

Intense Technologies announces Q2 & H1 FY16 results

Hyderabad – November 16, 2015

Operational & Financial Perspectives

Revenue performance in H1 was underpinned by the enterprise nature of the business, which has translated into longer lead times for sales cycles to close. Margins meanwhile, continue to capture the combined impact of drawn-out sales cycles and expenditure incurred towards building business capabilities on a global basis.

Going forward, the Company remains positive on augmenting growth backed by the solid value proposition of the uniserve platform, the world-class technical/domain expertise of its product development team and its experience in shepherding large-scale enterprise deployments. The Company has order book of 11.59 Crore as on date.

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

“Throughout FY16 we have maintained strategic direction by pursuing growth opportunities in global markets. Banking on our robust domestic foundation we have focussed on augmenting our on-the-field capabilities overseas, in order to better target growth in key geographies.

uniserve has a highly modular architecture that can lend itself to the requirements of any customer-oriented industry. Moreover being world-enabled, it can be seamlessly deployed across multiple home markets of the enterprise customer. Through each successful deployment across Telecom, BFSI, Healthcare and Utilities verticals, the platform is establishing itself as a domain leader and has demonstrated rapid scale-up both enterprise and business wide, under our Galaxy accounts development initiative.

We are leveraging domain know-how in the Telecom industry to build powerful, yet highly nimble applications to push for even better process efficiency and customer satisfaction parameters. Large enterprises are increasingly relying on us to boost business agility through digital transformation of their customer centric processes in the fastest manner possible. Concurrently steps have been taken to enhance contribution by way of higher proportion of growth-based contracts in our revenue mix. We have seen a comfortable uptake for this model and are confident of seeding a robust business funnel, going forward with this approach.

As a Company we remain excited about our chosen verticals and have made strong headway in servicing requirements of the BFSI sector as well. As our business gains stature through multiple strategic initiatives as outlined above, operating leverage benefits will kick in. We believe at that point in time, the transformative potential of digitalisation will be truly captured by our earnings performance.”

Awards & Recognition

- Forrester, in collaboration with NASSCOM and Indian Software Product Industry Round Table, featured Intense Technologies in a report titled, “Hot Emerging Indian Business Technology Vendor to Watch in the year 2015”
- Gartner’s Customer Communication Management (CCM) report cited Intense Technologies as a “Notable Vendor” in the year 2014

- 'Uniserve™ 360' & 'Uniserve™ CorpCare' prominently featured on NASSCOM's Product Excellence Matrix report - Indian Enterprise Software Products On Accelerated Growth Path in the year 2014
- Featured in Deloitte Technology Fast 50 India in the year 2013
- Received the ITsAP Best software product Award - 2 years in a row
- Finalist at IBM Beacon Awards - 2 years in a row

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 30 countries across 4 continents, with a 70% market share in Telecom and market leadership in Insurance, in South Asia. Today, we process 25 billion USD worth client revenue data and have a 500 million subscriber base across our engagements.

To expand its global reach, Intense Technologies has sales offices in Singapore, UAE, USA and UK. For more information, visit www.in10stech.com

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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.