

Ref: ITL/SE/2024-25/48

Date: November 05, 2024

To,

The Manager,
Corporate Relation Department
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

Scrip Code: 532326

Symbol: INTENTECH;

Sub: Press Release - Un-audited Financial Results for the quarter and Half-Year ended September 30, 2024

Dear Sir / Madam,

Please find enclosed a copy of the press release with regards to the Un-audited Financial Results of the Company for the quarter and Half-Year ended September 30, 2024.

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

Substantial growth in consolidated revenues by 44% on YoY basis. Enhanced solutions to key clients underlines sustained profitability trend, YoY PAT up by 26% in the half year ended 30th September 2024

Improved market play with end-to-end communication solutions capability, backed by cutting-edge innovation in data, AI and cloud technologies to drive business momentum

Hyderabad – November 05, 2024

Intense Technologies, a platform services company, announced its results for the second quarter ended September 30th, 2024

Financial Results (Consolidated) (YTD):

Rs. Lakhs	H1 FY25	H1 FY24	Increased by %
Total Revenues (incl. other income)	8,307.36	5,673.54	46.42%
EBITDA (incl. other income)	1,627.48	1,166.74	39.49%
Net Profit after Tax	1,051.60	832.87	26.26%
Basic EPS (Rs.)	4.48	3.55	

Performance Review (Consolidated):

- Performance trends remained strong in Q2, with the company surpassing ₹42 Cr in quarterly revenue and achieving a PAT of ₹5.01 Cr with healthy margins.

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

“Our quarterly performance reflects the results of years of building strong IP and tailored use cases for large enterprise clients. We are pivoting towards projects with predictable revenue streams, enhancing core offerings with added features and functionalities, and targeting increased wallet share. We continue to deploy both internal and partner resources to bolster our business development efforts.

With the scale-up of the business, we've built a healthy cash balance, giving us confidence in our growth strategy. This is driving traction in partnerships that generate sustainable dollar revenues, advancing business development, and expanding our presence in government services. The emerging ULB demand cluster is particularly promising, and we are well-prepared to serve it. By integrating AI into our offerings, we are positioning ourselves to meet evolving enterprise needs, delivering better outcomes with greater efficiency. We've set a strong run rate and are confident of outperforming last year's results."

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

"We remain focused on platform services across the BFSI, Telecom, and Government sectors, with our IP ownership enabling differentiated offerings. The progress from Project Butterfly is evident, as we strengthen client relationships, diversify revenue streams, and take on more mission-critical tasks. Our core annuity business is gaining traction, emphasizing expanding revenue through usage-based pricing models.

Managed services have seen a boost with recent price increases, contributing to topline growth, while international forays are enhancing both revenue and margins. Our Data Services continue to attract demand, leveraging advanced technology to solve complex business challenges. A sharper focus on optimizing margins through revenue transformation and cost control ensures we are well-positioned for sustained growth."

Annuity engagements:

- Intense continues to focus on building predictable revenue streams to contribute to financial stability and promote sustainable growth. By focusing on increasing wallet-share with our core offerings and added technology capabilities, and understanding our client's evolving business needs – we remain committed to being the preferred partner for comprehensive services.
- We are actively building and strengthening partnerships to leverage shared expertise, enabling us to deliver more comprehensive solutions and reach a broader client base.
- By implementing flexible pricing models that align with client needs and usage patterns, we create more accessible options for our customers.

Growth engagements

Intense's strategic focus is on enhancing value creation by boosting growth prospects and strengthening service capabilities within existing engagements.

- We continue to boost our Managed Service offerings with price increases to contribute to topline growth. We are exploring new markets to enhance revenue and margins, capitalizing on global opportunities.
- We are focusing on revenue transformation and cost control to ensure sustained growth and profitability in a competitive landscape.
- Our Data Services are increasingly in demand as organizations recognize the importance of data-driven decision-making.
- The emerging demand from Urban Local Bodies (ULBs) presents a significant growth opportunity as they seek innovative solutions for urban challenges. With our tailored offerings, we are well-positioned to meet their needs and support urban development.

Corporate highlights

- [Intense Technologies Receives 'Excellence in IT Solutions' Award from the Ministry of Textiles, Government of India, at the SME Empowering India Awards 2024](#)
- [Celent Recognizes Intense Technologies as a 'Luminary' Solution in Celent CCM: Global Insurance Report 2024](#)
- [Omdia Recognizes Intense Technologies as a 'Challenger' for Customer Communication Management, 2024](#)
- Named as Technology Leader in Quadrant SPARK Matrix™: "[Customer Communication Management](#)" in 2024
- Intense Technologies has been mentioned in [Fortune Business Insights 2024 CCM Report](#). Fortune Business Insights recognizes Intense Technologies as a leading CCM vendor in their CCM report.
- The Economic Times Recognized Intense Technologies as the '[Most Visionary Company to Watch in 2024](#)'
- Outlook Names Intense Technologies as one of the '[Top Innovative Companies in 2024](#)'
- 4 Patents filed: App no: #6529/CHE 2015; 5139/CHE/2014
- Added 1 new customer in Insurance Sector and 2 new customers in the US region

About Intense Technologies

Intense Technologies Limited is a global Enterprise Platform and IP-enabled Services company, headquartered in India while making its mark across EMEA, UAE, UK, and US. Trusted by Fortune 500s, boasting over three decades of industry experience, and 70+ global implementations—we specialise in industries across Banking, Financial Services, Insurance, Education, and Energy & Utilities, including leading the baton in e-Governance projects in South Asia. Our AI-powered Communication Governance hub helps leading banks achieve three-digit Crore savings in a year; our Low-code Application Development Platform is used for mission-critical Enterprise-grade applications, such as one of the largest revenue services body enables 85+ million end-users to file their returns and process ~\$16 billion worth of revenue data. Delivering agility at a global scale—we continue to empower Enterprises with our best-in-class IP-enabled Services to achieve their digital-first goals.

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.

