

(Standalone)

Q2 FY2018

Growth in Revenue to Rs. 1,565 lakh reflects building momentum during FY18
EBITDA at Rs. 620 lakh captures YoY decline in operating expenses
Higher depreciation YoY reflects initial operationalisation of managed services agreement
Profit After Tax at Rs. 394 lakh aligned to revenue traction

- **Maintained** strong profile with enterprise solutions across Fortune 500 relations
- **Provided** leadership in telecom and insurance verticals; targeting adjacent verticals/geographies
- **Enhanced** operating flexibility of clients with deployment of tech-ahead, UniServe™ NXT platform
- **Assured** predictability of revenues under SaaS based approach
- **Drove** expense optimization initiatives to align business cost structure to tempo of growth

Hyderabad – December 13, 2017 – Intense Technologies announces its financial results for the quarter and half year ended September 30, 2017.

Financial Results (Standalone):

Rs. Lakh	Q2 FY18	Q1 FY18	Q2 FY17	H1 FY18	H1 FY17
Total Revenues	1,565.17	726.48	1,938.39	2,291.64	3,228.72
EBITDA (incl. other income)	619.54	(429.11)	716.67	190.42	942.78
Total Comprehensive income	394.00	(533.24)	602.25	(139.24)	737.22
EPS (Rs.)	1.85	(2.38)	2.72	(0.53)	3.33

Performance Review (Standalone)

Revenue momentum is gathering pace with growth in implementations. Annuity sales adding steady YoY contribution to the bottom line. Strategic focus on usage-based recognition of revenues has baked in visibility of performance in coming quarters. Enterprise nature of product/platform resulting in stretched delivery cycles, however expect to resume scheduled timeline for managed services contract.

The Company's outlook towards its annual growth remains positive, anchored by a healthy execution pipeline comprising of;

- Rolling forward of engagements with and Up-scaling opportunities under existing relationships
- Forays into Americas and building on presence in telecom vertical in EU market
- Acceleration in managed services contract

Traction in annuity-based revenue from existing customers remains healthy; targeted annuity revenues expected to cover Company's operational expenses from next fiscal onwards.

The Company continues to work towards its cost optimization program towards reducing operational expenses, with an aim to improve profitability over the coming quarters. The margins are expected to track the growth that will follow.

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

"We have reported a steady performance during the first half of the fiscal as long lead-time cycle along with GST-related challenges impeded business momentum. With vigour in existing relationships the business continues to capture cross-selling opportunities throughout our client roster.

As the product iterates into the future through a new platform, Uniserve NXT we are both proud and excited about the possibilities that it will entail for assured growth. Staying ahead of the technology curve and given our strong anchoring in key domains there is renewed confidence in building the business to greater heights.

Our efforts in recent times have been focused on driving operational leverage and imparting flexibility to cost structures in order to reflect the overall momentum. I am pleased with these initiatives and remain assured of a better quality of growth 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 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.



Intense Technologies Limited

A1, Vikrampuri, Secunderabad - 500 009.

Telangana, India

T : +91 40 44558585 F : +91 40 27819040

E : info@in10stech.com CIN - L30007TG1990PLC011510

Our Global Offices : Dubai | Florida | London | Singapore

NSE: INTENTECH; 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

Siddharth Rangnekar / Shikha Kshirsagar
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.



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