

Q4 FY16 Revenues at Rs. 1,517.45 Lakh

Year of investments to penetrate global markets

Hyderabad–May 30, 2016 – Intense Technologies today announces its financial results for the quarter and financial year ended March 31, 2016.

Rs. Lakh	Q4 FY16	Q3 FY16	Q4 FY15
Revenues	1,517.45	1,724.71	1,663.09
EBITDA (incl. other income)	462.85	700.98	396.68
PAT	346.97	644.09	313.54
EPS (Rs.)	1.60	2.97	1.63

Q4 & FY16 Performance

In Q4, the company posted standalone revenue of Rs. 1,517.45 Lakhs with a PAT of Rs. 346.97 Lakhs. The consolidated performance represent investments made in Americas, Europe and MEA through subsidiaries and this should start yielding results in the next financial year. These investments are primarily in marketing initiatives, which have long selling cycles and depend on dynamic economic situation of customers.

Keeping in tune with the changing market dynamics, the company is working on multi-year SAAS (software as a service) based revenue models to achieve predictable revenues. Despite requiring upfront investments, this model will have sustained customer revenues over long term period.

On the operational front, the Uniserve platform continues to witness a string of healthy leads across key business verticals of Telecom and BFSI, while efforts towards further developing the Utilities, Public sector and Government verticals are making headway. The platform has gained acceptance as a key enabler to Fortune 500 enterprises, helping to seamlessly integrate processes by delivering unified and personalized customer-interaction through various channels. 70% of telecoms in India use Intense Technologies' UniServe platform, this is a testimony of the Company's domestic position in the telecom industry.

The UniServe platform enjoys a wide presence across the markets of South Asia, Africa, and Middle-east. In sync with the tactical approach, the platform is also witnessing a growing uptick in demand from Europe, where clients have generated significant savings through the Company's multi-channel approach.

The business imperative of establishing a digital transformation at the core of the operational model is now being widely appreciated by the corporate world and is now acknowledged as the key reason behind the expected growth of IT budgets by 3.3 percent in 2016, and expected staffing increases of 1.5 percent. Our global consumer facing teams, which are now more integrated and empowered, have been cross-selling offerings across targeted geographies and putting solid efforts to cross-pollinate business segments and capitalize on the many synergistic opportunities emerging from new geographies.

Business Overview

Enterprises worldwide are focusing on building business agility to proactively address digital disruptions and increasing customer expectations of seamless experience across digital channels.

Intense Technologies with its innovative, next generation automation platform called UniServe that helps enterprises digitally transform their customer centric business processes in shortest possible time without replacing their legacy systems. Today, the Company processes 25 billion USD worth client revenue data; helps on-board 1 million customers daily; and has a total 500 million subscriber base across telecom engagements.

The momentum is continuing to build as the potential for gains in business efficiency and cost savings for customers are substantially greater than that from any alternative IT strategy for upgrades of legacy set-ups. With robust data management and analytics capabilities, the platform can provide enterprises with 360 degree control over their customer interaction. Customer facing industries like Telecom and BFSI are witnessing visible gains in customer satisfaction scores and are building on their competitive advantage through UniServe.

Key Awards & Recognition of Intense Technologies

- Silicon India Magazine published Intense Technologies as “Company of the Year 2015” under the Enterprise Software category
- Received Technology Top 100 (TT100) award for excellence in the category of Management of Technology at Innovation Awards Program held in Pretoria, South Africa
- Mentioned in Gartner’s recent report on Customer Communications Management solutions
- 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
- Gartner’s latest Customer Communication Management (CCM) report cited Intense Technologies as a “Notable Vendor”
- 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”
- ‘UniServe™ 360’ & ‘UniServe™ CorpCare’ prominently featured on NASSCOM’s Product Excellence Matrix report - Indian Enterprise Software Products On Accelerated Growth Path

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

“Fiscal 2016 has been year of investments in mature markets which we strongly believe will yield promising results in the near future. The company is also working on launching new business models such SAAS on cloud, that has the potential to achieve predictable revenues.

As a product company, we realize the need to continuously invest in R&D for being ahead in the innovation curve. We are pleased to announce that our new platform UniServe NXT that helps enterprises in building business agility by digitalizing customer centric business processes in fastest possible time will be launched by second quarter of the financial year 2016-2017. This innovative platform that can radically reduce application development and deployment timelines’ will strengthen our position as thought leaders in the digital transformation domain. As we look ahead to greater prosperity, we believe successful deployments of our platform across targeted geographies and customer profiles will result in a robust operating performance, going forward.”

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 30 countries across 4 continents, with a 70% market share in Telecom in South Asia. Today, we process 25 billion USD worth client revenue data and have a 500 million subscriber base across our engagements.

TT100, one of Africa's foremost business awards programs, chose us as the leading Emerging Enterprise in the Management of Technology at Innovation Awards Program held in Pretoria in November 2015. Our solutions are featured prominently in "Indian Enterprise Software Products on Accelerated Growth Path", a research conducted by NASSCOM and FROST & SULLIVAN; Forrester prominently published us in their report titled "Hot Emerging Indian Business Technology Vendors to Watch in 2015"; We were mentioned as a notable vendor in Gartner's Magic Quadrant for customer communications management in their reports for 2014 and 2015 and got published as B2B & B2C collaboration technology vendor in Gartner report on Emerging Market Analysis: India's Top 10 Technology Trends and Drivers in 2014

BSE: 532326; ISIN: INE781A01025; Bloomberg: INTEC IN

For further information, please contact:

Jayant Dwarkanath / Madhukar Nayak
Intense Technologies Ltd.
Phone : 040 4455 8585
Email: jayant@intense.in/ fmn@intense.in

SiddharthRangnekar/ ShikhaKshirsagar
CDR, India
Phone : 022 6645 1209 / 43
Email: siddharth@cdr-india.com/
shikha@cdr-india.com

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.