

9<sup>th</sup> November, 2016  
Ref.: ITL/BSE/ 2016-17

**To**  
**The Manager,**  
**Listing Department**  
**Bombay Stock Exchange Limited**  
**Phiroze Jeejeebhoy Towers**  
**Dalal Street, Fort**  
**Mumbai – 400001.**

Dear Sir,

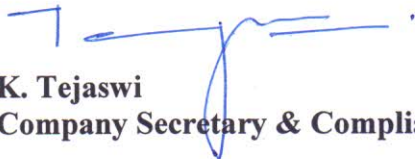
**Sub: Intense Technologies Limited – Press Release– reg.,**  
**Ref: BSE Scrip code: 532326.**

We are enclosing the copy of the Press Release titled “Delivers Solid Q2 Performance; Net Profits up 236% on Revenue growth of 177%”. This is for your information and records.

Kindly take the same on record.

Yours faithfully,

**For Intense Technologies Limited**



**K. Tejaswi**  
**Company Secretary & Compliance Officer**



Encl: as above

## Delivers solid Q2 performance; Net Profits up 236% on Revenue growth of 177%

### **Sets new financial milestone; builds in visibility of growth**

- Organic growth in existing relationships

### **Year of accolades and strategic achievements**

- Forays into North America with maiden implementation of UniServe platform for billing accuracy, reporting and analytics
- Won the iCMG 2016 architecture award in the Future IT category

### **Business in scale-up mode, UniServe established as defacto digitalisation platform for major telecoms**

- Intra and inter industry expansion to bring growth

**Hyderabad – November 09, 2016** – Intense Technologies announces its financial results for the second quarter and half-year ended September 30, 2016.

Rs. Lakh	Q2 FY17	Q2 FY16	H1 FY17	H1 FY16
<b>Revenues</b>	<b>1,938.39</b>	700.14	3,228.72	1,306.55
<b>EBITDA (incl. other income)</b>	<b>702.60</b>	(398.34)	901.11	(878.08)
<b>PAT</b>	<b>602.25</b>	(442.56)	737.21	(970.61)
<b>EPS (Rs.)</b>	<b>2.78</b>	(2.20)	3.40	(4.83)

### Q2 FY17 Performance

In Q2 FY17, Total Revenues stood at Rs. 1,938.39 Lakh, registering a growth of 176.86% on Y-o-Y basis. EBITDA stood strong at Rs. 702.60 Lakh, higher by 276.38% on Y-o-Y basis. Correspondingly, PAT was at Rs. 602.24 Lakh, translating into an EPS of Rs. 2.78. Healthy progress registered across operational agendas and key financial parameters.

Digitisation of customer centric processes allows clients to achieve marked efficiencies while driving up user satisfaction scores. The evolution of UniServe platform and technologies seeks to assimilate future trends like IoT, big data analytics, app-based economics to deliver trustworthy mission critical solutions. The Company is making giant strides in extending the UniServe offerings beyond its traditional leadership markets to target newer growth opportunities within telecom and BFSI.

Strategic initiatives are building further momentum into earnings. The year saw the Company strengthening its approach towards improving scalability through the SAAS (software as a service) model approach and strategic account focus for organic growth from existing relationships. Building this momentum, the Company witnessed an outstanding year in terms of leads and order inflows marked by



a string of achievements such as a multi-year landmark deal of \$25 million with a leading communication service provider, establishing presence in North America through America's largest privately-held wireless provider, digitising various aspects of customer centric processes for the world's largest start-up amongst others.

The Company continues to take concerted steps towards extending the dominance of the UniServe platform beyond domains and geographies.

### Key Quarterly Updates

- 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](#))

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

*"We take great pride in reporting a strong quarterly performance. The robust growth emanates from an accelerated adoption of our smart enterprise platform –UniServe across key client accounts; the innovative thinking of our research and development team that keeps us firmly on top of cutting edge technologies, coupled with domain expertise in uniquely customer centric industries such as Telecom and BFSI.*

*Digital transformation of customer centric processes has become a necessity to survive this competitive world of mobile and internet. As enablers of technology we extend our revolutionary platform -UniServe to leading businesses in India and world-wide, with a view to promote ease of customer transactions while facilitating a seamless line of communication with their customers.*

*The hallmark of our model is our ability to understand complex problems from the point of digital business agility and then efficiently bring in and implement mission-critical solutions across a large enterprise- wide scale. Strategic steps undertaken by us, such as SAAS based implementation and CTN based revenue recognition are giving us assurance of growth beyond the immediate time frames; thereby giving a strong fillip to the scalability of our operation. The cordial partnerships that Intense Technologies enjoys with system integrators essay an important role in our growth trajectory and complement efforts to drive business development under our own banner.*

*In today's competitive business world, it has become imperative for companies to fast track their decisions, and the execution has to be even faster to win against competition. From strategy making to operations, business agility acts as the mantra for success. In sync with this enterprises now require platforms that digitalise of all existing operations. But with all their legacy systems in place, it is a huge challenge. Our UniServe NXT platform will help solving this major problem and will further augment the gains we have recorded thus far and result in continuing solid performance."*



## 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 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

## Intense Technologies' Recent Achievements

- Signed, Multi-year, Managed Service Agreement of \$25 million with a leading Indian communication service provider
- Used by the world's largest start-up with an investment of 20 billion USD and recording 16 million daily on-boarding transactions for digitising various aspects of customer centric processes
- Got our maiden customer in North America in July 2016, with a large telecom service provider choosing our platform for reports and analytics
- Won the prestigious Da Vinci TT100 business innovation award
- Won the iCMG 2016 architecture award in the Future IT (Emerging Technologies) category for our UniServe NXT platform
- Gartner and Forrester, two of the world's leading research agencies have mentioned Intense Technologies in their latest reports of magic quadrant and wave reports on customer communications respectively

## 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.

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

## For further information, please contact:

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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.