

Ref: ITL/SE/2025-26/26

Date: August 14, 2025

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: Investor Presentation – Earnings conference call

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

Dear Sir/ Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation relating to Quarterly Financial Results for the Q1 of FY 2025-26 is being submitted. You can also find the Presentation on the website of the Company at the following web page:

<https://www.in10stech.com/>

This is for your information and records.

Thanking you,

Yours Faithfully,

For **Intense Technologies Limited**



Pratyusha Podugu
Company Secretary & Compliance Officer



In10s⁷

www.in10stech.com

Communications

Data

</> Low-Code

Our intensity.
Your agility.

In10s⁷

INTENSE TECHNOLOGIES LIMITED

INVESTOR PRESENTATION

INTENSE TECHNOLOGIES LTD.

Safe Harbor

Certain words and statements in this presentation 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.

1. Q1 FY26 Financials

2. Company Profile

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Q1 FY26 Financial Overview

Q1 FY26 Key Financial Highlights

Revenues (in lakhs)

FY 2025-26 Q1	FY 2024-25 Q4
3,147.93	3,595.36

EBITDA (in Lakhs)

FY 2025-26 Q1	FY 2024-25 Q4
314.48	437.47

PAT (in Lakhs)

FY 2025-26 Q1	FY 2024-25 Q4
125.27	272.07

EPS (₹)

FY 2025-26 Q1	FY 2024-25 Q4
0.52	1.14

Message from MD's desk



**Mr. C K Shastri,
Chairman & Managing Director**

Commenting on the results, Mr. C.K. Shastri, Chairman & MD of Intense Technologies Limited said,

"We continue to derive long-term value for our clients and stakeholders alike. In the past quarter, we successfully delivered and handed-over a mission-critical digital transformation project, which is a testament to our capability to deliver large-scale projects; we are pursuing other large projects to fulfill the deficit.

We continue to advance with our communications, data, and process automation platforms and services, empowering enterprises to transform and thrive. Our focus on strengthening core product capabilities, particularly around using Generative and Agentic AI has resulted in increased platform adoption. Investments in R&D and platform intelligence have positioned us to deliver more proactive, agentic AI use cases. Our focus remains clear: delivering practical, scalable solutions that help enterprises work smarter and respond faster. We continue to optimise for scale and agility, streamlining delivery models, upskilling teams, and embedding AI into our business operations to improve responsiveness and execution.

Looking ahead, we remain focused on building resilient, future-ready platforms that help enterprises stay ahead of disruption and deliver sustained value at scale."

Message from Directors' desk



Mis. Anisha Shastri
Executive Director

Commenting on the results, Ms. Anisha Shastri, Executive Director of Intense Technologies Limited said,

“Over the last quarter, we’ve continued to build strong momentum, our sustained efforts over the last year have resulted in adding four new BFSI clients in the quarter. By securing two recent engagements as recurring annual contracts rather than one-time licenses, we have strengthened our predictable revenue. Our international operations are now contributing more to our overall performance.

With Gen AI embedded across our platforms, we’re not just enhancing efficiency; we’re enabling more intelligent, data-driven engagement for our customers across the board. Our integrated communications platform is built to meet the growing demand for speed, scale, and personalisation. We’re also making steady progress in applying agentic AI to real business contexts; the momentum is strong, and we remain committed to helping our clients turn emerging technologies into measurable outcomes. We’re also proud to announce that In10s has officially secured copyright protection for our groundbreaking AI-driven Digital Communication Hub, marking a significant milestone in our journey to transform enterprise communications. This platform serves as a one-stop customer engagement solution, spanning design to delivery, to revolutionise customer experience through intelligent, real-time, and unified communications.

As we move ahead, our focus remains anchored in scaling with intent, executing with reliability, and building enduring value through meaningful, long-term partnerships. We are steadily shaping a high-performance organisation that delivers consistent value at scale.”

Key Highlights of Q1 FY26



Won 4 new logos in the BFSI sector; two insurance clients, one in banking, and one NBFC



Copyright registration of latest innovation on **AI-based Digital Communication Hub**



Recognised in **Omdia Universe**: CPaaS Providers for UniServe™ Reach & Connect Platforms



Named in **Omdia Universe** for No-Low-Pro AppDev Platforms

Our intensity.
Your agility.

FY26 Q1 - Profit & Loss Statement - Consolidated

In ₹ Lakhs		
Particulars	FY26 Q1	FY25 Q4
Revenues	3,051.79	3,532.37
Other Income	96.14	62.99
Total Income	3,147.93	3,595.36
Operating Expenses	61.36	61.43
IT Infrastructure Cost	380.90	414.18
Employee Benefit Expenses	1,759.16	1,560.19
Professional , Consultants & Related Expenses	383.48	744.62
General Admin & Other Expenses	248.55	377.46
Total Expenditure	2,833.45	3,157.89
EBITDA	314.48	437.47
EBIDTA (%)	10%	12%
Finance Costs	17.45	6.98
Depreciation and Amortisation Expenses	157.45	132.39
PBT	139.58	298.10
Tax	14.32	26.02
Net Profit	125.27	272.07
Net Profit Margin (%)	4%	8%

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Your agility.

About Intense Technologies Limited

www.in10stech.com

INTENSE TECHNOLOGIES LTD. 10

Our intensity.
Your agility.

4

Present across
4 continents

90+

Implementations across
the globe

Significant

Market Share in
BFSI & Telecom (India)

21+

awards and recognitions
From industry, Government,
media and analysts

Fortune

500s Use our solutions
Globally

24

IP assets Copyrighted

More than
1Bn notifications
a day

1Bn

25 billion USD

Process 25bn USD worth of
client revenue data

500

million statements
generated everyday

500+

Skilled workforce spread
across the globe

30+

Years of Enterprise Data
Management and BPM
experience packed in

Publicly listed on

NSE & BSE

Telecom

Govt./Conglomerate



Our Valued Partners



Recognized by the best

Gartner



Named in Gartner Market Guide as one of **Representative Vendors** of the CCM market

IDC

Recognized as a **Major Player** in the **IDC MarketScape: Worldwide Intelligent Customer Communications Management 2024**

IDC

Recognized as a **Major Player** in the **IDC MarketScape: Worldwide Automated Document Generation 2024**

CELENT

Recognized as **Luminary** in Customer Communication Management for our excellence in solution capabilities and leading market presence

QKS Group
SPARK Matrix™

Recognized in QKS Group SPARK Matrix™ for Customer Communication Management for Third Consecutive Year

ASPIRE LEADERBOARD



Named a **Leader** in **Interaction Experience Management (IXM)**. Recognized as **Business Automation and AnyPrem CCM Software Leader** in Aspire Leaderboard™ 2024 (seventh year in a row)



Winner of 'Excellence in IT Solutions' by SME-Empowering India Awards

Winner of SME Empowering India Awards 2024 for '**Excellence in IT Solutions**' presented by the Ministry of Textiles, Government of India

OMDIA

Recognized in OMDIA Universe for **Customer Communications Management** and **CPaaS**
Recognized as a '**Challenger**' in **Omdia Universe: No-Low-Pro AppDev Platforms, 2025**

UniServe™ NXT Digital Suite Rated **Number One** by Customers - Gartner Peer Insights



Globally Ranked No.1 ★★★★★

Overall customer rating of 4.9/5 among CCM vendors featured in the **Gartner Peer Insights**

98% ★✓

of customers have rated us 4 and 5 on a scale of 5 and the service we deliver as **"outstanding"** with **excellent product functionalities**

4.8/5 ★✓

Rating for our Product Functionalities

4.7/5 ★✓

Rating for Evaluation & Contracting

4.8/5 ★✓

Rating for the Service and Support provided by our product

Our AI-powered Platforms & Services



Platform for Results:

UniServe™ NXT Centralized Communication Hub

Everything you need to communicate effectively & cost-efficiently



Centralized Communications Hub



360 Designer No Code Platform – Design Documents in PDF, HTML, and Video formats



AI Agents – Deploy Communication bots for Service, Sales, and Support in minutes



Reach MarTech Campaign Orchestration



Connect CPaaS Carrier-grade Message Delivery

AI-Enabled Data Management Platform

Understand, score, enrich & remediate data and derive insights powered by chat gpt



IDM - Data Management Hub



1Vu – Golden Record Creation

Low-code Application Development Platform

Build Enterprise-grade applications in record time with zero manual coding efforts.



Process Automation



Forms Automation



Low code custom app development

Tech-Enabled Services :



Data Services

- Data Management
- Data Quality
- Golden Record Creation
- De-duplication
- Data Governance
- Process Automation



Talent as a Service

- Workforce Optimization
- Build-Operate-Transfer



Managed Services

- Solution Engineering
- Testing Services
- Product Engineering
- Infra Services
- Government Managed Services

Centralized Communication Governance - One of India's Leading Private Sector Banks

Our intensity.
Your agility.

About customer

The Customer

One of India's leading private sector banks. The company sells financial services to large and mid-sized companies, SMEs, and retail businesses, with a network of over 5100 domestic branches.

The Objective

To reduce operational cost leakages, streamline communications to minimize redundancy, and enhance governance and regulatory controls.

Problem – Solution – Result

Problem

- Increased cost of sending redundant communications
- Increased IT operation costs
- 250+ systems had siloed communications
- Lack of centralized visibility: Revenue leakages owing to disparate data and non-standardized reconciliation
- Penalty and fines due to non-adherence to regulatory reports of communications
- High TAT to deploy regulatory requirements

Solution

- Single source of billing for communication and seamless integrations with CRM, Fastag, transmission services, and more
- BPM-based process automation to optimize template approval workflow
- 8000+ templates developed so far
- Unicode-compliant application
- 100% compliance with RBI regulations

Results

- Improved cross selling and up-selling opportunities through transactional communications
- Communication personalization with omni-channel delivery
- Unified dashboard to track entire communication journey and improved visibility
- Centralized portal with governance

Impact delivered

Increased OpEx savings, revenue enhancement, and improved CX

INR 85 Cr+

Operational cost savings of INR 85 Cr+ annually through optimized customer journey orchestration

4X

Lead generation

6-8 Cr

Unified platform for 6-8Cr communications per day

Improving Data Quality for Enterprise Excellence - One of India's Leading Private Sector Banks

Our intensity.
Your agility.

About customer

The Customer

One of India's leading private sector banks, the company has over 8,883 domestic branches and 21,080 ATMs across 3,836 cities and towns pan-India. The company is India's largest private sector bank by assets and the world's tenth-largest bank by market capitalization as of May 2024.

The Objective

To enhance data management and integrity, improve customer experience, and operational efficiency. The bank sought to minimize errors, ensure the accuracy of datasets, and enable data-driven decision-making

Problem – Solution – Result

Problem

- Managing a vast customer base of 100 million+ & significant challenges in data handling
- Inability to differentiate existing vs. new customers
- Heterogenous products, services, and source systems
- Improper stakeholder management

Solution

- **Data Profiling:** Conducted thorough analysis of existing data sets to identify patterns, duplicates, inconsistencies, and anomalies
- **Data Score Cards:** Developed a scoring mechanism to assess the reliability of each data source, enabling prioritization of data-cleaning efforts
- **DQ Check:** Implemented automated data quality checks at various stages of data handling to catch errors proactively

Results

- 73 data elements covered and standardized over 5 key systems; improved CX due to improved data accuracy
- Streamlined operations, enabling better decision-making and service delivery
- Cross system data remediation helped to equalize the data across all systems; standardization with reference master helped in making similar LOVs across all systems
- Data Visualization and exception reports helped operations teams to easily identify and resolve the data quality issues

Impact delivered

50%

Reduction in Customer Abandonment

Rates Across the Digital Journey

5%

Revenue Enhancement

Post successful data quality transformation

21

Source Systems

Integrated for seamless data processing

Delivering Digitized and Seamless Citizen Experiences for a Leading Revenue Body

Our intensity.
Your agility.

About customer

The Customer

A leading revenue body with individuals required to file annual tax returns, forming a significant component of the country's fiscal framework.

The Objective

To triple taxpayer base by simplifying tax filing process and to adopt a system that enabled extremely easy change management of the forms

Problem – Solution – Result

- Problem**
- Network connectivity issues persist
 - 20000+ regulatory rules to be applied dynamically creating a change management overhead
 - Excessive dependency on database
 - Filling ITR forms lacked compatibility with multiple devices
-
- Solution**
- All forms were developed by non-IT with zero coding experience using drag and drop & configurable features
 - One-for-All: Built once using NXT for web, offline and mobile reducing change mgmt. efforts
 - Set up a 150+ member strong team delivering e2e managed services in a complex domain in short timeframe during the pandemic
-
- Results**
- Easy change management by taxation experts instead of coders
 - Filing process can be accessed even without connectivity
 - Server-less architecture reduced the need for huge infra expenditure
 - Compliance to Accessibility (GIGW) standards

Impact delivered

Outstanding citizen experience

63 days to 1 day

Reduced processing time from 63 days to 1 day

85Mn+

Users filed taxes using application developed on our Low-Code platform

85%

Information is auto-filled reducing tax fraud possibilities

Digital Business Demands New Architecture



Corporate Headquarters

Intense Technologies Limited

Unit # 01, The Headquarters, 10th floor,
Wing B Orbit by Auro Realty, Knowledge City, Raidurg,
RR District, Hyderabad 500019
e-mail: internationalsales@in10stech.com

Corporate Offices

INDIA | UK | USA | UAE

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