

Tanla Solutions Limited Investor Update

For the Quarter & Year ended March 31, 2018

May 18th, 2018

Q4FY18 Financial Highlights:

Particulars (Rs in Crore)	Q4 FY18	Q3 FY18	Shift %	FY2018	FY2017	Shift %
Total Revenues	211.9	200.4	6%	796.2	581.8	37%
EBITDA	15.8	14.9	6%	65.2	56.1	16%
Cash & Cash Equivalents				165.4	133.3	24%

Investor Call:

Investor call to discuss the financial results of Q4FY18 will be held at **4.30 PM on Friday, May 18th 2018.**

Dial-in details are as follows:

Conference dial-in Primary number	+91 22 6280 1141
India Local access Number	+91-7045671221 - Available in - Ahmedabad, Bangalore, Chandigarh, Chennai, Gurgaon (NCR), Hyderabad, Jaipur, Kochi, Kolkata, Lucknow, Pune
International Toll Free Number	
Hong Kong Local Access Number	800 964 448
Singapore Local Access Number	800 101 2045
UK Local Access Number	0 808 101 1573
USA Local Access Number	1 866 746 2133

Financial Highlights:

Revenue

- Revenue grew by 4% to ₹208 Cr from ₹200 Cr Q-o-Q
- Revenue grew by 37% to ₹792 Cr from ₹579 Cr Y-o-Y
- Business Revenue grew by 3% to ₹198 Cr from ₹193 Cr Q-o-Q
- Business Revenue grew by 37% to ₹763 Cr from ₹556 Cr Y-o-Y

Profitability

- EBIDTA grew by 16% to ₹65.2 Cr from ₹56.1 Cr Y-o-Y
- EBIDTA grew by 6% to Rs. 15.8 Cr from Rs. 14.9 Cr
- Net Profit for FY18 stood at ₹19 Cr
- EPS for FY18 stood at ₹1.7

Liquidity

- Cash and Cash equivalents improved by 24% to ₹165.4 Cr from ₹133.3 Cr Y-o-Y

Details of Cash & Cash Equivalents as on March 31st 2018:

Rs in Cr

Company	Bank	Branch	Current Account	Fixed Deposit	Others	Total
Tanla Solutions Limited	HDFC Bank	Hitec City, Hyderabad	23.0	96.7	0.1	119.7
	ICICI Bank	Jubilee Hills, Hyderabad	4.3	5.2		9.6
	Axis Bank	Jubilee Hills, Hyderabad	1.9	0.0	0.1	2.0
	Citi Bank	Begumpet, Hyderabad	0.1			0.1
	SBI	Film Nagar, Hyderabad	0.0			0.0
Tanla Corporation Pvt Ltd	HDFC Bank	Hitec City, Hyderabad	2.5	5.0		7.5
	Axis Bank	Jubilee Hills, Hyderabad	9.2			9.2
Capitalsiri Investments Pvt Ltd	HDFC Bank	Hitec City, Hyderabad	0.1	2.0		2.1
Tanla Solutions Limited (DMCC Branch)	Citi Bank	Dubai, UAE	4.7			4.7
Tanla Mobile Asia Pacific PTE. LTD	DBS	Singapore	10.7			10.7
Total			56.4	108.9	0.2	165.4

The average rate of interest on the Fixed Deposit is 5.0% per annum

Details of Investment as on date:

Fund	Total Investment(₹ in cr)	Annualised return (3 Months)
Aditya Birla SL Cash Plus	15	7.29%
HDFC Liquid Fund	15	7.00%
ICICI Pru Liquid Plan	15	7.27%
Reliance Liquid-Treasury Plan	10	7.24%
SBI Premier Liquid Fund	15	7.13%
Axis Liquid Fund	15	7.27%
DSPBR Liquidity Fund-Reg	10	7.17%
Kotak Liquid Fund-Reg	25	7.14%
Total	120	

Business Update for FY17-18:

- ILD hub deployed with a leading telecom operator in India in Q3FY18, has witnessed a good traction in terms of revenue and is expected to grow going forward
- Direct connectivity with 165+ mobile operators across regions including APAC, Middle East & Africa, Europe, Americas and expanding further
- Enabling enterprises to reach more than 1BN mobile subscribers across the globe using Tanla global platform

Corporate Highlights:

- The Board of Directors of Tanla Solutions recommended a final dividend of 30% i.e. . 0.30 per equity share of face value of Rs.1/- each, subject to approval of the shareholders in the ensuing Annual General Meeting.
- Ernst & Young LLP (EY), India, has been appointed as Internal Auditors for the Company for FY 2018-19.

Condensed Consolidated P&L A/C (Audited) for the period ended:

(₹ in Crores, except earnings per share)

Particulars (Rs in Crore)	Year ended March 31, 2018	Year ended March 31, 2017
Revenue		
I. Revenue from Operations	791.61	579.30
II. Other income	4.76	2.49
III. Total Income (I+II)	796.37	581.79
IV. Expenses		
Cost of Services	695.47	494.55
Employee Benefits Expenses	14.18	14.44
Depreciation and Amortization Expenses	57.33	19.59
Travel Expenses	2.57	2.57
Connectivity & related expenses	3.81	2.03
Other Expenses	10.39	9.62
Total Expenses (IV)	783.75	542.79
V. Profit/(loss) before Tax (III - IV)	12.62	39.00
VI. Tax expense:		
1. Current Tax	2.36	0.45
2. Deferred Tax	(7.24)	(1.92)
3. MAT credit entitlement	(1.61)	(0.45)
VII. Profit for the year (V - VI)	19.11	40.91
XI. Earnings per equity share		
1. Basic	1.70	3.81
2. Diluted	1.70	3.81

About Tanla Solutions:

Tanla Solutions [BSE: 532790|NSE: TANLA] founded in the year 1999, is the largest provider of A2P messaging services worldwide measured by volume of messages processed. Tanla's Fastrack platform is used by enterprises of all sizes including social media, banks, e-commerce, and logistics service providers to deliver mission critical messages and communicate with their customers.

Contact Information:

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Safe Harbor:

Certain statements in this presentation are forward looking in nature within the meaning of securities law. Forward looking statements generally relate to future events or future financial or operating performance, which include substantial risks and uncertainties. These statements relate to, among other things, our business strategy, goals and expectations concerning our market position, our channel partners and carrier relationships, size and growth of markets in which we operate and our future financial and operating results. Although we believe the assumptions upon which these forward-looking statements are based are reasonable, the outcome of events described in these forward looking statements depend on a variety of factors known and unknown, uncertainties and other factors including adverse changes in general and economic market conditions and our ability to adapt to evolving market and customer demands and rapid technological changes.