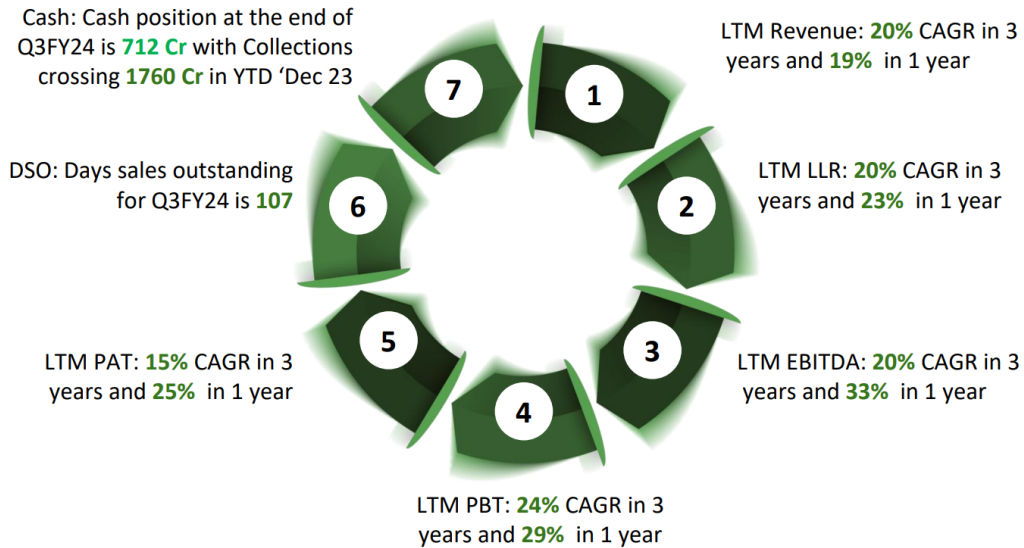


q3 update

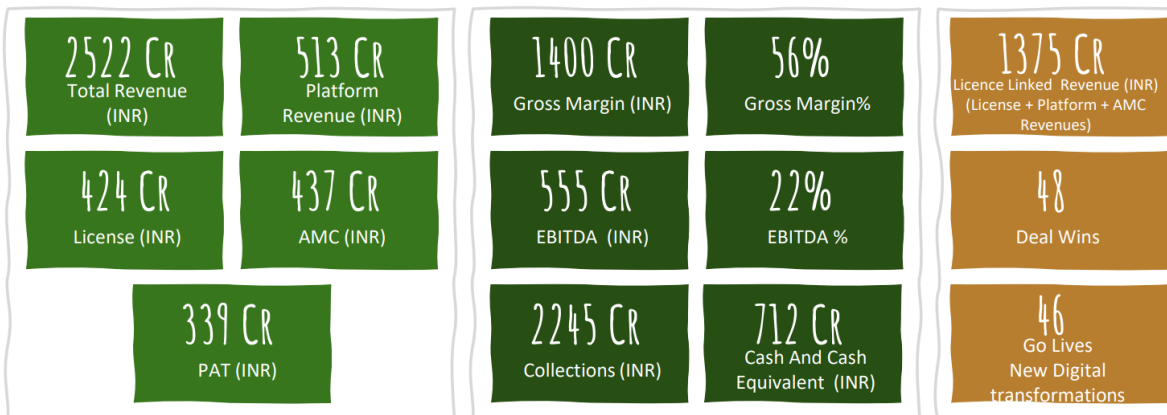
29- january 2024

PREDICTABLE AND SUSTAINABLE GROWTH

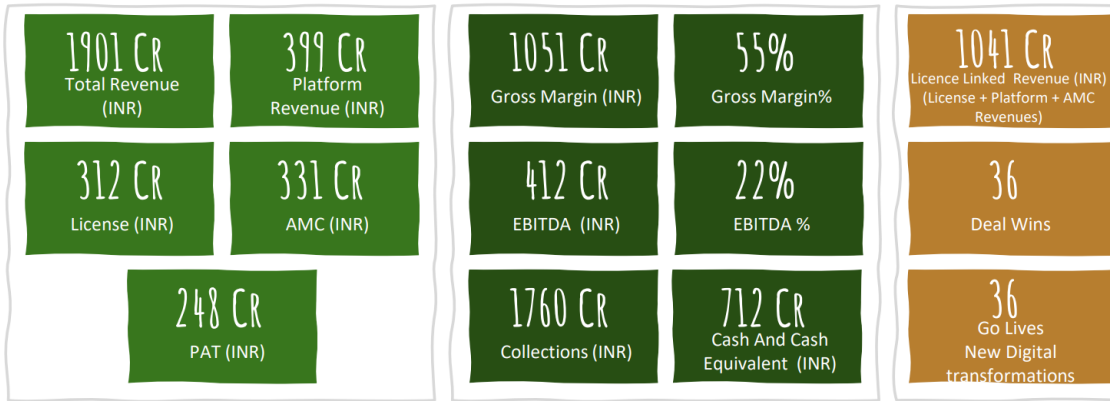


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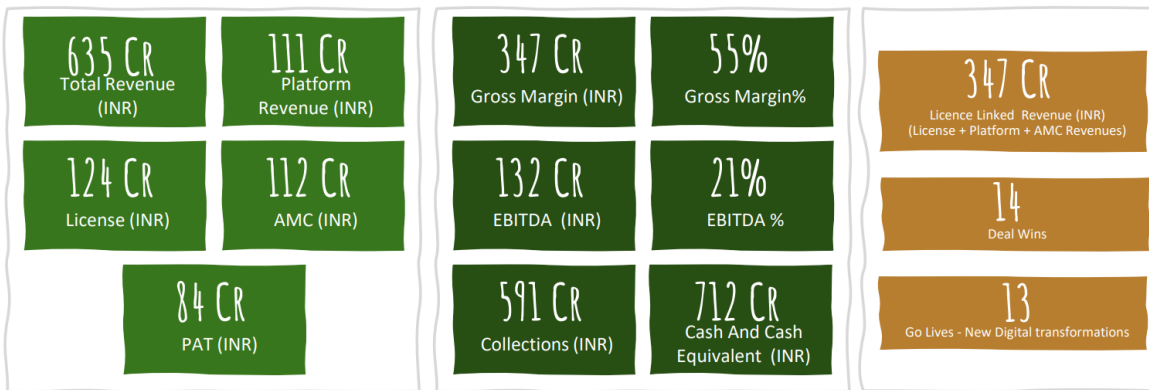
LTM Q3FY24- FINANCIAL HIGHLIGHTS



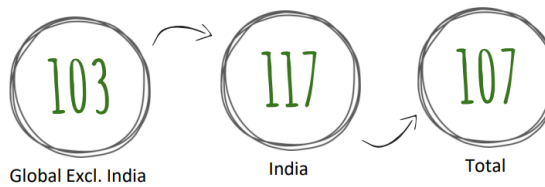
YTD DEC'23- FINANCIAL HIGHLIGHTS



Q3FY24 - FINANCIAL HIGHLIGHTS



DSO (AS AT 31ST DECEMBER 2023)
EXCLUDING CONTRACTUALLY NOT DUE



Financial Results for the Third Quarter Ended – December 31, 2023



Additional Information on function wise classification of the statement of Profit and Loss of the Group

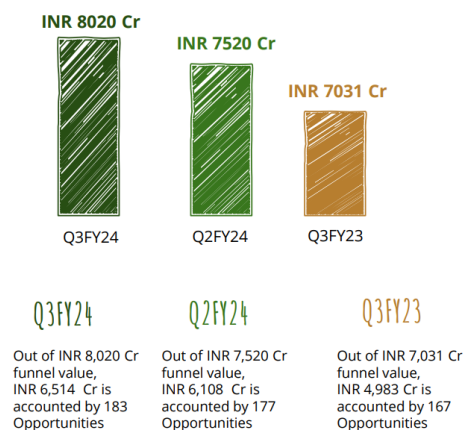
Particulars	Quarter Ended		YTD Ended		Last Twelve Months (LTM)	
	Dec 31, 2023 (Q3FY24)	Dec 31, 2022 (Q3FY23)	Dec 31, 2023 (YTD FY24)	Dec 31, 2022 (YTD FY23)	Dec 31, 2023 (LTM Q3FY24)	Dec 31, 2022 (LTM Q3FY23)
Total Income	635.20	555.16	1,900.99	1,625.43	2,521.53	2,125.54
Expenditure						
Software Development Expenses	288.47	254.41	850.33	746.36	1,121.97	964.59
Gross Margin	346.73	300.75	1,050.66	879.07	1,399.57	1,160.95
SG & A Expenses	165.22	152.36	491.26	445.95	650.76	581.29
R & E Expenses	49.73	43.47	147.45	125.80	194.05	161.02
Total Expenditure	503.42	450.24	1,489.03	1,318.11	1,966.77	1,706.89
EBITDA	131.79	104.93	411.95	307.32	554.76	418.65
EBITDA %	20.7%	18.9%	21.7%	18.9%	22%	19.7%
Depreciation & Amortisation	(34.25)	(31.05)	(101.96)	(88.58)	(134.89)	(115.08)
Hedge Impact	(0.86)	(8.25)	(8.21)	(9.67)	(13.26)	(0.38)
Fx Reins. (Loss)/Gain	2.47	10.75	(0.84)	13.76	(1.70)	16.92
Other Income / Expense	15.99	7.45	36.69	15.91	55.95	38.03
Profit / (Loss) Before Tax	115.13	83.84	337.63	238.74	460.87	358.14
Provision For Taxation	(30.82)	(21.80)	(89.41)	(62.17)	(121.99)	(86.31)
Profit / (Loss) After Tax	84.31	62.03	248.22	176.57	338.88	271.83

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

STRONG FUNNEL PROGRESSION FOR THE YEAR



The current funnel of Intellect



DESTINY DEALS

	Q3FY24	Q2FY24	Q3FY23
# OF DEALS	79	74	68
AVG DEAL SIZE INR CR	53	53	45
AS % OF TOTAL	62%	62%	61%

22

concall highlights

I. Financial Performance

Q3FY24 - Financial Highlights

Revenue:

- Total Revenue in Q3FY24 stood at INR 635 Cr as against INR 555 Cr in Q3FY23 - grew 14% YoY
- License linked revenue (License + Platform + AMC) is INR 347 Cr in Q3FY24 as against INR 282 Cr in Q3FY23 - grew 23% YoY ↗

Gross Margin and EBITDA

- Gross Margin is INR 347 Cr in Q3FY24 as against INR 301 Cr in Q3FY23 - grew 15% YoY
- EBITDA is INR 132 Cr in Q3FY24 as against INR 105 Cr in Q3FY23 - grew 26% YoY |
- EBITDA excluding ESOP cost is INR 143 Cr in Q3FY24 as against INR 114 Cr in Q3FY23 - grew 25% YoY

PAT

- Net Profit is INR 84 Cr in Q3FY24 as against INR 62 Cr in Q3FY23 - grew 36% YoY

Collections and Net DSO

- Collections for Q3FY24 are INR 591 Cr
- Total Days of Sales Outstanding (DSO) is 107 days - Global business excluding India stood at 103 days in Q3FY24 and India DSO stood at 117 days
- Cash and Cash Equivalent stood at INR 712 Cr at the end of Q3FY24

Deal Wins and Digital Transformations

- Deal Wins: eMACH.ai-powered Digital stack accelerates growth with 14 Deal Wins
- Digital Transformations (Go-Lives): 13 Global Financial institutions have transformed their Digital journey on Intellect Platforms and Product stacks

III. Intellect's eMACH.ai accelerates growth with 14 Deal Wins

Deal Wins in Q3FY24

Intellect's composable and contextual products and platforms suite powered by eMACH.ai architecture has won 14 new deals in Q3FY24. Some of the significant deals are:

- **OTP Bank, one of the leading banking groups in Central and Eastern Europe chose Intellect Digital Core (IDC) and Lending by iGCB to power its banking experience in Bulgaria and Hungary.** IDC, and Lending built on eMACH.ai (Events-driven, Microservices-based, API-enabled, Cloud Native, Headless with underlying AI models) are the most comprehensive Open Finance enabled platforms globally. The offering will help OTP Bank to launch innovative products and features through the composable architecture-based platform, giving access to ready microservices, packaged business components, APIs and events

Q3 Results FY 2023 - 2024

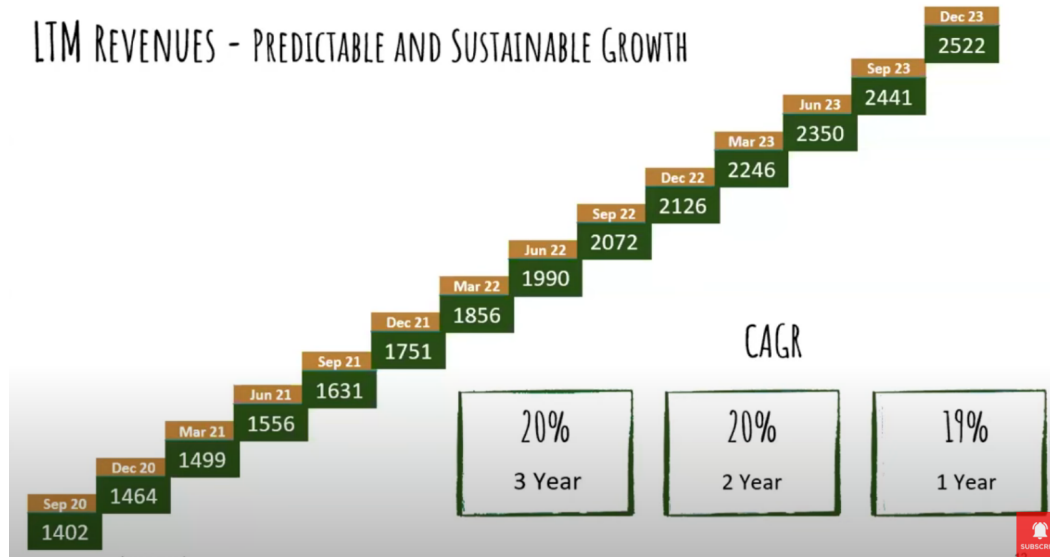


- **Indian Bank, one of the leading public sector banks in India serving over 100 million customers chose Intellect's eMACH.ai-powered Cash Management System** with Payments and Collections to bolster its Corporate Banking Modernisation. As a part of the project 'INDLEAP', Indian Bank has taken on the objective of digital transformation by leveraging technology wherever possible, with transaction banking and supply chain management being the key growth engines
- **One of the Kuwait's largest bank and the country's first locally-owned bank chose iGTB's Digital Transaction Banking (DTB) powered by eMACH.ai architecture** to automate and elevate its transaction banking offering for cash management, trade and liquidity. The bank chose DTB Solution to build new digital capabilities for account services, payments, liquidity management, collections and receivables with Trade and virtual accounts front-end. With this, 9 out of the top 10 Banks in ME are the customers of the DTB Platform
- **One of the largest private sector superannuation funds in the Pacific Region, which provides retirement savings and benefits in the region, chose the eMACH.ai-powered Digital Core Banking Platform (IDC)** to empower members with cutting-edge solutions for comprehensive financial growth and stability

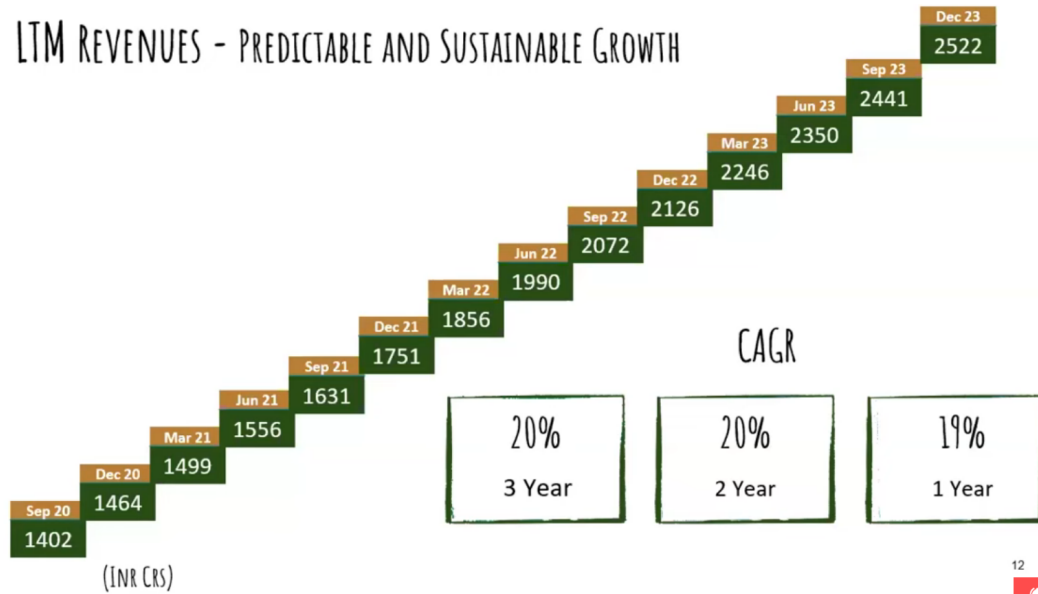
1. growth

1. **cagr of ltm , ltm liscenced linked revenue , pat , ebitda all in range of 20%**
2. yoy LLR(liscensed link rev) growth of 23% and ebitda is 33% ,DSO q3 107 days
3. q3
 1. revenue 635 crs , ebitda 132 crs margins 20.78 crs
 2. cash position 712 crs
4. consistant ltm and ltm LLR in 14 Qs shown a sustaining growth of 20% cagr

1. LTM REVENUES - PREDICTABLE AND SUSTAINABLE GROWTH



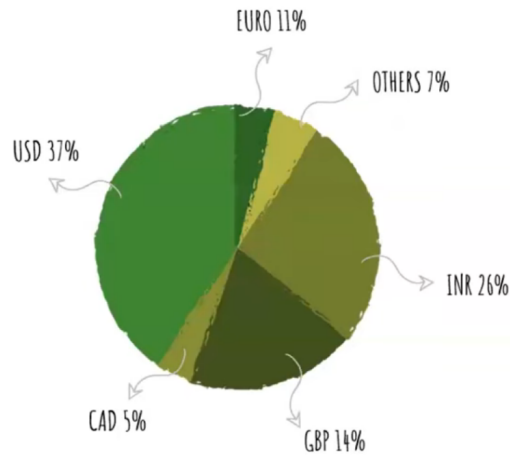
2. LTM REVENUES - PREDICTABLE AND SUSTAINABLE GROWTH



5. geographical revenue

1.

REVENUE MIX: CURRENCY WISE Q3FY24



14

6. deal wins - OTP , kuwait ,indian bank

2. **capex**

3. **profitability**

4. **competitive advantages**

1. present in all the six banking spaces

1. core banking modern

2. lending

3. wealth

4. insurance underwriting

5. digi transaction banking

6. trade supply financing

2. once deal is done they can increase the rev from deal in 2-3 ways

3. **win rate for the company has been increasing as [Emach.ai](#) has been increasing**

4. **even other integrators asking them to get their services integrated in product**

5. **risks**

6. **industry tailwinds**

1. win rate for the company has been increasing as [Emach.ai](#) has been increasing seeing tailwinds from even us and canada and trying to make it a good market for intellect

2. seeing market traction in core banking otp deal was pursued for past 2 years it is a large deal
3. architecture is very important for end users and they like IDA
4. software in banking contains to the larger banks that have casa (so not an easy products to get in)

7. **industry structure**

8. **management -**

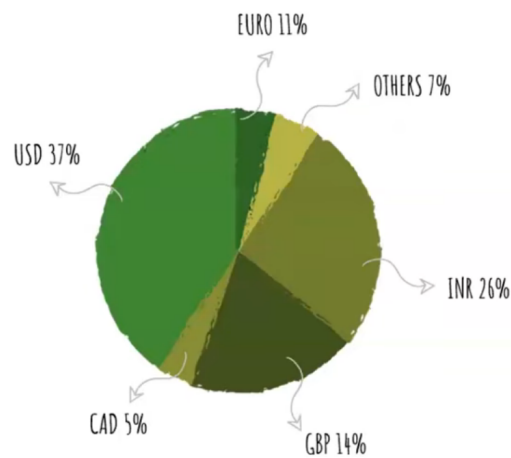
- o **Q4 similar revenue expected**
- o **right now tax % is 26.5% but can go down to 23% as we move to lower tax bracket**
- o margins may come up to 25% as gem gets over with ebitda
- o

9. **business details**

1. geographical revenue

1.

REVENUE MIX: CURRENCY WISE Q3FY24



14

2. deal wins - OTP , kuwait ,indian bank
3. all the 6 verticles firing now had invested in them bearing fruit today
4. large deals of core banking won this quarter , and multiple deals in lending
5. emach.ai change in feb 23 driving accelerated transformation
6. drivers
 1. product
 2. contrarian rich
 3. lighthouse implementation (means an integrated solution)

7. thailand,philipines - largest bank has gone with their suite of products
8. many leader banks in saudi, europe(lyods and barcleys) , top 3 french bank , large corporate banks
 1. trnscrt ssp
9. **one 1st deal is done with a bank then due to lighthouse transformation the rest of the multiple deals with the same organisation comes much faster (due to lighthouse transformation)**
10. next area of focus would be GTM market of USA , which is doing well , more focus on canada , now we would have to make investments here
11. closed the gem(chck spelling) contract in this quarter 14 december
 1. could not bill the 2.5 mn dollars on topline
 2. WAS NOT A PROFIT MAKING DEAL BUT HANDOVER WAS DONE to TCS
12. AI is an interesting business
 1. IDA - usefull not only for insurance underwriting but also for credit
 2. the period in which we can develop a linked product that is a platform used for insurance underwriting to a credit underwriting is taking very little effort and time(6months) (connects beautifully with what AMEYA sir said in IT webinar)
13. core micro services and api is another interesting thing and getting serious accolades from analyst

1. **eMACH.ai:** ACKNOWLEDGED AS A TRANSFORMATIVE OPEN FINANCE PLATFORM BY INDUSTRY

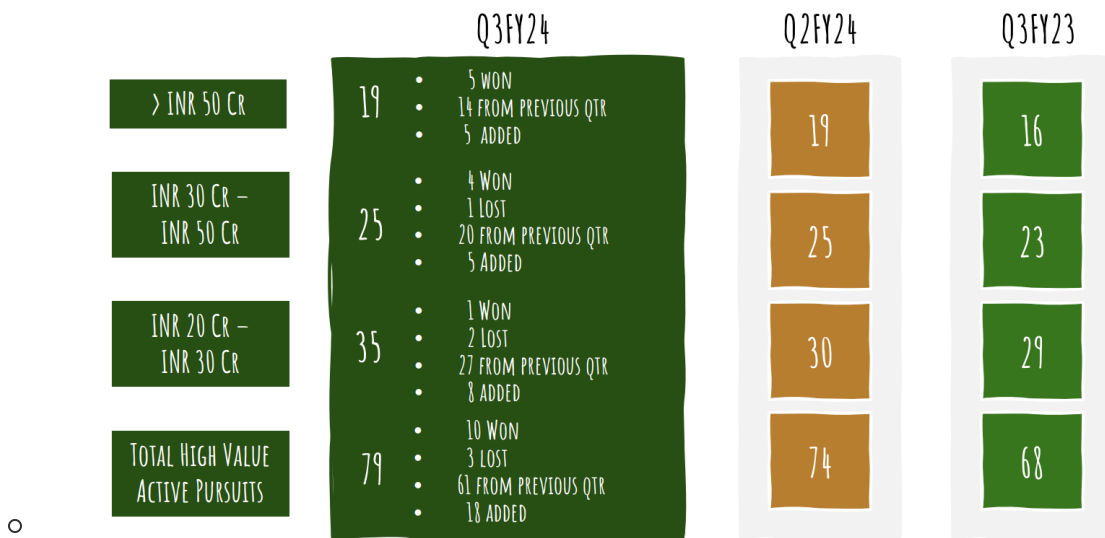
The infographic displays five industry recognition boxes for eMACH.ai:

- CELENT:**
 - IGTB's Receivables Management Solution is identified as a 'Technology Standout 2023' in the report titled 'Corporate Receivables Management Platform Review'
 - IGCB's Capital Cube is identified as a Key Reconciliation Solution in the thereport titled 'Revisiting Reconciliations in the Capital Markets'
 - IGTB's Cash Flow Forecasting (CFF) is identified as a Breakthrough Innovation and a Tech Provider Frontrunner in the area of data analytics and tools in the Cash Management space that are paving the path to 2030, in the report titled 'Breakthrough AI-Innovation in Cash Management: Prediction to Prescription'
- WEALTHBRIEFING MENA 2023:**
 - IntellectAI's WealthForce.AI secures prestigious win in the "Innovative Use of Artificial Intelligence" Category at WealthBriefing MENA 2023, signifying its empowering role in advancing cognitive enterprises
- PROPERTYCASUALTY360:**
 - IntellectAI selected for the 2023 PropertyCasualty360 Insurance Luminaries Awards
- GARTNER:**
 - Intellect identified as a representative vendor for the Market Guide for Commercial Banking Cash Management and Trade Finance
 - Intellect featured among the leading vendors in the Report on 'Market Guide for Commercial Loan Origination Solutions report
 - IGTB featured among leading vendors in the Payment Hub Market in the report titled 'Market Guide for Banking Payment Hub Platforms'
- IBSI:**
 - IGTB's Supply Chain Finance identified as LEADER in the Supply Chain Finance Platforms, Q4 2023 report
- ESGFINTECH100:**
 - IntellectAI's ESG Edge Recognised in ESGFinTech100: A Catalyst for Cognitive Enterprise Transformation in ESG Risk Analysis
- FORRESTER:**
 - Intellect featured among the leading Wealth Management vendors in the Report on 'The Digital Wealth Management Platforms Landscape, Q4 2023
 - Intellect has been featured among leading vendors in the the Landscape report titled 'The Cash Management Solution Landscape, Q4 2023'

14. since gem revenue is not profit making the other business must be growing faster to compensate a no profit business so the undrlying profitability must be more and should show from fy25 q1

- 15. other income - 7-8 crores of one time settlement in rental
 - 1. total other income comprises of rent, treasury income, lease income 116
- 16. cloud revenue
 - subscription based revenue - much more predictable
 - transaction based revenue as used
- 17. deals focus is on getting big deals, if we observe the deal win ratio is higher in larger deals

DESTINY DEALS - CONSISTENT GROWTH IN BIG TICKET DEALS



- 18. gift city they will be distributing AI products

10. one time events

- closed the gem(chck spelling) contract in this quarter 14 december
- could not bill the 2.5 mn dollars on topline
- due to this q4 fy24 margins should come down as they will book that revenue and if it doesnt that means the underlying business margin must be growing much faster
- right now tax % is 26.5% but can go down to 23% as we move to lower tax bracket

11. mental models

- **operating leverage** - as we have accounts of leading banks now as our other projects mature so can leverage that

- moreover as the products mature their earnings is would be vastly dispropotonate as cost of the product has already been born in previous years

12.key variables to track

1. margins expansion
2. new deals pipeline and signing

13. competitors - thought machine , teminos

technicals

weekly



monthly

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valuations

