



(Standalone)

Q3 FY2018

Revenues stood at Rs. 975.1 lakh

New customer acquisition - cloud initiative engagement with a leading global Satellite Communications Company

Reduced cost footprint

- **Enhanced customer experience** for Fortune 500s through enterprise software products
- **Strong leadership position** – Over 70% market share in the Indian telecom industry
- **Innovation-led approach** – UniServe™ NXT platform building new digital ecosystems
- **Cloud initiative**- Cloud-based platform integrates with client’s existing systems without rip and replacement
- **Assured revenues** – Existing customers continue to engage deeply with us

Hyderabad – February 15, 2018 – Intense Technologies announced its financial results for the quarter and nine months ended December 31, 2017.

Financial Results (Standalone):

Rs. Lakh	Q3 FY18	Q2 FY18	Q3 FY17	9M FY18	9M FY17
Total Revenues(incl. other income)	975.1	1,565.2	1,097.4	3,266.8	3,876.1
EBITDA (incl. other income)	(11.3)	619.5	(47.4)	179.2	438.2
Net Income	(117.2)	415.7	(254.9)	(234.7)	88.6
Diluted EPS (Rs.)	(0.53)	1.85	(1.17)	(1.06)	0.40

Performance Review (Standalone)

The trend in revenue highlights long lead times for new implementations along with deferment in offtake under the managed services agreement. The available business continues to build out strongly across enterprises within the select domains supported by advanced functionalities that are getting built out through our UniServe and UniServe NXT platforms.

With initiatives at hand to optimise costs the business has reported improving trend in margins, resulting in lowering of losses realised. Annuity income earned during the period is expected to get normalised across the year as per prudential norms and is therefore not reflected entirely during the quarter when it was realised.

Overall, the Company remains positive around its annual growth supported by a very healthy order book. The scaling up of operations in the international markets will see the fruition of business strategy in a significant manner in the years ahead. The Company has proactively put forth levers towards an improved profitability trajectory over the coming quarters where 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,

“A key trend underlining the reported performance in the quarter is the continuing momentum from existing relationships, including healthy contribution to services revenues. While our engagement in the telecom domain is robust we are building on the headway available to us in domains like BFSI on cloud. The model is scaling up together with our expanded presence across the globe as intended.

I would also like to share that Q3 witnessed on-boarding of a large global satellite communications company under cloud initiatives and is likely to build out well.

We have been broad-basing our revenue profile beyond the license and platform fees to cover additional avenues including annuities towards maintenance services and build out of incremental modules on the UniServe platform. Our SaaS based approach is driving in steady sustainability of revenues even as we move towards the next level of engagement through managed services which will follow an accelerated rate of accretion.

The outlook will be shaped by deployment in additional geographies where we have overarching agreements in place with existing customers. Additional comfort by way of healthy roster of new engagements is also scaling up well. We see the annuities balancing out the fixed costs over the coming couple of quarters thereby putting in place a stronger base for rapid growth.

Finally I would like to mention that our interphase with the managed services customer for the early resolution of phase 1 revenues looks likely and should additionally support the performance as that engagement takes off.”

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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