

IDAL/2025-26/SE/38

October 31, 2025

**National Stock Exchange of India Ltd
BSE Ltd.**

**Scrip Symbol - INTELLECT
Scrip Code – 538835**

Dear Sir/Madam,

Sub: Analysts / Institutional Investors Presentation

We enclosed herewith the presentation prepared for the analysts and institutional investors on Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2025.

Kindly take the above information on record.

Yours truly,
For **Intellect Design Arena Limited**

**Prakash Bharadwaj
Company Secretary and Compliance Officer
ACS-37214**

Intellect Design Arena Limited

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**The World's only NextGen Open Finance, Composable and
Contextual Financial Technology Company**

**Q2FY26 Results
Earnings Announcement**

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: A Global Fintech Product Company

The World's only NextGen Open Finance, Composable and Contextual Financial Technology Company

Our Promise

To drive business growth for financial institutions through enhanced Operational Efficiency, Implementation Certainty and a 30% lower TCO

Core of what we do

We provide enterprise grade financial technology which helps banks in reducing complexities

61

Countries

3

Decades of Domain Expertise in FinTech.
Established 1993

6,000+

Associates across 39 nationalities

500+

Customers Worldwide

8012

World's First Transformation Design Centre for Financial Technology

Impacting the Business Outcome

Transforming Enterprise, Experience and Operations

Design Centers

New York (AI/ML), Toronto (Cloud), Chennai & Mumbai (User Experience & Domain)

Full Spectrum Banking



Design is at the Heart of Our Digital Strategy

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



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



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



Business, Technology & Operations Space at 8012 FinTech Design Center



Understanding Requirements
(*Stated / Felt / Unstated*)



Observing Patterns & Anti Patterns



Connecting the dots



Unearthing Blind spots

Accelerating growth with eMACH.ai and Purple Fabric

Intellect recorded 18 new deals in Q2FY26 including 11 multi-million dollar destiny deals

A leading European banking giant and a global systemically important bank with a strong wholesale and retail footprint selected eMACH.ai's Virtual Accounts solution.

A leading African banking group with operations across 10 markets selected Intellect's eMACH.ai Payments platform to modernise its digital payments infrastructure.

A premier US-based global provider of wealth management, asset servicing, and banking chose eMACH.ai Corporate Treasury to modernise its cash management operations across 20+ international markets.

A national, multi-line casualty insurance provider based in San Diego, California, chose Intellect's Underwriting Ecosystem for their underwriting workbench.

Four pilot customers covering 35 Credit Unions across Canada chose Intellect's eMACH.ai Digital Engagement Platform (DEP)

One of the world's largest and safest financial institutions in the UAE selected eMACH.ai Corporate Treasury Exchange for a multi-entity rollout in multiple international countries, expanding its liquidity and treasury management footprint in key global markets.

A Mauritius-based holding company, listed on the Malawi Stock Exchange selects eMACH.ai Lending for its operations in five African countries.

Zimbabwe's 120-year-old savings bank, driving financial inclusion across the nation, chosen eMACH.ai Core Banking and Internet Banking.

Leadership Position Endorsed by Market Leading Analyst

Acknowledged as a Transformative Open Finance Platform by industry

IDC

Intellect Global Consumer Banking Corporate Loan Life Cycle Management system has been positioned in the "LEADERS" category in IDC MarketScape: Worldwide Corporate Loan Lifecycle Management 2025 Vendor Assessment.

Intellect Global Consumer Banking loan origination system is positioned in the "Major Players" category in IDC MarketScape: Worldwide Corporate Loan Origination Systems 2025 Vendor Assessment.

Intellect has been recognised among the Top 100 vendors in the prestigious "IDC Global Fintech ranking 2025.

Chartis

Intellect's Credit Risk Management has been recognised as LEADERS in 3 different quadrants & Best-of-breed in 1 quadrant in Chartis RiskTech Credit Risk Management Solutions 2025 Quadrants.

Celent

Intellect's anti-fraud functionality has been identified among the "Noteworthy Solutions" category in Celent's Anti-Fraud Solutionscape and Technology Capabilities Matrix.

Gartner

Intellect has been mentioned as a pioneer vendor in Hype Cycle for Global Trade Finance Transformation in Banking, 2025

Purple Fabric - the Open Business Impact AI Platform

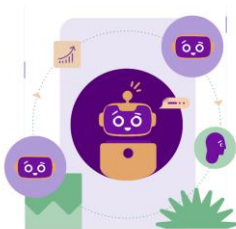
Four Tech Stacks powered by 217 key technologies

Enterprise Knowledge Garden



Make all my enterprise-relevant data available to AI

Enterprise Digital Experts



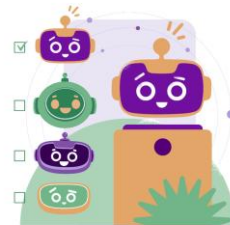
Create and orchestrate AI agents to assist, augment and automate your operations

Enterprise Governance



Govern and monitor AI agents and data for safety, audibility, accuracy at scale

LLM Optimization Hub



Swap in or bring your own best-fit LLMs at any time, to eliminate vendor lock-in and enhance accuracy, speed, and cost

Awards & Accolades

Celebrating Recognition and Industry Excellence

Intellect Recognised at The Economic Times Making AI Work Awards 2025



The inaugural edition of The Economic Times 'Making AI Work' Awards celebrates Intellect's pioneering AI initiatives in financial services, showcasing the deployment of innovative solutions that enhance operational efficiency, decision-making, and customer experience.

Intellect Honoured with AI Award in Financial Services at National AI Awards 2025



This prestigious award recognises our pioneering deployment of an enterprise-grade multi-agent AI system through Purple Fabric (*the world's first open business impact AI platform*), transforming complaints handling for a leading UK wealth management firm.

Organisation Announcements

Empowering Transformation Through Leadership Excellence

Vivek Gupta joined Intellect as President & Global Head of Consulting, overseeing all our business units.

A respected industry leader with over 30 years of international banking experience in global roles with Multinational Banks and most recently as a Management Committee member with Axis Bank, Vivek has led major banking transformations and driven sustained growth across Commercial and Institutional banking segments. At Intellect, Vivek leads Intellect Consulting to deliver at scale strategic and operational value for clients across growth, simplification and innovation, leveraging the eMACH.ai framework and the Purple Fabric propositions.



Rakesh Srivastava joined Intellect as President and Chief Revenue Officer for the USA, Mexico, and South America, to drive our growth strategy and strengthen our leadership position across the Americas. With over two decades of global experience spanning Financial Services, FinTech, Banking, Payments, Capital Markets, and Insurance, Rakesh is a proven business leader who has built and scaled high-performing international revenue organisations.

Organisation Announcements

Investment in Infrastructure Expansion

Intellect is investing in the creation of a state-of-the-art 7.25 lakh sq. ft. facility at its Siruseri campus, dedicated to driving the next phase of innovation and enterprise growth.

- The new facility will house the Purple Fabric AI Lab, Purple Fabric Academy, eMACH.ai Lab, and eMACH.ai Academy, along with residential learning and collaboration spaces. This investment underscores Intellect's commitment to advancing its leadership in Business Impact-led offerings and expanding the ecosystem through partnerships
- By bringing together design and execution under one integrated campus, Intellect aims to accelerate innovation cycles, enhance co-creation, and strengthen its position as the technology partner of choice for financial institutions worldwide
- This strategic investment reflects Intellect's confidence in its long-term growth trajectory and reinforces its belief in building sustainable, future-ready enterprises that deliver measurable business outcomes for clients and enduring value for shareholders

Performance Overview



Growth Momentum Accelerates Across All Financial Metrics

Platform-Led Growth and Cost Discipline Drive Margin Expansion, Strong Collections, and Sustained Financial Resilience

Robust Topline Growth

Intellect delivered a 34% YoY revenue growth in Q2 FY26, reaching INR 789 Cr, reaffirming the strength of its eMACH.ai and Purple Fabric platforms in driving enterprise-scale transformation globally

Profitability Surges to Record Highs

EBITDA rose 68% YoY to INR 184 Cr, while PAT nearly doubled (+94% YoY) to INR 102 Cr, showcasing the scalability and operating leverage of Intellect's platform-led model

Strong First-Half Performance

For H1 FY26, revenue grew 26% YoY to INR 1,523 Cr, and EBITDA climbed 46% YoY to INR 360 Cr, with PAT expanding to INR 197 Cr, reflecting sustained growth momentum across business lines

High-Quality Revenue Mix Drives Stability

License-Linked Revenue (LLR = Platform + License + AMC) surged 69% YoY to INR 423 Cr in Q2, while ARR crossed INR 1,080 Cr, underscoring the growing share of recurring, predictable income streams

Strong Collection Growth Reflects Robust Cash Conversion

Collections stood at INR 753 Cr in Q2 FY26, marking a 37% YoY increase from INR 550 Cr in Q2 FY25

Strengthened Cash Position

Cash and cash equivalents rose to INR 927 Cr in Q2 FY26, up from INR 755 Cr in Q2 FY25, reinforcing Intellect's financial stability, operational resilience, and superior working-capital efficiency

Sustained Growth in License-Linked Business

Over the last twelve months, LLR reached INR 1,497 Cr, marking a 23% YoY increase, validating the long-term compounding nature of Intellect's platform subscriptions and licenses

Accelerated Market Adoption and Global Momentum

Intellect secured 18 new deal wins and enabled 22 digital transformations this quarter across leading global banks and insurers, powered by eMACH.ai's composability and Purple Fabric Business Impact AI

Strengthened Global Deal Funnel

The deal funnel surpassed INR 12,000 Cr, driven by the synergistic power of eMACH.ai's proven transformation capabilities and Purple Fabric Business Impact AI, positioning Intellect for accelerated growth

Financial Highlights

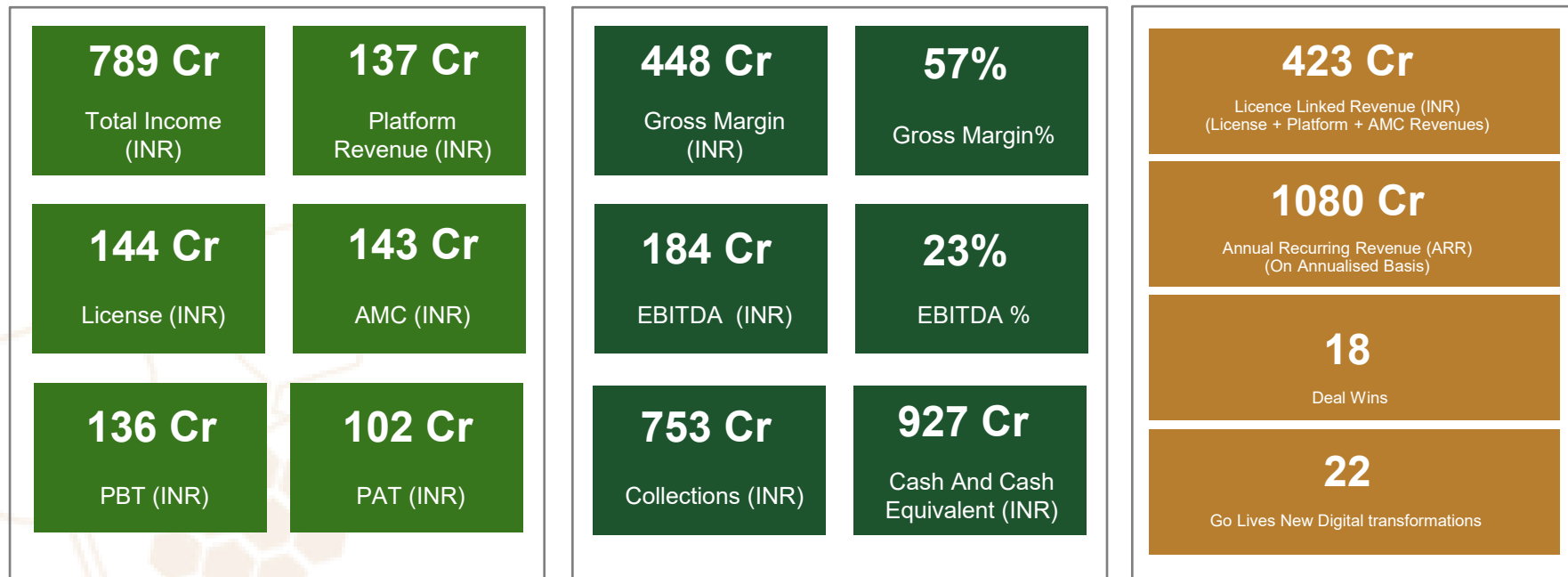
Sustained Quarterly Growth Across All Key Financial Metrics

INR Cr

	Q2 FY 26	Q1 FY 26	Q2 FY 25	Growth YoY
TOTAL INCOME	789	734	587	34%
EBITDA	184	176	110	68%
LLR	423	389	250	69%
PAT	102	94	53	94%
DSO (Excl. GeM and Contractually Not Due)	122	132	112	

Q2FY26 - Delivers Strong Growth, Profitability, and Cash Generation

Strong financial momentum powered by scalable platforms and disciplined operations; profitability at record highs and cash reserves near ₹1,000 Cr, strengthening outlook



DSO (as at 30th September 2025)
excluding Contractually Not Due



H1 FY26 - Demonstrates Operational Discipline and Consistent Profitability

A resilient first half marked by steady revenue expansion, enhanced profitability, and healthy liquidity - reaffirming Intellect's financial stability and governance depth

1,523 Cr

Total Income
(INR)

263 Cr

Platform
Revenue (INR)

273 Cr

License (INR)

277 Cr

AMC (INR)

262 Cr

PBT (INR)

197 Cr

PAT (INR)

863 Cr

Gross Margin
(INR)

57%

Gross Margin%

360 Cr

EBITDA (INR)

24%

EBITDA %

1,339 Cr

Collections (INR)

927 Cr

Cash And Cash
Equivalent (INR)

813 Cr

Licence Linked Revenue (INR)
(License + Platform + AMC Revenues)

1,080 Cr

Annual Recurring Revenue (ARR)
(On Annualised Basis)

35

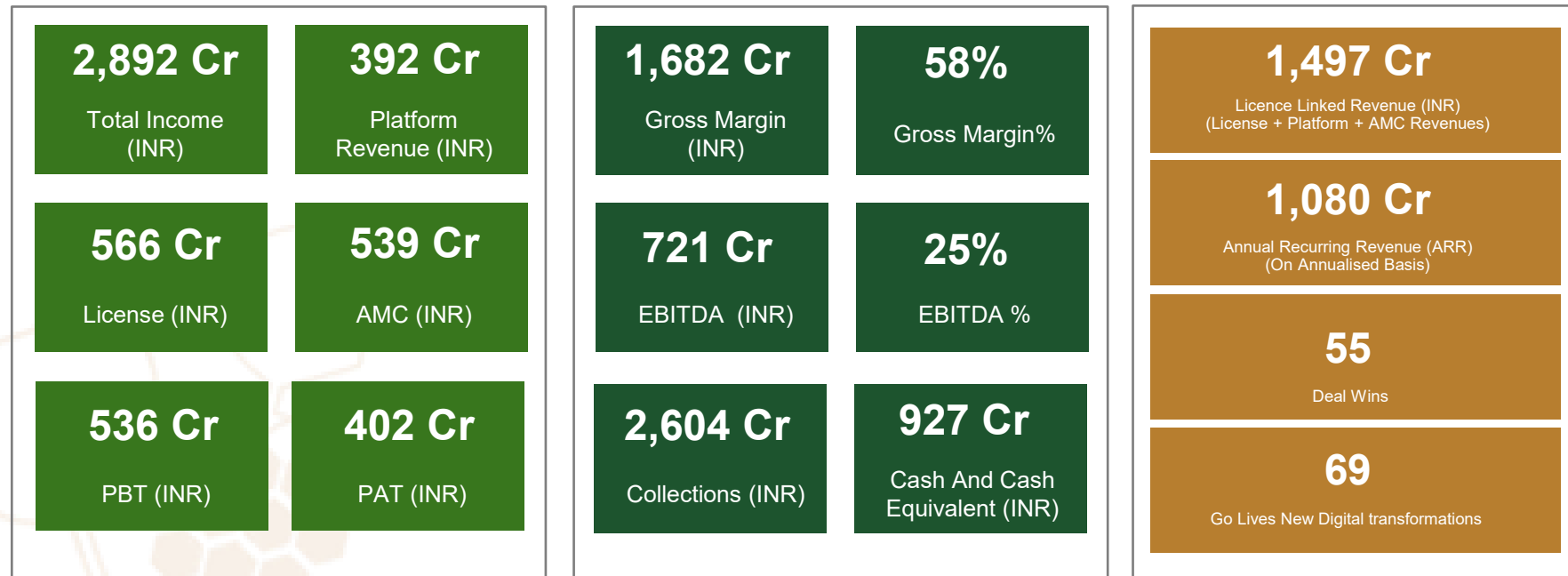
Deal Wins

37

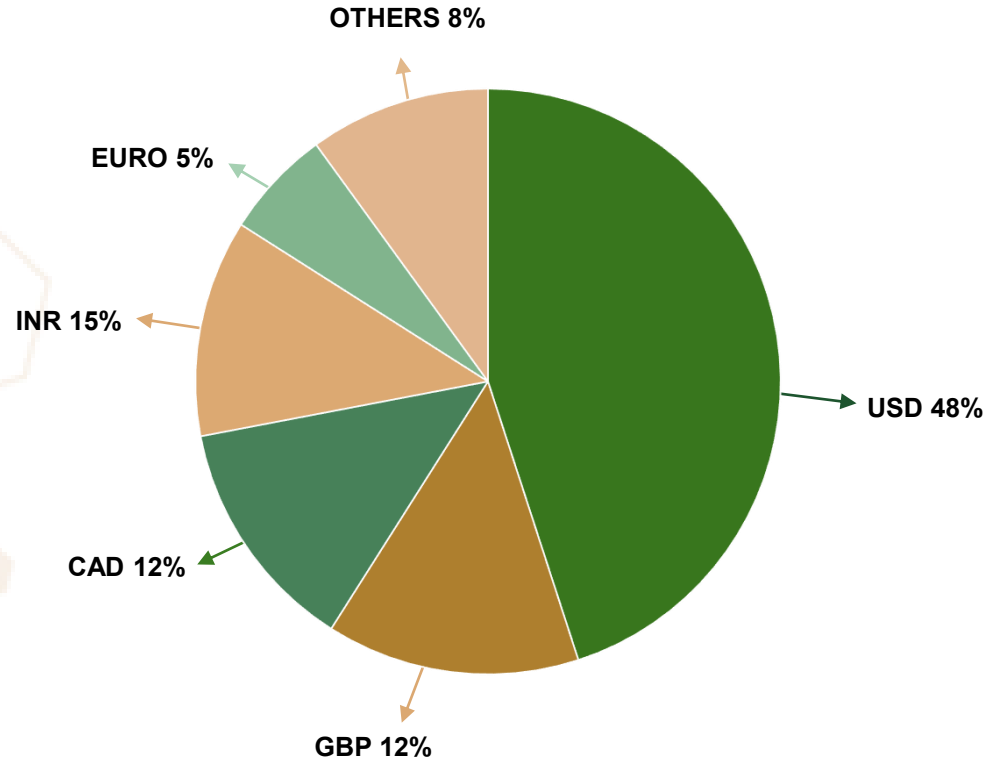
Go Lives New Digital transformations

LTM Q2FY26 - LTM Performance Reflects Scalable Growth and Long-Term Value Creation

The full-year trajectory showcases platform-led scalability, recurring revenue strength, and enduring financial resilience built on a solid innovation foundation



Revenue Mix: Currency Wise Q2FY26



UnAudited Financial Results for the Second Quarter Ended - September 30, 2025

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

INR Cr

Particulars	Quarter Ended		
	Sept 30, 2025 (Q2FY26)	June 30, 2025 (Q1FY26)	Sept 30, 2024 (Q2FY25)
INCOME			
Revenue from Operations	757.02	700.79	555.89
Other Income	31.91	33.58	30.76
Total Income	788.93	734.37	586.65
Like-to-Like Total Income*	788.93	734.37	586.65
EXPENDITURE			
Software Development Expenses	340.47	319.77	257.71
Gross Margin	448.46	414.60	328.94
SG & A Expenses	206.48	184.36	167.95
R & E Expenses	57.66	54.21	51.46
Total Expenditure	604.61	558.34	477.12
EBITDA	184.32	176.03	109.52
Depreciation & Amortisation	(48.82)	(48.14)	(38.80)
Others	0.61	(1.86)	(0.63)
Profit / (Loss) Before Tax	136.11	126.03	70.10
Provision For Taxation	(33.84)	(31.54)	(17.29)
Profit / (Loss) After Tax	102.27	94.49	52.81

Half Year Ended	
Sept 30, 2025 (H1FY26)	Sept 30, 2024 (H1FY25)
1,457.80	1,160.71
65.50	47.18
1,523.30	1,207.88
1,523.30	1,207.88
660.24	519.64
863.06	688.25
390.84	338.78
111.87	102.69
1,162.96	961.10
360.35	246.78
(96.96)	(75.33)
(1.24)	(3.56)
262.14	167.89
(65.38)	(40.63)
196.76	127.26

Full Year Ended	
Mar 31, 2025 (FY25)	Mar 31, 2024 (FY24)
2,495.50	2,513.13
81.53	52.28
2,577.03	2,565.41
2,577.03	2,321.06
1,070.18	1,108.80
1,506.85	1,456.61
691.38	657.64
207.90	198.16
1,969.46	1,964.60
607.57	600.81
(156.41)	(137.22)
(9.10)	(3.93)
442.07	459.67
(109.29)	(125.97)
332.77	333.69

Note: PAT above is without considering one-off exceptional item of MAT credit write-off of INR 12.51 Cr in Q4 FY24

*Excluding GeM Revenue during the contracted period in FY24

Strong Funnel Progression

Deal Funnel Crosses ₹ 12,000 Cr with Strong Destiny Pipeline

The current funnel of Intellect

INR 12,003 Cr



Q2FY26

Q2FY26

Out of INR 12,003 Cr funnel value, INR 10,222 Cr is accounted by 234 Opportunities

INR 11,300 Cr



Q1FY25

Q1FY26

Out of INR 11,300 Cr funnel value, INR 9,206 Cr is accounted by 239 Opportunities

INR 8,889 Cr



Q2FY25

Q2FY25

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

Destiny Deals

Of Deals

Avg Deal Size
INR Cr

As % of
total

Q2FY26

97

63

75%

Q1FY26

95

62

70%

Q2FY25

89

50

64%

Destiny Deals

Consistent Growth in High-Value Destiny Deals Strengthens Revenue Visibility

> INR 50 Cr

INR 30 Cr -
INR 50 Cr

INR 20 Cr -
INR 30 Cr

Total High Value
Active Pursuits

Q2FY26

27

- 3 Won
- 1 Lost
- 22 from previous qtr
- 5 added

32

- 1 Won
- 1 Lost
- 29 from previous qtr
- 3 added

38

- 3 Won
- 2 Lost
- 33 from previous qtr
- 5 added

97

- 7 Won
- 4 Lost
- 84 from previous qtr
- 13 added

Q1FY26

26

31

38

95

Q2FY25

24

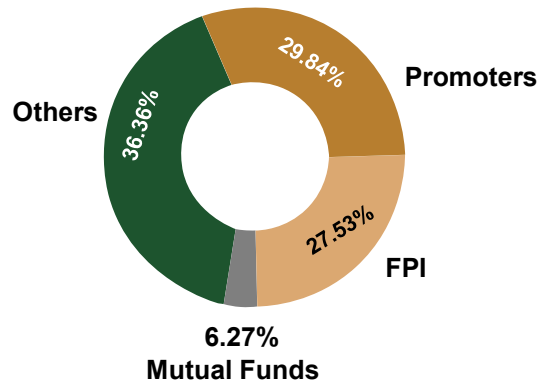
30

35

89

Stock Information

Shareholding Pattern (As on 30th September 2025)



Stock Data (As on 30th September 2025)

	Market Cap	₹ 13,561.46 Cr
	Stock Price	₹ 975
	52 Week (High / Low)	₹ 1,255 / ₹ 577
	NSE / BSE - Symbol	INTELLECT / 538835
	No. of Shares Outstanding	13,90,91,853
	Average Daily Volume (3 Months) - NSE	4.30 Lakhs

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