

eMACH.ai

SUMMIT 2024

intellect
live your dream



Q3FY25 Results
Earnings Announcement

‘First Principle’ Based Composable and
Intelligent Open Finance Platform

Safe Harbour 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, unauthorised 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 Fact Sheet

A Global FinTech Product Company Since 1993

Enterprise Grade Financial Technology Leader in Composable and Intelligent solutions for progressive Global Financial Institutions **across 57 countries**

**ENTERPRISE CONNECTED
INTELLIGENCE**

Powered by Intellect

Intellect Promise

- Drive FI Business Growth
- Enhanced Operational Efficiency
- Implementation Certainty
- 30% lower TCO

Core of What We Do

- Complexity Reduction
- Transformation Design

Our Specialisation

- Financial Technology
- Open Finance Design

Continuous Innovation

INVESTMENT IN OUR CRAFT

Intellect Applied Research teams across Products & Technology – 2 million hours of annual research investment

Active collaboration and pooling of perspectives

34+ Nationalities

Transformation Design Centres - commitment to a first-principles design approach

Leadership Grounded in Relevance

iGTB Oxford School of Transaction Banking

Analyst top quadrant citations - Gartner, Forrester, IBS Intelligence, Celent, Aite

High performance technology design by a guiding principle of minimal code / maximum integration in a high self-driven compossibility construct

Sustainability at Scale

Certification of Sustainability under 'GRI-In Accordance'

Ullas Trust Nurturing young minds

Mission Samridhi Holistic rural development

Financial Stability

INR 25,064 million

Consolidated Revenues FY 24

INR 7,550 million

Cash in hand

Zero Debt Company

Partnerships

SHARED VALUES
GLOBAL RELATIONSHIPS

CLOUD PARTNERS

MS AZURE, AWS,
ORACLE CLOUD
IBM CLOUD, GOOGLE CLOUD

CONSULTING PARTNERS

ACCENTURE, KPMG,
DELOITTE,
EY, PWC

SI PARTNERS

IBM, WIPRO,
TECH M, COFORGE,
LTI MINDTREE, HEXAWARE

Design Thinking is in our DNA

The single most powerful competitive differentiator for financial institutions to drive Digital Leadership

Innovative, customer centric banking products are conceptualised here!

8012 FinTech Design Center™ is the place where game-changing transaction banking products and operational solutions for the global markets were designed in partnership with our marquee clients.

150+
Banks

60+
Nationalities

6000+
Visitors

600+
Walkthroughs



World's first design center for financial Institutions inaugurated in 2013. 8012 FinTech Design Center, Chennai.



8012 FinTech Design Center, Mumbai inaugurated in 2014 for digital design sessions



Business, Technology & Operations Space at FinTech 8012

eMACH.ai

The 'First Principles Thinking' based Most Comprehensive,
Composable & Intelligent Open Finance Platform



386

ready-to-use
Microservices on Cloud



2015

APIs



650

Events

Experience Design with
iTurmeric

Decision Grade Intelligence with
Purple Fabric

eMACH.ai

Open Finance Platforms



Transform Enterprise

The Most Comprehensive,
Composable & Intelligent
Open Finance Platform



Transform Experience

Connected Composability



Transform Operations

Human in the Loop
AI-Inside with Near
Autonomous Operations

Strategic Initiatives



Intellect to assume digital banking operations of Central 1, Canada

As a strategy to expand Intellect's first principle based eMACH.ai Open Finance Platform footprints in North America, Intellect has signed an agreement to assume digital banking operations of Central 1 Credit Union in Canada

- Under this agreement, Intellect will take over contractual responsibilities of digital banking offerings for a significantly large number of Credit Unions of Canada who are currently using Central 1's Forge, MemberDirect, Public Website and Mobile Applications and products while Central 1 will continue to provide the technology infrastructure and related services
- Select members of Central 1's team will also transition to Intellect for ensuring knowledge retention and continuity
- The Intellect team will operate Central 1's digital banking software and support clients as they transition to a new eMACH.ai Digital banking platform. The transaction is expected to close in the next few weeks and will give Intellect direct market access to the Credit Unions in Canada



Intellect to assume digital banking operations of Central 1, Canada



Sheila Vokey,
President & CEO, Central 1

“We are confident that Intellect and the transferring Central 1 team members will provide a strong and stable path for our clients as they transition to new digital banking platforms. Our discussions and work with the Intellect team through this process have demonstrated their deep care for clients and commitment to serving our members and clients long into the future. We look forward to continued collaboration with the Intellect team in the months ahead.”



Rajesh Saxena,
CEO of Intellect
Global Consumer Banking

“Intellect has partnered with leading financial institutions in Canada and globally for more than three decades. This strategic agreement reinforces Intellect’s commitment to Canadian credit unions and banks. We take the responsibility of ensuring a seamless and reliable wind down of Forge and MemberDirect with utmost seriousness and look forward to welcoming the talented team members-

-from Central 1, who we know will bring invaluable expertise in serving Canadian credit unions and banks. Beyond this agreement, our eMACH.ai Digital Engagement platform, built on First Principles Thinking, provides further opportunities to collaborate with credit unions and banks, and reimagine digital banking experiences. This agreement symbolises Intellect’s vision to strengthen its presence further in Canada and North America. With our eMACH.ai Digital Engagement Platform, a composable and Open finance platform, we aim to empower them with unparalleled agility and innovation. We are excited to collaborate with credit unions to transform digital banking experiences and meet the evolving expectations of their members through innovation, growth, and meaningful engagement.”

Intellect Board Approves ₹20 Crore Investment in GlobalLinker to Enhance SME Global Trade Opportunities

Intellect Board has approved an investment of Rs. 20 crore as a primary equity infusion in DigiVation Digital Solutions Pvt. Ltd., an India-headquartered international e-commerce company operating under the brand GlobalLinker. Founded in 2010, GlobalLinker's user-friendly platform enables small and medium enterprises (SMEs) to connect and trade globally, effectively streamlining cross-border business and driving growth.

- By fostering collaboration with GlobalLinker, Intellect aims to accelerate its expansion in the corporate and government e-procurement space and further strengthen its leadership position in wholesale banking, supply chain, and trade financing
- The convergence of GlobalLinker's offerings along with Intellect's eMACH.ai Wholesale Banking suite will create global market access for SMEs along with financing options through banks and financial institutions

Performance Overview



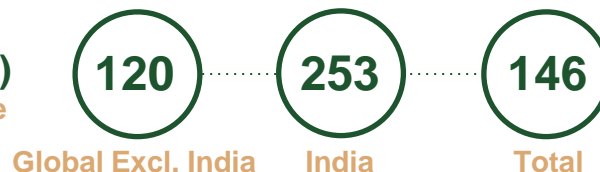
Q3FY25 - Financial Highlights

607 Cr Total Revenue (INR)	50 Cr Platform Revenue (INR)
118 Cr License (INR)	124 Cr AMC (INR)
70 Cr PAT (INR)	93 Cr PBT (INR)

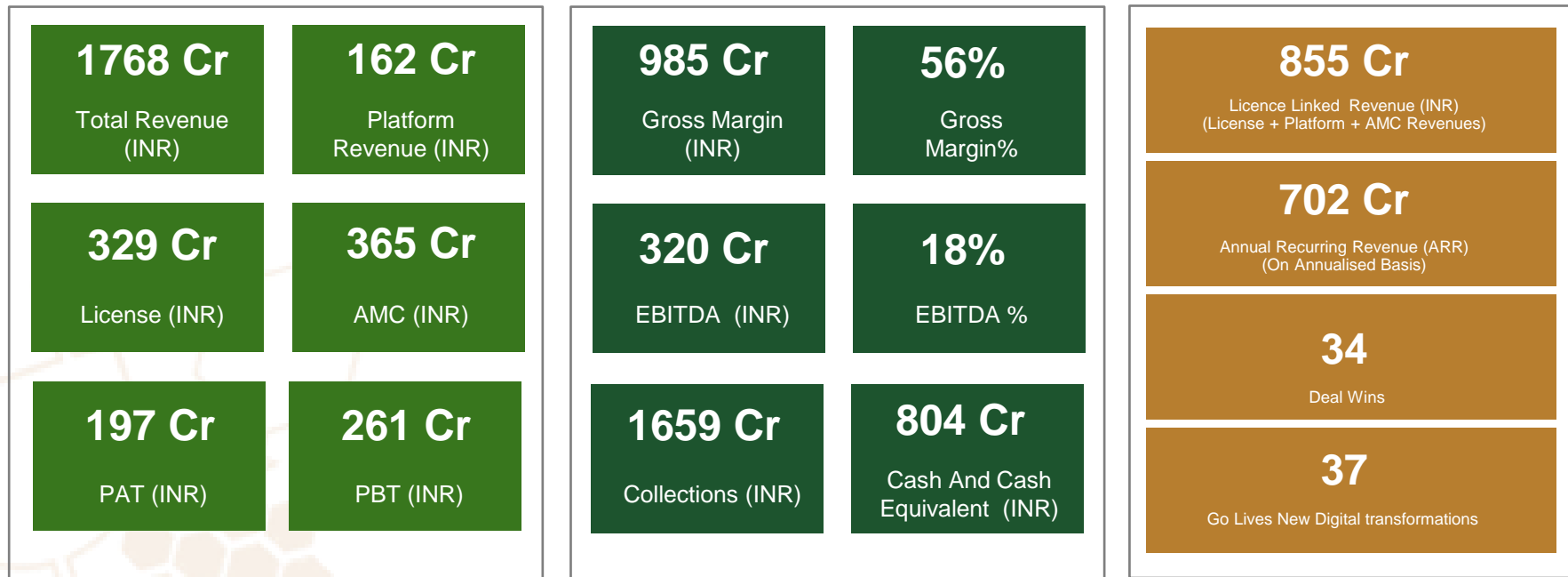
344 Cr Gross Margin (INR)	57% Gross Margin%
121 Cr EBITDA (INR)	20% EBITDA %
553 Cr Collections (INR)	804 Cr Cash And Cash Equivalent (INR)

292 Cr Licence Linked Revenue (INR) (License + Platform + AMC Revenues)
695 Cr Annual Recurring Revenue (ARR) (On Annualised Basis)
11 Deal Wins
16 Go Lives New Digital transformations

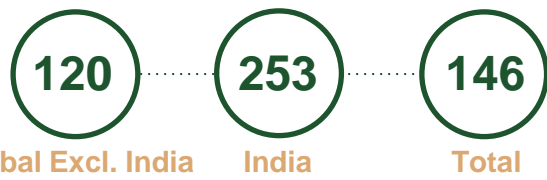
DSO (as at 31st Dec 2024)
excluding Contractually Not Due



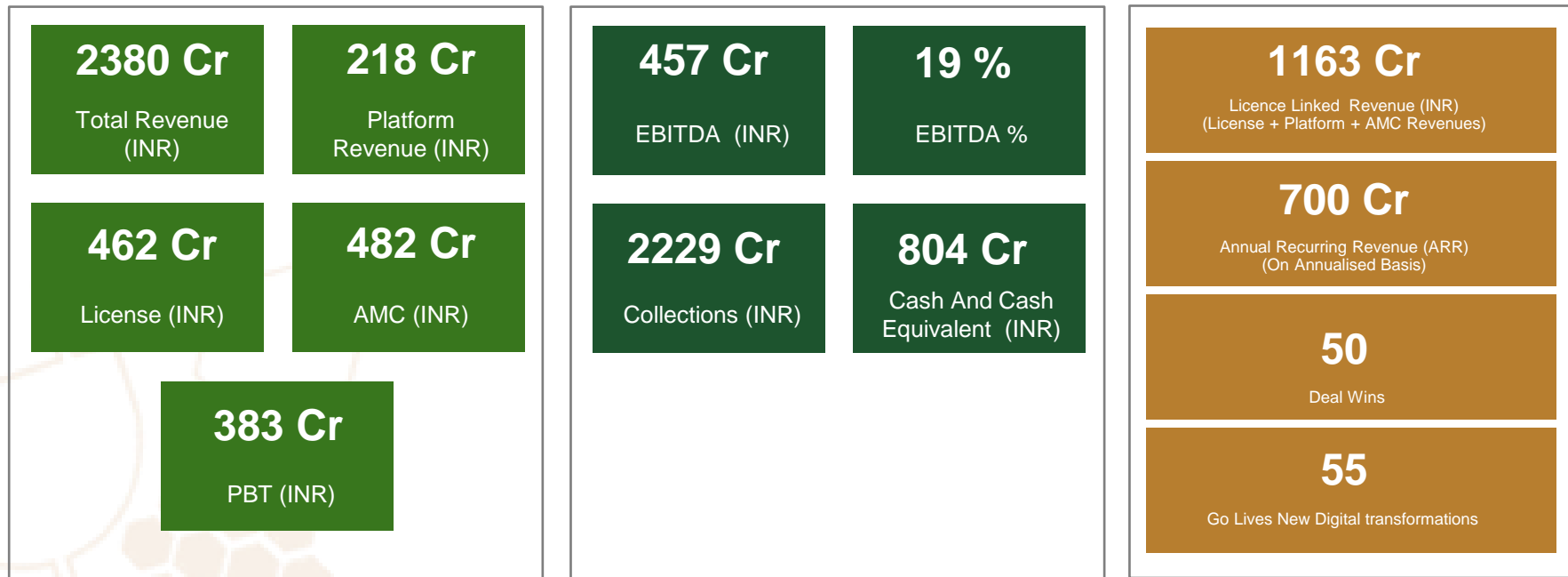
YTD Q3FY25 - Financial Highlights



DSO (as at 31st Dec 2024)
excluding Contractually Not Due



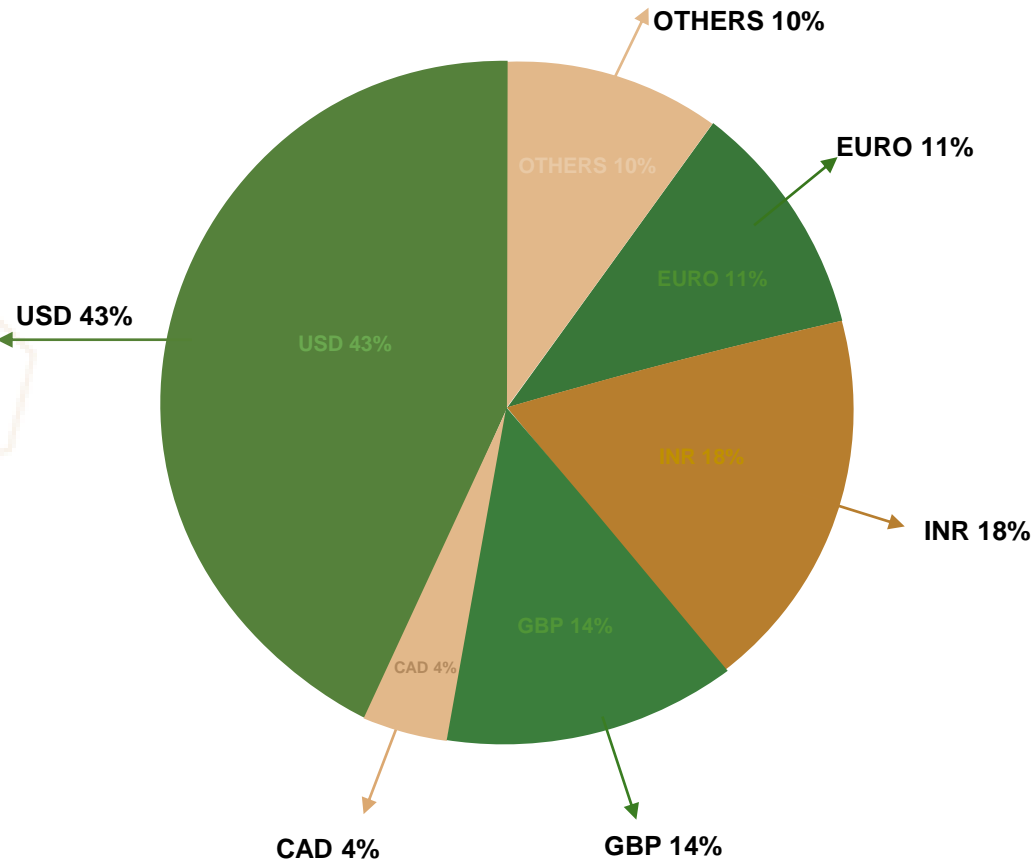
LTM Q3FY25 - Financial Highlights



DSO (as at 31st Dec 2024)
excluding Contractually Not Due

146

Revenue Mix: Currency Wise Q3FY25



Unaudited Financial Results for the Third Quarter Ended – December 31, 2024

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

Particulars	Quarter Ended			YTD Ended		Full Year Ended	
	Dec 31, 2024 (Q3FY25)	Sep 30, 2024 (Q2FY25)	Dec 31, 2023 (Q3FY24)	Dec 31, 2024 (YTD FY25)	Dec 31, 2023 (YTD FY24)	Mar 31, 2024 (FY24)	Mar 31, 2023 (FY23)
Total Income	607.45	555.89	635.20	1,768.15	1,900.99	2,513.13	2,245.97
Like-to-Like Total Revenue	607.45	555.89	571.14	1,768.15	1,656.63	2,268.78	1,990.78
Expenditure							
Software Development Expenses	263.61	257.71	288.47	783.25	850.33	1,108.80	1,018.00
Gross Margin	343.84	298.18	346.73	984.91	1,050.66	1,404.33	1,227.97
SG & A Expenses	171.34	167.95	165.22	510.12	491.26	657.64	605.45
R & E Expenses	51.72	51.46	49.73	154.41	147.45	198.16	172.40
Total Expenditure	486.67	477.12	503.42	1,447.77	1,489.03	1,964.60	1,795.85
EBITDA	120.78	78.77	131.79	320.38	411.95	548.53	450.12
Depreciation & Amortisation	(39.64)	(38.80)	(34.25)	(114.97)	(101.96)	(137.22)	(121.51)
Hedge Impact	2.18	2.24	(0.86)	5.95	(8.21)	(6.69)	(14.72)
Fx Reins. (Loss)/Gain	(4.20)	11.02	2.47	5.16	(0.84)	(2.50)	12.91
Other Income / Expense	13.99	16.88	15.99	44.48	36.69	57.54	35.18
Profit / (Loss) Before Tax	93.11	70.10	115.13	261.00	337.63	459.67	361.98
Provision For Taxation	(22.92)	(17.29)	(30.82)	(63.55)	(89.41)	(125.97)	(94.75)
Profit / (Loss) After Tax	70.19	52.81	84.31	197.45	248.22	333.69	267.23

Note 1: PAT above is without considering one-off exceptional item of MAT credit write-off of INR 12.51 Cr in Q4 24

Note 2: Hedge Impact is shown below EBITDA in the P&L above

Accelerating growth with eMACH.ai

eMACH.ai accelerates growth with 11 Deal Wins
and 16 Digital Transformations in Q3FY25



eMACH.ai, the First Principles Thinking-based Most Comprehensive, Composable, and Intelligent Open Finance Platform, has been selected by 11 customers worldwide in Q3FY25

Driving Transformation with eMACH.ai

2 Deals in Americas

4 Deals in Europe

3 Deals in Africa

2 Deals in Middle East

2 Deal Wins in Americas



1

R.E. Chaix, a US-based trusted wholesale insurance brokerage, has enhanced its operations by adopting the cutting-edge eMACH.ai Magic Submission, eMACH.ai Xponent, and eMACH.ai Risk Analyst platforms. These advanced solutions empower R.E.Chaix to make faster, more informed decisions while delivering a superior customer experience. By leveraging AI-powered tools for automated submissions, advanced analytics, and intelligent risk assessment, the brokerage has streamlined workflows and reinforced its commitment to innovation in risk management.

This strategic adoption highlights the brokerage's position as a forward-thinking leader in the insurance sector, delivering exceptional value to both underwriters and customers

2

One of the largest and oldest U.S. banking institutions, with a strong focus on asset and wealth management, has selected eMACH.ai's Corporate Treasury eXchange (CTX) to optimise cash management for its corporate clients. This decision reflects the institution's dedication to innovation, digital transformation, and delivering advanced, scalable solutions. CTX's capabilities in liquidity management and automation further support its commitment to operational efficiency and exceptional client service

4 Deal Wins in Europe



1

A prominent Spanish banking and financial services company, recognised as one of the world's largest banks by market capitalisation, has announced a pivotal step in its strategic expansion into Asia by leveraging its longstanding 15-year partnership with the cutting-edge eMACH.ai Payments Platform. This transformative initiative underscores the bank's steadfast commitment to driving digital innovation, operational excellence, and delivering seamless, next-generation payment experiences across Asia—one of the fastest-growing and most dynamic financial markets globally

2

A major Turkish bank has selected the eMACH.ai Digital Engagement Platform to enhance its operations in Austria. This strategic move is aimed at delivering seamless and personalised experiences to customers across all channels and stages of their banking journey. By leveraging eMACH.ai's advanced capabilities in real-time engagement, AI-drive personalisation, and omnichannel support, the bank aims to provide meaningful and consistent interactions, improving customer satisfaction and loyalty. This adoption underscores the bank's commitment to innovation and its dedication to meeting the dynamic needs of customers in the Austrian market while reinforcing its global presence in the financial sector

4 Deal Wins in Europe (Contd)



3

A leading Nordic wholesale bank, integral to the financial ecosystems of the Nordic and Baltic regions, has reinforced its commitment to innovation and customer-centricity by renewing its partnership with Intellect Wholesale Banking. This contract renewal marks the adoption of the latest version of eMACH.ai's Corporate Treasury eXchange (CTX) platform, a transformative solution designed to elevate cash management for corporate clients. The platform delivers optimised liquidity management, streamlined operations, and seamless treasury experiences, aligning with the bank's mission to provide sustainable financial solutions. This partnership highlights the bank's leadership in wholesale banking innovation, further empowering its corporate clients to navigate and thrive in an increasingly dynamic financial environment

4

A greenfield Electronic Money Institution (EMI) based in Malta has significantly upgraded its payment and transfer services across Malta and the entire European Economic Area by adopting the cutting-edge eMACH.ai Core Banking, Cards and Digital Engagement Platform along with iTurmeric. These innovative products enable the institution to provide a highly contextual and personalised experience for its customers at every stage of their financial journey. The institution streamlined and automated the entire card lifecycle, ensuring that processes are more efficient and user-friendly, ultimately enriching the overall customer experience. In addition, the composable platform iTurmeric enabled them to create applications with minimal coding, dramatically reducing development time and making the process more accessible to a broader range of professionals

3 Deal Wins in Africa



1

Partnering with Africa's largest financial institution marks a significant achievement for eMACH.ai. Spanning 22 countries, this collaboration highlights our capability to replace legacy systems and position eMACH.ai as the backbone of Corporate Treasury Management (CTX) across Africa. Leveraging our deep industry expertise in sectors like natural resources, transportation, and financial services, we will deliver tailored, scalable, and future-ready solutions that align with the client's enterprise architecture. This win solidifies our leadership in CTX platforms for emerging and developed markets, showcasing our resilience, precision, and strategic value in driving complex, multi-country implementations for global financial giants

2

A prominent Southern African financial services provider, with decades of industry expertise, has implemented the eMACH.ai Core Banking Platform to deliver signature banking experiences tailored to its evolving customer base. This strategic initiative empowers the institution to provide a contextual and personalised banking journey, ensuring seamless engagement and meaningful interactions at every stage of the customer lifecycle. By leveraging eMACH.ai's advanced capabilities, the provider aims to redefine the banking experience, aligning with its commitment to innovation and customer-centricity. The adoption of eMACH.ai Core Banking marks a significant milestone, enabling the delivery of cutting-edge financial services that meet the dynamic needs of modern customers while solidifying the provider's position as a leader in the Southern African financial landscape

3

A multinational banking and financial services conglomerate headquartered in Johannesburg, South Africa, has selected the eMACH.ai Digital Engagement Platform to revolutionise its customer experience. This strategic adoption empowers the bank to deliver a superior banking experience by addressing both stated and unstated customer needs while ensuring seamless integration across every touchpoint in the customer journey. The platform's cutting-edge capabilities in AI-driven personalisation, real-time engagement, and omnichannel support enable the bank to enhance customer satisfaction and loyalty. This move underscores the bank's commitment to leveraging advanced digital technologies to redefine customer engagement and solidify its position as a leader in the global banking sector

2 Deal Wins in Middle East



1

A leading full-service corporate bank in UAE that offers corporate and commercial banking, treasury and trade finance services, personal banking options, and Shari'a-compliant services, has renewed its trust with Intellect by choosing eMACH.ai TRADE for a seamless & unified omnichannel experience across Transaction Banking platform, hosted on eMACH.ai cloud

2

One of the largest financial institutions in Saudi has renewed its trust with Intellect by choosing eMACH.ai TRADE for building CBX for Trade Corporates, enabling a seamless & unified omnichannel experience across the Transaction Banking platform

Digital Transformations: Driving Operational Excellence

eMACH.ai has played a pivotal role in driving the **digital transformation of sixteen leading financial institutions worldwide**

By integrating platforms such as eMACH.ai Liquidity Management Solution, Corporate Treasury Exchange (CTX), eMACH.ai Core Banking, eMACH.ai Lending, eMACH.ai Collection, and eMACH.ai Treasury, these institutions have been empowered to scale their operations efficiently

This suite of products and platforms streamlines processes, significantly reduces costs, enhances risk management strategies, and promotes sustainable practices

3 Go Lives in Americas



1

One of the largest wholesalers in the US went live with eMACH.ai Magic Submission powered by Purple Fabric for extraction and comparison of Binder and Policy document

2

A leading wholesale distributor of speciality insurance products and services headquartered in Chicago went live with eMACH.ai Magic Submission to extract Loss Runs from documents in any format, all without manual intervention and in minutes

3

A wholesale insurance brokerage with a specialisation in the transportation industry headquartered in California went live with eMACH.ai Magic Submission for Loss Runs extraction and analysis

5 Go Lives in India



1

One of the biggest lending government organisations in India engaged in housing finance and infrastructure project finance has gone live with eMACH.ai HRMX, RLO, COLLECT, BI / MIS, TREASURY & ALM

2

An NBFC subsidiary of NABARD, which promotes the non-agri sector with an ESG focus primarily through wholesale finance has gone live with eMACH.ai Digital Core, loan management system, FAMS and treasury

3

A subsidiary of NABARD is registered as Non-. Banking Finance Company has gone live with eMACH.ai FAMS and Treasury

4

One of the leading public sector banks in India, with a network of 8,700+ domestic branches, serving over 150 million customers and USD 130 Billion worth of assets has gone live with eMACH.ai Cash Management System to improve its cash management operations

5

One of the Top 5 banks in India has gone live with eMACH.ai Wealthforce with advanced analytics for managing their customer portfolios

4 Go Lives in Middle East & Africa



1 A leading Islamic bank based in Kuwait, renowned for its excellence and dedication to customer service and its market leadership in innovation went live with eMACH.ai DTB cloud-native platform

2 A central bank based in Africa has gone live with eMACH.ai Quantum Central Banking to progressively modernise, transform and reduce complexities

3 A large bank in Zimbabwe, serving customers has gone live with eMACH.ai Core Banking to power its banking operations, improve efficiency and reduce cost of operations. The bank will leverage microservices and API based architecture to launch new products and services to its customers and elevate customer experience

4 The largest bank in Africa in terms of customer base with operations spread across six countries has continued its trust in Intellect and went live with eMACH.ai DTB cloud-native platform for its cash management business

1 Go Live in ANZ

1 A large financial institution with over 2 decades of experience serving customers in Papua New Guinea went live with eMACH.ai Core Banking Platform. The institution will leverage the platform to drive comprehensive financial growth and stability, innovative products, improved customer experience and better compliance

1 Go Live in Europe

1 A major player in the European economy for over 150 years, supporting 29 million clients every day with 138,000 staff in 62 countries has gone live with eMACH.ai Corporate Treasury eXchange (CTX) platform to provide corporate clients with the optimal cash pooling experience

2 Go Lives in Asia



1 A leading global bank, with one of the largest customer bases in Japan, and a global network of financial and business centers went live with eMACH.ai Liquidity Management System

2 One of the top commercial Vietnam Banks established in 1963 and one of the top 100 largest banks in Asia has gone live with eMACH.ai DTB platform

eMACH.ai Acknowledged as a Transformative Open Finance Platform by Industry

Chartis

Intellect is identified as "Category Leader" in Chartis RiskTech Quadrant® for Regulatory Reporting Solutions, 2024

Intellect has been ranked 28 in Chartis RiskTech 100 Rankings 2024

Datos Insight

Intellect Cash Management is recognised as a Contender in Datos Matrix: U.S. Providers of Cash Management, 2024

Omdia

Intellect's Global Payments Platform is ranked as LEADER in Omdia Universe: Payment Hubs, 2024–25 & BEST IN CLASS in Solution Breadth & Vendor Execution

Forrester

Intellect has been recognised as a "STRONG PERFORMER" globally in The Forrester Wave™: Digital Banking Processing Platforms, Q4 2024: The 12 Providers That Matter Most And How They Stack Up report

Gartner

Intellect is mentioned as a Representative Vendor in Gartner®'s Market Guide for Wealth Management All-in-One Advisor Desktop Platforms, Core Banking Systems, Middle East and Africa, Latin America and APAC and Commercial Banking Cash Management and Trade Finance Solutions

Strong Funnel Progression for the Year

The current funnel of Intellect

INR 9996 Cr



Q3FY25

Q3FY25

Out of INR 9,996 Cr funnel value, INR 7,757 Cr is accounted by 213 Opportunities

INR 8889 Cr



Q2FY25

Q2FY25

Out of INR 8,889 Cr funnel value, INR 6,920 Cr is accounted by 206 Opportunities

INR 8020 Cr



Q3FY24

Q3FY24

Out of INR 8,020 Cr funnel value, INR 6,514 Cr is accounted by 183 Opportunities

Destiny Deals

Of Deals

Avg Deal Size
INR Cr

As % of
total

Q3FY25

91

54

65%

Q2FY25

89

50

64%

Q3FY24

79

53

62%

Destiny Deals - Consistent Growth in Big Ticket Deals

> INR 50 Cr

INR 30 Cr –
INR 50 Cr

INR 20 Cr –
INR 30 Cr

Total High Value
Active Pursuits

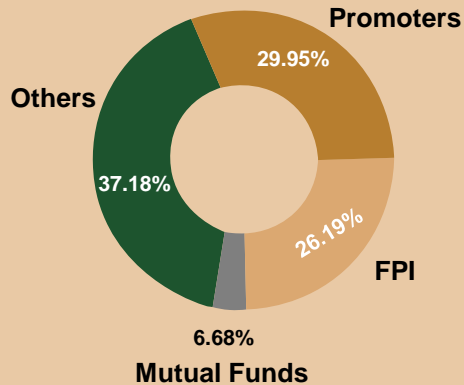
	Q3FY25
> INR 50 Cr	25 <ul style="list-style-type: none"> • 2 Won • 1 Lost • 21 from previous qtr • 4 added
INR 30 Cr – INR 50 Cr	30 <ul style="list-style-type: none"> • 2 Won • 1 Lost • 27 from previous qtr • 3 added
INR 20 Cr – INR 30 Cr	36 <ul style="list-style-type: none"> • 2 Won • 2 Lost • 31 from previous qtr • 5 added
Total High Value Active Pursuits	91 <ul style="list-style-type: none"> • 6 Won • 4 Lost • 79 from previous qtr • 12 added

	Q2FY25
> INR 50 Cr	24
INR 30 Cr – INR 50 Cr	30
INR 20 Cr – INR 30 Cr	35
Total High Value Active Pursuits	89







	Q3FY24
> INR 50 Cr	19
INR 30 Cr – INR 50 Cr	25
INR 20 Cr – INR 30 Cr	35
Total High Value Active Pursuits	79

Stock Information

Shareholding Pattern (As on 31st December 2024)



Stock Data (As on 31st December 2024)

 Market Cap	₹ 13268 Cr.
 Stock Price	₹ 957
 52 Week (High / Low)	₹ 1199/693
 NSE / BSE - Symbol	INTELLECT / 538835
 No. of Shares Outstanding	138642026
 Average Daily Volume (3 Months) – NSE	13.77 Lakhs

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