

**IDAL/2025-26/SE/73**

**January 30, 2026**

**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 ended December 31, 2025.

Kindly take the above information on record.

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

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

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**Intellect Design Arena Limited**

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

**Q3FY26  
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 Open Finance, Composable and Contextual Financial Technology Company

## Our Promise

To drive measurable business impact for financial institutions by combining AI-First architectures with enhanced operational efficiency, implementation certainty, and up to 30% lower total cost of ownership (TCO)

## Core of what we do

We provide AI-First, enterprise-grade financial technology that helps banks reduce complexity by embedding intelligence across architecture, operations, and decision-making.

61

Countries

3

Decades of Domain  
Expertise in FinTech.  
Established 1993

6,500+

Associates across  
36 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)

## AI-First eMACH Platforms



# AI First Transformation Design

**A decade long  
AI journey  
grounded in  
real customer  
challenges**

## **5 waves have brought us to today**

Wave 1 : Data and AI as experiments

Wave 2 : Data and AI as a solution

Wave 3 : Data and AI as products

Wave 4 : Data and AI as a platform

Wave 5 : Intelligence as an ecosystem

## **We are now into wave 6**

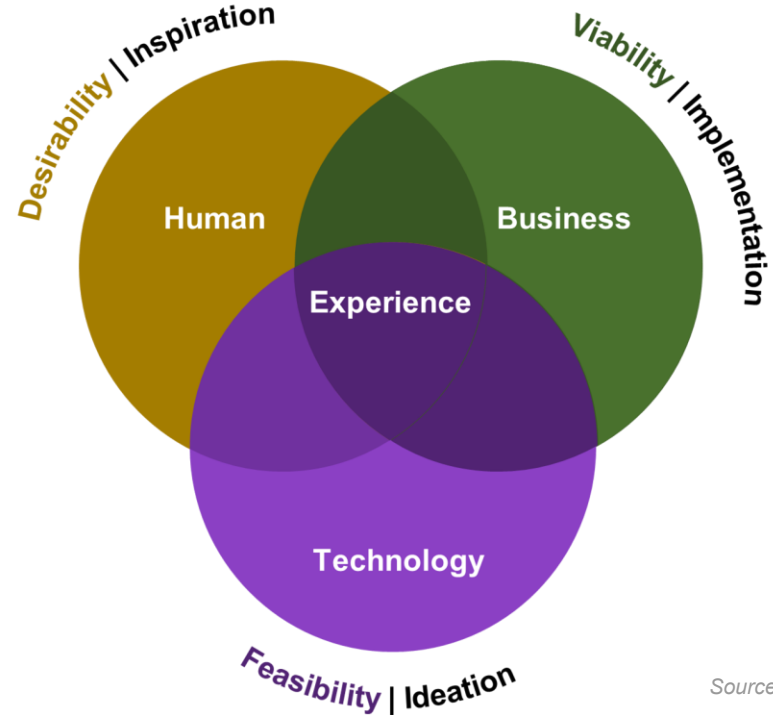
Wave 6 : The AI-native enterprise

# The Future is AI-First, Composable and Connected

Data to knowledge

Knowledge to Intelligence

AI to Enterprise Connected  
Intelligence



Source: IDEO

# Purple Fabric: Enterprise AI Built for Business Impact



**PURPLE  
FABRIC**

- Architected for accuracy, security and governance at scale, delivering 95%+ accuracy in regulated environments
- Extends existing AI investments while reducing LLM costs, with clear cost benefit visibility
- No lock ins, no black box, offering full deployment flexibility and global standards compliance
- 4 tech stacks and 18 layer runtime architecture, purpose built for mission critical enterprise use
- Low code no code Digital Experts, enabling faster build and simpler management of AI agents
- Live in production across 45+ countries, enabling real business impact for financial institutions

The slide features a light cream-colored background with a repeating pattern of small, stylized icons in a muted orange color. These icons include simple mountain peaks, small clusters of dots, and heart-like shapes. The slide is framed by a dark green border on the left and a brown border on the right. The title 'Performance Overview' is centered in a bold, dark green font.

# Performance Overview



# Growth Momentum Accelerates Across All Financial Metrics

## Robust Top-line Growth in Last Twelve Months

Intellect delivered a strong Q3 FY26 with Last Twelve Months Total Income crossing INR 3000 Cr, reflecting 23% year on year top-line growth.

## Strong EBITDA Growth

EBITDA increased from INR 534 Cr in LTM Q3 FY25 to INR 709 Cr in LTM Q3 FY26, reflecting the scalability and strong operating leverage of Intellect's platform led model.

## Sustained Growth in License-Linked Revenue

Over the last twelve months, LLR reached INR 1595 Cr, marking a 37% YoY increase, validating the long-term compounding nature of Intellect's platform subscriptions and licenses.

## Accelerating Profit Growth

Last Twelve Months PBT grew 34% YoY driven by operating leverage and Intellect's scalable platform-led model.

## Strengthened Cash Position

Cash and cash equivalents rose to INR 1198 Cr in Q3 FY26, up from INR 804 Cr in Q3FY25, reinforcing Intellect's financial stability, operational resilience, and superior working-capital efficiency.

## Working Capital Efficiency

DSO stood at 118 days in Q3 FY26, improving to 102 days excluding GeM, reflecting tighter collections and disciplined working capital management.

## Accelerated Market Adoption and Global Momentum

Intellect secured 53 new deal wins and enabled 82 digital transformations in the last twelve months across leading global banks and insurers, powered by eMACH.ai and Purple Fabric.

## Building a Strong Leadership Pipeline

Twenty seven senior leaders at SVP level and above joined Intellect in the last twelve months, with 7 leadership hires in Q3 FY26.

# Algorithm of Scale

- ₹3,000 Cr LTM revenue, anchored on three scaled business engines
  - **Wholesale Banking:** Around ₹1,400 Cr (scale engine initiated in 2015)
  - **Consumer Banking:** Around ₹1,000 Cr (next growth focus from 2018)
  - **IntellectAI (Wealth, Insurance & AI):** Around ₹500 Cr (third engine established from 2021 onward)
- Purple Fabric (Business Impact AI) positioned as the fourth growth engine, initiated from 2024 onward
- A repeatable growth algorithm: deliberate - Concept → Validation → Scale execution in 3-year cycles
- Portfolio resilience by design: scaled engines fund future engines while sustaining long-term growth



# Financial Highlights

# Last Twelve Months - Financial Highlights

INR Cr

**3025 Cr**

23% YoY Growth  
Total Income

**1732 Cr**

Gross Margin  
Gross Margin % - 57%

**709 Cr**

33% YoY Growth  
EBITDA  
EBITDA % - 23%

**512 Cr**

34% YoY Growth  
PBT

**2964 Cr**

Collections

**1198 Cr**

Cash And Cash  
Equivalent

**1595 Cr**

Licence Linked Revenue  
(License + Platform + AMC  
Revenues)

**1118 Cr**

Annual Recurring  
Revenue (ARR)  
(On Annualised Basis)

**540 Cr**

17% YoY Growth  
License

**497 Cr**

128% YoY Growth  
Platform Revenue

**559 Cr**

16% YoY Growth  
AMC

**53**

Deal Wins

**82**

Digital  
Transformations

**27**

Leaders (SVP and  
above category)  
joined Intellect in the  
last 12 months

# Q3FY26 - Financial Highlights

INR Cr

**753 Cr**

21% YoY Growth

Total Income

**400 Cr**

Gross Margin

Gross Margin % - 54%

**122 Cr**

EBITDA

EBITDA % - 16%

**69 Cr**

34% YoY Growth

PBT

**913 Cr**

Collections

**1198 Cr**

Cash And Cash  
Equivalent

**391 Cr**

Licence Linked Revenue

(License + Platform + AMC  
Revenues)

**1118 Cr**

Annual Recurring  
Revenue (ARR)

(On Annualised Basis)

**93 Cr**

License

**155 Cr**

Platform Revenue

**143 Cr**

AMC

**DSO (as at 31st December 2025)**

excluding Contractually Not Due

**102**

Excluding GeM

**118**

Total

**9**

Deal Wins

**29**

Digital  
Transformations

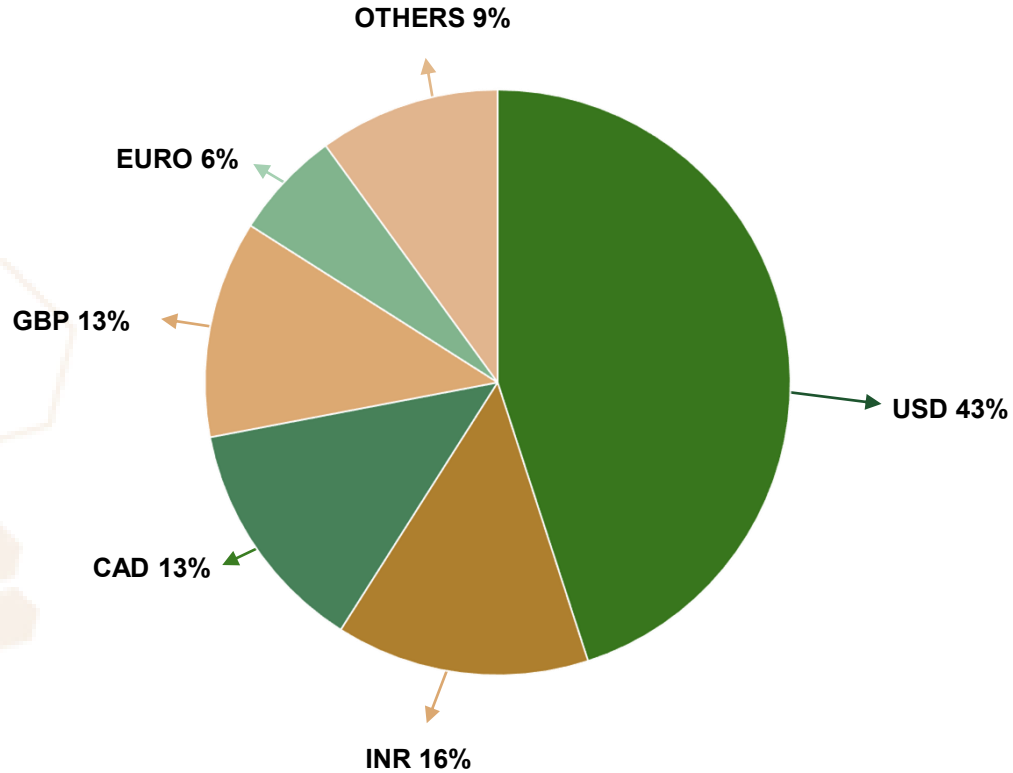
**7**

Leaders (SVP and  
above category)  
joined Intellect in  
Q3FY26

# Financial Highlights

	INR Cr			
	Q3 FY 26	Q2 FY 26	Q3 FY 25	Growth YoY
TOTAL INCOME	753	789	621	21%
EBITDA	122	184	134	(17%)
LLR	391	423	292	34%
PBT	69	136	93	(35%)
DSO (Excl. GeM and Contractually Not Due)	102	122	122	

## Revenue Mix: Currency Wise Q3FY26



# Unaudited Financial Results for the Third Quarter Ended - December 31, 2025

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

INR Cr

Particulars	Quarter Ended		
	Dec 31, 2025 (Q3FY26)	Sept 30, 2025 (Q2FY26)	Dec 31, 2024 (Q3FY25)
<b>INCOME</b>			
Revenue from Operations	733.52	757.02	607.45
Other Income	19.47	31.91	13.15
Total Income	752.99	788.93	620.60
Like-to-Like Total Income*	752.99	788.93	620.60
<b>EXPENDITURE</b>			
Software Development Expenses	345.55	340.47	263.61
Gross Margin	407.44	448.46	356.99
SG & A Expenses	224.17	206.48	171.34
R & E Expenses	61.41	57.66	51.72
Total Expenditure	631.13	604.61	486.67
EBITDA	121.86	184.32	133.93
Depreciation & Amortisation	(53.22)	(48.82)	(39.64)
Others	0.20	0.61	(1.18)
Profit / (Loss) Before Tax	68.84	136.11	93.11
Provision For Taxation	(17.32)	(38.84)	(22.92)
Profit / (Loss) After Tax	51.53	102.27	70.19
PAT after exceptional items	28.45	102.27	70.19

Last Twelve Months Ended	
Dec 31, 2025 (LTM Q3FY26)	Dec 31, 2024 (LTM Q3FY25)
2,918.67	2,380.29
106.16	77.20
3,024.83	2,457.49
3,024.83	2,457.49
1,292.72	1,041.72
1,732.11	1,415.78
796.27	676.50
226.77	205.12
2,315.77	1,923.34
709.07	534.16
(191.62)	(150.24)
(5.40)	(0.89)
512.05	383.04
(128.44)	(100.11)
383.61	282.93
360.53	270.42

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
332.77	321.18

Note: Exceptional item comprises of a) MAT credit write-off of INR 12.51 Cr in Q4 FY24 | b) Gratuity Provision of INR 30.84 Cr and the resultant deferred tax of 7.76 Cr in Q3 FY26 (due to new labour codes)

\*Excluding GeM Revenue during the contracted period till FY24



# Funnel Progression

## The current funnel of Intellect

INR 12,038 Cr



Q3FY26

Q3FY26

Out of INR 12,038 Cr funnel value, INR 10,550 Cr is accounted by 243 Opportunities

INR 12,003 Cr



Q2FY26

Q2FY26

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

INR 9,996 Cr



Q3FY25

Q3FY25

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

## Destiny Deals

# Of Deals

Avg Deal Size  
INR Cr

As % of  
total

Q3FY26

98

66

73%

Q2FY26

97

63

75%

Q3FY25

91

54

65%

# Destiny Deals

> INR 50 Cr

INR 30 Cr -  
INR 50 Cr

INR 20 Cr -  
INR 30 Cr

Total High Value  
Active Pursuits

## Q3FY26

27

- 1 Won
- 1 Lost
- 25 from previous qtr
- 2 added

34

- 2 Won
- 1 Lost
- 29 from previous qtr
- 5 added

37

- 1 Won
- 2 Lost
- 35 from previous qtr
- 2 added

98

- 4 Won
- 4 Lost
- 89 from previous qtr
- 9 added

## Q2FY26

27

32

38

97

## Q3FY25

25

30

36

91

# Board Announcement



## Appointment of Mr. D. Shivakumar as Additional Director (Independent Director)

The Board of Directors has approved the appointment of Mr. D. Shivakumar as an Additional Director, designated as an Independent Director, on the recommendation of the Nomination, Remuneration and Compensation Committee (NRCC). His appointment is for a term of five years, subject to the approval of the shareholders through a postal ballot by way of a Special Resolution.

Mr. D. Shivakumar is a seasoned business leader with extensive experience across Indian and multinational organisations. He is currently an Operating Partner at Advent International, a global private equity firm. Previously, he served as Group Executive President – Corporate Strategy at the Aditya Birla Group, Chairperson and CEO of PepsiCo India, and CEO for Emerging Markets at Nokia, where he played a key role in building the brand into one of India's most trusted names. Mr. Shivakumar is an alumnus of IIT Madras, IIM Calcutta, and The Wharton School of Business, and has held several board and advisory roles across leading institutions.



# **Deal Wins: Accelerating Growth with eMACH.ai & Purple Fabric**

# Accelerating growth with eMACH.ai and Purple Fabric

Intellect recorded 9 new deals in Q3FY26 including 4 destiny deals

As Intellect furthers its global expansion by bringing the world's only AI-first payments platform to the US market, a top 3 Nordic bank has selected eMACH.ai Payments to modernise payments processing and enhance digital payments capabilities across its UK banking operations.

A US based specialised mutual insurance company that provides property and business interruption insurance to the nuclear energy industry, will leverage Purple Fabric powered Magic Submission, Xponent Underwriting Workbench, Risk Analyst, Xponent, Claims Workbench, Xponent Data Warehouse solutions for their insurance operations.

A valued customer of Intellect Custody since 2008, has chosen to upgrade their legacy Custody platform to eMACH.ai Custody to modernise operations. The solution combines the robust eMACH.ai Custody base product with the customisations built over the last 17 years in their legacy system, seamlessly integrated along with additional customisations as per their business priorities and client servicing needs. This ensures business continuity while equipping them with a modern, scalable, and future-ready Custody platform. eMACH.ai Custody will also be deployed in AWS in cloud native model utilising the best services of AWS to bring in scalability and resilience.

One of Sri Lanka's leading banks, has selected eMACH.ai Cash Management and Supply Chain Finance to modernise its wholesale banking operations and deliver a unified digital experience for its corporate and SME clientele.

# Accelerating growth with eMACH.ai and Purple Fabric

## Other significant deal wins

A leading technology solution provider has selected the eMACH.ai Core Banking as its preferred core banking solution to support the digital transformation initiatives of its banking customers. This partnership strengthens Intellect's partner-led growth strategy and expands the reach of eMACH.ai Core Banking across new client engagements and markets.

The world's leading Islamic Bank, headquartered in Dubai selected eMACH.ai Lending to enhance its digital lending capabilities and incorporate Shariah principles across all practices in the UAE.

The fastest growing bank as well as one of the most profitable banks within the Sultanate of Oman has selected eMACH.ai Lending to expand and extend their credit experiences.

A leading financial institution in the Middle East with over 50 years of banking expertise has selected eMACH.ai Treasury to modernise its treasury infrastructure. The solution will drive operational excellence by unifying liquidity views, enabling real-time decision-making, and streamlining cross-border treasury functions.

A top-10 bank in the GCC has selected eMACH.ai Trade & Supply Chain Finance to modernise transaction banking and introduce new digital trade/SCF capabilities.



# **Growth Catalysts: Platform & Ecosystem Expansion**

# Launching the World's Only AI-First Payments Platform to US Market

As part of the US market expansion, Intellect launches the world's only AI-first payments platform, architected from first principles for business impact. As a purpose-built low-code/no-code composable framework, the platform enables institutions to move beyond incremental upgrades and design payments systems that deliver speed, resilience, and competitive advantage at scale. It allows them to rapidly deploy new payment rails and scale real-time payment capabilities with speed and operational certainty.

## AI First Unified Orchestration Across US Payment Rails

- Single AI-powered orchestration layer across TCH RTP, FedNow, ACH, Fedwire and SWIFT
- Purple Fabric AI operates before, during and after transactions for real-time validation, anomaly detection and exception handling
- Built on eMACH.ai and Pay9 architecture, enabling modernisation without core replacement

## Strengthening Intellect's US Market Commitment

- Expanded US footprint with New York headquarters, Atlanta operations centre and Austin AI hub
- 2 million annual R&D hours across New York and Toronto
- Strategic acquisition of Central 1 digital banking operations and growing US partnerships reinforce long-term commitment to the US wholesale banking market



# Purple Fabric Ecosystem Expands with 14 Value Discovery Partners

Intellect has onboarded 14 Value Discovery Partners across India, Africa, Europe, the UK, APAC and Canada to accelerate AI First value discovery and enterprise adoption of Purple Fabric, its Business Impact AI platform. These partners work closely with customer leadership to identify high value AI use cases, prioritise measurable outcomes, and co create governed, production ready AI solutions on Purple Fabric.

## Partner Framework

- Co Build: Develop AI agents and industry workflows
- Co Exist: Integrate Digital Experts into existing core and legacy systems
- Build: Create differentiated IP on Purple Fabric

## Engagement Models

- Sell With: Joint customer delivery with Intellect support
- Sell To: Internal adoption using pre built Digital Experts
- Sell Through: Partner hosted or Intellect managed Purple Fabric Cloud deployments

# Fintel Joint Ventures to Commercialise AI-led Financial Advisory Platform



Intellect has partnered with Fintel, a listed and leading provider of fintech and support services to the UK retail financial services sector. A 50:50 joint venture in the United Kingdom will be formed to develop and commercialise an AI led Financial Advisory platform for the UK market.

Fintel currently serves over 80% of the UK financial advisory market either directly or through its institutional clients. The initial focus will be on deploying UK ready or near ready use cases, followed by the development of bespoke agents and components powered by eMACH.ai, aligned to UK regulations, advice protocols, processes and product structures.



# **Market Validation & Leadership Recognition**

# Time Magazine recognises Intellect CMD Arun Jain as "Growth Architect"

The recognition of Arun Jain, Chairman and Managing Director of Intellect Design Arena, by Time Magazine marks a definitive transition from digital scale to measurable business outcomes, positioning the company as a "Growth Architect" that builds for long-term value rather than quarterly cycles. The article spotlights Purple Fabric as the world's first open business-impact AI platform, specifically engineered to move AI from experimental pilots into high-stakes production.



CONTENT BY ARUN JAIN

## DESIGNING THE ARCHITECTURE OF INTELLIGENT BANKING

India's digital journey is not an academic exercise. It is a national transformation that touches millions of lives every day. Initiatives such as Aadhaar and UPI have already brought more than a billion people into the formal economy and made financial access routine. The next question is not about access alone but about impact: How do we convert this digital scale into measurable business outcomes and better experiences for citizens?

For me, the answer begins with practicality. Banks and financial institutions are not looking for grand experiments. They need intelligence that reduces cost, speeds decisions, strengthens risk controls, and delivers personalised services at scale. The challenge is to embed intelligence into every-day work so business teams, not just data scientists, can own outcomes.

Central to that challenge is a simple thesis: **AI must extend human intelligence, not replace it.** Human judgment, context, and institutional knowledge remain the core. AI should amplify those strengths while staying transparent and accountable.

That need led us to design **Purple Fabric**, the world's first open business-impact AI platform. It moves AI from proof-of-concept to production quickly. Purple Fabric allows business and operations teams to build, test, and deploy AI-driven applications using the data and workflows they already own. It is open, modular, and designed to fit each institution's operating reality, whether a rural cooperative or a global treasury.

At its core, Purple Fabric rests on four foundational technology stacks.

**Enterprise Knowledge Garden (EKG):** Unlike most systems that start with data, the Enterprise Knowledge Garden focuses on knowledge. It curates and structures tacit, implicit, and explicit knowledge from documents, workflows, and enterprise systems so AI agents can reason contextually and make decisions grounded in institutional understanding.

**Enterprise Digital Experts (EDE):** Digital Experts act as domain specialists, orchestrating

multiple AI agents with specific skills to solve business problems. In one European bank, a digital expert for complaint investigations handled over 700 cases a week and cut resolution time by 65%.

**Enterprise Governance:** Governance is central to responsible AI. This stack manages entitlements, monitors AI interactions, and enforces ethical usage. It ensures every model is explainable, traceable, and compliant with enterprise standards.

**LLM Optimisation Hub:** With multiple large language models running in parallel, cost becomes critical. The hub evaluates models for accuracy, speed, and cost per interaction, routing each task to the most efficient model.

Together, these stacks make AI usable, governable, and impactful. They turn human expertise into scalable digital intelligence and ensure outcomes are measurable, ethical, and reliable.

The India connection is central to this philosophy. We engineered the platform in India because our markets demand pragmatic designs that work across diversity and resource constraints. That discipline is a strength. Today, our technology powers institutions in more than sixty countries—a living example of Make in India, Made for the World.

The journey from human intelligence (HI) to artificial intelligence (AI) is not about replacement but reinforcement. It is about capturing the wisdom, empathy, and contextual judgment that define human intelligence and extending it responsibly through technology. Purple Fabric was designed as that bridge, where HI evolves into AI transparently and ethically, keeping intelligence explainable, inclusive, and deeply human.

If India is to convert digital scale into global leadership, we must prioritise business impact and sound architecture. For me, leadership is design with intent. Purple Fabric is the architecture I designed to translate human intelligence into responsible, reliable AI at scale. When empathy meets engineering and integrity meets imagination, India will define how intelligence serves humanity.

**ARUN JAIN**  
Chief Architect of Purple Fabric and  
CMD of Intellect Design Arena Ltd.

# Celebrating Recognition and Industry Excellence

## Intellect Won Gold Medal in Datos Impact Awards for Banking Innovation

eMACH.ai Transaction Limits Management (TLM) solution has been awarded the Gold medal for Best Innovation in Operational Efficiency in the Datos Insights Impact Awards in Commercial Banking & Payments.

Datos Insights recognised Intellect for our TLM platform's capacity to transform how banks process high-value and instant payments across complex corporate structures

## Intellect Named World's Best Transaction Banking Software Provider 2025 by Euromoney

Intellect has been recognised by Euromoney as the World's Best Transaction Banking Software Provider 2025, winning a landmark triple win that also includes Best in Cash Management and Best Corporate Channels. This global recognition affirms Intellect's position as the world's leading technology partner for wholesale banking.

# Leadership Position Endorsed by Market Leading Analyst

## IDC

- Intellect's Corporate Loan Life Cycle Management system is identified in the "LEADERS" category in IDC MarketScape: Worldwide Corporate Loan Lifecycle Management 2025 Vendor Assessment

## Gartner

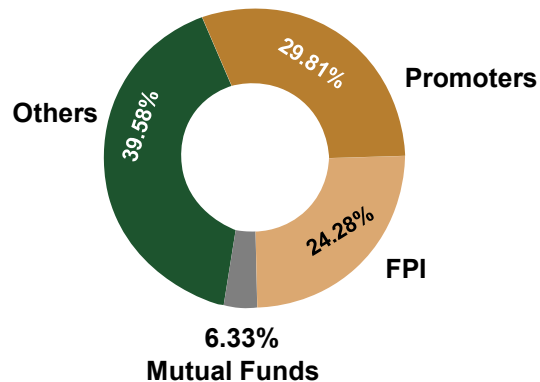
- eMACH.ai Core Banking was acknowledged as a representative vendor in the Gartner Critical Capabilities Report for Retail Core Banking Systems, Europe, and also acknowledged as a Visionary in the Gartner Magic Quadrant for Retail Core Banking Systems, Europe.

## Chartis





- In the Chartis RiskTech ALM Solutions 2025 Report, Intellect received multiple recognitions across its Treasury portfolio. Hedging and Risk Management Solutions were rated Best of Breed, LRM and FPA were recognised as Category Leaders, FTP and Balance Sheet and Capital Optimisation were positioned as Enterprise Solutions, while ALM Solutions were acknowledged as Point Solutions.
- Separately, in the Chartis RiskTech Regulatory Reporting Solutions 2025 Quadrants, Intellect was recognised as a Leader for its Regulatory Reporting solutions.

# Stock Information

## Shareholding Pattern (As on 31st December 2025)



## Stock Data (As on 31st December 2025)

	Market Cap	₹ 13,541.50 Cr
	Stock Price	₹ 972
	52 Week (High / Low)	₹ 1,255 / ₹ 577
	NSE / BSE - Symbol	INTELLECT / 538835
	No. of Shares Outstanding	13,93,15,462
	Average Daily Volume (3 Months) - NSE	5.64 Lakhs

# Contacts

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