

# Financial Performance

**Intellect on a high growth path**

Investors & Analysts Meet  
31st July 2015



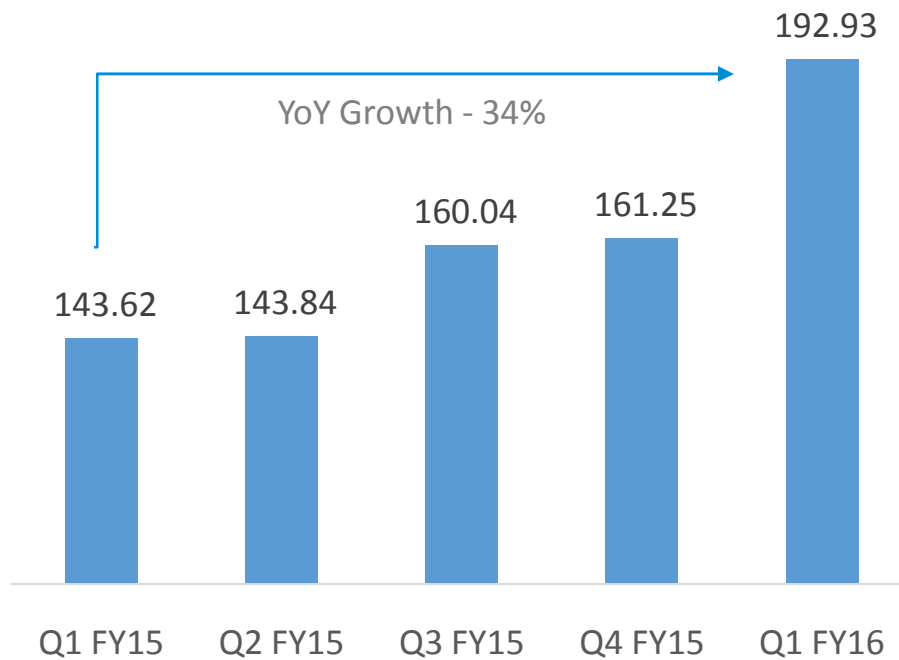
**“Growth is never by mere chance; it is the result of forces working together.”**

*James Cash Penney of JC Penney*

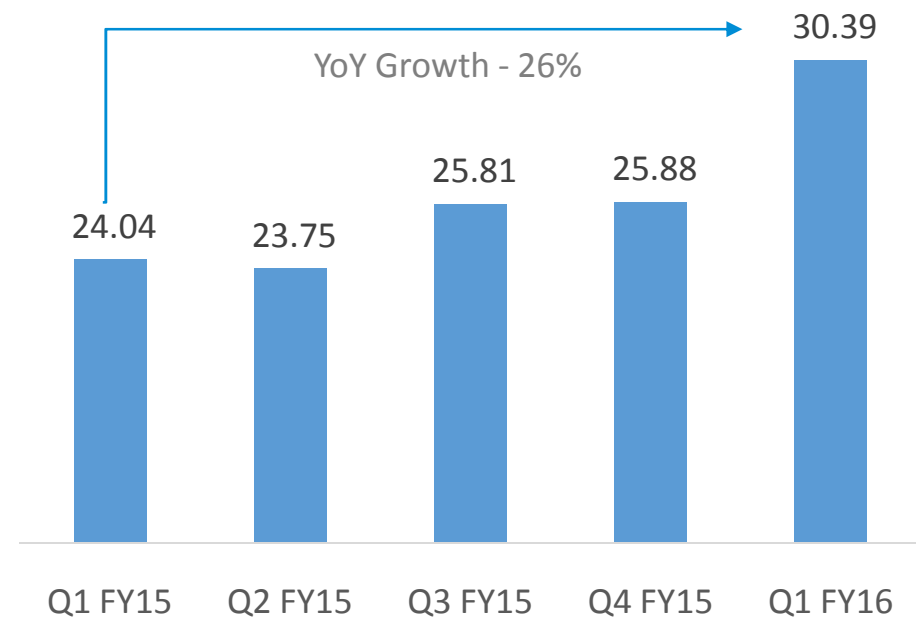


# Intellect on a high growth path

Revenue (In Rs Crs)



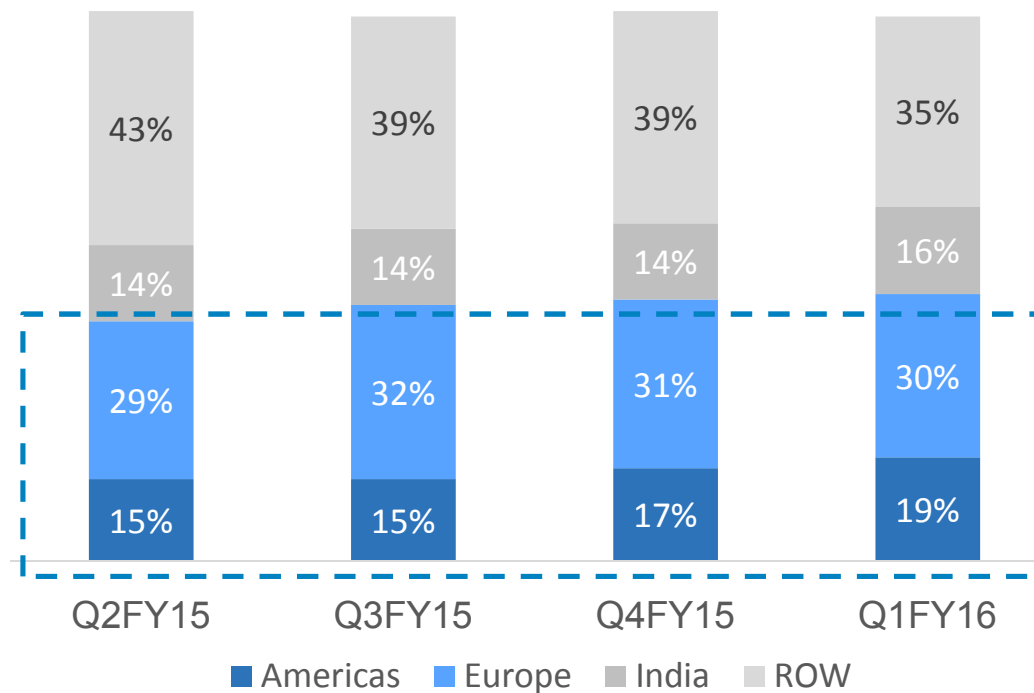
Revenue (In \$ Mn)



Crossed \$30 Mn mark in Q1FY16: in line to meet growth projection of 22-26% in FY16



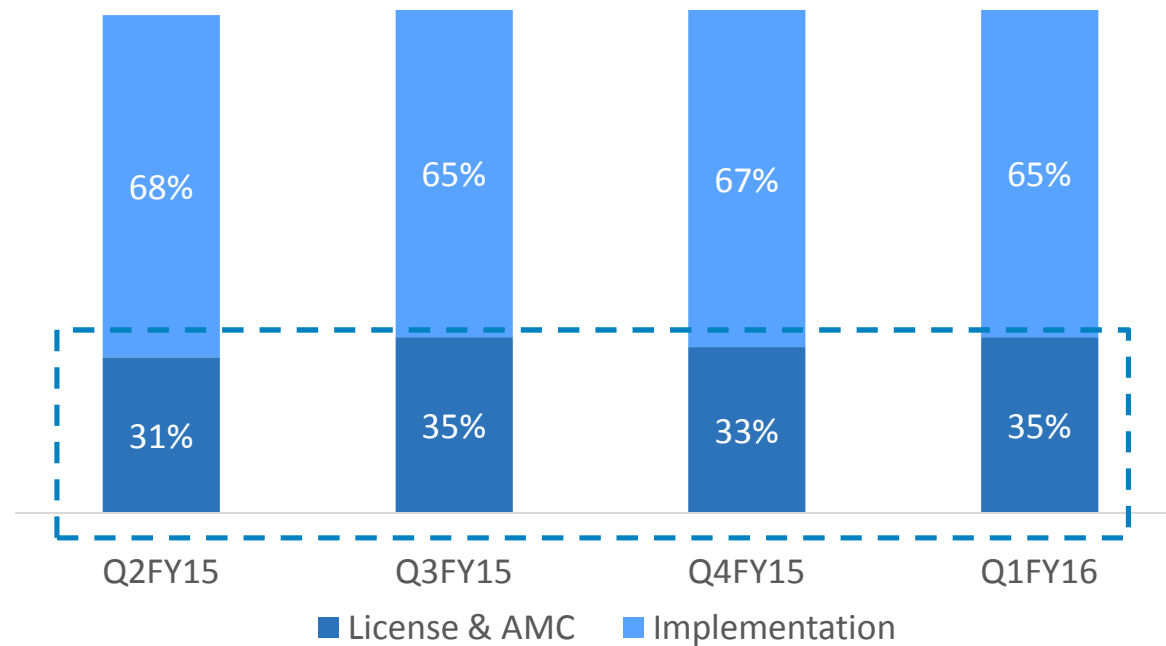
# Targeting 60% revenue from Advanced Markets by 2018



Revenue from Advanced Markets increases to 49% in Q1FY16 from 44% in Q2FY15



# Healthy revenues of 35% from License & AMC

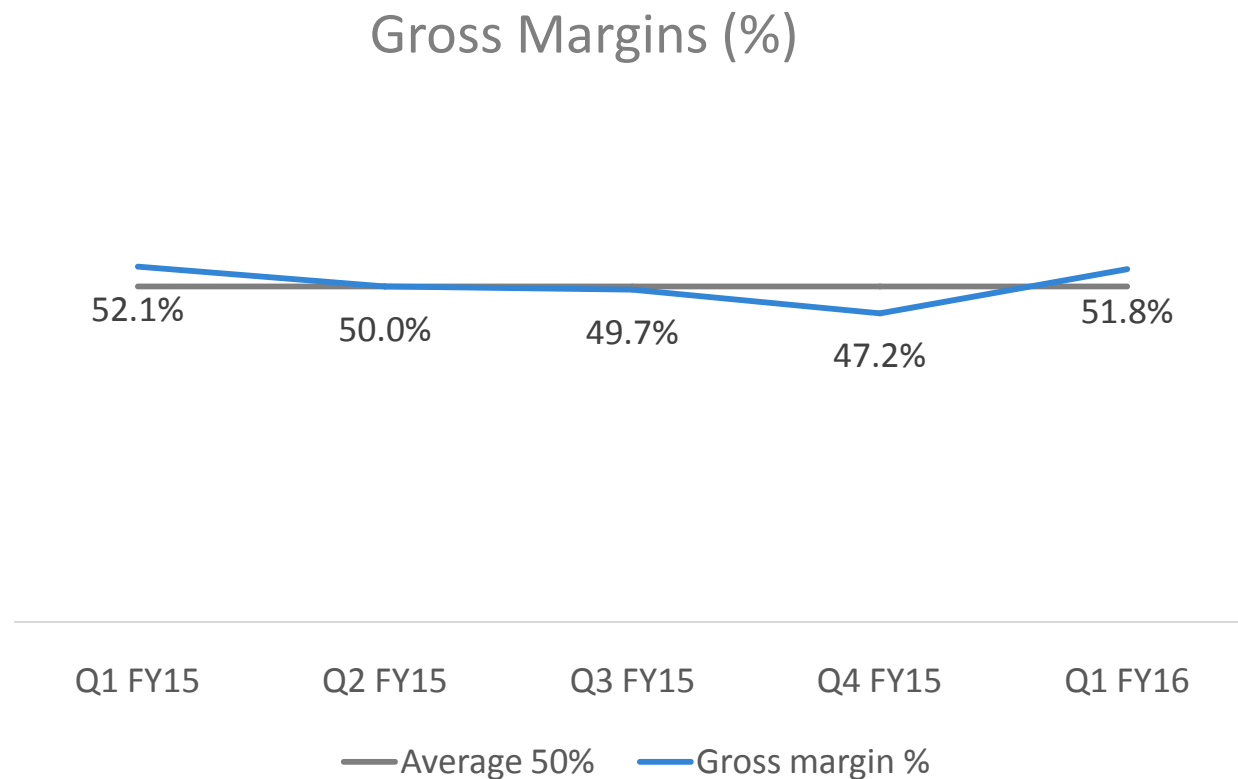


Revenue from License & AMC increased by 400 bps over last 3 quarters



# Gross margins sustained at average 50% level

Well on its way to become profitable by Q4FY16

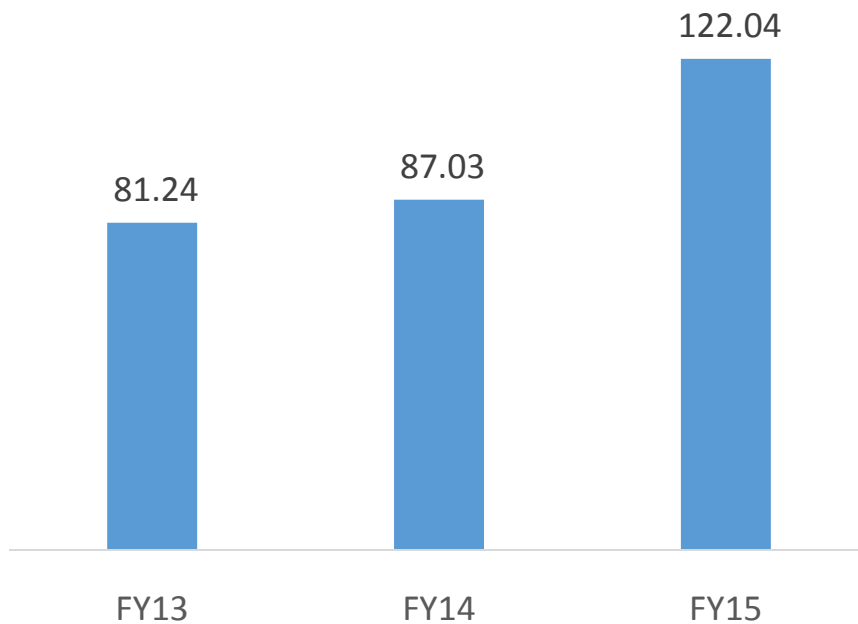


Net losses decrease significantly from Rs 29 Crs to Rs 11 Crs despite continued Investments for future growth



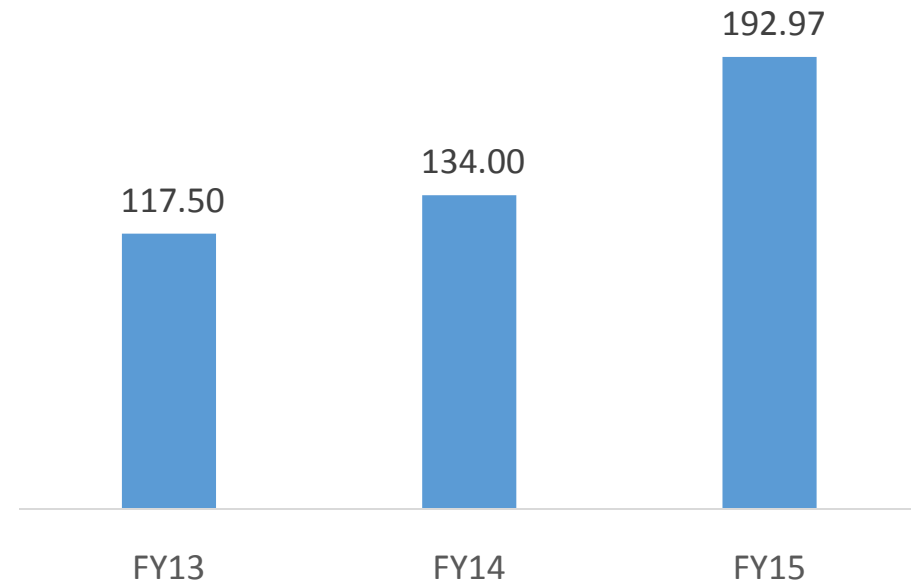
# Investments for future growth

R&D Investment (Rs Crs)



*Total Investment of over Rs 800 Crs in last 8 years*

Sales & Marketing Investment (Rs Crs)



*Planned investment around \$35 Mn in FY16*



# Q1 FY16 Financials

(Figures are in Rs Crs)

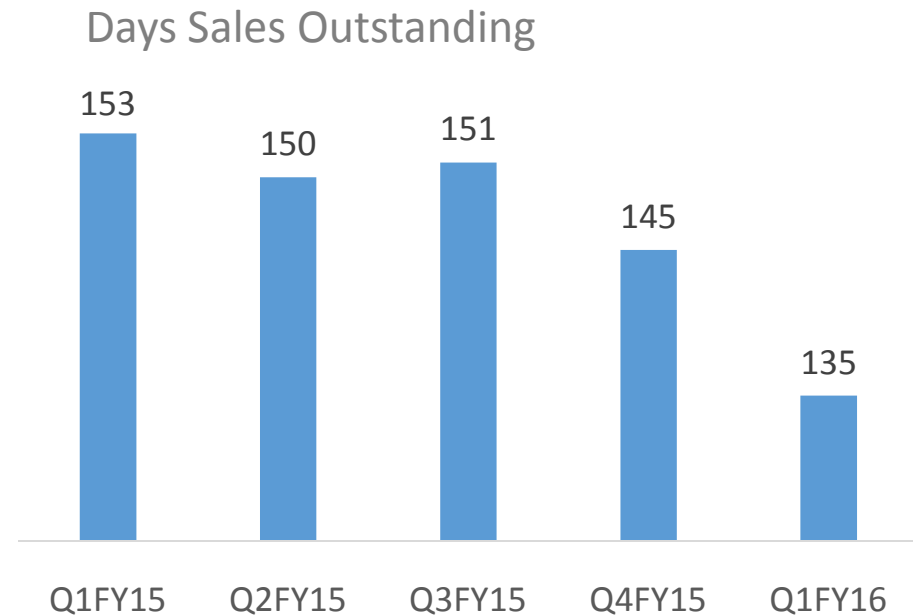
|                                      | Q1 FY16      | Q1 FY15      | YoY Growth | Q4 FY15      | QoQ Growth | FY15         |
|--------------------------------------|--------------|--------------|------------|--------------|------------|--------------|
| Revenue                              | 192.93       | 143.62       | 34.3%      | 161.26       | 19.6%      | 608.75       |
| Software development cost            | 93.43        | 68.76        | 35.9%      | 85.14        | 9.7%       | 305.97       |
| Gross Margins                        | 99.50        | 74.86        | 32.9%      | 76.11        | 30.7%      | 302.77       |
| <b>Gross Margins (%)</b>             | <b>51.6%</b> | <b>52.1%</b> |            | <b>47.2%</b> |            | <b>49.7%</b> |
| SG&A                                 | 79.63        | 59.68        | 33.4%      | 70.71        | 12.6%      | 261.05       |
| <b>SG&amp;A as % of revenue</b>      | <b>41.3%</b> | <b>41.6%</b> |            | <b>43.8%</b> |            | <b>42.9%</b> |
| EBITDA                               | 19.87        | 15.19        | 30.8%      | 5.41         | 267.5%     | 41.73        |
| R&D Costs                            | 29.63        | 25.75        | 15.1%      | 33.48        | (11.5%)    | 122.04       |
| <b>R&amp;D Costs as % of revenue</b> | <b>15.4%</b> | <b>17.9%</b> |            | <b>20.8%</b> |            | <b>20.0%</b> |
| Profit from operations               | (14.98)      | (15.90)      | (5.8%)     | (32.90)      | (54.5%)    | (100.13)     |
| PBT                                  | (11.18)      | (9.79)       | 19.8%      | (29.15)      | (113.8%)   | (81.23)      |
| PAT                                  | (11.12)      | (9.83)       | 13.1%      | (29.66)      | (62.5%)    | (82.99)      |





# Balance-Sheet as on 30th June, 2015

| Particulars                                 | (In Rs Crs)   |
|---|---------------|
| Shareholder's Fund                          | 616.41        |
| Trade Payables                              | 130.80        |
| Other Liabilities                           | 161.58        |
| <b>Total Liabilities and Owner's Equity</b> | <b>908.79</b> |
| Fixed Assets                                | 196.16        |
| Other Non-current Assets                    | 158.86        |
| Trade Receivables                           | 168.43        |
| Cash and cash equivalents                   | 211.41        |
| Other Current Assets                        | 173.93        |
| <b>Total Assets</b>                         | <b>908.79</b> |



*Cash & Cash equivalent sufficient to cover the Investment expenses*



# intellect™

## DESIGN FOR DIGITAL DOMINANCE

EXPERIENCE DIGITAL 360

OPERATIONAL  
EXCELLENCE

CUSTOMER  
EXPERIENCE

