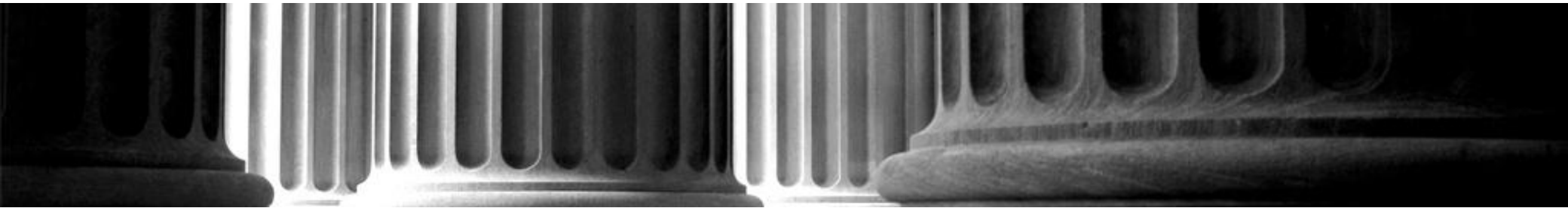




Polaris Financial Technology Limited

Intellect Business



Performance for Financial Year &
Fourth Quarter ended March 31, 2014

April 30, 2014

Disclaimer

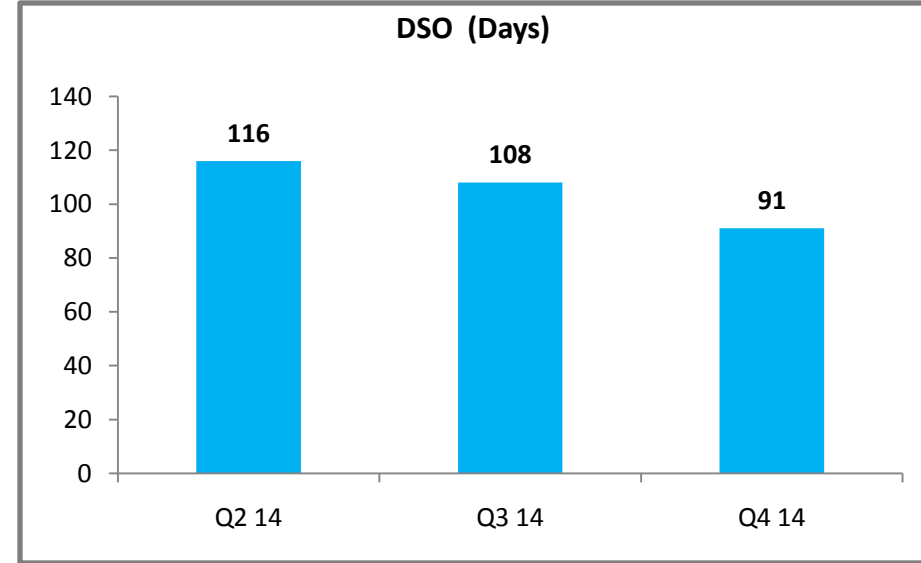
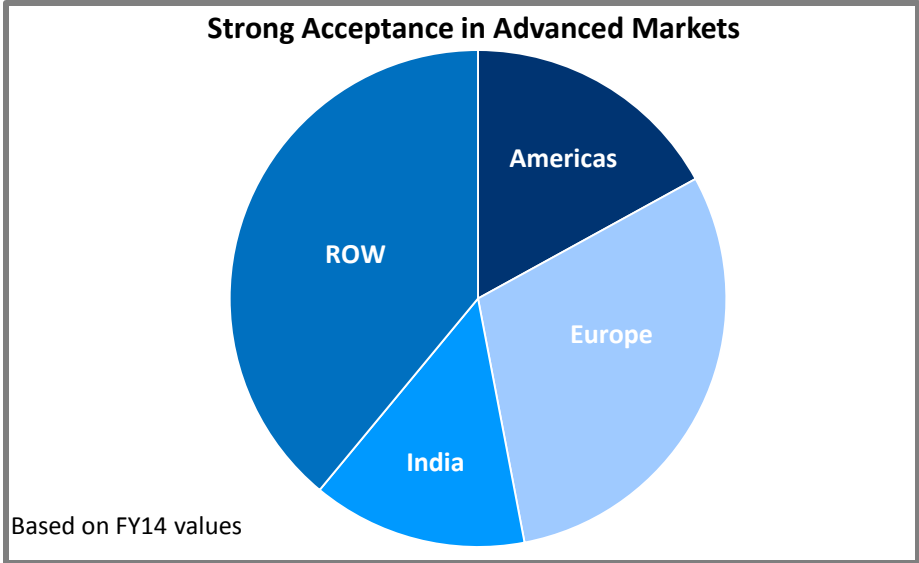
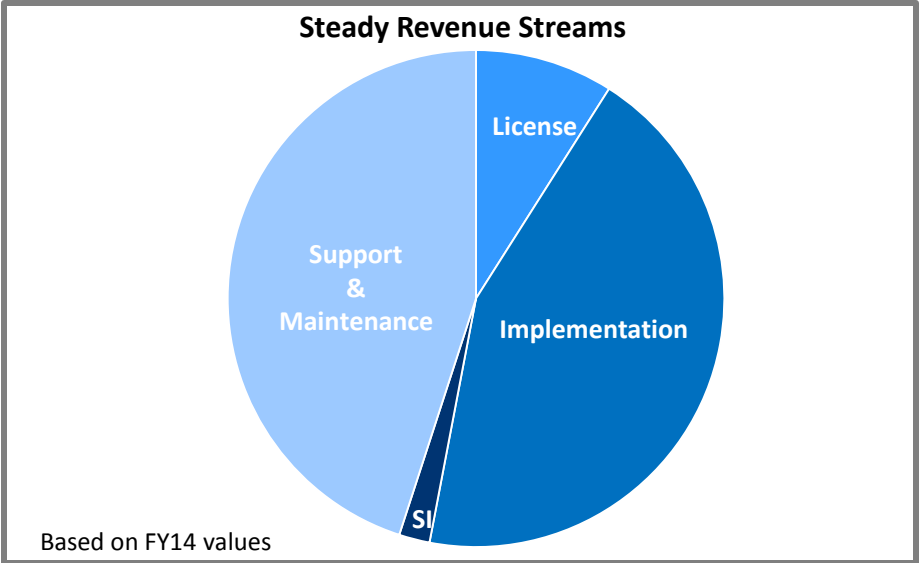
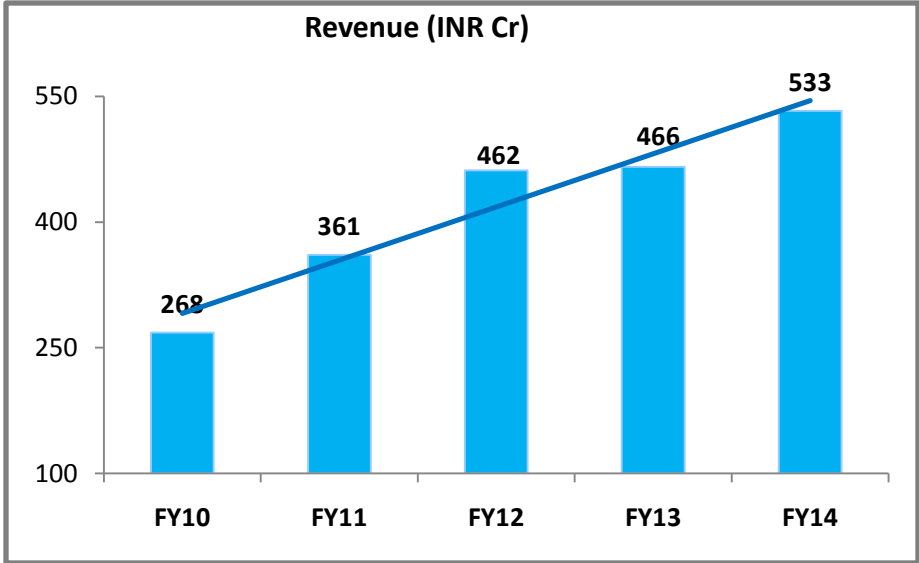


Certain statements in this release concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, 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 Polaris FT 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. Polaris FT 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 offers advanced and integrated enterprise platforms for Banking and Insurance with a comprehensive portfolio of products around Consumer Banking, Transaction Banking, Risk & Treasury Management and Insurance
- With its robust next generation architecture and rich functionality, the products are uniquely designed to reduce complexity and connect the dots between Business, Technology and Operations
- Intellect also offers innovative Insurance products through its SOA based component library and dedicated Center of Excellence for Insurance that covers Life, Annuity, Property & Casualty and Specialty lines
- Americas & Europe constitute 47% and growth markets contribute 53% of Intellect revenues
- The Intellect suite of products has been feted in over 50 Analyst reports in FY 14

Intellect – Towards Growth Momentum



SI – System Integration
 Note: Product Revenue numbers reported does not include revenue from Identrust (divestment executed in Sep'2013)



Q4 FY14

- **Revenue** stands at **INR 131 Cr; 28%** YoY Growth
- **Gross Margin** stood at **50% -- INR 66 Cr**
- **EBITDA** stood at **12% -- INR 16 Cr**
- **DSO** improved to **91 days** (108 days in Q3 14)
- **20** Product wins in Q4 FY14

FY14

- **Revenue** stands at **INR 533 Cr; 14%** YoY Growth
- **Gross Margin** stood at **53% -- INR 282 Cr**
- **EBITDA** stood at **17% -- INR 90 Cr**
- **45** Product wins in FY14



- A leading central bank in Europe chose [Intellect® Quantum Collateral Management System \(QCMS\)](#) to provide liquidity against a wide range of cross currency collaterals spread across the countries
- The trade division of a UK-based global financial services provider chose to leverage the [Payment](#) product from the [iGTB](#) suite
- One of [the leading bank in the UAE](#), chose [Intellect Debt Management Platform](#)
- A leading [Saudi Arabian bank](#) chose Intellect [Corporate Business Exchange \(CBX\)](#), to power its product offerings across Desktop and Mobile applications
- A leading scheduled [commercial bank in India](#) chose [Intellect Cash management](#) product from the [iGTB suite](#) to launch its cash management operations across the country
- A leading [Canada-based financial institution](#) revamped its central research portal using [CANVAS* Technology](#) framework
- A leading [payment provider in the US](#) chose [Intellect](#) to streamline its core business processes for merchant boarding, credit card acceptance, vouchers and charge back processing. The solution will enable the client to provide world-class services for over one million merchant customers through the [HUB** technology](#) framework

*Canvas - Future Banking Technology from FT 8012***, the company's unique design center, that drives front office efficiency.

** Hub - Future Banking Technology from FT 8012, the company's unique design center, that drives back office efficiency.

*** FT 8012 - World's first design center dedicated to Financial Technology



- **INTELLECT CBS** won XCelent Customer Base AWARD for Eastern Europe, Middle East, and Africa (EEMEA)
- **INTELLECT FABX** recognized as LEADING VENDOR & ALL-ROUNDER by My Private Banking report : Mobile Apps for Financial Advisors 2014
- **INTELLECT RISK HUB** profiled amongst Global Vendors in Forrester Report
- **iGTB** products rated among GLOBAL BEST in Commercial Banking orchestration layer solutioning in Tower Report
- **INTELLECT CLAIMS** (Life & Disability) featured among GLOBAL BEST INSURANCE CLAIMS BPM Solution Providers by Aite Group
- **INTELLECT CLAIMS** featured amongst GLOBAL TOP LIFE INSURANCE CLAIMS Vendors in Celent Report

Intellect – Q4 FY14 & FY14 Financials

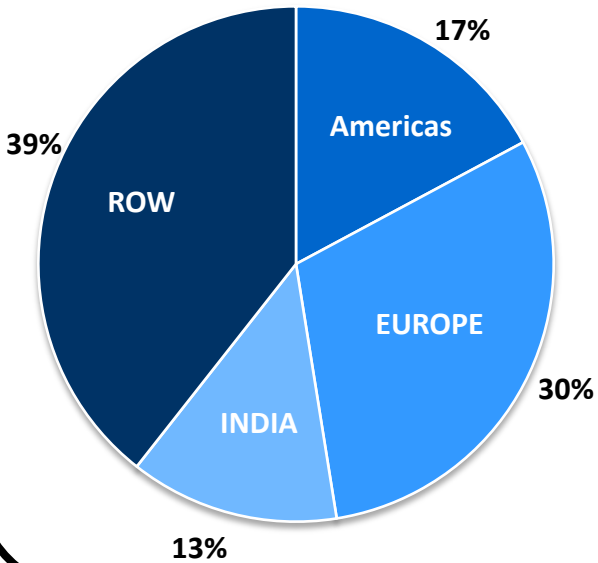


INR Cr	Q4 FY14	Q3 FY14	Q2 FY14	Q1 FY14	FY14
Revenue (USD)	21.13	23.61	22.42	20.81	87.97
Revenue	130.57	146.36	139.12	116.48	532.53
Software Dev Exp	65.01	65.28	64.60	55.17	250.06
SDE%	49.8%	44.6%	46.4%	47.4%	47.0%
Gross Margin	65.55	81.09	74.52	61.30	282.47
Gross Margin%	50.2%	55.4%	53.6%	52.6%	53.0%
SG&A Costs	49.88	49.22	51.48	41.83	192.41
EBITDA	15.67	31.87	23.04	19.46	90.06
EBITDA%	12.0%	21.8%	16.6%	16.7%	16.9%
R&D Costs	22.62	22.06	20.17	22.18	87.03
Dep & Fin charges	5.32	5.01	5.17	4.61	20.12
Profit	-12.26	4.80	-2.29	-7.33	-17.09

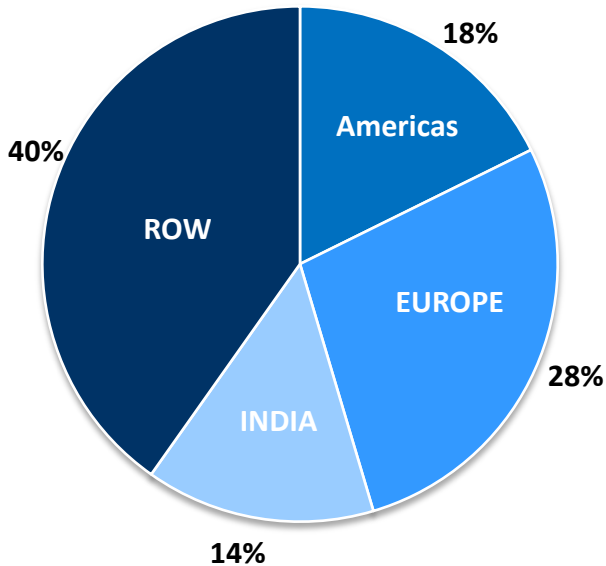
Intellect – Strong Acceptance in Advanced Markets



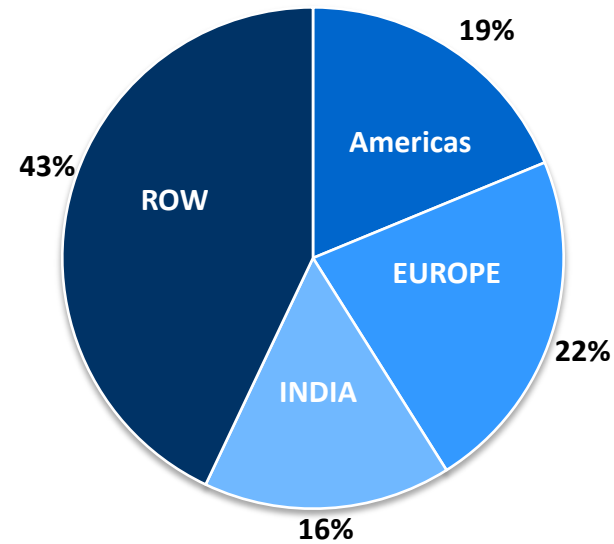
LTM Q4 FY14



LTM Q3 FY14



LTM Q4 FY13

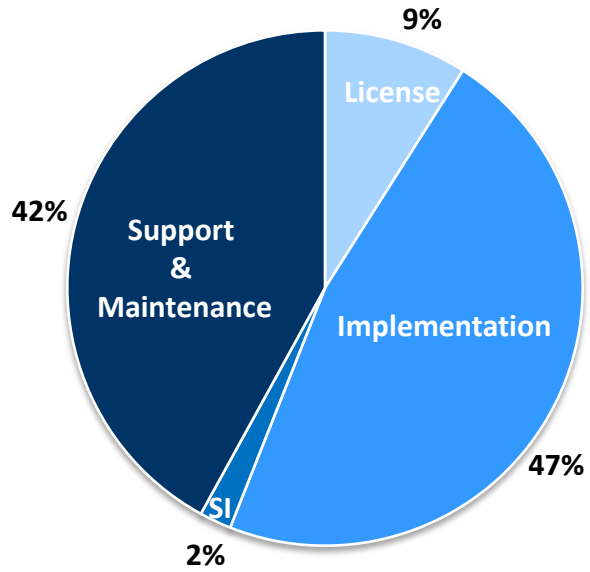


- LTM – Last Twelve Months
- RoW – Rest of the World

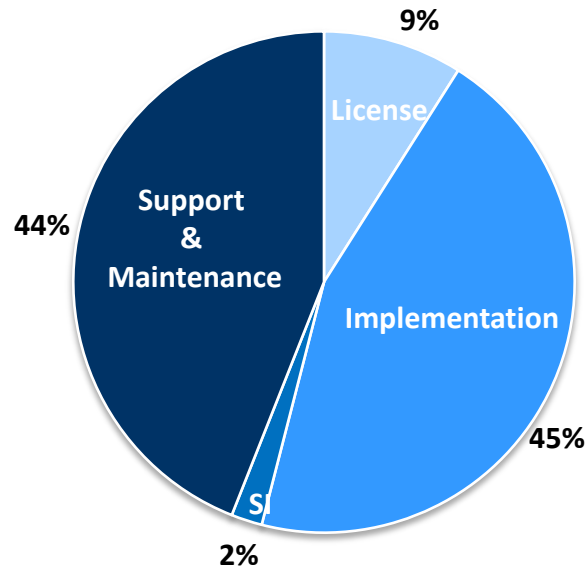
Intellect – Steady recurrent revenue streams



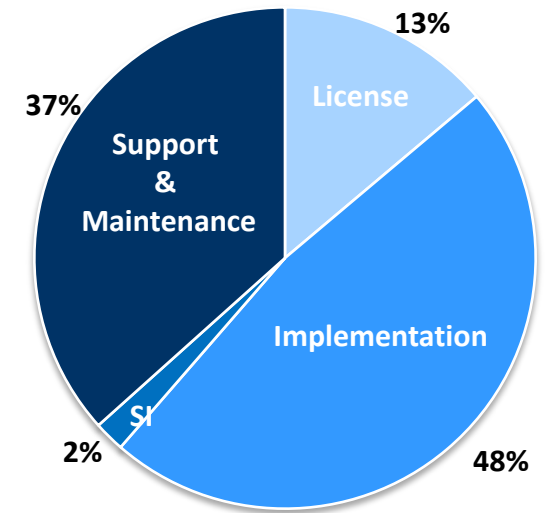
LTM Q4 FY14



LTM Q3 FY14



LTM Q4 FY13

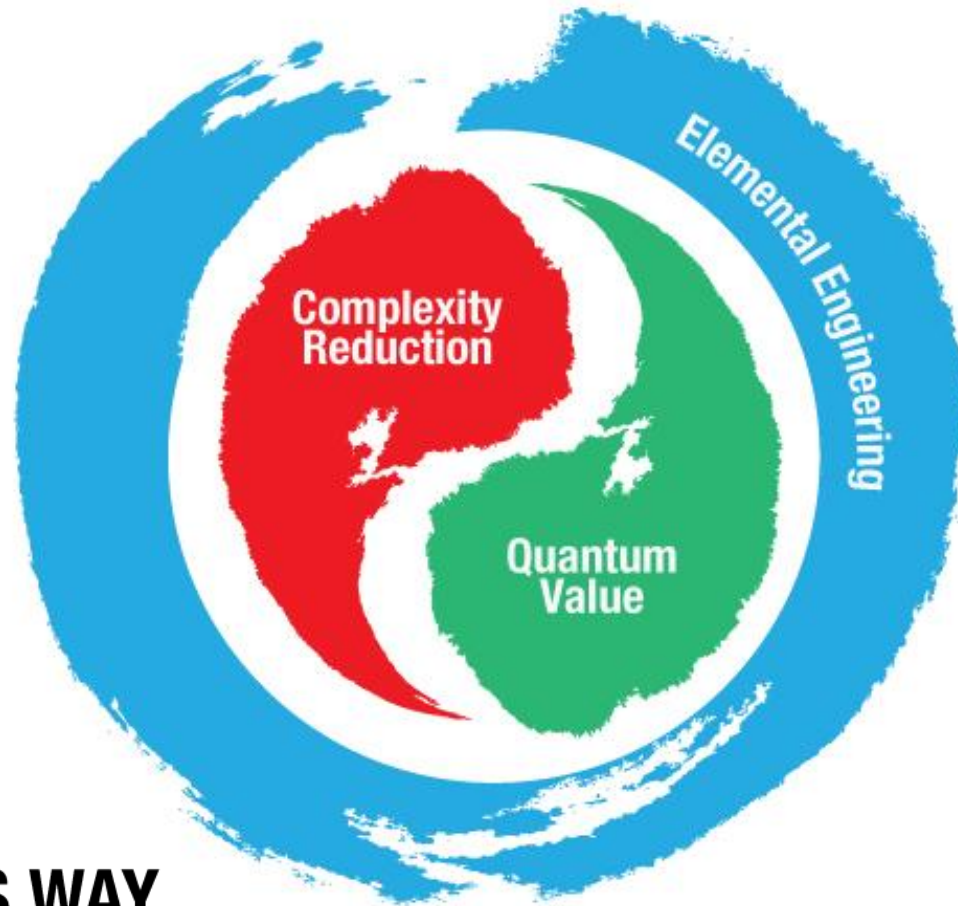


• LTM – Last Twelve Months

• SI – System Integration



- 19% CAGR growth over the last five years
- Gross Margin remains above 50%
- Strong acceptance in the advanced markets
- Steady recurrent revenue streams



THE POLARIS WAY... High Performance FT

Thank You

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