



(Standalone)

Q1 FY2018

**Revenue performance impacted due to implementation delays
Annuity earnings disruption pertains to GST changeover
Pipeline of new projects continues to be encouraging**

- *Demonstrates leadership in insurance vertical in India, while sustaining presence across the telecom domain*
- *Maiden Americas implementation on schedule, to cover solutions for governance & risk, reports and analytics domains*
- *UniServe NXT platform introduced with deployment for East European customer; creating cross-sell opportunities across relationships*

Hyderabad – September 12, 2017 – Intense Technologies announces its financial results for the quarter ended June 30, 2017.

Financial Results (Standalone):

Rs. Lakh	Q1 FY18	Q1 FY17
Revenues	726.5	1,290.3
EBITDA (incl. other income)	(429.1)	217.4
PAT	(533.2)	129.8
EPS (Rs.)	(2.41)	0.62

Performance Review (Standalone)

Moderation in revenues during Q1 relates to deferrals arising from changeover to GST, long lead-times for implementation of enterprise products. The Company remains positive around its annual growth supported by a very healthy order book. Annuity revenue from existing customers is increasing at a steady rate. Targeted annuity revenues expected to cover Company's operational expenses from next fiscal onwards.

The profitability during the quarter was curtailed following subdued sales, stagnant business build-outs across target geographies and expenses pertaining to augmenting resource strength in key markets. The Company has proactively put forth levers towards an improved profitability over the coming quarters. The margins are expected to track the growth that will follow.

Update on managed services agreement

Landmark agreement for multi-year managed services contract is the fulcrum of growth ventures for the Company. Salient highlights are noted below;

- Implementation is apace on both phases of the project with live commissioning expected towards end 2017
 - Scope of activity to be expanded progressively
- Although SC ruling on Aadhar linkage has delayed the services revenue opportunity plans are afoot to drive rapid roll-out when launched
- Stand-off on payments for implementation services rendered to be settled soon

Intense Technologies stands at the forefront of digital enhancement of customer experience and has delivered solutions beyond the telecom vertical. The Company continues to focus towards targeting newer verticals of healthcare, retail, government, utilities amongst others. The UniServe platform has acquired multiple logos in the insurance and finance sector both within India and the Middle-East and today, has become a leader in the domestic marketplace.

Moreover, the Company's recent engagement on cloud with one of the leading non-banking financial company will also help tap higher revenue opportunity, while improving visibility across small and medium business verticals. The Company will be extending the cloud business model to high potential geographies of MEA, Europe and USA in the future ahead.

Strategy for growth

UniServe has been tried, tested and trusted by enterprises across industries. With key enablements the UniServe NXT solution is tailored to address the evolving requirements of enterprises. For businesses with a wide footprint the platform will enhance customer experience, optimise operational expenses and further help in exploring new business models and revenue streams. Decisive steps to expand the adoption of UniServe will cover:

- **Farming customers:** Increasing scope of customer engagement by building solutions to digitalise and automate customer interfacing process on demand

- **Geographic expansion:** Extending capabilities of the core platform to additional regions and territories where the customers or their associates are present
- **Targeting new verticals:** Building presence in verticals such as healthcare, retail, government and utility services in collaboration with system integrators with defined leadership in those verticals
- **Cloud launch:** Cloud offerings with underlying pay-per-use model to be used as a tool to achieve market penetration and enhance brand image

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

“As a company in growth phase our present results do not fully reflect the underlying strength in the business momentum built on the back of new customer wins and greater opportunities to cross-sell. Despite the broader market challenges, we oversaw the launch of UniServe NXT platform across high-potential geographies, laying the foundation for farming existing customers with bespoke, next-generation solutions. We continue to extend our strong domain knowledge in telecom and insurance/banking across healthcare, utilities and government verticals.

The business is poised to deliver sustained growth on the back of operationalization of existing agreements, a strong pipeline and opportunities in adjacent domains. With an augmented business development function the platform continues to reach out to newer geographies at an accelerated pace.

Outlook

With the roll-out of a well-defined action plan, UniServe and UniServe NXT offer a unique opportunity to realize sustained growth. Building on the leadership in the telecom and insurance verticals the Company is making inroads into chosen geographies and verticals. Having earned trust of its customers Intense has institutionalized the process of rolling out solutions for mission critical applications. Whereas the SaaS based approach will bring predictability to revenues the steady accretion to annuity income will support further expansion in margins with focus on high yield markets.

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 have customers in more than 35 countries and have established ourselves as formidable players in the domains that we operate. We help onboard more than 2.5 million customers every day; we send more than 200 million notifications in a day. Our solutions have been built for scale and have played a crucial role in enhancing customer experience across all our implementations. Intense Technologies has sales offices in Singapore, UAE, USA and UK.

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