

Date: May 31, 2019

Symbol: NSE – INTENTECH; BSE Scrip Code: 532326

To
The Manager,
Listing Department / CRD
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

Dear Sir/Madam,

Sub: Press Release

Ref: Disclosure of information pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We are enclosing the copy of the Press Release on the Financial Results of the Company for the year ended March 31, 2019.

This is for your information and records.

Thanking you

Yours faithfully,

For Intense Technologies Limited


K. Tejaswi
Company Secretary

Encl: as above

FY2019

Revenues stood at **Rs. 5,709.12 Lakhs**

Profits at **Rs. 660.14 Lakhs**

- Maiden 10% dividend declared
- Subsidiaries on a positive track
- New engagements & robust order funnel supporting growth
- Focus on cost optimization translating into earnings improvement

Hyderabad – May 31, 2019 – Intense Technologies announced its financial results for the quarter and year ended March 31, 2019.

- **Benefits from steady stream of revenues** from existing customers and growth from new additions
- **Maintains leadership position** in Indian telecom and insurance verticals for the domains we operate
- **BFSI vertical** is showing good traction for our digital business platform UniServe NXT

Financial Results (Standalone):

Rs. Lakh	Q4 FY19	Q3 FY19	Q4 FY18	FY19	FY18
Total Revenues (incl. other income)	1,658.72	1,504.97	2,067.69	5,709.12	5,334.44
EBITDA (incl. other income)	170.94	477.44	1,128.15	1,246.86	1,307.33
Net Profit	0.98	295.10	680.60	660.14	445.88
Basic EPS (Rs.)	-	1.32	3.07	2.95	2.02

Performance Review (Standalone)

The performance during the year brings out the strength of our business operations. We have optimized our operations costs, especially manpower. New implementations and order wins have also picked up pace during the quarter. We

remain focused on further increasing this momentum in the coming years and are confident of delivering an improved progress across our business model.

As a best practice we had to write-off a significant amount of debtors which have happened due to major currency devaluations in Africa and impact of disruption in Indian telecom sector. Meanwhile our investments in BFSI vertical are showing good results.

In Q4 FY19, revenue stood at **Rs. 1,658.72 lakhs** with EBITDA at **Rs. 170.94 lakhs**. YOY revenue stood at **Rs. 5,709.12 lakhs** with EBITDA at **Rs. 1,246.86 lakhs** in FY19.

The scaling up of operations in the domestic and targeted international geographies is further expected to propel the Company's performance in the quarters ahead.

Performance Review (Consolidated)

In FY19, revenue stood **Rs. 5,801.82 lakhs** compared to **Rs. 5,504.97 lakhs** last year with EBITDA of **Rs. 1,272.17 lakhs** compared to EBITDA of **Rs. 817.87 lakhs** last year.

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

*"We are happy to announce a healthy set of results during the year, with revenues at **Rs. 5,801.82 lakhs** for FY19 compared to **Rs. 5,504.97 lakhs** in FY 18. We have come out completely from the black swan event which had impacted our emotional quotient and financial resources to invest and scale. We have turned around the situation and are looking forward for a bright future.*

The performance was pushed by momentum from existing business engagements, including steady contribution from annuity revenues. Based on our conversations with key & potential customers, the visibility of business is gradually improving in both the domestic and international markets.

Our digital platform UniServe NXT is gaining steady traction among large system integrators and partners. With the ramp up in the large managed services contract in the telecom domain, this year strengthened our foothold in banking and insurance domain in the domestic region. The forthcoming year appears promising as we are seeing an uptick in enquiries and leads.

The overall business outlook is encouraging and given our expanding reference base the realized future growth will be stickier."

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 built on UniServe NXT platform are used globally by Fortune 500s for digitalization of customer experience lifecycle resulting in improved revenues, greater customer centricity and reduced operational expenses. We have customers in more than 45+ countries 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.