Our intensity.
Your agility.

Ref: ITL/SE/2024-25/59

Date: February 13, 2025

To,

The Manager,
Corporate Relation Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400001.

Scrip Code: 532326

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

Symbol: INTENTECH;

Sub: Press Release – Un-audited Financial Results for the quarter and Nine-Months ended December 31, 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 Nine-Months ended December 31, 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**

PODUGU PRATYUSHA
Digitally signed by PODUGU PRATYUSHA
Date: 2025.02.13 21:10:15 +05'30'

Pratyusha Podugu
Company Secretary and Compliance Officer

INTENSE TECHNOLOGIES LIMITED • Hyderabad

Intense Technologies Ltd

Witnessing growth in consolidated revenues by 39% YoY basis. Enhanced solutioning to key clients underlines sustained profitability trend, EBITDA grows 17.79% YoY basis Improved market play with end-to-end communication solutions capability, backed by cutting edge innovation in data and cloud technologies

Hyderabad – February 13, 2025: Intense Technologies announced its results for the third quarter and nine months ended December 31st, 2024

Financial Results (Consolidated)(YTD):

Rs. Lakh	9M FY25	9M FY24	%
Revenue	11,447	8,335	39%
EBITDA	2,116	1,796	17.19%
PAT	1,360	1,263	7.68%
EPS	5.79	5.38	7.68%

Annuity Engagements:

- Intense remains committed to building predictable revenue streams by leveraging the full potential of our communications, data platforms, and managed services capabilities. By prioritizing these strategic engagements, we are driving long-term revenue stability, enhancing operational efficiency, and delivering scalable, value-driven solutions that foster stronger customer relationships and sustained business growth.
- Our green shoots are strategically well-positioned to secure recurring revenue across our core industries to deliver continuous value
- With a critical focus on Project Butterfly, we continue to enable the delivery of efficient client-centric services, all while maintaining cost-effective standards to maximize business value for our customers

Growth Engagements

- Our AI-driven Centralized Communications Platform is gaining momentum, empowering organizations to deliver personalized, seamless, and omni-channel experiences by integrating communication features into their applications quickly and cost-effectively. Extending our communication capabilities, our transmission services have also taken off and gaining traction and we've successfully onboarded new clients through these enhanced capabilities, demonstrating our ability to meet evolving communication needs
- With focus on the growing demand for Data Management Platforms and Services, our emphasis on data quality and governance underscores the critical importance of data in driving optimal business outcomes and enabling smarter, more informed decision-making for large-scale enterprises.
- With AI-driven platforms, we aim to empower enterprises to transform from cost-centric operations to growth-focused, innovative organizations
- Strong focus on global markets to drive growth with tailored offerings designed to meet local and global business needs
- With our Government Managed Services offerings, we are well-positioned to better meet the unique needs of governing bodies, to increase operational efficiency, improve public services, and citizen experiences

Performance Review (Consolidated):

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

"With over three decades of solid industry experience across BFSI, Telecom, and now in Government sectors, we are confident in our ability to drive sustainable growth and deliver transformational value to our clients. Expansion into international markets, combined with strategic investments in building a high-performing sales team, is already yielding positive results with green shoots of opportunities firmly in place and gaining traction.

Our strong focus on leveraging advanced capabilities in AI, Generative AI, and data management positions us to meet our clients' evolving needs with agility and innovation. We are confident that these strategic initiatives will unlock new avenues for growth and secure long-term revenue streams."

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

"In the first three quarters, we've successfully surpassed last year's revenue. The strategic vision set forward two years ago under 'Project Butterfly' is progressing as planned, with green shoots such as Centralized Communications Hub, Transmission Services, Data Services, and Managed Services in the Government sector taking off successfully. These emerging opportunities are paving the way for sustained growth and long-term value creation for the company.

A key pillar of Project Butterfly was to strengthen our leadership team, and we have made significant strides in this area. We successfully onboarded seasoned professionals with deep industry expertise and extensive networks to head our growth and delivery teams. This includes the appointment of a Chief Revenue Officer (CRO) to drive growth and a Chief Customer Experience Officer (CCXO) to enhance operational excellence and delivery efficiency. Together,

they will play a pivotal role in advancing our growth agenda and ensuring efficient service delivery for our clients.

Our state-of-the-art platforms continue to receive industry-wide recognition from leading global analyst firms such as IDC, Aspire, Celent, Omdia, and Gartner. These accolades validate our strong position and thought leadership in our key domains. We have successfully added three new logos in Q3, including a prominent life-insurance client.

As the world shifts to embrace AI-led automation, Gen AI, and data-driven technologies, we have strategically prioritized investments in AI to accelerate solution delivery. And improve customer experience. Our enhanced focus has allowed us to decrease implementation timelines, allowing clients to realize business value faster. This positions us as a trusted, future-ready partner committed to helping enterprises navigate evolving business needs with cutting-edge, AI-driven platforms."

Q3 Milestones and Industry Recognitions

- Recognized as a '**Major Player'** in the **IDC MarketScape:** Worldwide Intelligent Customer Communications Management and Worldwide Automated Document Generation Report
    - *The IDC MarketScape vendor assessment for Intelligent Customer Communications report showcases how enterprises seeking a scalable all-in-one omni-channel communications engine to optimize interactive communications with AI features on the roadmap, should consider Intense Technologies.*
- Positioned as a '**Leader'** in the **Aspire Leaderboard** for Interaction Experience Management (IXM)
    - *The Aspire CCS assessment highlights the strengths of Intense's Low-code application development platform, Reasy, in transforming customer experiences through advanced IXM solutions to deliver smarter, more seamless customer interactions.*
- Added three new customers in India including a life insurance customer

Key Achievements in Current Year

- Recognized as **'Luminary'** by **Celent** in Customer Communication Management for our excellence in solution capabilities and leading market presence
- **Omdia Universe** Recognizes Intense Technologies as a **'Challenger'** for Customer Communication Management, 2024
- Intense Technologies' UniServe™ NXT is ranked **Number One** in **Gartner Peer Insights** with a **4.9/5 rating**
- Named as Technology Leader in **Quadrant SPARK Matrix™**: "Customer Communication Management" in 2023. Intense Technologies is also recognized in Customer Communication Management 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 for the second consecutive year.
- Winner of SME Empowering India Awards 2024 for '**Excellence in IT Solutions**' presented by the Ministry of Textiles, Government of India
- The Economic Times Recognized Intense Technologies as the **'Most Visionary Company to Watch in 2024'**
- Recognized by Outlook under **'Top Innovative Companies to Watch in 2024'**

About Intense Technologies

Intense Technologies is a publicly listed, AI-first, Platform-driven Services Company specializing in mission-critical solutions for communication, data management, and process automation across the BFSI, Telecom, and Government sectors. Through its innovative platforms, the company impacts a billion lives daily and processes over $25 billion in revenue data annually. Recognized by leading industry analysts such as Gartner, IDC, Aspire, Celent, and Omdia, Intense continues to empower enterprises with best-in-class IP-enabled platforms and services to help them achieve their digital-first goals. Serving clients across four continents, Intense Technologies has helped leading banks achieve three-digit crore savings by centralizing and optimizing their customer communication processes. The company handles the delivery of 1 billion notifications annually, generates 50 million statements monthly, and has successfully onboarded over 1 billion subscribers.

NSE: INTENTECH; BSE: 532326; ISIN: INE781A01025; Bloomberg: INTEC IN

For further information, please contact:

Jayant Dwarkanath / Nitin Sarda

Intense Technologies Ltd.

Phone: 040 4455 8585

Email: jayant@intense.in / nitin.sarda@intense.in

Siddharth Rangnekar/Richa Singh

CDR, India

Phone: 022 6645 1209

Email: siddharth@cdr-india.com / richa@cdr-india.com

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.