

FY15 Revenues at Rs. 494.81 Mn from Rs. 467.92 Mn last year FY15 EBITDA at Rs. 95.68 Mn from Rs. 138.49 Mn last year

Hyderabad – May 30, 2015 – Intense Technologies today announces its financial results for the quarter and year ended March 31, 2015.

Rs. Mn	Q4 FY15	Q3 FY15	FY15	FY14
Revenues	166.31	111.87	494.81	467.92
EBITDA	39.66	14.12	95.68	138.49
PAT	31.35	5.15	66.57	112.48
EPS (Rs.)	1.63	0.27	3.45	5.83

FY15 Financial Perspectives

Revenues showing better traction in line with scale up in customer engagements. Whereas partner-driven sales continue to show improvement as the Company essays a more central role in the digital transformation domain, the direct sales channel is also building up steadily as planned in the International markets. In geographic terms, we are seeing good traction in MEA and European markets in the telecom vertical. We are steadily building a strong sales pipeline in the geographies we are operating. The Company's international business shows a healthy profile as client engagements iterate to multiple markets progressively.

Decline in EBITDA YoY tracked lower operating leverage on account of relatively steady revenue line as compared to last year. Margins saw impact from operationalisation of global engagements combined with on-boarding of senior resources to pursue growth opportunities as per plan. We have started 100% subsidiary in UAE to take care of Middle East and Africa Markets, 100% subsidiary in UK to take care of European Markets and 100% subsidiary in the United States for taking care of North and South America. The business remains primed for sustainable growth on the back of sales pipeline position and progressive build-up in contribution from its services profile.

The business remains well-capitalised to deliver against growth opportunities. Total Debt as on March 31, 2015 stood as nil whereas Networth position stood at Rs. 571.13 Mn. A singular focus on driving operating leverage is expected to translate into better earnings momentum which will position the Company strongly for improvement in its stakeholder value.

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

"The year gone by saw the Company tread a well-defined strategic arc in the digital transformation arena. Digitalization of customer centric processes is a key function of the Uniserve™ platform where we have established a new paradigm. We spent the year engaging deeper with our large customers who have witnessed platform benefits first-hand in terms of enhanced efficiencies and savings and strengthened levers for customer satisfaction.

I am pleased that we have taken steps towards driving the sustainability and scale of our operations. The global business development & consulting team was augmented as a consequence to better align the business to potential. Brand visibility was extended to newer regions as we edged into targeted geographies. Other initiatives taken during the year to address longer-term growth opportunities include our ongoing product innovation & development program and a multi-tier pricing model aligned to our growth agenda. I am confident that both these initiatives will yield optimum leverage going forward.

A steady stream of recognition and appreciation from industry peers, experts and some of our largest clients has reposed us with added confidence to grow the business more decisively. The outlook overall remains exciting, backed by a healthy sales pipeline, fundamentally-sound operations and a steadily improving macro-economic outlook in our select markets.”

Business Highlights

- Intense Technologies announced a multi-year, multi-country agreement with the procurement company of one of the world’s largest communication service provider for Uniserve™ Platform
 - Under this agreement, the global service provider can procure for any of its group companies spread across more than 20 countries, any of Intense Technologies solutions built on the Uniserve™ platform

Awards & Recognition

FY2015

- Gartner’s latest Customer Communication Management (CCM) report cited Intense Technologies as a “Notable Vendor”
 - Report indicates that Uniserve™ 360’s B2B analytics and interactive e-statements will give it a competitive edge over other CCM vendors
- Forrester, in collaboration with NASSCOM and Indian Software Product Industry Round Table, featured Intense Technologies in a report titled as “Hot Emerging Indian Business Technology Vendor to Watch in 2015”
 - The Company’s flagship product suite Uniserve™ described as a product, which automates and tracks customer-centric processes throughout the customer life cycle, allowing enterprises to immediately enhance their customer experience
- Intense Technologies’ products ‘Uniserve™ 360’ & ‘Uniserve™ CorpCare’ prominently featured on NASSCOM’s Product Excellence Matrix report, titled “Indian Enterprise Software Products – On Accelerated Growth Path”. In the Product Excellence Matrix,
 - ‘Uniserve™ 360’ falls under the exemplars; for its well-defined growth strategy and successful execution with compelling value proposition aligned to target market
 - ‘Uniserve™ CorpCare’ falls in Dark horses; due to its strong value proposition, differentiation, well-articulated growth strategy and possess high potential to achieve accelerated growth

Earlier

- Uniserve™ has been inducted by GE, into their global ‘World Class Platform’
- Has been the finalist at IBM Beacon Awards in the year 2011 and 2012
- Was featured in Deloitte Technology Fast 50 India 2013
- Received the ITsAP Best software product Award, in 2009 & 2013

About Intense Technologies

Intense Technologies is a transnational enterprise software products Company, enabling Digital Transformation of customer centric business processes. The Company's software products are designed for big Data Analytics. They are cloud-based and seamlessly integrate into the client's existing systems without the need to rip and replace existing hardware or software, leading to a rapid return on investment, with technology not being a hurdle.

Headquartered in Secunderabad, Intense Technologies serves customers in over 30 countries across 4 continents, with a 70% market share in Telecom domain in South Asia. With a leadership position in Telecom and Insurance sectors, Intense Technologies leverages its solid domain expertise, in-depth experience and innovative technological skills to deliver state-of-the-art product solutions to their expanding list of global and Indian customers and partners.

To expand its global reach, Intense Technologies has sales offices in Singapore, UAE, USA and UK. For more information, visit www.in10stech.com

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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.