

TANLA SOLUTIONS LIMITED

CIN: L72200TG1995PLC021262

TANLA TECHNOLOGY CENTRE, HITECH CITY ROAD, MADHAPUR, HYDERABAD - 500081
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER & YEAR ENDED MARCH 31, 2019



₹ in Lakhs

Particulars (Refer notes below)	Consolidated Results for the					Tanla Solutions Limited				
	Quarter ended Mar 31, 2019	Quarter ended December 31, 2018	Quarter ended March 31, 2018	Year ended March 31, 2019	Year ended March 31, 2018	Quarter ended March 31, 2019	Quarter ended December 31, 2018	Quarter ended March 31, 2018	Year ended March 31, 2019	Year ended March 31, 2018
	Audited	Un-audited	Audited	Audited	Audited	Audited	Un-audited	Audited	Audited	Audited
1 Revenue from Operations (net)	31,794.51	28,177.61	20,792.72	100,396.47	79,161.33	26,569.91	21,369.22	17,925.78	80,940.88	69,193.52
2 Other Income	384.12	274.14	401.66	1,061.10	476.00	305.03	262.63	396.28	956.04	467.22
3 Total income (1+2)	32,178.63	28,451.74	21,194.38	101,457.57	79,637.32	26,874.94	21,631.85	18,322.06	81,896.92	69,660.75
4 Expenses										
(a) Cost of services	27,217.32	24,248.49	18,396.32	86,066.24	69,547.04	22,489.23	17,831.55	16,058.56	68,695.20	61,444.29
(b) Employee benefits expense	928.07	544.87	300.90	2,294.76	1,418.23	891.76	520.57	291.82	2,182.53	1,300.09
(c) Depreciation and amortisation expense	2,033.51	2,166.07	2,187.34	7,322.76	5,733.04	1,922.95	2,035.59	1,672.30	6,808.30	4,891.48
(d) Connectivity & related expenses	68.04	68.78	187.29	269.65	381.32	86.51	93.70	91.65	289.52	257.10
(e) Travel expenses	150.47	47.99	55.30	259.96	257.00	108.46	47.69	55.15	217.57	256.55
(f) Finance costs	-	27.38	-	32.34	-	41.46	105.85	-	295.45	69.24
(g) Other expenses	602.18	473.56	270.21	1,833.49	1,038.86	505.33	298.39	244.57	1,444.56	804.49
Total expenses	30,999.58	27,577.14	21,397.36	98,079.20	78,375.49	26,045.70	20,933.33	18,414.05	79,933.15	69,023.24
5 Profit before non-controlling interest/share in net profit/(loss) of associate	1,179.04	874.61	(202.98)	3,378.37	1,261.83	829.24	698.52	(91.99)	1,963.77	637.51
6 Share in net profit/(loss) of associate	(30.96)	-	-	(30.96)	-	-	-	-	-	-
7 Profit before tax	1,148.08	874.61	(202.98)	3,347.41	1,261.83	829.24	698.52	(91.99)	1,963.77	637.51
8 Tax Expense										
- Current tax	199.42	183.44	50.43	490.00	236.49	166.62	155.58	(6.64)	411.10	149.04
- Mat credit entitlement	(113.19)	(183.44)	(10.53)	(403.78)	(161.04)	(166.62)	(155.58)	1.47	(411.10)	(149.04)
- Deferred Tax	88.50	(122.64)	278.65	279.08	(724.41)	106.01	(121.02)	353.32	256.20	(671.71)
9 Profit / (Loss) for the period (5-6) Attributable to	973.36	997.25	(521.53)	2,982.10	1,910.79	723.22	819.54	(440.14)	1,707.58	1,309.22
Shareholders of the Company	973.36	997.25	(521.53)	2,982.10	1,910.79	723.22	819.54	(440.14)	1,707.58	1,309.22
Non controlling Interest	-	-	-	-	-	-	-	-	-	-
10 Other Comprehensive Income	40.15	20.27	223.65	119.57	227.77	436.07	0.91	30.54	433.87	34.66
Total Comprehensive Income (7+8) Attributable to	1,013.51	1,017.52	(297.88)	3,101.68	2,138.56	1,159.30	820.44	(409.60)	2,141.45	1,343.87
8 Shareholders of the Company	1,013.51	1,017.52	(297.88)	3,101.68	2,138.56	1,159.30	820.44	(409.60)	2,141.45	1,343.87
9 Non controlling Interest	-	-	-	-	-	-	-	-	-	-
10 Paid-up Equity Share Capital (face Value of ₹ 1 each)	1,156.27	1,127.22	1,124.22	1,156.27	1,124.22	1,156.27	1,127.22	1,124.22	1,156.27	1,124.22
11 Total reserves	-	-	-	72,143.77	67,640.53	-	-	-	68,815.27	65,272.27
12 Earnings per share (of ₹ 1 each)										
(a) Basic	0.84	0.88	(0.46)	2.58	1.70	0.63	0.73	(0.39)	1.48	1.16
(b) Diluted	0.84	0.88	(0.46)	2.58	1.70	0.63	0.73	(0.39)	1.48	1.16



2. Segment Reporting (Consolidated) :

₹ in Lakhs

Sl. No.	Particulars	Consolidated Results for the				
		Quarter ended			Year ended	
		31-Mar-19 Audited	31-Dec-18 Un-audited	31-Mar-18 Audited	31-Mar-19 Audited	31-Mar-18 Audited
1	Segment Revenue					
	(a) Cloud Communication Services	31,794.51	28,177.61	19,832.82	100,396.47	76,301.43
	(b) Property Development	-	-	959.90	-	2,859.90
	Total Sales/Income from Operations	31,794.51	28,177.61	20,792.72	100,396.47	79,161.33
	Less: Inter Segment Revenue	-	-	-	-	-
	Net Sales/Income from operations	31,794.51	28,177.61	20,792.72	100,396.47	79,161.33
2	Segment Results - Profit(+)/Loss(-) before other income and tax					
	(a) Cloud Communication Services	794.93	600.47	(222.22)	2,317.28	201.74
	(b) Property Development	-	-	19.24	-	584.09
	Total Segment Results - Profit(+)/Loss(-) before other income and tax	794.93	600.47	(202.98)	2,317.28	785.83
	Less: Other Unallocable Income	(384.12)	(274.14)	(401.66)	(1,061.10)	(476.00)
	Add: Share in net profit/(loss) of associate	(30.96)	-	-	(30.96)	-
	Profit before Tax	1,148.08	874.61	198.68	3,347.41	1,261.83
3	Segment Assets:					
	(a) Cloud Communication Services	111,408.36	98,562.27	89,968.09	111,408.36	89,968.09
	(b) Property Development	-	220.00	1,978.05	-	1,978.05
	Total Segment Assets	111,408.36	98,782.27	91,946.14	111,408.36	91,946.14
	Segment Liabilities:					
	(a) Cloud Communication Services	39,231.46	28,683.89	24,578.72	39,231.46	24,578.72
	(b) Property Development	-	-	54.77	-	54.77
	Total Segment Liabilities	39,231.46	28,683.89	24,633.49	39,231.46	24,633.49

Notes:

- The above audited financial results for the quarter and year ended March 31, 2019 have been audited by the Statutory Auditors, reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 02, 2019. The statutory auditors have expressed an unmodified audit opinion on these results.
- The Board of Directors at its meeting held on May 02, 2019, has recommended a final dividend of ₹ 0.35 per equity share
- On April 10, 2019, Tanla Solutions Limited acquired 100% equity shares of Karix Mobile Pvt Ltd (a leading mobile engagement and communication provider) and its wholly owned subsidiary Unicel Technologies Pvt Ltd; for a total consideration of ₹ 340 Crore from Banyan Investments Limited, a wholly owned subsidiary of GSO Capital Partners L.P, a Blackstone Company
- The above audited financial results have been prepared in accordance with the Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015.
- Effective April 1, 2018, the Company has adopted Ind AS 115 using the cumulative effect method. The standard is applied retrospectively only to contracts that are not completed as at the date of the initial application and the comparative information is not restated in the Consolidated Statement of Profit and Loss. "The effect on adoption of the said standard was insignificant on these financial statements."
- The Audited financial results for the quarter and year ended March 31, 2019 are available on the Company's website (www.tanla.com) and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com)

Key standalone information is given below :

₹ in Lakhs

Particulars	Quarter Ended		
	31-March-19 Audited	31-Dec-18 Un-audited	31-March-18 Audited
Income from operations & other income	26,874.94	21,631.85	18,322.06
Profit / (Loss) before tax	829.24	698.52	(91.99)
Profit / (Loss) after tax	723.22	819.54	(440.14)



3. Statement of Assets and Liabilities

₹ in Lakhs

Particulars	Consolidated		Standalone	
	31-Mar-19	31-Mar-18	31-Mar-19	31-Mar-18
I. ASSETS				
(1) Non-current assets				
(a) Property, Plant and Equipment	35,972.25	45,198.97	33,748.32	42,460.59
(b) Capital work-in-progress	576.13	-	576.13	-
(c) Investment in associate	169.04	-	-	-
(d) Financial assets				
(i) Investments	-	-	5,585.26	5,385.26
(e) Deferred tax assets (net)	1,123.14	1,452.09	1,060.92	1,354.91
(f) Other non-current assets	7,310.00	1,103.97	7,228.75	948.09
Total non current assets	45,150.56	47,755.04	48,199.39	50,148.86
(2) Current Assets				
(a) Financial Assets				
(i) Investments	7,376.17	-	7,376.17	-
(ii) Trade receivables	39,648.38	26,652.50	32,083.28	23,238.60
(iii) Cash and cash equivalents	15,502.49	16,544.38	13,519.67	13,601.91
(iv) Loans and advances	111.50	214.62	89.62	187.36
(b) Other current assets	4,742.40	2,231.69	4,821.12	3,316.76
Total current assets	67,380.94	45,643.19	57,889.86	40,344.63
TOTAL ASSETS	112,531.50	93,398.24	106,089.25	90,493.49
II. EQUITY AND LIABILITIES				
(1) Equity				
(a) Equity share capital	1,156.27	1,124.22	1,156.27	1,124.22
(b) Other equity	72,143.77	67,640.53	68,815.27	65,272.27
Total equity	73,300.03	68,764.75	69,971.54	66,396.49
(2) Non current liabilities				
(a) Financial liabilities				
(i) Borrowings	4,692.53	-	4,692.53	-
(ii) other financial liabilities	19.03	8.55	19.03	8.55
(b) Provisions	-	3.27	-	3.27
(c) Other non-current liabilities	8.85	7.85	8.85	7.85
Total Non Current Liabilities	4,720.41	19.67	4,720.41	19.67
(4) Current liabilities				
(a) Financial liabilities				
(i) Borrowings	1,295.67	-	1,295.67	-
(ii) Trade payables	31,044.65	23,749.69	25,200.12	21,945.56
(iii) other financial liabilities	-	-	2,915.75	1,397.70
(b) Other current liabilities	1,680.73	626.98	1,574.66	584.37
(c) Provisions	-	0.66	-	0.66
(d) Liabilities for current tax (net)	490.00	236.49	411.10	149.04
Total Current liabilities	34,511.05	24,613.82	31,397.30	24,077.34
TOTAL EQUITY AND LIABILITIES	112,531.50	93,398.24	106,089.25	90,493.49

7. Previous period / year figures have been re-grouped/re-arranged wherever necessary.

For and on behalf of the Board of Directors

 Hyderabad
 May 02, 2019


 (D.Uday Kumar Reddy)
 Chairman & Managing Director
 DIN: 00003382
