

Ref: ITL/SE/2023-24/41

Date: October 30, 2023

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 second quarter and half-year ended September 30, 2023

Dear Sir / Madam,

Please find enclosed a copy of the press release with regards to the Financial Results of the Company for the second quarter and half-year ended September 30, 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

Witnessed substantial growth in consolidated revenues at 54% YoY, YTD basis

Delivered consistent improvement in PAT at 45% YoY on YTD basis

Hyderabad – October 30, 2023

Intense Technologies announced its results for the second quarter and half-year ended September 30, 2023

Financial Results (Consolidated):

Rs. Lakh	Q2FY24	Q2 FY23	YoY	H1 FY24	H1 FY23	%
Total Revenues (incl. other income)	3,278.80	2,116.81	55%	5,673.54	3,682.41	54%
EBITDA (incl. other income)	706.43	611.56	15%	1,166.74	848.67	38%
Net Profit	514.84	443.39	16%	832.87	574.45	45%

Performance Review (Consolidated):

The performance trend continues in Q2, with robust increase in revenues both YoY and sequentially. Traction in government services within existing and new projects is yielding growth. Transmission services added to topline expansion. Under the transformative 'Project Butterfly', Intense Technologies is leveraging both its core capabilities and IP to create assured new avenues of growth. Profitability followed a predictable pattern of healthy improvement YoY in line with strong revenue strategy and focus on costs.

The company continues to incubate data services, cloud offerings and talent as a service (TaaS) and expects to gradually scale these up to translate into assured business growth in the coming quarters.

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

“We are pleased with the pace of growth and hope to continue delivering strong results for our stakeholders. Intense Technologies is transforming from an enterprise product company to a tech-enabled services company, and we are constantly looking to increase our service offerings in select verticals. As clients enhance their depth and spread of engagement across additional service lines, our performance will reflect this growth better on a YTD basis.

Within technology services we are confidently moving ahead on multiple trajectories of growth, growing the scope of our engagements with the help of innovation and capabilities. We intend to remain at the leading edge of new technologies and continue to back clients with advanced solutions, simplifying core processes, building business efficiencies, and helping them monetize better.”

Commenting on the performance during the period under review, Anil Kumar, Chief Operating Officer, Intense Technologies, said

“We are pivoting towards the future with capabilities and innovation. The enterprise is driving ahead with Project Butterfly to create revenue streams in data services, cloud services, SaaS products, and Government Managed Services. With integrated AI/ML capabilities, we continue to channel investments in capability building. The Q2 results are a stepping stone to a transformative future for the company”

Business perspectives:

Intense Technologies’ long-standing engagements with large corporate entities are maturing, driving forward the company’s service capabilities built around core technologies. With a firm handle on costs the business is scaling upwards with better predictability of performance. The key drivers of growth in the coming year will be:

- Large projects with government bodies and PSUs
- Data services offerings with the establishment of robust data governance and data quality practices to help enterprises reduce operational costs, leverage efficiencies, and improve CX.
- Cloud offerings, which integrate Intense Technologies’ key solutions into the cloud thereby giving clients efficient opportunities to grow.
- Talent as a service offering to leverage the product-mindset talent that we have, to address the talent gap in the markets today.
- IT services offerings leveraging technologies and IP developed by the company
- Transmission services, giving enterprises the power to gainfully communicate with customers

Intense Technologies is continually investing to create new capabilities at the frontline of technology to meet client requirements at scale. Initiatives are underway to augment Business Development, Sales and Delivery functions in order to make business growth more seamless.

Annuity engagements:

- Intense Technologies is recognized as the preferred partner by large enterprises in chosen verticals of BFSI, Telecom, and Government. Consistently delivering high-performance in mission critical roles has cemented a sterling reputation for the company.
- Spearheading large digital transformation projects by deploying a combination of capabilities and infrastructure as a service.

Corporate highlights

- In the past quarter, we have successfully gained three new logos into our profile, reflecting our continuous efforts to grow our portfolio.
- Forged strategic alliances with E-gov, AWS, Oracle, and Natsoft to expand into the Government and untapped geographic markets.
- We have partnered with hyperscalers like AWS, Oracle, IBM to be a preferred partner to customers seeking to use cloud capabilities and establish ourselves in international markets through branded platforms economically.
- Intense Technologies achieves Leader Position in 2023 [SPARK Matrix for Customer Communications Management](#) by Quadrant Knowledge Solutions
- Revolutionizing Customer Communication Management (CCM) with In10s — [joint webinar](#) by Quadrant Knowledge Solutions & Intense
- Intense Technologies positioned amongst [AnyPrem Customer Communications Management \(CCM\) Software Leaders](#) for Telecom, Insurance, Public Sector and Utilities verticals in the 2022Aspire CCM-CXM Leaderboard™
- Additionally, Intense Technologies has 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
- Intense Technologies positioned in the 2022 [SPARK Matrix for Customer Communication Management](#) by Quadrant Knowledge Solutions
- UniServe™ NXT Digital Suite rated amongst the best in [Gartner Peer Insights 2022](#) by customers securing a 4.7 Rating out of 5

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.