

(Standalone)

## FY2017 Revenues up by 57% at Rs. 7,122 lakh FY2017 PAT improves at Rs. 1,311 lakh

- Engagement across telecom spectrum domestically establishes UniServe as a standard
- Augmented front-end capabilities improve visibility in Europe & the US
- Marked enhancement in implementation under the SAAS model
- Strongly moving into BFSI vertical, tapping Government, Utilities, Healthcare

**Hyderabad – May 30, 2017** – Intense Technologies announces its financial results for the quarter and year ended March 31, 2017.

### Financial Results (Standalone):

Rs. Lakh	Q4 FY17	Q4 FY16	FY17	FY16
<b>Revenues</b>	<b>1,746.33</b>	1,517.45	<b>7,122.44</b>	4,548.71
<b>EBITDA (incl. other income)</b>	<b>376.39</b>	462.85	<b>2,314.58</b>	285.75
<b>PAT</b>	<b>198.62</b>	346.97	<b>1,311.22</b>	20.45
<b>EPS (Rs.)</b>	<b>1.20</b>	1.60	<b>6.23</b>	0.09

### FY17 Performance (Standalone)

Intense Technologies delivered a strong performance along expected lines during the year marking improvement in key financial parameters. Total Revenues in FY17 showed 57% growth to Rs 7,122.44 lakh on Y-o-Y basis given increased contribution from existing customers, implementation of newly awarded contracts and healthy uptick in contribution from services. Operating leverage benefits resulted in robust gains at EBITDA level, with profits standing at Rs. 2,314.58 lakh in FY17, up 710% Y-o-Y. There was a corresponding growth in PAT at Rs. 1,311.22 lakh translating into an EPS of Rs. 6.23.

During the year, the UniServe platform was deployed across marquis logos in Telecom, Insurance and Finance within India, North America, Europe and the Middle East. With one eye on future based applications and IoT, the development team is front-ending the creation of a state-of-the-art architecture for the flagship UniServe platform. On anvil is 'UniServe NXT', which is a next generation platform aimed at improving time efficiency of application development and deployment, thereby enhancing overall experience for the end-customers.

Going forward as the accretion to client roster shows momentum and existing engagements begin scaling up, the Company will be in a position to depict stronger performance. Intense is harnessing

multiple revenue streams which include income from licensing fees, AMC services, operations support and change requests. The software as a service or SAAS based model that the Company is implementing is showing good promise.

**Financial Results (Consolidated):**

Rs. Lakh	FY17	FY16
<b>Revenues</b>	<b>7,133.13</b>	4,729.80
<b>EBITDA</b> (incl. other income)	<b>1,488.60</b>	(605.26)
<b>PAT</b>	<b>484.98</b>	(870.56)
<b>EPS (Rs.)</b>	<b>2.49</b>	(4.01)

**FY17 Performance (Consolidated)**

During the fiscal, total revenues stood at Rs 7,133.13 lakh, higher by 51% on Y-o-Y basis. EBITDA stood at Rs. 1,488.60 lakh as against a loss of Rs. 605.26 lakh in FY16. There was a corresponding growth in PAT at Rs. 484.98 lakh translating into an EPS of Rs. 2.49. Investments in subsidiaries drove up expenses during the year. The consequent scaling up of operations in the international markets will see the fruition of business strategy in a significant manner in the years ahead.

**Commenting on the performance during the period under review, C.K. Shastri, Chairman and Managing Director, Intense Technologies, said,**

*“FY2017 was a landmark year for us at Intense Technologies. During the year, we witnessed strong momentum in our new engagements across leading mobile carriers, a leading communication service provider in India, and the world’s fastest growing 4G operators. In the year under review, the Company pursued new opportunities in the high-potential markets of the Americas and Europe, while also strengthening existing business relationships across the telecom and BFSI verticals.*

*The period saw us operationalise our performance by way of multiple revenue streams; enhanced revenue profile through SAAS (software as a service) model and CTN-based model is gaining strong traction and further brings visibility to business. Continuous focus towards building reach across sector domains and markets will over time enable a strong reference base for Intense Technologies, thereby triggering long-term growth.*

*On the whole, FY2017 highlighted many a performance accomplishments of the Company, demonstrating the quality and robustness of our growth strategy. Our exciting next generation platform - ‘UniServe NXT’ is also gradually gathering steam and we expect the platform to be on floors in the coming fiscal. Overall, we remain confident that with our strategic approach, improving fundamentals, and multiple levers of growth, we will deliver solid performance in the upcoming fiscal.”*

## Key Annual Updates

- Intense Technologies lists on the National Stock Exchange (NSE)
  - (Link to Press Release - [Intense Technologies lists on the National Stock Exchange](#))
- Finds mention in Gartner Magic Quadrant for Customer Communications Management
  - The report detailed the maturity of the CCM market and those areas desirable to customers in CCM solutions, giving support to the business model and evolution of Intense Technologies' CCM strategies
  - (Link to Press Release - [Intense Technologies mentioned in Gartner Magic Quadrant for Customer Communications Management](#))
- Advances reach in Europe; announces relationship with leading telecom operator
  - (Link to Press Release - [Intense Technologies advances reach in Europe; announces relationship with leading telecom operator](#))
- Won the iCMG 2016 architecture award in the Future IT (Emerging Technologies) category for the Company's UniServe NXT platform
  - Head Product Engineering Group, Intense Technologies Ltd. recognised for his leadership
  - (Link to Press Release - [Intense Technologies wins big at the iCMG Architecture Award of Excellence 2016](#))
- Marked entry in the North America market through maiden collaboration with America's largest privately-held wireless provider
  - (Link to Press Release - [Intense Technologies marks its North America foray](#))
- Signed a multi-year landmark agreement with a leading communication service provider
  - Deal quantum at Rs. 150 crore
  - (Link to Press Release - [Intense Technologies announces multi-year, managed services contract](#))

## Business Overview

Intense Technologies with its innovative, next generation automation platform called UniServe helps enterprises digitally transform their customer centric business processes in shortest possible time without replacing their legacy systems. Today, the Company processes USD 25 billion worth client revenue data; helps on-board 2.5 million customers daily; and has a total 500 million subscriber base across telecom engagements.

The versatility of the 'UniServe' franchise is well-established in the telecom domain and Company continues to address multiple opportunities in additional verticals such as BFSI, Utilities and Government services

## About Intense Technologies

Intense Technologies Limited is a global enterprise software products company, headquartered in India with a strong and emerging presence in USA, LATAM, EMEA and APAC. Our enterprise software products are used globally by Fortune 500s for digital transformation of customer centric business processes resulting in improved revenues, greater customer centricity and reduced operational expenses. We serve customers in 35 countries across 4 continents, with a 70% market share in Telecom in South Asia. Today, we process 25 billion USD worth of client revenue data and have a 500 million subscriber base across our engagements. Intense Technologies has sales offices in Singapore, UAE, USA and UK.

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### Forward-looking and cautionary statements

Certain words and statements in this release concerning Intense Technologies and its prospects, and other statements, including those relating to Intense Technologies' expected financial position, business strategy, the future development of Intense Technologies' operations, and the general economy in India, are forward-looking statements. Such statements involve known and unknown risks, uncertainties and other factors, including financial, regulatory and environmental, as well as those relating to industry growth and trend projections, which may cause actual results, performance or achievements of Intense Technologies, or industry results, to differ materially from those expressed or implied by such forward-looking statements. Intense Technologies will not in any way be responsible for action taken based on such forward-looking statements and undertakes no commitment to update these forward-looking statements publicly, to reflect changed realities.