

Date: May 31, 2018

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

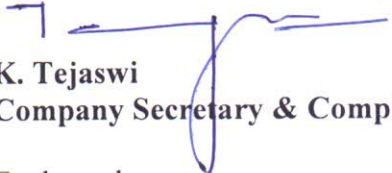
Ref: Disclosure of information pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We are enclosing the copy of the Press Release on the Financial Results of the Company for the year ended March 31, 2018.

This is for your information and records.

Thanking you

Yours faithfully,
For Intense Technologies Limited


K. Tejaswi
Company Secretary & Compliance Officer

Encl: as above

(Standalone)

Q4 and FY2018

Revenues stood at Rs. 2,067.69 Lakhs

Q-o-Q growth representative of momentum in revenues achieved despite pending resumption of large managed services contract

- Resumes operationalization of managed services agreement with large public sector engagement
- Maintains conducive growth and margins outlook for the coming quarters

Hyderabad – May 31, 2018 – Intense Technologies announced its financial results for the quarter and year ended March 31, 2018.

- **Continuous stream of revenue** from existing customers helping the Company maintain momentum, despite facing operational hurdles
- **Growing presence in matured markets** contributing to higher margins
- **Maintains leadership position** in Indian telecom and Insurance verticals for customer communications
- **Rapid Enterprise Application Production platform**, UniServe NXT gains traction with partners and customers
- **Cloud initiative** is gaining momentum in the domestic market

Financial Results (Standalone):

Rs. Lakh	Q4 FY18	Q3 FY18	Q4 FY17	FY18	FY17
Total Revenues (incl. other income)	2067.69	975.10	1746.33	5334.44	5622.45
EBITDA (incl. other income)	1128.15	(11.25)	442.85	1307.33	883.69
Net Profit	680.60	(117.19)	243.11	445.88	344.42
EPS (Rs.)	3.07	(0.53)	1.20	2.02	1.56

Performance Review (Standalone)

Fiscal 2018 has been marked by operational bottlenecks in the large managed services engagement, causing deviation in projected performance during the year. However, the run-rate at the Company's other existing engagements sustained at healthy levels underlining the strength of the operations. We remain focused on further increasing this momentum in the coming quarters and are confident of delivering an improved progress across our business model.

In Q4 FY18, revenues grew by 112% on a QoQ basis to Rs. 2,067.69 lakh with a strong EBITDA at Rs. 1,128.15 Lakh. For FY18, revenues stood at Rs. 5,334.44 Lakh with EBITDA of Rs. 1,307.33 Lakh, registering a robust growth of 48%. Net profit grew by 29% to Rs. 445.88 Lakh. This is significant as invoicing for the managed services contract is yet to commence.

The company is seeing good traction for its innovative UniServe NXT digital platform from large system integrators and partners. We are carving out a strategy to scale our sales and marketing functions to build a formidable pipe from partners and direct engagements in FY 19. For our cloud offering, we are partnering for go-to-market (GTM) and infrastructure with Amazon Web Services, Microsoft Azure, Oracle cloud and IBM cloud.

Performance Review (Consolidated)

In FY18 reported revenues of Rs. 5,504.97 lakh compared to Rs. 5,633.13 lakh. Losses at the PAT level came down significantly to Rs. 47.19 lakh from Rs. 481.82 lakh in the previous year. The performance reflects investments made in the subsidiary operations in order to scale up presence in the international business.

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

"I am pleased to share that we have put the managed services project back on track and are confident of realizing revenues from this engagement in the coming quarters. Meanwhile, our existing relationships continue to strengthen with their steady annuity contribution.

We have added new customers in domestic and international markets in FY 18. A Large telecom operator in the Caribbean and South American region has chosen our platform for digital transformation of customer experience having operations in 32 countries. In a separate engagement with leading global

satellite communication company based in Europe we are implementing our solutions on cloud and have replaced a leading vendor in our domain.

Through increasing success with newer customers, steady revenue from managed services deal, a healthy lead pipeline, and additional comfort by way of recovery in the global markets, we look forward to delivering robust momentum in the medium to long-term. The overall outlook is encouraging, and we continue to work closely with marquee names across chosen domains.”

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 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.