

Ref: ITL/SE/2023-24/13

Date: May 31, 2023

To,

The Manager,
Corporate Relation Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400001.

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor; Plot No. C/1
G Block, Bandra Kurla Complex, Bandra (East),
Mumbai – 400051

BSE Scrip Code: 532326

Symbol: NSE – INTENTECH;

Sub: Press Release – Financial Results for the quarter and year ended March 31, 2023

Dear Sir / Madam,

Please find enclosed a copy of the press release with regards to the Audited Financial Results of the Company for the quarter and year ended March 31, 2023.

A copy of the same will also be uploaded on the Company's website www.in10stech.com

Kindly take the same on record and display the same on the website of your exchange.

Thanking you,

Yours Faithfully,

For **Intense Technologies Limited**

Pratyusha Podugu

Company Secretary and Compliance Officer



Intense Technologies Announces Q4 and FY 23 Results

Witnessing Substantial Growth in Consolidated Revenues QoQ

Hyderabad – May 30, 2023 – Intense Technologies announced financial results for the quarter and year ended March 31, 2023. The company has been paying dividends consecutively for the last four years.

Annuity engagements

- Strengthened our relationships with existing customers in Telecom, Banking and Insurance and the Government vertical.
 - Ensured business continuity on mission critical projects.
- Witnessed notable success in Banking and Financial Services and Insurance, where we are gaining recognition as the preferred partner for technology and digital engagement services.
- Long-term investments in capability building across business development, sales, delivery, and technology innovation; thereby strengthening the base and supporting a healthy pipeline, across geographies.
- Created and sustained ecosystem of Global System Integrators (GSI), Original Equipment Manufacturer (OEM) alliance partnerships to influence and run larger transformational deals.
- The strategic, 'Managed Services' engagements are on track and yielding good returns.

Investments in Future Growth

- We are a dynamic and innovative product and tech enabled services company, with valuable IP assets in Data Management, Enterprise Communications, MarTech, and BPM.
 - The Company has made significant strategic investments in cutting-edge growth engines such as blockchain, cloud, AI, data management and low-code technologies for future growth.
 - We have increased our product and service offerings with cloud solutions, marketing automation platforms, and chatbot integration to further penetrate wider markets.
 - There has been a significant uptick in the adoption of the Company's tech-enabled services, its industry-led IP solutions have garnered strong

resonance with customers, and the team remains dedicated to further developing and scaling these solutions.

- We have made significant investments in building a focused sales team for taking on large digital transformation projects in the Government, Public Sector and Private sector. In FY 2023, the company is actively pursuing BOT (build, operate, transfer) models, custom development, and leveraging managed IT infrastructure services on the cloud.
- The Company's future-ready sales and delivery operating model, focused account segmentation, and managed engagement process drive exceptional service, positioning us for sustained growth and success.
- The company has made significant investments in AWS-based SAAS (Software as a Service) and AWS-based cloud consulting models, with a strategic focus on tapping into the major SMB (Small and Medium-sized Business) market through cloud solutions.

Corporate highlights

- **We have invested in building globally acceptable IP assets; we have 21 IP assets copyrighted with huge revenue potential, 19 trademarks and 4 patents filed.**
- Intense Technologies achieves Leader Position in Quadrant Knowledge Solutions' 2023 SPARK Matrix for Customer Communications Management. This recognition follows the previous year where we were positioned in the 2022 SPARK Matrix for Customer Communication Management by Quadrant Knowledge Solutions.
- Intense Technologies positioned amongst AnyPrem Customer Communications Management (CCM) Software Leaders for Telecom, Insurance, Public Sector and Utilities verticals in the 2022Aspire CCM-CXM Leaderboard™.
- Additionally, Intense Technologies has been recognized as a Leader in two other segments Vendor Hosted SAAS CCM and Communications Experience Platform (CXP) for the Utilities and Telecom verticals in the same report.
- **UniServe™ NXT Digital Suite rated the best, ranked Number One in Gartner Peer Insights 2022 by customers securing a 4.7 Rating out of 5.**

Performance Review

In the year gone by, we prioritized investments for future growth. We made significant investments in our people and technologies like blockchain, AI, and cloud. While these investments have temporarily impacted on our costs and resulted in a decline in profitability, we remain confident in their long-term potential. These strategic investments will yield positive outcomes and position us for success in the coming year.

Financial Results (Standalone):

	Rs. in Lakhs			
Particulars	FY 2022-23 Q4	FY 2022-23 Q3	FY 2022-23 Annual	FY 2021-22 Annual
Total Revenue (Incl. other Income)	3,122.30	1,945.13	8,731.39	8,091.48
EBITDA (Incl. other Income)	277.65	322.80	1,405.67	2,217.43
Net Profit after Tax	218.60	202.77	952.95	1,564.02
Basic EPS (₹)	0.93	0.90	4.06	6.96

Financial Results (Consolidated):

	Rs. in Lakhs			
Particulars	FY 2022-23 Q4	FY 2022-23 Q3	FY 2022-23 Annual	FY 2021-22 Annual
Total Revenue (Incl. other Income)	3,386.19	2,115.02	9,183.62	8,395.70
EBITDA (Incl. other Income)	548.81	465.57	1,863.05	2,569.35
Net Profit after Tax	455.19	345.25	1,374.89	1,907.16
Basic EPS (₹)	1.94	1.54	5.86	8.49

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

“Our performance during FY23 has been a period of consolidation and transformation, and I believe we are standing at the threshold of newer opportunities. We see huge scope for our IP enabled services with a strong focus in cloud. We have partnered with hyperscalers like AWS, Oracle, IBM to be a preferred partner to customers seeking to use cloud capabilities.

Additionally, we are focused on government vertical for digital transformation of large projects.

While we have not been immune to the impact of 'The Great Resignation' we have made necessary adjustments by significantly increasing wages to retain and attract exceptional talent. We have strengthened our internal processes, invested strongly in our people, leadership, and technology innovation to accelerate growth, which has further added to our cost structure. The company has delivered significantly large projects successfully and is well placed financially to take up large projects.

I am confident that our investments made in FY 23 will pay off and we'll see significant growth YOY in both our top line and bottom line.

The year gone by has also seen new leadership hiring with Nitin Sarda joining the company as our CFO. Prior to Intense, Nitin worked with Ernst & Young, GeneSys Biologics, and Wafi Group, UAE. A results-oriented finance professional, he comes to us with extensive and rich global experience in shareholder value creation, corporate governance, business partnering, mergers and acquisitions, and more.

We express our deepest gratitude to our outgoing CFO, Madhukar Nayak, for his immensely successful 25-year career with Intense. Although retiring from his current role, Nayak will remain an esteemed member of our Advisory Board as a Consultant.

Our new organization structure is designed to deliver value to all our stakeholders, employees, and customers. As I look ahead, I am optimistic of the opportunity ahead of us. We thank all the stakeholders – customers, partners, employees, financial institutions, and banks for their immense faith in the company.

Lastly, the Management will be engaged regularly with investor calls starting with one on June 1, 2023, as part of our commitment to open communication.

Thank you all for your continued support.

About Intense Technologies

Intense Technologies Limited is a global enterprise software products and services 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 across 4 continents 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 500 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.

NSE: INTENTECH; 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.