

Tanla Solutions Limited Investor Update

For the Quarter ended June 30, 2017

July 28th, 2017

Q1FY18 Financial Highlights:

Particulars (₹ In crore)	Q1FY18	Q1FY17	Shift (%)
Total Revenue	185.53	97.99	89.34%
EBITDA	16.37	11.14	46.88%
Profit after Tax	11.92	4.05	194.18%

Investor Call:

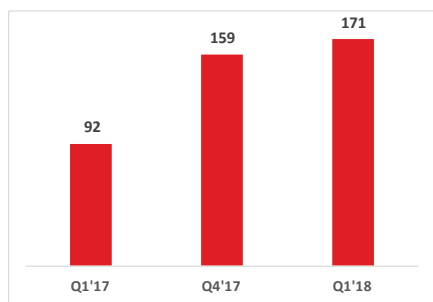
Investor call to discuss the financial results of Q1FY18 will be held at **3.00 PM on Friday, July 28th 2017**.

Dial-in details are as follows:

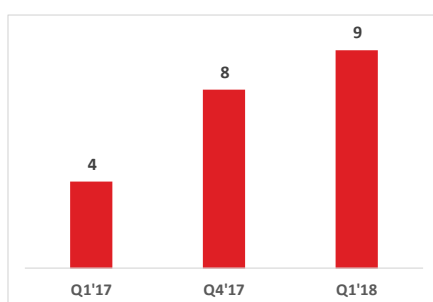
Primary Number	+91 22 3938 1071
Local Access Number	3940 3977 (Available in - Ahmedabad, Bangalore, Chandigarh, Chennai, Gurgaon NCR), Hyderabad, Kochi/Cochin, Kolkata, Lucknow, Pune) Accessible from all carriers.
International Toll Free Number	
USA	18667462133
UK	08081011573
Singapore	8001012045
Hong Kong	800964448

Key Metrics:

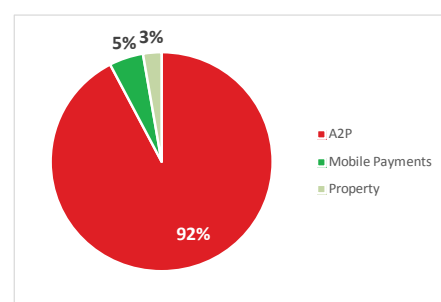
Revenue from A2P Messaging ₹(Cr)



Revenue from Mobile Payments ₹(Cr)

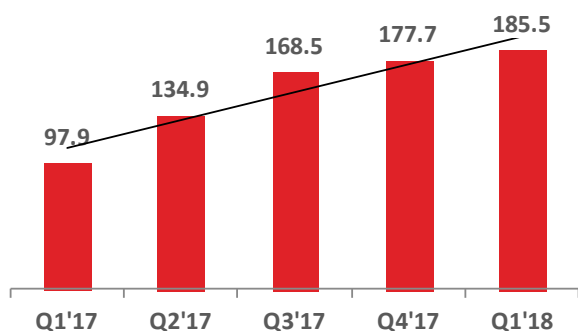


Segment -wise revenue % contribution Q1 FY18

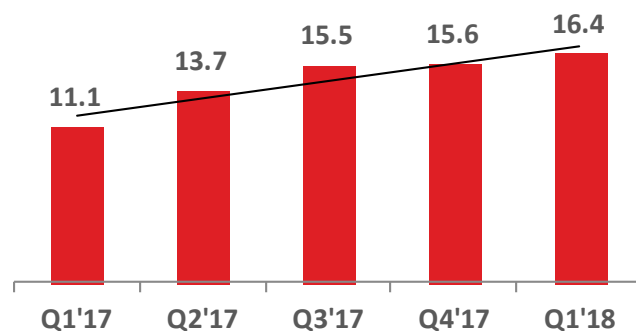


Revenue and EBITDA trend over the previous 5 quarters:

Revenue ₹(Cr)



EBITDA ₹(Cr)



Financial Highlights:

- Revenue at ₹ 185.5 Crs, a growth of 4% Q-o-Q and 89% Y-o-Y on account of increase in A2P volumes.
- Business Revenue at ₹ 180.5 Crs, a growth of 8% Q-o-Q and 88% Y-o-Y.
- EBITDA at ₹ 16.4 Crs, a growth of 5% Q-o-Q and 47% Y-o-Y on account of Increase in revenues and effective control over indirect costs. Depreciation has increased due to capitalization of assets in Q4FY17.
- Quarterly EPS at ₹ 1.11; a growth of 177% Y-o-Y

Business Update for Q1FY18:

- Deployment of global ILD hub for a leading telecom operator in India is in progress and is likely to be operational from Q4FY18 post completion of security audit by one of big 4 the auditors appointed by the telco and regulatory audit by DoT.
- Awarded contract by a leading telecom operator in India for termination of international messages through Tanla's ILD hub.

Corporate Highlights:

- **21st Annual General Meeting of the Shareholders:**

@ 11.30 AM on Monday, September 18, 2017, at Novotel Hyderabad Convention Centre, Novotel & HICC Complex, Hyderabad – 500081.

- **Appointments:**

- M/s. M N Rao & Associates, Chartered Accountants, Hyderabad, proposed to be appointed as the Statutory Auditors, subject to approval of the shareholders in the forthcoming Annual General Meeting.
- KPMG in India has been appointed as consultants for Implementation of GST.

Condensed Consolidated P&L A/C (Un-audited) for the period ended:

(₹ in Crores, except earnings per share)

Particulars	Quarter ended June 30, 2017	Quarter ended March 31, 2017	Quarter ended June 30, 2016
Revenue from operations	185.53	177.80	97.99
Other income	0.23	(0.06)	1.27
Total Revenue	185.76	177.74	99.27
EXPENDITURE			
Cost of services	161.23	152.23	80.83
Employee Benefits expenses	3.86	3.90	3.59
Depreciation expense	11.87	3.82	6.56
Connectivity & related expenses	0.71	0.91	0.33
Travel expenses	0.83	1.47	0.36
Other Expenses	2.53	3.66	1.74
Total Expenses	181.03	165.97	93.41
Profit / (Loss) Before Tax	4.72	11.77	5.86
Tax expense :			
Current Tax	0.61	(2.80)	1.77
Deferred Tax	(7.82)	(0.74)	0.04
Profit / (Loss) for the year	11.93	15.31	4.05
Other Comprehensive income	0.01	0.03	0.01
Total Comprehensive income	11.94	15.34	4.06
Earnings per share (of ₹ 1 /- each):			
Basic	1.11	1.50	0.40
Diluted	1.11	1.50	0.40

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.

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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.