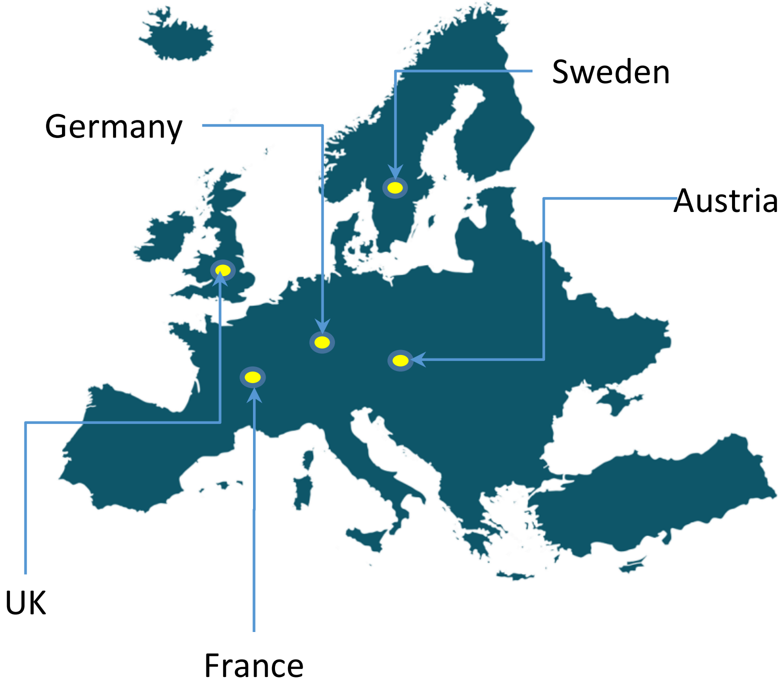
IDX
Fabric Data Platform powered with AI, ML-Intelligent Data Extraction, Validation and contextual synthesis

3. MARKET LEADERSHIP

Intellect: Turning the World Blue



Technology Acceptance in Advanced Markets

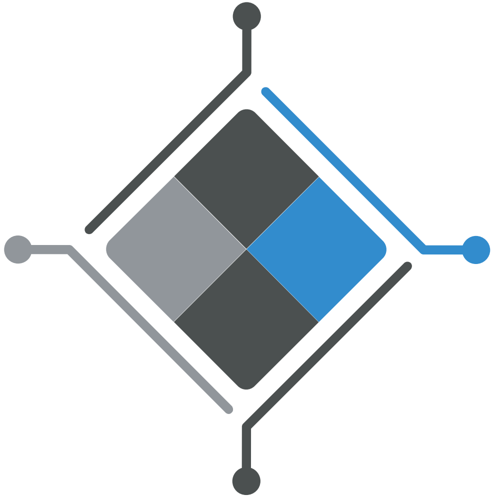


The repeated wins in the advanced markets, despite rigorous evaluation and competition from global players, reaffirm the banks' belief in our next gen fintech architecture and the strong leadership we established in these markets

Our competition in these markets

Consumer Banking:

Temenos, Finastra, TCS, Finacle, Oracle, Mambu, nCino and Thought Machine



Insurance and Data:

Carpe Data, Planck, Duck Creek and Palantir

Transaction Banking:

Finastra, ACI Worldwide, CGI and Bottomline

Risk, Treasury and Markets:

Sungard, Finastra and Calypso

4. Leadership

Leadership

- Seasoned global banker, Dave Revell ICD.D, former EVP and Global CIO of CIBC, joined Intellect's iGTB as a Senior Strategic Advisor on its Growth Advisory Board.
- James McKenney, formerly SVP National Insurance, Commercial Product & Underwriting of Liberty Mutual, joined Intellect SEEC's leadership team as Products Business Head and Chief Strategy Officer
- Kyle Caswell, former Vice President – Sales, Verisk Analytics, also joined Intellect SEEC as an Executive Vice President and Head of US Sales, North America.
- Leadership bandwidth was added to strengthen Product Engineering, Delivery and Market Development for high potential products/markets

5. BUSINESS HIGHLIGHTS

Technology, Product and Market updates of Intellect’s Business Units

iGTB
Business Highlights

Manish Maakan
Chief Executive Officer, iGTB

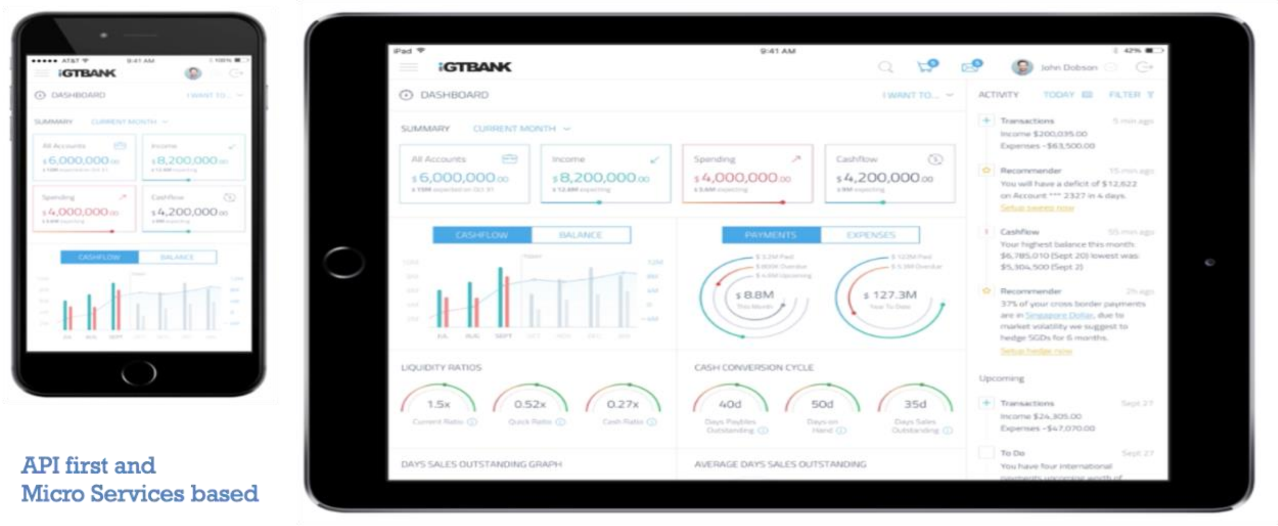
iGTB Contextual Banking by Design

iGTB Vision

Consumerization Of Commercial Banking

Desktop, Tablet,
Responsive- and Native Mobile optimized

Contextual and Predictive
through machine learning



API first and
Micro Services based

Pluggable and
Extensible Architecture

World class UX and
Componentized UI for high
Self Service adoption.

Powered by

LISA CONTEXTUAL DESIGN

PEGASUS DATA ENGINEERING

API 300+ APIs

Built on
Contextual
Composable
Hyperscale
Secure
Cloud
Technology

Our Investments in Modern Cloud Platforms Ready to Fast Forward to Digital Next

iGTB is #1 Partner of Choice for Digital Transaction Banking & Corporate Liquidity Management Transformation Programs

Powered by

LISA CONTEXTUAL DESIGN
PEGASUS DATA ENGINEERING
AI + MACHINE LEARNING
CLOUD NATIVE

DTB — Digital Transaction Banking
World's First Integrated Digital Transaction Banking Enterprise Platform delivering Omni-Channel Cash & Trade Product Processors

CBX — Contextual Banking Experience
Composable, Contextual & Hyperscale Customer Experience Digital Platform to manage Corporate Cash & Trade

LMS — Liquidity Management Platform
Cash Unleashed with Full, Contextual, Real-time Control. Far Beyond just the World's Best Cash Concentration, Notional Pooling and Investment Sweeps. Includes Deposit Management and Virtual Accounts for Own Money or Client Money. Born in the Cloud

PSH — Payment Services Hub
Unified Payments Platform Optimising critical Business Interactions - Leveraging Context Aware operating system

TSC — Trade & Supply Chain Finance
Fast Forward to Digital 360° Open Architecture Solution ready for Future Changing Ecosystems, with Best-Next-Action Design, AI-powered Smart Paper Killer, Limits Management and Risk Distribution, on Cloud or on Premise. Enable Open Networking

iGTB to provide Liquidity & Payments Technology to enable *Société Générale's GTB Leadership vision*

Société Générale, a major player in the economy ***for over 150 years***, supporting ***29 million clients*** every day with 138,000 staff ***in 62***

INVEST IN INNOVATIVE TECHNOLOGY TO BUILD COMPETITIVE ADVANTAGE

Technology is an enabler of most of our goals:

GENERATE BUSINESS GROWTH

- Our "ONE BANK" offer to increase cross fertilization
- Investment in our GTB system (EUR 500m over 5 years)
- The optimisation of our data management platform

IMPROVE EFFICIENCY

Reducing costs and invreasing quality through automation.

HARNESS UPCOMING DISRUPTION

At the forefront of potential disruptions, we invest resolutely in ventures which will harness the opportunities of asset digitalization and the possible revolution of the post-trade based on the distributed ledger.

SG | MARKETS

OUR PLATFORM IS AT THE HEART OF OUR DIGITAL STRATEGY

- A unique open source platform
- Best-in-class framework for clients and staff on design system, APIs authentification, monitoring, dashboarding, worflows and advances algorythmic capabilities

https://www.societegenerale.com/sites/default/files/documents/2021-05/20210510_GBIS-strategic-roadmap-May-2021.pdf

Liquidity Market Leadership Continues

Q on Q Successive Large Destiny Deal Wins – Last 5 Qtrs

processes worldwide
23%
of major currency cross-border MNC sweeps

56
COUNTRIES

sweeps over
$4 trillion
cash every year

40
CUSTOMERS

allocates interest on over
$35 trillion
notional pools every year

LMS
Liquidity Management Solution

1.	HSBC	UK
2.	FIRST ABU DHABI BANK	UAE
3.	BNY MELLON	USA
4.	NORTHERN TRUST	USA
5.	SOCIETE GENERALE	FRANCE
6.	LLOYDS BANK	UK

Powered by

LISA CONTEXTUAL DESIGN

PEGASUS DATA ENGINEERING

AI + MACHINE LEARNING

CLOUD NATIVE

Microsoft

aws

IBM

Our Leadership Position is Endorsed by
12 Market Leading Analysts 35+ Accolades

iGTB IS MARKET LEADER
#1 TRANSACTION BANKING

#1 Partner of Choic for Digital Transaction Banking Transformation Programs

iGTB ranked #1
Best Selling Wholesale Banking – Transaction Banking Solution in the world

IBSintelligence

FORRESTER

STRONG PERFORMER
The Forrester Wave™ 2020 : Digital Banking Engagement Platforms

IBSintelligence

#1 FOR RETAIL BANKING
#1 FOR TRANSACTION BANKING
IBS Annual Sales League Table 2020
2 GLOBAL FINTECH INNOVATION AWARDS
Most Innovative Digital banking platform at HLBB
Best payment system implementation at CIBC
#1 IN GLOBAL PAYMENTS SYSTEMS
#3 IN GLOBAL DIGITAL BANKING & CHANNELS
IBS Annual Sales League Table

CELENT

MODEL BANK AWARD
Emirates NBD wins for Transaction Banking Transformation
PERSONA-BASED UI
Top Trends in Corporate Banking 2019-2020
#1 PACESETTER IN CUSTOMER ENGAGEMENT
Cited for developing persona-based customer journeys
ADVANCED A.I. MOUNTAINEER
Only Product company with complete Corp Banking suite with integrated UX,UI
2 XCELENT AWARDS
Advanced Technology and Breadth of Functionality

accenture

iGTB IS A NOTABLE EXAMPLE
Extensive use of micro services and cloud-native PaaS technologies

IDC

LEADER IN TRADE FINANCE
MarketScape report: Worldwide Trade Finance Systems 2020
LEADER IN ORPORATE BANKING SOLUTION
Worldwide End-to-End Corporate Banking Solution Providers 2019
FINTECH 100: 3 REAL RESULTS AWARDS
Future Ready Payments Implementation at CIBC
Digital Transformation Leader at IDFC
Customer Experience at NBK

Fintech Finance GOLD

GOLD CLASS AWARD
Digital Transaction Banking

Gartner

#1 FOR OPEN BANKING
Full Score on Interactive Open Banking Channel Capabilities

EUROMONEY

CASH MANAGEMENT SURVEY 2020
#1 Mashreq Bank
#5 Emirateds NBD
TRADE FINANCE SURVEY 2021 – 2019
#4 Raiffeisen Bank International

THE FINTECH POWER 50

FINTECH POWER 50
Transforming Financial Services

CEB is now Gartner

LEADING GLOBAL VENDOR
Online Banking Solutions Technology Analysis

Aite

INNOVATION AWARD FOR CUSTOMER EXPERIENCE
Abu Dhabi Islamic Bank
TOP 5 TRADE & SUPPLY CHAIN VENDOR
Aite Matrix: Trade Finance Software Report
#1 FOR APIs
Top Rating on all six measures: Development, Wholesale banking, Sandbox, Connectivity, Management and Analytics

GLOBAL FINANCE

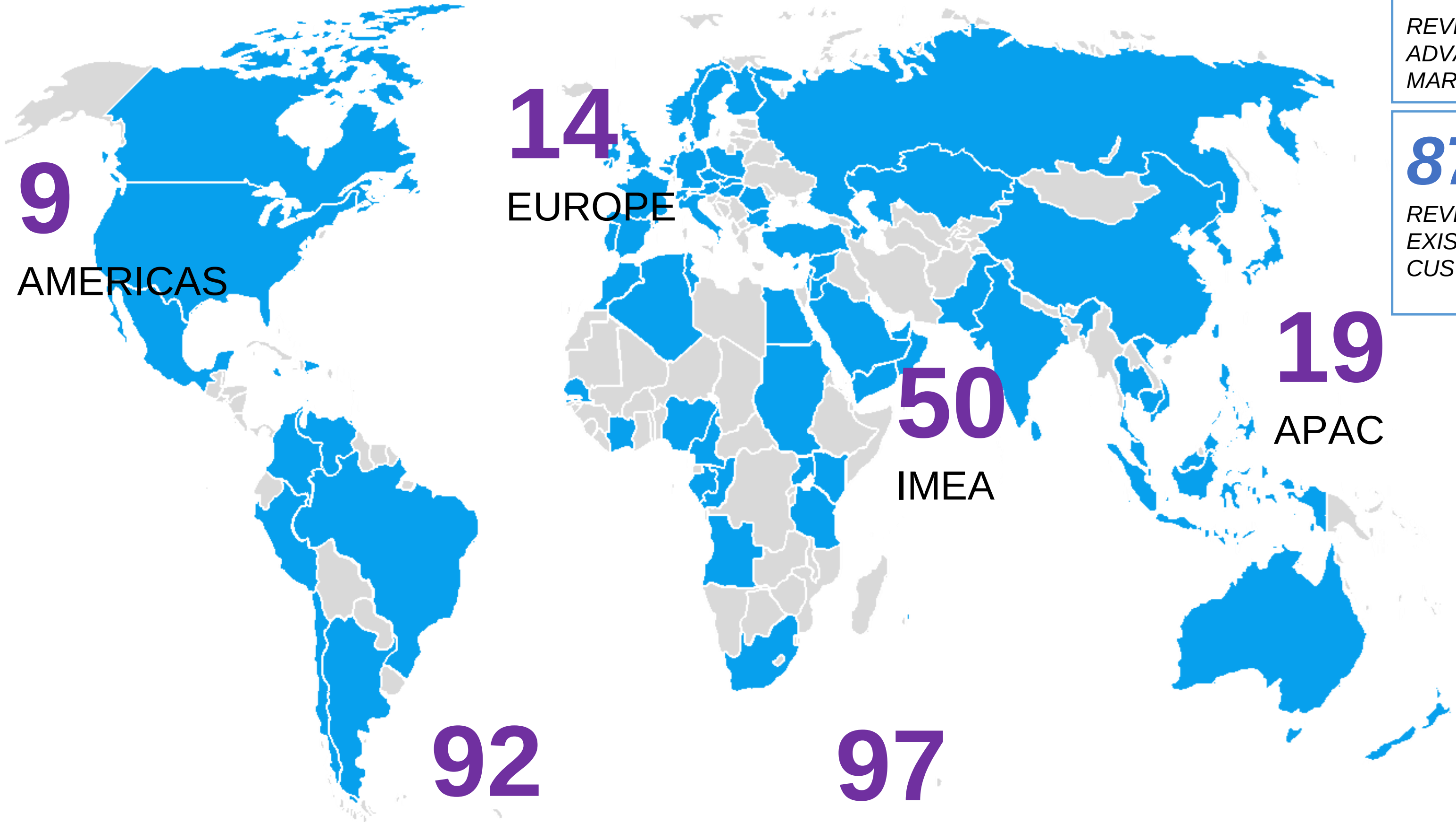
BEST PAYMENTS HUB
Santander wins inaugural award
INNOVATORS IN CASH MANAGEMENT
FAB wins for the Global Cash Position Mobile App
BEST INTEGRATED CORPORATE BANKING SITE
Abu Dhabi Islamic Bank wins for ME
BEST BANK FOR LIQUIDITY MANAGEMENT
First Abu Dhabi Bank wins for ME
HSBC wins in Asia Pacific
BEST BANK FOR CASH MANAGEMENT AWARD
Abu Dhabi Islamic Bank wins for UAE
Abu Dhabi Commercial Bank wins for ME
Arab Bank wins for Jordan, Bahrain, Qatar and Lebanon
First Abu Dhabi Bank wins for UAE
HLBB wins for Malaysia
CIBC wins for North America and Canada
2 PRODUCT INNOVATION AWARDS
Ripple-backed Payments Solution
Corporate Banking on the Watch

CBX DTB PSH LMS TSC IBM Microsoft aws Google Cloud

We contribute to the Eco-System
via iGTB Oxford School of Transaction Banking

- Over **200** alumni of senior transaction bankers
- **6** successful schools conducted
- **10** in-house bank training cohorts
- **94.4%** NPS

iGTB is Turning the World Blue



67%
REVENUE FROM ADVANCED MARKETS

87%
REVENUE FROM EXISTING CUSTOMERS

92

97

Our leadership team
Guides the World Class Team of 1800+

Manish Maakan
CEO, iGTB
30+ Yrs
(GE, Whirlpool, E&Y, IBM)

Andrew England
Director, Head of Strategy
Growth Advisory Council, iGTB
35+ Yrs
(Lloyds, Unicredit, DB, Citi)

Dave Revell
Growth Advisory Council
iGTB
35+ Yrs
(CIBC, BMO, IBM)

Ted Malloch
Growth Advisory Council
iGTB
35+ Yrs
(WEF, Oxford University)

Uppili Srinivasan
Business Head
Digital, Payments & Liquidity
28 Yrs
(Citi)

Atanu Ganguli
Business Head
DTB, Trade, Supply Chain
25+ Yrs
(HP, Olivetti)

Phil Cantor
CMO, iGTB
35+ Yrs
(Misys, Smartstream, Barclays, TSB)

Rajesh Makhija
CTO, iGTB
30 Yrs
(Yes Bank, Oracle)

Sales & Product Leadership Team - Expansion

1.EUROPE	UK, SPAIN, AUSTRIA
2.NORTH AMERICA	USA
3.ASIA	UAE, SINGAPORE

1.Liquidity	Product Management, Delivery
2.DTB	Engineering
3.Trade & SCF	Engineering, Delivery

Industry Leadership Experience from Companies viz

1. Consulting/Technology – Accenture, PWC, Capgemini, Infosys, Finastra
2. Banks – JPMC, HSBC, Barclays, MUFG, BNY, Citi

Contextual Banking by Design

Digital Transaction Banking

Contextual Banking Experience

Payments Services Hub

Liquidity Management Solution

Trade Finance &
Supply Chain Finance

www.igtb.com iGTB @i_gtb /igtbpage igtb@intellectdesign.com

FULL SPECTRUM RETAIL BANKING

Digital Core | Digital Lending | Central Banking | Digital Bank | Digital Channel | ..... | Cards

Rajesh Saxena,
CEO, Intellect Global Consumer Banking

Won 18 Deals in Covid Times

6 Destiny Deals	Bank of Mozambique	Concentra	OTTO	Arab Bank	NABARD	Multi National Bank India
6 Upgrade Deals	Exim Bank	Canara Bank	RAKBANK	Utkarsh Small Finance Bank	Cargills Bank	OCUB
6 Other Deals	Mauritius Telecom	Mohanokor	Kotak Mahindra Prime	Banque Du Caire	QNB	Yes Bank

Resilient business model backed by consistent innovation-focused strategy

Analyst Accolades

IBSintelligence

#1 ranking by IBS Annual Sales League Table 2020 Intellect Global Consumer Banking (iGCB), the retail banking arm of Intellect, retained its #1 Global Leadership position in retail banking for the second time in a row.

Gartner

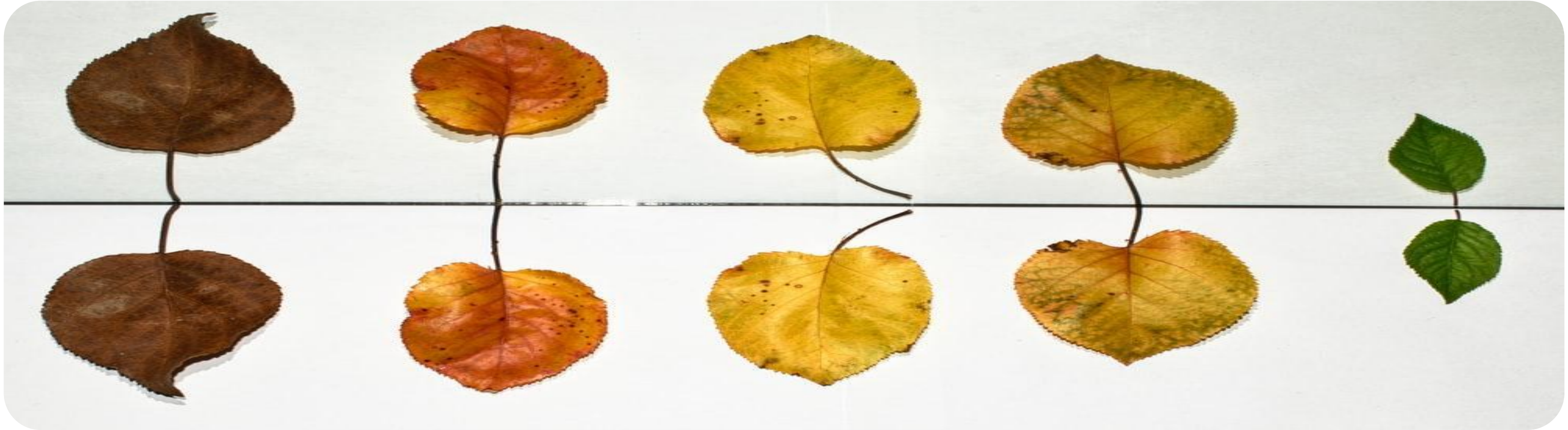
7-time Leader in Gartner's Magic Quadrant for retail banking

Awards

Lending powered Yes Bank has won the award for **Best Fintech Partner Bank in Asia for its API first initiative at IDC Financial Insights Innovation Award (FIIA)**

Won the **IBS Intelligence Award** for the Most Impactful Project in Digital Lending Category for SVFC

Winner of 'Most Innovative Product' By Economic Times Innovation Award 2019-20 for CBX-O



TECHNOLOGY ARCHITECTURE

WORLD CLASS

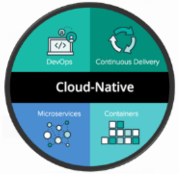
PRODUCTS

OBJECTIVE

Transforming the existing products into SUPERIOR NEXT GENERATION PRODUCTS, with best in class UI & UX connected through API enabled services using microservices architecture & containerized deployments, DevOps linked CI/CD process, fully automated testing and hence resulting in a market leading

world-class banking suite of products.

Product Technology – 8 Point Architecture



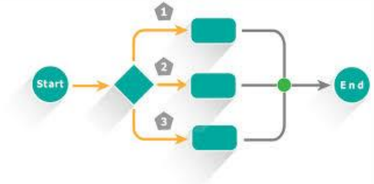
1. Cloud Native µServices, API First

2. Decoupled UI/UX

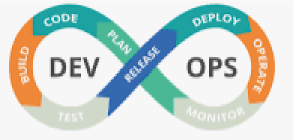
3. Open API 3.0 Compliance

4. BIAN Standards

5. Marketplace
Ecosystem for partners & customers



6. Composable Banking SDK



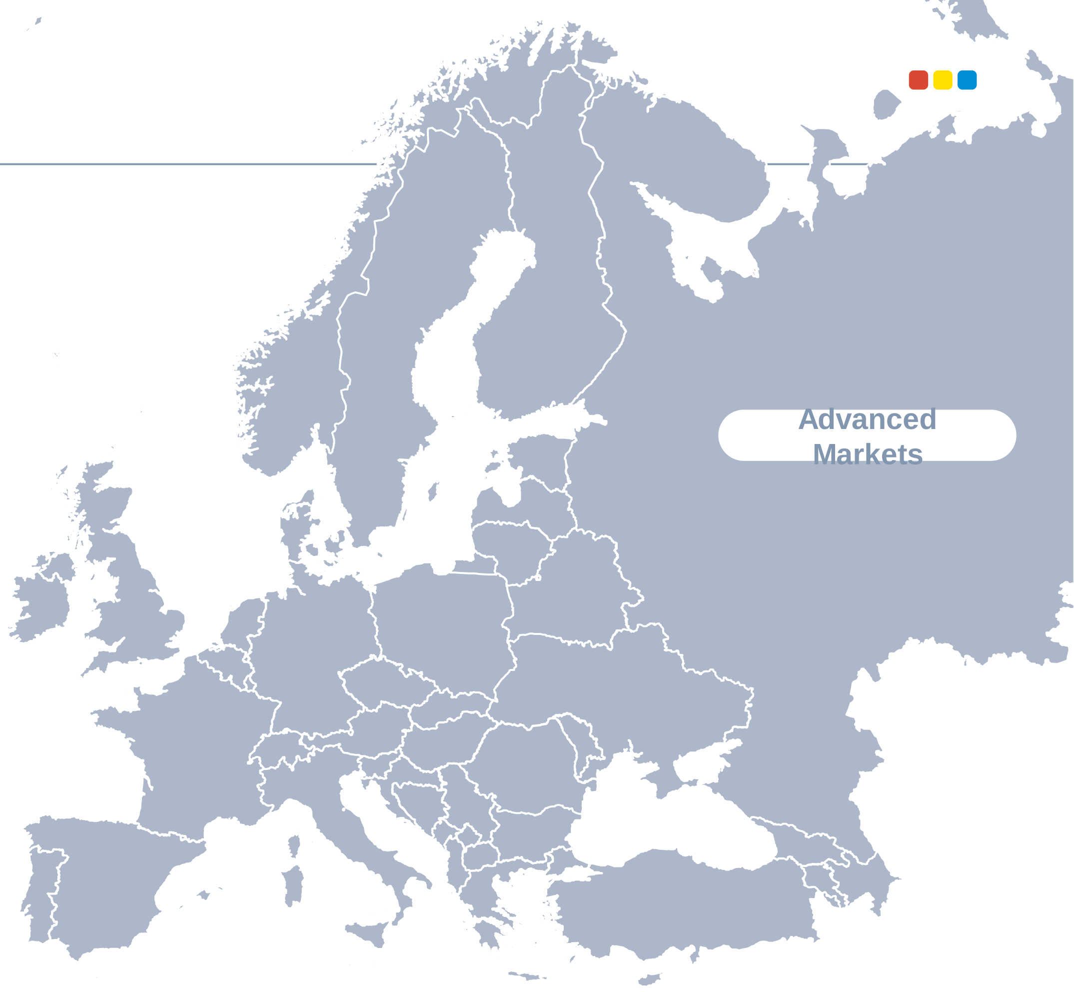
7. DEVOPS Pipeline

8. Out of the box tools for Integration

Advanced Market Strategy -
Europe and North America

Advanced Market Strategy

1. Building Solution, Delivery and Hosting capabilities in Germany, UK and Canada
2. 3 Marquee clients – Cater Allen, Otto and Concentra. Last 2 in many deals
3. Fully Hosted IDC Solution in Germany, UK (AWS) and Canada (Azure)
4. Regulatory, open Banking , PSD2 Compliance
5. Kredit 360 Launch in Europe



Product Growth Engines

Intellect Digital Core (IDC 21)

Intellect Digital Lending (IDL 21)

Intellect Quantum Banking

Composable. Contextual. Open API. Cloud Native

Product Growth Engine 1 : IDC 21

01

Fully integrated product suite

- Composable Services - Deposits, Teller, GL, CASA, CBX-C, CBX-R, IDL, Trade Finance, AML & Treasury

02

Digital Apps with In Built Analytics

- Apps for retail & corporate banking
- Role based Contextual Dashboards

03

Powerful Back end Engine

- Enterprise wide Pricing Engine
- Product Bundling

Product Growth Engine 2 : IDL 21

Fully Integrated Lending Suite across Retail, SME and Corporate

01

- Composable Components– Origination, Loan Mgmt., Collateral & Limits Mgmt., Debt Mgmt.

Contextual & Real-time

02

- ML based Credit risk analyst
- Apps across loan life-cycle - Digital Agency, Digital Collector, RM Tablet on-boarding

Performance and Security Benchmarks

03

- 5-minute Critical EOD for 1.2 Million Loans
- Key APIs benchmarked for 400-600 TPS

Product Growth Engine 3 : Quantum Banking

1. Banking Services
2. Government Services
3. Enterprise General Ledger
4. Currency and Vault Management
5. Collateral Management
6. Credit/Market Operations
7. Depository & Public Debt Management
8. Treasury & Risk
9. Trade Finance
10. National Payment Systems
11. National Level Credit Aggregation & Reporting
12. Cross Border FX Transaction Management

Summary

Summary

01 After Calibrated growth for the last couple of years, FY 21 was a good year. All engines of the business firing :Solution, Execution, Engineering & Customer Support

02 Three products: IDC, IDL & QCBS have hit critical mass

03 In order to grow for the next couple of years, we are planning to invest in following areas

- SME
- Selective Sales Positions
- Cloud Operations

Overall cautiously optimistic about 2021-22 and strongly optimistic in the medium to long term


Design Lab

IntellectSEEC - Business Highlights

Banesh Prabhu

Chief Executive Officer, Intellect SEEC

Intellect SEEC - Business Highlights

Technology

- Enhanced the cloud data platform – has several thousands unique data elements available for consumption
- IDX.ai cloud platform can execute AI used cases in a few weeks and already covers – Document Classification, Data Extraction, Validation, Verification & API Ingestion
- IDX.ai for non-insurance: launched Magic Aadhaar and will add 3 new products for Payables, ESG, Banking, Audit/Contract across geos
- Upgraded Underwriting end to end Solution: Submission Prioritization, Prospecting, Intake Routing (Xponent Lite)

Intellect SEEC - Business Highlights

Markets

- One of the world's leading Insurance company goes live with Magic Submission
- One of world's leading Wealth Providers selects us as their strategic AI Transformation Partner for their Investment Management Division
- Underwriting (Xponent) referrals & rules and Auto edge enhancements go live for 2 Large US insurers
- Magic Submission launched – UX and sophisticated ML has created leadership position for underwriting in the US
- Magic Aadhaar launched – several discussions in progress

Intellect SEEC - Business Highlights

Product Leadership Journey

- Business moved from building platform to GTM focus - Key senior leadership onboarded including enhanced COE teams in Data Sciences , AI & ML
- Shifted from a AI product provider to a strategic digital transformation partner with Contextual and Composable cloud & subscription implementation model
- End to end user journeys with AI and ML capabilities resonating significantly with Customers and Analysts

Intellect SEEC - Business Highlights

Brand

CELENT

Celent recognition for IDX.ai work done with a world leading UK Wealth Manager for Technology excellence

Launched Digital Marketing - Brand Equity Content strategies have increased user visits by 74%, page views by 81%, avg session duration & organic traffic by 21% and 78.5K impressions leading to over 30 active US Leads in discussion.

NOVARICA

- Novarica recognised our enhanced underwriting capability of Magic submission with our Data platform as a leader
- Intellect SEEC partnered with Novarica to present a two part webinar series for brand and qualified lead generation

Recent Analyst & Industry Awards and Recognition – Data & AI

2020	2020	2020	2019
CELENT MODEL WEALTH MANAGER Winner of 2020 CELENT MODEL WEALTH MANAGER – EMERGING TECHNOLOGY St. James's Place	CELENT Intellect Risk Analyst cited among leading Directed Data Platforms providing answers to specific questions from an individual insurer for use in underwriting or other processes - 2020	NOVARICA Intellect Risk Analyst implementation at Liberty Mutual featured as a case study in the Data and Analytics category by Novarica in their 9th Annual case study - 2020	OVUM Intellect identified as a key player in their report titled Machine Learning in Global Insurance Sector by presenting Intellect's implementation as an example of an intelligent RPA use case in a project undertaken by a commercial insurance client.

2020	2020	2020	2020
dataIQ™ AWARDS 2020 SHORTLISTED BEST DATA AND ANALYTICS TEAM (ENABLER)	Aite Intellect SEEC recognized as a "Full AI Suite Provider" who can help carriers streamline their underwriting workflows	NOVARICA Novarica rates Intellect SEEC's IDX as an Intelligent Text Ingestion solution for Advanced Underwriting with AI & ML playing a larger role.	Technology Product Awards 2020 BEST AI/MACHINE LEARNING PROVIDER At the forefront of new tech with Intellect Design Arena highly commended

iRTM – Business Highlights

Wins & Go Lives

- Capital Cube wins an upgrade with a leading private sector bank
- Capital Cube Treasury & CALM went live in a new market - Mauritius'
- A large NBFC in India went live with Capital Cube Treasury
- A leading bank in the UAE went live with our Risk Free Rates Solution as part of the Libor transition

Technology & Product Leadership Journey

- Capital Cube -21 supports open banking trading with Open API's in Trade Data and Market Data
- Capital Cube-21 provides insights into advanced portfolio analytics with Campisi Model Attribution

iRTM – Business Highlights

Brand

- Capital Cube-was declared Winner at the IBS Intelligence Global Fintech Innovation Awards 2020 in the 'Best Treasury Implementation' category for a leading Australian Bank
- Mutual Fund Utilities India, powered by Capital Sigma-Fund Distribution, declared winner of the Aité Group's 2020 Innovation in Capital Markets Award for Digital Experience
- SICO Funds Services Company B.S.C. (c) chooses Intellect’s Capital Sigma to digitize its custody and fund administration servicing business
- Intellect Contextual Asset Liability Management Solution rated "Best of Breed" in RiskTech Quadrant for ALM, Funds Transfer Pricing (FTP), Liquidity Risk Management (LRM) by Chartis in the report titled, ALM Technology Systems, 2021 - Market and Vendor Landscape.

iWealth – Business Highlights

Technology

- NLG based portfolio review report is completed along with the Market place partner (vPhraze)
- API security and test automation using customized Mockito framework is completed.

Markets

- Intellect Wealth upgrades ICICI Bank’s system capabilities with RM Office lite.
- China Banking Corporation goes live with Intellect Wealth’s Digital Trust Solution.

Brand

- Intellect’s Wealth Qube has been listed among Global Portfolio Management Vendors in Gartner's Report titled "Integrate Advisor-Supporting Wealth Management Technologies Into Digital Platforms to Accelerate Adoption”.

iGov - Business Highlights

Technology

Q4 FY21

- Introduced Intellect's Standard API Management and Enterprise Integration Platform (iTurmeric) to GeM

FY21

- GeM 4.0 rollout enabling Unified Procurement System with procurement rich functionality.
- Advanced Analytics based anomaly detection

Markets

Q4 FY21

- Order received: USD 2.44 Billion.
- Order Volume: 0.11 Mn
- Sellers registered : 0.47 Mn
- Portal page view: 80 Mn.

FY21

- Order placed Value: USD 5.28 Billion
- Order Volume: 2.57 Mn
- Seller on boarded: 1.56 Mn
- Portal page view - 237.3Mn

Brand

Q4 FY21

- Products Listed: 1.19 Mn
- Category Introduced: 3,933

FY21

- Products Listed: 1.77 Mn
- Category Introduced: 10,221

6. Financial Performance

Intellect continues on its Monetisation Trajectory

Financials - Executive Summary – Q4 FY21

E1: Revenue

- Total revenue is at INR 3946 Mn registering 10% YoY growth
- In $ terms, total revenue is at $ 54.12 Mn registering 9% YoY growth

E2: License , AMC and SaaS Revenue

- License Revenue is INR 849.1 Mn
- AMC Revenue is INR 752.7 Mn
- Cloud/SaaS revenue is INR 644.5 Mn, registering 68% YoY growth

E3: Gross Margin, EBITDA and PAT

- Gross Margin is INR 2229.5 Mn in Q4 FY21, 56.5% of revenues – grew by 16% against revenue growth of 10%
- EBITDA for Q4 FY21 is INR 984.6 Mn – moved from 18% of revenues YA to 25% of revenues- grew 54% YoY
- Net Profit for Q4 FY21 is INR 806.1 Mn – grew from 11% of revenues to 20% of revenues – grew 97% YoY

E4: Cash and Net Cash position

- Cash and Cash Equivalent is INR 2616.5 Mn in Q4 FY21 as against INR 1343.1 Mn in Q4 FY20
- Effective Operating Cash Flow is INR 844 Mn
- Net cash as of Q4 FY21 is at INR 2106.5 Mn as against negative INR 1212.3 Mn in Q4 FY20

E5: Collections and Investment in Product Development (Capitalised)

- Collections for Q4 FY21 is INR 3777 Mn; up by INR 792 Mn as against INR 2985 Mn in Q4 FY20
- The Net Days of Sales Outstanding (DSO) is 114 days in Q4 FY21 as against 150 days in Q4 FY20
- Investment in Product Development (Capitalised) is INR 284.3 Mn, against INR 239.7 Mn in Q4 FY20

E6: Digital led wins:

- 12 Digital led wins
- 4 large Digital Transformation deal wins

Financials - Executive Summary – FY21

E1: Revenue

- Total Revenue for this year stood at INR 14991.6 Mn – grew by 11% YoY
- In $ terms, revenue stood at US $202m – grew by 6%

E2: License, AMC and SaaS Revenue

- License Revenue stood at INR 3350 Mn – grew by 35% YoY
- AMC revenue stood at INR 2986 Mn – grew 18% YoY
- Subscription/Cloud revenue stood at INR 1796 Mn– grew 47% YoY
- License Linked revenues grew by 31% YoY moving up from 46% of Revenues YA to 54% of revenues

E3: Gross Margin, EBITDA and PAT

- EBITDA stood at INR 3576.5Mn – multiplied 4.78 times YoY – grew from 6% of revenues YA to 24% of revenues
- Net Profit stood at INR 2627.7 Mn – multiplied over 16.44 times compared to YA – grew from 1% of Revenues to 18% of revenues
- Gross Margin is at INR 8345.7 Mn – grew by 28% YoY against revenue growth of 11%
- Gross Margin sustained at around 56% of revenues. YA figure was 48%

4: Cash and Net Cash position

- Cash and Cash Equivalent is INR 2616.5 Mn in FY 21 as against INR 1343.1 Mn in FY 20
- Effective Operating Cash Flow is INR 3347.8 Mn

E5: Collections and Investment in Product Development (Capitalised)

- Collections for FY21 is INR 14967 Mn; up by INR 2136 Mn as against INR 12831 Cr in FY20
- The Net Days of Sales Outstanding (DSO) is 114 days in FY21 as against 150 days in FY20
- Investment in Product Development (Capitalised) is INR 1120.4 Mn, against INR 1105.1 Mn in FY20

E6: SG&A Costs

- SG&A cost stood at 26% down from 34% of revenues YA
- Research, Engineering and Product development costs stood at 13.7% of revenue – against 17.2% of revenues YA

E7: Digital led wins:

- 32 Digital led wins including 15 large Digital Transformation deal wins

Q4 FY21 - Revenue at INR 3946 Mn

Q4 FY21 REVENUE (INR)	3946 Mn	Q4 FY20 – 3596 Mn
Q4 FY21 REVENUE (US $)	$ 54.12 Mn	Q4 FY20 - 49.71 Mn
EBITDA (INR)	985 Mn	Q4 FY20 - 639 Mn
EBITDA %	25%	Q4 FY20 - 18%
GROSS MARGIN (INR)	2229 Mn	Q4 FY20 - 1927 Mn
LICENSE (INR)	849 Mn	Q4 FY20 - 1008 Mn
SAAS Revenue(INR)	645 Mn	Q4 FY20 - 384 Mn
AMC (INR)	753 Mn	Q4 FY20 - 670 Mn
PAT (INR)	806 Mn	Q4 FY20 – 410 Mn
NET CASH	2107 Mn	Q4 FY20 – 1212 Mn

Collections for Q4 FY21 (INR Mn)	3777 Mn
Net DSO	114 Days
Investment in Product Development (Capitalized) (INR)	284 Mn
Annualised EPS	24.25
Deal Wins	12
Large Deal Wins	4
Go Lives	13
CSR contribution (INR Mn)	Nil

FY21 - Revenue at INR 14992 Mn

FY21 REVENUE (INR)
14992 Mn
FY20 – 13509 Mn

FY21 REVENUE (US $)
202.11 Mn
FY20 - 190.61 Mn

EBITDA (INR)
3577 Mn
FY20 - 748 Mn

EBITDA %
24%
FY20 - 6%

GROSS MARGIN (INR)
8346 Mn
FY20 - 6522 Mn

LICENSE (INR)
3350 Mn
FY20 - 2483 Mn

SAAS Revenue(INR)
1796 Mn
FY20 - 1219 Mn

AMC (INR)
2986 Mn
FY20 - 2528 Mn

PAT (INR)
2628 Mn
FY20 – 160 Mn

NET CASH
2107 Mn
FY20 – 1212 Mn

Collections for FY21 (INR)
14967 Mn

Net DSO
114 Days

Investment in Product Development (Capitalized) (INR)
1120 Mn

Annualised EPS
19.76

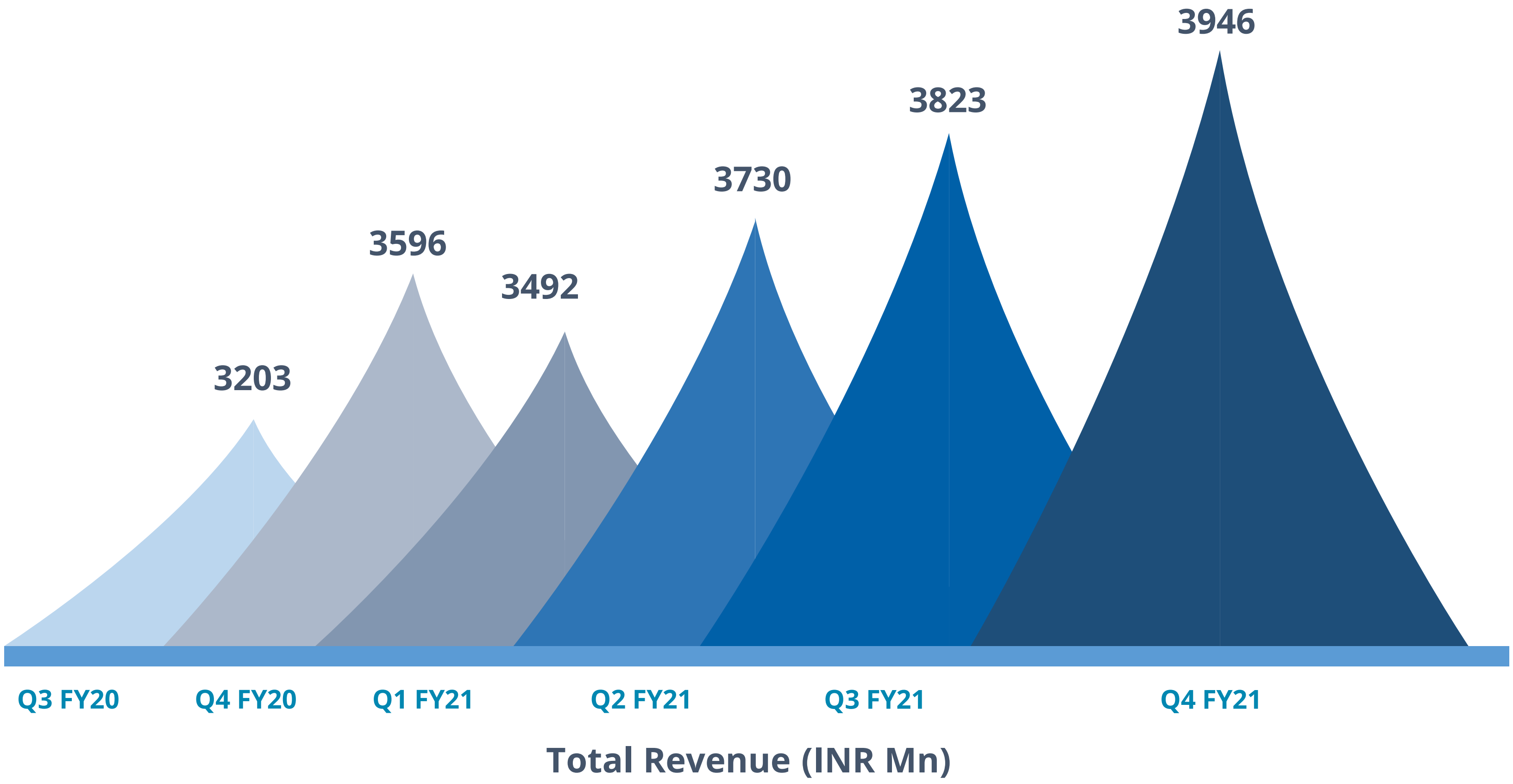
Deal Wins
32

Large Deal Wins
15

Go Lives
52

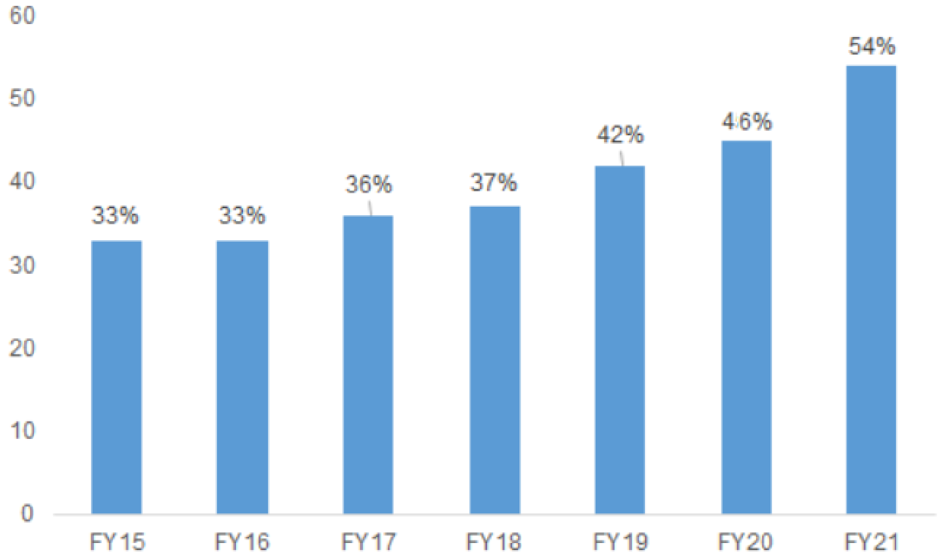
CSR contribution (INR)
27 Mn

Total Revenue at INR 3946 Mn in Q4 FY21



Note : All figures are in INR Million unless otherwise mentioned

Financials - Steady growth in license linked revenue



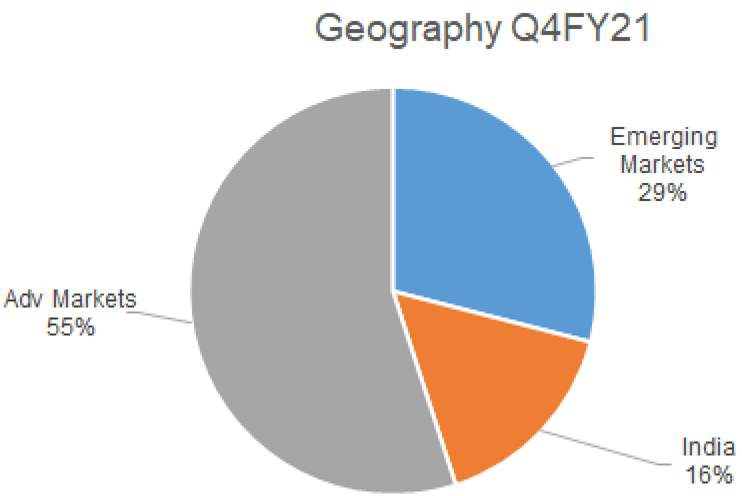
Q4 FY21

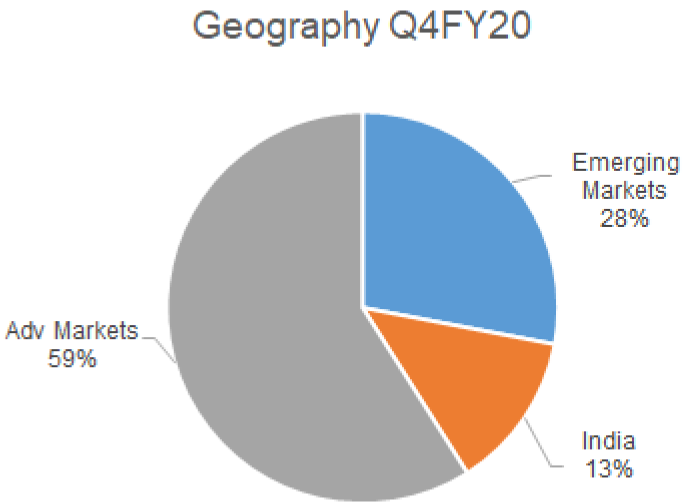
- Q4 FY21 License Revenue is INR 849.1 Mn
- Q4 FY21 AMC Revenue is INR 752.7 Mn
- Cloud revenue of Q4 FY21 is INR 644.5 Mn – grew 68% YoY

FY21

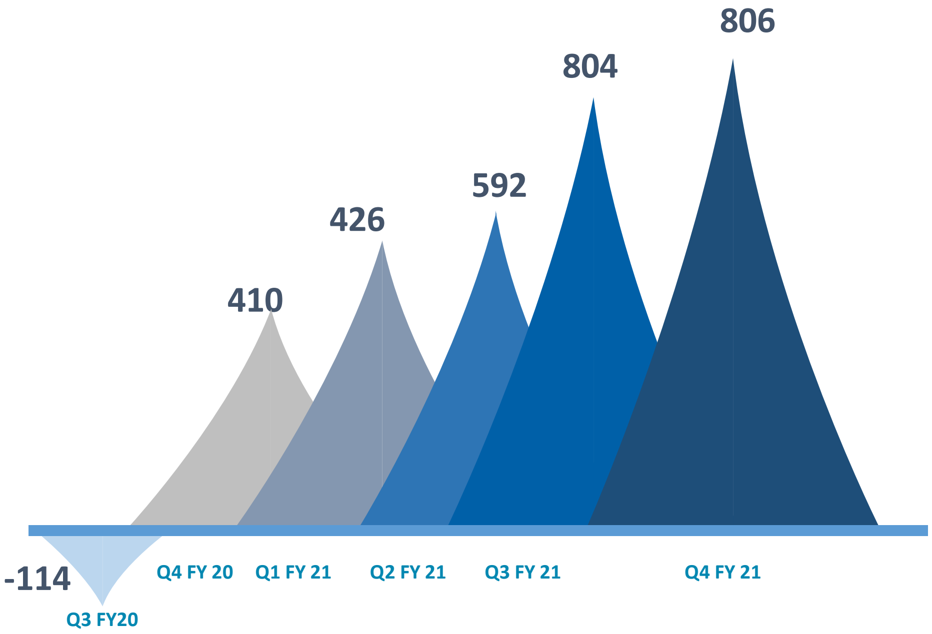
- License Revenue stood at INR 3350 Mn – grew by 35% YoY
- AMC revenue stood at INR 2986.3 Mn – grew 18% YoY
- Subscription/Cloud revenue stood at INR 1796.4 Mn – grew 47% YoY
- License Linked revenues grew by 31% YoY moving up from 46% of Revenues YA to 54% of revenues.

Revenue across Geographies (LTM)

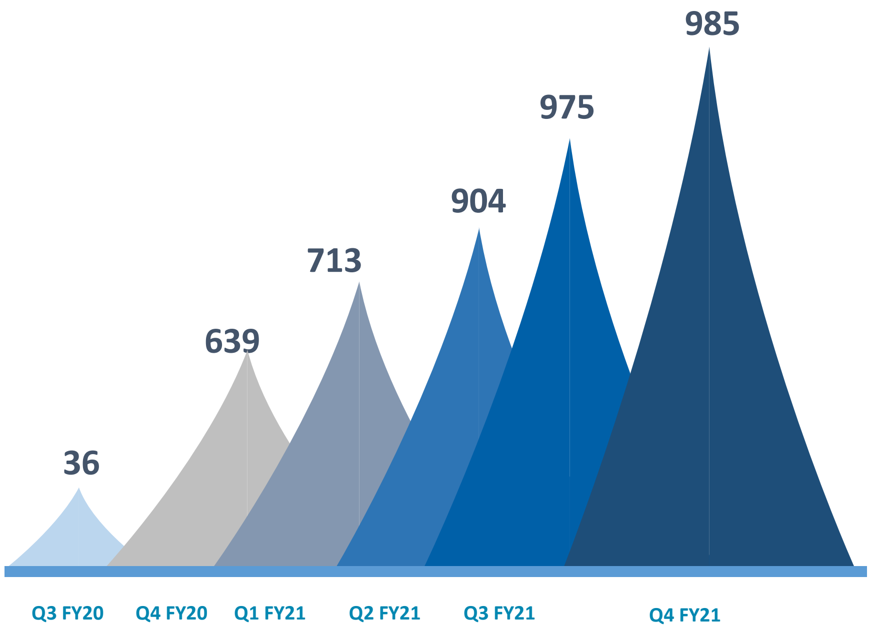




PAT and EBITDA



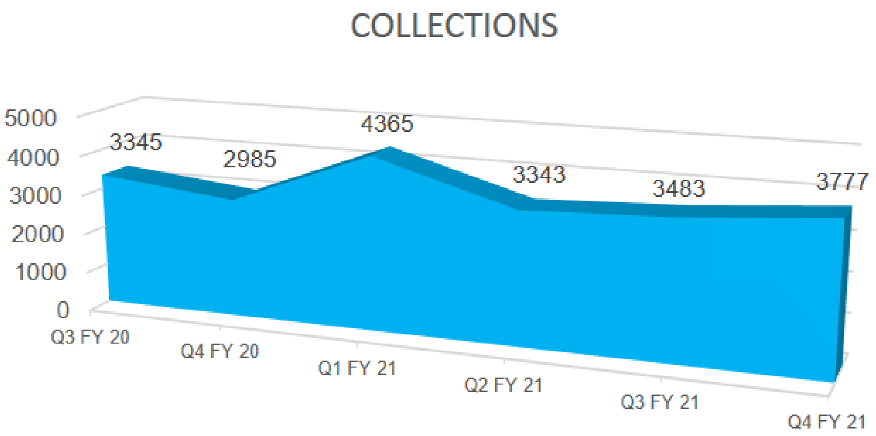
PAT

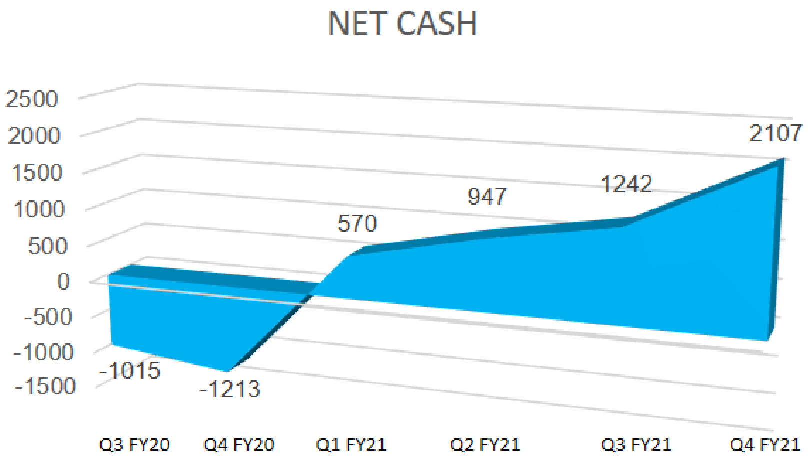


EBITDA

Note : All figures are in INR Million unless otherwise mentioned

Collections and Net Cash





Note : All figures are in INR Million unless otherwise mentioned

Healthy Pipeline

The current funnel of Intellect (INR Mn)

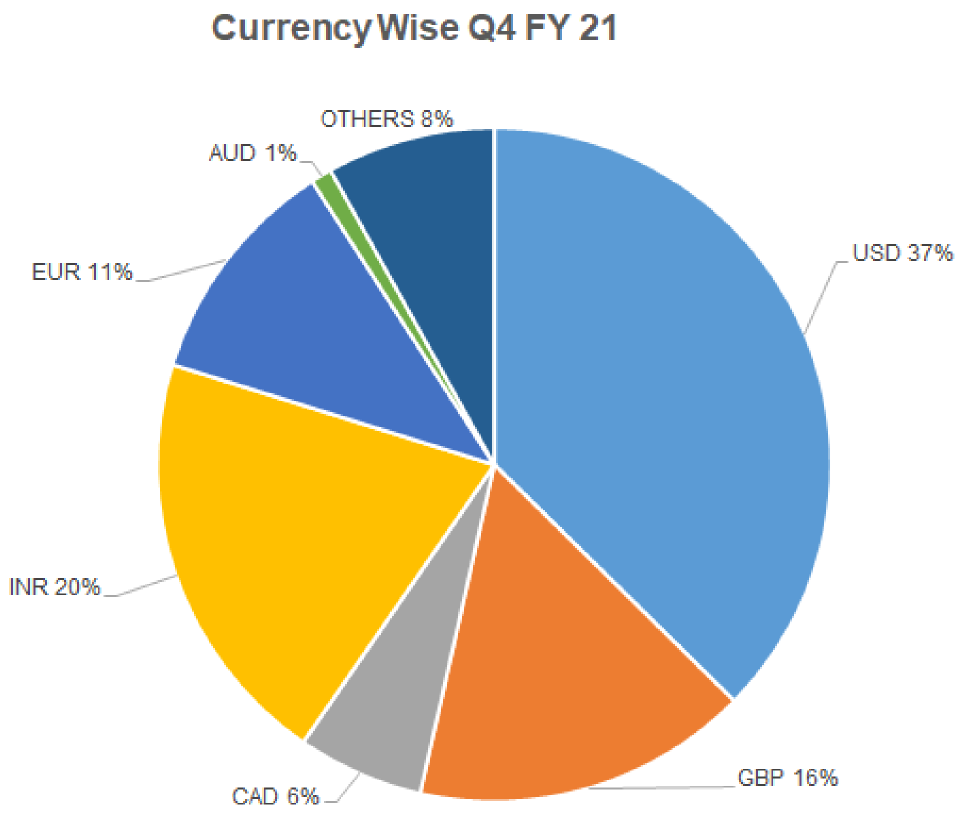
Q4FY21	Q3FY21	Q4FY20
41,777 ($573 mn)	41,625	38,400
33,028 ($ 453 mn) is accounted by 136 opportunities	32,700 is accounted by 132 opportunities	28,200 is accounted by 120 opportunities

Destiny Deals			
	Q4FY21	**Q3FY21**	**Q4FY20**
Destiny Deals	**43**	42	41
Avg Deal size (INR Mn)	**408 ($ 5.6 mn)**	450	380
% Contribution to total opportunities	**53%**	53%	57%

Active Pursuits

	Q4 FY20	Q3 FY21	Won	Lost	Added	Remarks	Q4 FY21
High Value Active Pursuits	41	**42**	**4**	**1**	**6**	**4 deals Won** **1 deal Lost** **37 deals from Q3 FY21** **6 new deals added**	**43**
> INR 50 Cr	7	**8**	1	-	1	1 deal Won 7 deals from Q3 FY21 + 1 new deal added	**8**
INR 30 Cr – INR 50 Cr	12	**15**	2	1	3	2 deals Won 1 deal Lost 12 deals from Q3 FY21 + 4 new deals added	**15**
INR 20 Cr – INR 30 Cr	22	**19**	1	-	2	1 deal Won 18 deals from Q F3Y21 + 2 new deals added	**20**

Revenue Mix – Currency Wise



Financial Results for the Fourth Quarter Ended – March 31, 2021

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

INR Millions

Particulars	QUARTER ENDED			HALF YEAR ENDED		YEAR ENDED	
	March 31, 2021 (Q4 FY 21)	December 31, 2020 (Q3 FY 21)	March 31, 2020 (Q4 FY20)	March 31, 2021 (H2FY 21)	March 31, 2020 (H2FY20)	March 31, 2021 (FY 21)	March 31, 2020 (FY 20)
INCOME							
Income from software product license and related services	3,946	3,823	3,596	7,769	6,800	14,992	13,509
EXPENDITURE							
Software development expenses	1,717	1,682	1,669	3,398	3,380	6,646	6,987
Gross Margin	**2,230**	**2,141**	**1,927**	**4,370**	**3,420**	**8,346**	**6,522**
Gross Margin %	**57%**	**56%**	**54%**	**56%**	**50%**	**56%**	**48%**
Selling and marketing & General and administrative expenses	1,006	936	1,052	1,942	2,194	3,836	4,555
Research & Engineering expenses	239	230	236	469	550	933	1,219
Total Expenditure	**2,961**	**2,848**	**2,957**	**5,809**	**6,125**	**11,416**	**12,761**
EBITDA	**985**	**975**	**639**	**1,959**	**675**	**3,576**	**748**
Depreciation & Amortisation	**(196)**	**(189)**	**(191)**	**(385)**	**(362)**	**(767)**	**(690)**
Hedge Impact & Finance Charges	**16**	**(14)**	**(54)**	**2**	**(111)**	**(109)**	**(214)**
Other Income / Expense	**80**	**92**	**29**	**172**	**135**	**182**	**366**
Profit / (Loss) before tax	**886**	**864**	**423**	**1,749**	**337**	**2,882**	**211**
Provision for taxation	(79)	(60)	(13)	(139)	(41)	(255)	(51)
Profit / (Loss) after tax	**806**	**804**	**410**	**1,610**	**296**	**2,628**	**160**

7. Management Observations

Management **Observations**

Arun Jain, *Chairman and Managing Director*

Digital adoption not only accelerated this year but fundamentally altered the way technology impacts the business of banking and insurance. This was led by regulation, fintechs, changing consumer preferences and COVID. Our technologically agile, domain focused R&D teams responded by delivering 4 exponential technologies whose acceptance in technologically advanced markets is an acknowledgement of the rapid adoption of Intellect's hyperscale Fintech architecture in highly competitive markets. Our move towards an open finance architecture, driven by our proprietary iTurmeric suite of 900 plus APIs, provides the ability to our customers to adopt a flexible, composable and contextual product design strategy for their technology upgrade path. This is not only at a substantially lower TCO than our competitors but also helps in future proofing the technology for our customers. We, thus, remain confident of repeatable and profitable growth in future years as we continue to monetize Intellect's advanced technologies."

Venkateswarlu Saranu, *Chief Financial Officer*

Intellect has delivered EBITDA of 3576.5 Mn, Cash generation of 3347.8 Mn and profit of 2627.7 Mn. These are indicators of all round performance of the Intellect business"

8. Update on Covid

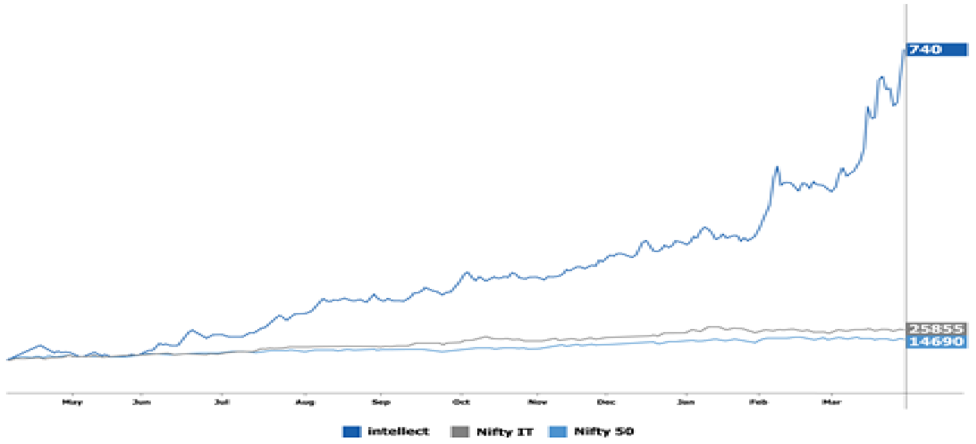
Business Continuity – Covid

- Resurgence of Covid - predominantly in India at the beginning of FY22 has caused concerns
- We are addressing the dual objectives of Customer Support and Associate care
- Customer Support
    - Over the last 12 months, we have refined the Work from Home protocol. We are able to seamlessly manage deliveries, go lives, testing, production support, product development, demos , Proof of Concept initiatives as well as business development conversations in this model
    - We have kept up SLAs, project milestones and met deadlines over the past year
    - We are in constant conversations with Customers and updating them of the developments
    - We are reviewing Projects and Teams for criticalities/ dependencies and developing backup options
    - In the event of a larger impact, we will de-prioritize internal initiatives to uphold Customer commitments
- Associate Care
    - We have launched helplines, resources and support services to help our associates prevent infection through vaccination drives and help them cope in the unfortunate event of an infection through support for treatment, quarantine, hospitalization , medical support and financial assistance

Stock Information

As on 31st March 2021

Stock Performance (April 2020 – March 2021)

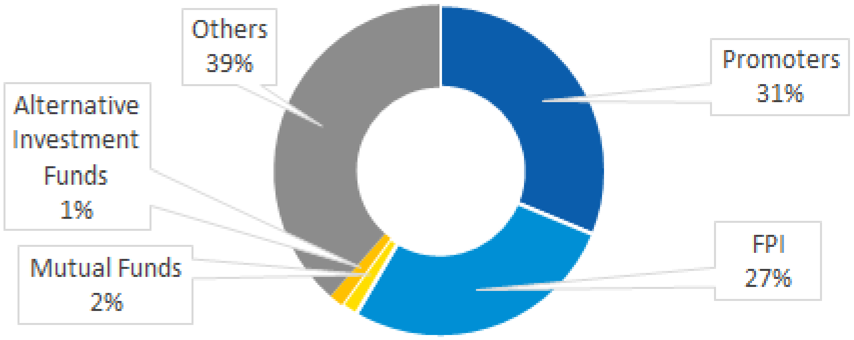


Stock Data

As on 31st March 2021

Market Cap	**9,840 Cr.**
Stock Price	**₹ 740**
52 Week (High / Low)	**₹ 740/57.1**
NSE / BSE - Symbol	**INTELLECT / 538835**
No. of Shares Outstanding	**13,29,74,363**
Average Daily Volume (3 Months) - NSE	**3,80,409**

As on 31st March 2021



Source : Reuters/NSE

Contacts

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