



**Tanla Platforms Limited**  
(Formerly known as Tanla Solutions Limited)  
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September 06, 2023

To,

BSE Limited. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: <b>532790</b>	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, Block-G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: <b>TANLA</b>
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Dear Sir / Madam,

**Subject: Message from Founder Chairman & CEO during 27<sup>th</sup> Annual General Meeting.**

With reference to the cited subject, we are enclosing herewith Message from Mr. D Uday Kumar Reddy, Founder Chairman & CEO of the Company to the Shareholders of the Company during the 27<sup>th</sup> Annual General Meeting of the Company held on September 6, 2023.

This is for your information and records.

Thanking you

Yours truly

For **Tanla Platforms Limited**

Seshanuradha Chava  
General Counsel and Company Secretary  
A15519



## **Tanla Platforms Limited**

### **27<sup>th</sup> Annual General Meeting Chairman Speech**

Welcome everyone to our AGM. Our teams have done a wonderful job last year and I think we have many exciting years to come.

Let's step back and reflect on our journey so far. I am also excited to share some key updates across innovation & platform, enterprise business, talent and ESG.

It is extremely hard to build a high growth SaaS business with profitability and cash flows – but we have made this possible with high revenue growth, 70% EBIT levels and strong cash flows. We are accelerating our innovation engine– we launch one gigantic platform every year and it is our ambition to accelerate this to 4 platforms – I know it is extremely ambitious plan but we are building the right infrastructure to scale our innovation. All of this innovation is going to happen from our 100 thousand sq feet innovation center from where I am addressing all of you. It is my prediction that Wisely ATP is going to be our most successful platform so far – the sandbox results have been tremendously encouraging. Enterprises are very happy with the results. I am personally very impatient for not accelerating the Go-To-Market. Since the AI/ML solution is complex, all stakeholders are getting into lot of details on how to deploy this solution from a regulatory standpoint. We have seen this in most of our platforms including our DLT platform Trubloq where the commercialization took almost 18 months post launch, but the same platform is now the largest blockchain use case in the world. What really gives me satisfaction is that our platforms helped over a billion citizens get vaccinated, reduced spam for mobile users and protect users against fraud. We are extremely honored to be someone behind the scenes for the billions of people we serve, our customers' customers.

On our enterprise business: Over the last 12-15 months, we have demonstrated our resilience and come out stronger – we committed to the market that we would exit FY23 with EBITDA% of 20% despite the industry disruption and we delivered. Kudos to the entire Karix team Competitive intensity increased– tough times are not fun, but it helps industry leaders consolidate – and that's exactly what we did. Our acquisition of ValueFirst from Twilio further consolidated our leadership in CPaaS space in India with ~35% revenue market share. We are larger than the next 3 competitors combined.

On our financial discipline: When the entire world has been raising capital, we have built our business through internal accruals to become probably among the Top 2 pureplay CPaaS companies in the world. We are debt free with a strong balance sheet. We are the only CPaaS company to have a dividend policy of 30% of PAT and done 3 buybacks in a row. We have a stated dividend policy of 30% payout of consolidated PAT and we have done buybacks 3 years in a row.

On ESG: We are not just building a great business but a great institution with ESG at our very core. Over the past 3 months, we have come out with our sustainability and tax transparency report. Our disclosure on a quarterly basis is probably best-in-class and we are constantly improving. We encourage our employees to build a sustainable planet – we have schemes incentivising employees to buy electric cars, source locally produced organic food. We have the best of the teams and our attrition is below the industry average. Our employee productivity is incredible – we generate close to 5 cr of revenue and 0.8 Cr of PAT per employee per annum – this is probably the gold standard in the SaaS industry.

This is how we have created shareholder value: We have around 2 lakhs shareholders with some marquee institutional holding, both FIIs and domestic mutual funds. We have generated significant value to our shareholders through different market cycles – our financial discipline as well as ability to withstand disruptions and emerge stronger means that any long-term shareholder will win with Tanla.

We are on a unique journey and thank you for your unwavering support over the years. The best is yet to come. As I end, I would encourage all the minority shareholders to vote on the resolutions and your voice is important to us. Thank you.

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*This discussion might contain statements that are forward looking in nature. All statements other than statements of historical fact could be deemed as forward-looking in nature. Such statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified.*

*In order to provide more transparency and to help understand our business better, we are providing indicative data around the market size and our relative share which has been arrived at basis our detailed internal analysis. This must not be seen as a positioning statement of the company, and one should not rely on the company's disclosure for their assessment of the market size.*