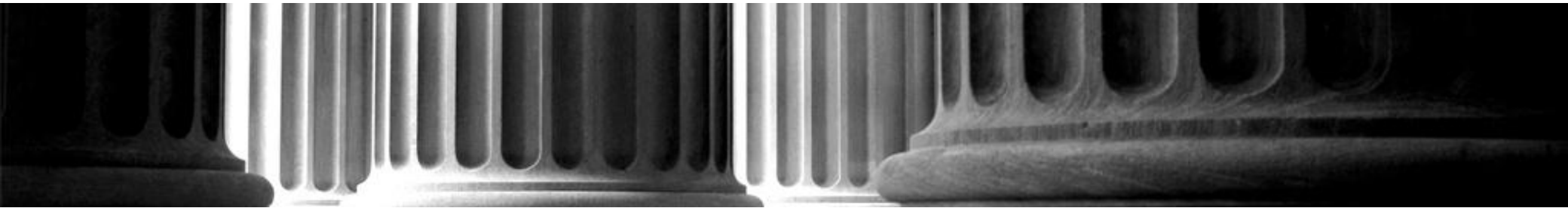




Polaris Financial Technology Limited

Intellect Business



Earnings Announcement – First Quarter FY 14-15

July 23, 2014



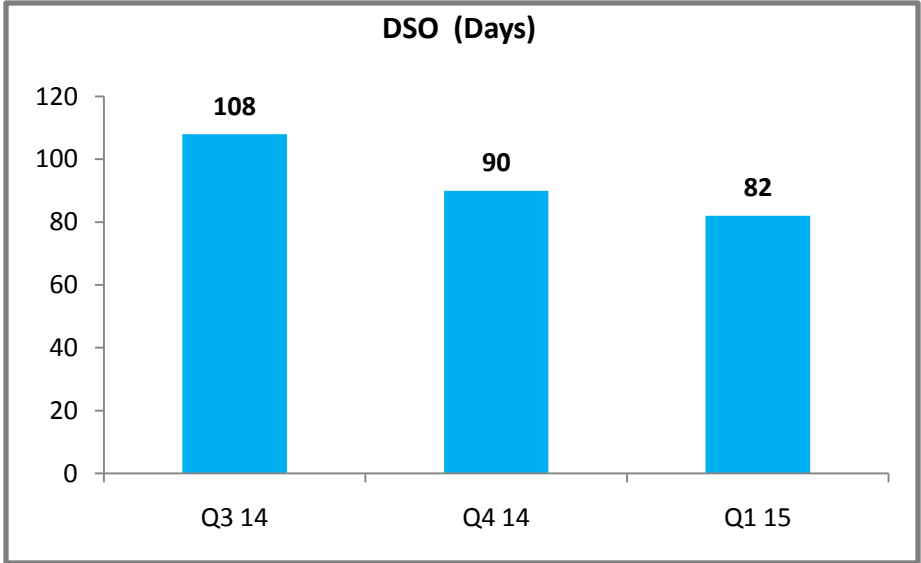
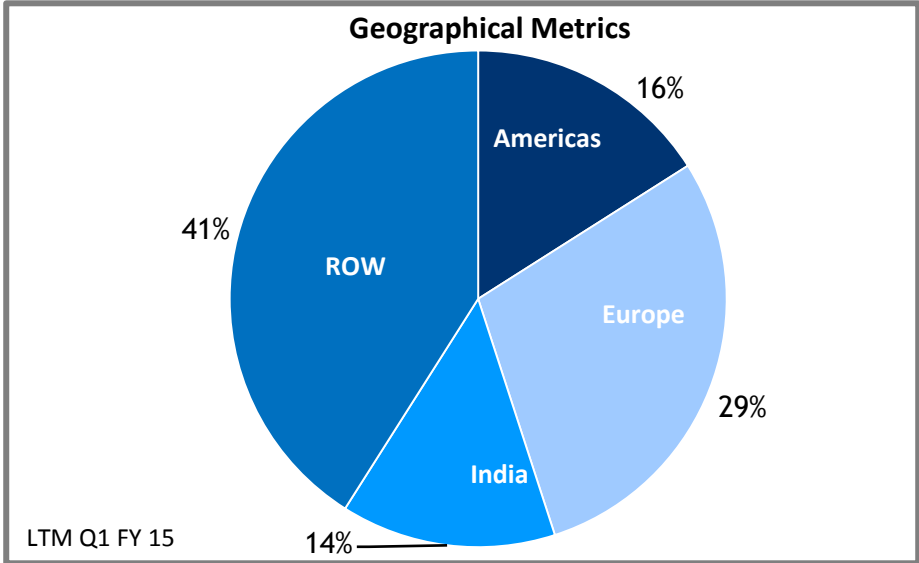
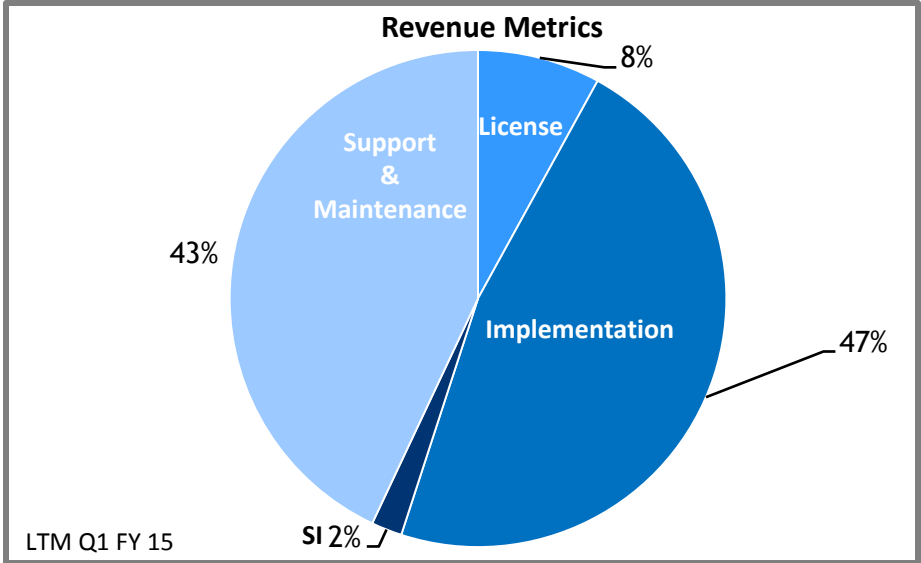
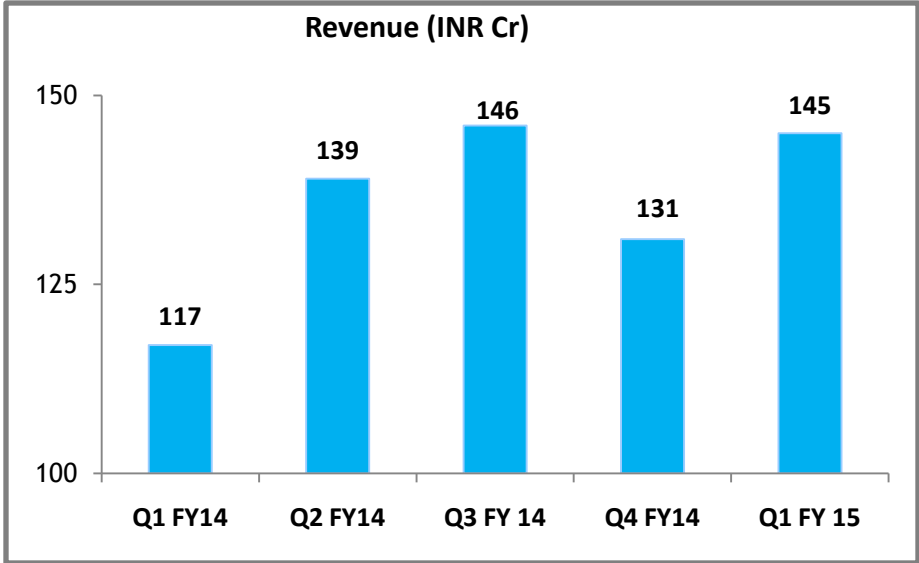
Safe Harbor Statement

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 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.



- The Intellect® brand embodies rich Intellectual property translating to robust platforms and products across Global Transaction Banking, Global Consumer Banking, Central Banking, Risk & Treasury Management and Insurance.
- The Intellect platform and suite of specialist products addresses the needs of financial institutions in varying stages of technology adoption
- During the quarter iGTB brand found acceptance as the first complete Global Transaction Banking solution in Europe and America
- Intellect has launched Liquidity Pooling Management Product in US
- The Company is ready to launch very first Digital Banking Suite.
- Intellect (Products) business delivered revenue growth in Q1 FY 15; Gross margin sustained at over 50%
- Investments on Sales & Marketing being increased to support growth plan
- DSO Improvement continues QoQ basis

Intellect – Towards Growth Momentum





Q1 FY15

- **Revenue** stands at **INR 145 Cr; 11%** QoQ Growth **24%** YoY Growth
- **Gross Margin** stood at **INR 76Cr** (INR 66 Cr in Q4 14) Maintained above 50%
- **EBITDA** stands at **INR 17 Cr ; 7%** QoQ Growth
- **DSO** improved to 82 days (90 days in Q4 14)
- 12 **new deal wins** in Q1 FY15



- 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 leading corporate and investment bank in the Nordic countries chose [iGTB Liquidity Pooling model and Interest Pooling model](#)
- A leading Qatar based bank that also offers investment services chose [Intellect® Lending suite](#) for the complete end-to-end integrated loan processing, loan management, collections and limits management for both retail and corporate clients.
- The first Saudi Bank to be licensed in the Kingdom and one of the largest bank in Saudi Arabia in terms of Assets, has chosen [Intellect Corporate Banking Exchange \(CBX\)](#) the next generation channel product offering both for Desktop and Mobile applications
- A leading bank in Kenya, having presence in Rwanda, South Sudan, Tanzania and Uganda chose [iGTB](#) to implement its integrated transaction banking product comprising of payments, collections, liquidity and CBX
- A fast growing bank in the Middle East, offering financial services in corporate banking, retail banking, trade finance, SME Banking and treasury services, chose [Intellect Digital Solution stack comprising of CBX & RBX](#) for their Channel transformation Agenda Program

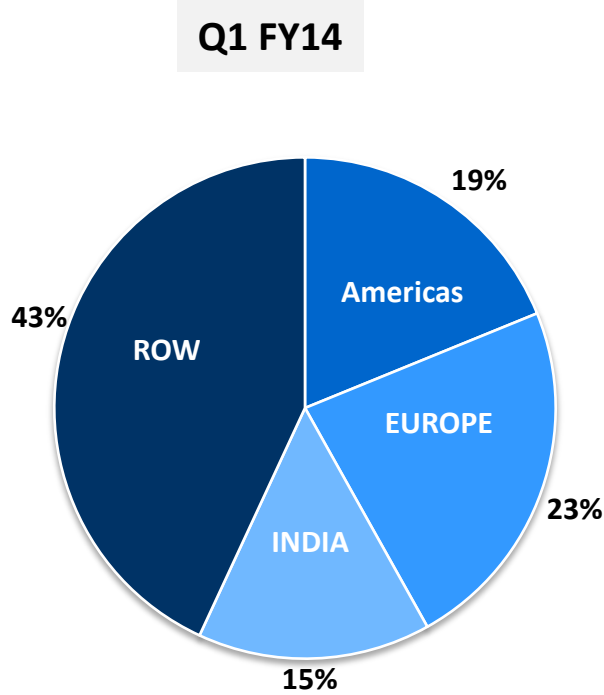
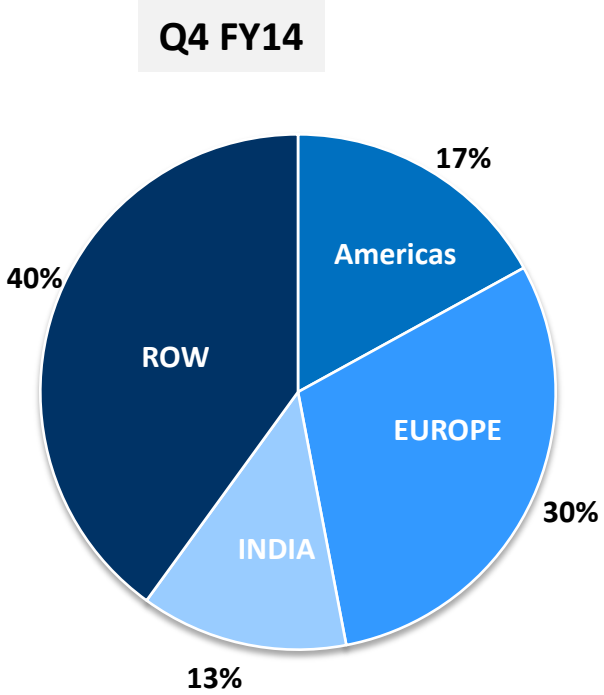
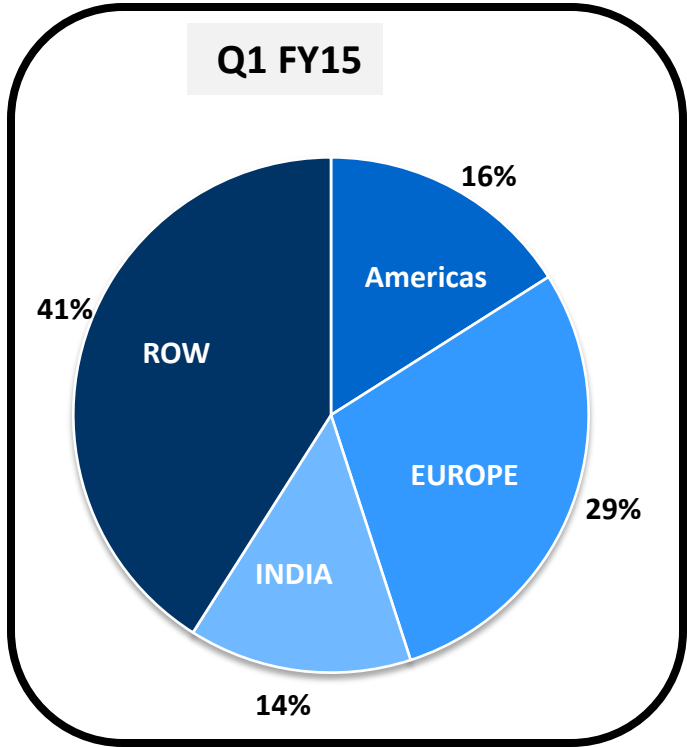


- **iGTB** was awarded ‘Ability To Deliver Beyond Cash Management’ title by Aite Group in its 2014 Evaluation of Leading US Cash Management Providers report
- Forrester report rates **INTELLECT** as a ‘Global Player’ and places it among the ‘TOP 7’ in the Global Platform Pyramid
- Celent – 2014 APAC New Business and Underwriting Systems recognizes **INTELLECT LIFE UNDERWRITING** as the ‘Global Best’ Under Writing Systems
- **iGTB** – Payments & COB recognized as the Global Best Technology providers by Aite in their report
- **INTELLECT** core implementation at Chief Specialized Bank(CSB), Cambodia was featured in IBS Journal. It was featured for its good implementation track record and capability for supporting future expansion
- **iGTB** implementation won Mashreq Bank the ‘Model Bank’ award from Celent for Technology Innovation in the ‘Cash Management & Trade Finance’ category. Celent stated it as one of the first integrated Cash Management Suites offered by any bank globally.

Intellect – Q1 FY15 Financials



INR Cr	Q1 FY15	Q4 FY14	Q1 FY14
Revenue (USD)	24.22	21.13	20.81
Revenue	144.69	130.57	116.48
Software Dev Exp	68.29	65.01	55.17
SDE%	47.2%	49.8%	47.4%
Gross Margin	76.40	65.55	61.30
Gross Margin%	52.8%	50.2%	52.6%
SG&A Costs	59.68	49.88	41.83
EBITDA	16.72	15.67	19.46
EBITDA%	11.6%	12.0%	16.7%
R&D Costs	25.75	22.62	22.18
Dep & Fin charges	5.18	5.32	4.61
Profit	-14.21	-12.26	-7.33

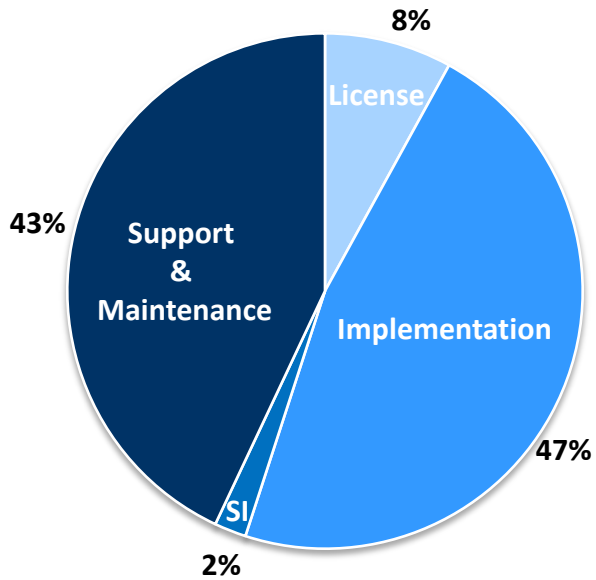


- All the above numbers are based on LTM – Last Twelve Months
- RoW – Rest of the World

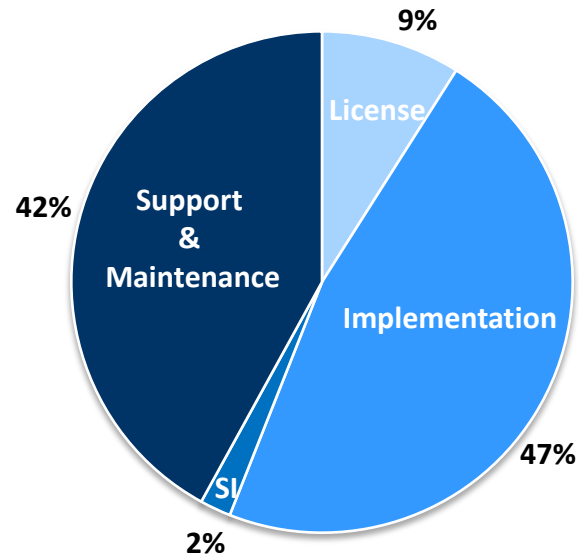
Intellect – Steady recurrent revenue streams



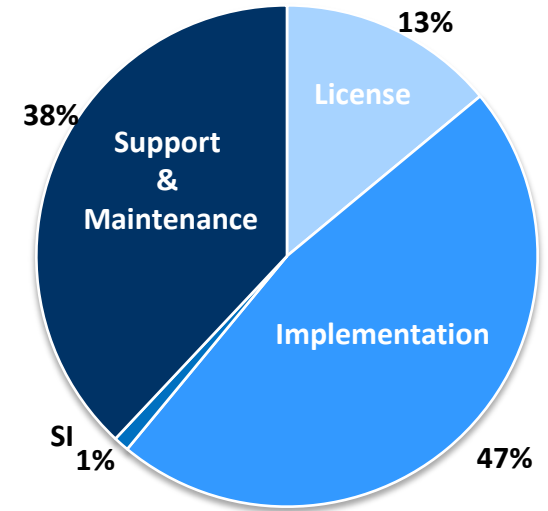
Q1 FY15



Q4 FY14



Q1 FY14

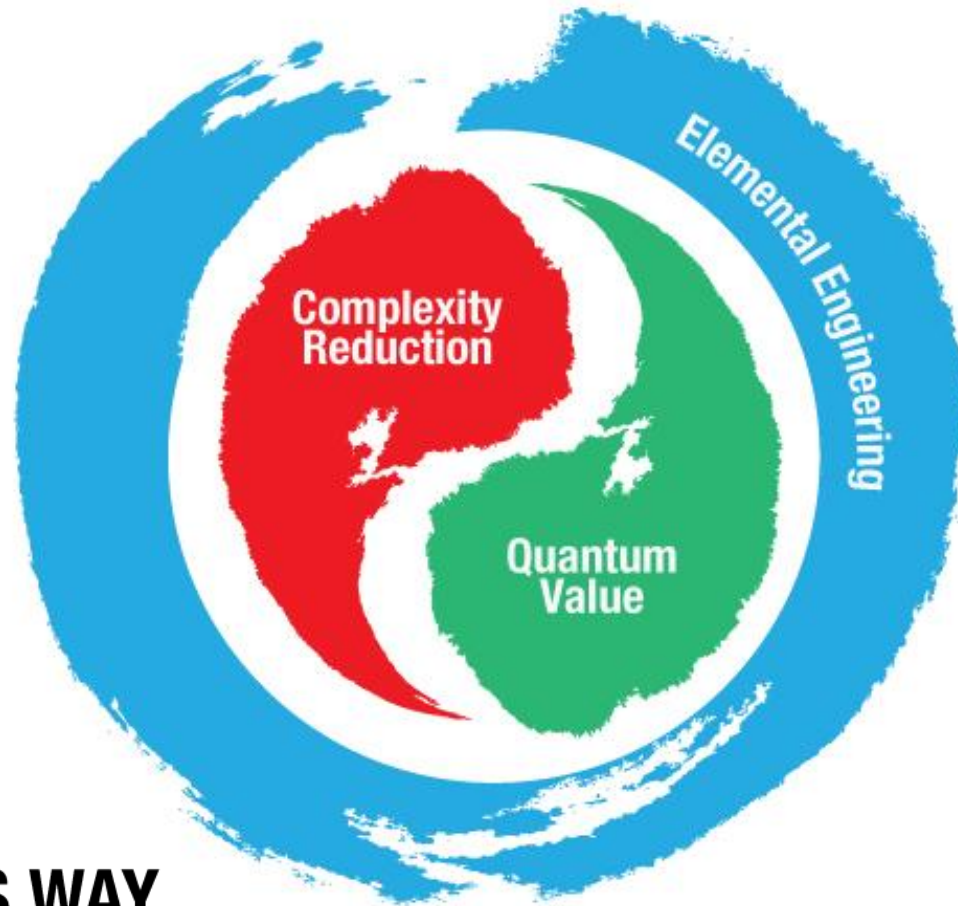


• All the above numbers are based on LTM – Last Twelve Months

• SI – System Integration



- Q1 FY 15 delivered revenue growth; Steady recurrent revenue streams
- Gross Margin remains above 50%
- Strong acceptance in the advanced markets



THE POLARIS WAY... High Performance FT

Thank You

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