

Intellect revenues grow 14% in FY 2014-15

Revenues cross Rs 600 Cr, led by truly Digital Technologies

Chennai (India), April 27, 2015: Intellect Design Arena Ltd, a Specialist in applying true Digital Technologies across Banking & Insurance, announced its fourth quarter and annual results for FY 2014-15 today. Intellect drives some of the most successful digital strategies across Global Consumer Banking, Global Transaction Banking, Risk & Treasury Management and Insurance.

Intellect strongly differentiates itself in the global market place with Digital 360, its holistic approach to accelerate digital transformation programs. The 'Digital Outside' strategy is totally customer-facing and anchored around ensuring the same experience at all customer touch points. The 'Digital Inside' strategy is synonymous with lean operations and anchored around connecting all customer journeys to integrated process orchestration and centralized risk management.

Designed at FT 8012, the World's first Design Center dedicated to Financial technologies, Intellect's product suite comes with a true digital edge. So the company is well positioned to accelerate digital renovation of banks & insurance companies and ensure a dramatic shift from disjointed digital activities to strategically aligned digital outcomes.

Intellect Design Arena was listed in the National Stock Exchange & Bombay Stock Exchange on Dec 18, 2014. The company's revenues grew 14% in the last fiscal and have crossed the Rs. 600 Cr mark. Intellect's sophisticated digital products find ready acceptance in advanced markets, reflected in the company's revenue distribution with over 47% of annual revenues from the US and Europe.

Annual Performance highlights

For the year ended 31st March, 2015:

- Revenues grew by 14% Y-o-Y to Rs. 605 crore from Rs. 533 crore.
- Gross Margin sustained at around 50%
- EBITDA stood at Rs. 38 Cr
- 56 deals won in FY 2014-15

For the quarter ended 31st March, 2015:

- Revenues stood at Rs. 160 crore
- EBITDA stood at Rs. 4 Cr
- 15 new deal wins in Q4 FY15

Q4 and Annual Results FY 2014-2015
INR

Intellect has seen significant traction in the global market place for its truly digital technology platforms that are being applied across lines of businesses in banking & insurance. Signature wins in this space include:

1. One of the top Canadian banks chose Intellect's Digital Payment Platform.
2. Swedish Central bank, Sveriges Riksbank chose Intellect Central Banking Core Platform
3. Mashreq bank, a leading Middle East bank implemented our complete digital global transaction banking platform
4. The Reserve Bank of India (RBI) extended our Digital platform for its Treasury and all citizen payments
5. True Omnichannel Retail banking eXchange went live in a large bank in the Middle East.

Management Statement

Arun Jain, Chairman and Managing Director, Intellect Design Arena Limited said, "I am happy to note we are emerging as a Partner of Choice for Digital Transformation in banks and insurance companies on the strength of our Truly Digital Technologies. We are applying these technologies to address major customer pain points in Consumer Banking, Transaction Banking, Risk & Treasury Management & Insurance. Customers are benefitting from Digital 360, our integrated approach, supported by our domain expertise, design expertise and reliable delivery. Our healthy order book of over \$ 80 Million in the digital space is real validation that our investments have been in absolutely the right direction".

S Swaminathan, Chief Financial Officer, Intellect Design Arena Limited, said, "We have grown by 14% over the previous year, despite the consumption of management time towards the demerger from the Parent company. We are trying to carefully balance the dynamics between our investments, market opportunities and long sales cycles. Two important deals that were expected to be closed this quarter have been deferred to the next quarter. This has suppressed revenues in Q4 ".

Outlook

On the basis of a healthy sales pipeline and traction on active pursuits, the company has given a guidance of 22 - 26% revenue growth in FY 2015 - 16.

Q4 and Annual Results FY 2014-2015
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Financial Results for the Fourth Quarter Ended March 31, 2015

INTELLECT DESIGN ARENA LIMITED (a Polaris Group company)

Audited consolidated financial results for the fourth quarter ended March 31, 2015 prepared as per Indian GAAP

Rs. Lakhs

Particulars	QUARTER ENDED		YEAR ENDED
	March 31, 2015	December 31, 2014	March 31, 2015
INCOME			
Gross Income from software product license and related services	15,995.18	15,921.97	60,483.87
Income from Operations	15,995.18	15,921.97	60,483.87
EXPENDITURE			
Software development expenses	8,514.27	8,002.62	30,597.47
Selling & Marketing and General & Administrative expenses	7,070.62	6,779.83	26,104.60
Total Expenditure	15,584.89	14,782.45	56,702.07
Profit / (Loss) before interest, depreciation & amortisation	410.29	1,139.52	3,781.80
Research & Development expenses	3,347.61	3,325.60	12,203.58
Depreciation/ Amortisation	459.95	470.34	1,901.27
Finance Charges	23.08	23.67	80.78
Profit / (Loss) after interest, depreciation & amortisation	(3,420.36)	(2,680.09)	(10,403.83)
Forex impact on Hedge accounting (AS30)	130.40	81.78	391.08
Other Income including exceptional items	262.17	1,039.33	1,776.19
Minority Interest/ Share of profit/(loss) of Associate Companies	113.07	-	113.07
Profit/ (Loss) before tax	(2,914.72)	(1,558.98)	(8,123.49)
Provision for taxation	51.18	82.23	175.84
Profit/ (Loss) after tax	(2,965.90)	(1,641.21)	(8,299.33)

The company has commenced its operations during the current financial year (FY 2014-15), consequently financial results for the earlier years/periods are not applicable and hence have not been disclosed.

Q4 and Annual Results FY 2014-2015

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Investor Conference Call

The Board of Directors of Intellect Design Arena Limited met on **27th April 2015**, to take on record the financial results of the company for the Fourth Quarter and Year ended March 31, 2015.

Intellect Design Arena Ltd. will host an Investors Conference Call on **27th April 2015**, where the Senior Management of Intellect will comment on the company's performance during the Fourth Quarter and Year ended March 31, 2015 and respond to questions from participants. **The conference call will take place at 17:00 Hrs IST on Monday, 27th April 2015, 2015.**

The dial-in numbers to join the conference call:

Conference Name	:	Q4 FY15 Investor earnings call	
Date	:	27th April, 2015	
Time	:	17:00 HRS IST	
Conference ID	:	32951502	
ACCESS NUMBERS			
MUMBAI	:	Primary Access Toll Number	: 02230360400
BANGALORE	:	Primary Access Toll Number	: 08030360400
DELHI	:	Primary Access Toll Number	: 01130360400
CHENNAI	:	Primary Access Toll Number	: 04430360400
INDIA	:	Primary Access Toll free Number	: 180030131313
HONG KONG	:	Primary Access Toll free Number	: 800901420
SINGAPORE	:	Primary Access Toll free Number	: 8001011906
US and Canada	:	Primary Access Toll free Number	: 18663944523
UK	:	Primary Access Toll free Number	: 08081681758
UAE	:	Primary Access Toll free Number	: 8000174397

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