

Ref: ITL/SE/2023-24/50

Date: January 20, 2024

To,

The Manager,
Corporate Relation Department
BSE 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 – Intense Technologies announced its results for the third quarter and nine-months ended December 31, 2023

Dear Sir / Madam,

Please find enclosed a copy of the press release with regards to the Financial Results of the Company for the third quarter and nine-months ended December 31, 2023.

A copy of the same will also be uploaded on the Company's website www.in10stech.com

Kindly take the same on record.

Thanking you,
Yours Faithfully,
For **Intense Technologies Limited**

Pratyusha Podugu
Company Secretary and Compliance Officer





Intense Technologies Ltd

Witnessing substantial growth in consolidated revenues at 46% YoY
Consistent improvement in PAT, 37% YoY

Hyderabad – January 20, 2024

Intense Technologies announced its results for the third quarter and nine months ended December 31, 2023

Financial Results (Consolidated):

Rs. Lakh	Q3 FY24	Q3 FY23	%	9M FY24	9M FY23	%
Total Revenues (incl. other income)	2,770.07	2,115.02	31%	8,443.61	5,797.43	46%
EBITDA (incl. other income)	629.63	465.57	35%	1,796.37	1,314.24	37%
Net Profit after Tax	430.36	345.25	25%	1,263.23	919.70	37%
Basic EPS (Rs.)	1.83	1.54		5.38	4.10	

Performance Review (Consolidated):

The business saw healthy growth in performance backed by expected delivery in the annuity segment and upside from growth services. Encouraging scale up witnessed across customer communication and AI-enabled data management.

Intense continues to stay deeply aligned with key client objectives, thereby enhancing engagement.

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

“Data is our business. We have IP created around management and governance of data, to deliver visible improvements to customers, in both their day-to-day operations and strategic initiatives. We are pioneers in seamlessly integrating legacy/mainframe applications, specializing in core systems like billing and core banking & Insurance applications that enable relevant and meaningful engagements with end customers. We continue to build our data, analytics, AI, and communications governance expertise and our unique capabilities position us as the preferred provider for our clients.

We have strengthened our ecosystem with business partners and cloud hyperscalers to co-create relevant offerings and domain-centric expertise that enable growth. I'm confident that by harnessing our tech-enabled services capabilities we are charting our next leg of growth."

Commenting on the performance during the period under review, Anisha Shastri, Executive Director, Intense Technologies, said

"Our investments are gradually yielding positive results. Intense is expanding collaborations with key existing clients to establish new and guaranteed revenue streams. Two new logos have been added this quarter, and we've enhanced our business development capabilities for predictable outcomes. Leveraging our intellectual property assets, we remain a core enabler of mission-critical projects. We take pride in extending our role to contribute to comprehensive revenue and enhance business efficiency."

Annuity engagements:

Intense continues to work with large enterprises through platform-oriented solutions. QoQ, the scope of engagement with key clients has witnessed marked improvement across the company's portfolio of services. Traction seen in identified verticals of BFSI, Telecom, and Government.

Delivering transformative outcomes tailor made to enhance operating process/ business flow, continues to create opportunities for exploring new avenues of growth.

YTD, the business has seen healthy accretion in the form of new clients wins.

Growth engagements:

Intense's strategic thrust on value creation by layering services capabilities atop existing engagements is gradually yielding results.

- Data Services: Continued to track vast opportunities around Data quality and governance across public and private segments.
- Managed Services: Leveraging IP assets, we deliver mission-critical projects efficiently.
- Government: We continue to engage and expand our managed services for the Government to enhance Citizen Services.
- Talent as a Service: Engaged to extend knowledge workforce services to tech / non tech industry.
- Cloud Services: Assisting big and small enterprises in cloud architecture planning and management.

Corporate highlights:

- Intense Technologies officially launches its Customer Communications Management (CCM), UniServe™ 360 on AWS Marketplace for SAAS Transactions in January 2024.
- UniServe™ NXT Digital Suite rated amongst the best in Gartner Peer Insights 2023 by customers securing a 4.9 Rating out of 5.
- Intense Technologies received the prestigious [Telangana Best Employer Brand 2023](#), by World HRD Congress.
- Intense Technologies achieves Leader Position in 2023 [SPARK Matrix for Customer Communications Management](#) by Quadrant Knowledge Solutions

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:

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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.