

Ref: ITL/SE/2022-23/36

Date: November 14, 2022

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: Investor Presentation for the Quarter/Half Year ended September 30, 2022

Dear Sir / Madam,

Pursuant to Regulation 30 and other respective regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing the copy of Investor Presentation of the Company.

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

Thanking you,

Yours Faithfully,

For **Intense Technologies Limited**

SAHELI
BANERJEE

Digitally signed by
SAHELI BANERJEE
Date: 2022.11.14
11:57:16 +05'30'

Saheli Banerjee

Company Secretary and Compliance Officer



Consolidated performance maintains robust traction

- Revenue CAGR at 16.62% (Half Year Ended)
- EBITDA CAGR at 9.81% (Half Year Ended)
- PAT CAGR at 8.78% (Half Year Ended)

**HY 23 Consolidated Revenues at Rs. 3682.41 Lakh
EBITDA at Rs. 848.67 Lakh and EBITDA margins at 23.04%
PAT at Rs. 574.45 Lakh with 15.60% PAT Margin and EPS of Rs.
2.56 per share**

**HY23 Standalone Revenues at Rs. 3663.96 Lakh, EBITDA at Rs.
805.23 Lakh with EBITDA margins at 21.98%**

Accelerated demand for digital solutions resulting in a significant growth ratio

Hyderabad – November 14, 2022 – Intense Technologies Limited announced financial results for the quarter and half year ended 30th September 2022.

Annuity engagements

- Deeper engagement and notable success in Banking and Financial Services and Insurance where we are growing our eminence as the preferred partner for technology, and digital engagement services
- Invested in frontline sales to deepen client relationships and better understand the unique local challenges
- Our strategic Managed Services engagements are on track and yielding good returns
- Deep strategic partnerships with System Integrators and technology partners, increasing our focus on large deals and global markets
- A comprehensive and integrated suite of Business solutions powered by leading-edge technologies like Data & AI, Engineering, and R&D

Growth engagements

- Pre-configured Industry centric IP solutions to simplify the adoption of our platform
- Pre-built solutions like digital customer engagement, data virtualization, and many other custom applications help in enhancing our value proposition to our customers
- Mission-critical citizen services for large democracy gaining critical momentum
- New deals in insurance and banking sectors underline market share gains
- A cloud ecosystem offering these services on-demand and at scale is strategically important to us

- Driving a future-ready sales and delivery operating model with focused account segmentation, and clear sales roles that enable us to win and service our customers effectively
- Focused on building long-term relationships with customers and tightly aligned visions through a managed engagement process
- Cloud-based AI/ML capabilities and automation models to encourage innovation at scale

Corporate highlights

- Our platform coupled with Cloud, AI, data analytics, significantly accelerates the speed at which developers from all backgrounds, from highly skilled coders to professionals expanding their roles, can build and deploy apps.
- Application development capabilities, drag and drop UX, configurable API engine, BPM, forms and analytics enable enterprises to meet their rapidly changing objectives are well-appreciated.
- Intense Technologies Limited positioned amongst AnyPrem Customer Communications Management (CCM) Software Leaders for Telecom, Insurance, Public Sector and Utilities verticals in the 2022 Aspire CCM-CXM Leaderboard™.
- Additionally, Intense Technologies has also 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.
- Recognized in the 2022 SPARK Matrix for Customer Communication Management by Quadrant Knowledge Solutions.
- UniServe NXT Digital Suite ranked No. 2 globally by customers amongst featured CCM vendors, in the Gartner Peer Insights 2021
- Awarded the “Best Innovative Company of the year” award from World Innovation Congress, 2021
- Received the “Best Employer Brand Award” from World HRD Congress, 2021
- Awarded the “Best SME with Global Footprint” award 2021 from Ministry of Commerce and Industry, Government of India.

Financial Results (Standalone):

Rs. Lakh	Q2 FY22	Q2 FY21	HY 22	HY21	FY22
Total Revenues (incl. other income)	2,121.82	1,673.53	3,663.96	3,014.73	8,091.48
EBITDA (incl. other income)	602.05	394.54	805.23	597.87	2,217.43
Net Profit	434.10	262.63	531.59	354.22	1,564.02
Basic EPS (Rs.)	1.93	1.17	2.37	1.58	6.96

Performance Review (Standalone)

Total Standalone revenue for half year ended 30th September 2022 was Rs.3,663.96 lakhs (previous period Rs.3,014.73 lakhs) increase by 21.53%; EBITDA stood at Rs.805.23 lakhs (previous period Rs.597.87 lakhs) increased by 34.68%; Net Profit was Rs.531.50 lakhs (previous period Rs.354.22 lakhs) an 50.04%. EPS was Rs.2.37

New business wins, growing partnerships, and improved wallet share amongst existing enterprise customers have translated to consistency in revenues and profitability streams. Accelerating our transformation journey, we achieved notable success in Banking and Financial Services and Insurance. Our continuous engagement to enhance citizen services ensures predictable services revenue.

Financial Results (Consolidated):

Rs. Lakh	Q2 FY22	Q2 FY21	Q2 HY22	Q2 HY22	FY22
Total Revenues (incl. other income)	2,116.81	1,733.41	3,682.41	3,157.49	8,395.70
EBITDA (incl. other income)	611.56	469.32	848.67	772.83	2,569.35
Net Profit	443.39	337.36	574.45	528.08	1,907.16
Basic EPS (Rs.)	1.97	1.50	2.56	2.35	8.49

Performance Review (Consolidated)

Total Consolidated revenue for half year ended 30th September 2022 was Rs.3,682.41 lakhs (previous period Rs.3,157.49 lakhs) increase by 16.62%; EBITDA stood at Rs.848.67 lakhs (previous period Rs.772.83 lakhs) increased by 9.81%; Net Profit was Rs.574.45 lakhs (previous period Rs.528.08 lakhs) an 8.78%. EPS was Rs.2.56

Robust performance during the fiscal was underlined by successful implementations with marque customers and improved engagement with system integrators cross-border. With attractive implementations in advanced markets, the pricing model is auto-scaling while retaining a higher share of annuity upsides. The company was able to show a strong increment in profitability YoY on the back of growing engagement with SIs, involvement in digital citizen services projects, and continued customer engagement. Our simplified operating model and integration of consulting and technology practices strengthen our ability to deliver such digital customer engagement solutions effectively and at scale.

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

“The performance and growth outlook continues to demonstrate our strategic focus and the strength of our digital offerings. Today, the market opportunities are significantly increasing as enterprises across the globe accelerate their digital journeys and we continue our sustained investments in expanding capabilities that have uniquely positioned us to continue serving our clients. We have invested significantly in acquiring new capabilities for our products. Cloud is at the core of most transformation initiatives and we will continue our investments— in strategic growth areas such as data, AI, and our engineering business.

Our performance during the past year captures new business wins and deeper engagements within BFSI while developing long-term client relationships around domain-specific operational projects and scaling them out over time. The Banking and Financial Services is one such example where we are growing our eminence as the preferred partner for consulting, technology, and digital transformation services. We expect technology investments to only grow in the coming years, as businesses continue to turn to cloud-based technologies and digital solutions to empower the global workforce.

We are driving deep strategic partnerships with System Integrators, and increasing our focus on large deals and global markets. Our record large deal wins stand testimony to the products and services capabilities we offer for our global clients.

As Intense completes thirty-two remarkable years, its continuing success and global impact are a testament to the vision of the leaders who have shaped the company.”

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 serve customers across 4 continents and 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.

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.