

Ref: ITL/SE/2023-24/22

Date: July 26, 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

Scrip Code: 532326

Symbol: INTENTECH;

Sub: Press Release - Un-audited Financial Results for the quarter ended June 30, 2023

Dear Sir / Madam,

Please find enclosed a copy of the press release with regards to the Un-audited Financial Results of the Company for the quarter ended June 30, 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 Ltd

**Witnessing growth in consolidated revenues by 38.76% YoY
Enhanced solutioning to key clients underlines sustained profitability
trend, PBT grows 105.25% YoY**

Improved market play with end-to-end communication solutions capability, backed by cutting edge innovation in data and cloud technologies

Hyderabad – July 26, 2023: Intense Technologies announced its first quarter financial results ended June 30, 2023

Financial Results (Consolidated):

Rs. Lakh	Q1 FY24	Q1FY23	Q4 FY23
Total Revenues (incl. other income)	2394.74	1725.86	3386.19
Profit before tax	408.79	199.19	497.70
Net Profit after tax	318.03	131.06	455.19
Basic EPS (Rs.)	1.36	0.58	1.94

Performance Review (Consolidated):

The company has shown consistent growth YoY, given that customers are expanding their scope of engagement. The capabilities built over the past years by Intense, including those around customer communication management and data management, are aligned closely with key asks of large enterprises. Intense's market-leading capabilities in data, low code, AI, and automation, puts the company indispensably inside the clients' ecosystem. In several instances the company has emerged as a critical partner for its customers. The key attributes of growth include:

- Growth in existing accounts
- Progress in Government Managed Services
- Expansion in Data Services footprint
- Enhanced sales in other revenue streams

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

As we embark on the journey of establishing ourselves as a tech-enabled services organization, we are leveraging the substantial intellectual property (IP) that we have diligently cultivated over the past few decades. This strategic move opens a plethora of new avenues to upsell and cross-sell our innovative solutions to existing and potential customers.

Our commitment to investing in the future and fostering a culture of innovation empowers us to stay ahead of the curve. The strategic shift positions us as a trusted and agile partner, capable of delivering tailored, tech-enabled services that align perfectly with the rapidly evolving demands of the market. By dedicating resources to research and development, and forming strategic partnerships, we are confident in our ability to drive sustained growth and build enduring relationships with our valued clients.

Commenting on the performance during the period under review, Anil Kumar, Chief Operating Officer, Intense Technologies, said

This year, we made several investments, and added new capabilities to support future growth. Our recent “Project Butterfly” aims to drive diverse revenue streams while investing in the future. We’re dedicated to long-term growth, with focused teams in data services, cloud services, SaaS products, and Government Managed Services. Our complete communications offering now comes with transmission services, positioning us as the preferred vendor for banks and insurance companies.

We continue to invest in our cloud and AI capabilities as cloud-based business models and AI increasingly become the norm. With technology being a key driver, we continue to invest in talent so we can deliver cutting-edge solutions that our customers expect from us.

Our Q1 results show positive impact, and we’re confident of continued growth ahead. As we continue our journey, innovation, and customer-centricity will remain the pillars to create value for our stakeholders.

Business perspectives:

The company’s revenue model relies on diversified revenue streams, catering to clients across multiple industries and markets. Given its emphasis on driving recurring revenue, such as annuity-based contracts and subscription-based services, the company is driving a more predictable and de-risked revenue model. Concurrently, in line with its objective of delivering a profitable scale-up of its annuity business the company is engaged in streamlining its cost structures operationally.

Intense Technologies is positioned favorably for growth on the back of its:

- Domain expertise in telecom, BFSI, utility and government services
- IP assets in Data Management, Enterprise Communications, MarTech, and Business Process Management that can be gainfully deployed
- Ability to build innovative, industry-first solutions
- Vast combined opportunity in customer data management and marketing/productivity solutions, across multiple verticals

- With a dominant market share exceeding 70% in the private banking sector in India, and over 60% in the insurance domain, the company continues to be a trusted partner in the industry.

The company has classified its client relationships into ‘annuity engagements’ and ‘growth engagements’ to better reflect its business objectives:

Annuity Engagements:

- Positioned as preferred partner for technology and digital engagement services to insurance companies, within BFSI. Core assurance around business continuity for mission-critical projects has underlined deeper engagement and notable success
- Pursuing projects in the Government vertical. Scalability of revenue and consistency of payment being the defining feature of these projects
- Pursuing large digital transformation projects using both BOT (build, operate and transfer), and custom development approaches and leveraging managed IT infrastructure services in the cloud
- The company continues to invest in capability development across BizDev, Sales, Delivery, and Innovation to drive a healthy pipeline

Growth Engagements:

- Pursuing tactical opportunities across verticals and clients as tech-enabled services
 - Projects centered around deployment of AI, Cloud, and Big Data
- Digital customer engagement includes a last-mile transmission component for enabling seamless customer interactions

Corporate highlights:

- Intense Technologies achieves Leader Position in [2023 SPARK Matrix for Customer Communications Management](#) by Quadrant Knowledge Solutions.
- Revolutionizing Customer Communication Management (CCM) with In10s – [joint webinar](#) by Quadrant Knowledge Solutions & Intense.
- 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.
- Intense Technologies positioned in the [2022 SPARK Matrix for Customer Communication Management](#) by Quadrant Knowledge Solutions.
- UniServe™ NXT Digital Suite rated amongst the best [in Gartner Peer Insights 2022](#) by customers securing a 4.7 Rating out of 5.

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:

Jayant Dwarkanath / Nitin Sarda

Intense Technologies Ltd.

Phone: 040 4455 8585

Email: jayant@intense.in /
nitin.sarda@intense.in

Siddharth Rangnekar/Richa Singh

CDR, India

Phone: 022 6645 1209

Email: siddharth@cdr-india.com /
richa@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.