

Q3 FY16 Revenues at Rs.1,724.71 Lakh with a bottom line of Rs.644.09 Lakh

- **UniServe Platform at the vanguard of the digital transformation wave**
- **Showing robust traction across Telecom and BFSI industries**

Hyderabad – February 12, 2016 – Intense Technologies today announces its financial results for the quarter and nine-months ended December 31, 2015.

Rs. Lakh	Q3 FY16	Q2 FY16	Q3 FY15
Revenues	1,724.71	700.14	1,118.62
EBITDA (incl. other income)	700.98	(398.34)	139.04
PAT	644.09	(442.56)	51.46
EPS (Rs.)	2.97	(2.20)	0.27

Q3 & 9M FY16 Performance

Q3 saw a strong 146% increase in revenues on a Q-o-Q basis. We are seeing increased traction for our solutions in Europe, MEA and Americas markets. UniServe platform's compelling value of helping large organizations to improve revenues and enhance customer experience is the primary reason of increased traction in the markets. Recent mention of UniServe in Gartner's magic quadrant for customer communications is an indication of its growing reputation in international markets.

The business-critical nature of our business is incumbent with risks of long selling cycles and unpredictable quarter on quarter revenues. This has resulted in slower growth in the 9 month period. The Company has put in place multiple levers to on-board newer enterprise engagements; this will be on the back of demonstrated enhancements to cost and time with each successive deployment of the UniServe platform and initiatives to grow in further technical and consulting competencies within the Telecom domain. Work is also apace towards developing the BFSI, Utilities and Government verticals further.

The long term growth outlook remains healthy with an order book of Rs.16.35 crore for the period. The funnel of large enterprise leads continues to be promising and is expected to progressively augment the business growth.

Business Overview

Enterprises worldwide are focusing on building business agility to proactively address digital disruptions and increasing customer expectations of seamless experience across digital channels.

We have an innovative, next generation automation platform called UniServe that helps enterprises to digitally transform their customer centric business processes in shortest possible time without replacing their legacy systems. Today, we process 25 billion USD worth client revenue data; help onboard 1 million customers daily; and have a 500 million subscriber base across our engagements.

The momentum is continuing to build as the potential for gains in business efficiency and cost savings for customers are substantially greater than that from any alternative IT strategy for upgrades of legacy set-ups. With robust data management and analytics capabilities, the platform can provide enterprises with 360^o control over their customer interaction. Customer facing industries like Telecom and BFSI are witnessing visible gains in customer satisfaction scores and are building on their competitive advantage through UniServe.

The Company's business capabilities and its UniServe platform frequently enjoy top industry recognition and appreciation. Few acknowledgments during the quarter are enlisted below,

- Silicon India Magazine published Intense Technologies as "Company of the Year 2015" under the Enterprise Software category
- Received Technology Top 100 (TT100) award for excellence in the category of Management of Technology at Innovation Awards Program held in Pretoria, South Africa
- Finds mention in Gartner's recent report on Customer Communications Management solutions
- Global Telecoms Insight Publishes Intense Technologies in their latest edition

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

"We are pleased to report robust anticipated growth in our quarterly performance, which is a function of our strategic growth levers and a fundamentally solid business model. As indicated, the second half of the year is shaping up to be better than the first half and we look forward to building upon our performance going forward as well.

Investments in global markets coupled with long selling cycles were the primary reason for slowed growth in revenues during the 9 month period. However we have undertaken strategic steps to improve brand value in global markets and the period going forward should give us better momentum.

UniServe has made us the leader in the Telecom domain, with most major telcos in India using our solution. We are in the process of replicating the roll-outs in associated markets internationally for select companies under multi-level engagements. There is significant opportunity in the insurance and financial services domain where again we are taking a similar approach. The customer centricity of the solution and the sheer utility of the platform in driving up business efficiencies and customer engagement at the same time is a win-win combination that we are banking on.

FY16 has focused our attention on building out consulting and business development outfits in key international markets in a bid to better service our customer profile worldwide. We see this as a long-term investment towards broad-basing our customer basket, which in turn continues to fuel the inquiry pipeline for our prestigious UniServe platform. Although at a macro-level global markets remain challenging, we are confident of accelerating the speed of deployment of our UniServe platform and enhancing market share in target domains. With a superior, peer-respected, product platform at hand we are encouraged to deliver a robust operating performance going forward on the back of each successive deployment."

Key Awards & Recognition of Intense Technologies

- TT100, one of Africa's foremost business awards programs, chose us as the leading Emerging Enterprise in the Management of Technology at Innovation Awards Program held in Pretoria in November 2015.
- Has been the finalist at IBM Beacon Awards in the year 2011 and 2012
- Was featured in Deloitte Technology Fast 50 India 2013
- Received the ITsAP Best software product Award, in 2009 & 2013
- Gartner's latest Customer Communication Management (CCM) report cited Intense Technologies as a "Notable Vendor"

- Forrester, in collaboration with NASSCOM and Indian Software Product Industry Round Table, featured Intense Technologies in a report titled as “Hot Emerging Indian Business Technology Vendor to Watch in 2015”
- ‘UniServe™ 360’ & ‘UniServe™ CorpCare’ prominently featured on NASSCOM’s Product Excellence Matrix report - Indian Enterprise Software Products On Accelerated Growth Path

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 in South Asia. Today, we process 25 billion USD worth client revenue data and have a 500 million subscriber base across our engagements.

TT100, one of Africa’s foremost business awards programs, chose us as the leading Emerging Enterprise in the Management of Technology at Innovation Awards Program held in Pretoria in November 2015. Our solutions are featured prominently in “Indian Enterprise Software Products on Accelerated Growth Path”, a research conducted by NASSCOM and FROST & SULLIVAN; Forrester prominently published us in their report titled “Hot Emerging Indian Business Technology Vendors to Watch in 2015”; We were mentioned as a notable vendor in Gartner’s Magic Quadrant for customer communications management in their reports for 2014 and 2015 and got published as B2B & B2C collaboration technology vendor in Gartner report on Emerging Market Analysis: India’s Top 10 Technology Trends and Drivers in 2014

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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.