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

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

Dear Sirs,

Sub: Proceedings of 09th Annual General Meeting of the Company

In continuation to our intimation dated the July 28, 2020 with respect to Notice of the Annual General Meeting, we wish to state that the 09th Annual General Meeting of the Company held on August 21, 2020 has transacted all the businesses that have been listed in the said Notice.

Further, in accordance with Regulation 30, Part A of Schedule III of SEBI(LODR) Regulations, 2015, kindly find the enclosed the summary of proceedings and Chairman’s presentation at the 09th AGM.

We request you to take this information on record and confirm compliance.

For Intellect Design Arena Limited

V V Naresh
Company Secretary and Compliance Officer
Gist of proceedings of 09th Annual General Meeting of the Company

1. The 09th Annual General Meeting of the Company was held on August 21, 2020, Friday through “VC/OAVM” in accordance with MCA Circular dated May 05, 2020. The Meeting commenced at 11.10 AM to concluded at 12.50 PM.

2. Mr. Arun Jain, Chairman and Managing Director occupied the Chair and welcomed the Directors, who were participating through VC from their respective locations, Mr. Venkateswarlu Saranu, Chief Financial officer and Mr. V V Naresh, Company Secretary and Compliance officer to the meeting. Thereafter, after ascertaining the requisite quorum was present, called the meeting to order.

3. The Chairman informed that the second term of Ms. Aruna Rao(DIN-06986715) as Independent Director of the Company concludes at this meeting and appreciated the services rendered by Ms. Aruna Rao as Independent Director of the Company.

4. Enclosed a copy of Chairman’s presentation to the members.

5. The Chairman informed that commencement of e-voting during the AGM at 11.10 AM and concluded at 12.50 PM

6. The following items were transacted during the meeting:

(a) Ordinary Business:

Item No. 1. – Adoption of Financial Statements;

Item No. 2: To appoint a Director in the place of Mr. Andrew Ralph England (DIN-08211307), who retires by rotation and being eligible, offered himself for re-appointment

(b) Special Business:

Item No. 3: To re-appoint Mr. Arun Jain (DIN-00580919) as Managing Director of the Company for a term consisting of 5 years.

Item No.4 :To appoint Mr. Abhay Anant Gupte(DIN-00389288) as an Independent Director of the Company for a term consisting of 5 years.
Item No. 5: (a) Modifications to the terms and conditions of Intellect Stock Option Plan Scheme 2015 ("ISOP 2015") – Special resolution

Item No. 5: (b) Modifications to the terms and conditions of Intellect Stock Option Plan Scheme 2016 ("ISOP 2016") – Special resolution

We request you to take this information on record and confirm compliance.

For Intellect Design Arena Limited

V V Naresh
Company Secretary and Compliance Officer
Intellect Design Arena Limited
9th Annual General Meeting

Made in India. Acknowledged by the World.

IBS Intelligence Sales League Table 2020 Awards

#1 Retail Banking
#1 Wholesale Banking
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.
9th Annual General Meeting

Agenda

01 Market Opportunity
02 Intellect Journey
03 Four Elements
04 Confidence about the Future
05 Investor Wealth Creation
06 Potential Risks
Designed to deliver **the Digital promise**

Global Fintech product powerhouse

World's first full spectrum platform for financial institutions

Differentiating by Design Thinking

Addressing transformation needs of Banks, Insurance and FinTech Companies

Right-sized Partner for Digital Transformation
Market Opportunity

Software spend in FinTech - $400 Bn

Tailwinds for ‘Buy’ replaces ‘Build’ - Moving from 7% to 10%

50% growth in product business i.e. $20 Bn to $30 Bn between FY19 to FY23

Need to accelerate Technology Change and Demand for Contextual Experiences

Who do we compete with...

**Consumer Banking:** Temenos, Finastra, TCS, Finacle, Oracle, Mambu and nCino

**Transaction Banking:** Finastra, ACI Worldwide, CGI and Bottomline

**Risk, Treasury and Markets:** Finastra and Calypso

**Wealth:** Avaloq

**Data/Insurance:** Carpe Data and Planck
OUR WINNING
DIGITAL STRATEGY

We address the global technology requirements of

• Banks – Corporate and Retail
• Financial Institutions – Central Banks, Non Banking Financial Houses,
• Capital Markets - Mutual Funds, Brokerage Houses, Custodians,
• Insurance Carriers

What problems do we solve

• Complexity of multiple generation of Platforms
• Banking systems which are built on 90’s technology with Band-aid Digital
• Complexity of Customer data
• Leveraging Technology to drive ‘Exponential’ Operating cost reduction
• Progile transformation
Dimensions of Complexity

Dimension 1: Complexity of disparate Architectures

Dimension 2: Complexity of Data Management and Integration across platforms

Dimension 3: Complexity of Innovation and multitude of Products


Dimension 5: Complexity of aligning multiple generations of Technology to current state
INTELLECT’S PRODUCT STORY

Why do customers rely on Intellect?
What is Our Product Story – Intellect’s Roadmap

5 steps to drive sustainable and scalable Product Business

- Step#1: Building a product around an identified market need
- Step#2: Winning first reference
- Step#3: Design branding and marketing; Acquire first 10 Customers
- Step#4: Aggressive Selling and Premium pricing
- Step#5: Partnerships, Strategic Alliances and Mining

It takes 3 years to move from Step 2 to step 4.

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

Life Time Value (LTV) of one successful product is typically $200 Mn to $500 Mn
Phase of growth and investment – Several Products were in Steps # 2 and # 3

– Investments in Product development
– Investments in Sales & Marketing – Brand building, gaining Market acceptance, winning Analyst endorsements
– Investments in building Leadership bandwidth and building expertise
– Expanding Customer footprint
– Sharpening execution

Resulting in

– Acquiring marquee logos
– Recognition as Category Leaders
– Recognition of Brand globally
– Global Management Team
Industrialization, Customer Centricity and Monetization

- Aim is to move more Products to Steps # 4 and # 5
- Industrialization – Scaling
  - Making processes robust and repeatable
  - Ensuring D-3 OTIF, defect free delivery
- Customer Centricity – Deepening and Strengthening Customer relationships
- Monetization – Unlocking the value of IP investments
Four Elements

Moat

Growth Assurance

Margins

Cash
Four Elements

Moat

Growth Assurance

Margins

Cash
4 Elements of
Moat – The Golden Quad

Technology  Leadership  Brand  End Customer
TECHNOLOGY
Cloud Native. API Ready. Microservices based Open Architecture

Powered by AI & ML
Intellect FABRIC – Cloud Native + Data + Machine Learning

Functional Apps

**Focused on Life & Annuities**
- Lead Closer
- Needs Analysis
- Profile Management
- Claims
- Insurance Billing
- Membership Management
- Quote and Illustration
- E-App
- Customer Servicing
- Product Launcher
- Bot Factory

**Focused on P&C (Commercial)**
- Xponent
- Risk Analyst
- Safety Compass

**Non-insurance offerings**
- Media Monitoring

UI Engineering

- Bootstrap/Config
- Theming
- UI Workflow
- Form Config

Backbone Apps

- Signup/Onboarding
- Login/IAM
- User/Profile Management
- Configuration
- Account Management
- App/API Dashboard
- Admin (Tenant/Sys) Management
- Activity
- Reporting
- Queuing
- Social Linking
- Calendar
- Partner Management
- Payment

- Audit Logging
- Alerts
- Notifications
- Bulk Transfer
- Notes
- Rules
- Workflow
- Document Management
- Email
- Caching
- In App Chat
- In App Telephony
- Batch Job
- Master Data Management

Data + Machine Learning

**Intellect Big Data**

- Company Search
- People Search
- Standard Sentiment
- Contextual Sentiment
- Topic Extraction
- Data Connectors
- Elasticsearch
- Fluentd
- Kibana
- Kubernetes
- Terraform
- MongoDB
- Atlas
- Docker
- Helm
- Ansible

Cloud/Devops

- Intellect FABRIC Platform
- Business Apps

NOTE 1: Service Desk and Build Tools not shown
 iTurmeric Platform – Enabling the Ecosystem

Ecosystem
- Marketplace
- Fintech
- ISV Partners

Turmeric
- API Exchange
- API Studio
- Experience Studio
- Integration & Orchestration Studio
- Developer Sandbox

Bank’s Ecosystem
- Channels
- Back Office
- Payments
- ...

Core
Lending
Cards
Corporate
Commercial Origination
Others..
What do we enable **Banks to achieve?**

- More **Customers** Per Product
- More **Products** Per Customer
- More **Transactions** Per Customer

**LOWEST COST-TO-INCOME RATIO**

- MCP
- MPC
- MTC
By Applying 3 Laws of Design Thinking...

Design Thinking
Law # 1
Less is More

Design Thinking
Law # 2
Last 2% is 200%

Design Thinking
Law # 3
Theory of 1000gm, 100gm & 10gm
We came up with a **5 Step Process**

1. Design Thinking
2. Observing Patterns and Developing Frameworks
3. Roadmap for Developing a Robust and Agile Product
4. Delivery Excellence
5. Developing API Ready Contextual Products
First that is business aware. First for digital first with APIs. First optimized for user experience.

Digital Acceleration
API first. UX led
Cloud native

Ready for Real-time?
Your clients are

Digital Banking with Open APIs
Prepare to comply. Prepare to complete
60+ APIs available

The Holy Grail: Joined up Banking

Replace Aging Digital Channels
Reduce Complexity, Decrease Costs,
Accelerate Innovation

Innovate on the Glass
World-class UX drives high self-service adoption

Resulting in Future Ready Multiproduct FinTech Platform
Cloud Native. API Ready. Microservices based Open Architecture powered by AI&ML
With API first and **Contextual Products**

Connecting to API lead architecture and AI/ML
Digital Transaction Banking (DTB)

**KEY HIGHLIGHTS**

- **Define your user journey experience**
  Use your DTB configurator and make it your own, define your DTB portfolio in line with your business models and personalized your banking experience for your clients.

- **Onboarding and self onboarding**
  Wizard-driven and template-based onboarding reduce a traditionally convoluted process to a few steps.

- **Open Banking API Framework**
  Rapidly expand APIs into corporate banking business to help relieve inherent legacy complexity in delivering services to corporate treasurers.

- **SME Banking**
  Vast array of features for SMEs, such as mobile onboarding, Insta-banking, shorter receivables cycles and more.

A complete front-to-back platform with pre-defined industry sector and segment parameters and domain packs, defined user journeys driving simplicity in onboarding, replicable and robust banking and corporate treasury processes backed by regulatory and country specific compliances built in.
**Contextual Banking Exchange (CBX)**

**THE HIGHLIGHTS**

- **Contextual Online Banking**
  Business-aware, best-next actions, auto-upsell and cross-sell

- **World-Class UX**
  Simplified human interaction
  Consumerization of commercial banking

- **End to end**
  Domain packs for banking functions
  400+ user journeys with self-service

- **Technology Adoption**
  API-First architecture from ground up
  Extensible through SDKs
  Omni-channel
  Multi-Region, Multi-Entity, Multi-Currency

- **100% Digital**
  Born Cloud Native, Open Banking

- **Flexible Deployment**
  Client Managed (On-Premise)
  Cloud (Private and Public)

---

*Digital and contextual, self-service, domain packs, interaction layer, machine learning and analytics, born cloud-native, APIs, headless or with omni channel UX, 100% scalable*
Payments Services Hub (PSH)

**KEY HIGHLIGHTS**

- **End to end**
  Payments orchestration, execution and historical transaction repository

- **Configurable Processing**
  Message/file transformation, process workflow STP, drop into review

- **Rules Driven**
  Intelligence for routing, simple to complex limits, funds control and payment decision

- **Speed-with-Control**
  >1 million payments processed per hour. Streamlined payment flow immediate payment network schemes, file-based payment flow branched into parallel process streams for mass throughput, rules and configurable process flows for complete control to halt/review a payment

- **7M: Multi-Channel, Multi-Segment, Multi-Rails, Multi-Formats, Multi-Country, Multi-Bank and Multi-Currency**

Centralized solution processing payment initiation, processing, orchestration, execution and end-to-end visibility of all transactions from a single source with powerful rules configuration for improved STP and elimination of manual processing.
Liquidity Management Solution (LMS)

KEY HIGHLIGHTS

• **End to end**
  Integrated liquidity management suite across many types of structures, extensive automation, full control to the Corporate Treasurer

• **Loved by corporate treasurers**
  Reduce interest costs, effective funds utilization, optimize surplus cash

• **Deposits Protection/Client Retention**
  Avoid revenue leakage by improving client retention and become their primary banker

• **Global Leader**
  Around 23% of the world’s sweeping structures are processed through LMS from iGTB. Top clients using the solution include a global US bank implemented at 36 countries and a UK based global bank at 55 countries

• **Undisputed World Leader**

*Highly sophisticated global multi-currency, multi-bank solution for complex sweep structures, pooling, netting, inter-company loans, real time check and investment sweeps – and more*
Trade Finance

SWIFT Certified Application covering the full lifecycle of import and export products – Letters of Credit, Standbys and Guarantees, Bills, Collections and Trade Loans

KEY HIGHLIGHTS

• SWIFT CERTIFIED
  All the latest SWIFT changes. STP of all relevant incoming SWIFT MT7xx, 4xx, messages
  Auto generation of outgoing messages for operational efficiency

• Rich Fees and Charges module
  Define various LC commissions/charges
  Recover them from various parties

• Comprehensive Product Coverage
  The bank need not reply on separate systems for separate products
  Lower IT costs, better customer service

• Self Service Client Portal
  All trade finance products
  Corporate clients can initiate requests, lodge bills, view limits.
  Increase customer delight and improve back office operational efficiency
Supply Chain Finance

The only offering with sophisticated payables finance, dynamic discounting and onboarding, vital in cash-poor times. Front-to-back, and enables banks to acquire new spoke clients.

**KEY HIGHLIGHTS**

- **Intuitive Portal**
  For suppliers and buyers
  STP with minimal bank intervention

- **Product and Program Setup**
  Launch specific programs for specific clients and sectors
  Tailor associated terms and conditions

- **Auto Finance Criteria**
  Facilitates STP, controls risk.
  Tier-1 Parties and Counterparties access to finance in specific currencies up to a specific amount
  Fothers, route to a workflow queue

- **Out of the Box Workflow**
  Vendor, distributor, dealer finance
  All the rules, eligibility criteria, disbursement and repayment criteria
  Alerts, advices and reports
  Pre-packaged as a model bank
  Or can be configured by the bank
Intellect Digital Core – Contextual, Innovative & Digital

- **Digital Model Bank**
  - Fully integrated product suite – Core, Lending, Trade Finance & Treasury
  - End to End Integrated Lending Suite – LOS, LMS & Collect

- **Open Banking**
  - 280+ APIs for digital Banking
  - Plug n play with 3rd party solutions
  - Partner ecosphere with fintechs

- **IDC**
  - Digital channels – Digital Branch, internet, mobile etc.
  - CBX 18.C for contextual banking experience
  - Apps for retail & corporate banking – Digital LOS, Collect, card services etc.
  - Real time online GL

- **Product Customization**
  - Product Configurator
  - Pricing Engine
  - Pre-configured products

- **Machine Learning & Analytics**
  - ML based Credit risk analyst for comprehensive credit checks
  - Cross sell/upsell using predictive analytics
  - Customer 360° view
  - Role based dashboards

- **Robotic Process Automation**
  - Bots enabled customer on-boarding
  - Alexa integration for conversational banking
  - Chat bots for virtual assistance

- **Digital 360 (Digital Inside, Digital Outside)**
  - Digital LOS, Collect, card services etc.
  - Real time online GL

- **Intellect Digital Core – Contextual, Innovative & Digital**
  - Digital 360 (Digital Inside, Digital Outside)
  - Open Banking
  - IDC
  - Digital Model Bank
  - Product Customization
  - Machine Learning & Analytics
  - Robotic Process Automation
**Intellect Quantum – Real-Time, Business Aware, Digital**

- **Support For Systemically Critical Operation**
  - Compliance with International Standards
  - Faster Implementation of Policies
  - Support For Systemically Critical Operation

- **Digital 360**
  - Digital Model Central Bank
  - Real-Time Advantage

- **Intellect Quantum**
  - 2000+ User configurable attributes
  - Designed around “Anything Can Change Anytime” principle
  - End of the Day (EOD) under 15 mins
  - 24 x 7 Operation Support and Support Help-Desk
  - Benchmarked to support over 100 Million Transactions with highest level of security compliance
  - Intuitive Alerts and Notifications

- **Fully integrated product suite**
  - EGL, Banking Services with Core, Cash, Credits & Collateral, Currency Life Cycle Management, FX/Reserve/Risk Management, FA, Procurement, Online Portal, CSD, Govt. Payment Gateway, Bond/Bills Auctions, etc.

- **Digital channels**
  - Online Banking and Govt. Business Services Portal
  - TSA Treasury Single Account with nation level fund consolidation
  - 360 degree customer business and operation dashboards

- **Compliance with International Standards**
  - IFRS compliance
  - Fully supports ISO15022 and ISO2022 messaging standards
  - Proven models for Portfolio Pricing & Stress Testing
  - Fully compliant with PKI/RSA, OWASP Security standards
Intellect Digital Lending – Integrated Functions

One system – All Loans

A single integrated system to cater Loans, Lease and Hire Purchase. It caters to all types of Product offerings like Auto loan, Personal Loan, Consumer Durables, Home loan etc.

Multi-Lingual

A multi-lingual system, enabling Language selection at the login screens

Collateral management

Inbuilt Collateral Management module to capture and evaluate all kind of Collaterals

Document Control

Strong document tracking function enabling FI to define documents at Product level and track them at Application level

IDL 18.1

IDL handles any outstanding transactions b/w FI & customer before termination of the loan. Netting of receivables / payables is done to settle the loan.

End-to-End Loan Handling

Handling the loans’ entire life cycle from the inception of an application to termination of the loan

Loan Settlements
Intellect Digital Cards – Full suite of payment products

- Multiple line on Single account
- Single customer account billing and Statement

- Digital onboarding
- Full suite of service requests
- Driving higher customer engagement among & reducing ops costs

- Setup parameters to identify potential fraud
- Flexibility for broad groupings for action
- 99 Risk Ranks

- Interest rate defined as a function of customer and transaction type
- 7 levels of segmentation for targeted campaigns

- Posting EMI Transactions STP
- Configurable plans for promotions
- Online Installments with real time alerts to the card user

- Accrual based on transaction types/promotions
- Differentiated rewards based on MCC
- Multiple Redemption options
A design thinking led end to end digital wealth management solution

Equipped with front, mid to back office capabilities with STP Processing

Aims to significantly reduce the time spent on unproductive administrative jobs

Focus on building a deep and effective engagement with the customers.

It has range of functionalities supported by latest UI and UX features

The solution makes an ‘Empowered RM’ who can deliver Advantage 2020 i.e. (20% increase in productivity with 20% lesser costs)
Integrated Front to Back office providing complete automation of treasury

Holistic view of balance sheet, identifying gaps in liquidity and impact of interest

Increasing customer engagement index by enabling the bank’s clients to hedge positions for better risk-return outcomes

Real time capabilities to identify and monitor, liquidity and market risk through industry standards and metrics

Maintaining capital as per regulatory requirements ensuring optimum buffer for efficient utilization of funds

21 key decision support analytics providing real-time business insights

Integrated Risk & Treasury solution for business growth and regulatory compliance
Omni Channel Trading for Investors

Robust Dealer Terminal

Real Time pre and post-trade risk management

Latency Optimization

Reducing Customer Risk by 3D compliance – Customer, Organization, Regulatory

Comprehensive back office - Clearing & Settlements, Corporate Actions, Accounting, CRM, Interfaces to Market entities, Brokerage & Commissions

API based interfaces to Payment Gateways

Capital Alpha

- Digital Market Portal providing real time market rates, news and Direct Market Access
- High Performance Exchange Gateways

- Real time collateral margins
- One-Touch/No-Touch Risk Mitigation
- 200+ ready reports

Omni-Channel Trading

Integrated Front Mid Back Office

Marketplace model

Personalized Experience

Research Portal

Market and Portfolio Visualization

Trade Decision Support

High Performance Gateways

Sentiment Analysis
INTELLECT XPONENT
is an intelligent workbench that utilizes our big data and risk analysis frameworks to deliver a workflow orchestration that takes the stress out of the underwriting process. Xponent provides contextual risk assessment, allows underwriters, brokers and risk specialists to collaborate, and improves data quality on agency submitted proposals to help deliver:

**INTELLECT XPONENT**

**KEY FEATURES**
- Artificial Intelligence
- Configurable workflows and rules
- Advanced risk analytics
- Multi-product, multi-quote view
- Document management
- Intuitive dashboards and reporting

**BENEFITS**
- Reduction in combined operating ratios
- Friction-free underwriting
- Reduced underwriting leakage
- Reduced time from submission to issue
- Increased renewal retention
LEADERSHIP
Leadership Teams

- Intellect was able to attract and create Global Management Team
- Stable Leadership Team. High retention
- 100 + leaders from Financial and Technology world of each with around 25 years of experience
- Diversity and Inclusiveness. Nationality Agnostic.
- Development of Leadership pool through iOxford Leadership Program
Product acceptance in Advanced Markets
Supported by architectural superiority and functional depth

- Intellect’s largest banking verticals - iGCB and iGTB - have been ranked No. 1 globally by IBS SLT 2020
- Analyst ratings - outcome of our Investments in both Products and Markets
- Rankings and Magic Quadrant positions are an assertion/proof point of our product strategy and hence increased referenceability
## IBS Sales League Table

<table>
<thead>
<tr>
<th>Year</th>
<th>#1 in Retail Banking Systems Worldwide</th>
<th>#1 in Payments Systems Worldwide</th>
<th>#2 in Lending Systems Worldwide</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>No. 3 for Lending</td>
<td>No. 7 for Core Banking</td>
<td>No. 7 for Treasury</td>
</tr>
<tr>
<td>2017</td>
<td>No. 1 for Payments Systems Worldwide</td>
<td>No. 1 for Retail Banking Systems</td>
<td>No. 2 for Domestic Leaders – Suppliers</td>
</tr>
<tr>
<td></td>
<td>No. 1 for Retail Banking Systems Worldwide</td>
<td>No. 4 for Risk Management Systems Worldwide</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>No. 1 for Retail Banking Systems Worldwide</td>
<td>No. 2 for Lending Systems Worldwide</td>
<td></td>
</tr>
<tr>
<td></td>
<td>No. 2 for Payments &amp; Cards Management Systems Worldwide</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>No. 3 for Digital Banking &amp; Channels Worldwide</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>No. 1 for Retail Banking Systems Worldwide</td>
<td>No. 2 for Domestic Leaders – Suppliers</td>
<td></td>
</tr>
<tr>
<td></td>
<td>No. 3 for Digital Banking &amp; Channels Worldwide</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>No. 4 for Digital Banking Experience Platform</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>No. 1 in Retail Banking (Intellect joins the LEADERSHIP CLUB)</td>
<td>No. 1 in Wholesale Banking - Transaction Banking (Intellect joins the LEADERSHIP CLUB)</td>
<td>No. 3 in Digital Banking &amp; Channels</td>
</tr>
<tr>
<td></td>
<td>No. 3 in Lending.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Product acceptance in Advanced Markets

**Supported by architectural superiority and functional depth**

- **No. 1** for Retail Banking Systems
- **No. 2** for Payments & Cards Management Systems
- **No. 2** for Domestic Leaders – Suppliers
- **No. 3** for Digital Banking & Channels
- **No. 4** for Digital Banking Experience Platform

---

- **No. 1** in Wholesale Banking - Transaction Banking (Intellect joins the LEADERSHIP CLUB)
- **No. 3** in Digital Banking & Channels
- **No. 3** in Lending.

---

- **No. 1** in Wholesale Banking Technology Leader Globally
- **No. 1** in Retail Banking Technology Leader Globally
Product acceptance in Advanced Markets
Supported by architectural superiority and functional depth

**Gartner**
Magic Quadrant
Magic Quadrant for Global Retail Core Banking, August 2020

**Forrester**
Wave
The Forrester Wave™: Digital Banking Engagement Platforms, Forrester, July 2019

**IDC**
Marketscape
Worldwide Trade Finance Systems 2020 Vendor Assessment, March 2020

**Celent**
ABCD - Vendor Analysis
Retail banking customer acquisition platforms - ABCD vendor view, Celent, January 2020

**Aite**
Impact Matrix

**OMDIA**
Decision Matrix
Selecting an Anti-Financial Crime Solution, 2017–18, Ovum, December 2017

**Chartis**
RiskTech Quadrant
iRTM rated as “LEADER” in Chartis Risktech Quadrant for sell-side risk management, Chartis, Mach 2019

**Novarica**
Market Navigator
Life/Health/Annuity - New Business and Underwriting Systems, Novarica, Mach 2019
An exclusive “By Invitation” course held at Oxford & London and Singapore

Over 200 alumni of senior transaction bankers

6 successful schools conducted

Visit iGTBOxford.com to request an invitation
Cambridge-Intellect present...
The first-ever Executive Leadership Program for **Digital Transformation**

1. Think Digital. Not Banking
2. Deep Dive into Disruptive Technologies
3. New Business Models
4. Leveraging Design Thinking for Transformation
5. Customised Blueprints for Digital
6. Case Studies and Group Exercises
7. Mentoring from Experts
8. Curated Cambridge Experience
9. Graduation Ceremony
Focus on Advanced Markets

59% FY 20 Revenue from JAS, Europe, Americas from 55% in FY 15

JAS: Japan, Australia, Singapore
RELY ON INTELLECT
One of the Top 3 Financial Institutions in Advanced /Growth Markets

9 Countries in Advanced Market

15 Countries in Growth Market

3 AMERICAS
- Canada
- US
- Chile

4 EUROPE
- UK
- Spain
- Austria
- Sweden

10 IMEA
- India
- UAE
- Saudi Arabia
- South Africa
- Egypt
- Kenya
- Jordan
- Nigeria
- Bangladesh
- Sri Lanka

7 APAC
- Australia
- Singapore
- Vietnam
- Indonesia
- Thailand
- Malaysia
- Cambodia
Four Elements

Growth Assurance

Moat
Margins
Cash
Revenue Trends

Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 15</th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 18</th>
<th>FY 19</th>
<th>FY 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>6048</td>
<td>8065</td>
<td>9068</td>
<td>10695</td>
<td>14587</td>
<td>13509</td>
</tr>
</tbody>
</table>

License

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 15</th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 18</th>
<th>FY 19</th>
<th>FY 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>858</td>
<td>1260</td>
<td>1561</td>
<td>2062</td>
<td>3045</td>
<td>2482</td>
</tr>
</tbody>
</table>

SaaS

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 15</th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 18</th>
<th>FY 19</th>
<th>FY 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>832</td>
<td>1224</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

AMC

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 15</th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 18</th>
<th>FY 19</th>
<th>FY 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>1090</td>
<td>1445</td>
<td>1704</td>
<td>1941</td>
<td>2281</td>
<td>2528</td>
</tr>
</tbody>
</table>

* In INR Mn
Four Elements

Moat
Growth Assurance
Cash
Margins
FY 21: Repositioning Intellect for the Next Phase

1. Future Ready Multiproduct Fintech Platform

2. High Operating Leverage Global Play

3. Design Thinking led highly efficient innovation cycles with small global teams and very limited capital raising
Multidimensional Comprehensive Improvement

#1 Stability during COVID-19 Business Operations and Cash Flows

# 2.1 Cost structure Sustainable realignment to repeatable revenues

#2.2 Effective Operating Cash Flow positive

#3 Monetisation
Effective Operating Cash flow at INR 1782 Mn
Collected INR 4365 Mn ($58 Mn)
DSOs reduced from 150 days to 126 days
Cash stands at INR 1918 Mn

Extreme focus on customer service & mining
Continue to e-meet customers, submit proposals, conduct demos & POCs, progress deliveries and go lives seamlessly
Assured Revenue streams shows growth

#1 Stability during COVID-19

Business Operations and Cash Flows

Business Continuity despite COVID-19

* Q1FY21 Financial Highlights
# 2 Cost structure

Sustainable realignment to repeatable revenues

Sales & Marketing investments are now focused on specific markets/products

Pre EBIDTA costs are at INR 2779 Mn against INR 3311 Mn during Q1 FY20

The implementation cycle and efforts have reduced by 30% due to application of Design Thinking in process design and product design

Investments in Research & Engineering have come down after a planned investment in redesigning the products for cloud technologies

* Q1FY21 Financial Highlights
# 3 Monetisation

FY21 will commence the Monetisation agenda after the successful completion of Industrialisation agenda

- Gross Margin at 54%
- R&D / Product development cost has come down from INR 630 Mn to INR 499 Mn
- Cloud Revenue grew by 67%
- SG&A cost is 24% from 32%
- AMC grew by 24%

* Q1FY21 Financial Highlights
## Q1 FY21 – Revenue at INR 3492 Mn

<table>
<thead>
<tr>
<th>Metric</th>
<th>Q1 FY21</th>
<th>Q1 FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUE (INR)</td>
<td>3492 Mn</td>
<td>3434 Mn</td>
</tr>
<tr>
<td>REVENUE (US $)</td>
<td>$46.04 Mn</td>
<td>$49.36 Mn</td>
</tr>
<tr>
<td>EBITDA (INR)</td>
<td>713 Mn</td>
<td>123 Mn</td>
</tr>
<tr>
<td>GROSS MARGIN (INR)</td>
<td>1880 Mn</td>
<td>1618 Mn</td>
</tr>
<tr>
<td>GROSS MARGIN % (INR)</td>
<td>53.82%</td>
<td>47.10%</td>
</tr>
<tr>
<td>LICENSE (INR)</td>
<td>605 Mn</td>
<td>555 Mn</td>
</tr>
<tr>
<td>SAAS Revenue (INR)</td>
<td>389 Mn</td>
<td>233 Mn</td>
</tr>
<tr>
<td>AMC (INR)</td>
<td>741 Mn</td>
<td>597 Mn</td>
</tr>
<tr>
<td>PAT (INR)</td>
<td>426 Mn</td>
<td>34 Mn</td>
</tr>
</tbody>
</table>

| Collections for Q1 FY21 (INR)              | 4365 Mn    |
| Net DSO                                    | 126 Days   |
| Investment in Product Development (INR)    | 269 Mn     |
| Deal Wins                                  | 4          |
| Large Deal Win                             | 1          |
| Implementations (Go Lives)                 | 12         |
| CSR contribution (INR)                     | 10 Mn      |
Four Elements

- Cash
- Moat
- Growth Assurance
- Margins
Collections

* In INR Mn
CONFIDENCE ABOUT THE FUTURE
Shift from Products to Platforms

- Intellect Digital Core IDC 19 is now UK and Europe ready platform for managing the bank
- Digital Transaction Banking 19 is complete - Corporate Digital, Payment, Liquidity, Virtual Account, Cash Forecasting Platform ready for India, Thailand, UAE, Vietnam, Canada and Malaysia
- Underwriting platform with Data and Intake is ready on AWS for the US market
- Credit card platform is ready for India and Chile Market
- Fabric Data Services Platform is ready with active customers in the US market

Shift in SaaS/Subscription based offering

- Significant technology shift in selling Fintech solutions in the Market
- The cloud adoption got accelerated by at least 18 months ahead of industry expectations
- Shift in deals to cloud options resulting in multiple commercial conversations and thus delaying closures
Industry Trends – *Favourable Tail Winds*

- Digitization was always a priority
  - Customer Experience & Operational Efficiency
  - Accelerated by Covid19 Pandemic
  - The Pandemic also brought pressure on Income, costs and Asset quality of financial institutions

- Need to comply with Open Banking requirements
- Regulations on Data privacy
- Risk mitigation assumes significance
- Managing existing ecosystem of multiple generations of technology, multiple geographies, rampant innovation and diverse regulations
Technology Trends – **We are Future Ready**

- Digital transformation is now given
- Data is the new oil
- Shift towards Cloud architecture
  - Implications on Infrastructure and Revenue models
- Shift from Build to Buy and then from Product implementation to Platform adoption
- Open architecture – APIs, Microservices, Cloud native - Application Marketplace
- Ecosystem has Product Players, Fintechs, third party aggregators, etc.,
- Aspiration to modernize while preserving Legacy investments – Progile is IN - Rip & replace is OUT!
Multiple Revenue Streams are possible

- We earn revenue from
  - Licensing fee on usage of our Platforms
  - Fees for implementation/roll-out of our Product
  - Annual Maintenance Contracts for our Platforms
  - Customer specific Product enhancements
  - Deployment of Dedicated support teams for Business/Technology/Operations support
  - Subscription revenue for usage of our Product with a possible upside linked to Growth metrics of Customers
Our Growth levers

- Deeper Customer Engagement - Multiple Platform opportunities
- Product extension within the Country - more Customers per Product
- Progile Transformation Partner
- Business Growth teams
- Geography Expansion
- Customer onboarding to Cloud
- Marketplace play – Co-opetition
- Partnerships
Considerations for Investor **Wealth creation**

- **Stability of Company:** Balance sheet is stable. Liquidity is assured. Cash flows will be predictable.
- **Safety of Capital:** Amongst the lowest PE ratios – compared to Product Companies worldwide. Potential upside in valuation.
- **Capital Appreciation:**
  - High Operating leverage
  - ARR - Annual Recurring Revenues will pay for costs
  - Potential for significant upswing in Earnings through License earnings
  - Flywheel effect of Product Business
  - Scalability with minimal investments
Potential **Risks and Challenges**

- **Ability to predict pace and direction of Technology roadmap**
  - Our investments of over INR 200 Cr annually, in AI/ML and Cloud Technologies have future proofed our Technology roadmap. We are ahead of the curve.

- **Balance sheet risk**
  - Business close to generating break-even revenue without License component
  - Cash surplus at the end of last Quarter
  - Sufficient borrowing lines available
  - No need to raise capital in the immediate future

- **Management risk**
  - Addressed through investments in Leadership pool and talent development
Summary

We are past the Investment and Industrialisation phase

Investments and Strategy have prepared us for the future ahead

We enter the Monetisation phase with confidence